

**PAGES
MISSING**

CANADIAN GROCER

St. Lawrence

Crystal Syrup

An Ideal Food for Children

Try it for Breakfast

Recommend it to Your Customers

St. Lawrence Sugar Refineries, Limited

Montreal

PROHIBITION **BY THE BRITISH GOVERNMENT**

of the EXPORT of any manufactures containing LEAD,
or the USE of LEAD in any manufactures other than

MUNITIONS OF WAR

This regulation precludes our manufacturing (for the present)

BOTTLE CAPS

in the usual metal, but we have decided to continue making all classes hitherto supplied to our customers in a more costly metal on which no embargo exists. Same sizes, same colors, same stampings as hitherto. Shipment 2 to 3 months from receipt of instructions. If interested in maintaining finished appearance of your packages, safeguarding your trade-marks—minimizing risk of fraudulent imitation of your goods—CABLE US AT ONCE the word "GREETING" over your name and we will then quote you prices in the New Metal.

BETTS & COMPANY, LIMITED

1 Wharf Road LONDON, N., Eng.

Cable Address: CHECKMATE, LONDON



FOR 60 YEARS THE
STANDARD INFANT FOOD

Grocers of keen business instinct

have proven the advisability of featuring and suggesting Borden Milk Products for the many various purposes they are adapted to. They find that every Borden sale means a satisfied customer and a profitable run of repeat orders.

Keep your customers constantly reminded of Borden utility and Borden convenience. Keep your stock well to the front by window trims and interior displays.

Increased sales and bigger profits will result.

Borden Milk Company
"Leaders of Quality"
MONTREAL

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



A Real Food

Although peanut butter is rapidly establishing itself as a staple article of food, there are still many people who regard it as more or less a luxury. It is quite true that it owes its immense popularity chiefly to its delightful flavor; but of greater importance to the consuming

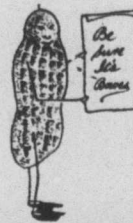
public is the fact that good peanut butter is one of our most nourishing foods.

When you buy

BOWES PEANUT BUTTER

you get the full-flavored richness of carefully selected, roasted and blended peanuts; a product that is free from rancidity and grit, and easily distinguished from any other brand by its velvety smoothness; an article that is, in every respect, supremely nourishing and wholesome.

BUY A JAR TO-DAY.



HERE IS AN ADVERTISEMENT FROM OUR NEWSPAPER CAMPAIGN WHICH IS HELPING DEALERS SELL MORE BOWES PEANUT BUTTER. ARE YOU HANDLING THIS PROFITABLE LINE?



A boon for the busy housewife

B.O. PASTRY POWDER

We illustrate the package here. The contents, when mixed with a small quantity of butter and milk, will make as nice a cake as any good housewife could possibly wish to decorate the table with.

Just those ingredients and no more.

Everything necessary is in the package. Tell your customers to save the Flour, the Eggs and the Sugar; tell them, too, that no Baking Powder or Flavoring is required in "B.O." cakes.

B.O. Pastry Powder is made in the following flavors: Vanilla, Lemon, Chocolate, Walnut, Spices and Non-Flavored also.

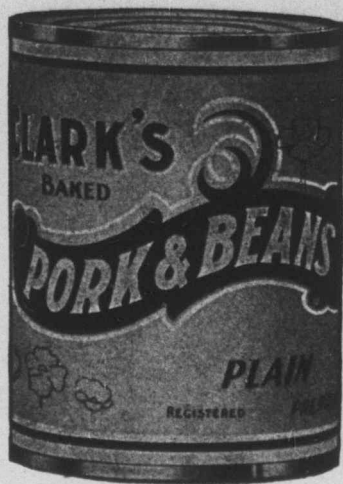
Why not stock this seller now? Also the following "ready" products: Pancakes, Bread Pudding, Dore Crust, Blancmange (four flavors).

Would you like further particulars?

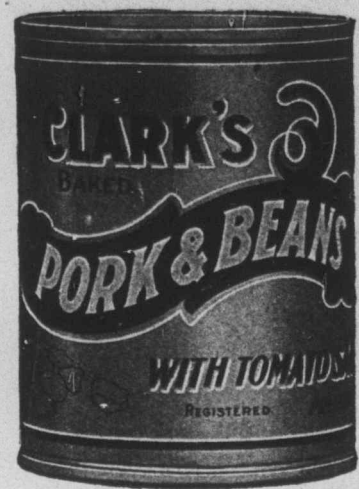
B.O. Products, Limited
QUEBEC

DIRECTIONS
Pour the contents of this box in a dish and add one tablespoonful of melted butter and enough milk to make a regular cake dough. Put immediately in the oven. This powder is prepared with the purest ingredients and will give you perfect results, economically and without trouble.

If any advertisement interests you, tear it out now and place with letters to be answered.



When
your customer
asks for
Pork and Beans
give her



CLARK'S PORK & BEANS

She will be satisfied

You will gain her confidence

Business will benefit

QUALITY GOODS ARE ADVERTISERS

W. CLARK, LTD.

MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

WAGSTAFFE'S



CELEBRATED

Orange Marmalade

WAGSTAFFE'S Pure Raspberry Jam

We have large stocks. Order from your Jobbers.

WAGSTAFFE'S Pure STRAWBERRY

We have fair stocks.

WAGSTAFFE'S Crushed Strawberry in Jelly

Large stocks.

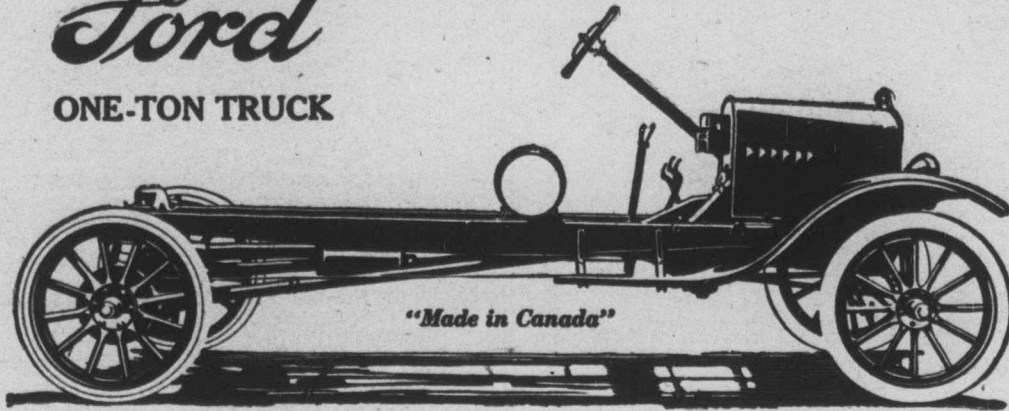
WAGSTAFFE, LIMITED

HAMILTON, CANADA

For Ton Trucking Purposes

Ford

ONE-TON TRUCK



BUSINESS men everywhere who have hauling or delivering problems to consider—whether operating a wholesale business, a retail store, or a farm—will welcome the arrival of the Ford One-Ton Truck.

PRICE

\$750

F. O. B.
FORD, ONT.

=====
**Supplied as
chassis only**
=====

Heretofore, the Ford user who wanted to carry loads up to a ton found it necessary to get one of several special attachments or extensions which were on the market. Now the standard Ford truck is available—a car that can withstand the drudgeries of commercial use, and yet lacks superfluous weight, and is easily handled.

The truck differs from Ford passenger cars in that it is specially designed throughout in proper pattern and strength for heavy-duty service. It has a final drive of the worm gear type, so that all gears are enclosed. Rear wheels are equipped with solid tires. Front tires are pneumatic. Standard Ford motor, transmission and ignition.

The largest truck and automobile company in the British Empire, with an organization of more than 700 Canadian dealers stands back of every Ford truck purchased.

See any Ford Dealer in Canada, or write for a catalog

Ford Motor Company of Canada, Limited
Ford, Ontario

If any advertisement interests you, tear it out now and place with letters to be answered.



Putting this case on your counter, will put money in your cash register

Our advertising is creating an ever-increasing demand for this new and improved tablet form of the old, reliable herb remedy. Live dealers are taking advantage of the growing popularity of

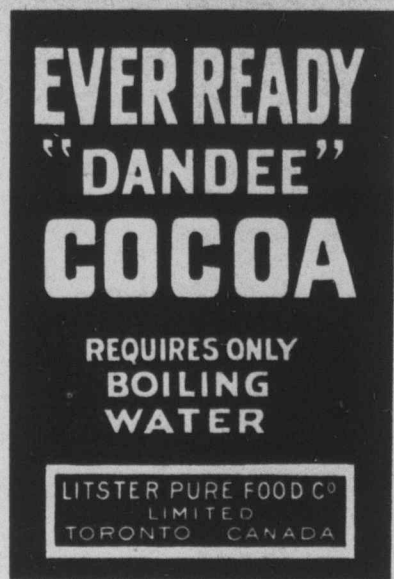
COBBAN'S HERB TABLETS

Packed one dozen cartons to the box. Each carton contains fifty tablets and retails for 25 cents. This remedy is guaranteed. It pleases folks and brings them back to your store for more. You make a liberal profit on each sale. Write for particulars of our dealer proposition now, and secure the business that is going.

MUNCEY SUPPLY COMPANY

Muncey - Ont.

Watson & Truesdale, 120 Lombard Street, Winnipeg
Distributors for Canadian North-West



The demand for this nutritious, palatable, liquid food has exceeded our most sanguine expectations.

Ever Ready "Dandee" Cocoa gives the dealer a fair profit.

We invite enquiry.

Litster Pure Food Co., Limited

1297 Queen Street West
TORONTO

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

About the Income Tax

Would you kindly let me know if everybody has to fill out income tax forms, even if they do not apply to them.—A.J.M., Smith's Falls, Ont.

Ans.—Not unless you come under the operation of the Income Tax. That is you do not have to fill in the forms if you are married and your income is under \$3,000 and under \$1,500 if unmarried.

Canadian and U.S. Nut Prices

Kindly advise us if we can buy peanuts and walnuts in the shell to better advantage than in the United States.—Kentville, N.S.

Ans.—Boston quotations, which we give as the market that is probably the most accessible to you quotes Naples walnuts at 23c, mixed grades at 18c, and peanuts, No. 1 at 15c. Montreal quotations last week were: Naples walnuts 16c to 18c; Grenobles, 23c. Peanuts, No. 1, 16 to 17½c.

It would seem from these quotations that the Canadian market is the best for you, as the item of duty would have to be added to the Boston price.

Regarding Margarine

Can you give us information as to what process is used in the manufacture of margarine, and where the cottonseed oil and oleo is obtained.

Ans.—The process of the manufacture of margarine is briefly a process of churning butter, cottonseed oil and beef stearine into the compound known as margarine. While the process is simple in itself, it involves some delicate machinery, that is very difficult to obtain at present, and a very great care in manufacture. There are some 850 mills making cottonseed oil in the United States, about two-thirds of these are in the State of Texas. Oleo oil or stearine is a by-product of practically every large packing plant.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers INFORMATION WANTED

Date.....191...

Please give me information on the following:.....

Name.....

Address.....

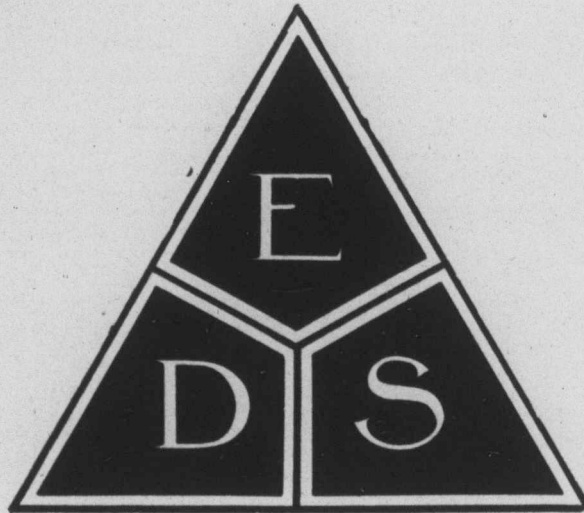


Get the new season's
E.D.S.
ORANGE MARMALADE
into your displays!

Big sales will follow.

Everybody knows "E.D.S." quality. The new season's pack is no exception.

Choice selected Oranges and Pure Cane Sugar—the sort of marmalade you can well recommend.



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

AGENTS: Newton A. Hill, Toronto; Eastern Representative: Wm. H. Dunn, Limited, Montreal; Alberta Representative: Donald H. Bain Co., Calgary, Alta., Edmonton, Alta.; Watson & Truesdale, Winnipeg; B.C. Merchandise Brokerage Co., Vancouver, B.C.

If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

*Wholesale Grocery Commission
Brokers*

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

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

"Always On The Job"

The H. L. Perry Co., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE

DISTRIBUTING

FORWARDING

PUGSLEY, DINGMAN & CO., LTD.
JOHN TAYLOR & CO., LTD.

The above are two examples of firms we represent in Western Canada. Let us give your product the same attention.

F. D. COCKBURN CO

Grocery Brokers
Manufacturers' Agents **WINNIPEG.**

MANUFACTURERS :

Do you require first class representation?
Write us. Satisfaction guaranteed.

GEO. W. GRIFFITHS & CO., LTD.
Manufacturers' Agents and Commission
Brokers

402 Chamber of Commerce
Winnipeg - - Manitoba

The Canada Nut Co., Limited

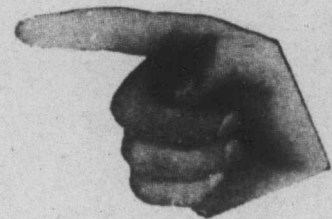
*"Specialising in Shelled Peanuts."
Large stock always on hand.*

VANCOUVER, B.C.

Let us connect you with the Western Markets

We cover the entire wholesale and retail trade through twelve aggressive men, nine of whom are doing retail work exclusively. Think what a success-making factor these men will be in marketing your product in the West!

May we send you full particulars?



SCOTT-BATHGATE COMPANY, Ltd.

Wholesale Grocery Brokers and Manufacturers Agents.

149 Notre Dame Ave. E., WINNIPEG

If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES.

**WHOLESALE
GROCERY BROKERS**

*Manufacturers' Agents
Commission Merchants*

- W. H. ESCOTT CO. Ltd., Winnipeg, Man.
- W. H. ESCOTT CO. Ltd., Regina, Sask.
- W. H. ESCOTT CO. Ltd., Saskatoon, Sask.
- W. H. ESCOTT CO. Ltd., Calgary, Alta.
- W. H. ESCOTT CO. Ltd., Edmonton, Alta.
- W. H. ESCOTT CO. Ltd., Fort William, Ont.

Est. 1907. Write us.
Correspondence Solicited.

Head Office and Warehouse, 181-183 Bannatyne
Ave. E., Winnipeg, Can.

THE
Robert Gillespie Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS,
MANFS. AGENTS,
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

This Space is Yours
For \$2.50
On Yearly Order

WATSON & TRUESDALE
Wholesale Grocery Brokers and Manufacturers' Agents
Have five men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.
120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distri-
bution

C.H. GRANT CO.
*Wholesale Commission Brokers and
Manufacturers' Agents,*
1206 McArthur Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.

MANITOBA SASKATCHEWAN ALBERTA BRITISH COLUMBIA

TO MANUFACTURERS AND SHIPPERS

We represent some of the largest manufacturers and importers in Canada and the United States, and, if your line does not conflict with any of our present agencies, we can handle your account, and guarantee you satisfactory results.

DONALD H. BAIN Co.

WINNIPEG

Head Office

**Branches: Regina, Saskatoon, Calgary, Edmonton,
Lethbridge, Vancouver.**

Live sales forces at each of the above points Fully equipped offices and warehouses. We are in an unexcelled position to handle storage and consignments, and to look after the distribution of cars.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

DRIED AND EVAPORATED APPLES.

Apple Waste and Chops, Specialties

H. W. Ackerman

BELLEVILLE ONTARIO

Maclure & Langley, Limited

Manufacturers' Agents

Grocers, Confectioners
and Drug Specialists

12 FRONT STREET EAST TORONTO

W. F. ELLIOT

Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)

FORT WILLIAM, ONT.

Established 1909.

LOGGIE, SONS & CO.

Merchandise Brokers and
Manufacturers' Agents

Grocery, Drug and Confectionery
Specialties.

"We cover Canada 3 times a year."

Foy Bldg., 32 Front Street W.
TORONTO - - ONTARIO

W. G. PATRICK & CO. Limited

Manufacturers' Agents
and Importers

51-53 Wellington St. W., Toronto

W. G. A. LAMBE & CO. TORONTO

Established 1885

SUGARS FRUITS

THE "WANT" AD.

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

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

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

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

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

KINDLY MENTION THIS
PAPER WHEN WRITING
ADVERTISERS

TO Manufacturers' Agents

Manufacturers are always looking for aggressive brokers to represent them. Keep your name and territory covered to the front, thus impressing them with your aggressiveness. This directory is the right place to have your card.

The rates are reasonable. For one inch each week for one year the cost is only \$1.25 per insertion. For quarter column for the same time the cost is \$2.80 an issue.

We shall be glad to furnish you with other rates upon application.

Canadian Grocer
143-153 University Ave.
TORONTO

WHEN WRITING TO ADVERTISERS
KINDLY MENTION THIS PAPER

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ROSE & LAFLAMME LIMITED
Commission Merchants
Grocers' Specialties,
MONTREAL TORONTO

QUEBEC

Complete Trade Connection.

JOHN E TURTON

Importer and Commission Merchant
55 St. Francois Xavier St. - Montreal
Wholesale and Retail

G. B. MacCALLUM & CO.

GROCERY BROKERS

489 St. Paul St. W., Montreal

Complete connection with the Grocery and Confectionery trade of Montreal. Daily Motor Delivery to all parts of City and Suburbs.

H. D. MARSHALL

Wholesale Grocery Broker

OTTAWA MONTREAL HALIFAX

Oats—Peas—Beans—Etc.

Handled in any quantities to best advantage by

J. R. GENEST

Wholesale Grain, Flour, Feed and Provision Merchant

BOARD OF TRADE BUILDING, MONTREAL

FREEMAN and SHEELY

WHOLESALE GROCERY BROKERS

St. Nicholas Bld. - Montreal

DO YOU WANT TO BUY A BUSINESS? SEE PAGE 63

NORWEGIAN SARDINES (STYLED SMOKED SILD)

NOTHING LIKE IT!
NO BONES!
ALL MEAT!



A/s NORWEGIAN CANNERS' EXPORT OFFICE
Stavanger (Norway)

Apply: STANDARD IMPORTS, LIMITED, Montreal

When Your Customers Know

you sell and recommend the two health sustainers here shown your stock will quickly diminish.

For Mathieu's "Syrup of Tar" and Mathieu's "Nervine Powders" have proven their merits and their popularity wherever sold.

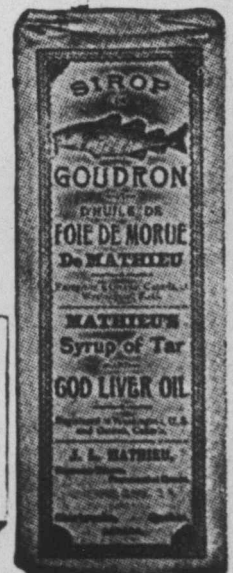
Keep a little display always before your customers' notice.

J. L. Mathieu Co.

Proprietors

Sherbrooke

Quebec



Lloyd George and the War

COL. JOHN BAYNE MACLEAN contributes to the March issue of **MACLEAN'S MAGAZINE** a strong article dealing with the need for efficiency in the Lloyd George Government and giving interesting information with reference to the young man who is rapidly coming to the front in Imperial affairs—Sir Eric Geddes, the head of the Admiralty. This contribution is one of a notable series.

"SIXTEEN MONTHS IN GERMANY.

What a Canadian Prisoner saw and heard there—and how he escaped," By John Evans

This article presents a picture of conditions in Germany and gives many new facts with reference to what is going on in that country. The writer worked for sixteen months in the mines of Westphalia and came in close contact at all times with the miners. The story of his escape is a thrilling one.

"CANADIANS IN MESOPOTAMIA."

By a Canadian Medical Officer.

Little has been known heretofore of the campaign in Mesopotamia. This article gives details of the campaign and of the part which Canadians are taking in it. It shows how the inefficiency of the first campaign has been done away with and how splendidly organized the British army now is. The article contains many interesting anecdotes of adventure on that front.

"LABOR THE DOMINANT FACTOR."

By Agnes C. Laut.

This is an article on the war situation as it is developing on this side of the Atlantic, showing that labor is becoming a dominant factor. In the United States the antagonistic attitude of the labor union is dying out and being replaced by a strong desire to assist in war measures.

"CANADA'S NEW BOSS."

By H. F. Gadsby.

A political article, dealing with the "man behind" Union Government. It gives interesting and exclusive information with reference to the political situation at Ottawa as it is developing since the election.

"A CASUALTY."

By Robert W. Service.

A war poem which tells of an experience which actually happened to Service while driving a motor ambulance on the Western Front. It will be illustrated by C. W. Jefferys.

Fiction in the March Number

"BY THE TIP OF AN EYELASH," by A. C. Allenson, illustrated by R. M. Brinkerhoff. A bright story combining business, love and horse racing.

"THE GARDEN OF SPICES," by L. M. Montgomery, illustrated by F. Weston Taylor. This is a most unusual and charming love story.

Two long instalments of the two serials "THE PAWNS COUNT," by E. Phillips Oppenheim, and "THE MAGIC MAKERS," by Alan Sullivan.

"THE GIRL ON THE VERANDAH," by Arthur Beverly Baxter, who wrote "The Man Who Scoffed," and "Mam'selle Butterfly."

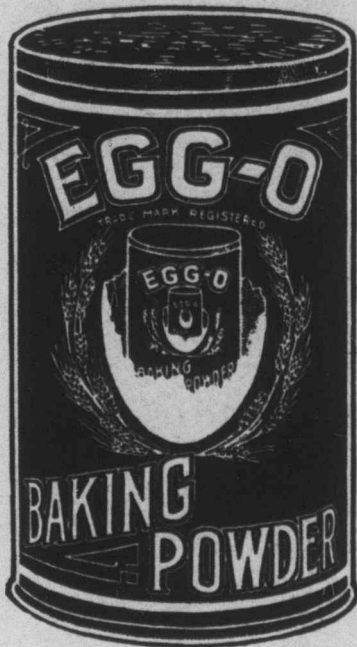
Regular Departments and Features

There are the regular features and departments: Review of Reviews; Business Outlook; The Investment Situation; The Nation's Business; Books; Women and Their Work. A food

article by Miss Chapman is a feature, and a new Spring Department on Seeds and Garden Culture starts in this number.

MacLean's Magazine

At all News Stands—20c.



Economical-Pure-Satisfactory

EGG-O BAKING POWDER

Egg-O Baking Powder is guaranteed to be all that and more—it is the kind of “sure-to-please” baking powder that sells and stays sold and keeps the customer coming back.

And the Egg-O guarantee goes beyond the purity of contents idea—it goes right into every biscuit and every cake where Egg-O Baking Powder is used, cakes and biscuits that are always the pride of the home.

Show Egg-O to your customers. Recommend it. Get them to try it and it will sell itself afterwards.

EGG-O BAKING POWDER CO.

Limited

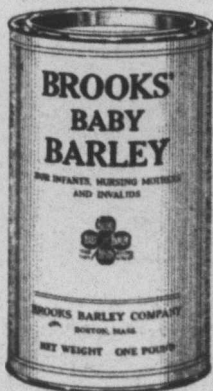
Hamilton, Ontario

This is the barley

—that, because of its purity, freshness and high quality has won the endorsement of the highest Infant Specialists.

BROOKS' Baby Barley

Fast Seller. Good Profits. Satisfied Customers.



Order from your wholesaler.

THREE SIZES.

1/2 lb., per doz.	- \$ 2.30
1 “ “ “	- 3.80
3 1/2 “ “ “	- 11.50

Agents for Canada:

Harold F. Ritchie & Co., Limited

TORONTO

Made by BROOKS BARLEY COMPANY, Boston, Mass.



The Reliable Salt

The Salt that your customers know is always just right.

Fine, even grain—full of savour—and pure as purity itself.

This is why practically every home in Canada uses Windsor Table Salt. Of course, you sell

Windsor Table Salt
 Made in Canada
 THE CANADIAN SALT CO. LIMITED

Bristol, Somerville & Co., Hamilton

[Formerly Geo. E. Bristol & Co.]

We specialize service, quality and first-class satisfaction. Use the telephone (asking the operator to reverse the check) when needing goods in a hurry.

Bristol, Somerville & Co.

We manufacture the highest grade
CANNING BOXES
in Canada

Write for prices.

W. C. Edwards & Co., Limited
OTTAWA, ONTARIO

SMALL'S MAPLE SYRUP

Maple
Butter



Maple
Sugar

World's Standard For Nearly One Hundred Years

— AT ALL JOBBERS —

SMALL'S, Limited - Montreal, Que.

"McCASKEY" ACCOUNT SYSTEMS



"McCASKEY" CLOSED

For Every Business.

Send for booklet —

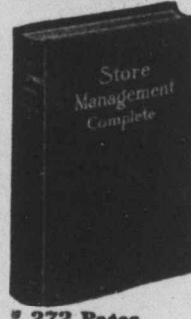
"A Credit Plan That Works."

McCASKEY SYSTEMS, LTD.

245 Carlaw Avenue
TORONTO

STORE MANAGEMENT—COMPLETE

16 Full-Page
Illustrations



272 Pages
Bound in Cloth

ANOTHER NEW BOOK

By FRANK FARRINGTON

A Companion book to Retail Advertising Complete
\$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

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

ABSOLUTELY NEW

JUST PUBLISHED

Send us \$1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical-Book Dept., MacLean Publishing Co.
TORONTO

HIGH-GRADE SPECIALS IN OVERSEAS TRADE

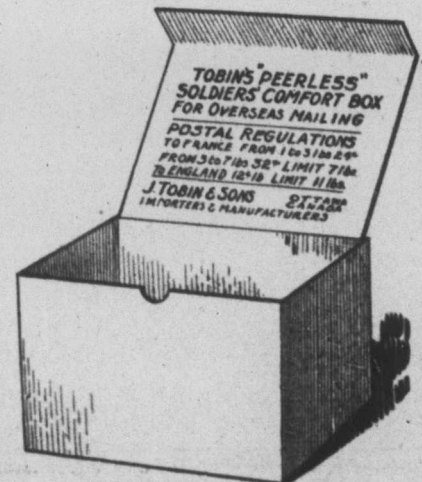
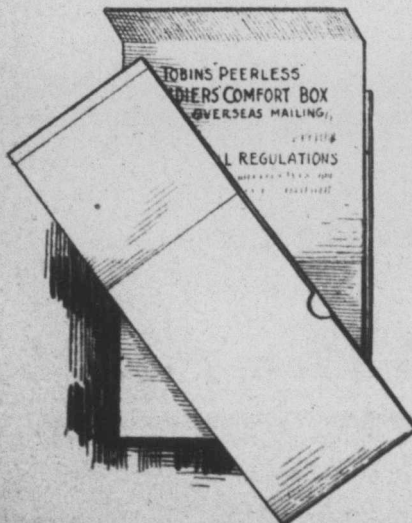
Tobin's "Peerless" Overseas Mailing Boxes, etc., etc.

FRIENDS and RELATIVES know these boxes so well that they buy them in thousands every day. They have stood the test so many times, and brought back scores of souvenirs of the battlefield, that they have become a by-word of excellence, and nothing else will do.

They are the best mailing boxes on the market. They are "TOUGH AS LEATHER — LIGHT AS A FEATHER." Strongly recommended by our postal authorities, because they are so easily packed and examined if necessary. AND — the boys get these boxes. 2 sizes, France and ENGLAND.

Are you getting any of this trade, Mr. Merchant. If not, GET BUSY and write J. TOBIN & SONS, OTTAWA, ONT. They are keenly alive to your wants or enquiries, whether by mail, phone or wire. Circular for the asking, with other trench specialties.

J. TOBIN & SONS, Ottawa, Ont.



REMEMBER

COWAN'S COCOA— "Perfection Brand" Purest and Best

SELL IT!



PUSH IT!

B-34

Furnivall's FINE FRUIT PURE JAM

THE quality of Furnivall's Fine Fruit Pure Jam is made possible only by infinite pains in the selection of fresh gathered fruits of perfect quality and the use of pure cane sugar.

The Furnivall factory is a model of cleanliness and sanitation. The Furnivall Standard is the highest. We are going to maintain this standard and to carry our good name forward in the years ahead into the homes of new

popular with particular people

users whose continued custom is our source of profit and yours.

Furnivall's Jams are supplied through the wholesale trade. Write them or us for list of varieties, sizes and prices.



Furnivall-New, Limited
HAMILTON, CANADA

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto; H. J. Sykes, 736 Elgin St., Ottawa, Ont. Montreal—Geo. Hodge & Sons, Limited. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co., Ltd. Saskatoon—The H. L. Perry Co., Ltd. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.



ROLA
"QUALITY"
EGG POWDER

Packed one dozen in an attractive display carton.

(6 doz. in case)

Order from your Wholesaler.

Contents of a tin retailing at 25c. will do the work of 2 dozen eggs, at the same time retaining the full food value of fresh eggs.

SELLING AGENTS:

ROSE & LAFLAMME, LIMITED

MONTREAL - TORONTO

Just try how Mackay's will sell



You can strongly recommend this delicious, wholesome Canadian-made Barley Food.

MACKAY'S PEARL BARLEY FLOUR is without any peer whatever. Gives soups and gravies a delightful flavor.

Just the right food for infants and invalids. A strong consumer publicity campaign is helping dealers to keep their sales of MacKay's going.

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

IT'S THE REAL MACKAY

John Mackay Co. Limited
Bowmanville, Ont.

Your Window

is your best advertising medium, but it will not fully repay the time and thought spent on its arrangement if you omit from it the attractive packets of

OCEAN BLUE

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED

The Gray Bldg., 24-26 Wellington St. W., Toronto

WESTERN AGENTS:—For Manitoba, Saskatchewan and Alberta—W. I. Mackenzie & Co. Ltd.,

Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon—Cresden & Avery, Rooms 5 and 8, Jones Block, 407 Hastings Street W., Vancouver, B.C.



Do you need a good man?

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

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

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

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

Send along your ad. to-day.

The Canadian Grocer
143-153 University Ave., Toronto

If any advertisement interests you, tear it out now and place with letters to be answered.



A standardized product of proven quality, protected by the sealed package, with the net weight plainly shown—a product in which both grocer and consumer have confidence—that's why its sales are so large.

HEINZ

Canadian-American Food Products.

57 VARIETIES

Canadian Factory,
Leamington, Ont.

Principal Factory
Pittsburgh, U.S.A.

Distributing Warehouses in Canada:
TORONTO MONTREAL

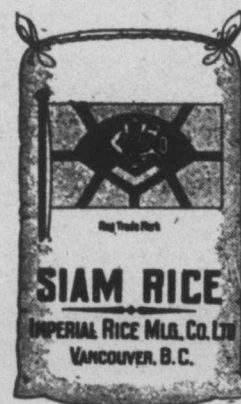
Canadian Distributing Agencies:

Halifax
St. John
Quebec
Ottawa
Winnipeg
Edmonton
Lethbridge
Calgary
Fernie, B.C.
Moose Jaw
Saskatoon
Vancouver
Victoria

John Tobin & Co.
Baird & Peters.
J. B. Renaud & Co.
Prevost & Allard.
The Codville Co., Ltd.
The A. Macdonald Co.
The A. Macdonald Co.
Simington Co., Ltd.
Western Canada Wholesale Co.
The Codville Co., Ltd.
The Codville Co., Ltd.
Kelly, Douglas & Co.
Kelly, Douglas & Co.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



We are offering the best value
in Rice on the Canadian
market to-day.

If any advertisement interests you, tear it out now and place with letters to be answered.



Remind your customers
that you sell

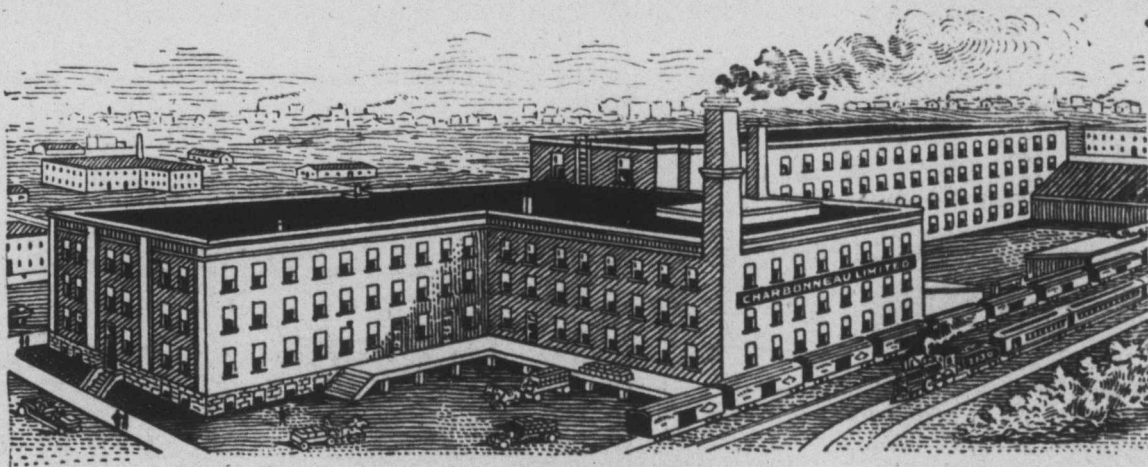
**ROBINSON'S
"PATENT" GROATS
and
ROBINSON'S
"PATENT" BARLEY**

Robinson's "Patent" Groats and
"Patent" Barley are known and
appreciated in every community.

