

**PAGES
MISSING**

FEATURING - ANOTHER BIG CO-OPERATIVE FAILURE

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXIX

PUBLICATION OFFICE: TORONTO, FEBRUARY 26, 1915

No. 9



ATLANTIC SUGAR REFINERIES, LIMITED



Now in transit to your Wholesaler
from

ATLANTIC SUGAR REFINERIES, Limited

Montreal, P.Q.

St. John, N.B.

COWAN'S Perfection COCOA

is everybody's choice



**We advertise
it for you**

**You display it and
it will sell itself**

Your customers all know Cowan's Cocoa. Those who are not already using it will soon get the buying impulse from the newspapers, billboards, street-car cards and other advertising.

Put it on display to-day.

The Cowan Company, Limited, Toronto

Why resent friend housewife's remarks when she objects to raisins shrivelled and tasteless?

No good grocer can expect anything else unless he is pushing

GRIFFIN & SKELLEY'S SEEDED *and* SEEDLESS RAISINS

*The Raisins
that retain their natural freshness
indefinitely*

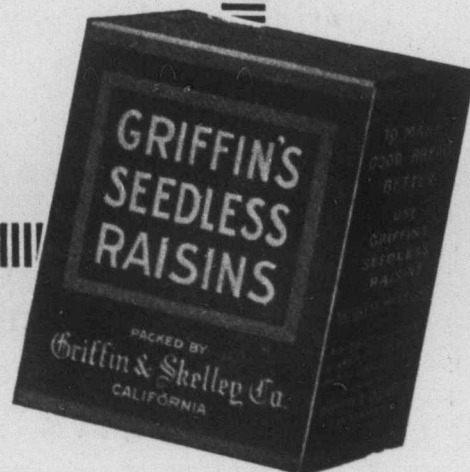
Griffin & Skelley Raisins are simply the sweetest, tenderest and most luscious grapes that California grows — gathered just at the blush of maturity, and brought to their final deliciousness right in the vineyards by the sun's gentle rays.

No wonder most families use raisins more frequently when they can secure the wholesome and delicious Griffin & Skelley Brand.

Don't wait until friend housewife voices her feelings — or quietly transfers her custom elsewhere. Get Griffin & Skelley's in your store without delay.

Tell your Wholesaler
TO-DAY

Griffin & Skelley's Dried Prunes, Apricots, Peaches and Pears are the same safe quality as Griffin & Skelley's Seeded and Seedless Raisins.



Price
\$27 Net



The
ARCTIC
FISH
DISPLAY CASE

With fish naturally cheaper than meat, and the Lenten business thrown in, to tip the scale against meats, you will find a phenomenal demand right now for fresh cured and frozen fish.

It's not too late now to order this fish case, even for Lenten business—then you'll have it for summer use.

A handsome oak case equipped for ice—three sections—price is low. Order to-day.

Send us your order to-day and ask for refrigerator catalogue.

John Hillock & Co., Limited

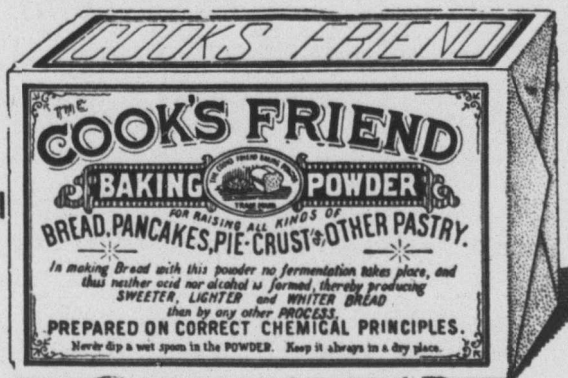
Makers of High-Grade Refrigerators and Fish Cases

TORONTO

COOK'S FRIEND BAKING POWDER

For over fifty years has made baking lighter, sweeter and more satisfying. To-day its extensive popularity is firmer and surer than ever. Why not let Cook's Friend bring you the good sales of satisfied customers by getting up an attractive display and featuring it in your store? Do it to-day.

W. D. McLAREN, Limited, Montreal



Continental Grocery Bags

Let the fame of the name be your guide in buying.

REPUTATION is not always "a bubble"—sometimes it is a very beneficial thing—As witness the reputation (DOMINION WIDE), of the

Continental Grocery Bags

Here are bags whose PRESENT PERFECTION is the cumulative result of constant effort and perfect methods in manufacture. Let this well-won fame decide your choice of Bags, and you will "close the avenue of future regrets."

The Continental Bag & Paper Co., Limited

Manufacturers Ottawa

Branches: MONTREAL and TORONTO
Agencies throughout Canada

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



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

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

Have you a copy of Catalogue 913C?

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

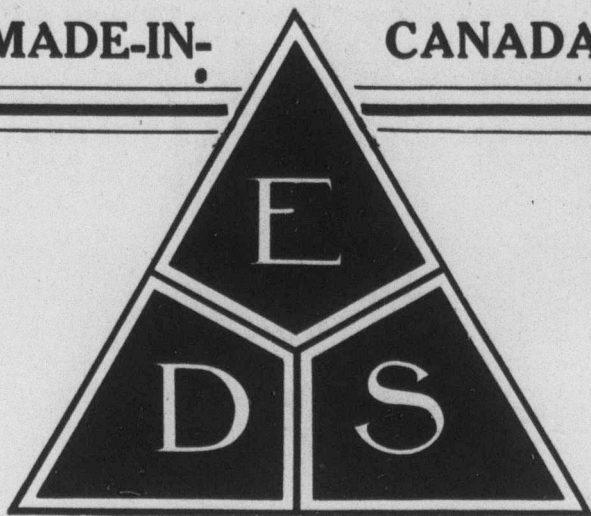
COLES MANUFACTURING CO.

1615 North 23rd St.

PHILA., PA.

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

MADE-IN- CANADA



The awakening has come to Canadians

All Canada has wakened up to the fact that every dollar spent outside of our Dominion or Empire helps the enemy with whom we are at War—it takes that much out of our Country and circulates it in neutral and ultimately belligerent countries to develop their industries and help them in the War against the British Empire.

Canadians Want Canadian-Made Goods You Should Feature Them

To come down to "brass tacks," your customers want Canadian-made goods, and will appreciate your efforts to supply them.

Put in a Made-in-Canada Window today and feature the famous

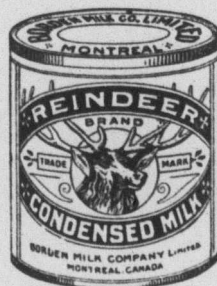
E.D.S. Jams and Jellies

the jams and jellies that have a country-wide reputation for quality, purity and delicious home-made flavor. Link up your customers' patriotism with our extensive desire-creating advertising and turn the whole into profitable sales and good future business. Fill up your stock to-day if it's low and make a feature of E.D.S. products now when the home-made fruits are getting low.

E. D. SMITH & SON, Limited WINONA, ONT.

AGENTS

Newton A. Hill	Toronto
W. H. Dunn	Montreal
Mason & Hickey	Winnipeg
R. B. Colwell	Halifax, N.S.
A. P. Armstrong	Sydney, N.S.



Sound - reasoning grocers continue to stake their sales expansion on the Borden quality line, feeling reasonably sure of repeat sales at regular intervals, and of a gratifying natural increase.

The utility and convenience of the Borden products make them desirable for innumerable uses. Their thorough quality and absolute purity take good care of continued purchases.

In the most progressive stores you'll find Borden's dominating the window displays, and so placed on shelves and counters that even the unobserving could not miss them.

Surely there are many ways in which you could greatly increase your "Borden" sales?

Start that improvement to-day.

Borden Milk Co., Ltd.

"Leaders of Quality"
MONTREAL

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

FACTORIES:—
Ingersoll, Tillsonburg, Norwich, Ont
Huntingdon, Ormstown, Que.
Truro, N.S.

Orinoco



Tobacco

*From the
old Mariner*

*To the
young Sport*

**“Orinoco” is a big favorite
with them all**

For a nice medium strength smoke that is satisfying, full-flavored and rich, there is none that compares with “Orinoco.”

Its fine fragrance is a token of its real tobacco goodness.

All Tuckett’s tobaccos make a strong appeal to your men customers—very

few real tobacco users do not use and appreciate them.

Why not stock a few lines and let your customers know you keep them? Suggest to your trade that the tobacco order be included in the weekly grocery list.

Order your stock from the wholesaler.

TUCKETT LIMITED, Hamilton, Ontario



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

How is it Affecting You?

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

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

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

Note these prices:

St. George Brand Coffee, 2 doz. in case	\$4.80
St. George Evaporated Milk, 4 doz. in case	3.60
Banner Condensed Milk, 4 doz. in case	5.25
Princess Condensed Milk, 4 doz. in case	4.50
Premier Skimmed, 4 doz. in case	3.80

ORDER NOW.

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

When Meat
Becomes
Expensive,
Push—



SIMCOE BAKED BEANS

Costs only a third the price of meat of the same nutritive value. Made in a minute with all the work of preparation eliminated. Every bean is perfectly baked, and mealy, and highly digestible.

Folks want Simcoe Brand as soon as they see them, but as soon as they taste the rich flavor and mealiness of these delicious beans, their continued custom is a certainty.

Start planning a window display to-day, look over your stock and have it replenished immediately.



Dominion Canners Limited

Hamilton, Ontario

YOUR CANDY DEPARTMENT Is it Profitable?



YOUR Confectionery Department; Mr. Merchant, can be made one of the most profitable in your store, not only in its direct sales, but in the patronage which it brings the other departments. But you must have good candies—candies of unimpeachable quality. The M. B. Co. Candies are this kind and, at the same time, offer an exceptionally wide range of choice. For example—

CANDIES

Mixtures, Mints,
An endless Variety, Staple and Fancy.
Delicious Drop Goods
In Bulk or Bottle.

CARAMELS

150 Different Lines of
Penny Goods
From 1c each to 10 for 1c.

CHOCOLATES

An unbeatable line of
High-Grade Chocolates
An almost endless assortment to choose from and
The Never-Falling

"BORDO"

with its irresistible and individual flavor.

Volume of Sales, Profit and Permanency of Patronage are the three things which make every Merchant who handles The M. B. Co. Candies an enthusiast. Write us and we'll have one of our salesmen drop in to see you.

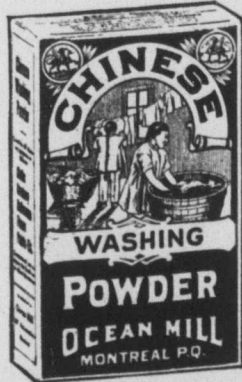
THE MONTREAL BISCUIT COMPANY

Manufacturers of Biscuits and Confectionery MONTREAL

GROCCERS:

Here's a Trade Winner

that has brought customers back for "more of the same" to those grocers who have stocked it.



Is a trade stimulator of the highest order. Women who have used it will take no substitute, because it replaces the smelly odor of hot suds with an odor that is pleasing, clean and wholesome, and it does not injure the hands. A big 8-ounce package for 5 cents. Your jobber should have it—if not, write direct for prices.

