

**PAGES
MISSING**

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXI

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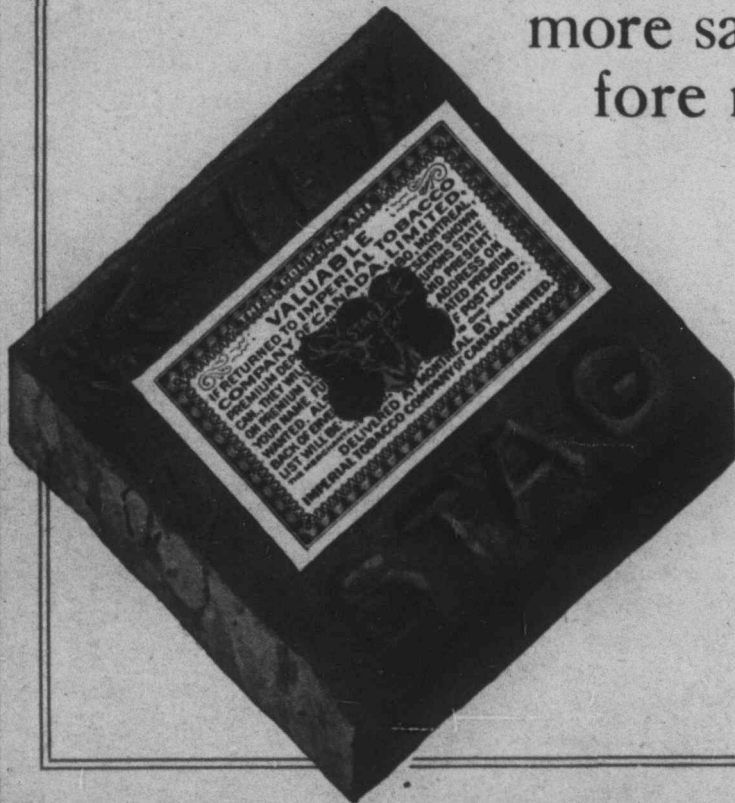
STAG

CHEWING TOBACCO

"Everlasting-ly Good"

has a reputation and a quality
unequaled.

The constantly increasing de-
mand for "STAG" assures you
more sales and there-
fore more profits.



*Stock the brand
that sells.*

**HANDLED BY
ALL WHOLESALERS**

CANADIAN GROCER

Quality and Service

TO THE
WHOLESALER



TO THE
MANUFACTURER

THE BEST ONLY



SALT
SUGAR
MOLASSES
SPICES
TEAS
Etc.



Windsor Salt
PUREST AND BEST

Lantic Sugar
THE ALL PURPOSE SUGAR

Lea & Perrins' Sauce
THE ORIGINAL WORCESTERSHIRE

Regal Salt
THE IDEAL FREE RUNNING
TABLE SALT
Etc., Etc.



Canned Salmon
Holland Herring
Lea & Perrins'
Sauce
Dried Fruits
Coffees, Etc.



Quality means something as applied here.

TO MANUFACTURERS:

An efficient selling organization covering the Prairie Provinces from the head of the lakes west, and an old-established connection with the wholesale trade, place us in a position to offer you *unexcelled facilities* for marketing your products. We solicit accounts of large and progressive manufacturers wanting live and responsible representation. Write us now.

H.P. PENNOCK & CO., Ltd.

Wholesale Commission Brokers

WINNIPEG

Head Office:
364 Main Street
Winnipeg, Man.

Cable Address: "PENCO"

Branch Office:
2338 Dewdney Avenue
Regina, Sask.



It's well worth your while to get every ounce of your selling ability and that of your clerks behind the two Borden lines here shown—the most popular milk products on the market to-day.

Reindeer Coffee and Reindeer Cocoa

should never be omitted from your winter displays. Their well-known convenience and utility make them particularly popular during the present season and a neat window display will swing a goodly share of this profitable demand your way.

Feature the Borden lines constantly.

Borden Milk Co., Ltd.

"LEADERS OF QUALITY"

MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver

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

Stock Bowes' Peanut Butter

*—a customer-satisfier and
a dependable profit-maker*



Bowes' Peanut Butter will sell itself once you introduce it to your customers. The sizeable profits it produces make a daily display advisable.

The very first taste of this delicious, fine flavored peanut butter will win you the unstinted confidence of the most particular trade in your town. For there's a something about this Bowes' Product—a something that appeals directly to the housewife's good judgment and makes her decide to use peanut butter more often and to use the same brand always.

And that's just why you'll find it such a rattling good selling line. Bowes' Peanut Butter is a favorite with the whole family, hence "repeats" are the order of the day for the grocer featuring this delicious line.

Give Bowes' Peanut Butter a trial. Order a few cases to-day and get acquainted with its sound selling value. But don't stock it for the sake of handling it. Sell it. Keep it to the front of your displays. You'll find it worth while.

The Bowes Company Ltd.
70-72-74-76 Front St. E., Toronto

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

Canadians

For your *splendid* support, during 1916, we thank you.

It has enabled us to invade every State in the U.S.A.—with H.P. SAUCE.

It has enabled us to order fifty (50) carloads for American distribution.

It has helped to keep up the export trade of *Great Britain*.

It has helped to keep up *British* exchange.

It has helped to keep money within the *Empire*.

Again, we thank you all, from Halifax to Vancouver.

Canada is great, but the *British Empire* and what it stands for is greater.

W. G. Patrick & Co., Limited

TORONTO

New York

WINNIPEG

Furnivall's

FINE
FRUIT
PURE JAM

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto.
Montreal—W. S. Silcock. St. John, N.B.—MacLaren Imperial Cheese
Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E.
Sheppard. Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Im-
perial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese
Co. Saskatoon—Mowat & McGeachy.

Are you selling Furnivall's?

Quality grocers everywhere are, and they find it a very dependable profit maker.

Furnivall's Jam has the quality that makes lasting friendships. That's why it's such a repeater. Try it.

FURNIVALL-NEW, Limited
Hamilton Canada



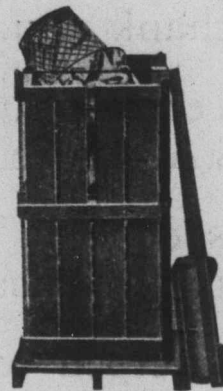
Waste Paper
\$13.00 a ton.

A
"Climax"
All Steel Fireproof

Baling Press will convert your waste into compact bales ready to ship and sell at the highest prices.

Ask us for information.

Climax Baler Co.
Hamilton, Ontario



**Your Waste Paper
is Worth Dollars to You**

Save those dollars, time and inconvenience by installing the

JEWEL PAPER BALER

The first cost is the last cost, your waste becomes a continuous source of revenue and the baler a permanent convenience. The fire risk from loose paper is entirely eliminated.

A card will bring all particulars re baler and your best market.

General Sales Co.
203 Stair Bldg. TORONTO

Just because some of your regular customers never include coffee in their orders, it does not follow that they don't drink it.

Better find out if they belong to the millions who will take no substitute for

**Chase & Sanborn's
Coffees.**

CHASE & SANBORN - Montreal

What National Cash Registers Do.

No. 3. Quicken Your Service.

The New National Cash Registers quicken up store-service by handling money accurately and promptly.

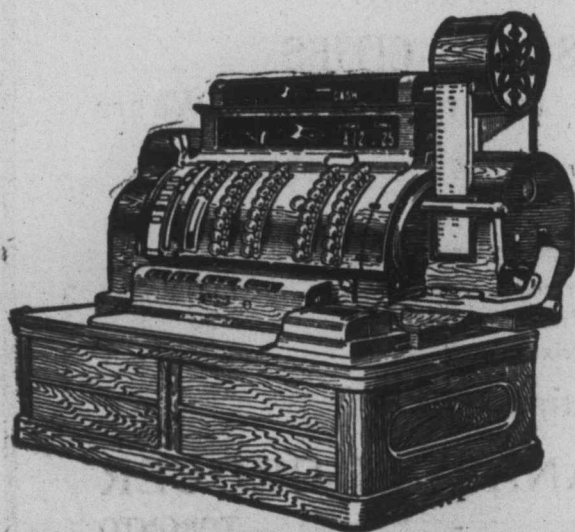
They are automatic, working as fast as your trade demands.

They give a printed receipt or sales-slip, showing the amount and nature of each transaction, the consecutive number, and the initial of the clerk concerned. They classify and total up the different departments of your business, yet, they work fast and make no mistakes. There is no lost motion—no lost time—they leave your clerks free to pay more courteous attention to customers.

This speed influences customers to take more parcels with them—they do not grow anxious to move on to the next counter or store. They win the confidence of customers by giving an accurate receipt and change promptly.

No other store fixture has been invented which saves so much time, yet performs all these services instantly.

Now is high time to install a machine that increases promptness — as an incidental part of the service it renders.



The National Cash Register Company of Canada, Limited

Christie Street - TORONTO, ONT.

Sign and send this coupon now.

To the National Cash Register Co. of Canada, Limited
Toronto, Ontario

Without obligating me in any way to buy, I would like to know more about your complete Model Receipt-Giving Cash Registers and "N.C.R. Service." We have — salesmen in our store. We have a register — years old. Principal lines of merchandise are —

Firm name

Address

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

A FRUIT WINDOW CONTEST

HERE is another window dressing competition that should prove of wide-spread interest. In all the list of goods stocked in the Grocery Store, no line lends itself more readily to window decoration than fruit. No line brings such a ready response to the suggestion thus offered. If you have not had time to enter our Christmas contest, or even if you came into it, here is another opportunity facing you. Get your window in this contest without fail.

The Natural Decorative Quality of Fruit Makes Experience Unnecessary.

The Effort Will Convince You of the Effectiveness of the Fruit Window.

The Results Gained Will In Themselves Be a Compensation.

The CANADIAN GROCER, with the idea of convincing our readers of the effectiveness of the fruit window, and with the idea of stimulating trade in this line, and encouraging the stocking of a fuller line of fruit, has decided on this new contest. Get into the competition and help to make it a success.

Conditions of the contest are: The window must be decorated entirely with fruits. It may be all of one variety, or a general display as the competitor thinks best. Have the window photographed; about 10' x 7' is the best size. Have the photo as near this size as possible—not necessary to mount it. Mail copy to this office accompanied by a description of the window.

This Contest closes March 15, 1917. Be sure and have your entries in by that date.

The basis of judgment will be:

Selling Power, Attractiveness and Novelty.

PRIZES FOR BOTH TOWNS AND CITIES

The town store will not have to compete against the larger city store. We are making the contest as fair as possible.

THE PRIZES

Towns and Cities over 10,000 Population	Centres under 10,000 Population
1st Prize \$5.00	1st Prize \$5.00
2nd Prize 3.00	2nd Prize 3.00
3rd Prize 2.00	3rd Prize 2.00

Send photograph with description to

THE CONTEST EDITOR, CANADIAN GROCER

143-153 UNIVERSITY AVENUE

TORONTO

The finest cane syrup on the market

CRYSTAL SYRUP

Put up in 2 lb. wrapped tins.

A most delicious table syrup. Get your customer to try it.

We stand behind every tin.

TO INVESTORS

THOSE WHO, FROM TIME TO TIME, HAVE FUNDS REQUIRING INVESTMENT MAY PURCHASE AT PAR

DOMINION OF CANADA DEBENTURE STOCK

IN SUMS OF \$500, OR ANY MULTIPLE THEREOF

Principal repayable 1st October, 1919.

Interest payable half-yearly, 1st April and 1st October by cheque (free of exchange at any chartered Bank in Canada) at the rate of five per cent per annum from the date of purchase.

Holders of this stock will have the privilege of surrendering at par and accrued interest, as the equivalent of cash, in payment of any allotment made under any future war loan issue in Canada other than an issue of Treasury Bills or other like short date security.

Proceeds of this stock are for war purposes only.

A commission of one-quarter of one per cent will be allowed to recognized bond and stock brokers on allotments made in respect of applications for this stock which bear their stamp.

For application forms apply to the Deputy Minister of Finance, Ottawa.

DEPARTMENT OF FINANCE, OTTAWA
OCTOBER 7th, 1916.

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

?? ? Ask us for

Wrapping Papers
Twines

Brooms Brushes

Parchment Butter Paper
Printed and Plain

PROMPT SHIPMENT

WALTER WOODS & CO.
HAMILTON and WINNIPEG

The 5 Cent Line Babbitt's Cleanser



Your customers will be grateful to you for putting them in touch with this big money-saver.

It is a full weight can of the best Cleanser on the market, and retails for 5c, thereby giving double value (and premiums for the trade-marks as well).

It shows you a good profit and is a sure repeater.

Agents:

WM. H. DUNN, Limited, Montreal
DUNN-HORTOP, Limited, Toronto

Do you know that the Malcolm Milk Products

- are the accredited leaders in their respective fields?
- are the only genuine Made-in-Canada Milk products selling in Canada?
- are winning the approval of hard-to-please people in every community because of their purity and deliciousness?
- are particularly good sellers during the winter season because their convenience and utility appeal to all?
- are a convincing proof of Canadian superiority when compared with imported brands?

*A trial supply will prove the truth of these statements.
Get it to-day and watch results.*

Malcolm Condensing Company, Limited
ST. GEORGE, ONTAR O

The Only Canadian Milk Company in Canada



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



W. CLARK, Ltd.

Clark's

MONTREAL

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

Purity
TABLE
SALT

The housewife's favorite seasoner

Its unquestioned purity and economy have popularized this salt with everybody. the most particular housewife finds in it her ideal of what a salt should be for table and dairy use.

The conditions under which Purity Salt is made positively guarantees it being pure and good in the last degree.

Order a stock of Purity Salt now and prove its popularity, its profit-making possibilities to your own satisfaction.

PURITY BRAND
FREE RUNNING
TABLE
SALT
The WESTERN SALT CO. LIMITED
COURTBYNT ONTARIO

THE WESTERN SALT CO. LIMITED
COURTBYNT ONT.

Have you tried

WETHEY'S

ORANGE

MARMALADE?

It is making
a hit.

Why You Should Feature

KING GEORGE'S NAVY



Plan to Interest Dad

Dad's interest is worth cultivating.

The good-will of the bread-winner is a big factor in the up-building of increased business.

The surest way to win Dad's favor is to sell him a chewing tobacco of unequalled quality—a tobacco like

KING GEORGE'S NAVY

whose popularity is well established everywhere.

Try what business this splendid line will bring you

Get a little trial supply on your show case and recommend it to Dad.

Handled by
the Wholesale
Trade

Rock City Tobacco Co., Ltd.

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



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about recommending it

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

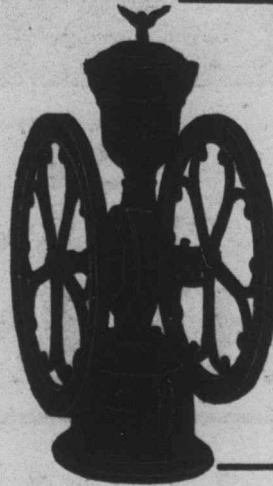
SOLE PACKERS

Halifax - N.S.

More Dollars

You can make "Dollars Grow" out of your *spare time*. Spare-time efforts have made hundreds of dollars for MacLean Representatives. To-day there are in Canada, men and women, who find that our proposition worked for an hour or two daily provides for many of the added luxuries of life. You supply us the time,—we'll supply you the money. Write for full particulars.

The MacLean Publishing Co., Limited
Dept. M, 143-153 University Avenue, Toronto, Can.



Better Coffee for her —Better Profits for you

BY putting you in a position to give your customers a better service, the **ELGIN COFFEE MILL** will quickly prove to be one of your most dependable profit producers—your best future investment.

THE Elgin grinds quickly and easily, saves time and trouble, and grinds the coffee in just the grade your customers require. Total cost only a few \$\$\$\$\$.

THE Elgin Booklet No. 24C will be mailed you on receipt of a card.

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



If there's anything a woman resents it's to be handed a poor soap, and conversely, she appreciates a good one. That's why most grocers for years have suggested **WONDERFUL** to the hard-to-please. They know it is sure to bring re-orders.

Wonderful Soap could help you wonderfully too. Stock up NOW.

Guelph Soap Co.
GUELPH, ONT.

You can safely sell

GIPSY Stove Gloss

to your most discriminating customers. And aren't some of them particular!! **GIPSY** represents a successful endeavour to make a stove polish "better than the best." Be good to those particular people and

Order "**GIPSY**" from your
Wholesaler.

HARGREAVES (CANADA) LIMITED
The Gray Building 24-26 Wellington St. W., Toronto

Western Agents:—For Manitoba, Saskatchewan and Alberta—W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon—Creeden & Avory, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.



SELL
PRESNAIL'S
PATHFINDER CIGARS

Century
Salt

never
varies
in
quality

From one year end to the other the excellence of Century Salt is consistently maintained. There is none better for table, cooking or dairy use.

Suggest it to every customer.

THE DOMINION SALT CO. Limited
SARNIA - ONTARIO

Write us for samples of

S.P.B. BAGS

and CENTRE SEAM open end

ENVELOPES

for mailing Catalogues

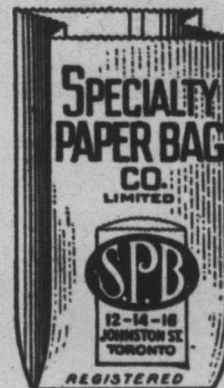
Confection-
ery Bags

Spice Bags

Peanut Bags

Jelly Bags

Lard Bags



We
Specialize
in
Transparent
Glassine
Bags and
Envelopes
Made
the Only
Reliable
Way

Heavy Kraft Bags with
Centre Seam

We make Bags to line any
size Carton

SPECIALTY PAPER BAG CO., Ltd.

Department G

12-14-16 JOHNSON STREET

TORONTO, CAN.

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.

QUEBEC.

**ROSE & LAFLAMME
LIMITED**

Commission Merchants
Grocers' Specialties.

MONTREAL TORONTO

Buyers and Sellers of

**All Kinds of Grains and
Seeds**

**Denault Grain and Provision Co.
LIMITED**

SHERBROOKE, P.Q.

QUEBEC'S RESPONSIBLE BROKERS

We offer our services in marketing your products, as we are open for one or two more good agencies for produce, grains or grocery lines, etc. Write for particulars. BEANS AND CORN A SPECIALTY.

ALFRED T. TANGUAY & COMPANY,

Commission Merchants and Brokers,
91 DALHOUSIE ST. QUEBEC CITY

OATS, PEAS, BEANS, ETC.

handled in any quantities to best advantage by
ELZEBERT TURGEON

Grain and Provision Broker

MONTREAL, P.Q. QUEBEC, P.Q.

Selling Agent for
The Maple Leaf Milling Co., Ltd., Toronto

G. Gagne Grocery Broker
and Manufacturers' Agent

We have a connection in Quebec City
and throughout the province.

111 Mountain Hill Quebec City

MARITIME PROVINCES.

J. N. COCHRAN

Manufacturers' Agent and Grocery
Broker

FREDERICTON, N.B.

I have a connection with both wholesale and
retail trade throughout the entire Maritime
Provinces.

"Without exception the ablest book ever published on the subject of Coffee."—*Mexican Investor.*

New and Illustrated Edition

Coffee; Its History, Classification and Description

By **JOSEPH M. WALSH**

A book of useful and accurate information, and everything pertaining to Coffee, being, at the same time, the fullest and most complete work of the kind ever published. It should be in the hands of every grocer and dealer.

CONTENTS: Early History and Introduction, Geographical Distribution; Botanical Characteristics and Form; Cultivation and Preparation; Commercial Classification and Description; Roasting, Glazing and Grinding; Adulteration and Detection; Chemical, Medical and Dietical Properties; Art of Blending and Preparing; World's Production and Consumption.

12mo.

Cloth Extra, Net, \$2.00

By Mail, \$2.10

"A marvelous work, great in conception and great in execution."—*Texas Grocers' Review.*

"The most exhaustive, interesting and instructive work ever published on Coffee."—*Brooklyn Grocers' Gazette.*

"An interesting and instructive work, of the greatest value to every Coffee roaster and dealer in general."—*Trade Magazine.*

"An attractive volume of useful material to the Coffee trade, clear, concise and comprehensive."—*Philadelphia Ledger.*

"We cordially recommend the work to all interested in this indispensable product. Every dealer in Coffee should possess a copy of this valuable book."—*Grocers' Criterion.*

"The work is of exceptional interest and instruction, being attractively written and richly illustrated, and should be read by all who deal in or use Coffee."—*Indianapolis Trade Journal.*

"The work contains a vast amount of valuable information, condensed into a small compass, and is simply invaluable to the planter, dealer and consumer alike."—*Mexico Two Republics.*

"The author, Mr. Joseph M. Walsh, is, without doubt, the greatest authority in America upon the subjects of Tea and Coffee. The book before us is a repetition of his former achievement on Tea, which required several editions to supply the trade demand."—*Maritime Grocer.*

"An excellent and exhaustive work, containing a complete history as well as all necessary information on the cultivation and preparation of the Coffee berry. The volume will be found especially useful to the growers of this valuable plant on the Central and South American Coasts."—*Panama Star and Herald.*

Send your order to Book Department

MacLean Publishing Co., 143 University Avenue, Toronto, Canada

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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ONTARIO

Have you any cars of

Apples or Potatoes

to offer? If so, communicate with the old reliable broker

FRED J. WHITE

27 and 29 Wellington E.

TORONTO ONTARIO

Maclure & Langley, Limited
Manufacturers Agents
Grocers, Confectioners
and Drug Specialists
12 FRONT STREET EAST TORONTO

Loggie, Parsons & Co.
Merchandise Brokers and Manufacturers' Agents
Open for Agency for Ontario or Coast to Coast. Best References.
"We cover Canada 3 times a year."
Office 310
33 Front St. E., Toronto, Ont.

FOR SALE
Choice Potatoes, Selected Eggs,
Creamery Butter, Honey,
Fancy Dressed Poultry.
C. A. MANN & CO.
78 KING ST. LONDON, ONT.

**DRIED AND EVAPORATED
APPLES.**
Apple Waste and Chops, Specialties.
H. W. Ackerman
BELLEVILLE ONTARIO

W. G. PATRICK & CO.
Limited
Manufacturers' Agents
and Importers
51-53 Wellington St. W., Toronto

If you want low quotations on
**Japan Tea, Raisins
or Tapioca**

Write us at once

**W. H. Millman
& Sons**
Wholesale Grocers' Brokers
TORONTO

McKelvie & Stirrett Co., Limited
Wholesale Grocery Brokers
and Manufacturers' Agents.
CALGARY ALBERTA
We solicit agencies for staple lines.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

F. D. COCKBURN
Grocery Broker & Manufacturers' Agent
We represent Pugsley, Dingman & Co., Ltd.;
John Taylor & Co., Ltd., Toronto, and many
other large British, American and Canadian
firms. We can give the same time and service
to your product.
149 Notre Dame Avenue East, Winnipeg

HAMBLIN-BRERETON CO.
Limited
Wholesale Grocery and Confectionery
Brokers
Open for one or two good Canadian
Agencies.
TORONTO WINNIPEG CALGARY

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

C.H. GRANT CO.
Wholesale Commission Brokers
and Manufacturers' Agents
509 Merchants Bank, Winnipeg
We have several good accounts, but can
give you results on yours.

FEATURE FOR THE TRENCHES

G. Washington's Refined Coffee

Canadian Sales Agents:

Edmund Littler,
100 William St., Montreal, P.Q.

W. Geo. Varty,
29 Melinda St., Toronto, Ont.

W. G. Kyle,
261 Stanley St., Winnipeg, Man.

E. J. Roberts,
215 10th Ave. West, Calgary, Alta.

The HARRY HORNE CO.
Toronto, Can.
BROKERS AND IMPORTERS

Food Stuffs, Grocery Sundries, Drug
Sundries and Confectionery.

We carry stocks in our own Warehouse
(when necessary).

We employ a steady staff of salesmen
(Get in touch with us.)

Geo. Adam & Co.

Grocery Brokers and
Commission Merchants

We can put your goods on the
Western market successfully, as
we are in close touch with the
Western wholesale grocery
trade. Give us your line, and
let us produce results for you.

Chambers of Commerce, Winnipeg

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES (CONTINUED).

THE H. L. PERRY CO.

214-216 Princess Street, Winnipeg

We can make a success of your Agency. Our STORAGE, DISTRIBUTING and FORWARDING facilities are unexcelled.

Correspondence solicited.
"Always on the Job."

THE Robert Gillespie Co.

MALTESE CROSS BUILDING

WINNIPEG

Importers, Brokers, Manfs. Agents,
Grocery, Drug and Confectionery
Specialties.

DISTRIBUTION & SERVICE

from

COAST to COAST.