Steady sales will follow, for Robin-
son quality keeps the housewife
coming back for further supplies.

Magor Son & Co., Limited.

Toronto offices: 30 Church Street
191 St. Paul St. W., Montreal.



**CHARBONNEAU'S
Imperial Maple Cream Butter is unsurpassed**

**CHARBONNEAU'S
Farm-Cream Sodas are in great demand and are rapid sellers**

Prompt Shipment.

Get Our Prices.

CHARBONNEAU, LTD., 330 Nicolet St., MONTREAL

Distributors: Robt. Gillespie Co., Winnipeg. C. Morris & Co., C.P.R. Building, Toronto.

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN GROCER

Vol. XXXII.

TORONTO, MARCH 22, 1918

No. 12

Candy Sales An Item That Shows Profit

A Line That May be Counted on Rain or Shine to Provide a Certain Item of Profit
—Hamilton Store Finds it a Department Well Worth Maintaining

"CANDIES may not be a large item in the business of many grocery merchants, but they are nevertheless an item that is well worthy of consideration." That at least is the opinion of Hilton and Kent, whose attractive store is noted herewith. It is situated on Dundurn St., Hamilton, one of the growing sections of that growing city.

"Candy may not be a large item in the grocer's business, but after all neither is a lot of other things. Sugar and bread and flour—they are big items, but they don't give much return in the way of profit. There are a lot of other lines that look so small beside these big items that they are almost negligible, but if it weren't for these smaller items we would have to close shop, and so would most other grocers, for it is on these smaller lines that the profit is usually made, and we find candies are a very effective item in our business."

A Fortunate Situation

It must be admitted that this store is peculiarly well situated for this trade. Right across the street is the fine new Earl Kitchener school, while just a block or so away is a large knitting mill with hundreds of girl operatives. These are two excellent sources of demand right at the outset. It is of course only an item in the sale, but it forms a very substantial item, and assures a steady business of some proportions. It would be a poor day indeed, so CANADIAN GROCER was told, when the profit on this line would not amount to two or three dollars. And remember that this is a business that makes comparatively little demand on the staff of the store. It is mainly done by a very effective silent salesman device shown in one corner of the photo, a regulation style silent salesman with a pyramid shaped addition on top, that was added to meet the special demands of this department.

This show case faces the entrance and is an attractive feature of the display.

The Use of Display Equipment

The store itself is very attractive in appearance and great care is taken to keep the stock displays always neat and attractive, for the outward show, Mr. Kent explained, was one of the things that they believed was most effective in building trade. Therefore, display equipment is prominently used, while modern handling and selling devices are much in evidence.

The accompanying photo will give some idea of the attractive appearance of the store, as well as showing the effective use that is made of counter displays.

The door at the left leads into the meat department an indispensable adjunct of the store. Some description of this branch of the store's activity will be found in the provision department.



The attractive interior of the Hilton & Kent Store, Dundurn Street, Hamilton.

Further Light on Consumers' Association

The Way This Enterprising Scheme Works—A Gold Mine For the Operators—The Membership Fee "Pure Velvet"

THE propaganda of the Consumers' Association of Windsor, Ont., is spreading, reports from the Western Provinces proving that there is a very energetic campaign being conducted there and a similar report comes from the Maritimes. Despite everything that can be said, it appears that there are people who are eager to throw their money away, for despite the glittering offers that are scattered broadcast by this company the purchaser in every instance is the loser.

The premises of the company in Windsor are fairly pretentious from the outside, and bear on the window the name "The Independent Grocery Company," which is a name that was formerly used by the same beneficent company, till it was discovered that people were beginning to look askance at these benefactions. From that time it became the Consumers' Association.

Behind the window is the gentleman in charge and a sizable number of young ladies engaged in the pleasant task of removing two dollar bills from a bulging mail.

There is a small stock carried, nothing however to give even the slightest indication of the immense buying resources that the company claims as its reason for being able to give the so-called immense bargains.

Now as a matter of fact the great bulk of the goods sent out are bought in Windsor from a small jobbing concern, and here and there from minute industries, whose chief ability is that they can supply commodities like baking powder and talcum powder at next to nothing in price, and of about the same quality.

Membership Fee Pure Velvet

Now suppose the unwary customer has ten dollars to spend. Two dollars first for the membership fee in the association. As the manager remarked to a neighbor recently, "This is 'pure velvet.'" Of course where there are agents the agent gets \$1.65 of this amount, but the 40 cents remaining is still "velvet." Having paid this money they will probably send for assortment No. 4 or some similar assortment. And mark you, the purchaser does not buy what the purchaser happens to want, but the combination of things on which the Consumers' Association can make the snuggest profit by gathering together, too. Note also that at the head of every list there appears these words, "We do not break this assortment."

The assortment reads as follows:

	Estimated retail price	Members' price
10 lbs. Redpath's best granulated sugar	\$1 00	\$0 65
2 lbs. our best coffee	1 00	0 80
8 bars best laundry soap	0 50	0 30
1 bottle double strength lemon extract	0 35	0 25
1 bottle double strength vanilla	0 35	0 25

3 large flake steel cut rolled oats	0 25	0 14
1 large can Alaska salmon	0 35	0 25
6 lbs. of our guaranteed tea, green or black	4 20	3 50
1 large box soda biscuits	0 30	0 20
1/2 lb. ground black pepper, triple strength	0 30	0 25
2 lbs. breakfast cocoa	1 00	0 80
3 bars sulphurine complexion soap	0 75	0 50
1/2 lb. fresh shredded cocoanut, long	0 25	0 20
3 lbs. guaranteed pure baking powder	1 50	1 20
1 lb. absolutely pure dry mustard	0 50	0 40
2 lbs. extra fancy full head rice	0 30	0 25
1 can Dutch cleanser	0 10	0 06
Estimated retail price		13 00
Members' price		10 00
Members' saving		3 00



H. AMPHLETT

who is in charge of the grocery section of the Food Control Department. He will have charge of any matters arising out of the newly promulgated license system. Mr. Amphlett graduated from the retail grocery store, having conducted a grocery business of his own for a number of years. His experience ought to be of value to the trade on the better understanding of conditions that he will bring to his new duties.

Buying a House to Get the Latch Key

Note that in all this list there are only two articles that bear a name that they can be recognized by. There is no suggestion that these two articles are not sold at bargain prices. But it does not seem good business on the face of it to buy \$13.00 worth of goods to get \$1.10 worth of goods that are actually valuable. It's like buying a house to get the latch key. The sugar in question is actually purchased in Windsor, and paid for in cash at the current wholesale price, the same applies to the cleanser. Consequently it is evident that they are sold at a loss. There the loss stops, however. Not another article on the list is worth the member's price, let alone the estimated retailer's price.

Why isn't something done to put a stop to this practice? Because the goods are actually delivered as ordered. There

is the sugar, perfectly good sugar at bargain figures. The coffee is poor truck, it is true, but is anyone able to refute the statement that it is "our best." The large can of Alaska salmon is the commonest white salmon procurable and certainly isn't worth 25 cents, but it is salmon and comes from Alaska. "Our guaranteed black or green tea" may be the sweepings from anywhere, but there is no suggestion that the guarantee claimed it to be anything else. Sulphurine complexion soap has a deadly sound, and at 50 cents bargain price it is no cheaper than many recognized fancy grades on the market, and that guaranteed pure baking powder, well it is unnecessary to say anything about that. Suffice it to say that nothing definite has been said about any of the articles except the two items that are beyond criticism, even the retailer's price is only "estimated."

The chief of police of Windsor has a great pile of letters complaining of the goods sent, plain clothes men visit the place almost daily and examine the books, but there is nothing on which to base a complaint at the moment.

What the Merchant Can Do

Many merchants are finding that this association is cutting into their trade. It probably will do so unless you forestall it, because the daily newspapers are continually fostering the opinion that the retailer is gouging the public, get after your customers and let them know the inside machinery of this association. Tell them that aside from that \$2.00 fee, "pure velvet," this one little order stands to show this association \$1.95 of clear profit, a profit that is made out of selling your customers practically useless goods. Tell them this. Tell them what CANADIAN GROCER has said on the matter, and point out that these things could not be published if they were not true.

The new regulations governing the grocery trade will effectively deal with activities of this character, but in the meanwhile there is a month to run. Do your part to stop this business now.

ACME VINEGAR NEW SALES ORGANIZATION

The Acme Vinegar Co., Ltd., Winnipeg, have enlarged their plant for the manufacture of vinegar, and have added several lines of vinegar to their list of Avico products. In future their products will be sold through a sales organization of their own. John A. Cheyne has been engaged as special representative, calling on the wholesale trade in the four Western provinces. A large staff of detail salesmen has also been engaged to call on the retail trade. W. V. Giffen, who was for several years connected with H. J. Heinz Co., at their Boston branch, has been engaged as salesmanager. They have also appointed a consulting chemist.

Tongue tied wimmin are very skarse and very valuable.—Josh Billings.

Cash and Carry Proves Profitable

Stratford, Ont., Merchant's Experience Favors the Change—Novel Methods Adopted For Convenience of Customers—Letting the Customers See the Profit

THE cash and carry system is gaining a very considerable momentum in Canada as well as the United States. The number of stores who have adopted this system is enlarging with every day, and in many sections at least with apparently very satisfactory results. In connection with this article there appears a reproduction of the announcement of the change in the form of business sent out by A. R. Latter, Guelph Street, Stratford, Ont. This announcement has so many good points, and goes to the root of the matter so thoroughly, that it will probably be of value to many other merchants.

The scheme has not been in operation with Mr. Latter for any great length of time, but it has been in operation long enough to present some of the difficulties that have to be met, and to give a very good ground for the belief in its entire success.

One of the great bugbears of such a change is the fear in the merchant's mind that it may entail a loss of customers. In Mr. Latter's experience this danger has been anything but serious.

"With four or five exceptions," he says, "my credit customers are now my cash customers. Three of these exceptions live at a considerable distance and it is quite inconvenient for them to come for their supplies.

Arranging Credit

My method of arranging with a credit customer, say a G. T. R. employe, was about as follows: Mrs. Blank, your pay cheque comes in about the 16th. If you cannot pay cash till then continue your credit account as usual. Keep out from your pay cheque enough cash to pay for your groceries till next pay day, pay me as much on your account and pay off the balance in instalments." This arrangement has proved quite satisfactory in every case. And although it means that some accounts have to be carried for a considerable time I am convinced that it has won the good will and confidence of my customers.

Method of Returning Change

One little detail that is giving great satisfaction is our method of sending change home with the children. When the child has no purse we place the correct change in an envelope with a statement outside showing amount received, cost of goods, discount for C. and C., and change enclosed.

The carrying has proved less troublesome than we expected. We have found that by assisting the customer in arranging and combining parcels they are carried off quite cheerfully. The five-dollar order scheme has worked out well. These are delivered only after school.

I call the boy when he is needed and pay him for what he does.

Quote Regular Price

Our goods are all marked, with a few exceptions used as leaders, at the same old price, or as near as possible to current prices in the other stores. When asked prices we simply quote the regular price. But when the customer pays for her goods we simply hand her back in cash (called the C. and C. discount) a part of the profits on each article that has profits large enough to admit of dividing. This seems to give the customer considerable satisfaction. The benefits of the cash and carry system are thus directly seen.

Although it is early in the game to say that the C. and C. system is an unqualified success, I can safely say that

it has thus far worked out much more successfully than we had anticipated. In actual figures our cash sales for the first half of January have been just about equal to our cash and credit sales for the same period a year ago, when more than half was credit.

PROMPTITUDE

An official of the Board of Health in a Massachusetts town notified a citizen that his license to keep a cow on his premises had expired. In reply to this letter the official received the following communication:

"Monsieur Bord of Helt—I just get your notis that my licens to keep my cow has expire. I wish to inform you, M'sieur Bord of Helt, that my cow she beat you to it—she expire t'ree week ago. Much oblige. Yours with respek.

Latter's C. & C. Store

Cash and Carry System

This is the most modern, progressive development in business methods, entirely new in Stratford, but well tested and found satisfactory elsewhere. It simply means that the customer pays cash and carries the goods home.

No Credit - No Delivery. Advantages:

1st to Us. It eliminates all worry and loss from slow, doubtful and worthless accounts. It saves \$400 to \$500 per year delivery expenses.

2nd to the Customer. This saving of \$400 to \$500 will be divided among our customers by way of reduced prices — a saving of 2 to 10 per cent.

When a customer takes her purchases home, she knows she has all she bought and has them when she wants them and is not dependent on the carelessness of a delivery boy.

When a customer pays cash she is independent. She can spend it where she likes and when she likes. She is more careful in buying and thus reduces the cost of living. She can start a Bank Account when the pay envelope comes in—it is hers, with no store having a claim on the larger portion of it.

Fairness—Is it fair to cash customers and those who carry home their purchases that they should help to pay for bad accounts and for delivery to others? All should be treated alike.

The New System Starts January 1st, 1918

With our customers who have current weekly or monthly accounts we will gladly make arrangements that will prove absolutely no hardship to you. Simply come and see us or call us over the phone.

Arrangements will be made with each individual that will be entirely satisfactory

When the system is working the following will be a guide

Latter's Cash and Carry Store

35 Guelph Street

STRATFORD, ONT.

Telephone 729

Cash must accompany every order. Positively no credit. We've burned our books. Don't send for a spool of thread saying you'll pay in the morning. We'll keep the thread till morning or give it to you outright — if you're needy. We'll see that Tommy gets the right change.

Carry your purchases home in basket, baby carriage, sleigh, waggon or wheelbarrow. Delivery will be made of paid for orders of \$5.00 or more — nothing less.

Telephone your orders so that we may have them ready when your child comes with the cash.

Hours Store open from 7 a.m. to 9 p.m. except Wednesdays we close at 7 p.m.

Tell Us if anything displeases you.

Tell Others if our prices and goods please you.

Income Forms Must Be Filled at Once

Government Requires All To Be In By March 31—Effect of Same on Hardware Dealer—Right to Make Proper Allowance For Depreciation—Necessity of Knowing Personal Withdrawals

NOW that the time is rapidly approaching when the income tax forms must be mailed to the Government at Ottawa there are no doubt some problems which would bear further interpretation. One of these is the definition of the term income. Forms are to be secured from the nearest post office and must be filled out by March 31. Those who may have neglected to look after this matter should attend to the matter without delay.

Definition of Income

Under the terms of the Act, "income" means the annual net profit or gain or gratuity, whether ascertained and capable of computation as being wages, salary, or other fixed amount, or unascertained as being fees or emoluments, or as being profits from a trade or commercial or financial or other business or calling, directly or indirectly received by a person from any office or employment, or from any profession or calling, or from any trade, manufacture or business, as the case may be, and shall include the interest, dividends or profits directly or indirectly received from money at interest upon any security or without security, or from stocks or from any other investment, and whether such gains or profits are divided or distributed or not, and also the annual profit or gain from any other source, including the income from but not the value of property acquired by gift, bequest, devise or descent, and including the income from but not the proceeds of life insurance policies paid upon the death of the person insured, or payments made or credited to the insured on life insurance endowment or annuity contracts upon the maturity of the term mentioned in the contract or upon the surrender of the contract.

How Income is Reckoned

From the definition it is evident that profits, whether left in the business or withdrawn in the form of living expenses, salary or dividends are taxable. In other words a man in business, whether by himself or in partnership with someone else, has to reckon his total income on the following basis:

1. Amount withdrawn for living expenses whether paid out in salary form or otherwise.
2. Profits withdrawn from the business, whether in the form of dividends or other withdrawals.
3. Shares or profits remaining in the business and not divided among partners.
4. Any other income derived from any other source than that of the business such as dividends on stock, interest on money in banks or out at investment and so forth.

AMOUNTS PAYABLE UNDER INCOME TAX

Incomes exceeding \$1,500 in case of unmarried persons and widows or widowers without dependent children and exceeding \$3,000 in case of all others, four per cent.
Following are the supertaxes levied in addition to regular tax as above:—
Over \$6,000 to \$10,000, two per cent.
Over \$10,000 to \$20,000, five per cent.
Over \$20,000 to \$30,000, eight per cent.
Over \$30,000 to \$50,000, ten per cent.
Over \$50,000 to \$100,000 fifteen per cent.
Over \$100,000, twenty-five per cent.
Corporations and joint stock companies pay the normal tax upon income exceeding \$3,000, but are not liable to pay the supertax.

Unfortunately many retailers do not keep an accurate account of their withdrawals for living expenses. When money is wanted for any purpose too often the till is opened and the required amount withdrawn without any charge or accounting of the amount.

As living expenses will have to be included in the estimate of the year's income, how can a man give a certified statement of what these were when he has kept no track of same and really has no accurate knowledge. This is merely another reason why a merchant should pay himself a salary the same as he does to any of his clerks and include in that salary not only cash withdrawals but also articles taken out of stock for personal use. The result may be surprising. It may have been thought that it was costing about a thousand dollars a year to live, whereas it may actually cost twice this amount.

Should Allow for Depreciation

The other part of the income tax bill that is worthy of attention is the undivided profits of the business. It is only fair that certain allowance shall be made for depreciation on merchandise, on accounts and on fixtures and furniture. On the forms which must be filled out there is a space provided on page 3 for such deductions. The hardware dealer is entitled to make these deductions sufficiently comprehensive so as to put his profits on a cash basis. By this

we mean that the profits of a retail business that are left in the business in the form of increased stock or fixtures should not be considered in the same light as profits withdrawn from the business in the form of cash, or as the income of the large salaried man who draws his salary every week or month as the case may be. Profits of a business should be reckoned as nearly as possible upon the realizable value of the assets of the business and the retailer is entitled to make allowance to put himself in this position. Of course this depreciation allowance will have to be clearly shown in the form sent in to Ottawa. It should be remembered that large amounts are being set aside as a reserve by all large businesses and corporations at the present time and the retailer is entitled to do the same.

CANNING FACTORY SOLD

W. H. Williamson of Picton, Ont., Sells His Plant at Port Milford to Messrs. Bedell and Hepburn

Another deal in canning factory property which has recently occurred is the purchase of the W. H. Williamson canning plant at Port Milford by Messrs. Bedell & Hepburn.

The Williamson factory was just adjoining the Port Milford canning factory which was owned by Messrs. Bedell & Hepburn, and it is presumed that the two will be operated in conjunction by the new owners. The plant recently sold by Mr. Williamson was built on the site of the factory originally owned by the late Royal Church, which was destroyed by fire. The Port Milford canning company's plant was built by the farmers in that vicinity and it was operated for several years as a joint stock company. Messrs. Bedell and Hepburn buying it some two or three years ago.

Mr. Williamson, who has been engaged in the canning business for the last five or six years, will retire from this line and devote his entire attention to his insurance.

LIKES THE PAPER.

The MacLean Publishing Co., Ltd.
Dear Sirs,—Enclosed you will find \$3, being amount due on my subscription to CANADIAN GROCER. I am very much pleased with this paper.

J. WALKER.

Lysander, Que., Mar. 4, 1918.

TIT FOR TAT

"Mercy, John, the baby has eaten a lot of that dog biscuit."

"Never mind. It serves Towser right; I caught him eating the baby's food yesterday."



Founder of Dominion Cannery Co. Dies

William Patrick Innes Passes Away in His 86th Year at Simcoe, Ont.—Veteran of Canadian Business Had Varied Experience During Over 60 Years in the Dominion

Simcoe, Ont., March 18.—William Patrick Innes, founder of the Dominion Cannery Co., died at his home here, "Strath Lynn," at 10.30 to-night, about 72 hours after his wife has passed away, and without knowing of her death. He was in his 86th year.

ABOVE despatch marks the conclusion of a career of great interest to the whole range of the grocery trade.

Founding of Dominion Cannery

Mr. Innes' connection with the Dominion Cannery dates from the very earliest history of the company. He started it though at the time he knew very little about the canning business. But he had a varied experience in other business lines, and a sound business instinct. At the time there was a little factory at Grimsby started by Abraham Nelles, and one in Delhi (in a dwelling house), while soon afterwards one was started in Picton. Four brothers-in-law started the Simcoe enterprise: Joseph Jackson, M.P., Dr. Hayes, Judge R. T. Livingstone and W. P. Innes. The business was started in 1881 in a building 100 x 50 feet. Local fruits, tomatoes, corn, peas and beans were packed, and in its first year the company lost money. Hayes and Livingstone withdrew, leaving Mr. Innes and Mr. Jackson to handle it. The business was uphill work for several years largely owing to the difficulty of getting reliable expert help. But it grew, and a plant was bought in Hamilton and another in St. Catharines. Premises were taken in Montreal, and later property was bought there. Evaporating factories were established in Tillsonburg and Port Rowan.

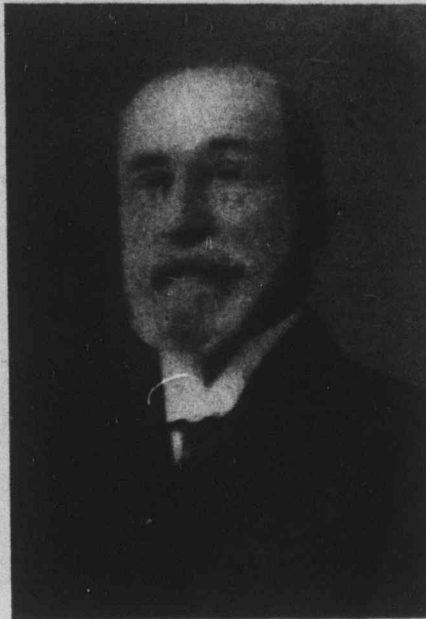
Interesting Business History

The history of businesses is wrapped up in the history of the men who made them, and W. P. Innes was an important figure in Canadian business with a varied experience behind him.

Born in Invernesshire, Scotland, on September 6, 1832, he began his business training in the iron and steel trade in Glasgow. The knowledge then acquired was useful to him in the canning business later as he dealt with metal merchants for canning materials.

In 1857—when he was 25 years of age—he set out for Canada, not as an emigrant, but to verify and lay claim to an estate in Quebec which had been left by a relative, Capt. James Bowie. Intricacies of law or inaccuracies of information prevented his ever taking possession of this property.

However, while negotiating he engaged himself to spend a year with a merchant in Dundas, Ont., who was a mill owner, large farmer, and distillery man. As manager of this man's business Mr. Innes received \$600 a year. He afterwards engaged with Billington & Forsyth of Dundas, then the largest imple-



The Late W. P. Innes.

ment makers in the country. For one and a half years he served with them, and during a short holiday visited Chatham, where he decided to invest some money in a distillery business. Eventually he had to take charge of this to save his capital and succeeded, but sold the business as he did not care for it.

Back to Iron Business

Mr. Innes meant to return to Scotland, but some need for his efficient services always arose to keep him in the Dominion. A foundry in Fergus required reorganization. Mr. Innes took hold and got it on a paying basis. Of that experience he used to tell that everything was sold on credit and paid for in notes. Stoves got a year's credit; threshing machines three years, and division courts were busy.

His merchant friend Grindley in Dundas was in a difficulty. His son had been drowned. He needed business help in management of his concern and turned to Innes. Innes again deferred his home trip and went grain buying for Grindley as far as Lake Huron. Completing his year with Grindley Mr. Innes joined forces with a firm doing shipping business on the Canal Desjardins. Mr. Innes sold his Dundas properties and some property he had acquired in Hamilton and went to Simcoe. He was married by this time and Mrs. Innes' relatives were resident in Simcoe. The return to Scotland was in abeyance. It was never made.

Had Grocery in Simcoe

Beginning in the furniture business in Simcoe, in partnership with a factory

owner, Mr. Innes purchased a grocery business, put a nephew in charge of it, and went into a fishing enterprise at Long Point where he put up a "freezer"—the first erected in Ontario. He used to send fish to Buffalo and ducks to New York. After some years he sold out to a Port Dover company. It was after this that Mr. Innes founded the Canadian Cannery Company, which eventually evolved into the present Dominion Cannery, Ltd. His eldest son, R. L. Innes, formerly a civil engineer with the C.P.R., is now managing director of the Dominion Cannery. His son-in-law, W. R. Drynan, is secretary of the same company.

The canning trade in Canada as it is efficiently operated to-day owes a great deal to the foresight, labors and ability of the late W. P. Innes.

BORDER CITIES R.M.A. A FLOURISHING ORGANIZATION

The newly-organized association of Windsor, Walkerville and Sandwich, Ont., is to be known as the Border Cities Retail Merchants' Association. At present there are 358 merchants enrolled, and it is expected within the course of the next week or so to make it an even 400, which will make it about 100 per cent. membership.

C. M. Smith of Windsor was elected president at a meeting held last week. There were a number of addresses, notably by a representative of the Bankers' Association of Detroit, Mr. Wall of the Detroit Credit Mens' Association, John Bridge of Neill Brothers and Co., and W. C. Miller, secretary of the Ontario branch of the R. M. A.

MONTREAL NEWS

Mr. Davies, representing the London plant of "Lipton's" teas, was a Montreal visitor this week.

The Canada Maple Exchange Ltd., is moving from 22 Vallee Street to larger premises at 344 Delorimer Street, Montreal.

J. A. Marshall, local manager for the Montreal office of the Western Canada Flour Mills Co., Ltd., was an Ottawa visitor this week.

C. Fairall Fisher, vice-president and managing director of J. W. Windsor, Limited, Montreal, has returned home after an extended holiday in Florida.

AGENTS FOR CANNED MILK

Rose & Laflamme, Limited, Montreal, have been appointed agents for Carnation milk for Montreal and vicinity.

Frank Paul, for many years a London, Ont., grocer, and lately employed by Scandrett Bros., Dundas Street, has severed his connection and left for the South. Fred Pinney, who conducted a grocery business on Wellington St., London, Ont., for many years, has sold his stock, rigs and horses, to Scandrett Bros., and has taken the position of Mr. Paul.

Something New for the Cardwriter

A Series That Will Give Ideas and Instructions for the Cardwriter Who Has Already Mastered the Rudiments of the Work.

By Robt. T. W. Edwards

TO get away from the usual run of our show card lessons we are going to give in the next few lessons the ideas as worked out by other Toronto show card writers as well as our own. The actual work we will do but the layout and form of lettering will be gleaned from the work of Toronto's best cardwriters—men whose cards appear in the best stores.

If you are familiar with Toronto and have noticed the style of show card which has been prevalent up to a year ago and compare it with those which are being displayed at the present time, you will notice an almost complete change of layout, design and lettering. Never in the existence of this city has there been such a remarkable revolution of style as the last year brought forth. Apparently the reason for this is that new blood has come into the city and has brought with it fresh ideas—ideas which appealed to the local cardwriters for their originality and artistry. Not only did they appeal to the cardwriters, but to the many firms who buy show cards for their own use. The ideas of the local card writing world were diverted into a new channel, and no wonder, for this new style commended itself to both public and cardwriters—to

the former on account of its artistic appearance, to the latter for its simplicity.

One of its most noticeable features is the absence of air brush work. Previous to this most cardwriters seemed to think the sign of the air brush had to appear on all cards of a fancy nature but this new style now prevalent has proven that with a good knowledge of handling colors one can get very satisfactory results without it.

Undoubtedly it is a good thing for the card writing profession that this has occurred as the public were becoming satiated with the sight of cards plastered with elaborate air brush designs. The idea, like many another, was overdone. Now it will be used sparingly by the best cardwriters and will therefore have a tendency to uplift the value of both air-brushed and hand-worked show cards.

At first glance this show card lesson may seem familiar to the student who has followed this series carefully but on a closer inspection the difference will at once become apparent.

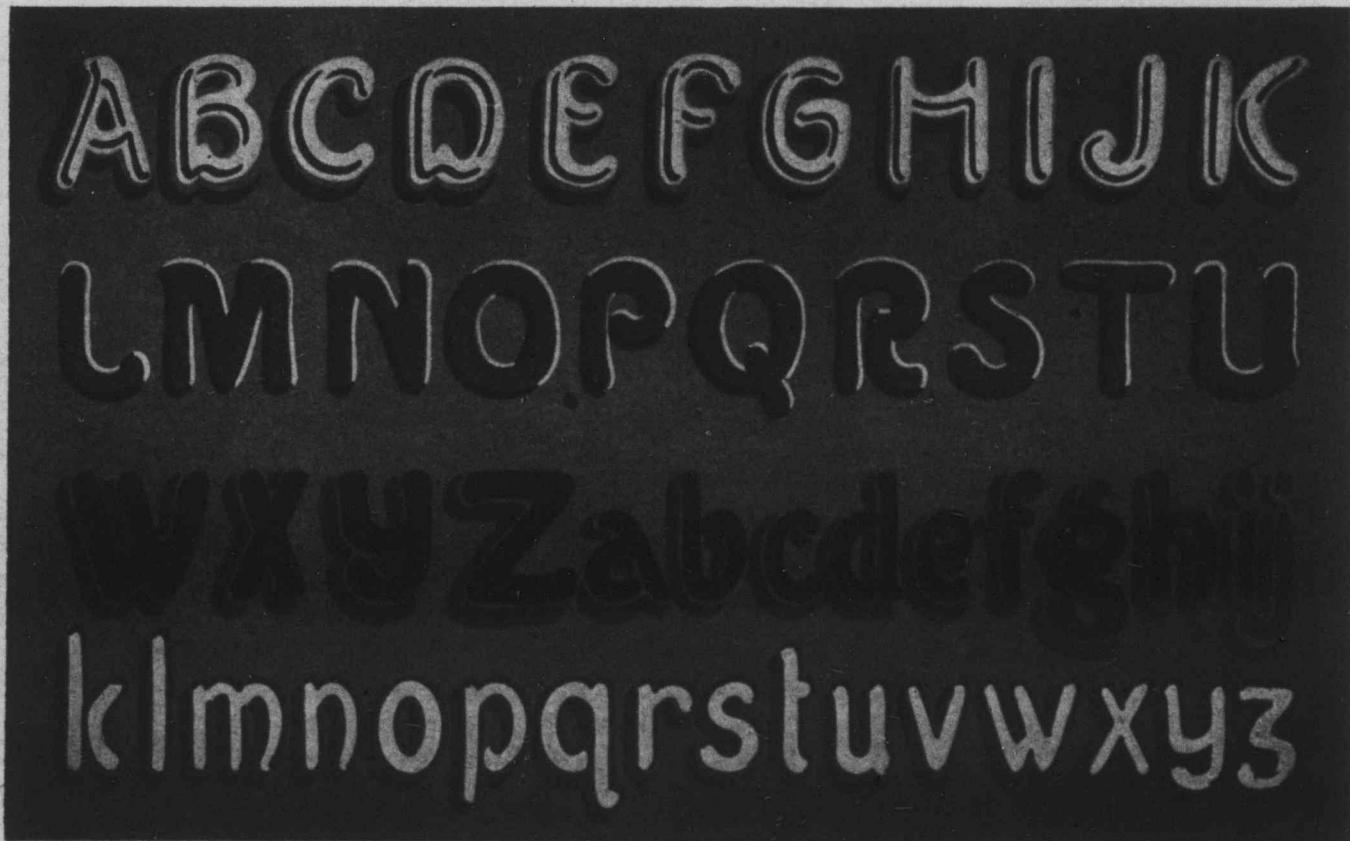
In the first place there are fancy letters to be used in making up words which are to feature on the show card. These words must be used sparingly—say not more than two or three words to each card. The rest of the reading mat-

ter should be put on in a less conspicuous form. This will tend to make the entire card more readable and attractive than would be the case were all the words on it made of fancy colored type. Above all things don't overdo your work. Always leave a wide background on the cardboard as it is this which makes the letters stand out.

The main feature of this lesson is, of course, the lettering so we will turn our attention to studying its formation and color combination.

First let us look at the chart. Here we have an upper and lower case alphabet. This letter formation is a free and easy style and one that is not hard to learn. Practice is the main thing. The ends of the letters, as you will observe, are all finished round and are therefore easy to do. The letters are not of brush-stroke formation, as in many previous lessons, but can be made by either outlining the work with a small brush and filling in the centre or can be made with a wider brush which will make the width of any of the letters with two strokes and therefore avoid filling in. You can try both ways, the result will be the same.

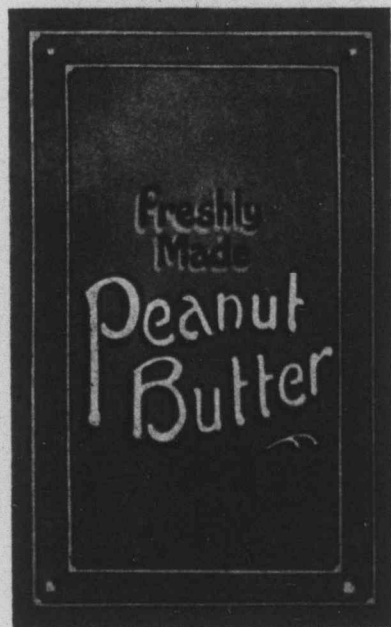
You will notice that, while the alphabets are all the same formation each line



has been treated with different forms of shadings. This will give you some idea of where the shades are applied.

There is one thing which should be explained before going further and that is that the best results are obtained by using tinted or pastel shaded cardboard such as creams, pale gray, light browns, in fact all light shades of cardboard can be worked into attractive show cards providing the proper colors are used for the letter formation. The reason that the tinted board can be used with better effect is that white can be used as a letter or a "high light" thus giving you more scope for variety.