OCEAN MILLS
MONTREAL :- CANADA

When you sell

HEINZ 57

VARIETIES

PURE FOOD PRODUCTS

You give your customers—
Goods Made in Canada—
from Canadian Materials—
by Canadian Employes.

H. J. HEINZ COMPANY

Canadian Factory:—Leamington, Ont.
Warehouse:—Toronto



—and it couldn't be *MORE* profitable
at *HALF* the margin!

BANNER BRAND MARMALADE

Banner Brand oranges come right from the orchard to the kettle. Picked only when fully ripened in the famous groves of Seville, Spain. Sliced right where they're picked and securely sealed in air-tight cans. Opened here in Toronto right into our kettles—and what a deliciously pleasing flavor these full-juiced, wholly ripened oranges make!

Your profit on Banner Brand is doubly sure, for it takes good care of the continuity of your customers' purchases right from the first sale.

Demand Banner Brand NOW—for your Made-in-Canada displays.

LINDNERS LIMITED

306 Ross Ave., WINNIPEG

340 Dufferin St., TORONTO

REPRESENTATIVES:

H. Whissell, 228 Drolet St., Montreal; H. D. Marshall, Ottawa; W. L. McKenzie & Co., Edmonton and Regina; Jacksons, Limited, Calgary; H. E. Gross, Vancouver; R. S. McIndoe, Toronto.

Let us place
this Case of
Fresh Seeds
on your
Counter.



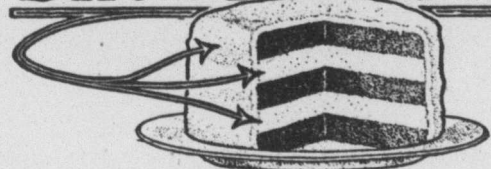
SELL as many as possible, and the remainder may be returned at the end of the season at our expense. Our compact and attractive display case contains the assortments as above, and you will add many dollars to your profits if you let us send you one or more, as your trade requires, on commission, all charges paid by us.

Wm. Rennie Co., Limited, Toronto

Get Acquainted

with the new pure food product for making the most delicious meringue, icing and filling—

Snow-Mellow



It will prove a positive boon to the housewife, if you will only introduce it and get her to try it.

"Snow-Mellow" is so simple to make. Just one tablespoon of "Snow-Mellow," one cup of granulated sugar and flavored to suit the taste, and she has the makings of a score of dainty desserts for every occasion, to say nothing of the rich, fluffy, tender icing and filling she can make.

And the profit margin for you, Mr. Grocer, is a generous one!

Write to-day for further details and prices, or

Ask your jobber—

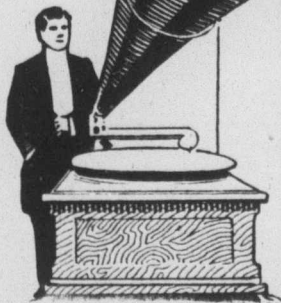
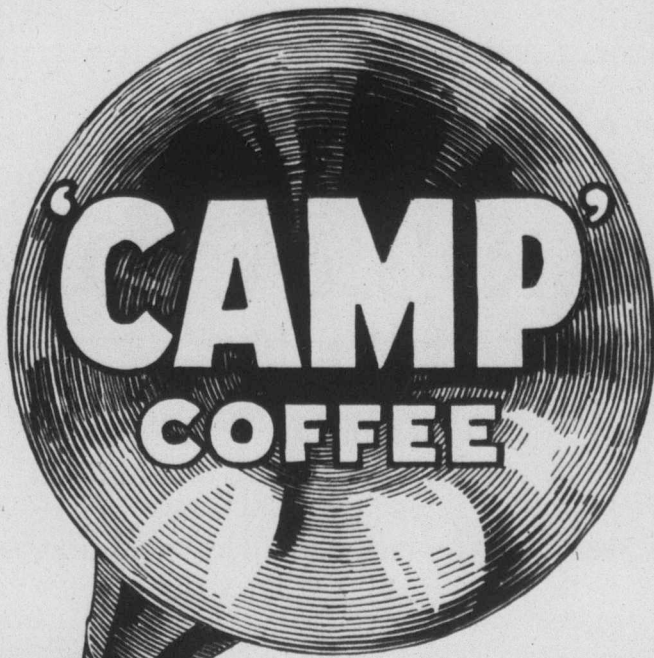
The W. T. Ott Co., Inc.

32-34 Front St. West 518 St. Catherine St.

TORONTO

MONTREAL

68 L.



A RECORD Success

'CAMP' COFFEE produces a chorus of praise from all who try it, and to try it once is to buy it always.

Recommend 'Camp' to your Customers.
All Wholesalers stock it

R. Paterson & Sons, Coffee Specialists, Glasgow



GOOD FLOUR

versus

Indifferent kinds

MAKES GOOD BREAD

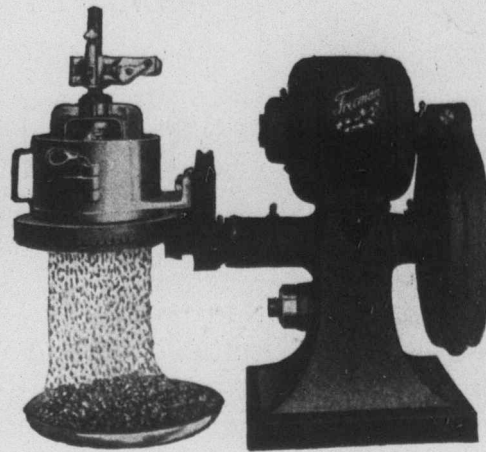
Choose the best, invest in the best, sell no other kind but the best, and you are sure that your flour sales will improve every day to eventually control the trade in your district, because no discriminative buyer will bother with the inferior, no matter how much cheaper he can obtain it, even at his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

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

Leitch Brothers' Flour Mills

LIMITED
Oak Lake, Manitoba

Freeman's Electrical



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

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

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

**Success in Tobacco
Selling**

is the result of pushing the lines that meet with greatest favor from the largest number of users. The fact that most grocers keep ordering larger amounts is pretty good evidence of the popularity of the Rock City Lines. Order your supply to-day.

MASTER MASON

Smoking

ROSE QUESNEL

Smoking

KING GEORGE NAVY

Chewing Plug

MAPLE SUGAR

Chewing Plug

Rock City Tobacco Co.
LIMITED

QUEBEC

WINNIPEG

Overheard.
"We stock
but we sell
GIPSY
Stove Gloss"

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED,
 33, Front Street, E. TORONTO.

Western Agents: For Manitoba, Saskatchewan & Alberta:
 Nicholson & Bain, Winnipeg, Regina, Saskatoon, Calgary
 and Edmonton. For British Columbia & Yukon: Donkin,
 Creeden & Avery, 117, Arcade Buildings, Vancouver, B.C.

**"SOVEREIGN"
 SALMON**



**FINEST
 BRITISH
 COLUMBIA
 SOCKEYE**

**QUALITY
 IS OUR FIRST
 CONSIDERATION**

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



**A Profit Producing
 Store**

is the end and aim of every merchant. The surest way to attain this result is to sell what the public wants. The reputation of

Libby's
**Food
 Products**

for purity and flavor have made them popular favorites for over forty years.

- Olives
- California Fruits
- California Asparagus
- Canned Meats
- Alaska Salmon
- Pork and Beans
- Hawaiian Pineapple
- Mince Meat
- Plum Pudding
- Jams and Jellies

**Libby, McNeill & Libby
 Chicago**



Stock of Special "Class"

gives dignity to the entire stock of a grocery. Even though you use only moderate quantity of quality goods, there is no wiser selection for you than

CARR'S BISCUITS

With such stock on hand you invite a trade that will advertise you and make you successful.

Carr's Biscuits are packed for export in air-tight tins.

Write For
 Prices.



**CARR & CO. CARLISLE
 ENGLAND**

AGENTS—Wm. H. Dunn, Limited, Montreal; Dunn-Hortop, Limited, Toronto; Hamblin & Brereton, Limited, Winnipeg, Man., and Vancouver, B.C.; T. A. MacNab & Co., St. John's, Newfoundland.

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

G. Washington's INSTANT Coffee

Now You Can Drink All
The Coffee You Want

FOR SALE BY

Canadian Wholesale Grocers



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

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

Canadian Sales Agent:

Edmund Littler
169 William Street
MONTREAL, CANADA

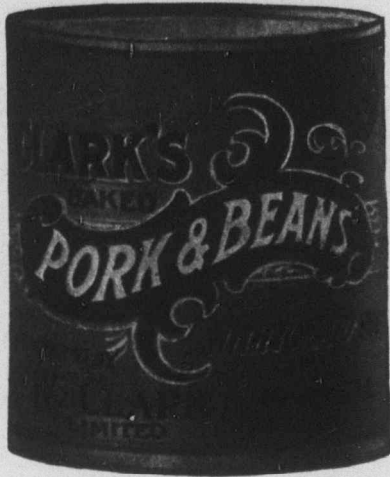
S

OME manufacturers in their eagerness to reach the consumer shoot over or under the retailer's head or try to shoot through him. The retailer is getting tired of being shot up. Work **with** him and **for** him and note the difference.

TWO CENTS PER WORD

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

CLARK'S PORK & BEANS



WE WANT YOUR
BUSINESS

MR. GROCER, and we want it in increased volume, but we do not ask you to buy Clark's products SIMPLY because they are

MADE IN CANADA

We Have Other Reasons

True, we are and always have been a strictly Canadian firm, utilizing Canadian products and employing Canadian labor. But our greatest argument is QUALITY, and we make the POSITIVE STATEMENT that Clark's Pork & Beans are EQUAL TO or BETTER THAN any IMPORTED OR OTHER BAKED BEANS.



Compare
the Prices



Then Use your
Judgment

W. CLARK

LIMITED
Montreal

Tartan BRAND

THE SIGN OF PURITY

Teas, Coffees, Spices, Baking Powder, Extracts, Jelly Powder, Grocers' Sundries, Canned Goods, all kinds of Fruits and Vegetables, Salmon, Soap, etc. Headquarters for high-grade Teas and Fancy Groceries.

'Phone at our expense.

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

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

A store convenience — costs little — gives big service



THE MCGREGOR PAPER BAG HOLDER.

Holds every size bag from ¼ to 10 lbs. Always ready. Saves time, space and waste of bags. Supply of bags is laid in the top; one by one is secured as required. The most practical bag holder made. You cannot afford to be without one. Write for Prices and detailed particulars.