W. H. Escott Co. Limited

Manufacturers' Agents
Wholesale Grocery Brokers

Winnipeg, - Manitoba

BRANCHES:

Regina
Calgary

Saskatoon
Edmonton

ESTABLISHED 1907

C. S. Turner Co.

147 Bannatyne Ave. East
WINNIPEG

Manufacturers Agents
Excellent Storage, Forwarding and
Distributing Facilities

WATSON & TRUESDALE

Wholesale Commission Brokers and Manufacturers' Agents

Have live men working the retail trade daily. They get the business, and can get it for you. Write us, and we will explain our system.

Trackage Storage Distribution

120 Lombard Street, WINNIPEG, MAN.

G. B. THOMPSON

Wholesale Commission Broker
and Manufacturers' Agent.

We can handle a few more good lines.
Storage Warehouse and Transfer Track.
140 Notre Dame Ave. E., WINNIPEG
Established 1898

MANITOBA

SASKATCHEWAN

ALBERTA

BRITISH COLUMBIA

To Manufacturers and Shippers

To take care of our agencies, we have competent sales staffs, offices and large warehouses at

Winnipeg
(Manitoba)

Regina
(Saskatchewan)

Saskatoon
(Saskatchewan)

Calgary
(Alberta)

Edmonton
(Alberta)

Vancouver
(British Columbia)

We are in daily touch with every Wholesale Grocer Jobbing House in the Provinces of

**Manitoba, Saskatchewan, Alberta and
British Columbia**

If you require SERVICE and RESULTS in marketing your products, communicate with us at any one of our offices.

Donald H. Bain Company

Wholesale Grocery Commission Brokers and Manufacturers' Agents.

WINNIPEG, MAN.

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



PACKERS OF
ROYAL SHIELD
BRAND
OF GOODS

ROYAL SHIELD BRAND OF GOODS

ROYAL SHIELD BRAND OF GOODS

WINNIPEG

CAMPBELL BROS. & WILSON LIMITED

THE OLD RELIABLE HOUSE ESTABLISHED 1882

IMPORTERS AND WHOLESALE GROCERS

SASKATOON

CAMPBELL, WILSON & MILLAR, Limited

REGINA

CAMPBELL WILSON & STRATHDEE, LIMITED

Which of these houses is nearest your store?

Look them over and write the one nearest you for a trial supply of ROYAL SHIELD PRODUCTS.

This is not asking you to make any experiment. On the contrary the Royal Shield Lines are tried and trustworthy, their quality is netting better business and larger profits for grocers all over the West.

Added to this is the service and attention we give your order.

Whether it is large or small we will give it our personal attention, and we guarantee prompt shipment.

Royal Shield Products include:
TEA, COFFEE, COCOA, SPICES, BAKING POWDER, FLAVORING, EXTRACTS, ETC.

The prices are right, and the profits are good.
SEND THAT ORDER NOW.

CAMPBELL BROS. and WILSON, Limited - Winnipeg

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

JAPAN TEA



Fresh from the land of cherry-blossoms, packed and exported under the control of the Japan Tea Growers' Association which guarantees its purity and quality, Japan Tea reaches you in all its unadulterated strength, delicacy of flavor and delightful aroma.

The Japanese Government prohibits adulteration and coloring of Tea

ON SALE AT ALL GROCERS

YOUR own selling ability backed by advertising, as above, in Canadian papers of national circulation, will put your tea department on a sound paying basis when you begin to feature the favorite stimulating beverage of the Canadian household—Japan Tea.





A jar-ful of customer satisfaction

Every housewife coming into your store will appreciate the excellent qualities of

"Curling Brand" Seville Orange Marmalade

Selected Seville Oranges, Pure Cane Sugar, up-to-date factory methods, expert workers—all combine to produce in "Curling Brand" that ideal home-made flavor and goodness which will appeal to the marmalade lovers of your town.

Giving Curling Brand Marmalade prominence in your interior displays and window trims will be a big stride on the road to better profits.

Manufactured by

St. Williams Fruit Preservers

Limited

St. Williams, Ontario

Distributors for Ontario

Maclure & Langley, Ltd., 12 Front St. E., Toronto



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

Your arguments and the pedlar's for bulk tea are the same

How in the world do you expect the housewife to distinguish between you? She thinks your teas are the same.



Far better to push Red Rose Tea—a master blend of over a dozen choice Assam-Indian and Ceylon teas—a distinctive flavor, distinctive name, distinctive package—a tea the pedlar cannot sell—a tea the housewife easily recognizes as something “different.”



Money for You in STABLE BRUSHES

Next time you get an enquiry for stable brushes, take the time to show your customer how the bristles of a Keystone brush are fastened in to stay in backs that won't break. Tell him how the bristles stand the hard work—go as far as you like and the Keystone brush will back you up in actual use. It means money to you. Will you try it?

Write for prices, etc., to

STEVENS-HEPNER CO., Limited
Port Elgin, Ontario

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.



This is more than a Refrigerator—it's a sure profit promoter



A refrigerator that displays its contents attractively while preserving them in perfect security, is what that word

“Eureka”

means

Embodying as it does all the most practical ideas in refrigeration, and many distinctive features and patents all its own we are very confident that an investigation will prove the Eureka to be the logical solution of your refrigerator problems.

May we send you our illustrated catalog?

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REPRESENTATIVES:—Wolf, Sayer & Heller, 76 St. Paul St. E., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.; Ed. Dore, 35 Caroline N., Hamilton; W. J. Armstrong, 14 Euclid Ave., London, Ont., etc., etc.



*How Much
"Patent" Barley
do you sell
daily?*

Every housewife coming into your store knows of the two Robinson cereals—

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A world-wide publicity campaign has blazed a trail for you to quick sales and good profits. It only requires a little display (putting them where the housewife can see them) to start your proper share of Robinson profits coming your way.

You can sell more of the Robinson line if you try. And the results are worth trying for.

Magor, Son and Company, Limited

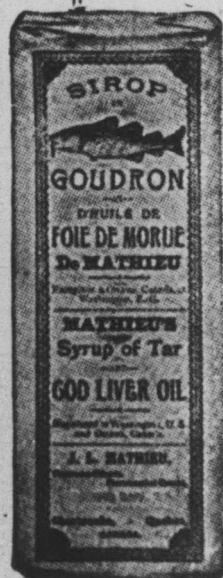
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AGENTS FOR THE DOMINION

Introduce Every Customer to

MATHIEU'S SYRUP OF TAR AND COD LIVER OIL



With the coming of the cold wintry days comes the opportunity to sell your customers this well-known and reliable remedy. For coughs and colds in any stage there is no more reliable remedy than Mathieu's Syrup of Tar and Cod Liver Oil.

Your customers will appreciate your thoughtfulness in suggesting this splendid body builder. And you can confidently guarantee results.

Feature this effective cold breaker now.

Profits are good.

J. L. MATHIEU CO.

PROPRIETORS

SHERBROOKE QUEBEC

**In your Locality
are many**

Dogs and Cage Birds

Your customers must have FOOD for them. It is to your interest as well as that of your customers and their pets, that you should regularly stock

SPRATT'S DOG CAKES, Puppy Biscuits and Packet BIRD SEEDS.

The name SPRATT'S is a guarantee of quality and reliability. It will help you to keep old customers and attract new ones.

SPRATT'S Depôts in CANADA are:—

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VANCOUVER, B.C.—LONDON GROCERY Co., Ltd., Granville Street.

Direct Correspondence invited:—

SPRATT'S PATENT Ltd., 24-26, Fenchurch Street, London, England.

8 46

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

CANADIAN GROCER

Vol. XXXI.

TORONTO, FEBRUARY 2, 1917

No. 5

Canadian Produce Assn. Convention

Programme of Proceedings for the Fifth Annual Convention of the Association to be Held Next Week, Feb. 6th and 7th, in Montreal.

ON February 6 and 7, in Freeman's Hotel, Montreal, the Canadian Produce Association holds its fifth annual convention, Montreal was decided upon as the place of convention this year for several reasons, partly to enable the many producers resident in the Eastern districts, Prince Edward Island, and the Maritime Provinces to attend with greater ease, and partly to maintain the balance between the Province of Quebec and Ontario as Convention provinces, Ontario having had so far the advantage in being the scene of previous conventions.

The President, C. M. Thacker, and Secretary-Treasurer John Wilson have been active with the executive in completing arrangements for the Convention this year, and a most interesting programme has been prepared.

Beginning at 9.30 a.m. on Tuesday, Feb. 6th, proceedings include first an Executive Committee meeting, followed by a meeting of the Standing Committees Arbitration and Membership, and again followed by a joint meeting of the Standing Committees.

The session proper opens at 11 a.m. on Tuesday with an address of welcome by his Worship the Mayor of Montreal and an address by Zephirin Hebert, Esq. President of the Board of Trade.

President Thacker's address will follow, and then the report of the secretary-treasurer J. Wilson will be heard.

Reports of Standing Committees are scheduled to follow Arbitration by A. Vaillancourt, Montreal; Transportation, by Harper R. Gray, Gunn Langlois & Co., Ltd., Montreal; Legislation by R. J. McLean, Toronto, and the Committee to look after branches by A. H. Wilford, Wingham.

Committees for 1917 will then be appointed, viz. nominating, transportation, legislation, arbitration, resolutions, and branches.

At the afternoon session of Tuesday proceedings will begin by discussion of the 'Loss off' system of buying eggs and quality payment—R. J. McLean, Toronto.

Reports from districts will follow: Halifax by R. E. Colwell; Hamilton, H. Fearman; Quebec, J. Emond; London, A. E. Silverwood; Ottawa, A. W. Bayman; Charlotte-town, J. A. Ritchie; Montreal, Arthur Vaillancourt; Belleville, A. E. Bailey; Toronto J. J. Fee, and also Winnipeg, Calgary, and Vancouver.

By 4 p.m. it is expected that proceedings will arrive at the stage of an interesting discussion of the action of the government re legislation for buying or selling bad eggs, and the importance of legislation to prevent trading in bad eggs. This will be presented by Ernest J. Smith of the Whyte Packing Co., Brockville, and at the conclusion of this address there will be read an address on "how to increase the production of eggs in the province of Quebec," by August Trudell, Montreal.

The evening session on Tuesday will take the form of a banquet to be held probably in the Windsor Hotel, at which the speakers will be the Hon. J. C. Caron, Minister of Agriculture, Quebec and A. A. Ayer Esq., Montreal.

Wednesday's Proceedings

Wednesday's proceedings will begin

at ten a.m. and will include first a paper on the outlook for the exportation of eggs in 1917 by H. R. Gray of Gunn Langlois & Co., Montreal.

An address will follow by P. W. McLagan of Lovell & Christmas, Montreal, on the "system of weighing and inspection of butter and necessity of the appointment of a weighmaster in Toronto and Winnipeg."

Professor Graham, and J. S. Porter will speak also on consideration of proposed standard for live and dressed poultry.

At noon before adjournment for luncheon the question of the organisation of a produce exchange in Winnipeg and Montreal will be brought up for discussion by J. J. Fee of Toronto and T. J. Coyle of Winnipeg.

After luncheon A. H. Dalrymple will take up and discuss the question of the free, or non-returnable egg case, a question which has come up at previous conventions.

Reports of the committee on resolutions, and of the Nominating Committee will then be received and with the election of officers for 1917 the proceedings will come to an end.

The Non-Returnable Egg Case

Principal Point of Advantage, and One Present Disadvantage in Regard to Adoption of This Sales-Aiding System.

THE question of the free or non-returnable egg case which is to be discussed once more at the Convention of the Canadian Produce Association in Montreal is one of considerable interest to producers of egg supplies and purchasers of eggs.

Principal objection to the present system by which egg cases are returnable is considered to be the fact that, after a few handlings, or even only one handling, the returnable case gets soiled and in unsatisfactory condition for business, tending to reduce the value of the eggs enclosed in it in market opinion. This is said to be particularly true of the

carton cases, and it is held that the use of the returnable case distinctly depreciates the selling value of eggs.

On the other hand there are rather serious arguments against the use of 'free' or non returnable egg cases at the present juncture since the materials for egg cases have risen enormously in price since the war, and cases that used to cost 7½ cents, now cost 15½ cents about a 100 per cent. advance. Under these circumstances the chances are that the adoption of the non returnable egg case while very desirable, is uncertain of realisation meantime.

A Review of the Egg Market

The High Price Levels of 1916 Were Due to the Heavy Export of Eggs for the British Market — Prospects Are for High Prices This Year — Production in Canada Must be Considerably Increased.

EDITOR'S NOTE—The following is an address delivered by W. A. Brown, M.S., of the Live Stock Branch, Ottawa, at the Ottawa Winter Fair. It contains some very valuable information with reference to the egg market.

THE year 1916 was one of unusual activity with respect to the Canadian egg trade, unprecedented high prices prevailing during the late spring, summer, and fall months. The direct cause of this was the unusual demand on the part of the British market for the Canadian product, in preference to supplies obtainable elsewhere.

General Review of 1916

Owing to the relatively large shipments of Canadian eggs during the fall of 1915, Canadian storage holdings were not of sufficient quantity to supply the local demand, and the result was a considerable movement of the United States eggs into Canada for consumption during January, February and March. At first these imports consisted wholly of storage eggs, but even before the end of January considerable quantities of fresh-gathered United States eggs were being offered on the larger Eastern markets. These came, for the most part, from the Southern States of Oklahoma and Tennessee, and were offered as early as the 15th of January on the Toronto Produce Exchange, at 36c, freight and duty paid. The market generally held firm throughout January, but, owing to the increasing receipts of fresh-gathered stock declined rapidly throughout February and early March. Occasionally at times the lowering price had the effect of stimulating consumption, and this would be apparent in a slightly firmer tone, although the general tendency was downward from a price of about 30c the first week in February to 25c and 27c the latter part of the month, until the lowest price of the year was reached about the third week in March. The market took a very radically downward turn about the 9th of March. This was a direct reflection of the sharp reaction occurring on the Chicago market about that time.

During the two weeks following, a very uncertain market prevailed. The

tendency of the trade is to buy at the lowest price possible, and sell at the highest. Generally, early in March, with the opening up of the storage season, the probable future storage sales price is the basis which regulates the price of eggs. The tendency in the States last spring, following the heavy production of the previous year, was to keep the price down to below 20c. The visit to Canada and the Eastern United States markets along this time, of representatives of the largest British importing houses, however, and the general feeling of confidence created by their presence, and prospective buying, gave the market a very buoyant feeling, and the result was that, while some endeavored to keep the price down to its usual level, the general prospects for lucrative sale were so favorable that there ensued the wildest scramble for eggs on the part of the trade generally that this country has ever seen.

The lateness of Easter week in 1916 also gave the market a firm tone at a

time when it is generally weak. From a price of 20 to 21c in the last of March and the first of April, a steady advance took place throughout April and May, the price to producers advancing from 21 to 22c early in April to 25c the end of May throughout the Eastern markets generally. With the advent of hot weather, it was confidently expected that some reaction would take place, but the persistent export enquiry, and the generally favorable weather through June offset this, and prices continued steadily upward, and June eggs, and even early July eggs, were picked up quickly and placed in storage.

While the export movement of fresh-gathered eggs early in the spring was not large, several shipments aggregating from thirteen and fifteen hundred cases each went forward, and the price received was such as to further stiffen the market. In fact, during the latter part of June Canadian prices reached such a point that at least one car of fresh-gathered United States eggs were



KIRBY in New York World

The fair housewife has attempted to boycott the egg.

brought to Toronto for local consumption, and sold at a profit.

Despite the hot weather of July, prices continued to advance, 26 to 27½¢ being the prevailing quotation. Receipts of eggs continued large, many local points, in fact, reporting an increase over the previous year, but, on the other hand, however, local consumption was higher than ever before. In fact, one is safe in stating that the per capita consumption of eggs in Canada during 1916 was very much increased over previous years. This was due, without doubt, to the high price of meats and other animal food products, and the fact that, in many of the smaller villages and rural districts, it was practically impossible to get good fresh meat at any price during the hot weather. Another instance of this was evident in the Western Provinces this fall, when the meat ration of the majority of the threshing gangs consisted largely of eggs.

Fortunately for Canada, no attempt was made to move many Canadian eggs to the Old Country during the hot weather. Some went forward as late as the second week in July, but those that were shipped between that time and the first of September were largely United States eggs repacked in Canada. For the most these arrived in bad shape and the direct result has been that Canadian eggs have, for the last four or five months, been quoted on the British market at from five to ten cents a dozen above the United States product.

The heavy movement of Canadian eggs for export commenced about the last week in August, and gradually increased from a few thousand dozen per week until the maximum was reached during the last two weeks of October and the month of November. The exports for that time ran from eight hundred thousand to a million and a half dozen per week from the Port of Montreal alone.

Accurate information is not yet available as to the exact proportion of Canadian and United States eggs that went forward. It is common knowledge, however, that hundreds of cars of United States eggs were shipped which would undoubtedly have been Canadian product had the eggs been available in this country.

The export prices received were very high, ranging from a contract price of 33 or 34¢ for early fall shipments to as high as 42¢, and even higher, for later shipments, and the general verdict with respect to the quality of the Canadian product has been very favorable indeed.

The large percentage of the Canadian holdings exported, and the phenomenal home demand for eggs had the effect of reducing the stocks in Canadian storage houses to a point far below the min-

imum usually held toward the latter part of the year. This condition, combined with the slackness of current receipts, owing to the lateness of the pullets of 1916, has had the result of giving Canada unprecedented winter prices this year, as high as a dollar a dozen being asked and paid for guaranteed new-laid eggs on some of the larger Eastern markets.

Conditions with respect to production improved a little during Christmas week and the first week in January of this year, but the continued cold weather since has given production somewhat of a setback. Although mild conditions have prevailed generally throughout the Southern States, their production this year is not nearly as large as last, and the result is that the market generally in Canada continues firm, with the possible exception of British Columbia, where receipts of California eggs have brought the price down to about 45¢.

Outlook for 1917

Naturally, following such a season and the fact that the export demand still continues, the outlook for 1917 is particularly favorable. Of course, the continuation of high prices is more or less contingent upon the conclusion of the war but, even so, it is not expected that in the matter of live stock and live stock products any serious reaction will occur and any falling off occurring in prices will probably be gradual.

Canada has the market but is short on the supply. The subsequent development of the poultry industry in this country largely depends upon the reputation established now on the export market. While there is no doubt need for improvement in the quality and in the uniformity of the product going forward, the great need is for the production of such a quantity of the quality desired, that Canada's place on the British market will be assured. We have every reason to believe that the necessary safeguards with regard to the quality of the product going forward will be perfected this year. Our future market is assured, therefore, if we will but increase our production to the extent necessary to hold that market. Canada's liabilities are not going to be met by the production of a minimum amount sold at a maximum price but rather by the production of the maximum sold at a remunerative price; in other words, the development of a volume of business. The great need, therefore, is for increased production during 1917.

The present prospects with respect to the accomplishment of this end are not the best, however. While undoubtedly the unloading of large quantities of poultry on the market last year owing to the scarcity of feed and other causes

has resulted in a cleaning out and cleaning up of poultry flocks generally throughout the country that will ultimately be a blessing in disguise, yet the fact remains that there is not in the country to-day the number of laying stock that there was one year ago. It is out of the question, of course, to attempt to increase the poultry population of this country very materially between now and the season of high production. However, if every farmer and poultry producer will but exert himself or herself to get the highest possible production from what poultry they have, the shortage in the actual number of birds kept may be overcome to some extent and the Canadian trade may therefore indicate to the British importers that Canada will this year be able to supply as much at least to the Motherland as she did during 1916. Further, if those who have charge of the poultry use the same acumen, judgment and good management in the selection of their breeding stock this spring, the keeping of their poultry houses free of lice and mites and the providing of clean and sanitary quarters for their stock as they did in the culling from their flocks, the mongrel, nondescript and aged stock last fall, production throughout the spring and summer season may even be increased over that of last year.

Now is the time, therefore, to lay the foundation for greater and bigger developments for 1918 and 1919. Generally speaking, throughout the country there is a better sentiment prevailing on the part of farmers generally with respect to the poultry business than ever before, and, with the high prices prevailing for both eggs and poultry, there is reason to believe that there will be this year a much larger distribution of purebred, day-old chicks and eggs for hatching than ever before.

Canada has all the requisites for the production of a quantity far in excess of her own requirements, and with her favorable climatic conditions can, with proper care and attention, produce quality equal to the best in the world. Only the fringe of production possibilities has been touched up to the present. The Western Provinces, with their volumes of cheap feed, are the natural home for the Canadian hen. The bulk of the surplus at the present time comes from the provinces of Ontario and Prince Edward Island. Nova Scotia, New Brunswick, and Quebec do not produce sufficient for their own requirements. They must do more; and will. It remains principally for Ontario, Prince Edward Island and the Western Provinces of Manitoba, Saskatchewan and Alberta to demonstrate to Canada and the Empire as a whole what they can do in this connection.

(Continued on page 29.)

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY, Limited

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H. T. HUNTER - - - Vice-President
H. V. TYRRELL - - - General Manager

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Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

Vol. XXXI. TORONTO, FEBRUARY 2, 1917 No. 5

A BELFAST despatch says that Ireland is in an exceedingly prosperous condition. We are glad to hear it. It will be a new experience for Ireland.

* * *

THE HAMILTON Board of Trade has joined the ranks of those who favor the removal of the bar against the sale of margarine. It is an encouraging sign to see so many Boards of Trade and associations of business men coming out flat-footed against an unwarranted exclusion of any wholesome food product.

* * *

FRANCE is shortly to pass a regulation whereby restaurants will be obliged to serve only two dishes at each meal. Britons are eating their two course meals and saying nothing. In Canada our menu is limited only by our pocket-book and our appetite, yet we are making the welkin ring with our sorrows over the high cost of living.

* * *

NO WHISKEY has been made in West Virginia since 1914 when prohibition went into effect, but there are still 825,139 gallons in bonded warehouses in the state. Reminds us of the story of the Virginia Colonel who was accosted by a friend. "How ah you feelin' this mahning, Colonel?" "Rotten, Suh, rotten. How should a gentleman feel in the mahning?"

* * *

TORONTO produce men have addressed a petition to the Minister of Trade and Commerce asking that an embargo be placed upon the export of Potatoes as the only means of keeping the price within bounds. This petition was signed by all the Toronto produce men. Can these be the same men, we wonder, that

were so vividly pictured by the Toronto press as pushing carload after carload of potatoes out into the cold to freeze that these prices might be kept high?

* * *

THE London Trades and Labor Council, it is announced, are going to start a campaign against ice cream on the ground that it yearly consumes hundreds of thousands of gallons of products that might be better used in helping to keep down the price of butter and cheese. All very true no doubt, but we surmise that the council is barking up a rather tall tree, and that its lonely voice is rather apt to be drowned by the sibilant murmur of thousands of 'Arrys and 'Arriets munching their Summer ice cream.

* * *

BOSTON Brokers are asking \$1.85 to \$1.90 per bushel for potatoes. This high price is due to the car shortage and the fact that about half the arrivals are being shipped south for seed purposes. New York is selling potatoes at \$6.00 to \$6.25 per 180 pound bag. Considering these prices ought to be sufficient to convince some of the agitators that Canadian potato prices are not so outrageous as they have urged themselves to believe.

* * *

A CARGO of 15,000 kegs of Spanish grapes has been condemned in New York and the steamship company ordered to take these goods to Sea and dump them overboard. The value of this item of the cargo is set at \$50,000. Had such a thing happened in Canada the daily press would have pointed it out with shrieks of horror, as another example of how the wholesaler would destroy goods in order to keep up the price of the few kegs he had on hand.

CANADA'S GROWING TRADE

CANADA'S trade seems to be in an unquestionably satisfactory condition to judge from Government statistics. A comparative survey of the year's business is very flattering to the average Canadian's esteem. The trade of the country for the twelve months ending December, 1916, shows a total that almost doubles the business of the two preceding years. The total trade of 1916 amounted to \$2,112,994,931; in 1915 the amount was \$1,253,649,784; and in 1914 \$1,062,118,179. It is pardonable to feel a glow of pride in this performance.

A DANGEROUS SELLING PRACTICE

SOME Toronto dealers are adopting rather questionable methods in getting a profit on Charcoal. Some little time ago the price was raised from 8 to 10 cents to the retailer, an increase which, of course, necessitated an increase in the retail price. Some dealers continued to sell at the same profit getting 12 cents a bag for the charcoal, others sold at two for 25 cents. The ones mentioned sold the goods at 13

cents claiming that 12 cents was the regular figure and that the extra cent was a war tax. The public has become so used to the war tax idea that doubtless this scheme worked very well. The fact of the matter is, however, that there is no war tax on this article and that the extra cent was obtained by misrepresentation. There is no objection to the retailer charging 13 cents a bag for charcoal where he so desires, but to claim that any part of this charge is due to the imposition of a war tax comes very close to fraud.