The first line of the alphabet shows a white letter with a black shade and a narrow brush-stroke of orange over the top of the letter. Other color combinations can be used. If your card is dark blue use a black shade with a pale blue letter and a medium shade of blue for the over stripe. Dark cardboard is best for a white letter.



The second line shows the shading used in a different manner to the first. The body of the letter is dark red with a narrow white line on the high light side and a narrow black line on the shadow side of the letter. Here also can be used many different colors. You can make this an entire combination of blues. A royal blue letter with a pale blue high light and a dark blue shadow line on a cream colored surface makes an excellent card.

The third line is a solid black letter with a French gray shade. This is just to show what a solid black letter looks like. The kind of shade used to make any letter stand out entirely depends upon the color of the surface you are working on. For instance, don't use a gray shade over a cream cardboard. The pale shading colors must harmonize with the surface color of the card.

The last line of the chart shows a pale blue letter with a darker blue on the upper and right hand side and a black shadow. This will work up splendidly on a misty gray or cream colored card.



FIG. 1.

Do not use any but opaque colors for this work and those must be thoroughly mixed and inclined to be thick rather than otherwise. Transparent colors are absolutely worthless.

As stated before this is only one form of letter treated in this manner. Many other new forms will be gone into later.

Fig. No. 1 shows a dozen other varieties of letters from which whole alphabets can be worked up. These are just given to show what a variety of fancy letters can be made.

"P" shows a brown round-end letter with a darker brown outline, outside of which is an outline of white. Black and white shadow and high-light lines are on the face of the letter.

The E shows a white letter with a black shadow with a light green brush stroke line on the face of the letter. This letter can be worked out with different shades of blue.

"S" is a good letter to be used on a white card. Black for the letter with a high-light of cream. Use a pale cream shade.

"H" shows a very dainty form of lettering and one that can be used on a high class card with good effect. Many color schemes can be contrived with this letter. Try a green tone. Use a pale green letter shaded with a darker green. The letter is outlined in white.

"G" is a letter to match the "S" in formation. Various colors can be used here.

"R" shows another form of letter which is good for this work.

"T" is a thick and thin without any spurs.

"D" is a heavy spurred white letter with a dark outline and a pale blue brush line shade.

"K" makes another nice form. This is a heavy spurred letter of dark blue with black shade and a white line on the letter.

"W" shows another form of letter which has all the shading on the face of the letter.

"M" is of a fancy Roman formation.

The completed cards shown here are only a few of the many designs that can be made by following the method just explained. They are made by using the same letter formation as illustrated in



"A" shows an excellent letter formation for this work. It is a light brown letter with a black shadow and a white high-light line.

the chart. You will notice that the large expanse of background which is shown and which has the effect of giving greater prominence to the lettering.

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ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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H. T. HUNTER - - - - - Vice-President
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NEED FOR CO-OPERATION

A GREAT deal of difficulty has been experienced by merchants recently owing to the fact that they have not been able to get this or that shipment forward as soon as they required it, and they are inclined to think rather harshly of what they consider the unsatisfactory service of the wholesaler.

It is only fair to remember, however, that the wholesaler is working under a great many difficulties at present. He has not for instance the train service that he could formerly count on. Quite irrespective of his best efforts, he cannot give to the merchant the prompt service that was formerly possible.

Moreover, part of the fault, at least, lies at the doors of the retailer. Travellers are not calling perhaps as frequently as formerly, and the merchant is not kept so constantly in mind of his requirements. He is apt to let his stocks run very low, and then send in a hurry-up order to his wholesaler to fill the order. Perhaps the wholesaler is himself out of stock through the inability of many manufacturers to get cars. There is a delay and a shortage that annoys the retailer, and an inability to get the goods that does not please his customers. Some of these difficulties cannot be prevented. Some of them are the result of careless buying.

We would not counsel heavy buying in these days, but there is nothing to be gained by buying less than average requirements. It is well for all branches of the trade to realize the difficulties that prevail at the moment, and to do everything in their power to make things as easy as possible, and the retailer can help the wholesaler and at the same time

protect himself by figuring his requirements long enough in advance to give the wholesaler a margin of safety in which to deliver the goods.

HOW FOOD CONTROL LOOKS IN ENGLAND

FOOD control is an unnatural state of affairs, and bears heavily on all. We have been prone to think that the Englishman met all the varied restrictions with a stoic calm. This is evidently hardly the case. "Grocery," a trade paper published in London, Eng., in its editorial columns has the following quotation:

"The Food Control is partly a folly, partly a sham; but it is altogether a crime against the public, and especially the poor. I say it has raised prices. I say it has hoarded stocks. I say it has created artificial as well as real scarcity. I say it has profiteered. In addition to the excessive food taxes so unwisely levied by Parliament, it has imposed charges on food which amount to illicit taxation. I say it has wasted public money."

What this paper thinks of the merits of the question may be judged from the closing sentence of another editorial.

"The charge is being made—by Mr. Burke and by a good many other people—that the Government itself is the great profiteer. The suggestion is not pleasing, but it has been made and it will have to be faced and answered."

We hardly suffer here as the Englishman suffers. When we do we will probably feel with Mr. Burke.

CHECKING SOME M. O. ACTIVITIES

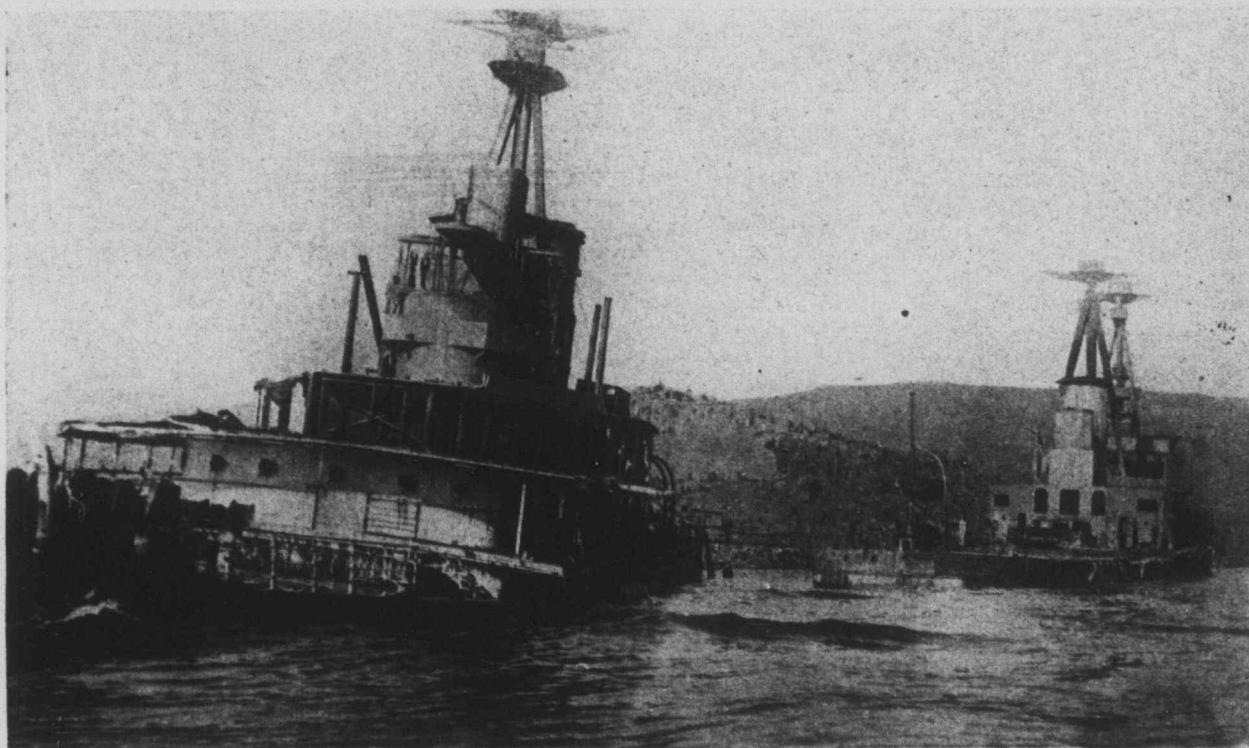
THE United States Federal Trade Commission have issued a complaint against the Sears-Roebuck Company, Chicago, one of the world's largest mail order houses, charging unfair methods of competition in the conduct of their business. Attempting to discredit the quality of goods sold by its competitors was one of the abuses charged, while the combination sale was another of its offences. This phenomenal sale suggestion was as follows:

"For September and October, 33 1/3 pounds best granulated sugar for one dollar with each ten dollars' worth of groceries not including sugar of any kind or flour of any kind."

These methods of discrediting competitors, and of using their large resources to sell goods at considerably under cost price are not fair business practices, and it is a cheering thing to see that the Federal Trade Board has not hesitated to bring this great organization to a quick halt.

MARGARINE, it appears, will once again be available. A million pounds a month or thereabouts is to be released for import into Canada. This, with the Canadian manufactured article, will go a good way toward satisfying the demand.

Current Events in Photograph—No. 12



PLAYING WITH VON TIRPITZ

THERE have been many rumors of the means adopted to befool the Germans; to enable the grey fleet in the North Sea to do such wonderful work in protecting the sea lanes everywhere. This photo demonstrates one of the methods used. For seven months a fleet of wooden dreadnoughts did their part in deceiving the German admiralty. While the real dreadnoughts were being used as convoys these ships lay at anchor to decoy the German ships from their haven. At last they were successful and the German vessels were lured to Kephalo where British destroyers lay in wait to open fire. In the fight which followed the German flotilla suffered severely. One of the wooden ships was hit and beached to form a breakwater. Photo shows the one ship partly submerged and the other afloat.

Letters to the Editor

A NEW PHASE OF THE FAIR PROFIT QUESTION

Editor Canadian Grocer.—There are quite a few things that I take exception to in an article that appeared in your issue of March 8. In Re Fair Profits your correspondent says, sugar costing \$8.54 would have to sell at 12c to make a profit of 25 per cent. this would be really 29 per cent.

There can be no comparison between sugar and water or sugar and gas, unless a person sold sugar and nothing else. Anyway water is no argument; if we pay the municipality 20 per cent. in excess of cost our taxes are that much lower on something else or vice versa. If the

gas company are not allowed a fair margin they would undoubtedly go out of business; the company knows what it costs them to produce, but you cannot figure how much you are making or losing if you sell sugar at a gross profit of say 12 per cent., when your expenses are 20 per cent., and you do not get anything extra to make up for this in other lines. Again, talking about a company or individual having a monopoly on sugar or anything else and trying to point a moral from this is to say the least not convincing. I would like to know how he proposes that grocers could generally increase their turnover enough on unprofitable lines such as sugar, flour, eggs, butter, etc. to bring their per cent. of cost down, when it is a notorious fact that to-day the grocery business is very much overdone, and even if a few of us did boost the sales of such lines, where would the others come in? It is self evident that this cannot be done generally. I contend that if

you cannot make a little more than your expenses in these lines it will have to be made upon something else. Picking out a line like bread and making a point out of the investment, does that count for anything. If a grocer sells \$100 worth of bread in a week or a month at a profit of 10 per cent., while his expenses are around 20 per cent., and does not make up the deficit on something else "Finis" would soon be written on his front door.

The percent. on one pound of sugar is the same as on 20 lbs., not twenty times greater. I know one concern that had an increase of 30 per cent. last year; they pushed the lines that paid them the best profit and had fairly good success, too, they had no extra expense excepting of course the natural increase in expenses and were able to get their expenses down $\frac{1}{4}$ of 1 per cent. Could they have done even this if they had pushed the unprofitable lines? I do not think so. Grocer, Sydney. N.S.

Income Taxes and Turnover

How They Hitch and Why—Some Searching Questions for the Grocer to Answer, That Should Mean a Better Understood Business—Better Methods Imperative

By Henry Johnson, Jr.

NO investment ever made by grocers has held such sure promise of prodigally liberal return as the income tax. I am moved to think this way by certain questions asked by a business advancement organization. Here they are:

1. What is your average stock at selling price?
 2. What, at cost price?
 3. What were your total sales last year?
 4. What is your average mark-up?
 5. In which lines is your rate of turnover greatest?
 6. Do your salespeople work on a bonus or commission plan?
- If so, what is it, and how good are the results?
7. Do you hold meetings of salesforce to talk over methods?
 8. What are the main considerations that you keep in mind when buying—how do you prevent overbuying?
 9. What methods do you use to keep down returned goods?
 10. Are there any ways in which you keep up your rate of turnover not covered above?

You will admit that "them's right sarchin' questions." Yet the man who can make out an accurate return for the income tax collector can also correctly answer practically all of them. Let us skip to No. 5 so that I can tell a story which shows that turnover merely by itself does not get us anywhere:

An Awakening Experience

It was once my rare privilege to work for a time under the direct guidance of the late Henry B. Steele, of Chicago, and I got more out of it than he did, for one morning a mail order reached my desk from a man I had long been trying to interest. It was a generous order and I was somewhat elated to get it until I realized that the prices stipulated were about on a level with my costs. That was a damper, but my training behind the retail counter led me to feel that simply to get a customer coming was worth while. Profits might be expected to follow on future deals, so I took the order to Mr. Steele, whose office, always was accessible without red tape, and stated the case.

"But why bother with the order if there is nothing in it?" he asked

"A new customer, Mr. Steele; one I have been trying on for long—getting him started at last," I answered eagerly.

He looked at me kindly, as he always did, tolerant of my mistaken enthusiasm, and said: "What's the good of business which is unprofitable? That man is simply trying you out to see if you are anxious enough for business to sell him

for less than anybody else will sell. Let's devote ourselves to the business which pays and not waste your time on customers who seek to buy too close—nothing in that—never will be."

That revealed to me the other side of the grocery business—what a grocer owes to his own business—and I began forthwith on a new tack. Thereafter the scientific study of my business became almost an obsession with me.

New Era in Progressive Management

In 1900 there was no efficiency nor scientific management talk. Practically no retail data were available, save some old saws, empirical rules, &c. I came to know in a general way that a retailer should turn his stock not less than ten times, that he should strive for twelve turns, but that when he got to twelve turns he was about right.

During the next three or four years my business grew rapidly in volume and profitableness; from \$33,000, with trade mostly in staples sold to farmers and mechanics in a poor location, to \$60,000 of much higher average grade to city customers in a choice location. Meantime book accounts increased from around \$1,800-\$2,000 to \$5,500-\$6,500 outstanding at inventory times.

So, though I aimed at high turnover, this prosperity threw me off my guard a bit. I was rather jarred when, on January 3, 1902, I found my stock totalled \$7,380.43 on sales of \$60,000, and I tried to improve things. But when January, 1903, rolled around and my stock stood at \$8,911.70, I just determined that this must stop, for sales were not materially greater—say around \$65,000. That was the beginning of real turnover-management with me.

Reform Accomplished Less Than I Imagined

I resolved that thenceforth I would buy nothing—not a single item—that I did not need actually for current business; that I would buy what I did need only in small quantities; and that of things which moved only spasmodically I would not stock at all, but pick up from neighbors as required. The first six months of that year was a hard time for salesmen, but I carried my point as I then saw it. Thenceforth my stock ran between \$5,500 and \$6,500 on the average throughout the year, even though my sales increased gradually until they reached \$84,000 in 1913.

That, you will agree, was a good record for a rather fancy grocery business in a town of 30,000, but later on I discovered through more intensive study of retailing that all those years I had been wrong in thinking that my stock was being turned ten to twelve times.

For, very stupidly, I had been simply dividing my average stock into my sales, thereby obviously overlooking the average margin-spread between cost and selling value.

Now I know that my stock turnover was around nine to ten times—9.16 to 10 plus, to be fairly exact.

For, suppose we take \$84,000 sales with \$6,500 stock. The average margin earned was 22½ per cent. Take 22½ per cent. from \$84,000, to get merchandise down to cost price, and we shall have \$65,100; and \$6,500 will go into that just a shade over ten times. Or, take \$65,000 sales with \$5,500 stock. Deduct 22½ per cent. from \$65,000 and we have \$50,375, the cost of goods sold. Dividing that by the \$5,500 stock, we have a trifle less than 9.16.

It is plain that, given 22½ per cent average margin, sales of \$84,000 can only represent twelve turnovers if the stock averages \$5,425 or less. Also, that, with the same margin, sales of \$65,000 must be made on a stock averaging not to exceed \$4,181.25 if we are to attain twelve turnovers. These fine figures are necessary if we are not to fool ourselves about what we are doing.

Difference Between Practice and Theory

Take that item No. 4. My average mark-up was 29 per cent. minus. That must have been it, obviously, since my average gross margin on sales was 22½ per cent. This, too, is a statement of practice—the practical outcome of the annual accounting. I have told, and may tell again, how the water, juice and wind were squeezed out of my values at inventory time, but here was something that puzzled me for a time. I never took stock at selling value until I acquired an adding machine. Thereafter I extended both cost and sales-value on each item. When I added them up to arrive at the answers to item No. 1 and No. 2, I found the spread to be close to 31 per cent., or an average mark-up of nearly 45 per cent. I knew I was not making any such margin. Examination gave me the key. It was this:

My preferred time for inventory always has been on the Sunday between Christmas and New Year's. That is a quiet time. It comes between two days of rest. Both myself and clerks can be subject to this little extra work—the one Sunday in the year with me—without anybody suffering. At such time there is on hand the minimum of fruits, vegetables, bread, butter, cream, few eggs, and, because for nearly 25 years I have not speculated in sugar, but have bought it every few days, only a few bags would be in stock. Thus the stock inventoried was the high-grade, dry groceries, the

(Continued on page 33.)

The Hen Problem Brings Many Answers

A Division of Opinion—The Correspondents Divided Into Two Camps, and Strangely Enough Both Appear to be Right

THE problem was raised two weeks ago regarding the inauguration of a poultry farm. One hundred dollars was to be expended, and 100 fowl were to be purchased, and the prices were as follows: Hens, 50 cents; geese, \$3.00; turkeys, \$5.00. Those answering the problem arrived at two different answers to the problem, and each seems correct. Here are the answers:

Going After the Hens With Algebra

Suppose the number of hens=84. Then the number of geese and turkeys = 16. Then the value of geese and turkeys=100-42=58. Let the number of geese = x, and the number of turkeys = y. Then $x + y = 16$, and $3x + 5y = 58$; therefore $3x + 3y = 48$, and $3x + 5y = 58$; therefore $-2y = -10$, $y = 5$ and $x = 11$.

Thus, the number of geese = 11, and the number of turkeys = 5, and the number of hens = 84.

OSCAR SCHUMMER.

Linwood, Ont.

But Oscar appears to beg the whole question at the start by supposing the number of hens to be 84. How does he arrive at this number?—Ed.

Maniwaki Answers

Answering Mr. Mortimer's poultry farm problem, he would have to get
 84 hens at 50c.\$42.00
 11 geese at \$3.00 33.00
 5 turkeys at \$5.00..... 25.00

100 \$100.00

PAT. A. LABELLE.
 c/o Cavanagh Bros.

Maniwaki, Que.

A Hard Struggle

A. A. Farrar, of Tweed, Ont., replies as follows:

After figuring three sheets of writing paper and all the spare space on your CANADIAN GROCER, I find that Mr. Mortimer would have to buy

5 turkeys at \$5.00.....\$25.00
 11 geese at \$3.00..... 33.00
 84 hens at 50c 42.00

100 fowl. \$100.00

A Toronto Answer

The answer I find is as follows:
 5 turkeys at \$5.00 each.\$25.00
 11 geese at \$3.00 each... 33.00
 84 hens at 50c each..... 42.00

100 \$100.00

M. D. ALLIMORE.

272 Seaton St., Toronto.

Here's an Answer from Nauwigewauk, N. B.

I would buy
 84 hens at 50c\$42.00
 11 geese at \$3.00..... 33.00

TRY YOUR SKILL

So much interest is being taken in these little problems that CANADIAN GROCER is inclined to enlarge the field of activity and thus to give a little more diversity to this indoor sport.

Here, therefore, are a few questions. Let us have answers to any or all of them. Come Sherlock, Help to Find This Copper

A grocer bought from a farmer's wife 30 eggs for 15 cents, that is 2 eggs for 1 cent. From another farmer he bought 30 more, for which he paid but 10 cents. He now has 60 eggs which he paid for at the rate of 5 for 2 cents. Meeting a friend who was anxious for eggs he sold the lot at the rate at which he had bought them, 5 for 2 cents, and found that he had lost 1 cent on the transaction. Where was the cent lost.—W. H. Swain, Hamilton, Ont.

This Beef Seems a Puzzling Customer

My brother Alex. and I go to market and purchase a carcass of beef weighing 200 lbs., at 5c lb., total \$10.00, and each of us pay \$5.00, with the intention of dividing up the beef on arrival home. On the way home we decide to divide the carcass by cutting it crosswise. Alex. decides to accept the forepart at 4c per lb. and I agree to pay 6c per lb. for the hind part, this making an average price of 5c per lb. On figuring the matter out we find that Alex. would be entitled to 125 lbs. at 4c per lb. to get his \$5.00 worth, and that I would be entitled to 83 1/3 lbs. at 6c per lb., but we find that the total weight would thus be 208 1/3 lbs.—Alphonse, Tignish, P.E.I.

How Many Sheep, Friends?

I was driving a herd of sheep along the road and met another drover with a herd. He said, "Give me one of your sheep and I will have as many as you have." "No," said I; "Give me one of yours and I will have twice as many as you have." How many did we each have?

The Shoemaker and the Boots.

A shoemaker sells to a customer a pair of boots, the price of which is \$5, and receives in payment a \$10 bill, which he cannot change. He takes the bill to his neighbor to change, and returning gives the customer the boots and \$5 change. Later his neighbor came to him claiming the bill a bogus one, and demanding his \$10 back. So the shoemaker gives him back \$10 good money. Who has lost on the deal, and how much?—F. W. Holt, Torrance, Ont.

5 turkeys at \$5.00..... 25.00

100 fowl. \$100.00

"SUBSCRIBER."

Nauwigewauk, N.B.

The answer to the problem is:

84 hens at 50c\$42.00
 11 geese at \$3.00..... 33.00
 5 turkeys at \$5.00..... 25.00

100 \$100.00

N. FINK.

Mattawa, Ont.

I think the answer to the poultry problem is as follows:

84 hens at 50c\$42.00
 11 geese at \$3.00..... 33.00
 5 turkeys at \$5.00..... 25.00

100 \$100.00

F. W. HOLT.

Torrance, Ont.

Another Mortimer Solution

The answer to your second solution about the hens, geese and turkeys is:

84 hens at 50c\$42.00
 11 geese at \$3.00 33.00
 5 turkeys at \$5.00..... 25.00

100 fowl. \$100.00

I would have to get 84 hens, 11 geese and 5 turkeys.

WM. R. LEVANGIE.

c/o Jas. Levangie & Son.

Frankville, Nova Scotia.

A Changed Outlook on the Poultry Situation

Everything appears to have been going smoothly so far; now, however, there comes a rude jolt. It looked as though there was a fairly unanimous decision in favor of 5-11-84 basis of purchase, but along came some champions of another system.

There Is a Slump in Geese

If a person bought 100 fowl costing \$100.00 at 50c, \$3.00 and \$5.00, he would have to buy

10 fowls at \$5.00 each...\$50.00
 2 fowl at \$3.00 each.... 6.00
 88 fowl at 50c each..... 44.00

100 fowl. \$100.00

W. H. SWAIN.

A London Clerk Also Champions This View

The answer to the poultry problem is as follows:

88 hens at 50c each\$44.00
 2 geese at \$3.00 each .. 6.00
 10 turkeys at \$5.00 each. 50.00

100 problem. \$100.00

NORMAN J. CARROTHERS.

London, Ont.

And this is my answer for Mr. G. A. Mortimer, Shelborne, R. R. No. 3. Problem on the number of poultry estimated. Answer:

88 hens at 50c each\$44.00
 2 geese at \$3.00 each .. 6.00
 10 turkeys at \$5.00 each. 50.00

100 \$100.00

SUBSCRIBER.

Louise, Ont.

An Orillia Viewpoint

In answer to your problem in March 8th issue of CANADIAN GROCER, I would work it this way:

88 hens at 50c\$44.00
 2 geese at \$3.00..... 6.00
 10 turkeys at \$5.00..... 50.00

100 fowl. \$100.00

GORDON E. GRANT.

Another Quebec Opinion

88 hens at 50c\$44.00
 2 geese at \$3.00..... 6.00
 10 turkeys at \$5.00..... 50.00

100 head. \$100.00

J. J. SAVAGE.

South Stukely, Que.

(Continued on page —)

CURRENT NEWS OF THE WEEK

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

Maritime

Eastern Grocery Company, Souris, P.E.I., suffered fire loss.

J. W. Godard, confectionery, biscuits, etc., St. John, N.B., is dead.

Lerisky & Company of Bathurst, N.B., have opened a retail grocery store in Main street, North End, St. John.

B. W. F. Titus, of Moncton, has purchased the retail grocery business of the late Robert Jones, Main street, St. John, and will continue at the same stand.

The Retail Merchants' Association have been giving careful consideration to the proposed "Bulk Sales Act," which may be presented to the New Brunswick Legislature this session. The general attitude of the retailers is unfavorable.

Through the St. John Board of Trade, a Boston firm of commission merchants have offered a substantial prize for the best box of strawberries shipped to them from New Brunswick this year as an inducement to the growers to produce better stock.

The lobster season so far in the Bay of Fundy and on the Nova Scotia coast has shown a considerable reduction in shipments as compared with the corresponding period last year. Excessively cold weather added to the increased limitations in the market owing to embargoes help to account for this.

The Booth Fisheries, Limited have notified the city of St. John that they have accepted the terms proposed by the city in reply to their request for concessions in connection with the establishment of a sardine packing plant at St. John. The chief provision is tax exemption for a period of five years. H. Grady, representing the company, has arrived in the city to complete arrangements for rushing construction work and hopes to have the plant erected and in operation this summer. The project will involve an expenditure of from \$75,000 to \$100,000 for the plant and an annual outlay of about \$500,000 for fish and other material and for labor. The new plant is expected to stimulate the activities of the weirmen. Mr. Grady confirmed the report that his company has purchased the plant, which they have been operating under lease at Chamrook, Charlotte county, N.B., and will continue operations there this season.

Quebec

T. Desmarais, grocer, Lachine, Que., has sold out.

Montreal Fruit Exchange, Ltd., has been incorporated.

Montreal Pure Milk Co., Montreal, has dissolved partnership.

H. N. Beland, general store, Quyon, Que., has discontinued business.

P. Lehouillier, general store, St. Sylvère, Que., has suffered fire loss.

Cailler & Freres, butter and cheese factory, St. Felix de Kingsey, Que., have dissolved partnership.

Ontario

E. B. Echlin, grocer, Hamilton, Ont., has sold out.

J. A. Rourke, merchant of Hepworth, Ont., is dead.

Ross & Howey, general store, Nanticoke, Ont., have sold out.

McDonald & McCann, grocers, Toronto, have discontinued business.

J. M. Stickle, grocer, Toronto, has been succeeded by A. B. Burlton.

W. L. Larway, grocer, Toronto, has been succeeded by N. Raham.

A. Kinsman, grocer, Toronto, has been succeeded by L. W. Richardson.

L. Brisson, general store, Drysdale, Ont., has discontinued business.

H. Langs has purchased general store of H. G. Mills, Yarmouth Centre, Ont.

H. E. Stewart, general store, Renton, Ont., has sold out to A. C. Olmstead.

Miss F. M. Saunders, grocer, Toronto, has been succeeded by F. G. Bailey.

C. O. Simmons, grocer, Fergus, Ont., has sold grocery stock and discontinued business.

C. R. Langstaffe, general store, Stratton, Ont., has been succeeded by McNab & Wilson.

Fenwick, Hendry & Co., wholesale grocers, Kingston, Ont., have suffered fire loss.

Gubb Bros., grocers, Toronto, Ont., have sold branch store on Kingston Road to Collingwood Bros.

Bluevale Cheese and Butter Company, Bluevale, Ont., has been sold to H. H. Hammond of Moorfield.

Arthur Flour Mill, Grand Valley, Ont., has been reopened with new machinery after being closed for a year.

Blenheim Syrup Company, Blenheim, Ont., is installing up-to-date plant for manufacture of syrup from sugar cane.

G. T. Falconer, member of the firm of Falconer Bros., and manager of Fruit-growers' Limited, Port Elgin, Ont., is dead.

J. F. Holloway, grocer, Lindsay, Ont., has disposed of stock to Lieut. H. M. Wanamaker of Brighton, Ont. Mr. Holloway expects to resume business in Toronto.

Western Provinces

A. Meta, grocer, Edmonton, Alberta, has been burnt out.

S. Salone, general store, Rush Lake, Sask., has discontinued.

Callum Bros., general store, Winnipeg, Man., have discontinued.

A. Baru, general store, Chaplin, Sask., has discontinued business.

A. Kalil, general store, Morse, Sask., has discontinued business.

S. Kozy, general store, Valley River, Man., has suffered fire loss.

R. Rollins & Co., general store, Killarney, Man., has discontinued.

F. R. Ruemper, general store, Leader, Sask., has sold to S. Freedman.

W. H. Loree, grocer, Winnipeg, Man., has been succeeded by W. A. Parker.

H. Wordinski, general store, Alvena, Sask., has moved to Cudworth, Sask.

G. & O. Cash Store, grocers, Winnipeg, Man., has discontinued business.

Wm. McGinn, general store, Brownlee, Sask., has been succeeded by C. L. Milne.

Robt. Rollins & Co., general store, Killarney, Man., has discontinued business.

G. Armitage, general store, Wauchope, Sask., has been succeeded by C. Moscovitch.

E. J. Boughen, general store, Valley River, Man., has been succeeded by M. Goren.

J. Delamont, grocer, Moose Jaw, Sask., is transferring business to A. W. Delamont.

S. Horton, grocer and butcher, Winnipeg, Man., has been succeeded by T. Edwards.

Moscovitch Bros., general store, St. Boniface, Man., has discontinued Wauchope branch.

Burroughs Bros., general store, Chaplin, Sask., have been succeeded by L. B. Burroughs.

The J. A. McGillivray Co., Ltd., general store, Cadillac, Sask., has been succeeded by Neelands & Co.

Sigurdson & Thompson, grocers and butchers, Winnipeg, Man., have dissolved, Thompson continuing the business.

Anderson & Anderson, general store, Cypress River, Man., have dissolved, Jonas Anderson continuing the business.

Retail merchants, through the Retail Merchants' Association of Chauvin, Alta., are petitioning the Alberta Government to establish a small debts court.

The business carried on by Mr. Harry Howe, Prince Rupert, under the name of The Regal Distributing Co., has been acquired by J. C. Gavigan of the Rupert Table Supply. Mr. Gavigan expects soon to be giving an automobile delivery service.

GEORGE H. CAMPBELL GOES TO WINNIPEG

George H. Campbell, who for a considerable number of years past was associated with the T. H. Estabrook Company as manager of the Toronto office, and who severed his connection with that firm some time ago, has gone to Winnipeg to assume the management of the Todhunter Mitchell Coffee Company of that city. Mr. Campbell's many friends in the east will wish him the best of luck in his new field of activity.

WEST IS ANIOUS FOR PRODUCTION

Business men of Winnipeg are solidly behind J. D. McGregor and Hon. C. A. Dunning in a campaign to secure labor to put in and harvest the crop of 1918 and prepare new land for the crop of 1919. A meeting of representatives from forty of the leading business organizations and prominent clubs of the city was recently held. After listening to brief speeches by the two Western representatives of the Canada Food Board, the meeting passed a resolution pledging their undivided support. There was said to be sufficient help to put in and harvest the crop but it had to be mobilized. The meeting passed a strong resolution endorsing the fixing of a minimum price for the 1919, 1920 and 1921 crops to stimulate the breaking of new land.

SEED CORN AT \$50 A BUSHEL

Seed corn guaranteed to germinate 98 per cent., sold at the world record price of \$50 per bushel at William Taylor's recent auction sale near Harrow, Ont. There were only eight bushels in the lot, of Whitecap Yellow Dent variety, and the seed corn situation is so acute in the corn belt that the buyers became frenzied in their efforts to procure it. The first bushel was knocked down at \$30, while subsequently prices were run up to \$50 to procure the last bushel.

EARLY CLOSING IN WINGHAM, ONT.

With the belief that no movement can be more beneficial to the young manhood or womanhood of Canada than the application of regular hours to the store-keeping classes, merchants of Wingham, Ont., have followed the lead of other large centres in declaring for early closing. The following excerpt is taken from the local newspaper of Wingham concerning the matter.

"Being behind the counter when others are free has been and is the curse of storekeeping. It has helped to nullify and stunt the merchant's interest in community life, and instead of being a mighty influence for good in society, they become its slave.

"From the owner of a store down to the boy, intelligence, quick action, and strict integrity are needed at every turn. If we want to get the best out of the boys and girls behind our counters, everything should be done that will elevate the business.

"Our Wingham merchants are only

following the lead of other large centres and big progressive men and women.

"A saving of life's energy—
A big saving directly and
Indirectly of light and fuel,
and a more united and better family life will be the first results. We believe these things are of very great importance.

"Will the ladies of Wingham and surrounding country help to make them easy of attainment."

**JOHN A. CHEYNE GOES WEST
Winnipeg Broker Now Travelling for
Acme Vinegar Co.**

John A. Cheyne has severed his connection with H. P. Pennock Co., Winnipeg, and has accepted a position as



JOHN A. CHEYNE

special representative with the Acme Vinegar Co., Coca Cola Bldg., Winnipeg. He left last Sunday night for a trip to the Pacific coast, calling on the wholesale trade in the large centres.