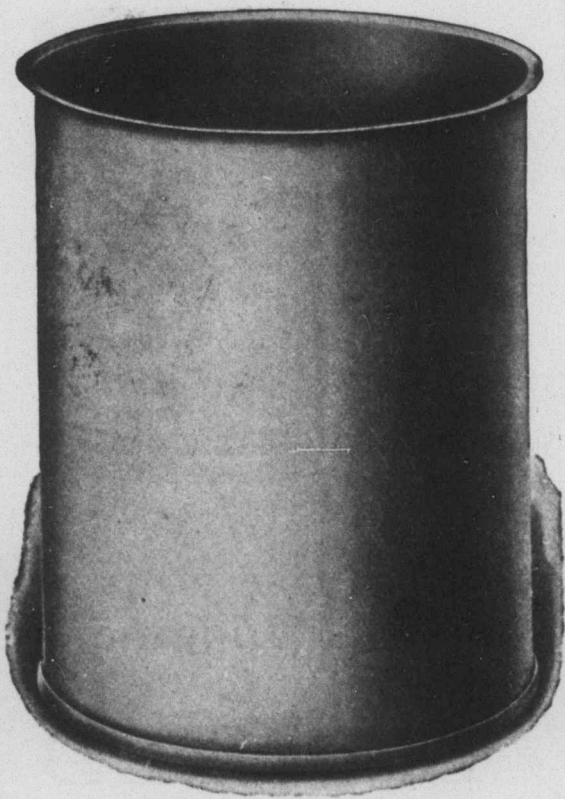
For sale by all first-class jobbers or
THE O. P. MCGREGOR PAPER CO., LIMITED,
411 Spadina Ave., Toronto.



Quality with Economy—

that's the profitable combination you can offer in BEE BRAND JELLIES, STARCH and BORAX. Quality that brings satisfaction to the most particular. Economy that makes them practical for any purse. Ask us to send you samples to-day.

FORBES & NADEAU, Montreal, Que.



Sanitary Cans

"The Can of Quality"

Baked Beans,
Soups,
Meats and Milk.

Sanitary Can Company
LIMITED

NIAGARA FALLS, ONTARIO



This is a fine Table Cane Syrup

in an attractive 2-lb. tin.

A good seller.

Have you tried it?



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.

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

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

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road

LONDON N., ENGLAND

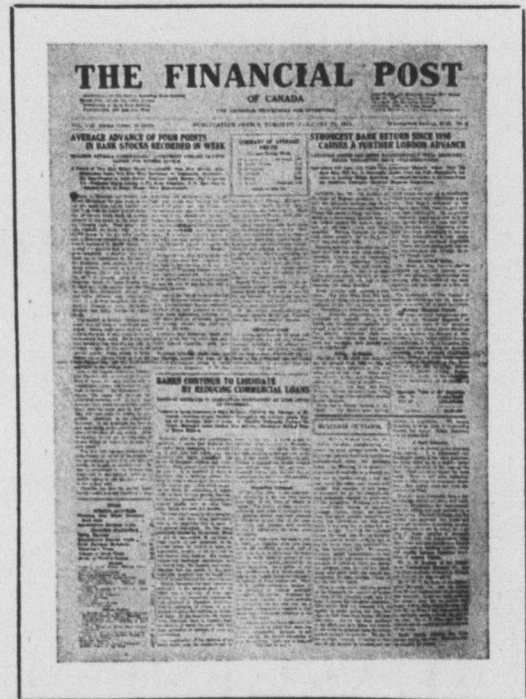
BEWARE OF FALSE PROPHETS

The daily sensational rumors from unauthoritative sources should not guide the proficient manufacturer or business man.

It is not sufficient merely to have "news"—

WHY NOT HAVE THE FACTS?

The Financial Post through its unexcelled sources of information, and its exact analyses and forecasts, coupled with its bymail Information Bureau which deals with financial or business problems, furnishes a service of unsurpassed value.



Annual Subscription \$3.00 the year

Date 1915

To:

THE FINANCIAL POST
143-153 University Ave., Toronto

Dear Sirs:

Please enter ^{my} _{our} subscription to The Financial Post at the rate of one dollar for four months.

Name.....

Street or Box No.....

City.....

WHY NOT HAVE THE FACTS?
c. g.:

THE CANADIAN BUSINESS MAN

has never been in greater need of accurate knowledge of actual conditions—and of the best possible business and financial counsel!

LET

The Financial Post of Canada

serve you at least during the next four months.
Write for a free sample copy or

Sign ← the attached Coupon and return

to us with one dollar for four months, or if more convenient pay on receipt of bill.

The Measure of Success

"The success of every product must be measured by the confidence it can inspire—and **KEEP.**"—(Printer's Ink.)

It would be difficult to name a product that inspires more confidence than Red Rose Tea. Its reputation is such that its very name is linked with the highest degree of tea quality.

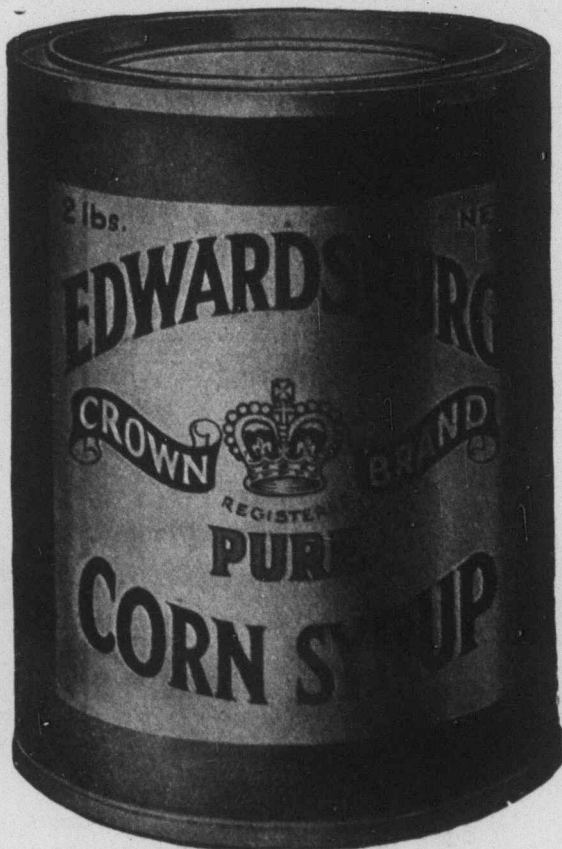
It has kept the confidence of a great army of tea users for over twenty years, because its distinctive flavor, richness and strength have been uniformly maintained.

It has helped grocers to increase their tea trade and it has held the trade for them.

Red Rose Tea

"IS GOOD TEA"

T. H. ESTABROOKS CO., Limited
St. John, Montreal, Toronto, Winnipeg, Calgary



How Are Your Customers Going to Know

that you handle "Crown Brand" Corn Syrup—
how are our big advertisements in the newspapers
going to do you any good—

unless you let everyone in your neighborhood
know that you have "Crown Brand"?

We are doing our share, by putting the quality
into the goods; by giving you the most delicious
and the most popular table syrup in Canada; and
by advertising it all over the Dominion.

Your share is merely to let your neighborhood
know you have it, through occasional counter and
window displays.

Handle all sizes—the 2, 5, 10 and 20-pound tins.

The Canada Starch Co., Ltd.

Manufacturers of the famous Edwardsburg Brands
Montreal, Cardinal, Brantford, Fort William

Manufacturers' Agents and Brokers' Directory

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

ONTARIO.

W. G. A. LAMBE & CO.
TORONTO

Established 1885

SUGARS FRUITS

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

**W. H. Millman
& Sons**

Grocery Brokers
TORONTO

The Harry Horne Co.

GROCERY BROKERS

Manufacturers' Agents
and Importers

309-11 King W., Toronto, Can.

We can place your goods on the market successfully.

(Correspond with us.)

W. G. PATRICK & CO.
Limited.

Manufacturers' Agents
and Importers.

51-53 Wellington St. W., Toronto

HENRI DE LEEUW

28 Front Street E. TORONTO

Importer - Foodstuffs - Exporter

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

WESTERN PROVINCES.

GEORGE E. MEASAM

COMMISSION MERCHANT

Agencies for confectionery lines solicited. My representatives canvass the retail trade every six weeks in the Country and every two weeks in the City.

P. O. BOX 1721,

Edmonton, - - - - Alberta.

H. P. PENNOCK & CO.,
Limited

Wholesale Grocery Brokers
and Manufacturers' Agents.
WINNIPEG.

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

W. H. Escott Co.,
LIMITED

Wholesale
Grocery Brokers and
Manufacturers' Agents

Commission Merchants

WINNIPEG REGINA
CALGARY EDMONTON

WATSON & TRUESDALE

Wholesale Commission Brokers and
Manufacturers' Agents.

120 Lombard Street

WINNIPEG MAN.

Domestic and Foreign Agencies
Solicited.

FRANK H. WILEY

Manufacturers' Agent
Groceries and Heavy Chemicals
Enquiries solicited for shipment from Spot
stock Winnipeg or for Import.
757-759 Henry Avenue, Winnipeg

RUTTAN, ALDERSON & LOUND, Ltd.
COMMISSION BROKERS

Representing Canadian and British
Houses

Agencies Solicited

WINNIPEG, - MAN.

BRITISH COLUMBIA.

The Campbell Brokerage Co.

Manufacturers' Agents and Commission Brokers.

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

857 Beatty Street, - Vancouver, B.C.

NEWFOUNDLAND.

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ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS

and COMMISSION MERCHANTS
Importers and exporters. Prompt and
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W. J. MCAULEY

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Flour, Feed, Grains, Potatoes.

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

522 Board of Trade Bldg., Montreal.

Grocery Advertising

By Wm. Borsodi

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

PRICE, \$2.00.

ALL ORDERS PAYABLE
IN ADVANCE

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

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

One Inch Space
\$1.00 Per Issue
on Yearly Order

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

WHO SAYS BAD BUSINESS ?

Our average weekly increase in sales, since January 1st, has amounted to **27,297** pounds over the corresponding weeks of last year.

Last week, although the "duty" scare had abated, was one of the largest weeks in our history.

To date we are **191,077** pounds ahead of last year, and this in spite of the depression in business we hear so much about.

"SALADA"

TORONTO MONTREAL LONDON, ENG.

LARD

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

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

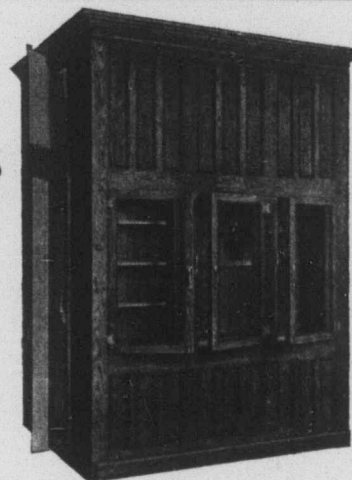
Put up in tierces, tubs, pails, 20 lb., 10 lb., 5 lb. and 3 lb. tins, also in one pound cartons.

Made under Government inspection.

F. W. Fearman & Co., Limited
HAMILTON

Why Fool Yourself by Appearances?

Any refrigerator may have sanitary linings and all the appearances of a perfect refrigeration system—and yet fail utterly to keep your perishables from spoilage, or give you adequate service.



It's the **Principle of Circulation** that is the vitally important thing. Sanitary linings and everything else are useless unless that principle is **RIGHT**—unless that principle gives you an adequate amount of **DRY** cold air **EVENLY** distributed over the **WHOLE** refrigerator.