THE INTERESTS OR THE MASSES?

WHY is it that the Dairy and Cattle Breeding Interests are so uniform in their opposition to Margarine? There is some talk of it spoiling the high standard of Canadian butter. Such standards could scarcely be lowered, save by the interests, who are fighting so hard now to maintain a standard by the simple method of excluding competitive commodities. On the other hand it may be urged that there is a popular appeal for the introduction of margarine; that there is a demand that will be ready to meet it should the ban be removed, and this demand comes from people who can ill afford to pay fifty and sixty cents a pounds for butter. There has been much crying about monopolies. Here is a monopoly that is standing, bare-faced ready for recognition. To lower the price of butter to them appears a disaster, as the curtailment of excess profit always appears to the interested party. There are a few people who might suffer in the curtailment of these excess profits, there are the many who do actually suffer from the curtailment of necessities of life. Which appeal is the stronger?

THE WISDOM OF THE FOOLISH

THE Toronto Star in a recent editorial continues its campaign of vituperation against the Cold Storage plants. In the course of this editorial appear some marvelous statements: "Those who keep food in cold storage can have waste without loss to themselves." "If a hundred thousand eggs were to go to waste in cold storage it would impose no loss on the owners." Truly a curious state of affairs and one not readily comprehended by anyone not gifted with the devious mental processes of this Editorial writer. Eggs even at their most plentiful season could hardly be bought under an average price of 20 cents. A hundred thousand eggs would cost approximately \$1,660. To the mind of the imaginative writer referred to, the loss of such a sum may appear as nothing. It would, however, entail the selling of a hundred thousand eggs at 40 cents a dozen merely to cover the loss. To what purpose this waste, when the first hundred thousand supposedly wasted with malice aforethought, might even at the modest price of 30 cents show a handsome profit?

It seems that this interesting romancer will have to seek for more stable ground on which to base his allegations.

What particular purpose is gained by this system of misrepresentation and misstatement? The Toronto Medical Health Officer, made one enquiry into the holdings of food in cold storage, due probably to the public feeling stirred up by the Toronto press. Dr. Hastings reported that there were no unjustifiable holdings. A second investigation was demanded, and the Toronto Star among others promised that Dr. Hastings would have some startling things to say. This report has now been made public and the startling things promised simmer down to a statement that the food wastage is not abnormal.

The Star Editor, happily removed from the trying realms of business, has an innocent belief that 100 per cent. of everything bought by the wholesaler could reach the consumer but for the machinations of the trade. He is blissfully ignorant of the enormous element of wastage in packing, of the losses and depreciation in transit, of the other possibilities of loss that no human ingenuity has been able to guard against. What purpose is served by attempting to disturb public confidence at the instance of a half baked suspicion? What useful purpose is served by trumpeting one's ignorance from the housetops?

CANADA'S GRAIN CROP AND THE HIGH COST OF LIVING

SOME very interesting figures have recently been issued by the Census and Statistics Department of the Dominion Government. These figures give the latest corrected returns of the Canadian grain crops. The comparison of this and the preceding year is still another indication of the reason for the constantly increasing price of foods. A glimpse at these figures might be both interesting and instructive:

Crop	Bushels, 1915	Value	Bushels, 1916	Value
Wheat	426,746,600	\$352,359,400	220,367,000	\$289,374,000
Oats	523,684,400	177,727,700	351,174,000	187,759,000
Barley	60,699,100	29,709,700	41,318,000	34,010,000
Rye			2,896,400	3,205,800
Flaxseed			7,122,300	14,581,300

This has meant prosperity for the farmer. His crops may have been lighter but they brought him more money. Consider these average prices of this and last year: Wheat, \$1.31 against 83 cents. Oats, 53 cents against 34 cents. Barley, 82 cents, against 49 cents. Rye, \$1.11 against 79 cents. Flaxseed, \$2.05 against \$1.50.

Be it noted that we have a crop yield of about one-half with a selling value only slightly less than that for the full yield. There is a wide margin of difference. This the consumer must pay, for paying is the consumer's special privilege. And this, all the arguments relative to food combines to the contrary, is the primary reason for the high cost of living.

Accounting for Retail Merchants---V.

Answer to Merchant Who Asks "Is it Adaptable to My Business?"—How to Open the Ledger—Do not Hurry—The System Will "Carry on" if Instructions Are Followed.

By Henry Johnson, Jr.

THERE are some attentive merchants ("marchand" in French) in the French-Canadian Province of Quebec as may be gathered from this letter: Arthur A. St-Arnaud Manufacturer et Marchand.

Ste-Genevieve de Batiscan, Que., Jan. 8, 1917.

Henry Johnson, Jr.,
Care the Canadian Grocer, Toronto.

Dear Sir:—

Re "Bookkeeping for 1917." I would be much pleased to receive the following information:

(1) Is your simple system adaptable for a general store in the country, doing relatively small business but in the general lines with few specialties, and in connection with a small manufacturing plant for the wholesalers, and plumbing and tinshop?

(2) I do not quite understand when you say: "When you have them sorted, paste them into the blotter." What is that blotter? Do you mean a large book in which to paste all the slips of the day? We are making lots of small charges, sometimes without amounts because we are waiting invoices before making the prices. What is the blotter book?

(3) We have charges for store, for different specialties, and for manufacture, wholesale and retail.

(4) I have tried many styles of book-keeping, without good result. I have returned to old system; journal-ledger for store and separate files for wholesale, but have no details to know what I do with each special line or manufacture, unless taking a very big trouble, because my business is not large enough to follow any large system of book-keeping. I understand that you may be of good help to me because I would like to know, and it is a good thing in case of fire loss, etc.

(5) Hoping that you will give me information so I can prepare to open new books immediately after my inventory, I remain, yours truly,

Arthur A. St-Arnaud

Adaptable to Any Business

I answer the questions in their order:

(1) Yes. Refer to debit page of Journal, published last week. Barn and Wages column can be run for a month. Then you can insert tinshop and plumbing, and run those for a month; while the Sundries column is a catch-all for such items are are not specially segre-

gated into columns. And now note those two (Black) columns on the credit page. Tinshop and plumbing being revenue accounts, you will run them into those two columns steadily, seeing you are in that business; just as you now run Mdse steadily in a credit column.

But, in the case of one who is not only a merchant but a manufacturer, it would be better to have a Journal of eight columns, or ten, perhaps even twelve; though I should think that ten would be ample for all purposes. Then not only tinshop and plumbing, but barn, wages and two specialties could be run steadily; the specialties being changed from time to time as seasons change or other conditions make them comparatively active or dormant.

I suggest you all wait and see the system fully developed. Then questions can be handled profitably for both sides.

(2) The "blotter" I described is an ordinary counter-back for pencil entries—old style, costing 15c to 25c each, usually. But any old book will do, so long as it will go into your safe. The slips to go into it are charges and credits to your business accounts only—nothing to do with charges or credits on customers' accounts.

(3) Such charges are to be handled by any system you have in use, as I have indicated already. Amounts can be filled in or left blank for later filling, just as you do now. Only point here is to keep your live slips safely—meaning charges unpaid; agreements with employees; and such like. I'll cover all that later on.

(4) Precisely. It is because my system enables you to keep detailed account of your various sources of revenue and accurate tab on your outgo without putting all your time into book-keeping that it is suitable more especially for the small man than the biggest merchants; though equally adaptable to the biggest, with suitable modifications of detail.

(5) As I said: Do not hurry. You can "catch-up" all right after you have the entire outline before you. You are keeping your cash regularly; you have your check-book; you keep your cash-balances daily; and you are pasting up your Petty Vouchers. A little extra work for a few days will enable you to get all this into your Journal and thence to your ledger when you know how to do it.

Opening the Ledger

By this time even those of you who have been delayed by various causes will have your figures of inventory completed and ready for 1917. So let us tabulate them ready for the ledger-opening. Either get two large sheets ruled with a number of columns; or make such sheets out of any kind of paper—good, clean wrapping paper is as goods as any other kind. One sheet is for debit items; the other for credit items.

Refer now to my opening article. See the "cardinal", or "principal", or "controlling" accounts given for the various pages of the ledger, and note what you have to enter; all items being as of the day after you have taken inventory.

You have a debit to cash; the amount of cash-on-hand. That goes onto your debit sheet at \$786.45, as indicated last week.

You have a debit to Mdse, made up this way: The total of your inventory of stock on hand less unpaid invoices against it; and the total of the net valuation you have placed on your accounts outstanding. Let us say that the stock amounts to \$3900 after all the "juice" has been squeezed out; and that your file of unpaid invoices foots up \$860. Let us say that your net valuation of customers' accounts is \$1426.30. You will make debit entries to Mdse as follows:

To stock	\$3,900.00	
Less invoices unpaid	860.00	
		-3,040.00

To accounts outstand- ing	\$1,426.30	
Less 10%	142.63	1,273.67
		\$4,313.67

No entry to interest and discount, nor to expense, nor to your personal account. Say you do not own your building, so no entry to building, nor to wages.

You have a debit to barn of delivery equipment—horses, harness, wagons and autos—say, conservatively, \$750. Put that in like this:

To equipment	\$750.00	
Less 20%	150.00	600.00

Bills payable comes in for a credit—on the other sheet, mind—of what you owe the bank, \$1000.

No entry to bills receivable, nor to advertising.

Say your store equipment is estimated to be worth \$800 on a conservative basis. Enter debit, in furniture and fixtures, as you did barn, \$800, less 10 per cent. \$720.00 net.

Nothing to loss and gain; and nothing to savings or surplus. I take it as a pretty safe bet that few of you have either savings or surplus; but I hope to help a lot of you remedy that condition before 1917 passes into history:

We have capital left. That is the big balancing account.

Take all the debits you have on your sheets and foot them up, as follows:

Cash	\$ 786.45
Mdse	4,311.67
Barn	600.00
F & F	720.00
	\$6,420.12

The only credit that appears is the \$1,000 bills payable, so take that out and you will have \$5,420.12. Put a

credit to capital of \$5,420.12 and then your debits and credits will balance. So you are ready to open the ledger.

The sheets you have used are trial balances—to insure correctness of entries before they are made in your books. The next step is to make those entries just as they now appear on your sheets, in just the detail indicated, in your ledger in the various accounts. Then you are ready to post from your Journal. I shall give you further details of that in my next paper.

Thoughts on Sugar and the Sugar Beet

The Importance of Sugar in the Grocery Trade and the General Sources of the Continent's Supply—The Growth of the Beet Sugar Industry—The Discovery and Growth of a Great Industry—How the Beet Becomes Sugar—Canada's Beet Sugar Business.

SUGAR is one of the four commodities that are together said to represent one third of the total purchases of the grocery store. It therefore represents one twelfth of the public's buying in food. United States food experts claim that every person of their hundred millions consumes annually 90 pounds of sugar and pay annually for that commodity the not too modest sum of \$720,000,000. Where does this immense element of trade come from? Of the four and a half million tons of sugar annually consumed in the United States about 20 per cent. is produced and manufactured in the United States. Of the balance about 55 per cent. is the product of Cuba, while the islands of Porto Rico, Hawaii and the Philippines produce another 25 per cent. While these figures are for the United States alone they represent very fairly the conditions in Canada where the United States is the governing market. Prior to the war there was a considerable import of German sugar, but the Island of Cuba has always been the main source of supply.

A campaign is being started in the United States to urge that this great item of trade should be kept at home. As cane growing is only possible in one or two of the Southern states notably in Louisiana, the campaign is a campaign in favor of beet sugar. It is claimed that sugar beets can be grown successfully in practically all parts of the United States, as this is almost equally true of Canada, where sugar beet growing has already gained a considerable hold, a little sketch of the character and growth of the industry might be of interest.

Discovery of the Sugar Beet

The fact that the wild beet growing along the shores of the Mediterranean contained sugar remained a secret to the world till in 1747 a wandering German chemist, Andreas S. Margraff stumbled on the fact that was to revolutionize the sugar industry of the world. For a considerable number of years this interesting discovery was not considered of any commercial importance. In 1801, however, Carl Achard who had been a pupil under Margraff built a factory to commercialize the discovery. This venture did not prove a success and it was not until 1830 that the process of manufacture was so improved as to give any likelihood of commercial success. In that year factories sprang up in both Germany and France. Since that time the beet sugar industry has become one of the important items of European trade. At the time of the outbreak of the war the 400 beet sugar factories in Germany were annually turning out 2,855,000 tons, Russia 2,325,000 and Austria-Hungary 1,679,000.

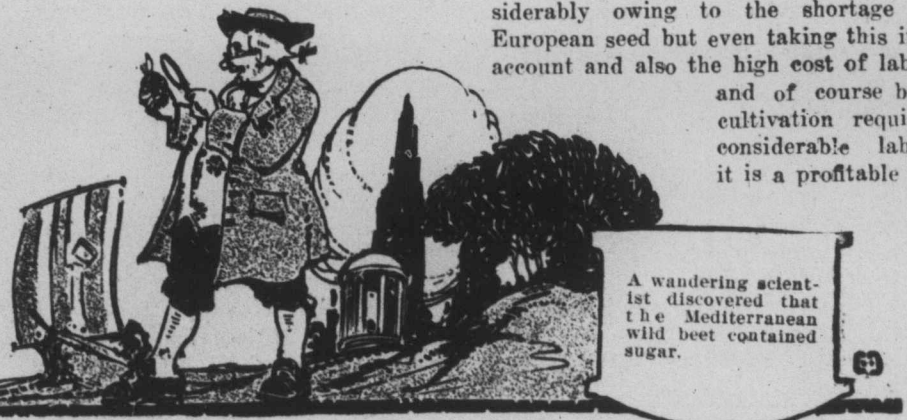
Seven Million Tons of Sugar Beets

On this continent the beet sugar in-

dustry while already assuming large proportions is yet in its infancy. The United States as has been stated grows less than one quarter of the amount consumed within the country and a fair percentage of this cane sugar. Nevertheless the industry is making enormous strides. This year for instance 70,000 farmers of the United States planted each 10 acres, each acre of which is expected to average 10 tons. Seven million tons of sugar beets is a very respectable crop. What about the cost and method of production? It is estimated that a factory that can handle 100 tons of beets a day will cost roughly \$100,000. Not that these factories as a rule handle only this amount, the factory at Spreckles, California, said to be the largest in the world, handles 3,000 tons a day. The standard sugar beet is supposed to contain 14 per cent. of sugar and to be 80 per cent. pure, in other words free from mineral substance.

A Profitable Business

In the United States the average contract for sugar beets has been \$6.00 a ton. It costs upwards of \$2.00 an acre for seed, an item that has increased considerably owing to the shortage of European seed but even taking this into account and also the high cost of labor, and of course beet cultivation requires considerable labor. It is a profitable in-



A wandering scientist discovered that the Mediterranean wild beet contained sugar.

vestment for the farmer. In Canada beet growers have combined to increase the price of the raw beets raising the price from \$5.50 a ton to \$7.00 a ton.

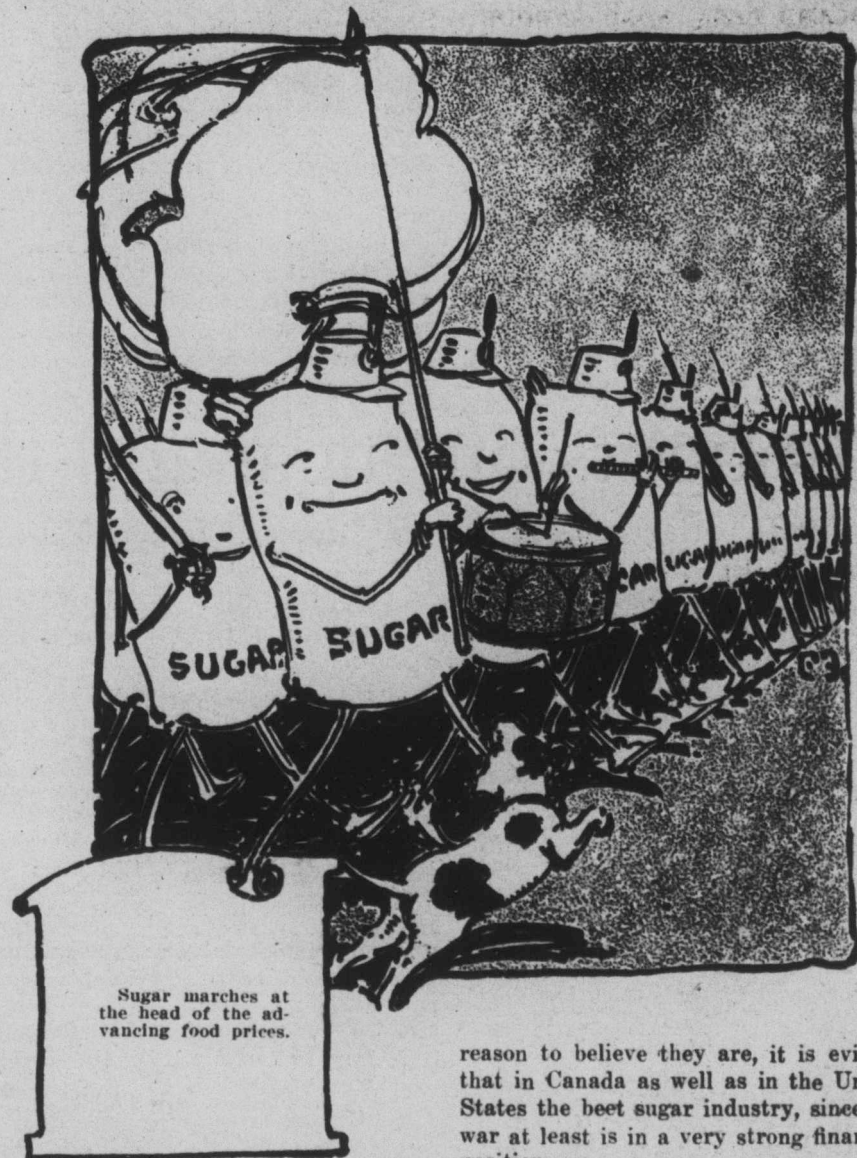
A word on the method of growth and manufacture of beet sugar. The sugar beet is white in color and is tapered in form like a huge carrot. The round seed from which it grows is really an envelope containing many smaller seeds, thus the sugar beet grows in little clumps which are thinned out as they advance in growth the average stand is about 39,200 plants to the acre. When the harvest season arrives the beets are loosened by plowing under their roots after which they are pulled by hand and their tops cut off with a heavy knife. These tops form a valuable by-product as it forms the very best of stock food. When the beets reach the factory they are carried to a machine called the slicer and cut into thin ribbons which are known as "cossettes". These "cossettes" are steeped in hot water which removes the sugar which is later extracted by evaporation. The whole process is one of extreme simplicity, it taking about 24 hours to turn the raw product into the finished article. A ton of sugar beets will make approximately one fifth of a ton of sugar. As to the item of quality it is largely a matter of opinions. There are two of these that of the manufacturers of cane sugar who consider the beet sugar an inferior article and that of the beet sugar manufacturers who consider it quite the equal of the cane produce. The reader is at perfect liberty to choose his view point. Of course these are the happy days for the beet sugar manufacturer. The menace of European competition which has been the bane of the industry in this country from its inception is for the time being removed, and while this condition continues the manufacture of beet sugar is a profitable investment. It is to be remembered however, that the manufacturing plant is an expensive item and that this plant is only in operation for some three months of the year during the beet root season, and consequently there are a nine months of idleness to be chalked against the profits.

The Canadian Beet Sugar Industry

Some facts relative to the Canadian beet sugar industry might be of interest in this connection. When the beet sugar industry was first started in Canada it was bonused by the Ontario Government so much per pound and by the Federal government by the admission of machinery duty free. At this time these measures may have been considered necessary as sugar was then selling at the lowest price in the history of the trade, less than half of what it

has been since the beginning of the war.

Following the outbreak of the war the federal government increased the import duty on sugar. This in conjunction with the higher prices due to the curtailment of European supplies materially increased the prices of sugar in Canada. This of course favored the beet root sugar manufacturers whose increased costs were merely nominal. One authority on sugar points out that even the increase of the raw material from \$5.50 to \$7.00 entailed an increase of less than 10 cents per hundred pounds in the cost of the granulated sugar. This authority further states that "\$7.00 a ton for beets that will grade 15 per cent. and produce 12 per cent. granulated sugar (the 3 per cent. being lost in the solids which yet form a valuable by-product) would be 2-9 of 10¢ per pound. The cost of manufacture is not more than 1 cent per pound which enables the Canadian beet factories to produce beets at less than 4 cents a pound." If these statements are even approximately correct as we have every



reason to believe they are, it is evident that in Canada as well as in the United States the beet sugar industry, since the war at least is in a very strong financial position.

PROMINENT WHOLESALER DIES SUDDENLY

James Beveridge who for nearly a quarter of a century has been a resident of British Columbia and prominently connected with the Provinces' business life, died suddenly in San Francisco of pneumonia while on a pleasure trip. Mr. Beveridge was for many years head of the William Braid and Co., tea and coffee importers of Vancouver. His sudden death will be a great blow to his many friends not only in British Columbia but throughout the entire West.

PASSOVER BREAD ADMITTED DUTY FREE

An Order in Council dated January 17th, 1917, provides for the free admission of Passover Bread and Matzo providing that the same be entered at the Custom House between March 1st, 1917 and April 6th inclusive, for use during the Passover season.

MEDLAND BROS. HOLD BANQUET.

The regular annual banquet to their travelling staff was given by Medland Bros., Limited, wholesale grocers, on Friday evening, January 26, in the blue room of the Hotel Carls-Rite, Toronto. After stern justice had been meted out to the dinner the entertainment consisted of short talks given by members of the staff, embracing special subjects previously allotted to each man according to his known ability along the special lines discussed. The art of salesmanship was thus presented in such a way as to be highly beneficial. Special addresses were made by E. Harwood, auditor, and George Sloan, secretary-treasurer of the firm. A short summary of the several subjects was made by J. H. Bond, sales manager. Interspersed with the speeches were suitable songs, instrumentals and vocal numbers by Jules Brazil and H. C. McMordie. A profitable and enjoyable evening was spent by the staff. The banquet was concluded by the singing of "Auld Lang Syne." Those present were: W. Kindree, D. A. Sinclair, R. W. Dieken, T. A. Lloyd, S. H. Dallimore, W. A. Yule, F. A. Bone, A. G. Hill, P. Coleman, S. H. Crighton, who are the city representatives of the company; A. Glanville, North Shore representative; J. H. Burton, Northern Ontario representative; L. E. Morden, Niagara Peninsula representative; W. A. Madden and George Sanderson, Ontario representatives; George Sloan, secretary-treasurer; J. H. Bond, sales manager; E. Harwood, auditor, H. C. McMordie, accountant; J. H. Barker, salesroom; J. Duncan and A. Maurice, shippers.

LARGE CUBAN SUGAR CROP WILL EFFECT PRICE

Advices received by the Cuban Consul at St. John indicate that the 1917 sugar crop of that island will be the largest in the history of the island. Since Cuba and the other West India islands are now the chief source of supply, this is likely to have a material effect on prices during the year, this tendency already being shown in several reductions. Since German sugar has been eliminated from the world market by the war, the West Indies have become an even more important source of supply than before, and crop conditions there are an important factor in determining prices.

The estimates received so far indicate that the 1917 crop will total about 3,647,000 tons of 2,240 pounds. Last year the production was 3,000,274 tons, and that was more than double the output of ten years ago. The war has given the sugar industry a great impetus in the West Indies, and as German sugar will be under restrictions even after the war

is over, the growth is expected to be steady. Not more than one-third of the island is under cultivation, so there is ample room for the growth of production.

The increased crop which is anticipated this year is not expected to result in any very sensational reductions, as the market, which must be supplied, is still larger than the possible output, and this will continue to have the effect of keeping prices up.

There are at present 201 plantations producing sugar in Cuba. The greater part of the product is handled through Mantanzas, from which port 4,000,000

ADVANCES IN BAKING POWDER MATERIALS

A manufacturer of baking powder was discussing with a CANADIAN GROCER representative the other day the advances in various lines of foodstuffs.

"Just a minute," he said, "let me tell you something about baking powder: About a year ago soda cost us laid down in Canada \$1.35 per hundred pounds, this by the carload. To-day the price is \$2.35.

"A year ago sulphate was around \$5 to \$5.10 per hundred weight in the United States. To-day the price is \$6.75. The duty to-day is therefore 32½¢ on \$6.75, whereas a year ago it was 32½¢ on \$5.00.