FARMERS HAVE PLENTY OF MONEY

G. R. Cobban, merchant in Muncey, Ont., also of the Muncey Supply Co., was in Toronto last week on business. While there he visited the office of CANADIAN GROCER. Mr. Cobban points out from his experience business is splendid in the country districts, the farmers having plenty of money to spend. He notices, however, that many farmers and their wives are buying more good old fashioned quality stuff rather than fancy goods with an attractive appearance. This applies more particularly to dry goods.

CANNED VEGETABLES AGAIN TO BE BANNED

The sale and use of canned vegetables is expected to be banned again this sea-

son so that the product will be available for use overseas. This is the announcement of F. Abraham, chairman of the Vacant Lot and Home Garden Section of the Food Control Board. The board is making an urgent appeal for the cultivation of all waste spaces in and around the cities.

INCOME TAXES AND TURNOVER

(Continued from page 30.)

goods which moved more slowly than the quick-turning staples mentioned, on which the average margin is close to 10 per cent.

I derived a lot of satisfaction from this discovery. I knew that a large percentage of groceries is handled with a margin very inadequate—or apparently inadequate. So it was a source of comfort to find by actual figures that the real groceries, which moved slowly, and on which we must use every endeavor to make a margin wide enough to offset the light staple earnings, were in my case apparently well protected.

Value of Figures for Income Tax

The income-tax connection hitches on right here. This year—that is, figures for last year—the authorities are going to be lenient and accept approximate returns. But next year there is not going to be such leniency. This time you may guess, if you have no figures. Next time you must know.

Now, inasmuch as merchants who have to guess now will be compelled to install and utilize adequate accounting systems to be able to render a clear, authoritative return at the end of 1918, all they pay as income taxes will prove to be excellent investments for them, for to know just where we stand every year is to know practically where we stand every day in the year, and such knowledge is worth a big lot of money to any merchant.

There is enough left over from that list of questions for many papers. Probably I shall discuss more of the questions. Meantime, if you happen to think of anything worth while, you might write about it.

New Goods Department

"KLEEN-CUP" WOOD FIBRE CONTAINERS

Mono Service Co., Newark, N.J., are placing on the Canadian market a wood fibre container known as "Kleen Cup," designed to take the place of tin containers in the packing of oysters, milk, ice cream, jams, butter, honey, confections, etc. The company announces that it will submit a package to meet the needs of any packed products, or selection can be made from a wide range of packages already manufactured.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

A BIG advance in oranges has occurred during the week and a great scarcity for the next two or three weeks is anticipated. New prices issued show advances of from 50c to \$1.00 per case over highest quotations prevailing last week. All lines of onions have registered a decline of from \$1.00 to \$1.25 per bag and the demand continues brisk. Lower figures are given out for potatoes though receipts show little improvement as yet owing to the condition of the roads which prevents farmers getting to the shipping centres.

The sale of tea continues good and the cheaper lines are available in large quantities. The finer grades are reported scarce and best quality Pekoes are costing almost excessive figures to import. Lower grades are being sold here at fully 10c per pound less than these could be bought and brought into this market.

The extreme demand for mill feeds is stated to be due to the fact that prices set on same are less than what farmers can secure for their rough feeds and not owing to limited production. Flour and feed have been turned out in greater quantities than ever before during the past year and with normal prices ruling on rough grains mill feeds would be available in ample quantities.

Offers of raisins for July and August shipment have been withdrawn. It is reported that the California crop has been exhausted except on seedless. Retailers are being urged to place their orders early as under present transportation conditions no hope is held out that further shipments for Christmas trade will be available after August. Shipments of prunes that were held up have reached the city and wholesalers will be enabled to fill a large percentage of back orders which have accumulated.

Cereals show little disposition to change although it is thought corn may decline and in some quarters a reduction of 25c per bag of 98 lbs. has been made in cornmeal. A lower price on oatmeal and rolled wheat is in effect with some wholesalers on single bag lots.

tributed than at present if a system of checking were undertaken and carried out impartially. The commodity is decidedly scarce, even though refiners have been working—some of them on full time, it is said. In view of the revised freight schedules it is likely that the price of sugars will be revised to cover the same. The commandeering of Dutch shipping will, it is stated, be a considerable factor in improving sugar deliveries from the Cuban ports to the United States and this will naturally reflect on the situation here. Some deliveries are being made and all jobbers and retailers seem to be getting at least a portion of their requirements. Prices are unchanged.

	100 lbs
Atlantic Sugar Company, extra granulated sugars, 100 lbs.	8 65
Acadia Sugar Refinery, extra granulated	8 40
St. Lawrence Sugar Refinery	8 40
Canada Sugar Refinery	8 40
Dominion Sugar Co., Ltd., crystal granulated	8 40
Special icing, barrels	8 70-9 05
Icing (25-lb. boxes)	9 10-9 40
Icing (50-lb. boxes)	8 90-9 20
Diamond icing	8 70-9 05
Yellow, No. 1	8 10
Yellow, No. 2 (or Golden)	8 00
Yellow, No. 3	7 90
Powdered, barrels	8 60-8 95
Paris lumps, barrels	9 10
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	9 10
Crystal diamonds (boxes 100 lbs.)	9 10
Cut loaf (50-lb. boxes)	9 30-9 65
Cut loaf (25-lb. boxes)	9 50-9 85

For deliveries in Montreal City districts add 5c to above refinery price if purchased through wholesalers.

For 50-lb. and 25-lb. bags add 10c per 100 lbs.; for 20-lb. bags add 15c per 100 lbs.; for 10-lb. bags add 20c per 100 lbs.; for 5-lb. cartons add 25c per 100 lbs., and for 2-lb. cartons add 30c per 100 lbs. Granulated and yellow sugar may be had in barrels of 5c over above prices. Fancy sugars make a corresponding increase when put up in small packages.

QUEBEC MARKETS

MONTREAL, March 19. — The week's interest is somewhat more confined and business is probably a little easier than it has been. In a broad sense there is still a fair amount of business for general lines and prices, while unchanged, have remained firm and in some particulars have a decided tendency to advance. This is true of spices, cereals, molasses and syrups, sugar, rice and tapioca. There is a decided scarcity of peanuts and for these the demand has been specially active.

Lamp Burners Are Up, Also Salad Dressings

Montreal.
LAMP BURNERS, SALAD DRESSING.—Advances have been made in various sizes of lamp burners. The No. 0 is advanced 20c per doz. to \$1.15; the No. 1 to \$1.20 and the No. 2 is selling at \$1.40. These advances are based at 20c per dozen over previous quotations. Royal salad dressing has been advanced 50c per dozen. These advances have

made the price of the lunch size \$1.60 per dozen and that of the half-pint size \$3.50.

More Sugar Supplied Canada Than In States?

Montreal.
SUGAR.—That there is more sugar per capita available for use in the homes of Canadians is apparent from the fact that the per capita consumption here has been considerably greater than that in the adjoining Republic. It was stated to CANADIAN GROCER that in one large United States city considerable quantities of syrup were being used to sweeten tea and coffee, and that there was more sugar in Canada, relatively-speaking, than there was in the United States. This is interesting and in view of the fact that both governments are co-operating so closely it is probable that raw sugars will not be any too free for the immediate future. Suggestions are made that the use of sugar might well be curtailed and more equally dis-

Enough Canned Goods To Meet All Demand

Montreal.
CANNED GOODS.—The distribution of canned goods is being effected and supplies are changing hands from week to week. In this manner it is expected there will be a gradual absorption of stocks, and if the same are passed around and supplies adjusted to meet the needs of the various parts of the country, it is expected that there will be a sufficient supply to cover these needs. Prices are firm and rule high. Demand has improved and will continue to improve for some time, say the jobbers. The season when canned goods are active is now here and will see much more turnover of stocks than there has been during the winter months. In the United States there has been very little interest in the present market. Canners realize that they will have to submit tentative prices

to the Food Administration which will be acceptable to them without further revision. In view of this they are likely to prepare schedules carefully. There is likely to be an elimination of the usual speculative element. Prices here rule firmly without change.

Salmon Sockeye—		
"Clover Leaf," ½-lb. flats.....	2 40	2 45
1 lb. flat	4 00	4 00
1 lb. tails, cases 4 doz., per doz.	3 75	3 75
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. tails	1 80	1 80
Pinks, 1-lb. tails	2 40	2 40
Cohoos, 1-lb. tails	2 65	2 65
Red Springs, 1-lb. tails	2 70	2 70
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25	2 25
Canadian sardines (case).....	6 75	7 00
Norwegian sardines, per case of 100 "¼s"	20 00	20 00
Canned Vegetables—		
Tomatoes, 1's	1 20	1 20
Tomatoes, 3s	2 60	2 75
Tomatoes, U.S. pack (2s)	2 10	2 12½
Tomatoes, 2½s	2 45	2 60
Peas, standards	1 75	1 75
Peas, Early June	1 90	1 90
Beans, golden wax	1 85	1 90
Beans, Refugees	1 85	1 90
Corn, 2s, doz.	2 35	2 40
Spinach (U.S.), 3s	3 00	3 00
Do., (U.S.), gallons	10 00	10 00
Corn (on cob, gal. cans), doz.	8 50	8 50
Red raspberries, 2s	2 90	2 90
Simcoes	2 75	2 75
Red cherries, 2s	2 60	2 60
Strawberries, 2s	3 00	3 00
Blueberries, 2s, doz.	1 35	1 35
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s	1 75	1 75
Pumpkins (gallon), doz.	6 00	6 00
Carrots, sliced, 2s	1 45	1 45
Apples (gallons)	5 00	5 00
Peaches, 2s (heavy syrup).....	2 00	2 00
Pears, 3s (heavy syrup).....	2 45	2 45
Pineapples, 1½s	2 25	2 25
Greengage plums (light syrup)	1 90	1 90
Lombard plums (heavy syrup), 2s	1 70	1 70

Easier Tone For Dried Apples; Other Lines Firm

Montreal.
DRIED FRUITS.—The tone of the dried fruit market is one of firmness and with one exception all prices are maintained. Slight weakness in evaporated apples is due to the fact that the high prices have somewhat confined free movement of the commodity, and in view of the fact also that there has been an easier scale of prices for some kinds of barrel apples, the price of the evaporated has eased. It is stated that there will be no further bookings accepted for raisins and that only those who have booked previous to March 18 will have contracts filled on the basis of bookings so made. Of course this is probably a decision upon the part of packers to relieve themselves of responsibility and to conform more closely with United States Government requirements. Prices continue to rule firmly in all lines, with trading fairly light. This latter condition is characteristic of the United States markets.

Currants, old	0 24	0 24
Do., new	0 32	0 32
Dates, Excelior, per case	5 75	5 75
Do., Dromedary	6 50	6 50
Figs (new), 100 to case	11 00	11 00
Figs (layer), 10-lb. boxes	1 90	2 50
Figs, Spanish (22-lb.)	0 20	0 20
Figs, Portuguese	0 13	0 13
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)	1 75	1 75
Pkgs. 10 oz. (12 pkgs.)	1 45	1 45
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00

Prunes—		
30-40	0 17	0 17
California, 40-50s	0 13½	0 13½
25-lb. cases, 50-60s	0 13	0 13
60-70s	0 12½	0 13½
70-80s	0 12	0 12½
80-90s	0 11	0 12
90-100s	0 10	0 10
Oregon, 30-40s	0 15½	0 15½
40-50s	0 15¼	0 15¼
50-60s	0 12¾	0 12¾

Deflection Of Shipping To Affect Spice Delivery

Montreal.
SPICES.—One of the interesting features this week in connection with the commandeering of Dutch shipping is that of its probable effect on the delivery of peppers, cassias, nutmegs, etc. These are procured in the Dutch colonies of the East and if the shipping is thus taken out of its regular trade routes and otherwise used there will in all probability be some considerable difficulty in getting the usual supplies, that would have come forward at least in better volume than is probable now. Pepper is firmer in both black and white grades. Clove supplies are smaller and mace is in active demand. There is a strong undertone to the nutmeg market. Locally, the demand all around is limited and it is expected still that there will be some advances soon.

	5 and 10-lb. boxes	
Allspice	0 16	0 18
Cassia	0 25	0 30
Cayenne pepper	0 28	0 35
Cloves	0 60	0 70
Cream of tartar	0 80	0 90
Ginger, pure	0 25	0 35
Ginger, Cochin	0 25	0 25
Ginger, Jamaica	0 30	0 35
Mace	0 80	1 00
Nutmegs	0 40	0 50
Pepper, black	0 38	0 40
Pepper, white	0 42	0 45
Pickling spice	0 22	0 25
Tumeric	0 21	0 23
Cardamon seed, per lb. bulk	2 00	2 00
Carraway, Dutch, nominal	0 75	0 75
Cinnamon, China, lb.	0 22	0 25
Cinnamon, per lb.	0 35	0 35
Mustard seed, bulk	0 25	0 25
Celery seed, bulk	0 46	0 46
Shredded cocconut, in pails	0 21	0 23
Pimento, whole	0 12	0 14

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

Demand For Peas And Beans Expected Large

Montreal.
BEANS.—There is a fairly good demand for beans for immediate delivery. These are going forward in the usual seasonable quantities to the country points, the city demand being fair. Prices are firm and will probably be so throughout the season. A large demand is expected to develop soon for both beans and peas, for the latter particularly. Seedsmen state that there is a fair demand for peas just now, and this is probably accounted for owing to the cheapness of the product and its good food value.

Beans—		
Canadian, hand-picked, bush ..	9 50	10 50
Ontario, new crop, 3 to 4 lbs.	8 15	8 15
British Columbia	8 16	8 16
Do., in 100-lb. sacks, gross, per 100 lbs.	15 00	15 50
Canadian, 3-lb. pickers, per bu.	9 00	9 50
Canadian, 5-lb. pickers	7 40	8 00

Michigan, 3-lb. pickers	9 00	10 00
Michigan, hand-picked	9 50	10 50
Yellow Eyes, per lb.	0 14	0 14
Rangoon beans, per bush	7 00	7 50
Lima, per lb.	0 20	0 20
Chilean beans, per lb.	0 14½	0 14½
Manchurian white beans, lb.	0 15	0 15
South American	5 20	5 20
Peas, white soup, per bush	5 00	5 50
Peas, split, new crop, bag 98 lbs.	11 00	11 25
Barley (pot), per bag 98 lbs.	6 25	7 25
Barley, pearl, per bag 98 lbs.	7 50	8 00

Rice Firm Everywhere; Tapioca Will Be High

Montreal.
RICE AND TAPIOCA.—One of the chief topics of interest in the more staple lines of groceries has been that of rice. Continuing for many weeks without change, there has of late been a firming of prices in all grades. Selling has been fair although the compass of business is not great. Tapioca is expected to figure as one of the commodities that may be harder to obtain from the Dutch colonies, through the deflection of shipping to the cause of the Allied governments elsewhere—a great deal of the tapioca that comes to United States importers being produced there. While there are no further revisions this week, prices are very firm and may advance further.

Carolina	11 50	12 50
"Texas," per 100 lbs.	9 50	9 50
Patna (good)	8 90	9 40
Siam, No. 3	8 50	9 00
Siam (fancy)	8 75	10 50
Rangoon "B"	8 50	8 50
Rangoon "B," 200-lb. lots	7 70	7 70
Rangoon CC	7 60	8 20
Mandarin	8 75	8 90
Packling rice	7 70	8 25
Tapioca, per lb.	0 15	0 16
Tapioca (Pearl)	0 15½	0 16

New Prices On Syrup; Molasses Is Firming

Montreal.
MOLASSES AND CORN SYRUPS.—New prices have been arranged and announced as effective March 15 for Crystal Diamond cane syrups. The same are as quoted in the undermentioned list. In the corn syrup list there have been no changes but these are likely to be revised in the very near future, to the extent at least of adjusting prices in conformity with the recent increase of 15 per cent. in freight rates. Corn is still very scarce and is coming in very slowly from the Western points. While there are fluctuations in Chicago deliveries are still so infrequent and erratic that the influence is of little consequence here. The demand for the light syrups is still very large and this is accounted for to some extent owing to the high prices and the scarcity of molasses. There has been a firming tendency to molasses the past few days and this is represented in a two cent advance. It was stated to CANADIAN GROCER by a large Montreal importer that, added to the difficulties already outlined in these columns, as much as \$10 premium per puncheon had been asked by freight carriers from the producing points.

Corn Syrup—		
Barrels, about 700 lbs.	0 07	0 07
Half bbls. or quarter bbls., ¼c per lb. over bbls.		

Kegs	0 07 1/2
2-lb. tins, 2 doz. in case, case	4 65
5-lb. tins, 1 doz. in case, case	5 20
10-lb. tins, 1/2 doz. in case, case	4 95
20-lb. tins, 1/4 doz. in case, case	4 90
2-gal. 25-lb. pails, each	2 15
3-gal. 38 1/2-lb. pails, each	3 25
5-gal. 65-lb. pails, each	5 25

Prices for	
Fancy, Choice, Island of Montreal	
Barbadoes Molasses—	
Punchoons	0 92 0 95
Barrels	0 96
Half barrels	0 98
For outside territories prices range about 3c lower.	
Carload lots of 20 punchoons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.	
Cane Syrup (Crystal) Diamond—	
2-lb. tins, 2 doz. in case, per case	5 50
Barrels, per 100 lbs.	8 00
Half barrels, per 100 lbs.	8 25

Honey And Sugar Sales Light And Supply Small

HONEY AND MAPLE PRODUCTS.—The weather of the past two or three days indicates the near approach of good sap weather. If the usual condition prevails that of freezing nights and warm thawing days, it is expected that there will be a great deal of interest in tapping the maple bushes this season. For all the syrup and sugar that can be produced there are evidences of a brisk demand and many appear to be preparing on a large scale for the tapping of their own bushes and of others adjoining, if they can make arrangements. The present supply of old syrup and of sugar is limited. The same applies to honey, and the buckwheat product is more than ever in evidence, indicating that the clover honey supply is running short. Prices are maintained without change.

Honey—	
Buckwheat, 5-10 lb. tins, lb.	0 19
Buckwheat, 60-lb. tins, lb.	0 16 1/2
Clover, 5-10 lb. tins, per lb.	0 22
Clover, 60-lb. tins	0 21
Comb, per section	0 21
Maple Product—	
Syrup, 13 lbs. Imp. meas., gal.	1 70 1 80
11-lb. tins	1 35 1 45
Sugar, in blocks, per lb.	0 19 0 20

Demand For Peanuts Greater Than Supply

NUTS.—There is very little interest in any of the nut varieties that will approximate that obtaining for peanuts. The latter are being asked for from city and country alike and the supply is in no wise ample for the immediate needs. One of the large Montreal importers stated to CANADIAN GROCER this week that he had eight cars on the way from Virginia and that one of these had been shipped in December. It had reached a point near Toronto and was there stalled. Difficulties of transportation are expected to be less before a great many weeks, and there will be somewhat better movement gradually, it is confidently hoped. There have been no price revisions during the week but all lines are holding in a firm market.

Almonds (Tara), per lb.	0 20	0 24
Almonds (shelled)	0 42	0 43
Almonds (Jordan)		0 70
Almonds, Valencia, shelled	0 44	0 46
Almonds, soft shelled Tarragonas	0 21 1/2	0 22 1/2
Brasil nuts (new)	0 14	0 18
Brasil nuts (med.)	0 15	0 17

Filberts (Stieily), per lb.	0 19	0 21
Filberts, Barcelona	0 17 1/2	0 18 1/2
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts, Bon Ton	0 15 1/2	0 16 1/2
Peanuts, "Diamond G"	0 15	0 16
Peanuts (soon), per lb.	0 12 1/2	0 13 1/2
Peanuts (Jumbo), per lb.	0 16	0 21
Peanuts, shelled, Spanish, No. 1		0 17
Peanuts, shelled, Virginia, No. 1	0 16	0 17 1/2
Do., No. 2		0 14
Pecans (new Jumbo), per lb.	0 21	0 25
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large Jumbo		0 40
Pecans (shelled)		0 30
Walnuts (Grenoble)		0 23
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 61	0 63
Walnuts (Marbots), in bags	0 22	0 24
Walnuts (California), No. 1		0 24

Corn Flour And Cornmeal Scarce; All Prices Firm

CEREALS.—There is a decidedly firm tone to the market for corn meal and also for corn flour, of which there is very little to be had at the present time. A great deal of the corn flour has been imported already milled, and there is a certain large amount milled here. The embargoes that have prevailed during the winter have served to reduce the local supply of corn flour to such a great extent that there is now little available. As a consequence the price rules high. Cornmeal is very firm, due to the great scarcity of spot corn, few cars having been received. Rolled oats and standard and granulated oatmeal are still firm, although there has been a little easier tone to the oat market. Business is fairly active for cereals.

Barley, pearl	8 75	9 50
Barley, pot, 98 lbs.	6 75	7 50
Buckwheat flour, 98 lbs.		7 25
Corn flour, 98 lbs.	6 50	7 25
Cornmeal, yellow, 98 lbs.	6 50	6 60
Hominy grits, 98 lbs.	6 75	8 00
Hominy, pearl, 98 lbs.	7 50	7 75
Oatmeal, standard, 98 lbs.	6 55	6 60
Oatmeal, granulated, 98 lbs.	6 55	6 60
Peas, Canadian, boiling, bush	5 00	5 50
Solit peas	10 25	11 25
Rolled oats, 90-lb. bags	5 50	6 00
Rolled oats (family pack), case	5 75	5 80
Rolled oats (small size), case	2 05	2 12 1/2
Rye flour, small lots, 98 lbs.		6 25

Buyers Anxious To Get Mill Feeds With Flour

FLOUR AND FEEDS.—There is still a good demand for flour and mills are very busy with the orders that have come to hand. There is very little inclination upon the part of mills to seek new business as they want to get orders cleared away and prevent too great accumulation of these. The demand for millfeeds is enormous and cannot be met. As a matter of fact it is stated that some of the farmers are in a real bad way for the needed feeds to feed and fatten their stock, and that if the situation is not improved there will be considerable stock sent to market in the near future that would be kept were the feeds available. This condition would seem to be more accentuated in the East than in the Western part of Canada and many large users have been soliciting supplies through placing flour orders, but this cannot be done at the present time and feeds are distributed as fairly

as the limited supplies will permit. Feed oats are a little easier this week at \$1.12 per bushel.

War Standard, Graham and Whole	
Wheat Flour—	
Car lots (on track)	11 10
Car lots (delivered), Bakers	11 20
Small lots (delivered)	11 30
Bran, per ton	35 00
Shorts	40 00
Crushed oats	69 00 73 00
Barley chop	78 00 87 00
Barley meal	71 00 78 00
Feed oats, per bushel	1 12

Present Supply Coffee Ample; What Of Future?

COFFEE.—There is plenty of coffee to meet the present demand which is fair. At the rate it is being used up in the United States at present there will need to be a large and steady delivery of supplies from the south. The troops of Uncle Sam are using a great quantity. If the South American growers are unable to get ample shipping there will be a tendency to liquidate largely and this will probably have the immediate effect of lowering prices there. In the meantime there is a limited amount of trading both in futures and in spot stocks. Prices are unchanged. Cocoa sales are still reported brisk.

Coffee, Roasted—	
Bogotas, lb.	0 25 0 32
Jamaica, lb.	0 23 0 25
Java, lb.	0 33 0 40
Maracaibo, lb.	0 23 0 24
Mexican, lb.	0 28 0 29
Mocha, lb.	0 34 0 37
Mochas (genuine)	0 43 0 45
Rio, lb.	0 19 1/2 0 20
Santos, Bourbon, lb.	0 24 0 25
Santos, lb.	0 23 0 24
Cocoa—	
Bulk cocoa (pure)	0 30 0 35
Bulk cocoa (sweet)	0 25

Tea Prices Hold; Market Very Active

TEA.—The prices on tea have been held without change, but they rule firmly. Sales have been better the past week and the enquiry is good both from the jobbing and retail trade in city and country. It is apparent that the stock of tea in Canada has been very large, and this is one reason for the prices being maintained without upward revision. It was pointed out to CANADIAN GROCER that Ceylon teas could not be purchased to-day in some grades for the prices that are being asked here. There has been an evident desire on the part of many small importers to liquidate holdings. This has been essential in many instances to enable these importers to get their money out. Another reason assigned for the present activity is that of the probability of the Government imposing a heavy duty, which might be as much as 20c to 25c per pound, one importer suggested. On the amount used in Canada annually this would yield the Government a fair revenue, which would in a measure offset other restricted revenues such as that from liquor.

Ceylon and Indias—	
Pekoe, Souchongs, per lb.	0 38 0 40
Pekoes, per lb.	0 40 0 46
Orange Pekoes	0 43 0 50

Java—
 Pekoes 0 31 0 34
 Broken Orange Pekoes 0 33 0 36
 Orange Pekoes 0 35 0 40
 Inferior grades of broken teas may be had from
 jobbers on request at favorable prices.

**Fruit And Vegetable
 Trade Has Been Quiet**

Montreal.

FRUITS AND VEGETABLES.—Considerable quiet obtains in some of the commodities offered through the fruit and vegetable trade. It will probably be different in another week when Easter trade is expected to be active and when some of the fruits and imported vegetables will be in more active demand. The changes of the week have been few. California celery has declined very sharply to \$5 per crate, and this is accounted for through the delivery of the Florida variety which is selling so much lower. Cauliflower is down 50c per crate in the one dozen size. Spanish onions are much cheaper and the red onions are also away lower to \$1 per bag. They are inactive and there is very little sale for them at any price. It would seem that there are many who have supplies of the coarser vegetables ample for their own needs. There are no changes in citrus fruits or other lines although prices on oranges, lemons and grapefruit are ruling high. There is a weaker tone to the apple market. New Brunswick potatoes still rule without change and the local variety are weaker in tone but without revision of price being made.

Bananas (fancy large), bunch...	3 50	4 50
Oranges, Valencia lates	5 00	5 75
Oranges, Porto Ricos	4 25	5 25
Oranges, California navels	7 00	7 75
Oranges (bitter)	4 00	5 00
Oranges (Seville, bitter)		5 50
Grape fruit, Cuban	4 00	4 50
Grape Fruit, California	5 00	6 00
Grape fruit, Florida	5 00	6 00
Lemons (fancy new Messina), as to size	4 50	7 00
Lemons, California seedless		5 00
Grape fruit (fancy Jamaica)	3 25	3 75
Grape fruit (fancy Porto Ricos) 80, 96, 64		4 50
Grape fruit (fancy Porto Ricos) 54, 64		4 25
Grape fruit (fancy Porto Ricos) 36		4 00
Pineapples, Cuban, grate		5 00
Grapes, Malaga (keg)	7 00	7 50
Grapes, Malaga (heavy weights, tinted), per keg		12 00
Grapes, Malaga, medium		10 00
Cocoanuts (sack)		7 25
Apples, (bbls.)— Wealthy, No. 1	7 00	7 50
Fameuse	7 00	8 50
Ben Davis	4 00	5 00
Russets	5 50	6 00
Apples, boxed		2 75
Pears (eating), small lots only, doz.	0 30	0 60
Ontario Apples— Spys, No. 1, per bbl.	8 00	8 50
Do., No. 3 (special), bbl.		5 50
Do., No. 3, bbl.		4 50
Pewaukee, No. 1, bbl.		6 50
Do., No. 2, bbl.		5 50
Baldwin, No. 1, bbl.	6 00	7 00
Do., No. 3 (special), bbl.		5 50
Do., No. 3 (ordinary), bbl.		4 00
Stark, No. 1, bbl.		7 00
Do., No. 3 (special), bbl.		5 50
Do., No. 3 (ordinary), bbl.		4 00
Boxed apples (all sizes)		2 75
Rhubarb, doz.	1 50	1 75
Cauliflower (California), crate, 2 doz.	4 50	5 00
1 doz crate	2 00	2 50
Cabbage, Montreal, per bbl.	2 50	3 00
Cabbage, Montreal, doz.	1 00	1 25
Celery, Canadian, per doz.	0 50	1 00
Celery, Cal., 4, 5, 6 doz. case		5 00
Celery (Wash.), doz.		1 50
Celery, Florida	2 75	3 00
Cucumbers (Boston), doz.	2 50	3 00
Horseradish (Can.)		0 20

Endive (Can.)	0 25	
Endive (Amer.)	0 50	
Mint	0 60	
Leeks	3 00	4 00
Onions, red, 100-lb. bag		1 00
Oyster plant		0 75
Parsley (Amer.)		1 50
Parsley (Can.)		0 75
Spanish onions, half cases	2 25	2 75
Spanish onions, large crate	4 50	5 50
Spanish onions (small crate)	1 25	2 75
Potatoes (sweet), per hamper, as to size	2 50	5 00
Potatoes, bag,	1 60	1 75
Potatoes (New Brunswick), bag	2 00	2 25

Carrots, bag	0 50	0 75
Beets, bag (60-lb. bag)	0 90	1 00
Paranips (60-lb. bag)		1 00
Turnips (Quebec), bag		1 00
Turnips (Montreal), bag	0 75	0 90
Tomatoes (hothouse), lb.		0 40
Lettuce, curly (3 doz.)		2 50
Lettuce, Boston, hothouse (2 doz. in box)	2 25	2 75
Lettuce (Florida), hamper		2 75
Mushrooms (lb.)		1 00
Cranberries (Cape Cod), box		5 50
Do., per gallon		0 90
Watercress (Can.)		0 60
Watercress (Amer.)		1 25

ONTARIO MARKETS

TORONTO, March 20.—Several minor changes have been made during the week in wholesale prices. Montserrat lime juice prices for 1918 have been set and advances are reported in some lines of vinegar. Silver polish and stove polish show an upward trend, and the new freight rates established have resulted in adjustments being made on the equalized rates on sugar. Aylmer jams, jellies, fruits, and marmalades have advanced in price, but the market generally on canned goods shows little change. The primary markets on spices would warrant increased prices, but no change locally is reported. Oranges are extremely high in price, and a great scarcity for the next two or three weeks is anticipated.

Business is reported good, and lines available are moving forward freely.

**Transportation Outlook
 For Sugar Brighter**

Toronto. SUGAR.—The action of the United States and British Governments in deciding to use Dutch tonnage is looked upon with satisfaction and a great deal of relief by the sugar trade. It is thought that a share of this tonnage, as originally planned, will be devoted to the sugar carrying trade, or that at least the steamers which had been chartered for this purpose, but which were withdrawn when the hitch in the negotiations occurred, will be restored. It is now felt, with other arrangements that have been made, that ample cargo space is assured to move raw sugars expeditiously from the plants to refining points.

The increase in freight rates has resulted in further additional charges being made on the equalized freight basis established. Where the rate on freight is 20c or less 3c is now added; from 20c to 30c, an addition of 5c is made; from 30c to 40c, an addition of 6c; from 40c to 50c, an addition of 8c.

Receipts of refined were limited during the week, and wholesalers are dealing sugar out one bag at a time, if at all. Yellow is also rather scarce, and the whole situation hinges on transportation. A decided improvement in the ability of the railways to handle shipments quickly will do much to relieve the present shortage. Prices show no change for the week.

Atlantic, extra granulated	8 79	
St. Lawrence, extra granulated	8 54	
Acadia Sugar Refinery, extra granulated	8 54	
Can. Sugar Refinery, extra granulated	8 54	
Cases, 10-lb. tins, 1/2 doz. to ca.	4 95	

Dom. Sugar Refinery, extra granulated	8 54
Icing sugar, barrels	8 74
Powdered, barrels	8 64

St. Lawrence and Canada Sugar differentials: —25-lb. sacks, 10c over 100-lb.; 20-lb., 15c advance; 10-lb. gunnies, 20c advance; 5-lb. gunnies, 40c advance; 5-lb. cartons, 25c advance; 2-lb. cartons, 30c advance. Atlantic and Acadia differentials: In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 20c per 100 lbs.; 30c per 100 lbs. in 10-lb. gunnies, and 40c per 100 lbs. in 5-lb. cartons, and 40c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1.

**1918 Prices On Lime
 Juice; Vinegar Higher**

Toronto. LIME JUICE, VINEGAR.—New prices on some lines of lime juice have been announced for 1918, while others remain unchanged. Montserrat lime juice, small bottles, is being sold at \$4.50 per dozen, and large bottles, \$8.50 per dozen. An advance in vinegar shows small bottles selling at \$1.50 per dozen and the large size at from \$2.50 to \$2.75 per dozen. H. & L. package peas, which have been selling at \$5.60, show a big advance in some quarters to \$7.60 per case, or \$1.90 per dozen. Maple butter in 24 lbs. takes a new price of \$4.80 case. Other lines of polish have undergone revision during the week. Silvo silver polish, No. 3 size, has advanced to \$1.10 per dozen, and No. 6 to \$2 per dozen. Nonsuch liquid stove polish has also registered a new high price of \$1.25 per dozen. Reckitt's blue is being quoted at 23c per pound.

**Situation In Molasses
 Uncertain; Syrup Up**

Toronto. MOLASSES, SYRUP.—Spot stocks of molasses are reported decidedly scarce and prices show a very firm trend towards higher levels, though no changes locally have been recorded. Some shipments of Barbadoes are reported rolling, but indications are that there will not be sufficient to supply the Canadian market available.

During the week Crystal Diamond syrup has recorded an advance of 45c per case of two dozen, and new price now ruling for 2's is \$5.50. No other change in corn or cane syrups has been made and prices are holding firm, with the demand good.