That's why the **EUREKA** pays the largest dividends in goods saved. That's why grocers and butchers for over twenty-eight years have insisted on the **EUREKA**. That's why there is only one refrigerator which will earn you adequate profits—the **EUREKA**. Write **NOW** for full particulars and free catalogue.

Eureka Refrigerator Company
31 Brock Ave. Limited TORONTO

CANADIAN GROCER



KEEN'S OXFORD BLUE

Appreciated and preferred all over the civilized world, wherever the cleanest and whitest washing is desired. The grocer who suggests KEEN'S pays a distinct compliment to his own good judgment, for KEEN'S is the acknowledged favorite wherever washing is done.

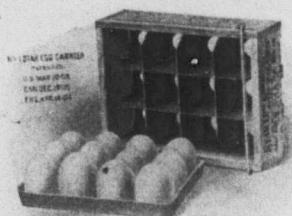
Your nearest wholesaler is ready to supply you.

MAGOR, SON & CO., Limited

403 St. Paul Street, MONTREAL

30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA



INCREASE

Your Egg Profits



WITH THE

STAR SYSTEM FOR SAFE EGG HANDLING LOWEST COST EGG DELIVERY IN THE WORLD

The Star System is not only the most efficient and convenient Egg Delivery, but costs less per dozen eggs delivered, than any other egg handling device. It is the ONLY egg delivery that does not Break Eggs.

To increase your egg profits and give your customers better store service, order one Star System for each vehicle you run.

STAR SYSTEM FOR SAFE EGG HANDLING

consists of

Four Dozen Star Egg Carriers

5,000 Star Egg Trays Printed With Your Advertisement

One Package Divisions to Keep Your Star Egg Carriers Always New.

IF YOUR JOBBER CANNOT SUPPLY YOU, WE WILL

STAR EGG CARRIER & TRAY MFG. CO.

1500 Jay Street

Rochester, N.Y., U.S.A.

CANADIAN GROCER

VOL. XXIX

FEBRUARY 26, 1915

No. 9

A Short-Lived Co-operative Concern

Householders' Co-operative Stores, Limited, Only Began Business About Six Months Ago—
Started Out to Establish 40 Stores in Toronto Alone, But Only Opened Six or
Eight—Total Liabilities Estimated at About \$20,000.

AMONG the business fatalities of more than ordinary interest to the retail grocery trade is the recent failure of the Householders' Co-operative Stores, Ltd., with head offices at Toronto. Not only has this concern gone to the wall, but also has that of Jno. W. Bowman & Co., wholesale grocers, which it has been generally understood, has been under the same control as that of the above-mentioned stores. As was briefly announced in last week's issue, the liabilities to creditors of The Householders' Co-operative Stores, Ltd., is in the neighborhood of \$10,000. One report states that the assets of the company are about the same amount, but the liability figures do not include the liability to some 500 small shareholders. Jno. W. Bowman & Co. is the subsidiary concern, and it is stated to be a creditor of the other company.

The Householders' Co-operative Stores have had a short and in a way a checkered career. The organization was formed only last summer, shortly after the outbreak of the European war. It was a particularly favorable time for a concern which makes the high cost of living one of its chief excuses for organizing. When the war began, a great number of imported supplies advanced on account of scarcity and increased insurance and transportation costs. This no doubt led the promoters to the conclusion that then was the time to tell the public it was being robbed, and to present its new proposition which has since become such a miserable failure.

In our issue of September 25th, we reviewed the prospectus of The Householders' Co-operative Stores, Ltd. It will be remembered when this concern was first launched, it operated on the discount plan. Every householder who desired to join, was asked to pay a membership fee of \$5 per year, or 25c per week, for twenty weeks. This membership entitled them to a discount of 20% off every order, and at the time the order was given. Some of the high-sounding statements to be found in this prospectus, which is scarcely six months old, are the following: "The grocer who condemns our plan is the enemy of economy." "We give all we can for what we get, instead of getting all we can for what we give." "You save 20c every time you spend a \$1."

Still another statement read: "The annual fee charged to all members (\$5), payable 25c per week for 20 weeks,

enables us to meet all administrative expenses, leaving us free to conduct our business entirely in the best interests of our members." And still another: "In order to successfully combat the high cost of living, as well as to prevent undue advantage of the public being taken by merchants under the guise of scarcity of supply during the present European war, an association has been incorporated, etc., etc."

A Strong Position Indeed.

Canadian Grocer pointed out at the time that the insinuation that the great body of retail dealers all over the country were taking advantage of the situation in Europe to charge excessive prices, was entirely unfounded and most ridiculous. Competition is too keen among the trade to bring about any such a condition. There was another "big-talk" statement made when it was stated that "as our membership is large, we are able to purchase all goods in exceptionally large quantities at wholesale prices and propose to add only the actual cost of distribution to our members. The strong position we occupy with the various manufacturers—paying spot cash for all foodstuffs—guarantees a lower purchase price than can be obtained by dealers buying on credit."

It was somewhat of an uncanny coincidence that shortly after this prospectus was issued, there was an advertisement in Toronto papers, signed by the same Householders' Co-operative Stores, Ltd., lamenting the fact that the wholesale grocers would not sell to them. Just why they referred to this trouble and paid for making the statement, was something difficult to understand in view of the alleged "strong position they occupied with the various manufacturers." Here was still another mis-statement in that now historic piece of literature. "With only a limited charge on our purchase price, you will quickly realize a saving ranging over 10% to 30% on every purchase." Just how a saving of more than 20% could be realized, when only a discount of 20% was allowed off retail prices, and at the same time when each member had to pay \$5 a year membership, was certainly difficult to understand. This was the sort of bogus statement printed in the prospectus that so easily led the public to swallow the claims made by The Householders' Co-operative Stores, Limited, and its agents.

A Forced Change.

Just about a month later, Canadian Grocer, recorded the fact that this concern was doing an illegitimate business. Their system was taken up by the Retail Merchants' Association, with Hon. W. J. Hanna, Provincial Secretary, and it was discovered that the charter of the concern did not allow them to collect membership fees from the public at the same time and not permit it to hold stock in the concern, or have anything to do with its operation. The promoters were told they would have to discontinue doing business, unless their methods were changed, and they did their business on the joint stock company basis.

Shortly after this a circular was issued, announcing the change but scarcely telling the whole truth. We quote the following from this circular:—

"In starting the Householders' Co-operative Stores, Ltd., we adopted the principle of membership and cash discount in order to get a good response to our proposition. The results have been very satisfactory, but a large number of our members have insisted that the co-operative plan as practised in England is preferable to our method. In this we agree with them and in fact always contemplated the final adoption of the British plan, but did not care to sell any shares of our stock until we gave it a value. We have now made the shares worthy to be sold, and have decided to make the change before we open any more stores. To commence on Friday morning, Oct. 16th, our discount will be withdrawn, and our stores will offer regular prices. Commencing the same day, quarterly distribution of profits will be made to all owners of shares of the stock of this company. These distributions will take the form of two classes of payment, that is dividends on capital at the rate of 7 per cent. per annum, and profit distribution on purchases. A coupon for the amount of the purchase will be given with each sale. Save them. The application you have made for membership will be transferred to a share of stock, and the money you have paid on the membership, will be credited to the cost of stock. We would suggest that you interview our representative at the store, who took your membership, as he is prepared to give you any information or explanation you may desire. We have opened two new stores within the last week, and give below list of those now operating."

Fell Short of the Count.

At that time the concern had seven stores in operation and their intention, as was announced in the original prospectus, was to have 40 and also to establish others in different parts of Ontario. Viewed in the light of subsequent hap-

penings, their new "co-operation" proposition was intended to hold those who had become "members" before the Government compelled the stores to adopt legitimate methods. The failure last week has, however, put an end to their dream and one more co-operative institution has passed out.

What Canadian Grocer objects to particularly in connection with co-operative associations, are the promises made to probable subscribers in the prospectus. We have seen a number of these of late, and in practically every instance, the promoters of the scheme intimate to the general public, that because they are being robbed by the ordinary merchants, they should join the association, save their money and at the same time secure dividends on the quarterly purchases, and capital stock at the end of each year. So far as our experience goes, there is no justification for these statements. The prices on staple groceries at the present time are shaved so low, that it is impossible for a concern to sell more cheaply than the ordinary retail trade, and at the same time pay from 7 to 10 per cent. per annum dividends as well as a good substantial dividend on quarterly purchases. These promises should not be permitted.

A lamentable feature in connection with these organizations is the fact that no matter how many of them fail, there is always a certain percentage of the public, willing to risk its small investments in others. It is only a few months since that the National Railway Association, a large co-operative concern, capitalized at \$5,000,000, with some ten or eleven stores in different parts of Ontario and Quebec, failed with heavy liabilities. There are probably a few co-operative associations in Canada making money, but it is because they do not pretend to sell the public goods at prices under those of the ordinary retailers. The chances are, they are on the whole charging more. If they did not charge as much or more, and if they did not conduct the business on sound business principles, it would be impossible for them to pay 7 per cent. or more dividends at the end of the year, in addition to dividends on quarterly purchases.

Reports indicate there are some 500 small shareholders who will lose in this failure, and it is safe to say that few if any of these can afford to lose the small savings they have invested. It would appear that our Governments should take more precautions in the future in issuing charters to co-operative associations with high-toned names, and to see that the public is not buncoed out of its hard-earned savings so easily.

DOES THE AUTO SCARE THE WOMEN?

A Canadian Grocer reader in Auburn, Ont., writes to say that in a recent issue of the Christian Guardian there is a letter on "Why Women in the Country Stay at Home," and suggests that it might well be reproduced in this paper. The letter in part says:

"The real reason that the country woman stays home so much to-day is because the cursed automobiles have driven her off the roads that she and her ancestors have toiled to pay taxes on. Those same taxes are increasing at an alarming rate. The higher the tax gets the less use we get of the road. We asked a neighbor one day, 'Why are you sending your cream to the creamery?' 'Well,' he answered, slowly, 'I've two farms to work alone. During the rush of the summer's work I just can't spare time to go to market, and the women are afraid to go any more.' Those same women used to go regularly to market during the summer months. They are never seen on the road any more. I know plenty of women right here in my own neighborhood who used to go to market who dare not venture out even to the village store to get the necessary groceries, etc. We do not live on a 'back concession' either, as one motorist sneeringly put it, but in a thickly settled neighborhood. Our home has been in the hands of our family since the country was settled, and was taken from the Crown by my great-grandfather. Is there a concert, lecture or tea-meeting that the farmer's wife or daughter would like to attend, she must face the danger of being ditched by some reckless motorist. It is simply impossible to see at night when a motor car is approaching. I have been blinded by the auto lights when the auto was nearly a quarter of a mile away. And, of course, the autoist will tell you, 'Stay off the road, then,' and thinks it great sport when your horse rears and plunges in fright. We have had that experience. One of the results of this state of affairs is this, that the mail-order stores of Toronto are getting the trade which used to go to the merchants of our own county. The wife of the postmaster of a village two and a half miles from here sends club orders to a large mail-order store in your city which amount to \$1,200 yearly. Think of that. Those of us who send pay her one cent on every dollar on our order. The goods are brought right to our door.