"Ground starch in 1916 was around 3¾¢ per pound, whereas to-day the price is 5¢ in Canada.

"A year ago tin cans had shown about 25% advance over previous years. To-day we are paying 100% over cost of a year ago.

"Corrugated paper boxes of a certain size for shipping purposes cost us around \$77 per thousand last year, whereas to-day they are \$1.34. The increase here is almost 50%.

"From these figures you will see the difficulty we are up against in the manufacture of baking powder."

bags were shipped last year. Cienfuegos shipped almost the same quantity, while only a quarter of that amount passed through Havana.

ALL ONIONS LIKELY TO ADVANCE

Indications point to a strong increase in Spanish onion market. The supply of these goods is far exceeded by the demand and consequently prices are very firm. All shipments to New York are reported as overdue, and bought up almost before arrival. Other varieties of onions are also reported to be sharing the upward tendency.

REVIEW OF THE EGG MARKET

(Continued from page 23.)

tion in this great hour of trade expansion.

According to the last census, Canada had some 29,000,000 hens; a few more, in fact, than the single state of Iowa. There may be possibly forty to fifty million hens in Canada at the present time. In order to meet our obligations and live up to our opportunities in the matter, the slogan of every poultryman should be,—"150,000,000 hens for Canada in two years." How can it be done? Is it not possible in this country to create in the minds of producers generally the steadfast impression and belief that this development is going to be brought about, and to enlist the active services of every breeder and distributor of purebred poultry in a great big national production campaign?

Clearly, the opportunity lies before us. The task which Canada has set before her and which must be met, if from no other than economic reasons alone, demands the steadfast attention of statesmen and laymen alike. We must keep the home fires burning not only for the present, but in the days of adversity which are apt to come following the war. Agriculture is Canada's basic industry. Her own local demands are relatively small. She must find her place in the markets of the world. Even among her allies will be found some of her keenest competitors with respect to certain of her national crops, but in the production of live stock and live stock products, of which poultry is taking an increasingly important part every year, we have in Canada, assets in our herds and flocks of purebred stock and in the higher civilization of our people, that which, if properly applied and developed in the most progressive, businesslike manner possible, will insure Canada and Canadians that prosperity which we hope and believe is the natural heritage of this fair Dominion.

FLORIDA CELERY MOVING

The Florida Celery deal is opening and these goods will shortly be on the Canadian market. The stock now moving is from the Manatee section. Florida oranges and Tangerines are showing a slight weakness in the primary markets but grape fruit on account of the light receipts is showing a slightly upward tendency.

Cabbage continues to be high in price. New cabbage is moving from New Orleans and is selling at \$5.00 to \$5.25 per hundred pounds in New York. Florida is also moving new cabbage in hampers.



CURRENT NEWS OF WEEK

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



Maritime Provinces

R. T. Craig & Co., grocers, Truro, Nova Scotia, have dissolved partnership.

Reuben Bruhm, Blockhouse, Nova Scotia, have sold to Blockhouse Trading Company.

Jas. Morrow & Son, Annapolis Royal, Nova Scotia, have dissolved partnership in their grocery business.

The Retail Merchants' Association of St. John have decided to hold a Dollar Day sale on February 22, and strong committees have been appointed to arrange the details and to stimulate general interest in the event.

Quebec

G. H. Larocque, Montreal, has sold his grocery stock.

G. Soudeyns, Montreal, has sold his grocery and dry goods stock.

S. L. Desaulniers, Montreal, has sold the stock of his grocery store.

Lecavalier Dame Florentine Co., Montreal, builder and grocer, is selling his grocery stock.

F. Rivet, of Joliet, Que., visited Montreal this week on business in Bon Secours Market and with city wholesalers.

W. A. Cameron, of Mitchell, Ontario, was a visitor in Montreal this week calling on friends in business circles of the city.

W. H. Hendrix, representing the Henningsen Produce Co., of Portland, Oregon, U.S.A., spent the week in Montreal.

W. R. Spooner, wholesale fish dealer, Montreal, is elected as one of the Montreal directors of the Canadian Fisheries Association.

George Powers of the J. C. Whitney Co., importers of Japan and China teas in the United States, is visiting Montreal this week.

H. Monet, of Mont Rolland, Que., was a visitor to Bon Secours Market, Montreal, this week, making fruit and vegetable purchases.

Mr. Plourde of the Joseph Dufresne Co., Wholesale grocers and biscuit manufacturers, Joliet Quebec was in Montreal this week.

A. Pellerin, merchant of St. Agathe, Que., was in Montreal during the week, and visited Bon Secours Market on fruit and vegetable business.

W. C. Omand the flour exporter of Toronto, visited Montreal this week, and spent a couple of days in the city amongst business acquaintances.

Mr. Armand Chaput of Chaput Fils et Cie, Montreal, has been slightly indisposed this week and confined to house, but is expected back before the week end.

H. A. Letourneau, Montreal, has been elected as one of the Montreal directors of the Canadian Fisheries Association which met in the Windsor Hotel, Montreal this week.

The grocery store of P. C. Paquin, at 1141 Isabeau Street, Bordeau-Ahuntsic, Montreal, was badly damaged by fire on January 29th, the apartments above being also burned.

P. Kearney of Kearney Bros., Montreal has returned to the city after his first holiday spent in the Adirondacks since the illness from which he is making such a good recovery.

W. H. Halford, manager of the Montreal offices of Furuya Nishimura & Co., importers of Japan and China teas, has been confined to his house for a day or so this week owing to a passing indisposition.

J. A. Paulhas, prominent in publicity work for the benefit of the Canadian fish industries, has been appointed to the Board of Directors of the Canadian Fisheries Association at their meeting this week in Montreal.

W. W. Hutchison vice-president of the Lake of the Woods Milling Company has arrived safely from Great Britain, and was expected back in his office at Montreal this week. He has been absent for some few weeks in the Old Country.

The election by acclamation of Zepherin Hebert, president of Hudon Hebert et Cie, wholesale grocers, to the presidency of the Montreal Board of Trade is a source of great satisfaction to all who know the genial personality and public spirit of Mr. Hebert, whose most recent field of energetic goodwill has been in connection with the Bonne Entente between Quebec and Ontario.

Ontario

F. D. Brunet, Moose Creek, is selling out.

E. A. Ashbury, Frome, has sold to W. Stoner.

Somers Bros., Toronto, have discontinued their grocery business.

W. E. Lister, Welland, grocer, has sold out to J. P. Campbell.

Eliz. Jamieson, grocer, Hamilton, has sold to Chas. Jamieson.

Gideon Lipert, Tavistock, has sold his grocery store to Geo. McKay.

R. H. Williams, Coatsworth Station, has been succeeded by R. E. Clarkson.

C. Pitcher & Co., Toronto, grocers, have dissolved. C. S. Pitcher continues.

Robinson & Shelley, Toronto, have sold their grocery business to W. M. Shortt.

W. Stoner, St. Thomas, has purchased the general store of G. A. Ashbury at Frome.

The Pure Milk Co. have recently been incorporated at Hamilton, with capital of \$400,000.

W. W. Logan & Co., general merchant, Parkhill, has disposed of his boot and shoe stock.

T. H. Estabrooks, president T. H. Estabrooks Co., Limited, St. John, N.B., was in Toronto this week.

Fire visited the Simpson Grocery Store, 734 Yonge St., Toronto, Jan. 26. The damage was about \$300.

Corp. Howard Vair, son of W. Vair, of Vair & Balkwell, St. Thomas, who has been in a hospital at Leeds, convalescing after being wounded in France, has been transferred to the hospital at Epsom.

O. S. Matchett of Goheen & Matchett, grocers, Peterborough, was a visitor at the Toronto office of THE CANADIAN GROCER on Tuesday. He was in Toronto this week a couple of days on business.

A double frame house, which also contained a grocery, operated by Mrs. W. Rutherford, Brockville, Ont., was burned Jan. 28. The blaze started in the grocery from a stove placed too near the woodwork.

H. B. Somers and C. E. Somers, who have been doing business under the firm name of Somers Brothers are retiring from business. This firm has been in the grocery business at 291 King Street West, Toronto, for the past thirty-one years and are well and favorably known throughout the trade.

The bakery of A. M. Ewing, Ashley street, Hamilton, was partly destroyed by a fire which originated from an overheated oven. The blaze started upstairs and as the bakers were working below, it was not discovered until it had made great headway. The machinery in the plant was slightly damaged by water, and a new oven recently installed is completely destroyed.

Western Provinces

H. R. Taylor, Brownlee, Sask., has sold out.

Webb Trading Co., Webb, Sask., has sold out.

E. Cloutier, Regina, has sold his grocery business.

Bonsteel & Santy, Crestwynd, Sask., have dissolved.

C. A. Trapps, Harris, Sask., has sold to Kennedy & Whitlam.

J. H. Miller & Son, Champion, Alberta, have sold out.

Max Naimark, Regina, Sask., is discontinuing his grocery business.

D. J. Kennedy, Unity, Sask., is selling out to McLellan & Hammond.

Kennedy & Whitlam, Harris, Sask., have been succeeded by C. A. Trapp.

Isaac Cohen, North Regina, Sask., grocery and meats, has sold out.

A. M. Robinson, School Lake, Manitoba, has removed to Melville, Sask.

F. W. Showler, Inwood, Manitoba, has been succeeded by David Wood, Teulon.

Nimes & Wilson, Winnipeg, Man., have dissolved; J. P. Wilson continuing.

The Tompkins Supply Co., Tompkins, Sask., has been succeeded by A. Henry & Son.

R. B. Donaldson, Medicine Hat, has reopened his grocery at 901 Ninth Ave. South.

B. Schaysh, Selkirk East, Manitoba, has purchased the stock of the general store of M. Hares.

A. W. Benton, Regina representative of The Dyson Co., was in Winnipeg last week. His wife is a patient at the hospital there.

C. & J. Jones, commission agents, have moved from 214 Carlton Building, Winnipeg, into more commodious premises in the Curry Building.

Watson & Truesdale, manufacturers' agents, Winnipeg, have been appointed agents for Anderson & Miskin, Vancouver, B.C., salmon packers.

The Robt. Gillespie Co., Winnipeg, have appointed the Howe McIntyre Co., 119 Youville Sq., Montreal, agents in Montreal for the Michigan Tea Rusk Co., Holland, Mich.

James Beveridge, head of William Braid & Co., tea and coffee importers, of Vancouver, and recently representing Messrs. A. Schilling & Co., importers and manufacturers, of San Francisco, died at his home in San Francisco.

A stubborn three-hour blaze in the basement of the Jobin-Marren Company's wholesale grocery on Market Street East, Winnipeg, Man., Jan. 28, resulted in smoke damage of \$150,000, according to the president of the firm.

Twenty influential bodies in Winnipeg, including the Retail Merchants' Association, Canadian Manufacturers' Association, the Hudson's Bay Co., and the Northwest Travellers' Association, have signified their intention of favoring the Daylight Saving law in Winnipeg for this year.

The Quaker Oats Co. have leased the plant at Neepawa, Man., formerly operated by the Dow Cereal Milling Co. This

plant has not been in operation for two or three years, and will help the Quaker Oats people to meet their demand just

now. There are rumors that they are endeavoring to get control of the Yorkton Cereal Mill, at Yorkton, Sask.

The Need of a Small Debt Court

The Present Legal Machinery in Many Provinces Favors the Delinquent Debtor—An Interesting Letter Dealing With the Question—Some Cogent Suggestions as to How These Conditions Could be Improved.

THE much mooted discussion of the advisability of a cash or credit system is one of persistent interest. There is little doubt that the credit system under proper care tends to the best interests of the retailer. Unfortunately, however, the inadequacy of the laws regarding small debts in some of our provinces, has been an outstanding danger to the credit merchant. The machinery for collecting these amounts has been so cumbersome that the delinquent has mainly felt safe in the assurance that the matter would never be brought to law, and consequently a premium has been placed on one of the pettiest forms of theft.

The Retail Merchants' Association of Ontario, at the coming session of the legislature are introducing a bill to provide a small debt court for the provinces similar to that now in operation in Manitoba, wherein a small debt may be collected at the expense of 50 cents.

In this connection a letter that has recently reached this office will be of interest. The letter reads as follows:—

"Owing to the fact that our legal machinery for collecting accounts for delinquent debtors is practically useless, a good many of our retail grocers are trying to 'Keep up with the Joneses,' by selling for cash only, because the large departmental stores are doing it with success.

"At the same time these large stores are taking advantage of the credit system in buying their goods which they deny to their customers. They do not require the 30 days' time because they are short of funds, but because it is the convenience they desire and need to check over the goods and put them through their books in the proper manner.

Credit a Convenience to the Housewife

"This same convenience is appreciated by the housewife who orders her daily requirements. She, too, likes to check over her goods when delivered, and arrange her invoices of the monthly supplies.

"This convenience would be gladly granted by the merchants, if it were not for the fact that a small percentage of

their customers cannot be trusted, because they take advantage of the easy way they can escape from paying for them.

"The people desire good service, and they are entitled to it, and ninety per cent. should not be deprived of it because a small number will take advantage of the legal machinery which is inadequate to meet the need.

Making a Credit System Safe

"What the merchants want and have a right to expect is a simple, cheap, collecting system to protect them from this class of people.

"They should not only have a court to decide whether they owe the claims made upon them, but the court should take it in hand to collect it, with the power of the law behind it.

"This is simple and would make the credit system perfectly safe, and restore the confidence necessary for the merchants to give good service to their customers.

How Such a Law Might Be Effective

"A magistrate should be appointed, recommended by the retail merchants, who has had experience in the retail trade, and who understands the retail conditions, who should not only decide whether the parties owe the respective claims, but should also find out when and how they could pay them. He should arrange with them to pay a certain amount every month, and pay it to the court and if he fails to make his appearance at the dates arranged, he should be arrested for contempt of court.

"This would give the magistrate nearly as much power as the magistrate in the police court.

"When a case comes before him, where perhaps a poor weak-minded fellow, who has not sufficient control over his temper, got into a fight, the magistrate sentences him \$5 or 30 days. If he cannot pay he must go to jail.

"I would like to know which one deserves such treatment the most, the poor weak-minded man who got into a fight, or the professed gentleman or lady who deliberately walks into a store and indirectly steals the merchant's goods for his shelves?"

M. MOYER.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

SUGAR declined 10c per hundred during the week and is still in a weak market. Further declines are anticipated in this commodity within the next two months, when production of raw sugar on the Island of Cuba will reach its maximum. Conditions in Cuba continue favorable for a big crop. Flour also recorded a decline of 40c per barrel for Manitoba during the week. Demand for flour is still light. Molasses is in firm market and advances have taken place on all case goods with a strong probability that the bulk molasses will also record an advance in the near future.

Dressed hogs were firmer in price and advances were made effective. Meat products were accordingly in firm market with advances recorded in some lines. Butter and eggs are still in weak tone. Supplies of storage eggs are being rapidly depleted and prices are firmer. Cheese advanced in price owing to the continued heavy export demand. Fish products in many lines recorded advances owing to the increased demand for fish as a food for the armies. Potatoes are still in firm market with higher prices recorded. Seed potatoes from all appearances will be a scarce article in the spring.

Condensed and evaporated milk and prepared coffee have advanced in price. One brand of pickles has also been increased in price. Teas are in a firm market. Coffee stocks being carried are slightly heavier than usual in anticipation of higher prices. Business during the week has continued fairly good. Travelers are experiencing some difficulty in covering their territories owing to the curtailment of the passenger train service.

QUEBEC MARKETS

MONTREAL, Jan. 30.—The advance in canned milk both condensed and evaporated is one of the principal events of the markets in Montreal this week, but potatoes show also an important advance, and there are advances to record in the lines of produce and provisions, eggs being notably scarcer. The cost of the canned milk is enhanced by cost of packing materials, but an actual increase in the cost of milk itself has been recorded in the Montreal district and this is said to be partly due to the high prices of feeds. Flour and sugar relieve the late monotony of price increases by coming down a shade in price, and the market for both of these commodities is very uncertain at present. Molasses stocks grow scarcer. Syrups are firm as ever. There is a hint of higher rice prices, and nuts are in firm market. Coffee is quiet, but tea is very firmly priced at present. Amongst incidental advances noted by one large firm of wholesalers are a ten-cent advance in white sheet gelatine to \$1.00 per lb. and an ad-

vance of seven cents on that delicacy dear to youth—Castor oil which is now quoted at 27 cents a pound. The same firm noted also a shading up in compound lard by ½ cent a pound. The various lines of fruits are finding good steady market with apples only causing some dis-satisfaction as regards quality, and some falling off in demand. Oranges on the other hand are in better quality and better demand. Fish are scarce, and in view of the approach of Lent this scarcity is likely to cause market difficulty. On every hand are heard complaints regarding the tremendous difficulties besetting business through the shortage of coal, and the scarcity of railroad cars as well as of ship-space. Transportation trouble is declared to be the principle cause of flour market feebleness at present, and curiously enough the same reason is given for firmness in lines of imported goods. Whichever way the matter of transportation affects the markets it is causing considerable trouble all round.

Sugar Experiences Another Decline

Montreal

SUGAR.—Once again sugar has registered a decline. The prices quoted last week went down by ten cents on Saturday last at 11 a.m. There is no special reason for the reduction except it be the effect of the rather widely current idea that immense crops of raw sugar are to be harvested this season in Cuba. As a matter of fact there are rather fewer centrals operating now than were operating at this time last year, and the actual production is behind the records of this period last year. There are big crops of cane, but much may happen before all is harvested, and with transportation affairs so congested there are chances of an actual passing shortage of raw sugar for refinery needs in Montreal in spite of the so called bumper crop. This makes sugar predictions vague and uncertain, and re-emphasises the advisability of hand to mouth buying to meet requirements of the retail trade.

	100 lbs.
Atlantic, St. Lawrence and Canada Sugar Companies, extra granulated sugars	7 30
Acadia Sugar Refinery, extra granulated	7 20
Wallaceburg sugar	7 20
Special icing, barrels	7 30
Yellow, No. 1	6 90
Powdered, barrels	7 40
Paris lumps, barrels	7 90
Crystal diamonds, barrels	7 90
Assorted tea cubes, boxes	7 90
For 50-lb. and 25-lb. bags add 10c per 100 lbs.; for 30-lb. bags add 15c per 100 lbs.; for 10-lb. bags add 25c per 100 lbs.; for 5-lb. cartons add 25c per 100 lbs. and yellow sugar may be had in barrels at 5c over above prices. Fancy sugars make a corresponding increase when put up in small packages.	

Canned Milk and Creams Have Gone Up

Montreal

CANNED GOODS.—Nothing more uneventful in market circumstances could well be imagined than the condition as regards canned goods at present in all the lines of solid foods, fruits, vegetables, meats, and fish. There is a good average demand, but nothing outstanding is noted, and the prices prevailing are largely in the hands of the wholesalers to decide upon as may suit the occasion. In the main, however, most wholesale houses in Montreal are quoting around the general run of figures given here, and any exceptions are due to special considerations. There may be more activity later in all lines of canned goods. One great exception must be made this week however to the tone

of equipment in canned goods. The exception is in canned milks, creams, and condensed milks. These have all advanced in price. Condensed milk is up 50 cents per case, and evaporated milk 15 cents per case. This applies to the Borden brands and all the associated brands, Eagle, St. Charles, Silver Cow, Reindeer etc. Eagle condensed milk is now \$7.70 per case of 48 cans. St. Charles evaporated milk is \$5.15 per case of 24 cans hotel size, and \$4.15 per case of 48 cans family size. Prices of other canned goods are as quoted below, subject to shadings in certain special cases.

Salmon Sockeye—	
1 lb. talls, cases 4 doz., per doz.....	3 00
1/2 flats, cases 8 doz., per doz.....	2 00
Chums, 1-lb. talls.....	1 20
Pinks, 1-lb. talls.....	1 45
Ochoes, 1-lb. talls.....	2 50
Red Springs, 1-lb. talls.....	3 70
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.....	2 25
Canned Vegetables—	
Tomatoes, 2 1/2.....	1 90
Peas, standards.....	1 35
Corn, 2s, doz.....	1 50
Corn (on cob gallon, cans), doz.....	5 75
Red raspberries, 2s.....	2 65
Red cherries, 2s.....	2 45
Strawberries, 2s.....	2 50
Pumpkins, 2 1/2.....	1 60
Pumpkins, 3s.....	1 75
Apples (gallon).....	3 75

Still Only Quiet Dried Fruit Demand

Montreal
DRIED FRUITS.—For some reason not very clear to the principal large wholesalers, demand for dried fruits has been rather quieter of late, though a certain special Lenten demand is anticipated very shortly. It is remarked by one wholesaler that dried fruits might well be regarded as a substitute for butter in the sense of providing an appetiser for plain bread that is also nourishing in very high degree. But many lines of dried fruits formerly familiar to all markets as low priced luxuries, are now amongst the high priced luxuries again as they were in the early days of history. Currants keep exceptionally high in primary market, and there is small chance of their being differently situated for some time.

EVAPORATED FRUITS.	Per lb.
Apples, choice winter, 25-lb. boxes.....	0 12
Apples, choice winter, 50-lb. boxes.....	0 12
Apricots (old crop).....	0 16
Slabs.....	0 18
Choice, 25's, faced, new crop.....	0 22
Nectarines, choice.....	0 11 1/2
Peaches, choice.....	0 10
Pears, choice.....	0 13 1/4

DRIED FRUITS.	
Candied Peels—	
Citron.....	0 27
Lemon.....	0 24
Orange.....	0 25
Currants—	
Filiatras, fine, loose, new.....	0 19
Filiatras, packages, new.....	0 21
(In the present condition of market currant prices are considered merely nominal.)	
Dates—	
Dromedary, package stock, old, 1-lb. pkg.....	0 13
Favis, choicest.....	0 12 1/2
Hallowee (loose).....	0 12 1/2
Excelsior.....	0 10
Anchor.....	0 09
Figs—	
8 crown, 12-lb. boxes, fancy, layer, lb.....	0 13
7 crown, 12-lb. boxes, fancy, layer, lb.....	0 13
8 crown, 12-lb. boxes, fancy, layer, lb.....	0 13 1/4
1 lb. glove boxes, each.....	0 13

Cal. bricks, 10 oz.....	0 09 1/2
Cal. bricks, 16 oz.....	0 10
Cal. layers.....	0 10
Cal. fancy, table, 10 lbs.....	1 00

Figs—	
Spanish (new), mats, per mat.....	3 40
Prunes, California New Crop—	
30 to 40, in 25-lb. boxes, faced.....	0 13
40 to 60, in 25-lb. boxes, faced.....	0 12
60 to 70, in 25-lb. boxes, faced.....	0 11
70 to 80, in 25-lb. boxes, faced.....	0 10 1/2
80 to 100, in 25-lb. boxes, faced.....	0 10

Raisins—	
Malaga, table box of 22 lbs., 3-crown cluster, \$2.50; 4-crown cluster.....	3 75
Muscatales (loose), 2 crown.....	0 10 1/2
Muscatales, loose, 3-crown, lb.....	0 12 1/2
Muscatales, 4-crown, lb.....	0 13
Cal. seedless, 16 oz.....	0 12 1/2
Fancy seeded, 16 oz. pkgs.....	0 11 1/4
Choice seeded, 16 oz. pkgs.....	0 10 1/2
Valencias, selected.....	0 11 1/2
Valencias, 4-crown layers.....	0 12

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

Molasses Stocks Run Low Now in Montreal

Montreal
MOLASSES AND SYRUPS.—Still the market conditions are developing along expected lines as regards molasses. Stocks are exceedingly low, now in Montreal. One large house, in fact one of the largest houses stocking molasses in the city, was reduced this week to five puncheons of fancy, but as the same house expected delivery within a few days of several earloads of new crop, the prospects are that supplies will not run short in the city. Prices remain as quoted last week, and are steadily firm. Corn syrups are unchanged. Glucose is in difficult market, due to the extreme trouble experienced in transportation. Maple syrup is scarce, and there will be none too much available by the time new crop comes forward.