Corn Syrups— Barrels, per lb.	0 87
Cases, 2-lb. tins, 2 doz. in case	4 85
Cases, 5-lb. tins, 1 doz. in case	5 20
Do., No. 1 yellow	8 14
Half barrels, 1/2c over bbls.; 1/4 bbls., 1/4c over	

Cane Syrups—			
Barrels and half barrels, second grade, lb	0 08		
Cases, 2-lb. tins, 2 doz. in case	5 05	5 25	
Molasses—			
Fancy Barbadoes, barrels	0 98	1 00	
Choice Barbadoes, barrels	0 88	0 90	
West India, 1/2 bbls., gal.	0 55	0 65	
West India, 10-gal. kegs	6 50		
West India, 5-gal. kegs	3 25		
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 75		
Tins, 3-lb., table grade, case 2 doz., Barbadoes	6 40		
Tins, 5-lb., 1 doz. to case, Barbadoes	5 30		
Tins, 10-lb., 1/2 doz. to case, Barbadoes	5 20		
Tins, 2-lb., baking grade, case 2 doz.	3 50		
Tins, 3-lb., baking grade, case of 2 doz.	4 60		
Tins, 5-lb., baking grade, case of 1 doz.	3 90		
Tins, 10-lb., baking grade, case of 1/2 doz.	3 75		
West Indies, 1 1/2, 48s.	5 00		
West Indies, 2s, 36s	4 00	4 25	

Jams, Jellies, Fruits
Record Advances

Toronto.
CANNED GOODS.—The Aylmer line of jams, jellies, fruits and marmalade has shown an advance in price during the week, and in jams and fruits shortages are reported in the strawberry and raspberry. Some of the more familiar lines with new quotations now in effect are: Jams 16 oz., raspberry and strawberry, \$3.30 dozen; black currant, \$3.20; blackberry, \$3; 4-lb. size, raspberry and strawberry, 85c per tin; black currant, 83c; blackberry, 78c. Jellies, raspberry, black currant, red currant, 16 oz., \$3.25 dozen; 4-lb. tins, 85c each. Syrup fruits in pint jars, red cherries, black currants, red currants, \$3.45 dozen; plums, green-gage, \$2.95; Lombard, \$2.90 per dozen. Orange marmalade, 16-oz. jars, \$2.95 dozen; 2's tins, \$4.45 dozen; 4's tins, 74c each. Practically no change is apparent in other lines of canned goods. Canned vegetables are holding firm, with the demand fair. The adoption of a period of restricted sale on this line is again being talked of by the Government during the period when green vegetables are available, and whereas this may curtail the sale somewhat, it is not expected that great hardship will result, nor stocks accumulate unduly. It is felt that canners will see in this order no reason for curtailing their pack, and it is thought they will exert every effort to put up as big a pack as possible.

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

Salmon—			
Sockeye, 1s. doz.	4 00	4 50	
Sockeye, 1/2s. doz.	2 40	2 50	
Alaska reds, 1s. doz.	3 75	3 85	
Chums, 1-lb. tins	2 35	2 60	
Do., 1/2s. doz.	1 35	1 45	
Pinks, 1-lb. tins	2 25	2 60	
Do., 1/2s. doz.	1 35	1 50	
Cohoos, 1/2-lb. tins	1 85	1 90	
Cohoos, 1-lb. tins	3 45	3 75	
Red springs, 1-lb. tins	3 15	3 65	
White springs, 1s. dozen	2 15	2 25	
Lobsters, 1/2-lb. doz.	3 10	3 25	
Canned Vegetables—			
Beets, 3s	1 50	2 30	
Tomatoes, 2 1/2s	2 65	2 75	
Peas, standard	1 95	2 25	
Peas, early June	2 00	2 32 1/2	
Beans, golden wax, doz.	1 85	2 10	
Beans, Midget, doz.	2 25	2 45	
Asparagus tips, doz.	3 25	3 65	
Corn, 2's, doz.	2 40	2 50	
Pumpkins, 2 1/4s	1 80	2 10	
Spinach, 2s. doz.	1 80	2 40	
Succotash, No. 1, doz.	2 00	2 35	

Pineapples, 2s	3 00	3 25
Cherries, 2s	2 60	2 90
Peaches, 2s	2 10	2 40
Pears, 2s	1 85	2 00
Plums, Lombard, 2s	1 75	1 95
Plums, Green Gage	1 80	1 95
Raspberries, 2s, H.S.	3 00	3 25
Strawberries, 2s, H.S.	3 00	3 40
Jam, raspberry, 16 oz., doz.	2 90	3 30
Do., black currant, 16 oz.	2 90	3 30
Do., strawberry, 16 oz.	3 00	3 40
Do., raspberry, 4-lb. tin	0 83	0 90
Do., black currant, 4-lb. tin	0 77	0 88
Do., strawberry, 4-lb. tin	0 83	0 90
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Plums, Greengage, doz.	2 40	2 95
Do., Lombard, doz.	2 25	2 90
Do., Blue, doz.	2 25	2 90
Black currants, doz.	3 45	3 45
Red currants, doz.	3 45	3 45
Raspberries, doz.	3 45	3 60
Strawberries	3 60	4 40

Shipments Of Prunes
And Raisins Received

Toronto.
DRIED FRUITS.—Some shipments of prunes and raisins have arrived during the week, and wholesalers receiving same will be enabled to clean up a long list of back orders which have been accumulating. An advance in the primary market of 1/2c on prunes has been made, but quotations locally remain unchanged, though firm. It is stated that the California crop of raisins is exhausted, with the exception of seedless, and offers for July and August raisins have been withdrawn. It is expected retailers will largely have to depend on early raisins for their Christmas trade, and it is urged that they place their requirements early. Peaches are exhausted in the primary markets and the fig crop has been practically disposed of. Prices have held firm on all lines, with the demand for available lines good.

Apples, evaporated	0 23	0 24
Apricots, unpitted	0 16 1/2	0 18
Do., fancy, 25s	0 30	0 30
Do., choice, 25s	0 25	0 27
Do., standard, 25s	0 24	0 26
Candied Peels, American—		
Lemon	0 26	0 30
Orange	0 28	0 35
Citron	0 35	0 36
Currants—		
Grecian, per lb.	0 29	0 30
Australians, lb.	0 30	0 35
Dates—		
Excelsior, pkgs., 3 doz. in case	4 50	4 75
Dromedary dates, 3 doz. in case	6 00	6 00
Figs—		
Taps, lb.		
Malagas, lb.		
Comadre figs, mats, lb.		
Cal., 6 oz., doz.		
Cal., 10 oz., doz.	1 45	
Prunes—		
30-40s, per lb., 25's, faced	0 18	
40-50s, per lb., 25's, faced	0 17	
50-60s, per lb., 25's, faced	0 16	
60-70s, per lb., 25's, faced	0 14	0 15
70-80s, per lb., 25's, faced	0 13	0 14
80-90s, per lb., 25's, unfaced	0 13 1/2	
90-100s, per lb., 25's, faced	0 12	
Peaches—		
Standard, 25-lb. box	0 15 1/2	0 17
Choice, 25-lb. boxes	0 18 1/2	0 19
Fancy, 25-lb. boxes	0 22	
Raisins—		
California bleached, lb.	0 14	0 15 1/2
Valencia, Cal.	0 10 1/2	0 10 1/2
Valencia, Spanish		
Seeded, fancy, 1-lb. packets	0 11 1/2	0 13
Seedless, 12-oz. packets	0 11	0 12 1/2
Seedless, 16-oz. packets	0 14	0 15 1/2
Seedless, screened, lb.	0 13	0 15 1/2

Supply Cheap Teas Good;
Fine Grades Scarce

Toronto.
TEAS.—The market is plentifully sup-

plied for immediate needs of the cheaper grades of tea, black, but fine teas are reported scarce and exceedingly high in price for import. Best quality Pekoes are now costing over 50c per pound to import. Lower grades, which would cost 36c to 45c to import, are being marketed here at fully 10c per pound less. Ceylon teas are higher in the primary markets, as the British Government has taken over 80 per cent. of the supplies, which not only firms the market, but will affect deliveries to this country. Heavy stocks of Javas are available in America, but the action of the United States and British Governments in taking over Dutch tonnage will result in ships which have been used almost exclusively in tea trading being withdrawn, and will mean a firmer tone to the market on these lines. Spot stocks are moving freely, retailers showing a disposition to cover against a possible tax. No change locally is reported in quotations, which are given herewith.

Ceylon and Indias—		
Pekoe Souchongs	0 36	0 38
Pekoes	0 38	0 46
Broken Pekoes	0 46	0 48
Orange Pekoes	0 48	0 50
Broken Orange Pekoes	0 50	0 52
Javas—		
Broken Pekoes	0 35	0 38
Japans and Chinas—		
Early pickings, Japans		0 40
Second pickings	0 30	0 38
Hyson Thirds, lb.	0 30	0 35
Do., Seconds	0 40	0 45
Do., Sifted	0 40	0 52

These prices do not indicate the wide range in the values. They are good medium grades, and are meant to give some indication of price movement.

Active Demand For Coffee;
Very Firm Undertone

Toronto.
COFFEE.—Activity marks the trend of coffee during the week, and retailers are showing a disposition to buy in very good quantities. Spot stocks are reported as being none too heavy, and a very firm undertone in the matter of price is evident. Greater difficulty in getting shipments through is being experienced though, and what the future may reveal is not being predicted. Quotations for the week remain unchanged as follows:

Coffee—		
Bogotas, lb.	0 28	0 30
Guatemala, lb.	0 24	0 25
Maracaibo, lb.	0 25	0 29
Mexican, lb.	0 27	0 31
Jamaica, lb.	0 26	0 30
Blue Mountain Jamaica		0 40
Mocha, Arabian, lb.		
Rio, lb.	0 19	0 23
Santos, Bourbon, lb.	0 25	0 26
Chicory, lb.		0 20
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 18	0 20

Conditions In Primary
Markets Warrant Advance

Toronto.
SPICES.—A very firm undertone on spices is reported for the week, due to strength developing in the primary markets. It is said that conditions in the primary markets are such that advances would be warranted locally, although no change has been made. Supplies are becoming limited in some lines, and with the unusual conditions prevailing it is

impossible to forecast when new stocks will be arriving. The strong tone that has characterized the market heretofore is retained and the trend of prices is in an upward direction.

	Per lb.		Per lb.
Allspice	0 16	0 18	
Cassia	0 50	0 38	
Cinnamon	0 40	0 50	
Cayenne	0 30	0 35	
Cloves	0 70	0 75	
Ginger	0 25	0 35	
Herbs — sage, thyme, parsley, mint, savory	0 40	0 60	
Mace	0 90	1 10	
Pastry	0 25	0 32	
Pickling spice	0 22	0 28	
Peppers, black	0 36	0 40	
Peppers, white	0 42	0 48	
Paprika, lb.	0 35	0 45	
Nutmegs, selecta, whole, 100's	0 40	0 50	
Do., 80's	0 55	0 60	
Do., 64's	0 30	0 40	
Mustard seed, whole	0 40	0 50	
Celery seed, whole	0 28	0 35	
Coriander, whole	0 90	1 00	
Caraway seed, whole	0 90	1 00	
Cream of Tartar—			
French, pure	0 90	0 96	
American high test			
2-oz. packages, doz.	1 45		
4-oz. packages, doz.	2 60	2 80	
8-oz. packages, doz.	5 45	5 45	
8-oz. tins, doz.	5 05	6 00	
Tartarine, barrels, lb.	0 21		
Do., kegs, lb.	0 23	0 23	
Do., pails, lb.	0 25		
Do., 4 oz., doz.	0 90		
Do., 8 oz., doz.	1 75		
Do., 16 oz., doz.	3 25		

Spot Stocks Of Nuts Light; Almonds Decline

Toronto.
NUTS.—Spot stocks of practically all nuts are rather light, and this has tended toward firming up the markets materially. Peanuts and walnuts are both reported very scarce and new goods are not arriving. Many shipments are in transit, but when they will reach the local market no one can say. In some quarters shelled almonds are being quoted at 40c per pound, a decline of 4c over last week's lowest figure.

In the Shell—			
Almonds, Tarragonas, lb.	0 20	0 22	
Walnuts, Bordeaux	0 25	0 26	
Walnuts, Grenobles, lb.	0 22		
Walnuts, Manchurian, lb.	0 20		
Filberts, lb.	0 19	0 22	
Pecans, lb.	0 25	0 27	
Peanuts, Jumbo, roasted	0 22	0 27	
Do., No. 1 Virginia, roasted	0 21	0 22	
Brazil nuts, lb.	0 14	0 17	
Cocoonuts, per 100		7 50	
Shelled—			
Almonds, lb.	0 40	0 45	
Filberts, lb.	0 35	0 40	
Walnuts, lb.	0 65	0 73	
Peanuts, Spanish, lb.		0 19	
Do., Chinese, Japanese, lb.		0 17	

Supply Of Select Domestic Beans Light

Toronto.
BEANS.—The supply of domestic beans remains limited and select grades are decidedly hard to procure. The demand is very good for all grades and stocks in fair condition. Limas are still on the market, and are being quoted at from 18c to 22c per pound. The market remained steady during the week on the following basis:

Ontario, 1-lb. to 2-lb. pickers, bu.	8 50	9 00
Do., hand-picked	9 00	9 25
Can. white kidney beans, bush.		9 00
Rangoons, per bush.	6 60	7 00
Yellow eyes, per bushel.		
Japanese Kotenashi, per bush.		8 00
Limas, per pound	0 18	0 22

Rices Becoming Very Hard To Secure

Toronto.
RICES.—Nothing new has developed in the rice situation during the week, but from all quarters mention of the increasing difficulty of securing shipments has been made. The embargo on American rices still continues, and the United States Government is watching all shipments of Japan rices, taking over what they need, no matter to what destination they may be billed. Spot stocks are light and the market remains steady, with a slight change in some of the differentials. Japan rices, fancy, are still being quoted at \$10 per 100 pounds in some quarters. A shipment of tapioca has reached the city; quotations remain unchanged.

Texas, fancy, per 100 lbs.	11 50	12 00
Blue Rose Texas	11 00	11 50
Honduras, fancy, per 100 lbs.	12 00	12 50
Siam, fancy, per 100 lbs.	9 00	9 50
Siam, second, per 100 lbs.	8 50	9 25
Japans, fancy, per 100 lbs.	10 00	12 00
Japans, second, per 100 lbs.	9 50	9 75
Chinese XX, per 100 lbs.	8 25	8 50
Do., Simiu	11 00	11 50
Do., Mujin, No. 1	10 25	10 50
Tapioca, per lb.	0 14½	0 15

Market Firmly Held In Package Goods

Toronto.
PACKAGE GOODS.—It was stated in last week's issue that Kellogg's cornflakes had advanced to \$4.25, and later declined 10c to \$4.15 per case. This was an error, as no decline followed the advance of 25c to \$4.25, and the correct quotation now prevailing on this line is at this latter figure, namely, \$4.25 per case. It is stated by the manufacturers that the corn situation is serious, and that orders are only being taken subject to their confirmation. They state further that they are finding it almost impossible to secure corn of good enough quality to keep their plant in operation. Stocks of cream of wheat have reached the city, and it is being quoted at \$7.75 per case, or \$2.60 per dozen. Other lines held unchanged.

Cornflakes, per case	3 90	4 25
Rollod oats, round, family size, 20s	5 75	5 80
Rollod oats, round, regular 18s, case	2 00	2 12½
Rollod oats, square, 20s.	5 65	5 80
Shredded wheat, case	4 25	
Cornstarch, No. 1, pound cartons	0 11	
No. 2, pound cartons	0 10	
Starch, in 1-lb. cartons	0 11	
Do., in 6-lb. tins	0 12½	
Do., in 4-lb. papers	0 00½	

Good Demand For Honey And Maple Syrup

Toronto.
HONEY, MAPLE SYRUP.—The good demand for honey and maple syrup continues, and orders are going forward freely to the retailers. Maple syrup and sugar are now being harvested in the bush, but no shipments of new stock have reached the market as yet. Indications are that increased production may be expected, but with the heavy demand that exists prices are not expected to be very much easier.

Honey—			
Clover, 5 and 10-lb. tins	0 22	0 23	
Do., 54s, case			

60-lb. tins			
Buckwheat, 60-lb. tins		0 18	
Comb, No. 1, fancy, doz.	3 50	3 60	
Do., No. 2, doz.	3 00	3 25	
Jars, 7-oz., doz.			
Do., 10oz., doz.			
Do., 12-oz., doz.			
Do., 16-oz.			
Maple Syrup—			
No. 1, gallon tins, 6 to case	11 70	12 60	
No. 2, half gal. tins, 12 to case	12 25	14 20	
No. 3, quart tins, 24 to case	12 25	15 55	
No. 3, quart bottles, 12 to case	5 50	7 00	
N.B.—Above are wine measure.			
Gallon tins, Imperial, 6 to case		13 50	
5-gallon tins, Imperial, per tin	9 25	10 50	
Barrels, 25 or 40 Imp. gals.		2 00	

Oranges High And Scarce; Grapefruit Arrives

Toronto.
FRUIT.—A big advance in the price of California navels has gone into effect, and a great scarcity is looked for during the next two or three weeks. Quotations given below are higher by from 50c to \$1 per box over prevailing figures of last week. All the California crop is short, being estimated at only about 65 per cent. normal. Valencias are expected in the next two weeks to a month, and it is understood a couple of cars of Mexican fruit is rolling northward to this market. Floridas are practically done, and Porto Rico show too wastey at New York to take a chance on coming further. The situation altogether points to a very strong market prevailing on oranges. Shipments of Porto Rico grapefruit have been received, and the price range has narrowed materially, an advance of 75c to \$1.75 over low quotations of last week being made. A car of California lemons has arrived in the city, the price being unchanged at \$7.50. A shipment of Messina lemons is expected next week. Two or three cars for the local market are due at New York this week, and should reach here shortly. Quotations on Messinas, 300's, are 50c lower at \$6 in some quarters. Bananas are being quoted at from \$3.50 to \$4. Boxed apples continue to arrive in fair quantities, and are in good demand, Winesaps holding firm at \$3.25. Spys, No. 3 barreled, declined \$1, being quoted as low as \$4. Some shipments of strawberries are arriving by express and car lots are about ready to start from Louisiana. A slightly easier price is anticipated on future arrivals.

Apples—			
Boxes, Spitzenberg	2 75	3 25	
Winesaps, box	3 00	3 25	
Rome Beauty, box	2 90	3 25	
Ontario—			
Baldwins No. 1, bbl.	6 50		
Greenings, No. 1, bbl.	6 50	7 00	
Northern Spys, tree runs	5 50		
Mann, No. 1, bbl.		6 00	
Do., No. 2, bbl.		5 00	
Pewakee, No. 1, bbl.		6 00	
Do., No. 2		5 00	
Starks, No. 1, bbl.	5 50	6 00	
Do., No. 2	4 50	5 00	
Ben Davis, No. 1, bbl.	4 00	5 00	
Do., No. 2, bbl.	3 50	4 00	
Spys, No. 3	4 00	5 00	
Winter varieties, straight No. 3		4 50	
Nova Scotia—			
Baldwins, No. 1		5 50	
Do., No. 2		4 50	
Wagner, No. 1	5 00	6 50	
Do., No. 2	4 00	6 00	
Starks, No. 1	5 00	5 50	
Do., No. 2	4 50	5 00	
Winter varieties, straight No. 3	3 00	3 50	
Bananas, yellow, bunch	3 50	4 00	
Grapefruit—			
Jamaica, 46s, case			

Do., 64s, 96s, case	.....	.....
Do., 80s	.....	.....
Florida, 36s, 46s, case	.....	5 25
Do., 54s, 64s, 80s, 96s	5 00	5 25
Cuban and Porto Rico, 54s, 64s, 80s, 96s	4 25	4 50
Oranges—		
California Navels—		
80s	5 00	.....
96s	6 00	.....
100s	5 50	6 00
126s	6 50	6 75
150s	7 50	.....
176s, 200s, 216s, 250s	8 00	8 25
Florida Oranges—		
80s, 96s, 100s	4 75	.....
126s	5 25	6 00
150s	6 00	.....
176s, 200s, 216s, 250s	6 00	6 50
Lemons, Cal., case		
Do., Messinas, box	7 50	.....
Pears, Cal., box	6 50	.....
Pineapples, Porto Rican, cs. 30-36s	6 50	7 00
Rhubarb, dozen	1 35	1 50
Malaga grapes, keg	.....	10 00
Strawberries, box	0 60	0 75

Onions In Big Decline; Good Movement

Toronto.

VEGETABLES.—Big declines have been registered in Canadian and American onions during the week, the former selling as low as \$1.25 for 75-lb. bag and the latter \$2 for 100-lb. sack, a 75c reduction in each case over last week's low figures. Spanish show an easier tone also, and are quoted at \$4 in crates. The movement of onions to the consuming public is reported good. In some quarters Ontario Delaware potatoes are now being quoted at \$1.90 per bag and the N. B. Delawares at \$2, a decline of 10c and 15c respectively over lowest quotations of last week. Shipment of California cauliflower in pony crates containing from 12 to 15 heads have been received, and are being quoted at from \$2 to \$2.25 per crate. Large-sized crates of Florida cabbage are being offered at \$4 to \$4.50. American fresh vegetables now on the market are new carrots at \$1 dozen; shallots at 75c dozen; parsley at \$1 dozen; tomatoes, 6-basket crate, at \$11 crate. The crop of tomatoes is rather later than usual and express shipments only are coming forward. California head lettuce is being marketed in 4 to 5-dozen crates at \$3.50, the Florida heads selling at \$3 a hamper. Large green onions are selling at 85c dozen, while the domestic is moving out at 25c.

Beets, bag	.....	1 50
Brussel sprouts, quart	.....	.....
Cauliflower, Cal., standard crates	4 00	.....
Cabbage, Canadian, barrel	4 00	4 50
Carrots, bag	0 50	0 60
Celery, Ontario, doz.	0 25	0 60
Do., California, case	6 00	.....
Cucumbers, Boston, doz.	3 00	3 25
Lettuce, leaf, doz. bunches	0 25	0 35
Do., Boston, head, hampers	.....	3 50
Mushrooms, basket	2 75	3 50
Onions—		
Spanish, crates	4 00	4 50
Spanish, half crates	2 25	2 50
Do., Canadian, 75-lb.	1 25	2 00
American, 100-lb. sacks	2 00	2 75
Potatoes—		
New Ontario, bag	1 90	2 10
N.B. Delawares	2 00	2 25
P.E.I., bag	.....	2 00
Sweet, hamper	.....	5 00
Spinach, box	0 60	0 75
Tomatoes—		
Hothouse, No. 1, lb.	.....	0 35
Do., No. 2, lb.	.....	0 25
Paranips, bag	.....	1 50
Parsley, doz. bunches	0 75	0 85
Peppers, green, dozen	0 50	1 25
Turnips, new, bag	.....	0 75

Flour Output Improves; Grain Moving

Toronto.

FLOUR.—A marked improvement in milling circles is reported during the week owing to a freer movement of grain and capacity output has been attained again by several plants which had been temporarily held up. Some doubt seems to exist as to whether the new freight rates adopted will affect the price of flour or not. In some quarters it is indicated that this freight rate was anticipated and taken into consideration when prices were submitted to the Government, while others again state that prices determined upon were figured on the old freight basis. Some definite announcement may be expected shortly in this regard. The quotations ruling on war grade flour made from Ontario wheat seem to be rather unsettled, and it is felt that some further efforts will have to be made to determine exact figures.

War grade, 74% extraction—		
Manitoba spring wheat	11.10	11.30
Ontario winter wheat	10.60	11.10
Blended, spring and winter	10.85	11.20

Prices On Mill Feeds Less Than Rough Feeds

Toronto.

MILL FEEDS.—In explanation of the heavy demand which exists on mill feeds the following has been offered:—The extreme demand being made by farmers for all classes of mill feeds can be traced directly to the higher prices prevailing for rough feeds. Mill feeds at the fixed prices are less than farmers can secure for their rough grains, which are usually used in feeding, and this has stimulated the demand for the former to its pre-

sent abnormal proportions. Mills have never turned out as much flour and consequently mill feeds as they have done during the past year, and the present shortage is not attributable to decreased production. Under normal conditions mill feeds would be sufficient for all demands. No relief to the present situation is expected until pasture is available and the consumption thereby decreased.

Mill Feeds—	Mixed cars ton	Small lots ton
Bran	\$35 00	\$37 00
Shorts	40 00	42 00
Special middlings	50 00	52 00
Feed flour, per bag	.....	3.05-3.40

Easier Tone In Cornmeal; Rolled Oats Scarce

Toronto.

CEREALS.—Indications are that a slight drop in corn may develop and already a decline of 25c in cornmeal has been recorded in some quarters. Rolled oats is reported scarce, and no change has been made in prevailing quotations. Pearl barley and pot barley show declines in some quarters of 50c over former figures, and lower quotations prevail in oatmeal and rolled wheat at \$6.50 in single bag lots. Locally stocks are in fair condition and a good demand throughout prevails.

	Five Bag Lots Delivered	Single Bag Lots F.o.b. Toronto
Barley, pearl, 98s	\$7.35-\$7.95	\$ 8.00-\$ 8.50
Barley, pot, 98s	6.00- 6.50	6.00- 6.75
Cornmeal, 98s	6.50- 7.00	7.00- 7.25
Corn flour, 98s	.....	6.50- 7.35
Farina, 98s	.....	7.00- 8.00
Graham flour, 98s	5.60-	6.00-
Hominy grits, 98s	.....	6.50- 6.60
Hominy, pearl, 98s	.....	6.50- 6.60
Rolled oats, 90s	5.75- 5.90	5.85- 6.10
Oatmeal, 98s	6.50- 7.00	6.50- 7.00
Roller wheat, 100-lb.	.....	6.50- 7.00
bbl.	.....	6.50- 7.00
Wheatlets, 98s	.....	7.00- 8.00
Peas, yellow, split	9.50-10.00	10.00-11.00
Blue peas, lb.	.....	0.13- 0.15

Above prices give range of quotations to the retail trade.

MANITOBA MARKETS

WINNIPEG, March 20.—The advance in freight rates is one of the most important happenings of the week. Some of the wholesalers were of the opinion this would come out of their own pockets, but one of the first effects of the change was an advance of 10c in the price of sugar.

The following is part of a letter sent to the retail trade by a wholesaler, drawing attention to the increase in freight rate:

"An advance of approximately 15 per cent. over present freight rates, we are advised, is almost certain to go into effect at any time before April 1st.

"This information is being passed on to you as it has come to us. The increased rates mean higher prices for goods, and, as your customers are interested, we suggest that you pass the information on to your trade.

"Railroads had new tariffs ready to go into effect on March 15th, but the necessary authority has not yet been given by the Government. Authorities are agreed that the decision will be favorable to the increase.

"On a rate out of Winnipeg of, say, 40c, the increase will be 6c, while the rates into Winnipeg from the east and west will advance from 10c to 15c, or a total increase of 20c per 100 pounds.

"In view of this increase a number of merchants have purchased heavily, and we consider this sound policy, as grocery staples are all good buying."

Mills in Western Canada advise that the new freight rates which went into effect last week will increase the cost of flour when delivered to country points. How much this increase will amount to has not yet been determined.

Higher Freight Rates Send Sugar Up 10c

Winnipeg.

SUGAR.—An advance went into effect last Friday of 10c per 100 pounds, this being attributed to an increase in freight rates. Price of standard granulated now is \$9.35. The supplies are beginning to come in a little better, but sugar is still very scarce. A Winnipeg jobber stated to-day that he had never

known sugar to be so scarce since he started in business twenty years ago. However, there are indications that an improvement will take place from now on.

Expect Corn Syrup To Advance Shortly

Winnipeg.
SYRUPS.—Corn syrup market is remarkably firm and the trade are looking forward to a reaction.

CORN SYRUP.

Beehive and Crown—	
2-lb. tins, 2 doz. case, per case.....	4 25
5-lb. tins, 1 doz. case, per case.....	4 90
10-lb. tins, 1/2 doz. case, per case.....	4 65
20-lb. tins, 1/4 doz. case, per case.....	4 65
Barbadoes Molasses—	
In half barrels, per gal.....	1 15
New Orleans Molasses—	
Blackstrap, half barrels, wood, per gal.	0 63

Honey Practically Off The Market

Winnipeg.
HONEY.—Honey is practically off the market. The reason for this is that the British Government bought up practically all they could lay their hands on early in the season, both in Canada and the United States, paying almost any price. The honey is required for the soldiers, as it possesses particularly good food value.

Portuguese Figs Double In Price

Winnipeg.
DRIED FRUITS.—Prunes—The market in California is very firm indeed. A number of sizes are very hard to procure, but things are not quite as bad taken all round as one might think. Raisins—California advises that seedless in packages are withdrawn from the market. However, there are considerable quantities held by jobbers here, so that no shortage is looked for just now. Figs—California figs are rapidly being cleaned up, and jobbers are unable to buy at old prices. It is expected they will soon be off the market. California cooking figs are offered to-day at 12 1/2 c. To take the place of these supplies of the 1917 crop of Portuguese figs in mats are expected in about two weeks. These should sell at about 15c per lb. This is twice the price quoted to the trade last year.

Santa Clara Prunes—	
90-100s, 25-lb. boxes, per lb.....	0 10
80-90s, 25-lb. boxes, per lb.....	0 10 1/2
70-80s, 25-lb. boxes, per lb.....	0 11 1/4
Apples—	
Choice, 50-lb. boxes, lb.....	0 23
Pears, choice, 10-lb. bxs., faced, lb.....	0 15 1/2
Apricots—	
Choice, 25's.....	0 23 1/2
Choice, 10's, per box.....	2 48
Peaches—	
Choice, 25-lb. boxes.....	0 15
Currants—	
Fresh cleaned, half cases, lb., Australian.....	0 21
Dates—	
Hallowee, 68-lb. boxes.....	0 20
Fards, box, 12 lbs.....	2 30
Raisins, California—	
16 oz. fancy, seeded.....	0 11 1/2
16 oz. choice, seeded.....	0 11
12 oz. fancy, seeded.....	0 09 1/2
12 oz. choice, seeded.....	0 08 1/2
Raisins, Muscatels—	
3 crown, loose, 25's.....	0 11

3 crown, loose, 50's.....	0 10 1/2
Raisins, Cal. Valencias—	
3 crown, loose, 25-lb. boxes.....	0 10 1/2
3 crown, loose, 10-lb. boxes.....	0 11
Figs—	
California, white figs, 25s.....	0 12 1/2
Peel—	
Candied lemon, boxes, lb.....	0 23 1/2
Candied orange, boxes, lb.....	0 26 1/2
Candied citron, boxes, lb.....	0 30
Cut mixed, 7-lb. boxes.....	0 28 1/2

Jobbers Pay Higher Prices For Rice

Winnipeg.
RICE.—The rice market is very firm indeed. The price to the retailer has been advanced here, and unless the primary market changes soon, still higher prices will be quoted before long, as jobbers are unable to buy at prices lower than they are quoting to the retail trade.

Extra fancy Japan, 100-lb. bags.....	0 09 1/2
Fancy Japan, 100-lb. bags.....	0 08 1/2
Siam, 100-lb. bags.....	0 08
Tapioca, lb.....	0 13 1/2
Sago, lb.....	0 11

Likelihood Of Peanut Shortage

Winnipeg.
NUTS.—The situation as regards peanuts is beginning to look serious, and if prices jump much higher it will be impossible to sell peanuts in this market. Furthermore, it begins to look as though growers in Virginia will be unable to ship to this market before long. A number of brokers here have been advised to this effect. Recently jobbers raised their prices on special Jumbos to 21c, and on fancy roasted peanuts to 19c.

Whole Nuts—	
Almonds, Tarragona, sacks about 110 lbs.	0 20 1/2
Brazils, washed, sacks of about 150 lbs..	0 17
Filberts, Sicily, sacks of about 220 lbs..	0 21
Mixed, sacks of about 100 lbs.....	0 18
Peanuts, fancy roasted, sack of about 90 lbs.....	0 19
Peanuts, special Jumbo, roasted, sack of about 90 lbs.....	0 21
Walnuts, Grenobles, sacks of about 110 lbs.....	0 19 1/2
Finest Shelled Nuts—	
Almonds, Valencias, 25-lb. boxes.....	0 42
Almonds, Jordan, 25-lb. boxes.....	0 50
Walnuts, halves, 55-lb. cases.....	0 58

Importation Of Cornmeal Prohibited

Winnipeg.
FLOUR AND FEEDS.—The demand for flour has shown considerable falling off in the Western provinces owing to the heavy buying during January prior to the new Government flour being put on the market. The big demand in the West is now for feeds, the supply of which is limited, and likely to be limited until the grass comes. Rolled oats—The same conditions exist as last week. There is quite a shortage of milling oats, and it looks as though supplies will not last very long. There might be a big shortage of rolled oats before new crop comes on. Cornmeal—Millers advise that they cannot get supplies across the American border, the American Government refusing permits. Cornmeal will, therefore, be considered off the market for the present.

Govt. Standard Flour—	
Cash carload price.....	10 50
To bakers and flour and feed dealers.....	10 50
To storekeepers paying cash or	

30 days, ton lots.....	10 60
Do., less than ton lots.....	10 70
Cereals—	
Rolled oats, 80's.....	4 50
Rolled oats, pkgs., family size.....	5 65
Cornmeal, 98's.....	6 00
Oatmeal, 98's.....	5 50
Feeds—	
Bran, per ton.....	30 80
Shorts, per ton.....	35 80

Drop In Potatoes Expected Before Long

Winnipeg.
FRUITS AND VEGETABLES.—Price of Alberta potatoes still stands at \$1 to \$1.10, but dealers here are expecting a big drop as soon as the weather opens up. Cuban tomatoes have dropped to \$10.50 per crate. Mexicans are due to arrive on this market at \$5.50 lug boxes. Imported leaf lettuce is arriving at 50c a dozen. Brussels sprouts jumped to 22 1/2 c per lb. There is hardly anything in the vegetable line selling briskly just now, business being very quiet. Fruits—A quotation of \$2.25 to \$3 will cover Wine Saps and all other varieties of apples offered on this market. Navel oranges are almost off the market, and Valencias are due to arrive on March 20. Strawberries are bringing 70c per box.