"A FARMER'S DAUGHTER."

A NECESSARY PART OF THE BUSINESS.
The MacLean Pub. Co.
Gentlemen:—Enclosed find two dollars, covering subscription to Canadian Grocer for another year. Can't do business without The Grocer.

Maple Products Sales Campaign

Successful Endeavor to Get Rid of the Old Stock Before the New Came on the Market — A Realistic Window Display—Customers Had Opportunity to Taste a Sample on the Counter and in Practically Every Instance a Sale Was Made.

Written by HENRY WILLIAMS for Canadian Grocer.

Sixth of the Williams' Series.

RUNNING his eye over the shelves one afternoon the head salesman of the Jepson store observed a section devoted to the display of maple syrup in bottles. There was a case or so of them and when the stock in the warehouse was checked up Haslam came to the conclusion that some special selling effort must be devoted to maple syrup in view of the approach of a new season. What he wanted was that his employer should be in a position to be first on the market with the new goods with none of the old on his shelves—and the selling campaign he was about to launch must bring about that condition of affairs.

As he completed his trip of inspection as to the quantity of maple syrup on hand, Jepson emerged from the office with a pencil behind his ear and carrying a pad of paper. A broad smile illuminated his face.

The Campaigns were Getting Results.

"I have just been figuring up sales of canned goods of last week," he said, "and say you certainly got the people going—I find that during the six days we sold no less than three and a half cases of canned salmon, a couple of cases of condensed milk, about 1½ of herring and sardines, ten of fruits in tins and more than three of glass, and 18 cases of vegetables — and into the bargain our usual sales of staple and other goods were made. It was the best week we have had this year and in fact better than any one week in February back as far as we have figures."

The head salesman had had the pleasure once of visiting a maple sugar

camp in Quebec Province. So he allowed his imagination to run unbridled back to the scene. His dream was a pleasant one—for there are few who cannot appreciate an hour or two in the heart of a maple bush when the "sap's runnin'." These reflections determined the course to pursue in so far as the window display was concerned. In one corner he placed the stump of a small maple tree which he got one of the farmer customers to bring in. Into this was driven a spile and a sap pail attached. In these days the boiling method has become modernized. Evaporation takes place in sanitary surroundings the sap going into the evaporator at one end and coming out as pure

maple syrup at the other. Haslam chose to represent the primitive method of transforming the sweet sap into the delicious tasting maple syrup. So he erected a cross pole on a couple of jacks and suspended a black kettle. Fire was imitated by means of a red electric light beneath a bunch of chips and fire wood. An axe and a chopped log lay on the ground. The remainder of the display was devoted to showing the finished product—pure maple syrup in bottles — syrup with that amber hue which could not fail to make the mouth of the passer-by water for some of the contents—and some cakes of pure maple sugar. A circular stair with the steps covered with red cloth formed the foundation to the

display. The bottles were placed on the steps with three on the top, and between each bottle was a cake of sugar.

Pinned up on the background was a large show card reading "Maple Syrup — From the Tree to the Bottle," and on the display of bottles was another with "Absolutely Pure."

Inside there were three or four bottles kept on the counter all the time so that they were ever ready to suggest to the customer. Beside them was a fruit dish containing a sample of the syrup and a spoon holder well filled beside it.

If a customer evinced any interest whatever in the sample she was told that it was absolutely pure syrup—that the store sold none other and she was asked to try it.

Maple syrup with the true maple flavor is a difficult taste to resist and in nearly every case the customer asked

Pure Maple Syrup and Pancakes

What more delicious combination? Can you place before the family anything that will be more appreciated? We sell nothing but absolutely pure maple syrup and we can suggest nothing nicer for luncheon or evening meal. Please remember our maple syrup is the purest made in Canadian maple forests—it was made and packed in sanitary surroundings by reputable manufacturers and is fully guaranteed.

Blank Brand Pure Maple Syrup—In quart bottles, with the true maple flavor, most delicious with pancakes, muffins or hot cakes, per quart bottle, . . .

Pancake Flour—This flour is done up in neat packages, with directions on making buckwheat pancakes. When you order maple syrup ask for a package, . . .

Pure Maple Sugar—Only a few cakes of these left—the flavor is the true maple and absolutely free of cane or other sugar. A rare treat for the children, . . . a cake.

ONLY FOODS OF HIGH QUALITY
RECOMMENDED BY US.

THOS. JEPSON

87 Bradley St.

Phone 111

Suggested newspaper advertisement of a timely character.

The Time to Sell Fish

With Lent With Us the Opportunity Should Be Seized to Increase the Turnover By Pushing Sales of This Line—Suggestions For the Retailer on Selling Fish.

LENT affects different people in different ways. Some folks go to church each noon hour during Lent. Other abstain from smoking. Some more eat fish every day for which the fish dealers are much indebted to the ecclesiastic who imposed the Lenten festival sometime around the fourth century.

There seems to be some misapprehension as to the terms upon which the Catholics and High Churchmen, and many others too—for Lent is celebrated by numbers of people who are neither Anglicans or Roman Catholics—celebrate the festival of Lent. It was never decreed that specifically fish was to be consumed during the six weeks. The Pope's decree was not positive. It was negative. It did not say what should be consumed. It simply pointed out what should not be eaten. Thus eggs may be eaten and indeed are eaten in large numbers during Lent, although it is said that there was a time when these and milk too were debarred.

Fish the Popular Food.

But fish has come to be looked upon as the big food for Lenten days, and quantities of it are bought during Lent.

Talk with fish merchants reveals the fact of the tremendous increase in the sale of fish during Lent in recent years. This is accountable for in several ways. First of all, many people outside the churches who observe Lent think it well to make some break in their yearly diet, and decide to leave beef and mutton and veal and so forth alone for a few weeks. The natural substitute is fish. Dealers do not generally make a big enough point of the variety which can be obtained in fish. There is only one sort of beef, only one sort of mutton, only one sort of pork—but there are half a hundred sorts of fish—and then some. The housewife has a much bigger choice when buying fish than when buying meat. If variety is the spice of life, it is certainly the spice of the table. Feed a man meat, meat, meat and he begins to weary of it. Then fish proves a good thing for a change.

Moreover, fish is just as adaptable as meat. It is true that you can roast beef and stew beef. But then you can fry whiting and stew whiting. You can make it as dainty and as appealing a dish as that which has fresh meat for its staple.

The Hotel Trade.

Possibly the biggest growth in the sale of fish is to be found in the hotel and

restaurant trade, particularly the former. Time was when hotels would not bother with fish, except the very largest houses. But now that is different. This year, though the public is not traveling as much as in former years, the fish business with hotels is distinctly good. Dealers either phone or write or circularize their hotel and restaurant clientele, and let them know that Lent is near. Evidently the fish men believe in leaving nothing to chance. The hotel keeper is reminded, whether he knows it for himself or not.

So far as this particular year is concerned, Lent started off very well on the seventeenth—last week.

The sales to the retailer have been good too. One wholesale fish merchant has sent his retail customers each several copies of a recipe book, giving fish dishes which was issued by the Government. Most wholesalers say that trade has started off very well this Lent, and so far is keeping up.

Points for the Retailer.

The retailer ought to get after this fish trade in good earnest. The public, as we have said, is a good deal more receptive to the idea of fish as a staple than it used to be. Showcards, in the window, announcing that Lent is here, and with some attractively-worded message, should be good business-getters. And an ad. in the local paper, to the same effect, is a sure way to increase your fish sales.

A good talking point is the cheapness of fish. This is particularly applicable a year like this, when everybody is trying to save and be as careful as possible. Most fish can be bought from 12 to 16 cents. If the retailer puts this aspect before the housewife, it ought to point the argument.

Then again, cold weather has not yet finished. Spring is on the way, but it isn't here. Frozen fish is, therefore, no trouble to keep in condition, and if properly handled both it, and smoked lines ought to be good sellers. Make the most of Lent.

Good Time for Oysters.

As announced last week the new tariff means an advance of about 10 cents a gallon on oysters. Retail dealers would be well advised to continue selling oysters. They should be able to obtain an additional 5 cents per quart and maintain their profits or increase them a

little. The man who stays with oysters until the end of the season is going to reap substantial benefits—and it should not be forgotten that we are in the midst of Lent.



MAPLE PRODUCTS SALES CAMPAIGN.

(Continued from page 21.)

the price and took home with her a bottle. Practical demonstrations of this character are among the best selling methods any grocer can adopt. Thos. Jepson discovered this to his great benefit when his new salesman took a place behind the counter. While I know that all grocers cannot adopt it very extensively, yet I see no reason why every one cannot almost all the time endeavor to push the sales of some line or other through this method.

• • •

An advertisement as usual appeared in the local paper on maple syrup and sugar and pancake flour and when the end of the week came there was not a single bottle of the syrup left and only one or two cakes of the sugar—and he immediately placed an order for new goods when produced.

All of which demonstrates the selling power of the dealer when he gets behind an article.



Grocers' Letter Box

Editor, Canadian Grocer.—Will you please say where I can procure rubber stamp pads with ink that will stand the salt and grease of butter?

J. C. Mc., Leduc, Alberta.

Editorial Note.—The following firms will be able to supply your requirements:—W. E. Irons, 115 Bay St., Toronto, and Superior Mfg. Co., 93 Church Street, Toronto.

• • •

Editor, Canadian Grocer.—Please tell me the nearest place where I may have a pair of scales tested and stamped.

F. T., Lambton, Ont.

Editorial Note.—The nearest place where you can have this done is at the Inspector of Weights and Measures Office, 44 Adelaide Street East, Toronto. The inspector makes a trip through the rural districts once every two years.

The Farmers Have the Money

Retailers in Farming Towns in Western Ontario Testify to This—Increases in Business in 1914 Over Previous Year in Every Case—The Farmers Will Spend the Money if Inducements Are Sufficiently Strong.

Written from Staff Interviews with Merchants.

HAGERSVILLE is a live town in a prosperous farming district in Western Ontario. If you could see the books of a certain grocer there you would observe that in January they showed an increase in business of \$300 over 1913. This man has a rather small but compact store, measuring possibly 20 x 30 feet, and his turnover amounts to about \$13,000 per year—in groceries alone. From January he carried forward on his books the extremely small sum of \$25. Into the bargain, this is out to reliable customers, who are more than good for the money, and is collectable at any time. There are many who will tell you there is little or no money in the country. This grocer has had a different experience from that. In the last year he sent out no more than ten accounts, for the reason that his customers either paid of their own free will, or upon his personal suggestion.

"Have your accounts ready when people come in to pay them," is the motto he stands by, and one that means money to him every year.

One of the methods adopted by this man to attract people to his store is the handling of newspapers. He is located near the station and gets a good deal of the transient trade. The newspapers are a splendid accommodation, and this merchant carries them, not because they bring in much money, but for the reason that they attract people to the store. For a small town dealer, he specializes largely in fruits, and at all times has a good big pulling display of fruits in season the year round. A good percentage of farmers' trade is secured by the handling of an assorted stock of tobaccos.