Barbadoes Molasses—	Prices for
	Fancy, Choice,
	Inland of Montreal.
Puncheons.....	0 65
Barrels.....	0 63
Half barrels.....	0 70

For outside territories prices range about 3c lower. Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Perfect seal jars, 3 lbs., 1 doz. in case, case.....	3 25
2 lb. tins, 2 doz. in case, case.....	3 25
5 lb. tins, 1 doz. in case, case.....	3 65
10 lb. tins, 1/2 doz. in case, case.....	3 55
20 lb. tins, 1/4 doz. in case, case.....	3 50
Barrels, about 700 lbs.....	0 04 1/2
Half barrels, about 350 lbs.....	0 04 1/2
Quarter barrels, about 175 lbs.....	0 05
2 gallon wooden pails, 25 lbs. each, per pail.....	1 70
3 gallon wooden pails, 33 1/2 lbs. each, per pail.....	2 40
5 gallon wooden pails, 65 lbs. each, per pail.....	3 70

Lily White—	
2 lb. tins, 2 doz. in case, per case.....	3 75
5 lb. tins, 1 doz. in case, per case.....	4 15
10 lb. tins, 1/2 doz. in case, per case.....	4 05
20 lb. tins, 1/4 doz. in case, per case.....	4 00

Walnuts May be in For an Advance Next

Montreal
NUTS.—The market for nuts of all kinds keeps firm, and future arrivals from primary markets are all in firmness of condition as regards prices. Transportation troubles are in all directions tending to firm the markets, and nuts are no exception to the rule. Walnuts both shelled, and in the shell are up two cents a pound to the importers, and though prices to retailers are still as quoted last week, as a matter of fact importers are now paying for these

about the same figures as were being quoted to wholesalers only recently. The chances are therefore that there may be higher prices on walnuts before very long.

Almonds (Tara), per lb.....	0 21	0 22
Almonds (shelled).....	0 39	0 40
Brazil nuts (1916 crop), per lb.....	0 22	0 23
Filberts (Sicily), per lb.....	0 18 1/2	0 19
Hickory nuts (large and small), per lb.....	0 09	0 10
Peanuts (coon), per lb.....	0 09	0 10
Peanuts (Jumbo), per lb.....	0 13	0 13
Pecans (new Jumbo), per lb.....	0 21	0 21
Pecans, New Orleans, No. 2.....	0 21	0 24
Pecans, "paper shell," extra large Jumbo.....	0 40	0 40
Pecans (shelled).....	0 70	0 75
Walnuts (Grenoble).....	0 18 1/2	0 19
Walnuts (shelled).....	0 45	0 46

Canadian Beans Are In Very Good Demand

Montreal
BEANS.—The market for all kinds of beans exceedingly firm, and there is no great tendency on the part of holders of large stocks of Canadian grown beans to part with them in any hurry, though the time draws near when beans are usually sold more freely. Large wholesalers in Montreal however, report that they can secure sufficient supplies to keep them going, and at prices which though high, are fair under present market conditions for the best grades of Canadian grown beans. Supplies of foreign grown beans are also coming in fairly steadily, but the best demand is said to be for the Canadian grown.

Beans—	
Canadian 3-lb. pickers, per bushel.....	6 75
Canadian hand-picked.....	7 50
Canadian, 5-lb. pickers.....	6 50
Yellow Eyes.....	6 90
Lima, per lb.....	0 10
Peas, white soup, per bushel.....	3 75
Peas, split, new crop, per bag 98 lbs.....	6 75
Barley (pot), per bag 98 lbs.....	5 00
Barley, pearl, per bag 98 lbs.....	6 25

Prospects of Rise In Price of Rice

Montreal
RICE AND TAPIOCA.—While there is still no change in conditions regarding rice as compared with conditions reported last week, the market is experiencing quite considerable demand, and business is reported as usual in mid-winter, brisk. There is also noted this week a hint that something is in store in the way of advanced prices for rice. The recent advance in Vancouver prices as noted in Toronto market report last week is no doubt responsible for the suggestion made by important wholesalers this week that rice prices in the East are also likely to advance early in February. Tapioca is exceedingly firm in market at present, and there are prospects, as previously noted, for higher prices before long as the situation affecting ships for carrying cargoes to this continent affects this product seriously.

Rangoon rice, per 100 lbs.....	4 30
"Texas" Carolina, per 100 lbs.....	7 00
Real Carolina, per 100 lbs.....	7 50
Patna (fancy).....	7 50
Patna (good).....	4 50
Siam, No. 2.....	4 50
Siam (fancy).....	5 75
Tapioca, per lb.....	0 10

Cocoa Prices Keep Steady: Market Good

Montreal
COCOA.—Demand for cocoa keeps up well and wintry weather in Montreal and throughout the province of Quebec has helped it. No change is reported in cocoa prices, and nothing further has been heard as regards the rumor that the Government might restrict the production of chocolates. The problem of high prices for containers keeps ever to the front with all concerned and though retailers make fair profits on cocoa sales from the manufacturers' point of view, manufacturers are seeing some of their own profits vanish into the form of hardware and fibre containers, also packing materials generally.

Cocoa—

1 lb. tins, per doz.	4 60
¼ lb. tins, per doz.	2 40
¼ lb. tins, per doz.	1 25
"10-cent" tins, per doz.	0 90

Tea Market Firm From Outside Cause

Montreal
TEA.—There is nothing but continued firmness to record this week as regards tea. Prices are unchanged from wholesale to retail for the present, but the news of ship destruction keeps import market ideas fixed on very firm prices indeed. The representatives of large importers are taking orders now in Montreal for the season ahead, and quotations rule subject to war risks and conditions as they can be foreseen. It is believed that bountiful crops of tea are keeping abundant supplies well renewed in India and Ceylon, but ships to send the cargoes overseas are scarce to the last limit. Merchants in Montreal are accepting the situation philosophically, but with some regrets remembering days of simpler commercial conditions in which the straight economic laws affected the markets and wars were far off in the future.

Pekoe Souchongs, per lb.	0 26	0 27
Pekoes, per lb.	0 29	0 31
Orange Pekoes	0 32	0 35

Coffee's Quietness Steadily Maintained

Montreal
COFFEE.—No change in coffee prices falls to be recorded this week, and there is no news from primary markets to indicate any chance of there being such change in the immediate future. In fact the possibility of reduction in British coffee imports due to shortage of ship-space is exercising the great markets for coffee and with a depressing effect. Locally the market keeps healthy as to demand and well supplied and the fact that the "raider-rates" for marine insurance have been brought back to "normal" war risk rates, is noted with satisfaction.

Coffee, Roasted—

Bogotas, lb.	0 28	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
Rio, lb.	0 19½	0 21
Santos, Bourbon, lb.	0 24	0 25
Santos, lb.	0 23	0 24

Spices Seem Likely to go to Firm Market

Montreal
SPICES.—Conditions as regards spices keep as reported last week. The market still steadily showing results of depletion of stocks on this side of the ocean, and the reports of destruction of tonnage being disconcerting to importers. Ocean risks though reverting to "normal" in the sense of the usually high rates before the raider rumors got around, are affecting all spice imports, and the steady tale of firm markets goes on affecting Montreal spice grinders as all others on the continent. Prices to retailers remain as quoted last week, but warnings are whispered that there may be increases. The peculiar condition of market by which black and white peppers attain identical price levels is maintained. This is an unprecedented occurrence in spice market history, and has aroused comments from merchants.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	0 16	0 19	0 23
Cassia	0 25	0 27	0 37
Cayenne pepper	0 28	0 35	0 35
Cloves	0 30-0 32	0 30	0 39
Cream tartar—45 to 50c.			
Ginger (pure)	0 20		
Ginger, Cochin	0 25		0 31
Ginger, Jamaica	0 28	1 15	0 28
Mace	0 80		1 00
Nutmegs	0 40-0 60	0 45	0 80
Peppers, black	0 30	0 37-0 35	0 40
Peppers, white	0 37	1 17-1 22	0 39
Pastry spice	0 32	0 35-1 20	0 29
Pickling spice	0 20-0 23		
Turmeric	0 21-0 23		

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

Cardamom seed, per lb., bulk	2 00	2 80
Carraway seed, (nominal)		0 60
Cinnamon, China, lb.	0 18	0 25
Mustard seed, bulk		0 25
Celery seed, bulk	0 36	0 46
Shredded coconut, in pails	0 21	0 23
Cinnamon, per lb., 35c.		
Pimento, whole		12-15

Potatoes go Soaring to High Price Again

Montreal
FRUIT AND VEGETABLES.—Potatoes have again soared in price, and are now quoted at \$2.50 a bag of 80 lbs. This represents an advance of 25 cents over last week's quotations. The reason given is shortage of supply. As a matter of fact potatoes are quoting higher priced in New York than on this side, and there have been some export shipments made from New Brunswick. The scarcity seems likely to last and prices will probably keep firm for some time. Cabbage is now quoting at \$5.00 a barrel (a fifty cent advance). Leeks are up fifty cents to \$2.50 per doz. bunches. Red onions are now \$3.00 for 75 lbs. The first shipment of Bahama Tomatoes has been received in Montreal and these are quoted at \$2.50 to \$3.75 per crate

of 40 lbs. Apples are scarce and for first quality goods are high priced (especially Spies). Oranges are in rather better demand since a lot of frosted goods got off the market. Bananas keep in good steady demand, some very fine fruit being marketed at present at moderate prices.

Bananas (fancy large), bunch	2 75	3 00
Oranges, Navels, per box	1 60	3 00
Oranges (Floridas)	3 00	3 25
Lemons	2 50	3 50

	No. 1	No. 2
Wealthy Apples	4 50	3 50
McIntosh Red, per bbl.	7 00	
Fameuse, per bbl.	7 00	
Spies	9 00	6 00
Baldwins	5 50	5 00
Kings	5 50	5 00
Apples—		
Wagners	6 00	5 50
Russetts	8 50	5 50

Brussels Sprouts (quarts)	0 15	0 25
Cauliflower, per doz. bunches		3 00
Celery (California) crate		9 00
Onions, red, per bag (75 lbs.)		3 00
Onions, Spanish, per crate	6 25	6 50
Potatoes, per bag (80 lbs.)		2 50
Carrots, per bag		1 00
Beets, per bag		1 25
Parsnips		1 25
Lettuce, Curly, per doz.		0 75
Lettuce, Romaine, doz.		1 00
Lettuce (Boston), per box of 2 doz.		1 75
Tomatoes, hothouse, lb.		0 25
Tomatoes (Bahama), per crate (40 lbs.)	3 50	3 75
Horse Radish, per lb.		0 25
Cabbage (barrel)		4 50
Cranberries (Cape Cod), barrel	10 00	11 00
Beans, U.S. wax, basket		4 00
Beans, U.S. green, basket		3 50
Leeks, per doz. bunches	1 60	2 00
Parsley, doz.		0 50
Mint, doz.		0 50
Watercress, doz.		0 50

Brisk Demand and a Short Supply of Fish

Montreal
FISH.—There has been an increased demand for fish recently and the market has been lively. The principal difficulty has been to secure supplies to meet the demand. Lake fish have been exceedingly scarce, the market being in fact all but bare of them. British Columbia coast varieties are also scarce to the verge of non-existence on the market, and it looks as if there would be little on hand for Lent. Recent news from Prince Rupert, B.C., however, suggests that some good catches of halibut are expected from the banks, and these will be hurried forward with Lenten needs in view. Fresh hadcock came a little lower in price during the week, certain banks off Nova Scotia having proved especially productive. Smoked haddies, fillets, and cured fish are scarce and high in price. Oysters continue in fair demand and at reasonable prices so that they become amongst the cheapest and most nourishing fish foods. Canned fish are in fairly good demand.

SMOKED FISH

Haddies	0 11	0 12
Haddies, fillet		0 15
Digby herring, per bundle of 5 boxes		1 00
Smoked boneless herring, 10-lb. box		1 40

SALTED AND PICKLED FISH

Herring (Labrador), per lb.	8 50
Salmon (Labrador), per bbl.	20 00
Salmon (B. C. Red)	18 00
Sea Trout, red and pale per bbl.	35 00
Green Cod, No. 1, per bbl.	14 00
Mackerel, No. 1, per bbl.	21 00
Codfish (Skinless), (100-lb. box)	9 00
Codfish (Boneloss), Blocks "Ivory" Brand per lb.	0 10
Codfish, Shredded, 12 lb. box	1 80

SHRIMPS, LOBSTERS	
Lobsters, medium and large, lb.	0 40
Prawns, Imperial gal.	2 50
Shrimps, Imperial gal.	2 50
Scallops	3 00

FRESH FROZEN SEA FISH.	
Halibut	18 -20
Haddock, fancy, express, lb.	.09
Mackerel (med.), each	.20
Mackerel (large), each	.25
Cod, steak, fancy, express, lb.	.10
Salmon, Western	16 -18
Salmon, Gaspe	18 -20

FRESH FROZEN LAKE FISH.	
Pike, lb.	0 08 0 09
Perch	0 10 0 11
Whitefish, lb.	0 12 0 13

Lake trout	0 14	0 15
Eels, lb.	0 10	0 10
Dore	0 12	0 13
Smelts, No. 1	0 15	0 15
Smelts, No. 1 large	0 20	0 20
Oysters—		
Selected, gal.	2 00	
Ordinary, gal.	1 50	
Malpeque oysters (choice) per bbl.	13 00	
Malpeque Shell Oysters (ordinary), bbl.	10 00	
Cape Cod shell oysters, per bbl.	12 00	
Clams (med.) per bbl.	8 00	

FRESH FISH.	
Haddock	0 10
Steak Cod	0 10
Market Cod	0 08½
Carp	0 10 0 11

ONTARIO MARKETS

TORONTO, Feb. 1.—Two declines in important commodities handled by the grocery trade were recorded during the week. Flour dropped 40c barrel on Manitoba and 30c barrel on Ontario winter wheat flour. Sugar followed downward with a decline of 10c per hundred, and there is still an easier tone in the market, which will in all probability mean lower-priced sugars in the near future. Dressed hogs made a substantial move upward during the week, and sold at \$19.50 to \$20, which represents an increase of \$1 to \$1.25 per hundredweight. In consequence of the firmness in the market for hogs there have been higher prices on some of the cured meat lines. Butter and eggs continue in weak market, although the situation in storage eggs is becoming more acute. Supplies of storage are very light at present, and prices in the Chicago market are too high to make it advantageous to bring them into this market. With a stretch of mild weather the hens would undoubtedly come to the rescue and produce much larger quantities of new-laid. Molasses is in firm market, tins having been advanced 50c per case during the week, with the probability that bulk molasses will also follow upward. There has been a movement upward in many lines of fish products owing to the greater demand for this product. Business for the week has been fairly good.

Sugar Again Declines; Market Inclines Lower

Toronto SUGAR.—A decline of 10c per hundred went into effect on all brands of sugar on January 27. At the present time there is a weakness in the market, which in all probability indicates lower prices still. The market might be characterized as a waiting one. There is nothing to indicate any strength in the market, and the indications are all toward the direction. Business in sugar has been fair during the week, but the demand is purely on a hand-to-mouth basis. In the New York market there was further weakness in raws, a decline of 31 points being registered during the week, making the selling price at the time of writ-

ing 4.89c per pound duty paid, as compared with 5.20c per pound last week. In the face of a weaker raw market the refined article has held remarkably steady in price at 6.75c per pound in the New York market. Crop prospects in Cuba continue good and pressure to dispose of raw stocks within the next two months, when heavy production is under way, will in all probability send the price of raws to considerably lower levels. However, it would be foolish to speak with absolute certainty as to the trend of the market. It remains to be seen yet what effect the purchase of raw sugars by the British Government from the British West Indies will have on the Canadian sugar situation. The logical outcome will be to reduce the amount of duty-free sugars for the Canadian market. Scarcity of tonnage may also operate to put a firmness in the market. An advance of 10c per hundredweight on raw sugars has furthermore been announced to take effect on February 1. Following are the quotations:

Atlantic, St. Lawrence and Canada Sugar Com- panies, extra granulated sugars	100 lbs.	7 38
Acadia Sugar Refinery, extra granulated		7 25
Dominion Sugar Refinery, extra granulated		7 28
Yellow, No. 1		6 98
Special icing, barrels		7 58
Powdered, barrels		7 48
Paris lumps, barrels		7 98
Assorted tea cubes, boxes		7 98
In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 15c per 100 lbs.; 20c per 100 lbs. in 10-lb. gunnies, and 25c per 100 lbs. in 5-lb. cartons, and 30c 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 pack- ages. Second grade granulated is sold by Atlantic and St. Lawrence at 10c under extra granulated. Dark yel- low is sold 20c below No. 1 yellow.		

Condensed Milk Has Advanced 50c Per Case

CONDENSED MILK, PICKLES.—An advance of 50c per case in all lines of Borden's condensed milk has been recorded during the week. Evaporated milk in baby size has advanced 5c per case, and is now quoted at \$2.30. The family size of evaporated milk has advanced 15c, and is now quoted at \$4.65 per case. The hotel size has also advanced 15c per case, and is now quoted at \$5.15 per case. Condensed coffee in the large size has advanced 25c, now being quoted at \$5.25 per case, while the small size of condensed coffee has been marked up 10c, and is quoted at \$5.80

per case. Lea's pickles is another of the lines that has registered an advance during the week. In the 12-oz. size all kinds have been advanced from \$1.45 to \$1.75 per case. This represents an increase of 30c.

Molasses in Cases Advances 50 Cents

Toronto MOLASSES AND SYRUPS.—An advance of 50c per case has gone into effect on tin molasses. Molasses in pails for No. 2's has been increased 10c, and No. 5's have been increased 25c. A dearer market in all brands of molasses is anticipated owing to the increased cost of the containers, higher freight rates, increase in insurance and higher prices for molasses itself. Manufacturers have in some instances not advanced the price of bulk molasses, while others are quoting higher for New Orleans. Higher prices are looked for on West Indian molasses. The market for cane syrup held steady. Corn syrups were also in steady market, with a fair demand.

Corn Syrups—	
Barrels, per lb.	0 04½
Cases, 2-lb. tins, 2 doz. in case	3 25
Cases, 5-lb. tins, 1 doz. in case	3 65
Half barrels, ¼c over bbls.; ¼ bbls., ¼c over bbls.	
Cane Syrups—	
Barrels, lb., 5¼c; ¼ bbls.	0 07½
Cases, 2 lb. tins, 2 doz. in case	4 80
Molasses—	
Fancy Barbadoes, gal.	0 75
West India, gal.	0 42 0 44
New Orleans, gal.	0 42 0 44

Salmon Moving Well In-Country Districts

Toronto CANNED GOODS.—Reports from country districts state that salmon stocks having been moving well. A ready sale is being found for this commodity. Golden wax beans have recently been placed on the market, and in the 2-lb. tins are being quoted at \$1.35 per dozen. Asparagus tips are being quoted at \$3, which represents an increase of 25c. Tomatoes hold steady, there being no disposition as yet to let go at lower prices. Corn and peas are in steady demand.

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

Salmon Sockeye—	
1 lb. talls, cases 4 doz., per doz.	3 00 3 25
½ flats, cases 8 doz., per doz.	2 75 3 00
Alaska reds, 1-lb. talls	2 75 2 90
Alaska pinks, 1-lb. talls	2 40
Chums, 1-lb. talls	1 20 1 45
Pinks, 1-lb. talls	1 75 1 90
Pinks, ½-lb. tins	1 00
Cohoos, 1-lb. talls	2 00
Red Springs, 1-lb. talls	2 00
Canned Vegetables—	
Tomatoes, 2½s	2 25 2 40
Peas, standards	1 35
Peas, early June	1 45
Beans, golden wax, doz.	1 35
Asparagus tips	3 00
Corn, 2's, doz.	1 50 1 60
Pumpkins, 2½s	1 75 2 10
Red raspberries, 2s	2 65
Red cherries, 2s	2 45
Strawberries, 2s	2 50
Pineapple, Hawaiian, 2s, doz.	2 25 2 50
Do., 1s, doz.	1 45

Prunes Becoming Scarce Commodity on Spot

Toronto DRIED FRUITS.—Prunes have been

going into consumptive channels at a good rate, and as a result stocks are running down. With a congested state on American railways there will be continued difficulty in getting supplies forward. Furthermore, stocks at coast points are being held in a few strong hands, and these factors point to a firmness in the prune market. The heaviest consumptive season for prunes is yet to come. Some apricots are due to reach the market in the near future. Tap figs in certain quarters were quoted down as low as 5½¢ per pound. The market for other dried fruits is somewhat quiet.

Apples, evaporated, per lb.	0 11½	0 12
Apricots, choice, 25's, faced	0 19½	0 23
Candied Peel—		
Lemon	0 23	0 24
Orange	0 23	0 25
Citron	0 26	0 30
Currents—		
Filiatras, per lb.	0 20	0 22
Patras, per lb.	0 21	0 23
Vostizas, choice	0 23	0 24
Cleaned, ½ cent more.		
Australians, lb.		0 22
Dates—		
Excelsior, packages, 3 doz. in case...	3 10	3 25
Dromedary dates, 3 doz. in case...	3 85	4 00
Hallowey, per lb.	0 11	0 12
Figs—		
Taps, lb.	0 05½	0 07
Malagas, lb.		0 10
Prunes—		
30-40s, per lb., 25s, faced	0 13	0 13½
40-50s, per lb., 25s, faced	0 12½
50-60s, per lb., 25s, faced	0 12
60-70s, per lb., 25s, faced	0 11½
70-80s, per lb., 2s, faced	0 09½	0 11
Peaches—		
Choice, 50-lb. boxes	0 11	0 12
Stds., 50-lb. boxes	0 10½	0 11½
Fancy, 25 lbs., faced	0 13	0 14
Raisins—		
California bleached, lb.	0 15	0 16
Valencia, Cal.	0 10½	0 11
Valencia, Spanish	0 10½	0 12
Seeded, fancy, 1-lb. packets	0 12	0 13
Seedless, 12-oz. packets	0 12	0 13½
Seedless, 16-oz. packets	0 14½	0 16

Tea Importers Have Nothing to Offer

Toronto
TEA.—Local tea brokers have very light supplies of teas on hand, and wholesalers in consequence were not being sought as purchasers during the week. The situation in tea is becoming daily more acute. In the London market, Indian teas were selling up 1c per pound at the auctions on Monday. The exchanges at Calcutta and Colombo are still closed. The only factor that is a bar to higher prices locally is the circumstance that wholesalers have fairly good stocks. The demand for teas is good. Quotations are the same as those of last week.

Pekoe Souchongs	0 25	0 27
Pekoes	0 28	0 30
Orange Pekoes	0 30	0 34
Broken Pekoes	0 32	0 35
Broken Orange Pekoes	0 34	0 38

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

Coffee Stocks Are Heavier Than Usual

Toronto
COFFEE.—In anticipation that there will be much higher prices for coffee when peace is declared, some of the dealers are carrying heavier stocks of this commodity at the present time than is their custom. Even yet stocks could not be considered heavy, but they are heavier

than usual. The advance of 1c to 2c per pound, which went into effect recently with some of the dealers, has now become quite general with the majority of dealers. Demand for coffee has been exceptionally good. Prices held steady during the week.

Bogotas, lb.	0 28	0 30
Maracaibo, lb.	0 25	0 28
Mexican, lb.	0 27	0 31
Jamaica, lb.	0 26	0 27
Mocha, Arabian, lb.	0 35	0 40
Rio, lb.	0 20	0 21
Santos, Bourbon, lb.	0 25	0 26
Chicory, lb.	0 14	0 17

Pepper Inclines to Easier Tone in Market

Toronto
SPICES.—There was a temporary easier feeling in the primary pepper market during the week, and prices there were quoted ¼¢ down. This was attributed to the fact that there is congestion in shipping circles, that dealers are carrying fairly heavy stocks, and also to the fact that the demand was comparatively light. The demand for all spices is keeping up exceptionally well. Prices held steady locally during the week.

Allspice	0 16	0 18
Cassia	0 25	0 35
Cinnamon	0 40	0 50
Cayenne	0 30	0 35
Cloves	0 30	0 50
Ginger	0 25	0 35
Mace	0 89	1 25
Pastry	0 25	0 30
Pickling spice	0 22	0 25
Peppers, white	0 38	0 42
Peppers, black	0 28	0 35
Nutmegs, selects, whole, 100's.		0 40
Do., 80's		0 45
Do., 64's		0 60
Mustard seed, whole	0 25	0 30
Celery seed, whole	0 35	0 45
Coriander, whole		0 25
Caraway seed, whole	0 55	0 75
Cream of Tartar—		
French, pure	0 48	0 50
American high test	0 53	0 55

Arrivals of Shelled Nuts Are Backward

Toronto
NUTS.—Deliveries of shelled nuts of various kinds are very slow. The cause is to be had in the ocean freight situation and the railroad situation. The market for nuts in the shell is quiet at present, but there is a steady demand for shelled nuts. The market for nuts in the shell will be an inactive one until new crop begins to loom up well on in the year. Prices have held steady during the week.