Artichokes, doz.....	2 50
Cabbage, lb., local.....	0 05
Cabbage, imported.....	0 06
Cauliflower, Cal., doz.....	2 50
Celery, Cal., crate 100 lbs.....	6 50
Potatoes, Albertas.....	1 00
Potatoes, sweet, hamper.....	6 00
Carrots, cwt.....	2 50
Carrots, new, doz.....	1 25
Turnips, cwt.....	2 00
Head lettuce, Cal., doz.....	1 00
Head lettuce, Cal., case 4 doz.....	3 00
Tomatoes, Cuban, 6-bkt. crate.....	10 12
Onions, Valencias, large case.....	6 00
Onions, yellow and red, cwt.....	3 00
Radishes, doz.....	0 70
Parsley, imported, doz.....	1 00
Parsnips, bag.....	0 22 1/2
Brussels sprouts, lb.....	0 20
Rhubarb, lb.....	0 14
Shallots, doz.....	1 00
Fruits—	
Apples.....	2 25
Oranges, Porto Rico.....	3 00
Oranges, navels.....	5 50
Lemons.....	7 50
Bananas, lb.....	7 50
Grapefruit, Florida, case.....	0 07
Strawberries, box.....	5 50
	0 70

Fresh Cod In; Opens Up At 12c

Winnipeg.
FISH AND POULTRY.—There has been no change in fish quotations for several weeks, and things are just dragging along, with the end of the season quite near. Prices are expected to remain the same until fresh fish arrives. The first fresh fish of the season arrived this week—some fresh cod came from Prince Rupert, selling at 12c per lb. The poultry market is quiet.

Pickarel, box lots.....	0 10 1/2
Whitefish, box lots.....	0 10 1/2
Haddock, frozen.....	0 10
Salmon, frozen.....	0 23
Halibut, frozen.....	0 20
Cod, frozen.....	0 12
Kippers, boxes.....	2 25
Bloaters, boxes.....	2 40
Lake trout, box lots.....	0 10 1/2
Mackerel, frozen.....	0 15
Finnan haddie, 30-lb. boxes.....	0 17
Finnan haddie, 15-lb. boxes.....	0 17 1/2
Salt herrings, new, 1/2 bbl.....	7 25
Salt herrings, 20-lb. pails.....	1 85
Smeets, Pacific Coast.....	0 18
Brook trout, frozen.....	0 35
Sea herring.....	0 07 1/2
Flounders.....	0 09
Jackfish, box lots.....	0 07 1/2

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, March 19.—Lard and shortening have again registered an advance, lard now being quoted at 29½c and shortening at 27½c. Cured meats are firmer. Butter is firm, but the increase expected last week did not materialize. New-laid eggs produced within the province show a decline during the week, quotations being made at 57c per dozen. Washington eggs are off the market. Eggs from Petaluma, California, are selling at 59c per dozen. No fresh supplies of rice have been received, and stocks are very low. There has been a considerable movement of potatoes toward eastern markets, but prices locally have held unchanged. Oranges are now being quoted as high as \$8.50 per box.

VANCOUVER, B.C.—

Sugar, pure cane, gran., 100 lbs.	9 45
Flour, war grade, Manitoba, per per bbl., in car lots	10 85 10 95
Rice, Siam, No. 1, per ton	165 00
Do., Siam, No. 2	150 00
Beans, Japanese, per lb.	0 14½
Beans, B.C., white	0 18
Potatoes, per ton	27 00 35 00
Lard, pure, in 400-lb. tierces, lb.	0 29½
Butter, fresh made creamery, lb.	0 53 0 56
Eggs, new-laid, in cartons, doz.	0 57
Eggs, California	0 59
Cheese, new, large, per lb.	0 25
Oranges, box	8 50
Salmon—	
Sockeye, halves, flat case	16 50
Tail, case	14 00
Pinks, case	8 25 10 25
Cohoos	11 00 13 00
Chums	7 50 9 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, March 19.—American corn 2's are now being offered in this market at \$5.60 per case. Dominion cornflakes show an easier tendency by 10c per case, now being quoted at \$4.15. Tanglefoot fly-paper has advanced 40c, and is now quoted at \$4.60. Tuxedo baking powder has advanced about 10 per cent. Jobbers report that they will be unable to get further deliveries on Crisco during the month of March. New-laid eggs are now being quoted at \$13 to \$14 per case. Best grade of creamery butter is scarce. No. 2 grade margarine shows a decline in price, now being quoted at 29½c per pound. Jelly powders are now quoted at \$1 per dozen. Waterglass 1's are now being quoted at \$1.65 to \$1.85 per dozen. Fancy seedling oranges are selling at \$6.25 to \$6.75 per case. A carload of

Louisiana strawberries is due to arrive this week, quotations being made at \$5.75 per crate.

CALGARY:

Beans, small Burmah, lb.	0 11
Flour, 98s, per bbl.	10 45
Molasses, extra fancy, gal.	1 05
Rolled oats, 80s	5 25
Rice, Siam, cwt.	8 00 9 00
Rice, China, per mat, No. 1.	4 00 4 25
Do., No. 2	3 85
Tapioca, lb.	0 14½
Sago, lb.	0 14½
Sugar, pure cane, granulated, cwt.	10 20
Cheese, No. 1 Ontario, large.	0 25
Butter, creamery, lb.	0 50
Do., dairy, lb.	0 40
Lard, pure, 3s, per case	17 70
Eggs, new laid, case	13 00 14 00
Candied peel, lemon, lb.	0 30
Tomatoes, 2¼s, standard case.	4 90 5 50
Corn, 2s, standard case.	5 25 5 50
Peas, 2s, standard case	4 00
Apples, gala., Ontario, case.	3 50
Strawberries, 2s, Ontario, case.	6 50 6 80
Raspberries, 2s, Ontario, case.	6 50 6 80
Apples, evaporated, 50s, lb.	0 22 0 23½
Apricots, evaporated, lb.	0 26½
Peaches, evaporated, lb.	0 16
Peaches, 2s, Ontario, case	4 75
Salmon, pink, tall, case	9 50
Salmon, Sockeye, tall, case.	16 25
Do., halves	18 25
Potatoes, per ton	36 00
Navel oranges, case	4 50 8 50
Lemons, case	9 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, March 19.—Business continues good throughout Saskatchewan with the continuance of fine weather. Farmers will be on the land in about two weeks' time. Strictly fresh eggs are coming in better, and in consequence are lower in price, being quoted to-day at 40c. Storage eggs are now off the market. Prices on some grades of Eastern sugar show a higher tendency at \$10.07 per hundred pounds. Merchants assert the increase of 15 per cent. in freight rates will affect the price of most grocery lines. Raspberries have advanced to \$6.85. Tanglefoot is about 40c higher than last year's prices. Wax candles have advanced. Olives show an advance of 25c. Shelled walnuts are higher in price, and are quoted in firm market at 79c per pound, showing an advance of 9c per pound. Fruit jars have advanced \$1 per gross over last year's prices. Maple syrup is quoted from 50c to \$1 per case higher. Popping corn shows an advance of 25 per cent., and is scarce, being practically off the market. Corn products are scarce, due to difficulty in getting supplies through from the United States.

REGINA—

Beans, small white Japans, bu.	7 50
Beans, Lima, per lb.	0 22
Flour, standard, 98s	5 27½
Molasses, extra fancy, gal.	0 70
Rolled oats, balls	4 95
Rice, Siam, cwt.	9 00
Sago and tapioca, lb.	0 15½

Sugar, pure cane, gran., cwt.	9 89
Cheese, No. 1 Ontario, large.	0 25½
Butter, creamery	0 50
Lard, pure, 3s, per case	18 00
Bacon, lb.	0 42
Eggs, new-laid	0 40
Pineapples, case	5 75
Tomatoes, 3s, standard case.	5 25
Corn, 2s, standard case	4 60
Peas, 2s, standard case	4 20 4 25
Apples, gal., Ontario	2 90 3 50
Apples, evaporated, per lb.	0 21
Strawberries, 2s, Ont., case	6 30
Raspberries, 2s, Ont., case	6 85
Peaches, 2s, Ontario, case	4 30
Plums, 2s, case	3 40
Salmon, finest sockeye, tall, case	15 50
Salmon, pink, tall, case	9 00
Pork, American clear, per bbl.	40 75 41 00
Bacon, breakfast	0 41 0 42
Bacon, roll	0 22 0 24
Potatoes, per bush.	1 50

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, March 19.—There has been a steadily upward tendency in a number of commodities during the past week with the exception of new-laid eggs, which are easier in price, due to the heavier production. New-laid eggs are now quoted at 55c per dozen, while case eggs are quoted at 52c. Breakfast bacon is quoted higher at 42c per pound. Creamery butter is also higher by 4c per pound at 51c. Lemons are higher in price by \$1.50 to \$2 per case, the range of prices being from \$9 to \$10. Grapefruit is higher in price at \$6.50 per case.

ST. JOHN, N.B.

Flour, No. 1 patents, bbls., Man.	12 55
Ontario	11 95
Cornmeal, gran., bbls.	14 50
Cornmeal, ordinary, bags.	4 75
Molasses, extra fancy, gal.	0 87
Rolled oats, bbl.	12 50
Beans, yellow-eyed	10 25
Beans, California white	10 00
Beans, British Columbia white.	9 75 10 00
Rice, Siam, cwt.	9 00
Sago and tapioca, lb.	0 17 0 18
Sugar—	
Standard granulated	8 60 8 65
No. 1 yellow	8 10 8 15
Cheese, N.B., twina	0 24 0 25
Eggs, new-laid	0 55
Eggs, case	0 52
Breakfast bacon	0 42
Butter, creamery, per lb.	0 51
Butter, dairy, per lb.	0 40 0 42
Butter, tub	0 38 0 40
Margarine	
Lard, pure, lb.	0 32 0 32½
Lard, compound	0 27 0 27½
American clear pork	67 00 70 00
Beef, corned, lb.	4 25
Tomatoes, 3s, standard, case.	5 40
Raspberries, 2s, Ont., case.	6 20 6 45
Peaches, 2s, Ontario, case.	4 40
Corn, 2s, standard case	5 00
Peas, standard, case	4 00
Apples, gala., N.B., doz.	4 50
Strawberries, 2s, Ont., case.	6 00 6 20
Pork and beans, case	4 00 5 50
Salmon, Reds	15 50
Potatoes—	
New, native, barrel	4 00
Onions, Canadian, 75 lbs.	2 50
Lemons, Cal., Messina, case.	9 00 10 00
Oranges, California, case	7 50 8 50
Grapefruit, case	6 50

PRODUCE AND PROVISIONS

How the Halibut Fisheries Grow

Why They Are Called "Prince Rupert" Halibut, and What the Name Means in the Development of a Great Canadian Industry of Especial Interest to Every Fish-dealer in the Dominion

HALIBUT and salmon form a most important portion of the stock-in-trade of the fish business in Canada, and of late these fish from the waters of the North Pacific Ocean have been coming into greater and greater prominence in the markets. The reason for this is the fact of the completion of the Grand Trunk Pacific Railway connecting the largest cities of Canada with the new seaport of Prince Rupert on the Pacific coast.

Prince Rupert, B.C., to give the city its full title, is rapidly growing in importance as one of Canada's greatest fishing centers. Canadian and American halibut fishing schooners by the score are to-day making the harbor of Prince Rupert their home water and landing their fares of splendid fish at the wharves which stretch along sections of the port's three mile waterfront.

A great cold-storage plant has been built there on a promontory. Constructed of concrete five storeys high, and with cold and heat-proof walls a couple of feet thick, this plant owned by the Canadian Fish and Cold Storage Company is the largest single unit cold storage plant of its type on the American Continent, and indeed, in the world. It is used to store up hundreds of tons of frozen herring which are used as halibut bait for the fleet of fishing schooners which moor under its shadow. It also makes hundreds of tons of artificial ice with which the boats are supplied for purposes of preserving their catch on the run between the banks and the port, and further, this plant provides means for freezing immense quantities of halibut and a considerable amount also of salmon for shipment East.

All the halibut shipped from Prince Rupert to the Eastern markets, however, is not hard frozen, in fact the hard frozen halibut is intended chiefly for shipment right across Canada and the Atlantic to the markets of Great Britain where this fish has found very ready and successful sale. It has also been supplied to the troops at the front in France, varying their diet very acceptably, and providing at the same time very sub-



Part of a catch of North Pacific halibut being landed at Prince Rupert, B.C. The fish frequently reach five or six feet in length and weigh 300 pounds, but the average sized 60-lb. fish is most popular on the markets.

stantial and nourishing fare. The halibut of the North Pacific frequently attain a size of five to six feet in length, and weigh 300 pounds, but the most popular and most marketable size in present opinion is the average sized fish weighing about 60 pounds.

Figures are available proving the remarkable growth of Prince Rupert, B.C., as a halibut fishing centre. These are as follows:

In the year 1913 there were landed at Prince Rupert halibut catches to the amount of 7,500,000 pounds. That was before the railway line across Canada was completed for through traffic, and the fish were then sent south of Vancouver after being frozen. The potentialities of Prince Rupert as a fishing port had not then been actualised.

In 1914, during which year the trans-continental line was completed, the halibut landed at Prince Rupert rose in quantity to 8,700,000 pounds, more than a million pounds in excess of the pre-

vious year. But the railway was hardly ready in that year for full use as a rapid route for North Pacific halibut to the East.

In 1915 the full value of the North Pacific halibut began to be realised, and the opportunities of the route eastwards via Prince Rupert and the new railway were more appreciated. In 1915 halibut were landed there to the amount of 16,000,000 pounds, more than double the amount landed in 1913.

The year 1916 in the first nine months showed a catch of over 12,000,000 pounds of halibut at Prince Rupert, and the fishing business of October, November, and December had still to be added to the total. This notwithstanding the fact also that a strike of halibut fishermen had rather reduced the amount of the annual catch.

Principal reason for the rapid growth of Prince Rupert as a fishing centre, and port for fishing fleets, is geographical. Previous to the completion of the Grand

Trunk Pacific Railway with its 1,748 miles of steel connecting East and West by the easiest grade transcontinental route that traverses the Rocky Mountains, the halibut catches of the North Pacific were landed at Seattle and Vancouver, and the fishing fleets made those ports their headquarters. Prince Rupert is 550 miles nearer to the halibut banks than Vancouver, and still nearer than Seattle, and with this long sea voyage for the halibut schooners eliminated the fish can be brought into Prince Rupert almost as soon as they are caught. Thus they are in shape for transportation East in much fresher condition than if landed further south, and under the system of rapid 'passenger schedule' refrigerator car Canadian express service to the East, they are actually delivered in fresh and not hard frozen condition on the markets of the Eastern cities of Canada and the United States.

The part played by American fishing boats in contributing to the halibut figures of Prince Rupert, it should be known, is a very large one, for under a special order-in-council the privilege was granted United States fishing boats to receive bait and purchase outfit, etc., at Prince Rupert and to land their catches at Prince Rupert also in bond for shipment to the United States Eastern points or for purchase by Canadian buyers who care to lift the bond. This American-caught fish used to be landed in Seattle, but as a matter of fact the completion of the G. T. P. has made it possible for the halibut to be landed at Prince Rupert and rushed East in refrigerator cars so as to be actually on the markets about the time that fish caught the same day but taken the 550 miles farther south to Seattle or Vancouver for rail shipment would be leaving the depots of those Western ports.

The actual time schedule of a halibut consignment coming East from Prince Rupert to market is as follows:

Landed in Prince Rupert on Saturday, the catch can be packed into Canadian express refrigerator cars, which are always waiting for the boats and rushed East over the Rockies so as to be on the markets in Edmonton, Alberta, by Monday, at Winnipeg, Manitoba, on Tuesday, at St. Paul and Minneapolis, U.S.A., on Wednesday, at Chicago and the corresponding Eastern Canadian points by Thursday, and in Montreal for Friday's market.

In regard to salmon also Prince Rupert is coming very fast to the front in fish trade importance. There is a considerable cannery owned and operated by the Canadian Fish and Cold Storage Co. on the harbor of Prince Rupert itself, and all around on the shores of the Skeena River by the side of which the railway line is laid there are other canneries. At Port Essington, just opposite Haysport (a station on the railway) there is situated the Balmoral Cannery, biggest and banner cannery of Northern British Columbia, and at Haysport there is another fishing enterprise rapidly growing. Most of the way-stations on the G. T. P. approaching

Prince Rupert, are canneries, and when the salmon season is in full swing the Skeena River is a tourist attraction for its fleet of brown-sailed salmon boats alone. Over half a million cases, to be exact, 580,278 cases, of salmon were sent out from the Prince Rupert canneries in the first nine months of 1916, and this is but the beginning of the salmon business of these Northern waters. Of other

fish too, there are abundant supplies; cod and herring are plentiful, the herring in fact being so far used only for halibut bait, though found in immense shoals and superb quality. Very extensive crab and shrimp fisheries are being slowly developed, the cold North Pacific breeding ground of the very best quality waters being in expert opinion, the ties of edible fish in the world.

Margarine Released for Import

Probable Supply of Million Pounds a Month Will be Available
—While Not Equaling Requirements, This Will Help the Situation

AFTER a considerable lapse of time during which margarine has not been forthcoming from the American market, arrangements have once again been reached whereby reasonable amounts will be released monthly to accommodate the Canadian trade. As it is understood that the United States will consider the European Allied countries as the first call on their supplies of edible fats, it is to be presumed that these supplies have been found to be sufficient to meet the present needs, and to leave a surplus that may be diverted to the Canadian market. Arrangements have been completed between the war trade boards of Canada and the United States to release approximately a million pounds monthly, though once again this will be dependent on the amount of sur-

plus stock available from time to time.

This seems a large amount, but when it is spread over Canada from coast to coast, it will be realized that even with this in addition to the brands manufactured in this country it will not provide an over supply. It will, however, assure that supplies are available in some quantities, which has not been the case in many sections for some time past.

Of course the regular machinery has to be put in motion before anything can be done, applications to the Food Board for permission to import, applications to the American Food Board for permission to export, so that although the first apportionment is reported as available at once, it will probably be around the first of April before the goods are actually on hand.

A Meat Dept. Almost an Essential Factor

A Convenience That Customers Appreciate and Once Acquainted With Are Loath to do Without—Adds Little to Expense and is Business Builder

WHEN once a merchant has adopted a meat business in connection with his store, it is seldom indeed that he will consent to give it up. It may not be that the business in itself is so very profitable, but that it means holding the trade of the store, and at the same time building that trade. That is the opinion of Hilton and Kent of Dundurn Street, Hamilton. They would not for a moment think of discontinuing their meat department.

It's not so much the business that actually comes to this department alone, they state, though that is not an item to be treated cavalierly, but it is because of the effect that this department has on the other branch of the business. It doesn't take long for the department to become a success, and only a little longer for it to become a practical necessity. Customers become accustomed to the double service and learn to depend on it, and this dependence certainly works to the merchant's good, for it assures a business in both departments.

As an illustration of this fact, Mr. Hilton instanced the case of a nearby merchant who had considered that the meat department was hardly paying its way, or that it was entailing too much trouble to justify itself, so he decided

to drop the department. It was not long before he found that he had made a mistake. His customers were not satisfied with the changed service and they began to drift elsewhere. They had become accustomed to a service that they were no longer receiving, and almost unthinkingly they resented the change and began to go elsewhere, and that merchant found that he had to reinstall his department or sacrifice a large part of his business.

This would seem to be a pretty good indication that there is a demand for this kind of service, and where there is such a demand there is every likelihood that such a demand will be profitable. That at least has been the experience of Hilton and Kent. The meat department is entered through a door opening directly from the grocery department. It has, however, a door opening on the street and a fine display window. Being under the same roof and adding little to the cost of delivery, the added department does not entail a very heavy addition to the overhead charges. One man can handle the business, and that is about all the extra help that is required. In return for that it has proved about the best builder of grocery trade that the store has known.

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

DURING the week an announcement from Washington indicates that the War Trade Board are very likely to release one million pounds of margarine a month for the Canadian market, though the method of distribution has not been announced as yet. The smaller importers who cannot handle carload shipments may suffer, although it is thought their shipments may be combined and come forward in this way. Efforts are being made to have the first allotment made for the month of March. A good demand exists for this product.

Live hogs registered another advance during the week, and receipts show some slight improvement. A shortage throughout the country is reported and this will tend to maintain prices at a high figure. Dressed meat, in sympathy with hogs, reached higher levels.

Butter reveals an easier undertone, though stocks are by no means heavy. Increased production of Canadian eggs is reported and declines have been made in quotations. Storage eggs are practically off the market and quotations have been withdrawn. Little change is manifest in cheese, and a government campaign to stimulate consuming interest might work out in creating a greater use of this product.

Little live poultry is reaching the local market and prices show small variation. Receipts of frozen lake fish are good and the demand in all lines in keeping with the season.

Hogs to Reach \$22; Supplies Short

Montreal.

PROVISIONS.—The strength of prices for hogs and all cured as well as fresh-killed meats is fully maintained. In speaking with one of the larger abattoir companies this week **CANADIAN GROCER** was informed that hogs are likely to go to \$22 per hundredweight and they might reach this figure before the end of the week. "We understand that there are very scant supplies of hogs in the country, and if this is the case the prices will rule high," said the same informant. Demand is seasonably active and for cured meats is expected to improve with the approach of the Easter season next week. Hams, backs and bacon have all advanced a half cent during the week and all lines are holding firm. Dressed hogs are also in a firm market with sales made at \$28 to \$28.50, according to the grade, and these are likely to be still higher.

Hogs, dressed—		
Abattoir killed	28 00	28 50
Hogs, live		21 50
Hams—		
Medium, per lb.	0 32½	0 33½
Large, per lb.	0 29½	0 30
Backs—		
Plain	0 41½	0 42½
Boneless, per lb.	0 44½	0 45½
Bacon—		
Breakfast, per lb.	0 40½	0 42½
Roll, per lb.	0 32½	0 33½
Dry Salt Meats—		
Long clear bacon, ton lots	0 27	0 29
Long clear bacon, small lots	0 28½	0 29½
Fat backs, lb.	0 27	0 28
Cooked Meats—		
Hams, boiled, per lb.	0 47	0 48
Hams, roast, per lb.		0 47

Shoulders, boiled, per lb.	0 40
Shoulders, roast, per lb.	0 42

Great Scarcity Lard Results in ½c Advance

Montreal.

LARD.—This commodity is very scarce due in part to the shortage of hogs, and as consumption continues large there is a bare market. One feature of this market is the active demand from city and country dealers alike. Until there is a better delivery of hogs prices are likely to rule firmly. The following quotations are moved up half a cent all around.

Lard, Pure—	
Tierces, 400 lbs., per lb.	0 31
Tubs, 60 lbs.	0 31
Pails	0 31½
Bricks, 1 lb., per lb.	0 32½

Cottonseed Deliveries Are Reported Better

Montreal.

SHORTENING.—Better deliveries of cottonseed oil are reported this week. There is no factor so large in the fixing of prices on shortening as that of delivery from the States of this oil. If the improved deliveries noted during the week can be maintained and bettered, there will be a somewhat easier feeling in the market, but these have not improved to such an extent as to warrant any revision of prices. There is a very seasonable demand in view of the fact that margarine supplies are so light.

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

Poultry Prices Advance; Supply Very Limited

Montreal.

POULTRY.—In view of the fact that there is practically no poultry coming to market excepting old fowls, the question naturally arises—will there be enough supply to meet the demand? There is a ready sale for what is offered, supplies being readily picked up. All kinds of poultry are very scarce and it is expected that there will not be a great deal of improvement at the present time, or probably for several weeks at the earliest. In view of the shortness of supply prices have firmed considerably—about two cents per pound all around.

Poultry—	
	Dressed
Old fowls	0 32 0 33
Chickens (milk-fed)	0 39 0 40
Roasting chickens	0 37
Young ducks	0 32
Turkeys (old toms), lb.	0 38
Turkeys (young)	0 40
Geese	0 30

New-Laid Eggs Unsettled But Are Lower

Montreal.

EGGS.—There are practically no storage eggs being offered now and this week only the new-laid are being quoted. Prices have been erratic again and the same fluctuating condition as prevailed a week ago has been characteristic of the Chicago market. There is a better supply of new-laid in Western Ontario points than here and some of the local jobbers have been buying their needs from these points. Production is increasing slowly in the Quebec and Eastern districts, but is expected to improve materially from now on. There is an active demand and the local price this week is down four cents per dozen, as quoted below.

Eggs—	
New-laid	0 48

Margarine Expected As Soon As Permits Available

Montreal.

MARGARINE.—There is a general feeling of satisfaction in the announcement that Canada may be allowed 1,000,000 pounds of margarine per month. A very good demand for the product has been created and this is expected to obtain again, when further supplies reach this market. Jobbers expect to have supplies forwarded from the States as soon as permits are obtained. There is now a more hopeful attitude that supplies will come forward in satisfactory amounts and this will enable the jobbers to work up a connection that has not been possible to date. Prices rule unchanged.

Margarine—

Prints, according to quality, lb.	0 29½	0 31½	0 34
Bulk, according to quality, lb.	0 28½	0 30½	0 31½

More Supplies Fresh Butter; Prices Firm

Montreal.

BUTTER.—The butter situation is still one of more easiness and trade is fair at lower prices for the storage product. There has been a somewhat better outlook for new-made butter and this is offered at some of the Western Ontario points at 49c per pound. Notwithstanding this fact there is a firmer tone to the market for fresh-made and prices have advanced from 1c to 2c per pound. Prices are likely to remain fairly high, it is thought, until the new supply of milk obtains. Next month should see a somewhat freer movement of the new butter and at more favorable prices.

Butter—

Creamery prints, storage	0 51
Creamery solids, storage	0 50
Creamery prints (fresh made)	0 49 0 52
Creamery solids (fresh made)	0 51
Dairy prints, choice	0 41½ 0 44
Dairy, in tubs, choice	0 39

No New Cheese

Coming; Trade Is Good

Montreal.

CHEESE.—There is a good demand for cheese and this is the usual condition during Lent, jobbers state. There is a fairly ample supply for the needs of both city and country trade and this is being sent forward as required. Practically no new cheese is coming forward. Some beliefs are entertained that fully as high prices as those of last season will obtain this year. Factories will probably open early in view of the fact that the product will very likely bring a good return.

Cheese—

Large, per lb.	0 22½ 0 23½
Twins, per lb.	0 22½ 0 24
Triples, per lb.	0 22½ 0 24
Stilton, per lb.	0 25 0 28
Fancy, old cheese, per lb.	0 30 0 31

Fish Demand Light;

Expect Activity Soon

Montreal.

FISH.—There is but a limited demand for fish this week, although the same might be considered normal for many of the varieties. On all sides it is felt that there will be an active demand for fish next week, this condition being usual just preceding the Easter season. This year having been so severe from a weather standpoint, it is suggested that there will be very much difficulty in supplying the usual large variety and the trade will therefore have less to offer. For the immediate present frozen lines are well sold out. Lake fish are scarcer owing to restricted deliveries. Supplies coming from Winnipeg have in some cases been held up for weeks, and in one case a car of fish shipped to Montreal early in February has not turned up yet. It is stated that the fixing of prices may have had something to do with a decreased interest in fishing on the part of those engaged in this work.

SMOKED FISH.

Haddies (fresh cured)	0 17 0 18
Haddies (frozen)	0 14 0 15
Haddies, fillet	0 19 0 20
Smoked herrings (med.), per box	0 22 0 23
Smoked cod	0 15

Bloaters, per box 60/100	1 50	1 75
Kippers, per box 40/50	2 40	2 50

SALTED AND PICKLED FISH.

Haddock	0 07
Herring (Labrador), per bbl.	12 00 12 50
Herring (Labrador), ½ bbls.	6 75 7 00
Do., half barrels	7 00
Herring, No. 1 lake (100-lb. keg)	5 25
Salmon (Labrador), per bbl.	24 00
Do., tierces	34 00
Salmon (B.C. Red)	25 00
Sea Trout, red and pale, per bbl.	19 00 20 00
Sea trout (½ bbls.)	10 00 10 50
Green Cod, No. 1, per bbl.	15 00
Green Cod (large bbl.)	16 00 16 50
Mackerel, No. 1, per bbl.	22 00
Mackerel (½ bbls.)	12 00 12 50
Codfish (Skinless), 100-lb. box	12 00 12 50
Codfish, 2-lb. blocks (24-lb. case)	0 17
Codfish (Skinless), blks. "Ivory" Brd., lb.	0 15
Codfish, boneless, lb. (according to package)	0 14 0 18
Codfish, Shredded, 12-lb. box	2 20 2 25
Eels, salted	0 12
Pickled turbot, new, bbls.	16 00
Do., half barrels	8 50
Cod, boneless (20-lb. boxes), as to grade	0 14 0 18
Cod, strip (30-lb. boxes)	0 16

SHRIMPS, LOBSTERS

Lobsters, medium and large, lb.	0 55 0 60
Prawns, lbs.	0 30
Shrimps, lb.	0 30
Scallops	4 00

FRESH FROZEN SEA FISH.

Herring, large sea, lb.	0 09
Herring, frozen lake, lb.	0 06
Halibut	20 21
Haddock	9 9½
Mackerel	17 18
Cod steak, fancy, lb.	09½ 10
Cod—Toms	3 00 3 50
Salmon, Red	18½ 20
Salmon, pale	14½ 15
Salmon, Gaspe	26

FRESH FROZEN LAKE FISH

Pike, lb.	0 10 0 11
Perch	0 12½ 0 13
Whitefish, lb.	0 12 0 13
Lake trout	0 18 0 19
Eels, lb.	0 12 0 12
Dore	0 12½ 0 13
Smelts, No. 1	0 18 0 19
Smelts, No. 2	0 11 0 12
Smelts, No. 1 large	0 24

Oysters—	
Ordinary, gal.	1 60 1 75
Malpeque oysters, choice, bbl.	10 00
Malpeque oysters (med.) bbl.	9 00
Cape Cod shell oysters, bbl.	11 00

Cape Cod Shell Oysters—	
5 gal. (wine) cans	10 00
3 gal. (wine) cans	6 50 7 50
1 gal. (wine) cans	2 10 2 25
Oyster pails (pints), 100.	1 50
Oyster pails (quarts), 100.	2 10
Clams, med., bbl.	9 00
Clams (med.), per bbl.	9 00

FRESH FISH

Haddock	0 09½ 0 10
Steak cod	0 12 0 13
Market cod	0 08½ 0 09
Carp	0 12 0 13
Dore	0 13 0 16
Lake trout	0 18 0 20
Pike	0 10 0 12
B. C. Salmon	0 22 0 24
Gaspereaux, each	0 07
Western Halibut	0 25 0 26
Eastern Halibut	0 25 0 26
Flounders	0 08 0 10
Perch	0 09
Bullheads	0 15
Whitefish	0 13 0 16
Whitefish (small)	0 09 0 09½
Eels	0 10
Mackerel (large), each	0 20
Mackerel (medium), each	0 18
Mackerel, per lb.	0 14

Live Hogs Higher; Dressed Meats Up

Toronto.

PROVISIONS.—Great activity has been maintained in the live hog market and all offerings have been quickly bought up. This has had a firming tendency on the market and prices have undergone a revision upwards, fed and watered reaching the high figures of \$20.50. Receipts show some improvement, but it is said that the finished

product are scarce throughout the country and this will tend towards keeping prices at a high level.

Further revisions in hams, backs and bacon have been made, the new range of prices showing advances in each instance of from 1c to 3c per pound. The demand is only fair and stocks are by no means heavy. Whether the high prices are curtailing demand or whether it is just the natural falling off in trade always noticeable at this time of year, is not quite evident. Prices ruling to-day are as follows:

Hams—	
Medium	0 35 0 36
Large, per lb.	0 27 0 34½
Backs—	
Plain	0 41 0 46
Boneless, per lb.	0 44 0 50
Bacon—	
Breakfast, per lb.	0 39 0 41
Roll, per lb.	0 33½ 0 35
Whitehire (smoked sides), lb.	0 36 0 41½
Dry Salt Meats—	
1-lb. center bacon, lb.	0 20½ 0 21
Fat backs	.....
Cooked Meats—	
Ham, boiled, per lb.	0 46 0 47
Hams, roast, without dressing, per lb.	0 48 0 50
Shoulders, roast, without dressing, per lb.	0 45 0 47
Barrel Pork—	
Mess pork, 200 lbs.	56 00 58 00
Short cut backs, bbl., 100 lbs.	60 00 62 00
Pickled rolls, bbl., 200 lbs.	55 00 58 00
Hogs—	
Dressed, 70-100 lbs. weight	28 50
Live, off cars	20 75
Live, fed and watered	20 50
Live, f.o.b.	19 75

Deliveries Shortening Show Slight Improvement

Toronto.

SHORTENING.—Slightly better deliveries of shortening have been recorded for the week, but with the accumulation of orders now on the books of the packers no great relief has been afforded by receipts so far. It is still a case of the demand far exceeding the supply and little hope is held out for improvement for some little time to come. A firm undertone to the market prevails and in some quarters an advance of ½ cent per pound, tierce basis, has been made. No change in the range of prices is apparent, however, which are given below.

Shortening, tierces, 400 lbs., lb. 0 26 0 26½
In 60-lb. tubs, ¼c higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1¼c higher than tierces.