A \$2,000 Increase.

In Hagersville there is a certain hardware dealer who in 1914 showed a \$2,000 increase over 1913, and 1913 was \$1,800 ahead of 1912—another bit of evidence that the farmers have the money, and that not all of them at any rate are sitting tight upon it. This hardware dealer is no pessimist. He is just a plain, hard-working business man, who is going after the business and getting it. If you were to stand beside his counter and watch him attend to a customer, you would find that personal salesmanship is a big factor in the increase in this man's business. He is out to make 1915 a record year, and because his trade

Third of Series on "Getting the Farmer's Trade"

comes from a farming community he intends to realize that increase. Don't you think he will get it?

In Caledonia, a town not far from Hagersville, is a dry goods merchant, whose business in 1914 showed an increase of 10 per cent. over that of 1913. This man endeavors to keep up with the times. About once a month he takes a trip to Toronto to look over stocks of goods on lines that interest him. He buys in smaller quantities than usual, but he buys oftener. He maintains that a good percentage of that 10 per cent. increase is due to the fact that he has been purchasing in small quantities and making turnovers more quickly.

There is another grocer in Hagersville who last year did a \$30,000 business. He is carrying a stock of approximately \$3,000, and, therefore, is turning it over at the rate of ten times within the year. "We are buying," he said, "just as many goods as ever, although not in such large quantities. We are going into the market oftener. The business of 1914 showed an advance of 10 per cent. over that of 1913, and January of this year is equal to last, even if we did not realize an increase." "With me," remarked another merchant, "collections are just a little more difficult to get, for I find that farmers here have a tendency to hold their grain in anticipation of higher prices, and a few others are just a little slow in paying their bills."

"Our business," declared a hardware dealer in Caledonia, "showed a small increase in 1914 over that of 1913. It was small, but it was an increase, so we have nothing to complain of. The present situation suggested to us that it is a splendid time to reduce our stock, and when we have it in the proper condition we shall in future buy not quite so much, but more frequently."

More Business—More Cash.

A Mount Hope general merchant told the writer that 1914 was absolutely and unqualifiedly the best year he ever had. "I took in more money," he added, "made more cash sales than I ever did before. January of this year showed no let-up in the increase of business, and

since the war broke out I have been able to make substantial increases every month."

"A great many people," a Haldimand County banker said, "have the idea that the farmers are selling their grain, stock, etc., at greatly increased prices, and depositing the money to their savings account in the bank. Let me say this, that so far as we are concerned this is not the case. It looks to me as if the farmers are buying better than ever, because they are getting more money for their products."

Still another Hagersville merchant declares that his January business of 1914 showed a splendid increase over that of 1913, and that January of this year is equal to last. This firm is buying just as many goods now as ever, although in smaller quantities and more frequently. The only difference from normal times is that they are getting after the business more strenuously.

From these interviews with live merchants, who depend largely on the trade of the farmers of their respective communities, it is shown that a great deal of the "hard-times" talk rampant throughout the country is founded on very flimsy facts. It stands to reason that the farmers have the money this year in view of the high prices on practically all farm products, and wherever the merchants are going after the business enthusiastically and energetically they have been getting it. The moral in these interviews is plain—let the retailer realize that there are bright prospects for better business among the farmers; let him conduct a strong publicity campaign through the local papers. By showing new and high standard goods and by exercising diplomatic personal selling conversations, he is bound to get the business.



EDMONTON WHOLESALE CHANGE.

H. H. Cooper, Ltd., wholesale grocers, Edmonton, Alta., are now incorporated under name of McDonald-Cooper, Limited, with D. C. McDonald, Winnipeg, a member of the old A. McDonald Company as president, and H. H. Cooper, vice-president. Some employees of H. H. Cooper, Limited, are also in the firm, which has no connection whatever with McDonald Company.

CANADIAN GROCER

ESTABLISHED 1886

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED

JOHN BAYNE MACLEAN, President.

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

Cable Address: Macpubco, Toronto.

OFFICES:

CANADA—

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

UNITED STATES—

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

GREAT BRITAIN—

London—The MacLean Company of Great Britain, Limited, 89 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable Address: Atabek, London, England. Subscription: Canada, \$2.00; United States, \$2.50. Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

TORONTO, FEBRUARY 26, 1915

RESOLUTIONS OF A. LIVE WIRE.

Because there is plenty of money in the farming communities this year in view of the high prices of wheat, oats, and other grains as well as hay, butter, eggs, and live stock, I intend to go after the trade of the farmers more strenuously than ever before. I have found that the tables in the homes of the best farmers are well supplied with good things to eat and I intend to SELL my farmer customers better quality goods in the future.—A. L. W.

Another True Prediction.

THE demise of the Householders' Co-operative Stores of Toronto did not come as much of a surprise to those who followed the reviews of the prospectus and circulars issued by this concern last fall and which appeared in Canadian Grocer. As we pointed out at the time it seemed somewhat ridiculous that this concern could deduct 20% from the total of every order from a customer—which meant a reduction of 20% from the prices charged by the legitimate retailer—and make any profit whatever. All that the officials of the concern were getting for this unique service was \$5 a year membership fee which could be paid in 25-cent instalments once a week. On a bill therefore of \$1.25—and most families would purchase a great deal more than that weekly—the customer would get back her 25 cents. So on the face of it there did not appear much chance for success.

Readers will recollect that a short time later the Householders' Co-operative Association had to change its plans on representations made to the provincial secretary by the Retail Merchants' Association. The "membership" system was not in accordance with the charter and the business was eventually changed to the ordinary co-operative or joint stock basis. That meant that the concern had to issue stock certificates and give the shareholders a say in the operation of the business. Gradually since then stores were closed and with the failure came a good many losses to small holders of stock who were induced to invest money so recklessly.

All this goes to demonstrate the futility of these new-fangled concerns who organize under the pretension that they are out to cut down the cost of living. The high cost of living is not due to retailers charging exorbitant prices; nor is it due to the fact that there are retailers and wholesalers in the field. The greatest causes are that we are living in an age when people want better service, higher quality and more sanitary goods than our ancestors, as well as to the fact that the increase in production of foodstuffs in a great many cases is not in proportion to the increase in consumption. Of course the present situation is greatly aggravated by the war, over which none of us have much control, and our remarks above refer to conditions in normal times.

Coming so soon on the heels of the failure of the National Railway Association which was a similar co-operative concern, capitalized at \$5,000,000, the dropping out of the race of the Householders' Co-operative Stores should do much to deter the general public in future from risking their money in flimsy schemes. It is to be hoped the lesson will remain long with them.

A New Competition.

"BUY Your Groceries Wholesale," is the subject of a circular issued recently by the Canada Grocery Co., a new firm of importers and wholesale grocers, 32-34 Front street W., Toronto, which will prove of interest to retailers. The circular elaborates on the saving the householder can effect by buying her goods on the wholesale plan. One of the paragraphs reads:

"In order to quote the very lowest wholesale prices, it is impossible for us to break packages; but we have prepared a list of goods put up in suitable quantities for the average house. This shows the regular retail price you are now paying, the minimum quantity of each article we sell, our WHOLESALÉ PRICES and the amount saved on this quantity to you. One of these lists is enclosed herewith and one will be mailed to you every two months showing our current prices."

As the circular was written prior to the bringing down of the budget, there is a paragraph pointing out that as there were almost sure to be war taxes on teas, coffees, etc., it would be well to take advantage of their offer.

In the price list canned vegetables are quoted at \$1.80 a case; canned apples, 3 lb. tins, at \$1.80 a case; Kellogg's cornflakes at \$1 a doz.; Shredded Wheat at \$1.30 a dozen; package teas, regular 35 cents, for 31 cents, with a minimum of 10 pounds; Sunlight and Lifebouy soap at \$4.15 a box; and 100 lbs. of Standard Granulated sugar, \$6.50. These are but a small percentage of the entire list, they are given here because they present a definite idea of how the business is being conducted. The terms at the bottom show that "on receipt of order goods will be delivered free to any part of the city, and payment will be collected for same on delivery," and "on account of the close wholesale quantity margin these goods are sold on, no order will be delivered for less than \$10 value."

This concern is in competition with the retail trade and it is understood a bid is being made for business from among the farmers of the country. One thing the retail trade knows for sure and that is that the Canada Grocery Co., is making no bones about selling direct. It is of course unreasonable to suppose that the retailer is going to be supplanted by this new competition—not even should it be multiplied. There are always a number of goods that none but a legitimate wholesaler—one who confines his sales to the retailer—has the privilege of handling. In the meantime the trade should endeavor to offset this competition by giving a better service and by advertising strongly the convenience the retail stores are to the people of every district.

Where Custom is Lost.

CARELESSNESS costs money. It loses custom. In discussing the merits of their respective grocers the other day, two women gave some splendid advice which by accident reached the ears of the writer. "Our grocer is allright," observed one, "as far as quality of the goods and prices are concerned, but he is so careless. The other day he sent over our order without the bread and we had to phone for it; and just two days previous he forgot the canned tomatoes and if he didn't go and send the order again to-day minus the brown sugar."

It is scarcely necessary to present the remaining portions of that conversation. Here we have carelessness personified. There is absolutely no reason why a grocer should make the same mistake three times in a week. It demonstrates a lamentable lack of system somewhere. These three errors of omission would mean that the delivery man would have to make three extra deliveries to that one house, and when the wear and tear on the delivery outfit and on the horse is taken into consideration, together with the loss in the time of the grocer and his delivery man, the chances favor greatly an actual loss on each of the orders.

This is a simple error to remedy. Give the delivery man or a clerk instructions to check over the goods in each order with the counter check before they are placed in the wagon. Then if any article is found to be missing the omission is sure to be caught before it is too late.

Wanamaker Ideals

JHAN Wanamaker has been a big man in the retail trade of Philadelphia for a good many years. He is in fact recognized as one of the retail kings of the American continent. What he says about the conducting of a retail store is therefore always worth more than a passing consideration.

In a recent issue of this paper was an article in which he outlines for the benefit of his staff his policy for the year 1915. He advises Safety First, holding that this is a daily duty that every store should reverently perform in the interests of its customers. He assumes that no one connected with a store shall be lacking in politeness; he points out that there should be no trickery in the palming off of second-class goods as first, and that honest advertising is one of the first considerations in any permanently successful business. "From every room under the vast roof," he says, "we have barred out deception, dishonesties, delusive statements, disguised goods, and pilfering prices. Our store will play fair or not at all."

In those last few words you have the ideals of the man. The methods that John Wanamaker uses to build up a business into millions, can be applied to-day by the smaller merchant in his business of thousands.

Editorial Notes.

THE FARMER'S trade is the trade worth while these days.

HON. THOS. WHITE is some shot—he brought down the Budget allright.

SEE THAT the hook is baited properly for the fish trade while Lent is with us.