In the Shell—		
Almonds, Tarragonas, lb.	0 20	0 21
Walnuts, Marbots	0 16½	0 17½
Walnuts, Bordeaux	0 18	0 19
Grenobles, lb.	0 18	0 19
Pilberts, lb.	0 18	0 20
Pecans, lb.	0 17	0 19
Peanuts, lb.	0 12	0 14
Brazil nuts, lb.	0 30	0 22
Cocconuts, per sack 100		5 75
Shelled—		
Almonds, lb.	0 42	0 48
Walnuts, lb.	0 48	0 50
Brazil nuts, lb.		0 70
Pecans, lb.		0 85

Contracts in Rice Hold Market Steady

Toronto
RICE AND TAPIOCA.—Although higher prices have gone into effect in

some rice lines, there have been no advances with the local wholesalers. This is due to the fact that most of the dealers are covered by contracts which extend well into the present year. This factor is helping to create a steady feeling in this market. Demand for rice has been heavy. The market for tapioca is firm. At present prices in the primary market it would cost to lay down here what the wholesalers are selling it for.

Rangoon B, per 100 lbs.	4 50	4 75
Pakling rice, 100 lbs.	5 00	5 50
Texas Japans, 100 lbs.	6 00	6 50
Carolina rice, 100 lbs.	7 00	7 50
Java	6 50	7 00
Patna	5 00	6 50
Siam, 100 lbs.	4 75	6 00
Japans, 100 lbs.	6 00	6 50
Tapioca, per lb.	0 10	0 10½

Stocks of Lima Beans Act as Steadying Force

Toronto
BEANS.—Prices for lima beans have held steady during the week, but there is a situation here akin to that in rice. Wholesalers have fairly heavy stocks, and this is acting as a steadying factor in price. In the primary markets, limas are quoted higher, and the cost to import them at present would only be ¼¢ below what some wholesalers are now quoting them at. There has been a good demand for all beans and prices are firm. Rangoon beans are in firm market also.

Ontario, 1-lb. to 2-lb. pickers, bush	6 75	7 00
Rangoon, per bushel	6 50	6 00
Japanese, per bushel		6 00
Limas, per pound	0 10	0 11

Package Cereals Are in Good Demand

Toronto
PACKAGES.—There is a continued good demand for package cereals of all kinds. Prices have held steady during the week. Starch products are in firm market owing to the situation in corn. This commodity can be purchased, but at high prices. There is difficulty in getting it from the United States into Canada owing to the railway congestion.

Cornflakes, per case	2 50	2 95
Rolled oats, round, family size, case	4 00	4 50
Rolled oats, round regular 2-lb. size, case	1 35	1 00
Rolled oats, square case	4 75	4 85
Shredded wheat, case		3 50
No. 2, pound cartons		0 07½
Cornstarch, No. 1, pound cartons		0 08½
Cornstarch, No. 1, pound cartons		%; mfw mm
Starch, 6-lb. packages, per lb.	0 07	0 10
In 1-lb. cartons		0 08½

Soldier Demand For Fish Sending Prices Up

Toronto
FISH AND OYSTERS.—There has been a generally upward tendency for many lines of fish during the week. Ciscos are quoted up 1c per pound; haddies are quoted ½¢ higher; haddie fillets, 1c up; Labrador herring, 25c per keg higher, and 50c increase in the barrels. Quail on toast has also advanced ½¢ per pound. Coho salmon is higher by ½¢ to 1c per pound; qualla salmon has taken a big jump of 1c to 1½¢ per pound. Fancy steak cod is quoted up as high as 13c per

pound. Goldeyes are quoted 1c up in certain instances, and pickerel has advanced 1/2c per pound. Tullibees, pickerel and smelts are all quoted 1/2c higher. There has been a heavier demand for fish as a food for soldiers, and this is putting a firmness into the market.

SMOKED FISH.		
Ciscoes, per lb.	0 14	0 15
Haddies, per lb., new cured	0 12 1/2	0 13
Haddies, fillets, per lb.		0 15
Kippered herring, per box	1 00	1 75
Dieby herring, bundle of five boxes	1 00	1 25
Smoked boneless herring, 10-lb. box		1 60
PICKLED AND DRIED FISH.		
Labrador herring, keg		4 50
Labrador herring, barrel		8 50
Salt mackerel, kits		2 25
Quail on toast, lb.		0 10
FRESH SEA FISH.		
Crabs, per dozen		2 50
Halibut, frozen	0 15	0 15 1/2
Coho salmon (red), frozen	0 14 1/2	0 15
Qualla salmon (pink), frozen	0 10	0 10 1/2
Haddock, fancy, express, lb.		0 09
Steak cod, fancy, express, lb.	0 11	0 13
FRESH LAKE FISH.		
Pike, lb.		0 08
Whitefish, lb., frozen	0 11 1/2	0 12
Goldeyes, lb.	0 07	0 08
Pickerel, lb.	0 11 1/2	0 12
Herrings, frozen, Lake Superior		0 05
Tullibees, lb.	0 08	0 08 1/2
Yellow pickerel	0 11 1/2	0 12
Smelts, No. 1, lb.		0 13
Oysters—		
Standards, gal.	1 80	2 30
Selects, gal.	2 50	2 65
Shell, per barrel		8 50
Shrimps—		
Wine gallon cans		1 40
No. 1		2 70
No. 3		5 20

Fresh Rhubarb Has Been In Market This Week

Toronto
FRUIT.—Fresh rhubarb has been in the market during the week, and is selling at \$1.25 to \$1.50 per dozen bunches. California lemons are quoted easier in price by 25c per case. Fruit lines are comparatively slow movers at present. California navel oranges and Cuban grapefruit are moving about the freest of the various lines. California oranges held steady in price, while Cuban grapefruit was quoted down 50c from the high figure of last week. Cuban pineapples, on the other hand, are firmer by 25c per case, and are quoted from \$4 to \$4.50 per case. Strawberries are also firm at 65c per quart. Some British Columbia Wagner apples were quoted in boxes at \$2. The usual run of these apples ranged from \$2.35 to \$2.50 per box. Messina lemons are also quoted 25c down.

Apples—		
Barrel	3 25	6 00
Spys, No. 1	6 00	7 00
Spys, No. 2		5 50
Boxes, American	2 35	2 50
Boxes, B.C.	2 35	2 50
Bananas, bunch	2 00	2 25
Cranberries, bbl.	10 50	11 00
Boxes, 28-qt.	3 75	4 00
Oranges—		
Cal. Navels	2 75	3 50
Tangerines, Florida, case		2 50
Grapes—		
Spanish Almeria, small bbl., 40 lbs.	7 00	8 00
Grapefruit, Florida, case	3 50	4 25
Grapefruit, Cuban	3 00	3 50
Porto Rican, case	3 00	3 25
Lemons, Cal. case		4 00
Messinas, case	3 00	3 50
Pineapples, Porto Rican	4 50	5 00
Cuban, case	4 00	4 50
Rhubarb, doz. bunches	1 25	1 50
Strawberries, 1-qt.		0 65

Florida Tomatoes and Celery Make Appearance

Toronto
VEGETABLES.—Florida tomatoes

were in the market during the week, being quoted at \$7 to \$8 in six-basket carriers. Florida celery was also in the market and in the half-cases sold at \$3.50. Potatoes are still higher in price, being quoted from \$2.75 to \$3 per sack for New Brunswick Delawares. These are about the only brand of potato available. One dealer stated that seed potatoes will be very scarce this year. Growers in New Brunswick, on whom he relies in normal years to get fifty to sixty cars of seed potatoes this year were only able to supply him with five or six cars. There is a scarcity of potatoes. American buyers have been in the market taking everything they could get. The commission man in question was of the opinion that the supplies he has obtained for seed purposes may have to go as food if the present prospects continue. California celery is quoted up 25c per case at \$8. Cucumbers are firmer in price by 25c,

being quoted up to \$2.75 per dozen. Some lettuce on the market during the week was selling by the pound at 17c. This is a rather unusual way of selling this commodity.

Artichokes, Cal. French, doz.	1 00	1 25
Beans, green string, hamper		6 50
Beets, bag		2 00
Brussel sprouts, imported, quart	0 15	0 25
Cucumbers, hothouse, doz.	2 50	2 75
Cauliflower, Cal., 18 to 24 in box		4 00
Carrots, bag	1 40	1 50
New, hamper		1 50
Celery, California, case	7 50	8 00
Florida, half case		3 50
Eggplant, each	0 25	0 30
Lettuce, per doz. bunches	0 25	0 50
Per pound		0 17
Florida head lettuce, hamper		3 25
Mushrooms, 4 lbs.	2 00	2 50
Onions—		
Spanish, crate, 120 lbs.	5 50	6 00
Spanish, half cases	3 00	3 25
Spanish, small crate		2 00
B. C. onions, 100-lb. sack	4 50	5 00
Green, per bunch	0 50	0 65
Potatoes—		
N. Brunswick, Delawares, 90-lb. sacks	2 75	3 00
Sweet, New Jersey, hamper	2 15	2 25
Ontario, 90-lb. bags		2 50
B.C., 90-lb.		2 60
Parsnips, bag	1 75	2 00
Watercress, 11-qt.	0 25	0 30
Parsley, 11-qt.		0 75
Turnips, yellow	0 75	0 85

MANITOBA MARKETS

WINNIPEG, Jan. 31.—There are a number of changes worth noting specially—flour dropped 30c per barrel. The wheat market has had an easier feeling, due to more peace rumors. Winnipeg millers believe there will be a higher market later on, especially if the Government requires further quantities of flour. The Government has not been buying lately, which has kept the market down to some extent. Some millers have declined bulk rolled oats to \$2.80, while others are selling for \$3. It is a decline in both cases; the demand is falling off. Hogs have been touching record levels—\$13.35—but are coming down again with bigger runs. Business in fruits and vegetables is slow, and prices are ruling high on account of difficulty of getting supplies. Cabbage, for instance, jumped to \$4.10 per cwt. from \$2.50 in the space of two weeks.

Wholesale grocers are quoting cheese at 28 1/2c. New prices on Clark's corn beef are: \$3.10 for 1's, and \$7 for 2's. Green Rio coffee is up to 15 1/2c per lb. Buckeye cornmeal, 24's, 85c per bag; bales, ten tins, \$3.60. Patna rice is now 6c per lb. Threaded cocoanut is quoted 19 1/4c. Welcome washing powder is now offered to the trade at \$2.25 per doz.; there are twelve in a case now, where there were formerly two dozen. Black pepper is being quoted as follows:—Whole, 26c; ground, 26 1/2c; mace, 75c. Buckwheat grits are being offered at \$7.50 per sack of 100 lbs, whole, medium, or coarse.

Sugar Down Again Very Little Buying Done

Winnipeg
SUGAR.—The market fell 10c per cwt.

in Manitoba last week, and is selling on a basis of \$8.10. The demand from the country is small, as it usually is at this time of the year, very few dealers buying a car. Brokers are not prophesying what is going to happen, believing that the market is liable to go either way. A refiner advises that the production in Cuba is far behind last year's, and difficulty of getting tonnage will keep sugar in Cuba and prevent refiners accumulating stocks at this end to enable them to hold off buying.

	Per cwt. in sacks.
Sugar, Eastern—	
Standard granulated	8 00
Extra ground or icing, boxes	8 85
Extra ground or icing, bbls.	8 55
Powdered, boxes	8 65
Powdered, bbls.	8 45
Hard lump (100-lb. case)	8 95
Montreal yellow, bags	7 60
Sugar, Western Ontario—	
Sacks, per 100 lbs.	8 05
Halves, 90 lbs., per cwt.	8 15
Bales, 20 lbs., per cwt.	8 15
Powdered, 50s	8 70
Powdered, 25s	8 55
Icing, barrels	8 70
Icing, 50s	8 90
Cut loaf, barrels	9 10
Cut loaf, 50s	9 10
Cut loaf, 25s	9 35
Sugar, British Columbia—	
Extra granulated sugar	8 00
Bar sugar, bbls.	8 05
Bar sugar, boxes, 25s	8 45
Icing sugar, bbls.	8 15
Icing sugar, boxes, 50s	8 35
H. P. lumps, 60-lb. cases	8 85
H. P. lumps, 25-lb. boxes	9 10
Yellow, in bags	7 55

Use Syrup for Butter Molasses 3-gal. Pail, \$1.50

Winnipeg
SYRUPS.—Many retailers report a tendency for people to use corn syrup instead of butter, owing to the high cost of the latter. Many people find it impossible to pay 50c per lb. for butter. This has little effect on the demand for molasses. A local house announces the following quotation on New Orleans, 3-gallon pails—\$1.50.

(Continued on page 39.)

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE

Vancouver, B.C., Jan. 30.—Wholesale business for January for this district shows a considerable improvement over corresponding months of last year in teas, coffees, and spices. The trade shows considerable increase as compared with last year. The sale of flour and sugar is slightly in excess; this in the face of advanced prices. Wholesalers report also that goods generally stocked for the Christmas trade, raisins, nuts, and festive season goods generally, are much better cleared up than they were at this time last year. The cheese business for January has been comparatively small, but prices still rule high. Butter is still firm and stocks are low. Eggs have been wobbling up and down all month, according to the changes in weather, but to-day they took a decided advance. Lard advanced 10c a pound all round to-day, and cured meat show an upward tendency, but with no market changes in prices. In root vegetables, prices are becoming almost prohibitive, and dealers say that stocks are very low. One dollar forty to \$1.50 for a sack of turnips, carrots, etc. (allegedly 100 lbs.), is very high compared with the price at this time for any of past ten years. Commencing to-day, no potatoes of any claim to quality can be had for less than \$35 a ton, with \$38 and \$40 the prices for better class. Dry onions are \$85 a ton.

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Jan. 30.—Sugar has dropped 10c. Flour dropped 10c on Saturday and 25c yesterday, making 98's \$4.60. Condensed milks are up 50c a case, evaporated up 15c. California lima beans are quoted at 10½c, and will be higher. Pop-corn is up ½c a pound. Ontario cheese, large, now quoted at 27c. Lard, 3's, are now \$13.20. Eggs have advanced, \$11 to \$12 now asked for No. 1 storage. Other advances this week are olive oil, maple syrup, marmalade pumpkin.

CALGARY:

Beans, small white Japan, lb.	0 08½	0 10
Flour, No. 1 patents, 98s, per bbl.	9 20

Molasses, extra fancy, gal.	0 77	
Rolled oats, 80s 3 40		
Rice, Siam, cwt. 4 76		
Sago and Tapioca, lb. 0 09		
Sugar, pure cane, granulated, cwt. 8 45		
Cheese, No. 1 Ontario, large 0 27		
Butter, creamery, lb. 0 44		
Lard, pure, 3s, per case 13 20		
Bacon, smoked backs, lb. 0 25		
Bacon, smoked sides, lb. 0 26		
Eggs, new-laid, doz. 0 45		
Eggs, storage, case 12 00		
Tomatoes, 2½s, standard case 4 50	4 75	
Corn, 3s, standard case 3 50	3 90	
Peas, 2s, standard case 2 95	2 50	
Apples, gals., Ontario, case 5 25	5 25	
Strawberries, 2s, Ontario, case 5 50	4 25	
Raspberries, 2s, Ontario, case 4 25	12 00	
Peaches, 2s, Ontario, case 12 00	5 00	
Salmon, finest sockeye, tall, case 5 00	5 50	
Salmon, pink, tall, a case 5 00		

Alberta Markets

FROM EDMONTON, BY WIRE.

Edmonton, Alta., Jan. 30.—Edmonton markets have been fairly quiet during the past week. Wholesalers report business brisk, although extremely cold. Weather in this part of the West has interfered with country trade. Sugar took a decline on Monday; basjs now \$8.45. Rolled oats dropped 10c; price quoted at \$3.40. Butter is 45c; eggs, 40c; bacon, backs, 26½c.

EDMONTON:

Beans, small white, Japan, lb.	0 10	0 11
Flour, No. 1 patents, 98s, barrel.	9 90	
Molasses, extra fancy, gal.	0 77	
Rolled oats, 80s, basis 3 40		
Rice, Siam, lb. 0 08½		
Sago and Tapioca, lb. 0 09	0 10	
Sugar, pure cane, granulated, cwt.	8 45	
Cheese, No. 1, Ontario, large 0 25	0 25	
Butter, creamery, lb. 0 45	12 90	
Lard, pure, 3s, per case 0 25½	0 25½	
Bacon, smoked backs, lb. 0 25½	0 40	
Bacon, smoked sides, lb. 0 25½	11 50	
Eggs, No. 1 0 40	4 50	
Eggs, storage, case 11 50	3 20	
Tomatoes, 3s, standard case 4 50	2 90	
Corn, 2s, standard case 3 20	2 50	
Peas, 2s, standard case 2 90	5 80	
Apples, gals., Ontario, case 5 80	5 80	
Strawberries, 2s, Ontario, case 4 15	4 15	
Raspberries, 2s, Ontario, case 4 15	13 50	
Peaches, 2s, Ontario, case 4 15	6 00	
Salmon, finest sockeye, tall, case 13 50		
Salmon, pink, tall, case 6 00		

Saskatchewan Markets

FROM REGINA, BY WIRE

Regina, Sask., Jan. 30. — Severe weather prevails throughout the district, thirty below zero with stiff north-east wind. Effect is little trading in rural districts, but for the past few days business has been good notwithstanding. Local market shows considerable activity this week some important changes being reported. Japan beans advanced 65 cents and are quoted at \$5.75 bushel; flour declined on January 26, and again January 30, ten cents

first time, and 25 cents on the latter date, quotations to-day is \$9.30 per bbl. Rolled oats declined January 30, twenty cents, bails are quoted at \$3.50. An advance of from 15c to 50c per case in all canned milks occurred January 29. An advance is expected in sago and tapioca, present quotation is 8¾ cents. Sugar declined ten cents on January 20 and again on January 27 and price per cwt. is \$8.14 to-day. Creamery butter has declined to 42 cents and fresh laid eggs are quoted from 50c to 60c dozen. Other quotations are walnuts, shelled 47c; almonds shelled 43c; cooking figs 8½c; dates \$3 to \$3.50 case; and prunes from 9¼c to 11¼c pound.

REGINA—

Beans, small white Japan, bush.	5 75
Flour, No. 1 patents, 98s, per lb.	9 30
Molasses, extra fancy, gal.	0 71
Rolled oats, bails 3 50	4 35
Rice, Siam, cwt. 0 08½	8 14
Sago and tapioca, lb. 0 09	0 27
Sugar, pure cane, granulated, cwt.	0 42
Cheese, No. 1, Ontario, large 12 75	0 30
Butter, creamery, lb. 0 25	0 60
Lard, pure, 3s, per case 0 50	0 40
Bacon, smoked backs, lb. 4 35	3 85
Bacon, smoked sides, lb. 2 88	2 88
Eggs, new-laid 2 10	5 00
Eggs, storage, No. 2 5 95	5 95
Tomatoes, 3s, standard, case 6 75	12 00
Corn, 2s, standard, case 41 00	0 25
Peas, 2s, standard, case 0 24	0 50
Apples, gals., Ontario 0 40	0 42
Strawberries, 2s, Ontario, case 6 75	
Raspberries, 2s, Ontario, case 41 00	
Peaches, 2s, Ontario, case 0 25	
Salmon, finest sockeye, tall, case 0 24	
Salmon, pink, tall, case 0 50	
Pork, American clear, per bbl. 0 40	
Bacon, breakfast 0 40	
Bacon, roll 0 40	
Eggs, new-laid 0 40	
Eggs, storage 0 40	

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Jan. 30.—For what was expected to be a quiet month, January has proved very satisfactory in the grocery trade, with dealers expressing confidence that 1917 will prove a good year unless unforeseen developments occur. Wheat market slump has been reflected in flour prices, with a drop of 40c; Manitoba now quoting at \$10.50 and Ontario at \$9.55. The anticipated reduction in sugar is shown in a 10c drop. Present prices are: Standard granulated, \$7.45 to \$7.50; United Empire, \$7.35 to \$7.40; bright yellow, \$7.25 to \$7.30; No. 1 yellow, \$7.05 to \$7.10; Paris lumps, \$8.50 to \$8.75. American clear pork is higher again at \$40.50 to \$41. Messina lemons are scarcer and higher at \$4 to \$4.50. Cold weather is still holding up potato shipments, and has risen to \$4, and is

firm at that figure. Onions also becoming scarce, and now quoted \$5.50 per bag.

Table listing various commodities and their prices under the heading 'ST. JOHN, N.B.:'. Includes items like Flour, Cornmeal, Sugar, Eggs, Bacon, Beans, etc.

Small table listing '3 crown, loose, 50's', 'Figs, cooking, lb.', 'Prunes', and 'Peels' with their respective prices.

DRIED VEGETABLES.—It is reported that jobbers in Saskatoon have been pretty well loaded up with beans, and that these have been selling as low as \$4.50 in that city.

Table listing 'Beans—' and 'Barley—' with sub-items like 'Japanese, white beans, bushel', 'Manchurian, bushel', etc.

Tomatoes 3's cost \$4.50 Last Year Were \$1.90-\$2.05

CANNED GOODS.—Most jobbers are agreed that the consumer demand has fallen off on a number of lines, especially tomatoes. The price they are offered at in the retail stores varies from 20c to 23c, whereas last year at this time they were selling two for a quarter.

VINEGAR.—A local manufacturer states that while the price of vinegar is very low just now, the Government has recently taken over a large Ontario plant, and that unless the supply of spirit improves, vinegar is bound to go up.

Scarcity of Raw Pickles Sends Market Up

PICKLES.—The Dyson Co., Winnipeg, who have recently announced a number of advances, advise as follows: "Pickles continue difficult to obtain. While trade during the holiday season is usually quiet, it has been very active this year, as evidently the merchant is realizing that there will be a scarcity before the year is out.

er than they ever were before. The local growth only lasts a month, when local manufacturers have then to go into the Chicago market. This is making prices very high there.

Potatoes Advancing; Local Cabbage \$4.10 Cwt.

FRUIT AND VEGETABLES.—There is a marked tendency upward of potatoes. Manitoba potatoes in 10-bushel lots have advanced 20c to \$1.20 per bushel, and car lots have gone up to \$1.

Table listing 'Brussels sprouts, lb.', 'Manitoba potatoes, 10-bushel lots', 'Manitoba potatoes, carlots, bush., f.o.b.', etc.

Table listing 'Fruits—' with items like 'Oranges, navel, case', 'Oranges, Florida, box', 'Lemons, Cal., box', etc.

Whitefish up to 10c; Poultry Market Quiet

FISH AND POULTRY.—An advance took place last week in the price of whitefish, which is now quoted at 10c, this line being somewhat scarce; there is plenty of whitefish, but difficulty is experienced getting it into Winnipeg.

Table listing 'Oysters, Imperial gallon', 'Whitefish', 'Salmon, frozen', 'Halibut, frozen', etc.

WEEKLY MARKET REPORTS

(Continued from page 37.)

Table for 'B. C. Cane Syrups—' listing '2-lb. tins, 2 doz. to case, per case', '5-lb. tins, 1 doz. to case, per case', etc.

Table for 'Molasses—' listing 'Barbadoes, 1/2 bbls., per gal.', 'New Orleans, 1/2 bbls., gal.', etc.

DRIED FRUITS.—

Small size prunes continue very scarce and higher in price. March shipments, new crop of Australian currants, will soon be available, but so far prices have not been named.

Table for 'Dried Fruits—' listing 'Apples, evap., new, 50-lb. boxes, lb.', 'Apricots—', 'Pears—', etc.

Table for 'Currants—' listing 'Fresh cleaned, Australian, lb.', 'Amallas, Greek, wet cleaned', etc.

Table for 'Figs—' listing 'Coking Figs', 'Dates—', etc.

Table for 'Raisins, California—' listing '18 oz. fancy, seeded', '18 oz. choice, seeded', etc.

Table for 'Raisins, Muscatels—' listing '3 crown, loose, 25's', '3 crown, loose, 50's', etc.

Table for 'Raisins, Cal. Valencienne—' listing '3 crown, loose, 25's', etc.

FLOUR AND CEREALS

Flour Still Weak; Market Uncertain

Montreal

FLOUR AND FEEDS.—A decline of 40c per barrel went into effect in the flour market early this week, and there were small hopes held out for greater firmness, though prophets were reluctant to let their voices be heard on the markets of Montreal. Amongst reasons adduced for the decline were transportation troubles, the embargoes upon railroad shipments having caused reluctance in purchasing activity, and export trade having been dull for a time. Wheat has been scarce in Montreal owing to railway difficulties, and spot wheat has been able to command a heavy premium over Winnipeg prices. Winter wheat flour has been in dull market, with prices practically only nominal owing to the small number of transactions noted. As regards feeds, the situation is one of unparalleled firmness still, and millers are insisting on the buyers of feeds taking large proportions of flour in every carload, while prices of feeds are relentlessly firm. Oats are again up in price in Montreal, being now 74c a bushel.