Prices Firmly Maintained On Lard

Toronto.

LARD.—Prices have been firmly maintained on lard during the week and a good demand is revealed. Stocks are very light and by no means equal to the calls made and this has tended to firm the market considerably. The further high prices of hogs will also exert an influence towards maintaining present levels, but it is hoped increased receipts will continue so that the present shortage may be wiped off. Quotations remain unchanged on the following basis:

Lard, pure tierces, 400 lbs., lb. 0 30½ 0 31
In 60-lb. tubs, ¼c higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1¼c higher than tierces.

Million Pounds Margarine A Month

Toronto.
MARGARINE.—The announcement during the week that margarine was likely to be released for shipment to Canada, and the amount hinted at of one million pounds per month, has created a great deal of speculation as to whether this amount will really be forthcoming. The consensus of opinion seems to be that Canada will get the margarine o.k., but the question of distribution has yet to be settled. This may present difficulties, but it is more than likely that full carload shipments will get the preference, and only be released from the War Trade Board as manufacturers are able to handle during the course of a month.

Efforts are being made to secure the first allotment beginning with the month of March, and if successful this will assist dealers materially in handling the expected demand. Stocks are very light, in fact, completely exhausted in some quarters, and whereas the amount stated above will not equal the calls that will be made upon this commodity, it will afford considerable relief.

Margarine—

1-lb. prints, No. 1	.....\$0 32	\$0 33
Do., No. 2	.....0 30	0 31
Do., No. 3	.....0 27	.....
Solids, 1c per lb. less than prints.		

Market Steady In Butter; Easier Undertone

Toronto.
BUTTER.—A steady market exists in butter during the week, though an easier undertone is apparent. Stocks, though not heavy, are in fair condition as regards supply, with creamery showing an increase and dairy a decrease in quantity available. With the receipt of margarine fairly well assured, a decline in dairy is expected to develop. A slight change in storage creamery has been made in some quarters, prices showing a decline of 1 cent per pound. This has served to widen the range as others show no variation. Prices ruling to-day are given below.

Creamery prints, fresh made	.....0 52	0 53
Creamery solids, fresh made	.....0 49	0 50½
Creamery prints, storage	.....0 49	0 52
Creamery solids, storage	.....0 48	0 50½
Dairy prints, choice, lb.	.....0 40	0 46
Dairy prints, lb.	.....0 36	0 40

Not Much Interest Apparent In Cheese

Toronto.
CHEESE.—No new developments are recorded for the week and little interest seems to be manifest in this commodity. The view is expressed that cheese is one of the cheapest foods on the market to-day and the reason for the light demand is not quite clear. A Government campaign to stimulate consuming interest in cheese might be conducted along similar lines to that which has resulted so successfully in some lines of vegetables. Prices remained unchanged for the week at the following figures:

New, large	.....0 22½	0 23½
Old, large	.....0 23½	0 24½
Stilton (new)	.....0 25	0 27

Twins, ¼ lb. higher than large cheese. Trip-lets ½ lb. higher than large cheese.

Increased Production Eggs Reported; Price Declined

Toronto.
EGGS.—Reports indicate that Canadian production is showing a marked increase, whereas the demand is not yet heavy; increased interest is noticeable on the part of the retailer. The market again shows a somewhat easier tendency for the week and declines were registered in some quarters. Storage eggs are practically done and quotations have been withdrawn altogether.

Eggs—

New-laid, in cartons	.....0 48	0 51
Do., loose, doz.	.....0 46	0 48

Little Live Poultry Reaching The Market

Toronto.
POULTRY.—Very little live poultry is reaching the local market. A good firm market is in evidence and the demand is maintained at a splendid average. Storage poultry is decidedly less than one year ago. The prices paid for live hens show a slight tendency upward and on dressed turkeys and chickens a somewhat narrower range of values is recorded.

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks	\$0 24-\$0 25	\$0 25-\$0 27
Geese	.....0 15	0 22-0 24
Turkeys	.....0 27	0 30-0 35
Roosters	0 20-0 22	0 22-0 24
Hens, over 5 lbs.	0 28-0 30	.....0 30
Hens, under 5 lbs.	0 25-0 27	0 26-0 28
Chickens, 4 lbs. and up	0 25-0 27	0 28-0 33
Chickens, under 4 lbs.	0 22-0 25	0 26-0 30
Squabs, dozen	.....4 50	.....

Prices quoted to retail trade:

Hens	.....0 28-\$0 35
Ducks	.....0 30-0 32
Chickens	.....0 35-0 38
Do., milk-fed	.....0 35-0 39
Turkeys	.....0 39-0 45
Geese	.....0 20-0 27

Receipts Frozen Lake Fish Show Improvement

Toronto.
FISH, OYSTERS.—Frozen lake fish are reported arriving in ample supplies with receipts of Western fish good. Some revisions in prices have become effective during the week, frozen herrings showing a decline to 8c per pound in some quarters. Frozen mackerel also declined 2c per pound and are being quoted as low as 10c. Lake Erie herring show a lower price, being quoted at 8½c per pound. The market generally remained firm and the demand is very good. Orders are going forward freely and relief from the congestion resulting in the recent railway tie-up is slowly manifesting itself.

SMOKED FISH.

Haddies, per lb., new cured	.....0 12	0 18
Chicken haddies, lb.	.....0 10½	0 13
Haddies, filets, per lb.	.....0 14	0 17
Ciscoes, per lb.	.....0 16	0 17
Kipper herring, per box	.....1 75	2 25
Digby herring, skinless, 10-lb.	.....2 20	2 25

PICKLED AND DRIED FISH.

Acadia cod, 20 1-lb. blocks	.....3 40
Acadia cod, 12-2-lb. blocks	.....4 25
Strip cod, lb.	.....0 12
Quall on toast, 24 1-lb. blocks, lb.	.....0 12½
Skinless cod, 100-lb. boxes, lb.	.....0 11
Halifax shredded cod, 24s.	.....2 20
Salt mackerel, kits, 20 lbs.	.....4 50
Labrador salt herring, barrels	.....11 00
Do., half barrels	.....5 50
Herring, pickled, keg 100 lbs.	.....6 00

FRESH FROZEN SEA FISH

Halibut, frozen	.....0 19	0 20
Salmon, Qualla, lb.	.....0 12½	0 15
Do., red spring	.....0 21	0 25
Do., Cohoe	.....0 20	0 20
Do., Restigouche	.....0 27	0 27
Haddock, headless and dressed, lb.	.....0 07	0 10
Herrings, frozen	.....0 08	0 10
Steak cod, lb.	.....0 09	0 10½
Haddock, market, lb.	.....0 7	0 08½
Cod, market, heads on, lb.	.....0 06	0 08½
Mackerel, frozen, lb.	.....0 10	0 12
Flounders, frozen	.....0 07	0 10
Tulibeas, lb.	.....0 08½	0 09
Smelts, extras, lb.	.....0 12	0 16
Do., No. 1, lb.	.....0 12	0 16
Do., No. 2, lb.	.....0 12	0 12

FRESH FROZEN LAKE FISH

Herring, Lake Superior, bags, lb.	.....0 08½	0 10
Herring, Lake Erie, pan frozen	.....0 10	0 11
Pike, dressed	.....0 08½	0 09½
Do., round	.....0 12½	0 13
Whitefish, frozen	.....0 15	0 16
Trout, lb., frozen	.....0 06	0 07½
Mullets, frozen, lb.	.....0 12½	0 13
Yellow pickerel, frozen, lb.	.....2 60	3 25
Oysters, per gal.	.....11 00	14 00
Blue points, bbl.	.....11 00	14 00
Malpeque, bbl.	.....1 60	3 10
Shrimps—		
No. 1, cans	.....3 10	6 00
No. 2, cans	.....3 10	6 00
No. 4, cans	.....3 10	6 00

Canadian New-Laid Open Up At 43c

Winnipeg.
PRODUCE AND PROVISIONS.—There has been a keen demand for hogs here, with the result that the price has jumped to \$20. No change in the price of provisions has taken place as yet. It is hardly likely the market will go any higher than \$20, but local men expect the market to remain firm for some time. Eggs—Canadian new-laid are now beginning to arrive in fair abundance, selling at 43c. The trade can look for a decline from now on, the rate of the decline depending on the kind of weather we get. Butter—Creamery market is firm, with very little fresh-made stock being offered. No. 1 cartons are selling at 48c-50c. It is expected that new make will start to arrive shortly, but will not arrive in good quantity until the middle of May. Dairy butter—There is a little demand just now for lower grades of dairy, and the market is considerably easier. No. 1 dairy is selling at 40c.

Hams—

Light, lb.	.....0 34	0 36
Medium, per lb.	.....0 34	0 34
Heavy, per lb.	.....0 32	0 32

Bacon—

Breakfast, per lb.	.....0 39	0 40
Breakfast, select, lb.	.....0 43	0 44
Backs, regular	.....0 44	0 45
Backs, select	.....0 45	0 45

Dry Salt Meats—

Long clear bacon, light0 29
Backs0 33

Barrelled Pork—

Mess pork, bbl.52 00
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Lard, Pure—

Tierces0 28½
20s5 95
Cases, 5s17 48
Cases, 3s17 55

Shortening—

Tierces0 26½
Tubs, 50s, net18 25
Pails, 20s, net5 55

Fresh Eggs—

New laid, American0 48	0 50
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Cheese—

Ontario, large fresh0 24	0 24½
Manitoba, large fresh0 23½	0 23½

Butter—

Fresh made creamery, No. 1 cartons	.....0 50
Fresh made creamery, No. 2	.....0 48
Dairy, prints, No. 1 stock	.....0 40
Dairy, regular run	.....0 37

Margarine—

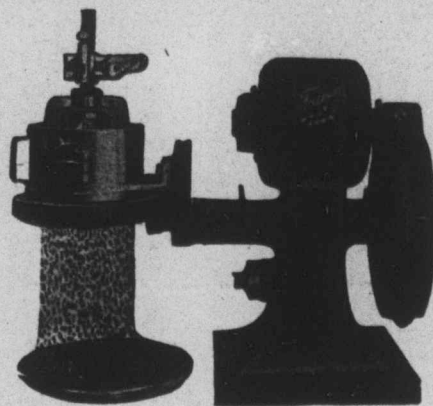
No. 1	.....0 32½
No. 2	.....0 30½
No. 3	.....0 29½

Easter

Let us have your orders for **Hams and Bacon** now. We will book your orders for Easter at present list prices.

F. W. FEARMAN CO.
Limited
HAMILTON

WIN THE WAR BY SAVING EVERYTHING How about your Scrap Bone?



Don't kick at the high price of eggs. It's not her fault; feed her *Ground Bone* and she's got to lay 'em.

How about a machine?

Write for catalogue and price list on these machines. All styles.

The W. A. Freeman Co., Limited
HAMILTON, ONT.

TORONTO—114 York Street, near King
MONTREAL—16 Notre Dame St. E. Uptown 8547



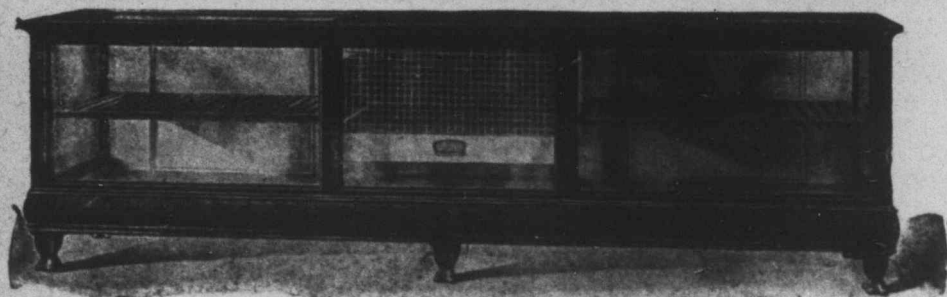
The "tang" of the Sea EASTERN BRAND LOBSTERS

Boost your Fish sales and help win the War. Boost EASTERN BRAND Lobster and win satisfied customers.

The Boys at the Front look for EASTERN BRAND Lobster Paste—It's great.

If your wholesaler hasn't a stock, write to-day to

Eastern Canada Fisheries, Limited
CORISTINE BLDG., MONTREAL

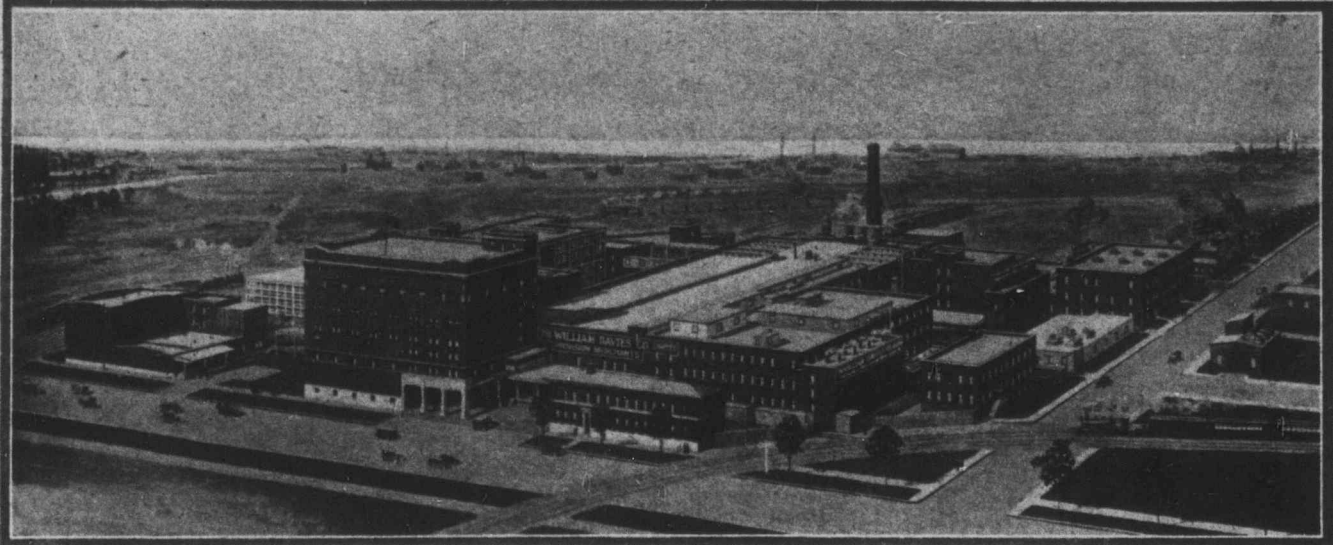


John Hillock and Company, Limited
Makers of the "Arctic" Refrigerator
TORONTO

THE ARCTIC Refrigerator Silent Salesman

besides keeping a stock of perishable goods sweet and palatable, displays them so effectively that sales are always quick and profitable.

Our complete list describes this and the several other "Arctic" models in detail. Write for free copy.



A View of Our Toronto Plant, showing New Beef Abattoir and Coolers

The New Buildings are on the Left Side of the Illustration

OUR business friends in the city and those visiting the city who have availed themselves of the opportunity to make a tour of inspection of the recent addition to our plant have been greatly impressed, not only with the size and capacity of the buildings, but particularly with the excellent facilities for handling fresh meat.

The buildings themselves are indisputably the most modern and the best equipped of their kind in Canada. In fact, so far as equipment goes, if not as regards size, they compare favorably with the most up-to-date Abattoirs in America.

Machinery has been installed to do practically all the heavy work, and carcass beef is moved easily from place to place by means of track conveyers, thus eliminating as much as possible manual labor, and making it unnecessary for the meat to be touched by hand.

The various floors are lofty and well lighted and cleanliness is a rule which is rigidly en-

forced in every Department. The drainage system is perfect, and whether at the beginning or the end of the day the same atmosphere of order and cleanliness prevails everywhere.

One feature which has impressed visitors very favorably is the method of cleaning beef after killing. After the beef has been once washed down, practically no water is used for the purpose of cleaning, this being done by dry wiping, a method which, as every butcher knows; tends to enhance the keeping qualities of meat and to prevent mould.

The Cooler Building is a triumph of constructional engineering and refrigerating skill. It stands seven floors in height, each floor being kept at the required temperature by a modern system of sprinkler refrigeration. The several floors set apart as beef coolers are so adapted and screened with glass partitions that should any warm air enter when doors are opened it quickly condenses before reaching the meat, which is thus kept in a dry condition and at a uniform temperature.

THE **WILLIAM DAVIES COMPANY** LIMITED
TORONTO

Montreal

Winnipeg

Hamilton

If any advertisement interests you, tear it out now and place with letters to be answered.



Help conserve the country's meat supplies

Food is going to be one of the biggest factors in deciding the result of the world war. Ample supplies of beef, bacon, etc., are needed by our Allies if they are going to smash the Kaiser's dream of world dominion.

Here is where every Canadian grocer can do his bit. Help conserve the meat. Encourage your customers to substitute such quality sea foods as

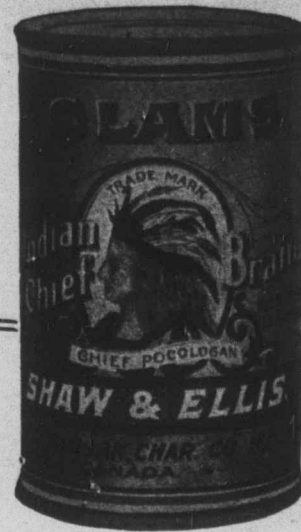
Brunswick Brand

So delicious and good are these high-grade sea foods that your customers will buy them regularly once they get acquainted. They will need no further urging to substitute once they know what BRUNSWICK BRAND quality is. Order from this list:

- ¼ Oil Sardines
- ¼ Mustard Sardines
- Finnan Haddies
(Oval and Round Tins)
- Kipperd Herring
- Herring in Tomato Sauce
- Clams



Connors Bros., Ltd.
BLACK'S HARBOR, N.B.



**Every customer
will like
Indian Chief
Brand Clams**

The high-grade goodness of these delicious Clams will win you the trade of the most discriminating.

Being put up the day they are taken from the clam beds and sealed without solder or acid, Indian Chief Brand Clams are positively pure and always worthy of a strong recommendation.

If you're not already pushing this quick-selling line, begin now.

SHAW & ELLIS
POCOLOGAN, N.B.

What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow Grocers.

Perhaps you need a clerk. The best of them read Canadian Grocer and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a grocery business. Canadian Grocer's subscribers are the best prospects in Canada. Talk to them through our columns with a want ad.

Or do you want to sell or exchange some surplus stock? Here again the Want Advertisement can help you.

Cost: 2 cents per word for first insertion; 1 cent per word for subsequent insertions of the same ad. Box Number 5 cents extra.

Two General Merchants Give Three Guides To Success

Mr. General Merchant:—

In your grocery business, as you know, market news is important, and this paper you are reading—Canadian Grocer—is a valuable guide.

There's a business newspaper for your dry goods department every bit as good as you find Canadian Grocer for your grocery department. It is DRY GOODS REVIEW.

Here is a letter from a general merchant who reads Canadian Grocer as you do, and who was very glad indeed to discover DRY GOODS REVIEW.

The MacLean Publishing Co.,
Toronto.

St. Claude, Man., Jan. 16, 1918.

Gentlemen:—

I enclose herewith M.O. in payment of our year's subscription to CANADIAN GROCER and HARDWARE AND METAL, these two subscriptions having started some time ago. The other two dollars are to pay for one year's subscription to DRY GOODS REVIEW.

The fact is I have been looking for a paper of this kind for some time, but it is only a few days ago that I saw your advertisement in CANADIAN GROCER about it.

If this REVIEW is as good as the two papers above mentioned, let me tell you it is a corker. These two papers have helped me so much by the advice given in them; and also suggestions made, that the amount cannot be estimated in dollars.

M. JOBIN.

DRY GOODS REVIEW is as good as Canadian Grocer or Hardware and Metal. To the merchant buying and selling dry goods, DRY GOODS REVIEW is as valuable as Canadian Grocer is to the grocer, or Hardware and Metal to the hardwareman.

J. C. Nichol, General Merchant, Radisson, Sask., writes:

"I have been a subscriber to DRY GOODS REVIEW for over ten years and I look upon it as being absolutely essential to my business."

Your desire to see DRY GOODS REVIEW which so thoroughly meets the needs of these general merchants is your business instinct getting busy. Always act promptly on a money-making or a money-saving impulse. This one is both. Act upon it now. The lines on this coupon are your lines of action.

The Maclean Publishing Co.,
153 University Avenue, Toronto.

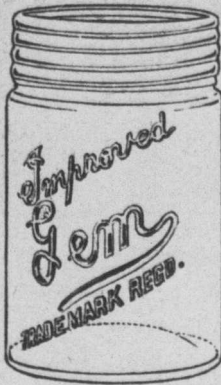
Send me The Dry Goods Review each month beginning with the current number. I will pay subscription price, \$2.00 per year, on receipt of bill.

Name.....

Address.....

CG.-Mar. 22

Mail in open envelope for 1c. stamp



Made in Canada



Conservation of Food

DOMESTIC ECONOMY is impossible without FRUIT JARS.

This is fully recognised by all Authorities interested in FOOD CONSERVATION and their PUBLICITY CAMPAIGN will undoubtedly stimulate the use of JARS this year and create a demand far above normal. RETAILERS should be ready to do their part by having JARS on hand when required.

REQUIREMENTS should be carefully considered and orders placed with WHOLESALERS as early as possible.

LATE ORDERS may not ensure delivery in time to meet the requirements of the PUBLIC.

NO FRUIT or vegetables should be wasted this year for want of JARS.

Ask your Wholesaler for JARS "MADE IN CANADA" and guaranteed by a reliable manufacturer.



Made in Canada



Adv. of Dominion Glass Company, Limited

Send Us That Photograph

The CANADIAN GROCER is published in the interests of the Grocery Trade from coast to coast. It is the effort of those charged with its production to make its contents of use and interest to every one of its numerous subscribers. You can help us in this matter if you will.

There are photos of window displays, or store interiors that you might send us.

There are suggestions on selling methods, and novelties in display, that would be of interest to all our readers.

Will you help us to make this paper an even greater success by assisting us in these ways with pictures and suggestions?

In sending in picture of a window display, tell us about how it sold the goods.

The Editor, Canadian Grocer

143-153 University Ave., Toronto, Ontario

PROF. JOHN M. SMITH of Grinnell College

Writes from the trenches:

"From my shelter, I might say from the Rats' Club, but I do not want to put on airs, I am very happy despite the rats, the rain, the mud, the draughts, the roar of the cannon, and the scream of the shells, 'like the last wail of lost souls.'

"My underground dwelling lacks light and above all a stove. I sleep on a stretcher hung from the ceiling over which runs a road whereon all night long troops march, munition trains, and great guns roll, creaking and grinding over the stones of the way. Nevertheless, I sleep very well, provided a stretcher bearer does not call me because some poor 'poilu' must be taken to the hospital, or the rats do not grow too noisy.

"It takes only a minute to light my little oil heater and make some G. Washington's Coffee. If I knew the name and address of the good man who invented the coffee I should write him a letter of thanks and another to Mr. Campbell who makes the soups. Every night I offer up a special petition to the health and well being of both, thanks to whom I go to sleep warm and comfortable."

Many others write "G. Washington's' Refined Coffee is worth its weight in gold."

G. Washington's Refined, Soluble Coffee, adds to the comfort and relieves the fatigue of the men in the trenches. Please feature it to those having relatives and friends in the service.

Write

Edmund Littler

169 William Street, Montreal, Quebec

for particulars and advertising matter.



**"EVERY GRAIN
PURE CANE"**

Royal Acadia Sugar

A fine, pure, easy selling sweetener

There is no better sugar on the market to-day than Royal Acadia.

You can honestly recommend it for every purpose where sugar is required.

Particular housewives will ask you for it after a first purchase.

And there's a nice margin for you on every

*Supplied in 2 and 5-lb. cartons;
20 and 100-lb. bags; half-barrels
and barrels.*

The Acadia Sugar Refining Co.
Limited
HALIFAX, CANADA

Advertisement pulls for five months, and still at it.

The Hobart Manufacturing Company, Toronto, makers of Store Equipment, received a reply the other day from a merchant in the British West Indies, to an advertisement of theirs in CANADIAN GROCER of October last. That merchant evidently keeps every issue of his business paper on file. He is not the only merchant who does so.

A Canadian merchant required a particular iron product. He remembered that it had been advertised by a certain firm TEN years before in the MacLean Business Newspaper to which he subscribed. He was able to turn up his files to that very advertisement, and he placed his order.

MacLean Business Newspapers add this extra long life to the advertisements that appear in their pages. The business men who subscribe to them read them thoroughly from first page to last.

MacLean Business Newspapers are kept on file by their readers. They are continually being referred to for business facts. They are continually being referred to for particulars of advertised goods, and for addresses of advertisers. MacLean Business Newspapers reach the business communities interested in your goods. Write to-day for advertising rates of the Business Newspaper most interesting to the readers you want to reach.

THE MACLEAN PUBLISHING COMPANY

Publishers of MacLean's Magazine, Farmers' Magazine, The Financial Post, Canadian Grocer, Canadian Machinery, Hardware and Metal, Dry Goods Review, Men's Wear Review, Bookseller and Stationer, Sanitary Engineer, Power House, Printer and Publisher, Marine Engineering, Canadian Foundryman.

153 UNIVERSITY AVE., TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

Sell the Best

WHEN you remember what a trifling bit of flavoring extract is used in comparison to other ingredients in a cake it is very easy to convince your customers they can afford the very best money can buy. Sell

Shirriff's True Vanilla

It "goes farther." It is made from the finest quality Mexican vanilla bean. Our process takes a whole year to complete, thus bringing out the last trace of flavor. The reputation of Shirriff's is Canada wide.



Shirriff's is
50 Per Cent

Stronger than Government Requirements.

Those are the selling points of sincere quality that help you to build up worth-while results with Shirriff's.

Imperial Extract Co.
Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES SPACE IN THIS DEPARTMENT IS \$65 PER INCH PER YEAR

BAKING POWDER

ROYAL BAKING POWDER	
Size	Less than 10-case lots Per doz.
Dime	\$ 1 15
4-oz.	1 65
6-oz.	2 45
8-oz.	3 10
12-oz.	4 65
16-oz.	5 90
2½-lb.	14 60
5-lb.	27 35

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.

JAMS

DOMINION CANNERS, LTD.

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

Screw Vac top Glass Jars, 16 oz. glass 2 doz. case.	Per doz.
Blackberry	\$2 95
Currant, Black	3 05
Plum	2 85
Pear	2 85
Peach	2 85
Raspberry, Red	3 15
Raspberry and Red Currant	2 75

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles	
	Per doz.
½ Pts. Delhi Epicure	\$1 75
½ Pts., Red Seal, screw tops	1 40
Pts., Delhi Epicure	2 75
Pts., Red Seal	1 90
Qts., Red Seal	2 85
Qts., Lynn Valley	2 75

BAKE DBEANS WITH PORK

Brands—Canada First, Simcoe Quaker	
	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	\$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1½'s (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
2½'s Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20
Family, Plain, \$2.35 doz.; Family, Tomato Sauce, \$2.80 doz.; Family, Chili Sauce, \$2.80 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), \$12; plain, \$10.	

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	\$1 90
12-oz. Glass, Screw Top, 2 doz. in case	2 25
16-oz. Glass, Screw Top, 2 doz. in case	2 75
16-oz. Glass Tall, Vacuum 2 doz. in case	2 75
2's Tin, 2 doz. per case	3 90
4's Tin, 12 pails in crate, per pail	0 65
5's Tin, 8 pails in crate, per pail	0 84
7's Tin or Wood, 6 pails in crate	1 15
7's Tin or Wood, 4 pails in crate, per lb.	0 16
30's Tin or Wood, one pail crate, per lb.	0 16

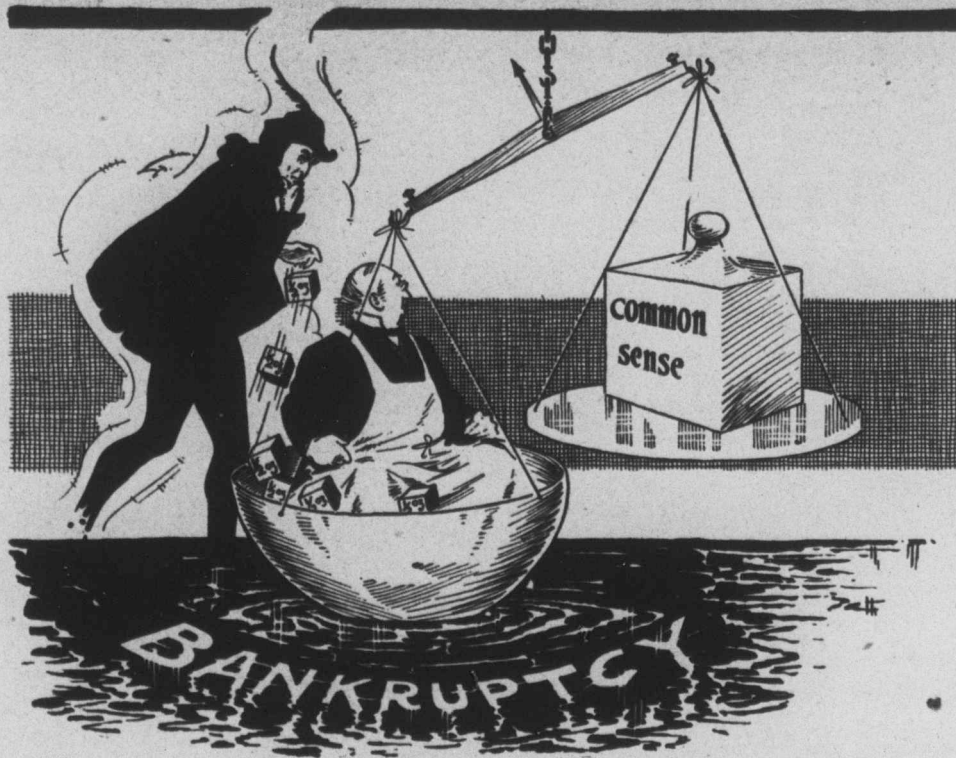
BLUE

Keen's Oxford, per lb.
In cases 12—12 lb. boxes to case

COCOA AND CHOCOLATE THE COWAN CO., LTD. COCOA

Empire Breakfast Cocoa, 2 doz. in box, per doz.	\$2 45
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	95
Perfection, 5-lb. tins, per lb.	37
(Unsweetened Chocolate)	
Supreme Chocolate, 12-lb. boxes, per lb.	36
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	90
Sweet Chocolate—	Per lb.
Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 80
Diamond Chocolate, 7's, 4-lb. boxes	1 15
Diamond, 6's and 7's, 8 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in ¼lb. packages, 2 and 4 doz. in box, per doz.	1 80
Chocolate Confections—	
Maple Buds, 5-lb. boxes	\$0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 39
Chocolate wafers, No. 2, 5-lb. boxes	0 35
Nonpareil wafers, No. 1, 5-lb. boxes	0 38
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 42
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 95
Nut milk chocolates ½'s, 6 lb. boxes, lb.	0 39
Nut chocolate squares (20 divisions to cake), packed 2 and 3 cakes to a box, per cake	0 75
Almond nut bars, 24 bars, per box	0 95

If any advertisement interests you, tear it out now and place with letters to be answered.

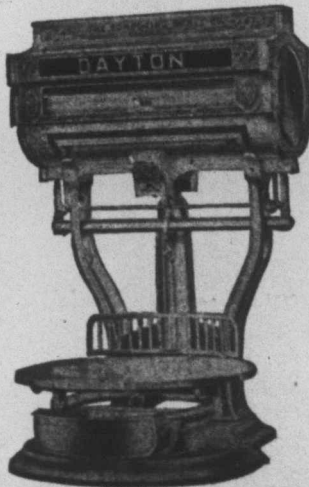


“Bankrupted by Half Ounces”

You often hear it said that such and such a grocer has been brought inch by inch to the verge of bankruptcy, when, as a matter of fact, he has been weighed down half-ounce by half-ounce into that condition.

You know how it's done. Rather than give short weight many a merchant will give a customer a trifle over-weight, but he fails to charge for the excess goods. He doesn't know what that over-weight is. How about yourself? Use a

Dayton Automatic Scale



and be sure you are getting all your profits. For every ounce you give away is paid for out of your profits. The wholesaler won't pay for it. The landlord won't. Who will? You and your family.

Think it over. Know the exact weight and price of everything you weigh.

Send for our latest folders.

Dayton Computing Scales

Royce and Campbell Avenues, TORONTO, ONT.

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

If any advertisement interests you, tear it out now and place with letters to be answered.

Are you pushing the
big repeater

CHILI CON CARNE

A combination of the very highest quality ingredients made up from a rare receipt used by prominent chefs in the Castilian Cafes of Latin America — that's Chili Con Carne.

Once your customers try it your stock will quickly diminish. For it is a certain repeater. And every sale makes a near profit for you.

E. W. Jeffress, Limited
WALKERVILLE, ONT.



An
increasing
call

for Marsh's
Grape Juice
bears evidence
to the fact that
this Pure Con-
cord Product
merits the pub-
lic's favor.

You should
keep your stock
displayed and
get your share
of the demand.

**The Marsh Grape
Juice Company**

Niagara Falls - Ontario

**MacLaren Imperial
Cheese Co., Ltd.**
Ontario

Ross & Laflamme, Ltd.
Montreal, Que.

**CALIFORNIA FRUIT CANNERS
ASSOCIATION**

**CALIFORNIA RIPE OLIVES
DEL MONTE BRAND**

- Size—
2 1/4-quart Tall Cylinder Can
No. 1 Pint Cylinder Can.....
No. 16 Jar.....
No. 4 Jar.....
No. 10 Can.....