THE BANANA is being termed the working man's food and there are some objections to the tariff on it.

BEFORE THE sap begins to run again every retailer should dispose of his last year's stock of maple products.

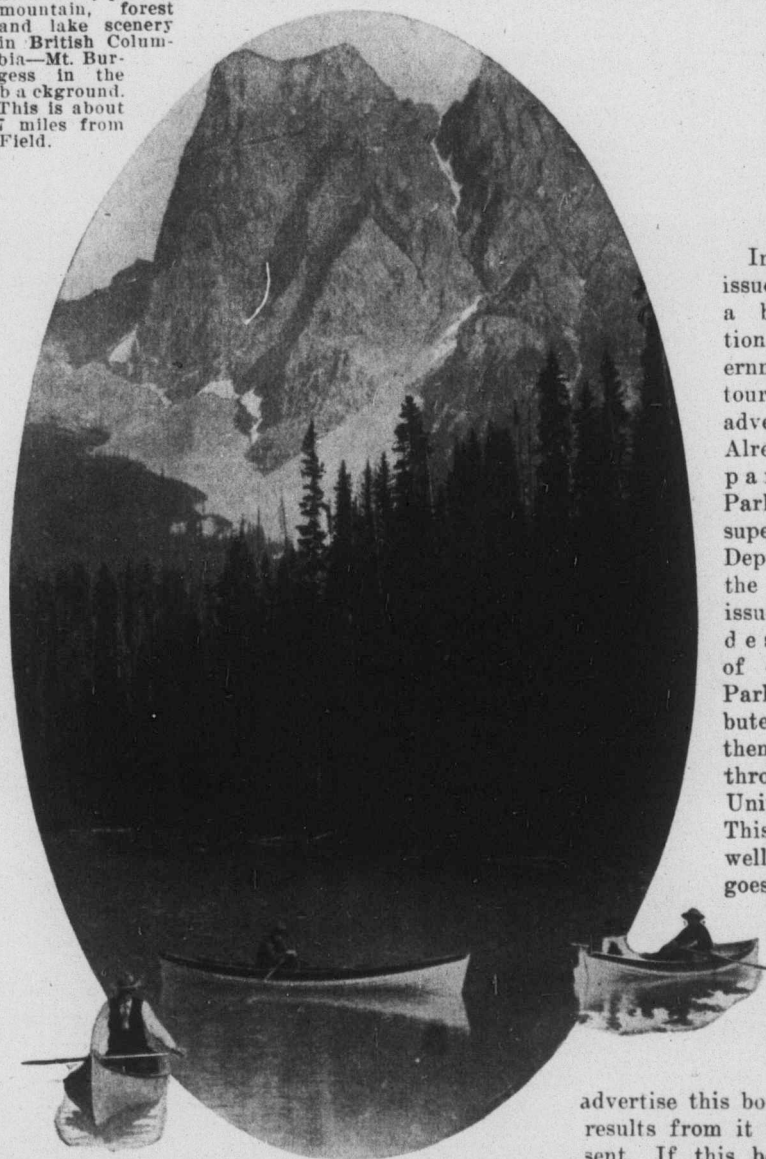
TEA ESCAPED the war-tax. No wonder, a small word like tea should be sufficiently elusive to avoid anybody's eye.

WHEN YOU stop fighting your neighbor and combine your energies to defeat the common enemy you will make progress toward better local trade conditions.

EXEUNT HOUSEHOLDERS' Co-operative Stores, Limited—they pretty nearly came in one door and out the other; and we never saw the forty stores they were going to open.

THE FAILURE of the Householders' Co-operative Stores, Limited, demonstrates the obstacles these "consumer" concerns are up against when they attempt to prove the legitimate retailer is securing extortionate profits.

Some typical mountain, forest and lake scenery in British Columbia—Mt. Burgess in the background. This is about 7 miles from Field.



THERE is no reason why Canada should not get this year a good percentage of the tourist trade from the United States that formerly went to Europe. With that continent still in a state of turmoil and likely to be for many months, United States tourists are sure to forego their annual continental visits. That Canada presents possibilities unsurpassed, if not unparalleled, to anyone desirous of getting away from the hum-drum of city and business life, is common knowledge to all Canadians, and it remains for our Government to impart the same knowledge to our neighbors to the south. Every year we secure a great many United States visitors, but we should get more this season; if the estimate that tourists from that country spend \$400,000,000 on the European continent is anywhere correct, the prospects for getting a substantial percentage of that amount spent in this country are excellent, if we extend the proper invitation.

advertise this booklet and get results from it than the present. If this book is not a complete review of Canada's beauty and historic spots, then another ought to be immediately published dealing specifically with the country's attractions, district by district—and then it should be advertised.

The "Alps" of America.

That Canada is in a position to offer strong inducements to the tourist is a fact that can easily be demonstrated. If Canada had in the past commercialized the lure of the lofty Rockies as the thrifty Swiss has done with the Alps, the number of tourists visiting the majestic range of mountains that separates British Columbia from the Prairie Provinces, would have been multiplied many times over now.

Canadian and other Americans who have travelled through the mountains of British Columbia are well aware of their wonderful natural beauty. The Rockies have been called the "Alps" of America. As the Alps of Europe have made Switzerland famous the world over, so

A Government

Advertise in the United States to Get the Every Section of the Dominion Presents Tourist Trade That Made Switzerland's Scenic Spots Emphasized —

In last week's issue we tendered a brief suggestion to the Government that this tourist trade be advertised for. Already the Department of Parks under the supervision of the Department of the Interior has issued booklets descriptive of our National Parks and distributed some of them, no doubt, throughout the United States. This is all very well so far as it goes, but this is an extraordinary year. The Government never had a better opportunity to

is there reason to believe that the Canadian "Alps" would help make Canada more famous if they were more widely advertised. As a matter of fact, Switzerland almost subsists on her tourist trade. People who travel have money—else they couldn't travel—and are usually lavish with it. That is the class of tourist that any country appreciates, and it explains why the United States summer traveller spends such huge sums annually in sight seeing.

British Columbia's lakes and big-game hunting opportunities ought to be better advertised. And now that we have so many trans-continental railways traversing the prairies, there is sufficient railway accommodation to easily handle all possible passenger traffic. Particularly in the autumn season do the prairies—before they are shorn of their golden harvest—present a wonderful sight—truly, the Gardens of the Desert, boundless and beautiful.

Many Natural Wonders.

In fact, from the Atlantic seaboard to the ragged and rocky Pacific Coast the Dominion offers a continual succession of natural wonders which cannot be excelled in any part of the globe. What Europe has offered in the way of historic landmarks, Canada can equal with the immense advantages with which nature has endowed her. What could be more beautiful than the highlands of Quebec, what more majestic than the mighty Rockies? The instinct of the explorer is deeply ingrained in every tourist; and Canada offers exceptional opportunities for the gratification of this instinct. A trip into the Peace River country would be a liberal education for the American visitor. It would be too stupendous a task to endeavor to enumerate all the places in Canada which are worth visiting; the Dominion is, in fact, a natural selection for tourists with its endless variety of inducements in the form of natural wonders developed on a colossal scale.

It is quite reasonable to expect that if the United States fishermen—those who appreciate the sensation of the tug of a frisky bass or lunge on the end of a line—knew the fishing lakes of Ontario better, there would be more of them spend their vacations in that province. Ontario's Algonquin Park, the Muskoka and Kawartha Lakes, the Tem-

Opportunity

Tourist Trade That Usually Goes Abroad—
Splendid Opportunities — It Was the
—Some of Canada's Beauty and His-
Advantages to the Dealer.

iskaming district, as well as the fine hunting forests of the north, will certainly bear comparison with anything similar in other countries.

Picturesque Eastern Canada.

There is no finer scenery anywhere than that surrounding the summer resort districts of Quebec. At the present time some of the wealthiest and most prominent of the United States citizens visit that province every year—the great St. Lawrence in itself, with its picturesque beauty, its historic spots and on which stands the ancient capital of the New World, has few equals. The Maritime Provinces are also rich in beauty and from a historical standpoint are equal in importance to Quebec. Therein, too, lies the home of Evangeline, immortalized by Longfellow—a United States poet—the wonderful Annapolis valley, and the finest moose-hunting districts in Canada.

The inducements which Canada has to offer are, as has been intimated, not all of the natural order. No country has a more picturesque or romantic history than ours, and from Halifax to Victoria the land is dotted with places and scenes of the deepest historical interest.

Advantages Over Europe.

The disadvantages, too, of a touring trip through Europe would be missing when the tourist turned his steps towards Canada. The babel of strange tongues, the annoying red tape involved in transit from one small country to another, the constant toll of tips, the worry of passports, the ceaseless hurry from one small place to another and the inconvenience of the extreme heat of the Southern European countries would be eliminated. Instead, the tourist would fare forth into a country with bracing, reviving climate. The tourist would be led into the vastnesses of Nature far away from the annoyances which are an intricate part of every European trip.

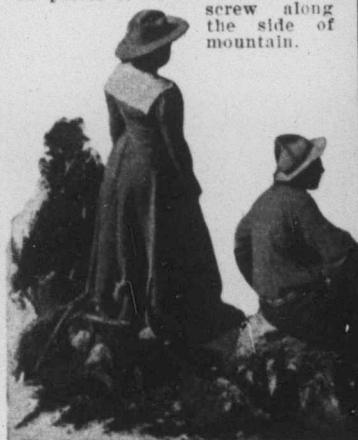
It will be interesting to elaborate on the exceptional inducement which Canada has to offer in her system of National Parks already mentioned. This system is a logical and businesslike method adopted by the Government to convert physical features which could be utilized in scarcely any other way into valuable national assets, drawing a revenue from the wealth of the world. It is now nearly 30 years since the first of these na-

tional parks was established and to-day the system takes in between 6,000 and 7,000 square miles, much of which has been made accessible to the tourist. There are eight national parks in the western provinces, and besides these there are three provincial parks, two of which are in Ontario and a third in Quebec. Each year the parks increase in value as additional assets. They are valuable because they are one of the greatest attractions the Continent of America offers the tourist. The tourist traffic is of inestimable value to a country because as someone has said "the tourist comes, then unconsciously becomes an advertising agent—at the same time he takes nothing that makes the country poorer." It is estimated that the annual income of France from the tourist traffic is \$500,000,000. Italy \$100,000,000 and the latest available reports from Switzerland credit the revenue of \$150,000,000 to this source, and with the exception of Switzerland, what scenic beauty has any of them to compare with the Rockies which are said to be anywhere from twelve to sixty Switzerlands in one?

The Great Park at Banff.

It was at Banff that the Government began its first work of development, and some conception of what has been accomplished can be arrived at when it is stated that in this park

Takakkaw Falls, in the Yoho Valley, twelve miles from Field, B.C. The carriage road leading to the Falls is a marvellous feat of scientific road construction. In places it curves like a corkscrew along the side of mountain.



alone, which by the way is the largest in the system—according to the latest Government report, over ninety miles of carriage roads have been completed, and since that report was issued a great deal more has been accomplished, including automobile roads connecting the parks with outside points. And besides the carriage roads, there are nearly seven hundred miles of pony and foot trails, which by special arrangement with the C. P. R. are built by that company in the parks through which their road runs. And, remember, this is in only one of the National Parks. Work is going on in the same ratio in some, though not all of the others; one or two still being merely reservations.