	Car lots	Small lots
Manitoba Wheat Flour—		
First patents	9 60	9 80
Second patents	9 10	8 90
Strong bakers	8 90	8 50
Winter Wheat Flour—		
Fancy patents	9 25	9 50
90 per cent., in wood	8 50	8 75
90 per cent., in bags	4 00	4 15
Bran, per ton	33 00	35 00
Shorts	36 00	38 00
Special middlings	40 00	41 00
Feed flour	49 00	50 00
Feed oats, per bushel		0 74

Cereals Keep in Uneventful Market

Montreal

CEREALS.—The market for cereals partaking of the characteristics of the wheat and flour market is rather quiet just at present. In spite of a threatened shortage of corn, cornmeal is not quoted higher this week. In spite of a threatened shortage of corn, cornmeal is not quoted higher this week, and though oats are higher-priced, the prices of oatmeal and rolled oats remain as quoted last week. Transportation trouble has affected cereal shipments as with other merchandise to some extent this week.

Barley, pearl, 98 lbs.	6 25	6 50
Barley, pot, 98 lbs.	5 75	5 25
Buckwheat grits, 98 lbs.	4 80	4 50
Corn flour, 98 lbs.	3 30	3 40
Cornmeal, yellow, 98 lbs.	3 40	3 40
Graham flour, 98 lbs.	4 75	4 75
Hominy, granulated, 98 lbs.	4 80	4 75
Hominy, pearl, 98 lbs.	4 50	4 75

Oatmeal, standard, 98 lbs.	4 25
Oatmeal, granulated, 98 lbs.	4 25
Peas, Canadian, boiling, bush.	3 75
Roller oats, 90-lb. bags	3 95
Roller wheat, 100-lb. bbls.	5 50
Rye flour, 98 lbs.	4 00
Whole wheat flour, 98 lbs.	4 65
Wheatlets, 98 lbs.	4 80

Flour Declined 40c Barrel During Week

Weakness in Wheat Market Sent Prices Down—Demand for Flour Reported Better in Some Quarters

Toronto

FLOUR.—A decline of 40c per barrel in the price of Manitoba flour was registered during the week, which now makes the price of first patents \$9.50 in car lots and \$9.70 in small lots. From Wednesday of last week to Tuesday of the present week there was a net decline in cash wheat of 8½c per bushel. On the former date the closing price at Winnipeg for the spot cash wheat was \$1.79 per bushel, while on Tuesday of the present week the closing price was \$1.70 per bushel. On Saturday of last week the price went to \$1.68¾, and on Monday at the close it was at exactly the same figure. On Monday the mills sent the price down 40c per barrel in the face of the condition in the wheat market. Demand for flour is reported slightly better in some quarters, but the business is mostly of a hand-to-mouth nature. The wheat market is in an uncertain condition, the situation depending largely on the ability of exporters to get ships to carry the grain across. This seems largely the cause of the recent decline in wheat. Ontario winter wheat flour registered a decline of 30c per barrel during the week in sympathy with Manitoba flour. Business in this flour is comparatively light.

	Car lots per bbl.	Small lots per bbl.
Manitoba Wheat Flour—		
First patents	9 50	9 70
Second patents	9 00	9 20
Strong bakers	8 80	9 00
Ontario Winter Wheat Flour—		
High patents	8 60	8 80
Second patents	8 20	8 40

Graham and Whole Wheat Flour Down

Toronto

CEREALS.—A decline of 20c per bag was recorded in the price of Graham flour and whole wheat flour. Wheatlets also registered a like decline. These decreases were made in sympathy with the lower price for Manitoba and Ontario flours. Graham flour is now quoted at \$4.45 to \$4.55 per 98-lb. sack, and whole wheat flour at the same prices as

Graham. Wheatlets are quoted at \$4.75 and \$4.85 per 98-lb. sack. Prices for other cereals held steady during the week. Demand is fair.

Barley, pearl, 98 lbs.	6 25	6 50
Barley, pot, 98 lbs.	5 00	5 25
Beans, prime	6 50	7 00
Buckwheat grits, 98 lbs.	4 50	4 50
Corn flour, 98 lbs.	3 10	3 40
Cornmeal, yellow, 98 lbs.	3 05	3 15
Graham flour, 98 lbs.	4 45	4 55
Hominy, granulated, 98 lbs.	3 10	3 40
Hominy, pearl, 98 lbs.	2 90	3 15
Oatmeal, standard, 98 lbs.	3 85	4 10
Oatmeal, granulated, 98 lbs.	3 85	4 10
Peas, Canadian, boiling, bush.	3 50	3 25
Roller oats, 90-lb. bags	3 50	3 70
Roller wheat, 100-lb. bbls.	5 50	5 50
Rye flour, 98 lbs.	4 00	4 00
Whole wheat flour, 98 lbs.	4 45	4 55
Wheatlets, 98 lbs.	4 75	4 85

Feed Oats Are Down 1c; Other Feeds Firm

Toronto

FEEDS.—A decline of 10c per bushel was recorded in the price of Ontario oats during the week, now making the selling price 63c to 65c per bushel. Feeds continue in great scarcity, and prices are firm in consequence. There is a continued big demand, with more interest being manifested in bran.

Mill Feeds—	Car lots ton	Small lots ton
Bran	33 00	35 00
Shorts	36 00	40 00
Feed flour	80 00	82 00
Ontario oats, outside points	0 63	0 65

Decline in Wheat and Flour Rolled Oats Down 2.80-3.00

Winnipeg

FLOUR AND CEREALS.—Flour declined again this week following the decline of last week and the price is now \$9.00 for first patents. Millers report the domestic flour business quiet, and are still troubled to some extent getting orders moved on account of the railway embargo. Some millers are asking 3.00 for bulk rolled oats, and some are asking 2.80. This is a decline, as rolled oats were firm some weeks ago at 3.20; the demand has eased off lately. Feeds are still firm, with heavy eastern demand. Most of the mills have the necessary feed to meet this demand, but owing to the lack of equipment are unable to get the stuff moved. The railways have, however, assured millers that they may expect relief at an early date.

Flour—		
Best patents	9 00	
Bakers	8 30	
Clears	7 60	
XXXX	6 00	
Cereals—		
Roller oats, 80 lbs.	2 80	3 00
Roller oats, pkgs., family size	4 10	
Cornmeal, 98's	3 60	
Oatmeal, 98's	4 00	
Feeds—		
Bran, per ton	28 00	
Shorts, ton	30 00	
Middlings, ton	30 00	
Mixed chop, ton	42 00	



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

PRODUCE AND PROVISIONS

Dressed Hogs Again Advance In Price

Montreal—**PROVISIONS.**—Twenty-one dollars a hundred pounds (\$21.00), and the market exceedingly firm, is the story of dressed hogs in Montreal during the present week. The condition of firmness as regards hogs has so far not affected the hog products, but there may be an increase very soon if things continue as they are going. Live hogs are steadily firm at \$15 per hundred pounds, and would be higher if the quality of the offerings was better. Very unfinished goods are being delivered in Montreal at present, the price of feeds making farmers reluctant to build up their pork products on the hoof. Instead, they hurry them to market in poor shape for the most part. But the supplies are insufficient for demand as at present, even though the hogs are not of the best quality as regards finish. Prices of hog products remain as quoted last week, and are given below.

Hams—		
Medium, per lb.	0 26	0 26½
Large, per lb.	0 24	0 24½
Bacon—		
Plain	0 25	0 25
Boneless, per lb.	0 29	0 30
Bacon—		
Breakfast, per lb.	0 28	0 29
Roll, per lb.	0 20	0 21
Pickled meats— (less than smoked)		
Dry Salt Meats—		
Long clear bacon, ton lots	0 18	0 19
Long clear bacon, small lots	0 18½	0 19½
Fat backs, lb.	0 17	0 18
Cooked Meats—		
Hams, boiled, per lb.	0 37	0 38
Hams, roast, per lb.	0 36	0 37
Shoulders, boiled, per lb.	0 30½	0 31½
Shoulders o. roast, per lb.	0 31	0 31½
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 21¼	0 21½
Tubs, 50 lbs.	0 21¼	0 22
Pails	0 22	0 22½
Bricks, 1 lb., per lb.	0 23	0 23½
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 17	0 17½
Tubs, 50 lbs.	0 17½	0 17½
Pails, 20 lbs., per lb.	0 18½	0 18½
Bricks, 1 lb., per lb.	0 18½	0 18½

Poultry Prices Rather Higher For This Week

Montreal—**POULTRY.**—Very little live poultry, if any at all, is arriving on the market at present. The weather has been so cold that shipping has been at a standstill. Dealers report that the stock of poultry held in cold storage is not as large as it was this time last year, and although prices are shaded higher, they anticipate a very good demand. All lines of food products are so high in price at present that poultry is a cheap food at to-day's quotations. Some export orders for chickens came in to Montreal and

were filled. This is about the only event outside of the usual market routine for the week. Prices, as will be noted, are shaded rather higher than last week's quotations.

Poultry (dressed)—

Chickens, milk-fed, crate, fattened, lb.	0 25	0 30
Old roosters	0 20	0 20
Roasting chickens	0 25	0 27
Broilers	0 50	0 50
Young ducks	0 25	0 25
Turkeys (old toms, dressed, lb.)	0 31	0 31
Turkeys (young)	0 33	0 33

Storage Eggs Short; West Comes to Rescue

Montreal—**EGGS.**—The market for storage eggs is pretty well cleaned up now. Some dealers have enough for a week or ten days, but after that it is going to be difficult to secure supplies. Fortunately a few cars of storage eggs have been shipped in from Calgary, though these will not last very long. It is reported that there are several cars of Chinese eggs on their way East, but it is not likely that they will be sold in Montreal, as the United States market is steady, and by selling in the States the vendors will save the duty, which now runs about 6c per dozen. Canadian new-laid are a little more plentiful. A few lots of new-laid have been imported from Chicago, but the quality of these early arrivals is not very satisfactory yet. Only 677 cases of eggs reached Montreal for the week ending January 27th, as compared with 4,754 cases for the same period last year. This contrasts curiously with the figures as regards butter.

Eggs—

New laid	0 55	0 60
Selects	0 44	0 45
No. 1	0 42	0 43

More Activity in the Market for Butter

Montreal—**BUTTER.**—Fresh-made butter is now practically off the market, which is, however, showing rather more activity than was apparent last week. With the brisker demand, and increased range of transactions, the stocks of butter in storage seem still more slender, but the prospects are that they will hold out sufficiently well until spring. Production was better during the past year, and there are still fair quantities of butter arriving in Montreal, the records showing that 1,314 boxes were received for the week ending January 27th, as compared with only 676 boxes for the corresponding period

last year. This is in rather striking contrast to the condition as regards eggs in the same respect of arrivals in Montreal.

Butter—

Creamery, prints (storage)	0 44½
Creamery, prints (fresh made)	0 42½
Creamery, solids (fresh made)	0 42
Dairy prints, choice, lb.	0 40
Dairy prints, lbs., in tubs	0 37
Bakers	0 33

Little Canadian Cheese Left Now in Storage

Montreal—**CHEESE.**—Stocks of Canadian cheese in Montreal have been running lower of late, and are now very low indeed. With the smaller compass showing, some merchants in a large way of business, and doing export trade, are quoting prices at fully a cent per pound higher than those quoted below, which are, however, still being quoted by other merchants in cheese. The market looks decidedly firm. Owing to the shortage of Canadian cheese, considerable operators are operating now in American cheese, though only with the greatest difficulty owing to the limited number of cars available and limited space in cars to convey the produce. The congested state of the railroads is, in fact, playing havoc with all kinds of business at present. Figures showing arrivals of cheese in Montreal for the week ending January 27th are 2,020 boxes, as compared with 1,040 boxes for the corresponding period last year.

Cheese—

Large, per lb.	0 25	0 25½
New, twins, per lb.	0 25½	0 26
Triplets, per lb.	0 26	0 26
Stilton, per lb.	0 28	0 28
Fancy old cheese, per lb.	0 30	0 30

Honey Stocks Lower Prices Rule Higher

Montreal—**HONEY.**—There has been a stronger demand for honey during the past week in Montreal, and reports are now of higher prices and smaller stocks. Evidently the drain on Quebec honey stocks of the Ontario demand has been heavier than had been anticipated at earlier stages of the business, and those with honey to sell are asking more for the product. Wintry weather and other stimulating causes have briskened up demand lately in Montreal and district, also current prices are as under:

Honey—

Buckwheat, 5-10 lb. tins, per lb.	0 10	0 10½
Buckwheat, 50-lb. tins, per lb.	0 09½	0 10
Clover, 5-10 lb. tins, per lb.	0 13	0 14
Clover, 50-lb. tins	0 11½	0 12
Comb, per section	0 15	0 16

Higher Prices For Meats; Hogs Easier

High Prices for Hogs Brought Fairly Good Run and Prices Were 15c Down—Better Demand for Lard.

Toronto

PROVISIONS.—High prices for hogs brought a fairly good run to the market during the week and live hogs were quoted 15c to 25c down. Dressed hogs on the other hand were quoted \$1 to \$1.25 higher, and are now selling at \$19.50 to \$20 per hundred. Dealers anticipate that the supply will again grow less as the approach of spring comes, and that a corresponding firmness will be inevitable. In consequence of the firm market for hogs the prices of meats have been advanced during the week. Plain backs are quoted 1c up, bacon is also quoted 1c up and dry salt meats are 1 1/4c up. Lard is holding steady in price with a better demand developing for future delivery. Some of the large dealers are not quoting prices for delivery beyond the middle of February as they anticipate higher prices.

Hams—			
Medium, per lb.	0 25	0 25 1/2	
Large, per lb.	0 24	0 24 1/2	
Backs—			
Plain	0 28	0 29	
Boneless, per lb.	0 30	0 32	
Bacon—			
Breakfast, per lb.	0 26	0 26 1/2	
Roll, per lb.	0 21	0 21 1/2	
Wiltshire bacon, per lb.	0 23	0 25 1/2	
Pickled meats—1c less than smoked.			
Dry Salt Meats—			
Long clear bacon, ton lots	0 19	0 19 1/2	
Long clear bacon, small lots	0 20	0 20 1/2	
Fat backs, lb.	0 20	0 21	
Cooked Meats—			
Hams, boiled, per lb.	0 25	0 27	
Hams, roast, per lb.	0 35	0 37	
Shoulders, boiled, per lb.	5 30	0 31	
Shoulders, roast, per lb.	0 30	0 31	
Lard—			
Pure tierces, 400 lbs., per lb.	0 21	0 21 1/2	
Compound, tierces, 400 lbs., per lb.	0 16	0 17 1/2	
In 60-lb. tubs, 1/2c higher than tierces; pails, 1/2c higher than tierces, and 1-lb. prints, 1/2c higher than tierces.			
Hogs—			
Dressed, abattoir killed	19 50	20 00	
Live, off cars	14 10		
Live, fed and watered	13 75		
Live, f.o.b.	13 25		

Butter Continues in Inclining Weak Market

Toronto

BUTTER.—There is a continued weakness in the price of butter. Heavier consumption has not yet begun and until it does there will be an easy tone to the market. There are fairly good supplies of dairy butter arriving as production apparently is somewhat better at country points. Creamery prints in the choice grade have been graded downward while bakers' butter has also been in weaker tone.

Creamery prints, fresh made	0 43	0 45
Creamery solids	0 42	0 43
Dairy prints, choice, lb.	0 36	0 38
Dairy prints, lb.	0 34	0 35
Bakers	0 33	0 34

Deliveries of New Laid Eggs Increasing

Toronto

EGGS.—There have been heavier de-

liveries of new laid eggs during the week but there are still insufficient supplies of these to come anywhere near meeting the demand. Storage eggs are becoming a much scarcer article and prices for these have a tendency to grade up more nearly to the level of the new laid. There are comparatively few storage eggs being brought from the Chicago district on account of the high price prevailing there. Consumption of eggs is still slow and this is keeping the market in an easy tone. With a period of mild weather there would be heavier production of the new-laid. Prices for select storage have been quoted 1c to 2c higher during the week.

Eggs—

New laid, cartons	0 50	0 55
No. 1 storage, ex-cartons	0 43	0 44
Selects, extra	0 44	0 46

Continued Heavy Call For Export Cheese

Toronto

CHEESE.—There has been an exceptionally heavy demand for cheese for export during the week. Insistent inquiry for the markets in the Old Land have sent prices up 1c per pound. There is considerable being sold for export but space in the ocean carriers is limited and this is operating to make the outlet slower for cheese than the demand really warrants. Locally the demand for cheese is light in the face of the high prices.

Light, .bl	0 26	0 28
Medium, per lb.	0 25	
Large, per lb.	0 23	
Twins are 1/2c higher than new large; triplets 1/2c higher than new large, and Stilton 2c above new large.		

Big Demand For Fat Chickens and Hens

Toronto

POULTRY.—There has been a good demand for well-fatted chickens and hens during the week and for extra nice birds a premium is being paid by some of the dealers. For other poultry lines the demand is somewhat slow. The supplies arriving are light. There are very few turkeys reaching the market at present, most of those now being placed on sale are from cold storage.

	Live	Dressed
Spring chickens	0 16	0 17
Spring chickens, crate-fatted	0 18	0 20
Hens, over 4 lbs.	0 16	0 17
Hens, under 4 lbs.	0 13	0 14
Old roosters	0 13	0 14
Young ducks	0 15	0 18
Old ducks	0 12	0 15
Geese	0 13	0 16
Young turkeys (8 and 9 lbs. each)	0 22	0 25
Young turkeys (over 9 lbs. each)	0 23	0 27
Old Tom or hen turkeys	0 20	0 24

Prices are those paid at Toronto by commission men.

Buckwheat Honey is in Firmer Market

Toronto

HONEY.—In some quarters buckwheat honey is reported in much firmer tone with prices quoted up as high as 11c per pound. This is considered an unusually high price for this commodity.

But then there are few items in the whole range of commodities that have not established new records. White honey held in a steady market with available stocks being still further depleted.

Honey—

Clover, 5 and 10-lb. tins	0 13 1/2	0 14 1/2
60-lb. tins	0 12 1/2	0 13
Comb, No. 1, doz.	2 40	2 75
Buckwheat, 60-lb. tins	0 09	0 11

Hogs Tend Downward; Long Clear Bacon 17 1/2c

Winnipeg

PRODUCE AND PROVISIONS.—There was quite an increase in the run of live hogs last week, with a slight undertone to the market. Hogs declined from 13.35 to 13.00, and 12.75 was bid, but no business resulted at this figure. A little easier situation is looked for during the next week or two; this will be brought about by an easier feeling at Chicago and other markets. Provisions remain the same, except for an advance on long clear to 17 1/2c. Lard is unchanged. Prices of eggs are firm, and if the prevailing cold weather continues for any length of time there will be still higher prices. The demand for cheese has been good during the past week, one reason for this being that storekeepers are becoming cleaned up on their early purchases, and are now seeking fresh stocks.

Hams—

Light, .bl	0 26	0 28
Medium, per lb.	0 25	
Large, per lb.	0 23	
Bacon—		
Breakfast, per lb.	0 24	0 25
Breakfast, select, lb.	0 28	0 31
Backs, select, per lb.	0 28	0 28
Backs, regular	0 24	0 25
Dry Salt Meats—		
Long clear bacon, light	0 17 1/2	
Barrelled Pork—		
Mess pork, bbl.	32 00	
Lard, Pure—		
Tierces	0 20 1/2	
20s	4 22	
Cases, 5s	12 90	
Cases, 3s	13 05	
Lard, Compound—		
Tierces	0 16 1/2	
Tubs, 50s, net	8 25	
Pails, 20s, net	3 37	
Butter—		
Fresh made creamery, No. 1, cartons	0 42	
Rest dairy	0 38	
Fresh Eggs—		
New laid	0 45	0 50
Extras, in cartons	0 43	
No. 1, candled	0 38	
Cheese—		
Ontario, large	0 26	

ISLE OF PINES GRAPEFRUIT EARLY

Of all the grapefruit producing sections, the Isle of Pines, which lies to the south of the Island of Cuba, has the advantage of early production. The shipments begin in July and reach their maximum in September and October, just when the first Florida and California fruit is beginning to appear on the market.

Fred Archibald, of the Donald H. Bain Co., Winnipeg, who was out of the city last week, has returned, having been on a business trip east.

**MAKE YOUR DOLLARS
FIGHT
AT THE FRONT.
BUY
DOMINION OF CANADA
THREE-YEAR
WAR SAVINGS CERTIFICATES**

\$ 25.00 FOR \$21.50
50.00 " 43.00
100.00 " 86.00

INDIVIDUAL PURCHASES LIMITED TO \$1500.

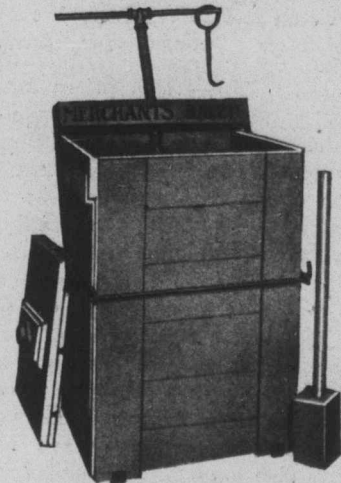
FOR FULL PARTICULARS APPLY AT ANY BANK
OR ANY MONEY ORDER POST OFFICE

FINANCE DEPARTMENT
OTTAWA

JAN. 9, 1917

Merchants Baler

MADE IN CANADA



No.	Bale	Weight	Price
2	17x18x31	140 lbs.	\$21.00
3	18x24x33	160 "	25.50
4	18x26x36	175 "	27.75

"f.o.b. Toronto."

Stephenson, Blake & Co.
Manufacturers
60 Front St. West, - Toronto

Tea

Dutch

Rusks



A Staunch Friend of the Grocer

Profitable, A Repeater and a Business Magnet.
A Breakfast Food, Simply and Quickly Prepared.
Appetising, Wholesome, and Nutritious.
For Invalids and Children, a Perfect Food, Easily Assimilated.
Recommended by the best Authorities on Scientific Food Values.
The Attractively Labelled Packages make a most effective Window and Counter Display.
Packed 36 15-cent packages to the Case.
A Sample Order will convince.

TRY IT.

The Robert Gillespie Co.
WINNIPEG, CAN.
Canadian Representatives

**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.



Made in Canada

by Canadians—for Canadians.

Every Canadian Grocer should know Armour's Oval Label products. The Armour Oval is on every package. Because of superior quality and real value for the money, Armour's Products have won the confidence of the Canadian public. The housewife trusts the product that bears the famous Armour Oval—the mark that guarantees quality and purity.

Every dealer's shelf should contain

Armour's Veribest

TRADE MARK

Ham, Bacon, Lard, Butter, Eggs, Canned Meats, Fish, Soups and Armour's Grape Juice.

A big collection of store signs and advertising material is at your service. Ask the Armour Salesman or write us direct.

ARMOUR AND COMPANY

Hamilton - Ontario - Canada



HONEY

A HIGHLY NUTRITIOUS AND PALATABLE FOOD

The food value of honey is not sufficiently realized either by the consumer or the retailer who sells it. A writer in a paper recently referred to it as follows:

"Honey is easily digested, and goes direct into the blood vessels without leaving deleterious residues in the intestines, so that a spoonful of honey means a spoonful of food. It contains grape sugar, fruit sugar, and cane sugar (all differ chemically), water, fat, albumin, and some other substances, and its use cannot be substituted by grocers' sugar. It is a good food to take at breakfast time, being sustaining, warmth giving, and aiding in the digestion of other foods taken. Eaten with bread it is very palatable, and is also better than molasses with porridge."

GUARANTEED PURE.

Put up in Tins, 60 pounds. In Glass Jars, 1 pound.

" " 10 " " " 3/4 "

" " 5 " " " 1/2 "

Also in the Comb.

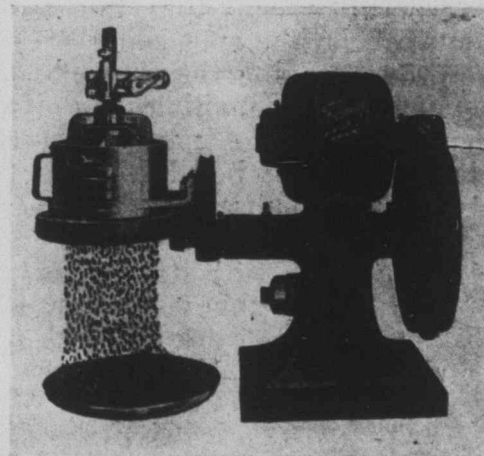
FOR SALE BY

F. W. FEARMAN CO., Limited

Hamilton, Canada

Freeman's Electrical

Made in Canada



Driven
Meat
Chopper
Bone
Grinder
and
Coffee
Mill

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

The W. A. Freeman Co., Limited

Hamilton, Canada

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

Is the Money Always There?