YUBA BRAND

- 2 1/4-quart Tall Cylinder Can..
No. 1 Pint Cylinder Can....
No. 10 Can.....
Picnic Can.....

**BORDEN MILK CO., LTD.
CONDENSED MILK**

- Terms net 30 days
Eagle Brand, each 48 cans..\$8 75
Reindeer Brand, each 48 cans 8 45
Silver Cow, each 48 cans... 7 90
Gold Seal, Purity, each 48 cans 7 75
Mayflower Brand, each 48 cans 7 75
Challenge Clover Brand, each
48 cans 7 25

EVAPORATED MILK

- St. Charles Brand, Hotel, each
24 cans\$6 40
Jersey Brand, Hotel, each 24
cans 6 40
Peerless Brand, Hotel, each 24
cans 6 40
St. Charles Brand, Tall, each
48 cans 6 50
Jersey Brand, Tall, each 48
cans 6 50
Peerless Brand, Tall, each 48
cans 6 50
St. Charles Brand, Family,
each, 48 cans..... 5 50
Jersey Brand, Family, each
48 cans 5 50
Peerless Brand, Family, each
48 cans 5 50
St. Charles Brand, small, each
48 cans 2 60
Jersey Brand, small, each 48
cans 2 60
Peerless Brand, small, each 48
cans 2 60

CONDENSED COFFEE

- Reindeer Brand, "Large," each
24 cans 5 75
Reindeer Brand, "Small," each
48 cans 6 00
Regal Brand, each 24 cans... 5 00
Cocoa, Reindeer Brand, large,
each 24 cans 5 75
Reindeer Brand, small, 48 cans 6 00

**CARNATION MILK PRODUCTS
CO., LTD.**

All points east of and including
Fort William, in Ontario, Quebec
and Maritime Provinces.

EVAPORATED MILK

- Per case
Carnation, 16-oz. talls (48
cans per case)\$6 40
Carnation, 6-oz. baby (96 cans
per case) 5 40
Canada First, 16-oz. talls (48
cans per case) 6 25
Canada First, 6-oz. baby (48
cans per case) 2 60
Canada First, 12-oz. family
(48 cans per case) 5 50
Canada First, 32-oz. hotel (24
cans per case) 6 15

GELATINE

- Cox's Instant Powdered Gela-
tine (2-qt. size), per doz... 1 35
Knox Plain Sparkling Gelatine
(2-qt. size), per doz..... 1 75
Knox Acidulated Gelatine
(lemon flavor), 2-qt. size,
per doz. 1 85

W. CLARK, LIMITED

MONTREAL

- Assorted meats, 1s, *\$4.25.
Compressed Corn Beef—1/2s, *\$2.90;
1s, *\$4.25; 2s, \$9; 6s, \$34.75; 14s,
*\$75.
Lunch Ham—1s, *\$4.25; 2s, \$9.
Ready Lunch Beef—1s, *\$4.25; 2s,
\$9.
English Brawn—1/2s, \$2.50; 1s,
\$3.50; 2s, \$5.50.
Boneless Pigs' Feet—1/2s, \$2.50; 1s,
\$3.50; 2s, \$5.50.
Roast Beef—1/2s, \$2.90; 1s, \$4; 2s,
*\$8.85; 6s, \$34.75.
Boiled Beef—1s, \$4; 2s, \$8.85; 6s,
\$34.75.
Jellied Veal—1/2s, \$2.90; 1s, \$4.25;
2s, \$9.
Corned Beef Hash—1/2s, \$2; 1s,
\$3.50; 2s, \$5.50.
Beefsteak and Onions—1/2s, \$2.90;
1s, \$4.25; 2s, \$5.50.
Cambridge Sausage, 1s, \$4; 2s, \$8.
Lamb's Tongues, 1/2s.

- Sliced Smoked Beef, tins, 1/2s,
\$2.25; 1s, \$3.25; 4s, \$20.
Sliced Smoked Beef, glass, 1/2s,
\$1.75; 1/2s, \$2.75; 1s, \$3.50.
Tongue, Ham and Veal Pate, 1/2s,
\$1.95.
Ham and Veal Pate—1/2s, \$1.95.
Potted and Devilled Meats, tins—
Beef Ham, Tongue, Veal, Game,
Beef, Meats Assorted, 1/2s, 70c;
1/2s, \$1.35.
Potted Meats, Glass—Chicken, Ham,
Tongue, Venison, 1/2s, \$2;
\$7.50; 1 1/2s, \$12; 2s, \$15.50; 2 1/2s,
\$17.50; 3s, \$19.00; 3 1/2s, \$20.50;
6s, \$45.00.
Mince meat, in tins, 1s, \$2.70; 2s,
\$3.80; 5s, \$12.
In Pails, 5 lbs., 20c; 10 lbs.,
19 1/2c; 25 lbs., 1 1/2 lb.
In 50-lb. Tubs, 17c 1/2 lb.
In 85-lb. Tubs, 16 1/2c lb.
Clark's Peanut Butter—Glass Jar,
1/2, \$1.22; 1/2, \$1.70; 1, \$2.25.
Clark's Peanut Butter—Pails, 5
lbs., 27c; 12-lb. pails, 26c; 24-lb.
pails, 24c.
Clark's Tomato Ketchup, 8-oz.,
\$2.25; 12-oz., \$2.80; 16-oz., \$3.50.
Pork and Beans, Plain (pink label),
Talls, ind., 85c; 1s, \$1.15; 1 1/2s,
\$1.60; 2s, \$1.75; 2s flats, \$2.45;
3c, talls, \$2.75.
Pork and Beans, Tomato Sauce,
blue label, Individuals, 95c doz.
1s, \$1.25; 1 1/2s, \$1.85; 2s, \$2; 3s
talls, \$3.20; 3s flat, \$2.90.
Pork and Beans, Chili (red and gold
label), individuals, 95c; 1s, \$1.25;
1 1/2s, \$1.85; 2s, tall, \$2; 3s, flat,
\$2.90.
Vegetarian Baked Beans, Tomato
Sauce, 2s, talls, \$2.
Clark's Chateau Chicken Soup,
\$1.75.
Clark's Chateau Concentrated Soup,
Vegetable, Mulligatawny, Oxtail,
Scotch Broth, Mock Turtle, Con-
somme, Tomato, Mutton Broth,
Pea, Julienne, Vermicelli Tomato,
Green Pea, Celery, \$1.25.
No. 1 assorted, \$1.30; No. 2 as-
sorted, \$1.20.
Spaghetti with Tomato and Cheese,
1/2s, \$1.30; 1s, \$1.75; 2s, \$2.90 doz.
Fluid Beef Cordials, 50-oz. bottles,
1 doz. per case, at \$10 per doz.;
10-oz. bottle, \$5.
Canadian Boiled Dinner, 1s, \$2.50;
2s, \$3.95.
English Plum Pudding—1/2s, 1s, 2s.
Ready Lunch Veal Leaf—1/2s, \$1.95;
1s, \$3.90.
Ready Lunch Beef Ham Leaf—1/2s,
\$1.95; 1s, \$3.90.
Ready Lunch Beef Leaf—1/2s, \$1.95;
1s, \$3.90.
Ready Lunch Assorted Leaves—1/2s,
\$2.00; 1s, \$3.95.
Geneva Sausage—1s, \$4.25; 2s,
\$8.25.
Roast Mutton—1s, 2s, 6s.
Boiled Mutton—1s, 2s, 6s.
Cooked Tripe—1s, \$2.50; 2s, \$4.25.
Stewed Ox Tail—1s, \$2.50; 2s, \$4.50.
Stewed Kidney—1s, \$4.00; 2s, \$7.00.
Minced Collops—1/2s, \$2.00; 1s,
\$3.25; 2s, \$6.00.
Sausage Meat—1s, \$3.50; 2s, \$6.50.
Jellied Hocks—2s, \$3.00; 6s, \$25.00.
Irish Stew—1s, \$3.50; 2s, \$5.50.
Boneless Chicken—1/2s, \$6.00; 1s,
\$9.00.
Boneless Turkey, 1/2s, \$5.00; 1s,
\$8.95.
Lunch Tongue—1/2s, 1s, 2s.
Tongue, Lunch—1s.
Ox Tongues, in tins, 1/2s, \$3.75; 1s,
\$7.50; 1 1/2s, \$12; 2s, \$15.50; 2 1/2s,
\$17.50; 3s, \$19; 3 1/2s, \$20.50; 6s,
\$45.
Chateau Brand Pork and Beans,
Tomato Sauce—Individual, \$1.10;
1s, \$1.60; 2s, \$2.30; 3s, \$3.50;
Individual, 95c; 1s, \$1.50; 2s,
\$2.05; 3s, \$3.25. Plain Sauce.
Smoked Sausage, Vienna style—1/2s,
\$1.95.
Pate de Foie—1/2s, 65c; 1/2s, \$1.30.
Lunch Tongue, in glass, 1s.
Ox Tongues, glass, 1 1/2s, \$14; 2s,
\$17.
Mince meat, in glass—1s, \$3.25.
Brisket Beef, in glass—1s.
Chicken Breasts, in glass—1s.
**COLMAN'S OR KEEN'S
MUSTARD.**

- Per doz. tins
D. S. F., 1/2-lb. \$ 2 20
D. S. F., 1/2-lb. 4 20
D. S. F., 1-lb. 8 10
F. D., 1/4-lb. 1 40
Per jar
Durham, 1-lb. jar, each 0 50
Durham, 4-lb. jar, each 1 75

Ever Give the Wrong Number?



Many people do when they rely on their memory. Save annoyance and delay by consulting your telephone directory first. It takes only a few seconds to get the correct number.

The Bell Telephone Co. of Canada

"Good Service . . . our true intent"



*Gold Dust
asks for no lease
on shelf-room. Every
day is moving day
with Gold Dust*



MADE IN CANADA

THE N.K. FAIRBANK COMPANY
LIMITED MONTREAL

Let the GOLD DUST
TWINNS do your work.



Get the "Grocers' Encyclopedia"—

A large, handsomely bound volume, with scores of fine half-tone and color illustrations about the goods you buy and sell.

A book that you will be proud of—that you will like to see always on your library table—full of the very information you want in your business.

Price Prepaid \$10.50.

Technical Book Dept.— MacLean Publishing Company

143-153 University Ave. - Toronto

If any advertisement interests you, tear it out now and place with letters to be answered.

Saves Money
Saves Time
Saves Waste
Better than Eggs

POPULAIRE'S EGG POWDER

Good Profits
Steady Sales
Pleased Customers
No Loss

The Imperial Co. Reg'd
645 St. VALIER STREET, QUEBEC, P.Q.

WETHEY'S MINCE MEATS

WHETHER IN

Bulk or Cartons

ARE THE

Best Values on the
Market

Order from your jobber

If any advertisement interests you, tear it out now and place with letters to be answered.

JELL-O
GENESEE PURE FOOD CO.
Assorted case, 4 dozen.....\$4 00
Lemon, 2 dozen 2 00
Orange, 2 dozen 2 00
Raspberry, 2 dozen 2 00
Strawberry, 2 dozen 2 00
Chocolate, 2 dozen 2 00
Cherry, 2 dozen 2 00
Vanilla, 2 dozen 2 00
Weight 4 doz. case, 15 lbs.; 2 doz. case, 8 lbs. Freight rate, 2d class.

JELL-O ICE CREAM POWDERS.
Assorted case, 2 dozen.....\$2 70
Chocolate, 2 dozen 2 70
Vanilla, 2 dozen 2 70
Strawberry, 2 dozen 2 70
Lemon, 2 dozen 2 70
Unflavored, 2 dozen 2 70
Weight, 11 lbs. to case. Freight rate, 2d class.

KLIM
Hotel size, 6 16-lb. tins to case\$15.50
Household size, 1-lb., 24 to case 6.30
Sample size, 4-oz., 48 to case 4.50

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

BRANTFORD BRANDS
Laundry Starches—
Boxes Cents
40 lbs. Canada Laundry.... .09½
40 lbs., 1 lb. pkg., White Gloss10
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons..... .10½
100-lb. kegs, No. 1 white.. .10
200-lb. bbls., No. 1 White.. .10
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs... .11
48 lbs., Silver Gloss, in 6-lb. tin canisters12½
36 lbs. Silver Gloss, in 6-lb. draw hd boxes12½
100 lbs., kegs, Silver Gloss, large crystals10½
40 lbs., Benson's Enamel, (cold water), per case.... 3.25
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.15
Celluloid, 45 cartons, case.. 4.50
Culinary Starch.
40 lbs., W. T. Benson & Co.'s Celebrated Prepared11
40 lbs. Canada Pure Corn.. .10
20-lb. Casco Refined Potato Flour, 1-lb. pkgs.18
(20 lb. boxes, ¼c higher, except potato flour)

BRANTFORD STARCH
Ontario and Quebec.
Laundry Starches—
Canada Laundry\$0 09½
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs. 1 10
First Quality White Laundry—
3-lb. canisters, cs. of 48 lbs. 0 10½
Barrels, 200 lbs..... 0 10
Kegs, 100 lbs..... 0 10
Lily White Gloss—
1-lb. fancy carton cases, 30 lbs. 0 11
8 in case..... 0 12½
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case.... 0 12½
Kegs, extra large crystals, 100 lbs. 0 10½
Canadian Electric Starch—
Boxes containing 40 fancy pkgs., per case..... 3 25
Celluloid Starches—
Boxes containing 45 cartons, per case 4.50

Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs. 0.10

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

Perfect Seal Jars, 3 lbs., 1 doz. in case\$4.25
2-lb. tins, 2 doz. in case.... 4.65
5-lb. tins, 1 doz. in case.... 5.20
10-lb. tins, ½ doz. in case.. 4.95
20-lb. tins, ¼ doz. in case.. 4.90
(Prices in Maritime Provinces 10c per case higher).

Barrels, about 700 lbs.....\$0.07
Half bbls., about 350 lbs... 0.07½
¼ bbls., about 175 lbs.... 0.07½
2-gal. wooden pails, 25 lbs. 2.15
3-gal. wooden pails, 28½ lbs. 3.25
5-gal. wooden pails, 65 lbs. 5.25

LILY WHITE CORN SYRUP
2-lb. tins, 2 doz. in case....\$5.15
5-lb. tins, 1 doz. in case.... 5.70
10-lb. tins, ½ doz. in case. 5.45
20-lb. tins, ¼ doz. in case. 5.40

ST. LAWRENCE SUGAR REFINING CO.
Crystal Diamond Brand Cane Syrup
2-lb. tins, 2 doz. in case.....\$5 50
Barrels, per 100 lbs..... 8 00
½ barrels, per 100 lbs..... 8 25

INFANTS' FOOD
MAGOR, SON & CO., LTD.
Robinson's Patent Barley— Doz.
1 lb.\$4 00
½ lb. 2 00
Robinson's Patent Groats—
1 lb.\$4 00
½ lb. 2 00

NUGGET POLISHES
Doz.
Polish, Black, Tan, Toney Red and Dark Brown..... .30
Card Outfits, Black and Tan. 3.30
Metal Outfits, Black and Tan. 4.50
Creams, Black and Tan 1.25
White Cleaner 1.25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRANCH

Black Watch, 8½s. lb.....\$ 0 65
Bobs, ¼s 0 64
Currency, 8s 0 62
3tag Bar, 8s, boxes 5 lbs.... 0 61
Pay Roll, thick bars, 1-10s.. 0 50
Pay Roll, plug, 10s and 6-lb. caddies 0 50
Shamrock 9s, ½ cads., 12 lbs., ¼ cads., 4 lbs..... 0 70
Great West Pouches, 10s, 3-lb. boxes, ½ and 1-lb. lunch boxes 0 50
Forest and Stream, tins, 12s, 2 lb. cartons 0 50
Forest and Stream, ¼s, ½s and 1-lb. tins 0 50
Forest and Stream, 2-lb. ss humidors 1 15
Master Workman, 10s, 2 lb. cartons 0 50
Master Workman, bars, 6s, 2/3s, ½ butts, 9-lb. boxes, 3 lbs. 0 70
Derby 8½s, ½ butts, 8½-lb. boxes 0 70
Golden Rod, 8s..... 0 64
Ivy, 8s, ½ butts, 9 lb. boxes 0 64
Old Virginia, 10s 0 57
Fig Leaf, 8s..... 0 64
Old Kentucky (bars), 6½s. boxes, 6 lbs..... 0 50
Queen's Navy (bars), 6½s. 5½-lb. boxes 0 72
Walnut, 8s 0 70

ROYAL BAKING POWDER

Pleases Customers

Millions of families
Use ROYAL
exclusively and
always find
it satisfactory



Pays Grocers

Thousands of grocers
Sell ROYAL
steadily and never
find it
dead stock

Unquestioned merit, persistent advertising and wide use have firmly established ROYAL as the "Absolutely Pure" high grade standard baking powder

Made in Canada

Contains No Alum

SUCCESS COMES THROUGH KNOWLEDGE

TO know all about your business means more profits and bigger business.

THE GROCERS' ENCYCLOPEDIA

was compiled by specialists who spent years of toil and spared no expense to make it worthy of a permanent place on your desk.

For information on practically every article handled by the grocery trade is given in such a manner that it is never forgotten. Contains a complete food dictionary in five languages: English, French, German, Italian and Swedish.

SEND FOR A COPY TO-DAY

It cost \$50,000 to produce and contains 748 pages on 1200 subjects, with 500 illustrations, 80 full-page color plates, printed on heavy calendered paper, and bound in strong buckram to withstand hard usage. The cost is comparatively small for such a comprehensive volume.

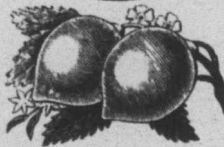
ONLY \$10.50, ALL CHARGES PREPAID

Send Your Order to

**MacLean Publishing Co., ^{Book} Dept., 143-153 University Avenue
Toronto, Canada**

Rose's Lime Juice

The Original and Genuine Brand
A FIFTY YEAR FAVORITE



Half a century before the public and still the most popular—that is the record back of this high-class, Non-alcoholic Drink. Grocers would do well to constantly show Rose's Lime Juice and get their customers "wise" to its delicious goodness.

Holbrook's Imported Worcestershire Sauce

Every bottle is full of extra good quality and customer satisfaction. Show it and profit by the big demand.

Include in your order the following money-makers.

Imported English Malt Vinegar, Sardines, French Olive Oil, Custard Powders and Health Salts.

Holbrooks, Ltd.
Toronto and Vancouver

FISH

Lake Superior
Herring in kegs
half-kegs and
pails.

APPLES

Nova Scotia stock
and Georgian Bay
brand, Ontario
stock.

Write us to-day

Lemon Bros.
OWEN SOUND, ONT.

The Best Asset of a
Grocery Business is
Satisfied Customers

Baker's Cocoa and Chocolate



Registered
Trade-Mark

Preparations are reliable, always of uniformly high quality, easily sold, in constant demand; the standards of the trade.

ALWAYS SATISFACTORY

Made in Canada by
Walter Baker & Co., Limited
Established 1780
Montreal, Can. Dorchester, Mass.

When answering
Advertisements please mention
Canadian Grocer

Money as a Munition of War

Charles H. Sabin, Head of the largest Trust Company in the World, Advocates Credit Expansion.

"Business men and wage-earners cannot lend money to the Government unless they can make money. And business must earn more money this year than last year.

"Increase in prices resulting from expansion of credit gives industry a stimulus. Extra demands of government finance and increased industrial needs absolutely require expansion of credit."

Thrift : Production : Expansion.

The two quotations, and the three words above are points from "the most forceful and constructive article on business in war time that has been written since the beginning of the conflict." The article is by Charles H. Sabin, president of the Guaranty Trust Co. of New York, and you can read it in THE FINANCIAL POST this week. It is very much worth your attention. Not only is Mr. Sabin head of the greatest Trust Company in the world, but his understanding and knowledge of the fundamentals of business in relation to finance mark him out as an authority on whose words you can rely. Read this article. Act on its advice. Improve your business by the knowledge you gain.

THE FINANCIAL POST This Week

Business interest this week is focused on several important matters all of which are dealt with in THE FINANCIAL POST under heads such as the following:—

- C.P.R. Earnings Will be Less Under Tax.
- U.S. Munition Orders to Right our Exchange.
- Regulation of Packers Will Hit Industry.
- Western Soil in Better Shape This Year.
- Royal-Northern Crown Bank Merger Raises Query.
- Bank Clearings 7½% Ahead of Last Year.
- Banks May be Forced to Close Earlier.
- Should Bank Managers Act as Solicitors?
- Judges Charged by Officer of Loan Co.
- Saskatchewan Tax System is Inadequate.

Knowledge of these business matters and the many other similarly important matters dealt with in this week's FINANCIAL POST will place you in a position to speak with authority in business circles. This in itself you will find of direct benefit to your own business interests. Try it. Sign this coupon. Send it, and secure POST service—something you can cash in on.

The MacLean Publishing Co.,
153 University Ave., Toronto.

Send me THE FINANCIAL POST each week till further ordered. I will send subscription price (\$3.00 per year) on receipt of bill, or you may draw on me for this.

Name

Address

C.G. 3D

Easter Fruits and Vegetables

At this season you will want additional supplies of seasonable varieties. We have a splendid assortment.

First Car Louisiana Strawberries

Due Tuesday Next, in Pints.

**Oranges, Pineapples, Bananas, Cauliflower,
Celery, Head Lettuce.**

FISH FOR GOOD FRIDAY

Every variety that swims! Smoked, Pickled, Fresh, Salted.

Prompt Delivery. No Disappointments.

WHITE & COMPANY, LIMITED

Wholesale Fruits and Fish

Toronto

Arriving This Week

One Car

Fancy California Lemons.

Fresh Cars

Finest California Celery.

New Florida Cabbage.

Full Supply California Navels.

Florida Pineapple and Valencia Oranges.

Fresh Arrivals

Fancy Western Box Apples.

Also Several Cars Nova Scotia Apples in Barrels
at Attractive Prices.

Fish for Good Friday

All the Best Varieties: Fresh, Frozen, Salted,
Smoked.

Rhubarb, Lettuce, Tomatoes and other Green
Stuff for Easter.

DUNCANS LIMITED

North Bay, Sudbury, Cobalt, Timmins

FOR THIS WEEK

Fresh Car

New Florida Cabbage

3 Cars

Extra Fancy

California Navel Oranges

mostly large sizes.

2 Cars

Extra Fancy

Florida Grape Fruit

All sizes, 36s. to 96s.

"The House of Quality"

HUGH WALKER & SON

GUELPH, ONTARIO

Established 1861

If any advertisement interests you, tear it out now and place with letters to be answered.

Just the Thing For a Present

A present that is suitable under all conditions for everyone in the grocery business is a copy of Artemas Ward's "Grocer's Encyclopedia." It is the one gift that is sure of an adequate welcome!

Mrs. Grocer could not surprise her husband with anything that he would enjoy more—nor anything that would be of more practical aid to him in his business. Mr. Grocer could not present his chief salesman with anything more likely to stimulate his interest in the business and increase his selling efficiency. Or, the salesmen can club together and give it to the boss!

An additional advantage is the fact that Mrs. Grocer and Mrs. Salesman will find as much interest and practical information in it as will their husbands. Surely such a combination is too rich, too delightful and too unusual to be passed by, when the cost is only a ten-dollar bill!

The grocer or grocery salesman who possesses a copy of "The Grocer's Encyclopedia," need never feel embarrassed by any questions pumped at him by a housekeeper of inquiring mind. Caviare types, truffles of different countries, mushrooms of all varieties, fancy liqueurs, any of a thousand wines, food names in five languages, etc., etc.,—anything and everything you want to know, is there.

It is a really wonderful work. The text treats on fully 1,200 subjects, covering all kinds of foods—their habitat, cultivation, preparation for market, quality and grades—and containing many inside trade "pointers," which are of practical value in buying and caring for goods, which you can obtain nowhere else.

It is illustrated with 80 full-page color-plates of tropical fruits, nuts, cheeses, meats, game-birds, etc., which the New York Press describes as "the most beautiful that ever appeared in a work of encyclopedic character," and hundreds of photographs showing food growing and preparation in all parts of the world.

Its handsome appearance makes it additionally suitable for a holiday gift. It contains 748 pages, 11 x 8½ inches in size, printed on heavy calendered paper, and strongly bound in buckram.

It is said that it cost more than \$50,000 to produce this book—but it sells for only \$10.50, delivery prepaid.

Send your order to **THE CANADIAN GROCER**,
143-153 University Ave., Toronto, Canada.

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CLASSIFIED ADVERTISING

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

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 remittances cannot be acknowledged.

BUSINESS FOR SALE

FOR SALE—GROCERY BUSINESS; ABSOLUTELY the most up-to-date store in Western Ontario city with population of about 15,000, doing a good business. Owner has other interests. Apply Box 286, Canadian Grocer.

A NO-CREDIT GENERAL STORE BUSINESS of 23 years' establishment, with store, house, stable and warehouse all about or good as new. Situated in Annapolis Valley, Nova Scotia. Address Box 288, Canadian Grocer.

GENERAL STORE BUSINESS — WESTERN Ontario village; \$7,000 stock in best condition, 95c; brick store. Have been in business here for 25 years. Steady, comfortable living. Apply Box 284, Canadian Grocer.

CORNER GROCERY BUILDING FOR SALE, now rented and doing good paying business; no horse; good locality, overlooking park, 8 rooms. Apply owner, McCaw, Galley and Roncesvalles Ave., Toronto.

GENERAL STORE IN GOOD FARMING COMMUNITY for sale. Stock and fixtures, \$8,000; would reduce stock to \$4,000 or to suit buyer; also handle flour and feed. Last year's turnover \$50,000. Apply Box 290, Canadian Grocer.

GROCERY AND SHOE BUSINESS FOR SALE at invoice price. Owner retiring. Town booming; one of very best stands. Stock about \$8,000; turnover \$30,000. Stock well bought and in good shape. Great snap. Apply Box 925, Collingwood, Ont.

AGENTS WANTED

TRAVELLERS—GOOD SIDE LINE, SOLICIT from merchants accounts for us to collect. Reliable agency. Nagle Mercantile Agency, Westmount, Que.

HELP WANTED

WANTED—EXPERIENCED GROCERY SALESMAN, permanent position at a good salary for the right man. Baker & Baldwin, Lindsay, Ont.

SITUATIONS WANTED

RETURNED SOLDIER WHO HAS HAD 9 years' grocery experience, desires position. Can furnish first-class references. Apply Box 287, Canadian Grocer.

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

MISCELLANEOUS

GROCERS—INCREASE YOUR PROFITS selling Neal's Bread; shipping service unexcelled (Western Ontario delivery only); four factories: Windsor, London, Sarnia, St. Thomas. Neal Baking Co.

HAVE YOU KNOWLEDGE ALONG SOME special lines useful in the grocery business, such as Window Display, Card-Writing, Tea Blending, etc.? Men who are experts in any line are always in demand. Use Want Ad. page of The Canadian Grocer, with its Dominion-wide distribution, as the medium through which you offer your services. Try a condensed ad. Rates, payable in advance, are 2 cents per word first insertion, and 1 cent each additional, with charge of 5 cents extra per insertion for Box Number.

YOU MAY BE ENLARGING YOUR STORE and probably have some fixture which will be of no further use to you, but could be used by someone else. Do not let the value of them be lost to you. Describe the article you have for sale as condensed ad. in Canadian Grocer. Rates, payable in advance, 2 cents per word first insertion and 1 cent per word for each subsequent insertion with 5 cents per insertion extra for box number.

MAYBE YOU HAVE A GOOD, WORTHY line which hasn't just the distribution that you think it should have, and would have, if introduced properly. One way to introduce it is to appoint some well-known hustling men in each locality to represent you. But it's sometimes difficult to get the right men. A condensed ad. in CANADIAN GROCER may be just the thing to help you secure these men. Rates payable in advance, are 2 cents per word first insertion, and 1 cent per word each additional, with charge of 5 cents extra per insertion for Box Number.

ARE YOU OVERSTOCKED IN SOME LINES which do not move rapidly in your locality and you desire to clear them out? There may be some other locality where these goods are selling. Canadian Grocer has thousands of good grocers on its list, and here is the chance to speak to them at a very low cost. Try a condensed ad. in Canadian Grocer. Rates payable in advance, 2 cents per word first insertion and 1 cent per word each subsequent insertion, with 5 cents per insertion extra for box number.

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

Buyers' Guide

FOR SALE

CHOICE DRESSED POULTRY,
SELECTED EGGS, OLEOMARGARINE,
CHOICE DAIRY BUTTER.

C. A. MANN & CO.
78 KING ST. LONDON, ONT.

BARRELS

(The best shipping package.)

We make them all sizes and for all purposes. For apples, green or dry; Cereals, Orsakers, Bottles, Candy, Spices, Hardware, Meat, etc. Get our prices.

THE SARNIA BARREL WORKS, SARNIA, ONT.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
1-INCH CUSHION FILLERS
CORRUGATED FLATS

THE TRENT MFG. CO., LTD.
TRENTON ONTARIO

HO-MAYDE BREAD IMPROVER

Makes bread of better color and quality. Means a larger loaf. It makes the sponge rise sooner, even if chilled.
We are inundated with letters from housewives who want it. YOU supply them. Sells in 15c packets.

Makers: **Ho-Mayde Products Co.** TORONTO
Western Agents: **C. & J. Jones** WINNIPEG

SUCHARD'S COCOA

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

FRANK L. BENEDICT & CO.
Agents Montreal

GRAHAM FLOUR

"Ye Olde Process"

STONE - GROUND

From Choicest Ontario Wheat.

The Most Wholesome Flour Made.

\$5.75 per 98 lb. sack.

Freight paid (Montreal rates) 5 sack lots.

Made by

T. A. KIDD & SONS
BURRITT'S RAPIDS ONTARIO

This paper circulates in every province, is the best authority in the grocery trade, and so is read by those who want to know; that is why it pays to advertise in CANADIAN GROCER.

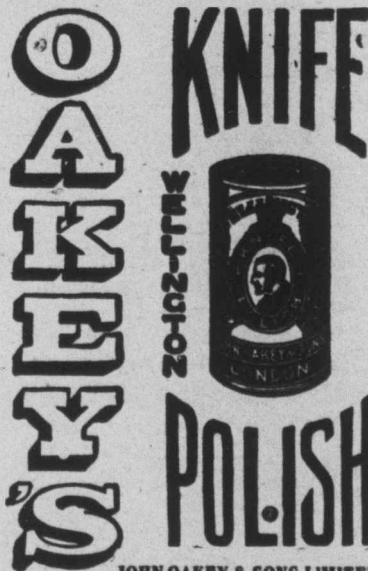


TANGLEFOOT



The Non-Poisonous Fly Destroyer

Safe, Sanitary, Sure. Catches 50,000,000,000 Flies each year



JOHN OAKY & SONS, LIMITED
LONDON, S.E. 1, ENGLAND

AGENTS:

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

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

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF



Don't Be In Doubt
About Your

Money

We can collect those bills outstanding and make your ledger look like something, something that you will look with satisfaction on.

No Collection. No Fee

Send for forms and give us a trial.
Highest recommendations.

Nagle Mercantile Agency
Westmount, P.Q. (Montreal)

The Great Business of Selling

MULTIPLYING users of your product. In Canada, the one conspicuous magazine commodity or service—this is your is great business. The more, the merrier.

The factor of multiplication is advertising. Nothing else can get you new users in the shortest possible time at lowest cost.

Use magazines for long-living publicity effects.

Use them for Economy's sake.

Use them for Prestige.

MACLEAN'S MAGAZINE

It is an all-the-family magazine of the highest class—clean, esteemed, established. Can you name a better? The conclusion is plain.

Published by

The MacLean Publishing Co., Limited
143-153 University Avenue, Toronto, Ontario

Kindly Mention This Paper when Writing
to Advertisers.

If any advertisement interests you, tear it out now and place with letters to be answered.

KING GEORGE'S NAVY

**CHEWING
TOBACCO**

Canada's best-liked Chewing Tobacco

King George's Navy is to-day the favorite "Chew" of men who discriminate between a real tobacco and inferior grades.

There's a something "different" about the flavor and the texture of King George's Navy Chewing Tobacco that "gets across" with particular men.

Ask your wholesaler to supply you.



Rock City Tobacco Co., Ltd.

The Submarine Menace

necessitates the prohibition of export of all foodstuffs from the United Kingdom.

SPRATT'S DOG CAKES

*Poultry Foods, Canary
and Parrot Mixtures*

pending the removal of the embargo, can be obtained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited,
24-25, Fenchurch Street, E.C. 3.

When in need of

**Wrapping Paper
Twines & Cordage**

Brooms
Brushes
Baskets

Grocers' Sundries

Walter Woods & Co.
Hamilton & Winnipeg



*Store of
J. A. ST. ONGE
Natagan River*

*In the Abitibi District, 408 miles
northwest of Quebec. Tempera-
ture of 42 below zero.*



*Some of the
CUSTOMERS*

*Note a complete family of In-
dians. Photo taken in early Jan-
uary, when the Indian trappers
emerge from the wilds to trade
their skins and purchase sup-
plies.*

THE popularity of FIVE ROSES flour is truly democratic, for it knows no class distinction. Out on the outer fringes of civilization many hardy users of FIVE ROSES flour identify the brand they seek merely by the "rat" on the package. In crowded cities or cultivated areas, in dense bush or open spaces, wherever you see the brand "FIVE ROSES," you are assured of the best available flour under all conditions.

Lake of the Woods Milling Co., Ltd.
CANADA