WHEN you have wanted a certain thing that would have added to the pleasures of life, was the money always there? when you figured up to see if "Cash on hand" would warrant you to make the purchase. Have you ever felt the need of a good vacation or wanted some little extra luxury, but simply could not afford it because your regular income was not sufficient?

WE have a plan that will enable you to add these extra luxuries without interference in any way with your regular occupation; a plan from which you may derive sufficient income to warrant your having all the added pleasures of life. This plan may be worked during spare time without interference with your regular duties. One hour in the evening spent among your acquaintances—a half-hour after lunch in the office or factory will give you an additional \$5.00 or \$10.00 weekly.

WE have hundreds of subscriptions in your locality ready to be taken. A representative on the spot could secure these orders, saving these people the trouble incidental to mailing. These orders, together with the many other subscriptions which may be added from the friends of our old subscribers whom they will recommend to you, will give you an income that with the same amount of work will double your earnings each year. The work is both pleasant and profitable. No previous experience required.

This plan will interest you, so write us to-day for full particulars.

The MacLean Publishing Co.
LIMITED

Division B.

143-153 University Avenue

TORONTO

ONTARIO

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. case, weight 10 lbs.	\$ 0 45
4 oz. Tins, 4 doz. to case weight 20 lbs.	0 75
6 oz. Tins, 4 doz. to case weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 20
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 75
16 oz. Tins, 4 doz. to case, weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 75 lbs.	9 50

ROYAL BAKING POWDER

Size	Less than 10 case lots	Bbl. lots or 10 cases and over
Dime	\$0 95	\$0 90
4-oz.	1 40	1 35
6-oz.	1 95	1 90

DOMINION CANNERS, LTD. JAMS.

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

Screw Top Glass Jars 16 oz. glass 2 doz. case.	Per doz.
Apricot	\$2 55
Assorted	2 35
Blackberry	2 45
Blueberry	2 45
Currant, Red	2 45
Currant, Black	2 53
Cherry	2 45
Gooseberry	2 35
Plum	2 20
Plum, Green Gage	2 35
Pear	2 35
Peach	2 35
Raspberry, Red	2 55
Raspberry Black	2 45
Raspberry and Red Currant	2 45
Raspberry and Gooseberry	2 45
Strawberry	2 60

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP

Manufactured from pure cane sugar.

2 lb. tins, 2 doz. in case.	\$3 80
5 lb. tins, 1 doz. in case.	4 45
10 lb. tins, 1/2 doz. in case.	4 15
20 lb. tins, 1/4 doz. in case.	4 05
Perfect seal glass jars in the case	3 15
Delivered in Winnipeg in carload lots.	

BAKED BEANS WITH PORK.

Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case
1's Baked Beans, Plain, 4 doz. to case
1's Baked Beans, Tomato Sauce, 4 doz. to case
1's Baked Beans, Chili Sauce, 4 doz. to case
2's Baked Beans, Plain, 2 doz. to case
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case
2's Baked Beans, Chili Sauce, tall, 2 doz. to case

Family, Plain, doz.; Family, Tomato Sauce, doz.; Family, Chili Sauce, doz.; 3's Plain, Flats, Aylmer only, doz.; 2's, Tomato Sauce, Flats, Aylmer only, doz.; 3's, Chili Sauce, Flats, Aylmer only, doz.; 3's, Plain, Tall, doz.; 3's, Tomato Sauce, doz.; 3's, Chili Sauce, doz. The above 2 doz. to case, 10's, 1/2 doz. per case, for hotel and restaurant use (gals.), doz.	
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"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	1 30
12 oz. Glass, Screw Top, 2 doz. in case	1 50
14 oz. Glass, Screw Top, 2 doz. in case	1 75
16 oz. Glass, Screw Top, 2 doz. in case	2 10
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case	2 15
2's Glass, Vacuum Top	3 20
2's Tin, 2 doz. per case	3 25
4's Tin, 12 pails in crate, per pail	0 55
6's Tin, 8 pails in crate, per pail	0 60
7's Tin or Wood, 6 pails in crate	0 91
14's Tin or Wood, 4 pails in crate, per lb.	0 12 1/2
30's Tin or Wood, one pail only, per lb.	0 12 1/2

BLUE

Keen's Oxford, per lb.
In 10-lb. lots or case.

CEREALS

WHITE SWAN

	Per case
Pancake Flour (Self-rising), 2 doz. case, wgt. 50 lbs.	\$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Buckwheat Flour (Self-rising), 2 doz. to case, wgt. 50 lbs.	2 70
Diet Flour, 5 lb. bags, per doz.	4 80
Wheat Flakes, per case of 2 doz. 15c packages	2 70
Health Flour, 5 lb. bags, per doz.	3 00
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Diet Flour, 3 1/2 lbs., 1 doz. to case, per case	4 50
Wheat Flakes, per case of 2 doz., 25 pkgs.	4 50
Health Flour, 5 lb. bags, per doz.	3 60
King's Food, 2 doz. to case	5 50
Wheat Kernels, 2 doz. to case	2 70

COCOA AND CHOCOLATE THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz.	\$4 50
Perfection, 1/2-lb. tins, doz.	2 40
Perfection, 3/4-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble, bulk, No. 1, lb.	0 22
Soluble, bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24
(Unsweetened Chocolate)	
Supreme chocolate, 1/2s, 12-lb boxes, per lb.	0 37
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80



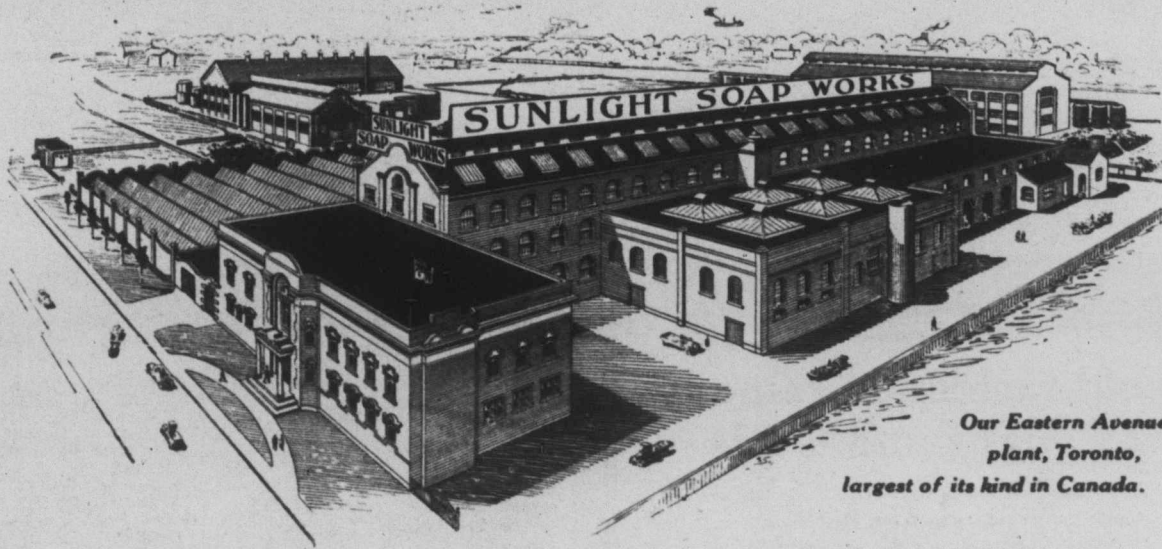
Reputation—Quality—and a Guarantee

Lever Brothers Limited, and their associated companies in various countries are the largest manufacturers of soaps in the world—by far.

The name Lever on soap has always stood for purity, quality, fair dealing, big advertising, progressive methods. Yet when we say that Sunlight Soap is absolutely pure and has no fillers or adulterants—nothing that isn't real soap, we do not ask anyone to take our unsupported word for it.

Money talks. Therefore we offer a Guarantee of \$5,000 to anyone who can show, under competent analysis, that Sunlight Soap is not what we say it is. The public knows Sunlight Soap. You know it. Our \$5,000 challenge of Purity has never been taken up.

LEVER BROTHERS LIMITED, Eastern Avenue, TORONTO



Our Eastern Avenue plant, Toronto, largest of its kind in Canada.

If interested, tear out this page and keep with letters to be answered.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

MIKADO

The best value in Rice being offered on Canadian markets today.

Y & S STICK LICORICE

48 5c. Packages to Box



The old-fashioned remedy for Coughs and Colds

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

NATIONAL LICORICE COMPANY MONTREAL

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

Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz. 0 90
 Sweet Chocolate— Per lb.
 Queen's Dessert, 10c cakes, 2 doz. in box, per box.... 1 80
 Vanilla, ¼-lb., 6 and 12-lb. boxes 0 37
 Diamond, 8's, 6 and 12-lb. boxes 0 30
 Diamond, 6's and 7's, 6 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 ¼-lb. packages, 2 and 4 doz. in box, per doz. 1 00
 Chocolate Confections, Per doz.
 Maple buds, 5-lb. boxes 0 39
 Milk medallions, 5-lb. boxes 0 39
 Chocolate wafers, No. 1, 5-lb. boxes ... 0 32
 Chocolate wafers, No. 2, 5-lb. boxes 0 28
 Nonparell wafers, No. 1, 5-lb. boxes 0 32
 Nonparell wafers, No. 2, 5-lb. boxes 0 28
 Chocolate ginger, 5-lb. bxs., per lb. 0 38
 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, 2doz. in box, per box 0 95
 Nut milk chocolate, ¼'s 6, lb. boxes, lb. 0 39
 Nut milk chocolate, ¼'s, 6-lb. boxes, lb. 0 39
 Nut milk chocolate, 5c bars 24 bars, per box 0 90
 Almond nut bars, 24 bars, per box 0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

Eagle Brand, each 48 cans..\$7 20
 Reindeer Brand, each 48 cans 6 95
 Silver Cow, each 48 cans.... 6 40
 Gold Seal, Purity, each 48 Cans 6 25
 Mayflower Brand, each 48 Cans 6 25
 Challenge, Clover Brand, each 48 cans 5 75

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans 5 00
 Jersey Brand, Hotel, each 24 cans 5 00
 Peerless Brand, Hotel, each 24 cans 5 00
 St. Charles Brand, Tall, each 48 cans 5 10
 Jersey Brand, Tall, each 48-cans 5 10
 Peerless Brand, Tall, each, 48 cans 5 10
 St. Charles Brand, Family, each 48 cans 4 50
 Jersey Brand, Family, each, 48 cans 4 50
 Peerless Brand, Family, each 48 cans 4 50
 St. Charles Brand, small, each 48 cans 2 25
 Jersey Brand, small, each 48 cans 2 25
 Peerless Brand, small, each, 48 cans 2 25

CONDENSED COFFEE
 Reindeer Brand, "Large," each 24 cans\$5 00
 Reindeer Brand, "Small," each 48 cans 5 70
 Regal Brand, each 24 cans. 4 70
 COCOA, Reindeer Brand, each 24 cans 5 00

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs.... 0 34
 1 lb. round tins, 4 doz. to case, weight 70 lbs.... 0 34½

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs. 0 23
 1 lb. tins, 2 doz. to case, weight 35 lbs. 0 20

MOJA

½ lb. tins, 2 doz. to case, weight 22 lbs. 0 31
 1 lb. tins, 2 doz. to case, weight 35 lbs. 0 30
 2 lb. tins, 1 doz. to case, weight 40 lbs. 0 30

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.
 1 lb. tins, 2 doz. to case, weight 45 lbs., per lb... 0 27

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.\$ 1 05
 2 oz. bottles, per doz., weight 4 lbs. 2 00
 2½ oz. bottles, per doz., weight 6 lbs. 2 30
 4 oz. bottles, per doz., weight 7 lbs. 3 50
 8 oz. bottles, per doz., weight 14 lbs. 6 50
 16 oz. bottles, per doz., weight 28 lbs. 12 00
 32 oz. bottles, per doz., weight 40 lbs. 23 00
 Bulk, per gallon, weight 16 lbs. 16 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

Per doz.

½ oz. (4 doz. case), weight 9 lbs., retail each 15c....\$1 35
 1 oz. (4 doz. case), weight 14 lbs., retail each 30c.... 2 50
 2 oz. (3 doz. case), weight 15 lbs., retail each 50c.... 4 25
 4 oz. (2 doz. case), weight 17 lbs., retail each 90c.... 7 50
 8 oz. (1 doz. case), weight 17 lbs., retail each \$1.00... 13 25
 Pint (1 doz. case), weight 29 lbs., retail each \$3.... 24 50
 Quart (1 doz. case), weight 53 lbs., retail each \$5.50.. 45 00
 Half gallons, each, retail each, \$10 7 50
 Gallons, each, retail each \$18 14 50

GELATINE

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

W. CLARK, LIMITED, MONTREAL.

Compressed Corned Beef, ½s, \$2; 1s, \$3.50; 2s, \$7.50; 6s, \$25; 14s, \$60.
 Roast Beef, ½s, \$2; 1s, \$3.25; 2s, \$7.25; 6s, \$22.
 Billed Beef, 1s, \$3.25; 2s, \$7.25; 6s, \$22.
 Jellied Veals, ½s, \$2; 1s, \$3; 2s, \$4.50; 6s, \$21.
 Corned Beef Hash, ½s, \$1.50; 1s, \$2.50; 2s, \$4.50.
 Beefsteak and Onions, ¼s, \$3; 1s, \$3.25; 2s, \$6.25.

A big, cool, satisfying smoke

YOU can see the twinkle of satisfaction in the eye of the man smoking an **ORLANDO INVINCIBLE CIGAR.** He recognizes in it a wonderful three-for-a-quarter value, a value that brings him back again, and puts big money in the Orlando dealer's cash drawer.

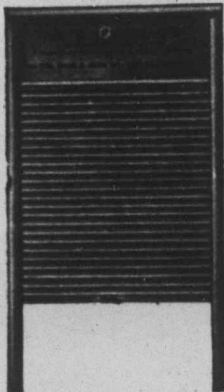
ARE you profiting through Orlando popularity? Other grocers are. Why not get a share of the profitable demand for the Orlando (Invincible) Cigar?

Display them now.



W. R. Webster and Co., Ltd., Sherbrooke, Que.

The New All-Canadian, All Wooden Washboard—A serviceable, long-wearing washboard retailing at 20c.



A splendid new line which is proving immensely popular. Zinc and Aluminum washboards are out of the question owing to the high prices of these materials.

Cane's New All-Canadian, All-Wooden board satisfactorily fills the want thus created. This new washboard gives your customers even better service than the old zinc or aluminum lines and at much less cost.

The New All-Canadian board is built for long wear—the rubbing surface being made from specially selected Canadian hardwood. A trial order will prove worth while to you. Send it in to-day.

**The Wm. Cane & Sons Company
Limited
Newmarket, Ont.**

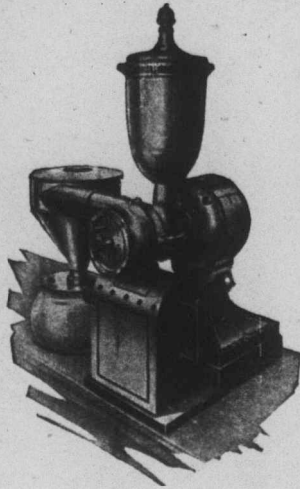
Havana Ribbon 5c Cigars

The easiest commodity a grocer can handle. Good profit. Cash sales.

Send *To-day* to your Wholesale or direct for a sample order of this Quality cigar at \$36.00 per 1000.

MANNES & BINGHAM
Manufacturers LIMITED
London, Ontario

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



Sell more coffee—this mill will do it for you

Put your coffee sales on a sound, profit-paying basis, giving your customers unstinted satisfaction by serving them from a

Hobart Coffee Mill

The Hobart grinds quickly and easily without a trace of chaff. It is easily operated and the time saving it accomplishes is not the least of its advantages.

We have an easy payment plan that is sure to interest you. Drop us a card now, and ask us to send you full particulars.

The Hobart Mfg. Co.
149 Church St., Toronto

Prices for MOLASSES will again be high this year

It is therefore very important that you should insist on buying the brand which you can absolutely rely upon.

Da Costa's Barbados Extra Fancy Molasses

Absolutely pure, of highest quality and delightful flavor.

Be certain to specify "DA COSTA" on all your orders.

The price is no higher than for other brands.

Agents:

West India Company, Ltd.
Coristine Building, Montreal

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

Cambridge Sausage, 1s, \$3.00; 2s, \$5.50.
 Boneless Pigs' Feet, 1/2s, \$1.75; 1s, \$2.75; 2s, \$5.50.
 Lambs' Tongues, 1/2s.
 Sliced Smoked Beef, tins, 1/2s, \$1.85; 1s, \$2.80; 4s, \$15.50.
 Sliced Smoked Beef, glass, 1/2s, ...; 1/2s, \$2.25; 1s, \$3.25.
 Tongue, Ham and Veal Pate, 1/2s, \$1.50.
 Ham and Veal, 1/2s, \$1.20.
 Potted and Devilled Meats, tins — Beef, Ham, Tongue, Veal, Game, 1/4s, 50c; 1/2s, \$1.
 Potted Meats, Glass — Chicken, Ham, Tongue, 1/4s, ...
 Ox Tongues, tins, 1/2s, \$3.50; 1s, \$6.25; 1 1/2s, \$9.50; 2s, \$13.
 Ox Tongues, Glass, 1 1/2s, \$12; 2s, \$14.
 Mince-meat, Hermetically Sealed Tins, 1s, \$2; 2s, \$3.25; 3s, \$4.55; 4s, \$6.25; 5s, \$8.
 In Pails, 25 lbs., 13c lb.
 In 50 lb. Tubs, 13c lb.
 In 85 lb. Tubs, 12 1/2c lb.
 In Glass, 1s, \$2.20.
 Clarke's Peanut Butter — Glass Jars, 1/4, 95c; 1/2, \$1.40; 1, \$1.85. 50 lb. Pails, 20c.
 Clark's Peanut Butter—Pails 24 lbs., 20c per lb.
 Clark's Tomato Ketchup, 16 oz., \$3; 1 gal. jars, ...; 5 gal. jars, ... per gal.
 Pork and Beans, Plain Tails, 1s, 95c; 2s, \$1.60; 3s, \$2.40; 6s, \$8; 12s, \$12; 3s, flat, \$2.
 Individuals, 80c doz.
 Pork and Beans, Tomato Sauce, Tails, 1s, \$1.15; 2s, \$1.85; 3s, \$3; 6s, \$10; 12s, \$14.50; 3s, flat, \$2.45.
 Individuals, 90c doz.
 Pork and Beans, Chili, 1s, \$1.15; 2s, tall, \$1.85; 3s, flat, \$2.45.
 Individuals, 90c doz.
 Tomato Sauce, 1 1/2s, \$1.75; Chili Sauce, 1 1/2s, \$1.75; Plain Sauce, 1 1/2s, \$1.45.
 Vegetarian Baked Beans, Tomato Sauce, Tails, \$1.80.
 Clark's Chateau Chicken Soup, \$1.25.
 Clark's Chateau Concentrated Soups, \$1.15.
 Clark's Chateau Concentrated Soups, No. 1 assorted, \$1.15.
 Spaghetti with Tomato and Cheese, 1/2s, \$1.15; 1s, \$1.65; 3s, \$2.65 doz.
 Fluid Beef Cordials, 20 oz. btl., 1 doz. per case, at \$10.00 per doz.
 English Plum Puddings, 1s, \$2.30 doz.; 2s, \$3 doz.
THE N. K. FAIRBANKS CO. LIMITED.
PRICE LIST ON BOAR'S HEAD LARD COMPOUND TO RETAILERS.
 Tierces \$0 14 1/2
 Pails 2 93
 This price list cancels all previous ones and is effective at once. Subject to change without notice.
 All orders received must be shipped within a period of 30 days.
 Advance over tierce basis for small packages:
 3-lb. tins, 20 to the case, 1c over tierces; 5-lb. tins, 12 to the case, 1/4c over tierces; 10-lb. tins, 6 to the case, 1/4c over tierces; 20-lb. wood pails, 1/4c over tierces; 60-lb. tubs, 1/4c over tierces; half-barrels, 1/4c over tierces; 50-lb. tins, 1/4c over tierces; 20-lb. tins, 1/4c over tierces.
LAFORTE. MARTIN. LIMITED
 Montreal. Agencies
BASIN DE VICHY WATERS
 L'Admirable, 50 bottles, litre, cs. 8 00
 Neptune 8 50
 San Rival 9 00
VICHY LEMONADE
 La Savoureuse, 50 bottles, cs. 11 00
NATURAL MINERAL WATER
 Evian, Source Cachat, 50 bottles, cs. 9 50

IMPORTED GINGER ALE AND SODA
 Ginger Ale, Trayders, cs., 6 doz. pts., doz. 1 20
 Ginger Ale, Trayders, cs., 6 doz., splits, doz. 0 95
 Club Soda, Trayders, cs., 6 doz. pts., doz. 1 15
 Club Soda, Trayders, cs., 6 doz., splits, doz. 1 05
BLACK TEAS
 Victoria Blend, 50 and 30-lb. tins, lb. 0 37
 Princess Blend, 60 and 20-lb. tins, lb. 0 34
JAPAN TEAS
 H. L., ch. 90 lbs., lb. 0 35
 Victoria, ch. 90 lbs., lb. 0 25
COFFEES
 Victoria, Java and Mocha Blend, 1 lb. tin, lb. 0 34 1/2
 Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb. 0 32
 Princess, Java and Mocha Blend, 1-lb. tin, lb. 0 22
MUSTARD
COLMAN'S OR KEENE'S
 Per doz. tins
 D. S. F., 1/4-lb. \$ 1 75
 D. S. F., 1/2-lb. 3 30
 D. S. F., 1-lb. 6 25
 F. D., 1/4-lb. 1 10
 Per jar
 Durham, 4-lb. jar, each .. 1 10
 Durham, 1-lb. jar, each .. 0 35
JELLO.
GENESEEE PURE FOOD CO.
 Assorted case, 4 dozen \$ 3 60
 Lemon, 2 dozen 1 80
 Orange, 2 dozen 1 80
 Raspberry, 2 dozen 1 80
 Strawberry, 2 dozen 1 80
 Chocolate, 2 dozen 1 80
 Peach, 2 dozen 1 80
 Cherry, 2 dozen 1 80
 Vanilla, 2 dozen 1 80
 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 50
 Chocolate, 2 dozen 2 50
 Vanilla, 2 dozen 2 50
 Strawberry, 2 dozen 2 50
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 Unflavored, 2 dozen 2 50
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WHITE SWAN SPICES AND CEREALS, LTD.
 White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz. \$ 0 90
 List Price
SPICES
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 5c 10c
 Round Oval lith. litho. dredge. dredge. 2 1/2 oz. Per doz. Per doz.
SPICES
 Allspice \$0 45 \$0 90
 Arrowroot, 4 oz. tins, 85c.
 Cayenne 0 45 0 90
 Celery salt
 Celery pepper
 Cinnamon 0 45 0 90
 Cinnamon whole, 5c pkgs., window front, 45c.
 Cloves 0 45 0 90
 Cloves, whole, 5c. pkgs., window front, 45c.
 Curry powder
 Ginger 0 45 0 90
 Mace 1 25
 Nutmegs 0 45 0 90
 Nutmegs, whole, 5c pkgs., window front, 45c.
 Paprika 0 45
 Pepper, black ... 0 45 0 90
 Pepper, white ... 0 50 0 95
 Pastry spice 0 45 0 90
 Pickling spice, window front, 90c.
 Shipping weight per case 10 lbs. 15 lbs.
 Dozens to case .. 4

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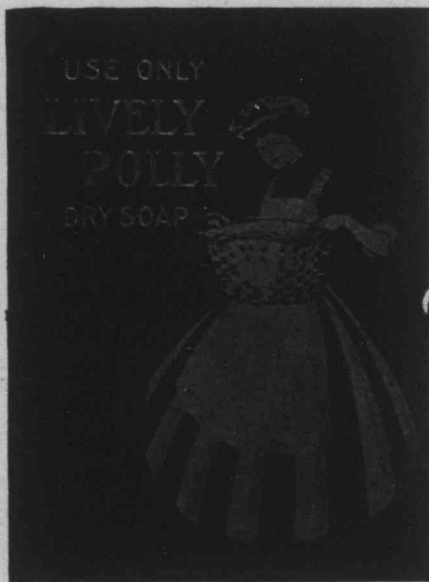
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