And these parks are attracting hosts of travelers every season. Year after year they come in increasing numbers. Another reference to the commissioner's report will show the proportionate increase in ten years. In 1902 it was estimated that the guests numbered 8,516 at the hotels in the Rocky Mountains Park

(Continued on page 32.)

A Farm Trade Issue

Synopsis of a Number of the Features Ready and in Preparation for the Annual Spring Sales Number—Actual Methods for Going After Business With the Farmers and Others Will be Presented—Every Article Will be of Practical Character.

THE feature of Canadian Grocer's Annual Spring Sales Number this year will be a series of sales articles demonstrating how some of Canada's live retailers are going after the trade of the farmers.

It will be particularly a "FARM TRADE ISSUE."

The date of publication is April 16, but already our editors are out through the country gathering material first-hand from retail dealers.

HOW SALES ARE CREATED.

Agricultural conditions throughout Canada were never more sound. How could they be otherwise when prices of farm products are so high? The editorial staff have gathered evidence from all parts of the country to substantiate this contention. There are several articles prepared or in the course of preparation demonstrating that the farmers are spending the money among the retail stores where their business is energetically gone after. What is of most importance to the dealer, the actual methods adopted by merchants for getting the interest, the attention and the business of the farmers will be particularly elaborated upon.

The "FARM TRADE NUMBER" will show up in the best light the Selling Power of the Dealer. Facts will be presented explaining exactly how dealers and their clerks have increased sales—how they increase the demands of their customers and raise to them the standard of goods purchased.

Not only will there be many articles on getting after the trade of the farmers but of all classes. The present conditions have tended to bring about new situations in the grocery trade of the country and live dealers everywhere are rising to the occasion to meet these conditions. More attention is being paid to advertising through the newspapers; to the selling power of personal salesmanship and of good window displays; to service in the store and in deliveries; to watching accounts that they do not take the business beyond its depths and to the general atmosphere that pervades the entire store and its reputation. These things will all be featured in the big "FARM TRADE ISSUE" which is the 1915 Annual Spring Sales Number.

From the standpoint of display the issue will be one of the finest ever presented to our readers. In-

teriors of some of Canada's best stores will be shown—the attention these live men give to interior appearance will be an inspiration to all. Every retailer realizes that goods to be sold must be *shown*, and shown in their most attractive manner, if the maximum benefits from the displays are to be secured. How other grocers do it, will be worth a most careful study.

Since Canadian Grocer was established some 28 years ago, Window Display has been one of its regular features. We have spared no expense in presenting to our readers some of the best grocery displays that have ever been seen behind plate glass—the entire world included. The Spring Number will not be without its usual number of selling trims, gathered from various parts of the country. The display features alone in the big issue will be worth a great deal to every grocer and clerk.

Still another feature will be the presentation of Systems that progressive dealers in every province have established to keep their business at their fingers' end. The entire bookkeeping system of a large merchant will be described and illustrated as well as several ideas and methods for watching accounts, keeping track of invoices, operating cash books, etc. Retailers who are establishing new bookkeeping methods will find the issue a splendid one as a base for their operations.

IDEAS DIRECT FROM MERCHANTS.

All the articles in the "FARM TRADE ISSUE" will be secured first-hand by our own representatives from men in harness. There will be few theoretic effusions on what a merchant should and should not do. Articles will be based on actual experiences—experiences that your fellow-men have tried and found beneficial. It is not of course our intention that everything expressed in the articles will be applicable to every retailer—each man must extract the wheat so far as he is concerned and leave the chaff—and there will be plenty of wheat.

This brief summary demonstrates that the Annual Spring Number will be a bright, practical issue and the credit will go to you who, as retailers, have been instrumental in assisting us to secure sound, practical material and who have been willing to lend a hand to the uplifting of your fellow dealer.

Remember the date—April 16—and the many features.

The Buyer, The Seller and The Money

Get them together and something happens. We call it business. The more buyers, the more sellers, the more money involved, the bigger the business, the wider the prosperity and the better for everybody concerned.

For the last couple of years and particularly the last seven months the farmer has been getting the big share of the money. He is the buyer with the money and business demands that he and his money should be connected up with the seller. If he is shy, all the more need for enterprise on the part of the seller.

The seller we are interested in is the grocer, retail, wholesale and manufacturing, and to institute a campaign on the part of these sellers to get a bigger share of possible business from these buyers-with-the-money will be the object of our

1915 Annual Spring Sales Number 1915

Our editors are in touch with grocers who have made good on such a campaign already. We will guarantee to do our part to interest our readers in this campaign and to supply practical suggestions for carrying it out. *It is for you, the manufacturer, to convince the retailer of the special advantages and selling points of your brands in going after this lucrative trade with new aggressiveness.*

To assist the retailer in his buying and to extend the influence of the advertisements, we have decided to add

A Directory of Grocery Lines, Alphabetically Arranged

in this number. Advertisers will be listed under a suitable number of headings, so as to make this directory as compact and yet as complete as possible.

This new feature will make the Spring Sales Number of permanent interest for reference as well as of immediate interest for Spring Sales suggestions, along 1915 lines.

Write at once reserving your advertisement and securing further particulars of our Directory feature.

ADVERTISING MANAGER,

Canadian Grocer.

Toronto, Feb. 25th, 1915.

Want Freights Boosted

Railways After Somewhat Sweeping Advance in Rates —
Foodstuffs Included in the List — Under
Consideration by Railway Commission.

THE request of the Canadian railways for increases in freight rates, which seems to have found inspiration in the action taken in the United States in granting a 5 per cent. advance, is likely to prove a further factor in increasing the costs of many commodities to Canadian trade. The advances being asked are of a sweeping character, and would affect not only finished products, but many raw materials.

In a general way, the advances petitioned for by the railroads, and which will be laid before the Railway Commission at Ottawa through the Canadian Freight Association, will cover 2c per hundred pounds on first class and 1c per hundred pounds on fifth class; rates for other classes to be figured on the usual basis, subject to standard mileage class rates as a maximum.

In addition, however, there are important changes asked covering increases in many commodity rates as follows:—

Coal, Minerals, Pulpwood, etc.

Coal and coke, 10c per ton.

Sand, gravel and crushed stone (except stone for fluxing), 5c per ton.

Billets, pig iron, wire rods, rails, crop ends, ferro silicon, iron ore concentrates, crude oxide of iron, mill cinder.

Present Rate.	Proposed advance.
\$1.49 per ton, or lower.	5c
\$1.50 per ton to \$2.49	10c
\$2.50 per ton to \$3.49	15c
\$3.50 per ton to \$4.49	20c
\$4.50 per ton to \$5.49	25c
\$5.50 per ton to \$6.49	30c

Pulpwood, cordwood, paving blocks, logs, stone, artificial stone.

Present Rate.	Proposed advance.
7½c or lower	¼c
Over	
7½c, but not exceeding 12½c..	½c
12½c, but not exceeding 17½c..	¾c
17½c, but not exceeding 22½c..	1c
22½c, but not exceeding 27½c..	1¼c

Iron and Steel Products, etc., etc., etc.

Alum, tan bark, stone dust, cooperage stock, gypsum rock, shafts, magnesite, final molasses, salt, drain tile, wire fencing, wrapping paper, cores, China clay, beer packages, charcoal, nitre cake, hubs, spokes, mica scrap, pitch, salt cake, potatoes, wire netting, sulphur, in packages, cement, petroleum coke, grinding pebbles, rims, lime, lumber and forest products, rags, slag, wrapping paper,

woodpulp, articles of iron and steel manufacture, C.L.:

Present Rate.	Proposed advance.
15c or lower	½c
Over	
15c, but not exceeding 25c	1c
25c, but not exceeding 35c	1½c
35c, but not exceeding 45c	2c

In connection with iron and steel articles, it is proposed to advance the L.C.L. rates to the proposed fourth class rates.

Liquids, Rice, Bottles, Cans, etc.

Wood alcohol, excelsior, petroleum, marble, tar, ale and beer, gas liquor, rice and rice flour, C.L. sludge, tin cans, glass bottles, granite, green hides, sulphur, in bulk, metal shingles and sidings:

Present Rate.	Proposed advance.
25c or lower	1c
Over	
25c, but not exceeding 35c	1½c
35c, but not exceeding 45c	2c

Grain and grain products, flaxseed and beans:

Present Rate.	Proposed advance.
7½c or lower	½c
Over	
7½c, but not exceeding 12½c	1c
12½c, but not exceeding 17½c	1½c
17½c	2c

Grain and Grain Products.

Rates on grain and grain products from Fort William, "all rail" and "lake and rail"; also from Bay ports to Montreal, will be advanced 1c per 100 lbs. Rates from Fort William and Bay ports, and Ontario points to points in the Maritime Provinces, will be advanced 1c per 100 lbs., plus the difference in the present and proposed arbitraries east of Montreal.

Canned Goods and Cheese.

Proposed advance in rates on canned goods—To Montreal and Ottawa, 1½c to 2½c per 100 lbs. Points in the Maritime Provinces being figured by adding established arbitraries to the Montreal rate.

Cheese.—Rates on this commodity to Montreal have been advanced 2c per 100 lbs., but not higher than the fourth class rates, which basis already applies from a very large territory.

Live Stock and Binder Twine .

Proposed to advance the present rates

on live stock from 1c to 2c per 100 lbs.; also corresponding advance is proposed in the rates on live stock to Buffalo, N.Y., and United States generally.

Rates on binder twine from Welland, Ont., will be advanced from 1c to 4c per 100 lbs., to correspond with similar advances made from twine factory points in the United States.

Sewer Pipe and Miscellaneous.

Sewer pipe as follows, viz.:—Where present rate is 7½c or lower, 1c per 100 lbs.; where present rate is over 7½c, 1½c per 100 lbs.

Proposed to advance rates on dry earth paints from Argalls, Champlain, and Red Mill, Que., to the tenth class rates.

Proposed to advance rates on the following commodities to correspond with the advance made in the fifth class rates, viz., paper, starch and glucose.

It is proposed to place acids on the 7th class basis.

Some commodities, such as confectionery, corn oil, cotton piece goods, stoneware, gin, lard compound, leather and soap will be advanced to classification basis.

On certain commodities, such as fertilizers, ore, stone for fluxing, sugar beets, beet pulp, etc., no advance has been proposed.

EXHIBITION AS USUAL.

The two International Exhibitions and Markets appealing to a large proportion of the food distributors of the world will be held at the Royal Agricultural Hall, London, England, during September next. The one dealing with the bakery, confectionery and their allied trades will be held from September 4th to 11th, the other dealing with grocery, provisions, etc., will be held from September 18th to 24th. The number of interested traders from across the seas who visit these exhibitions annually increases and the men behind think there is every indication of this increase continuing.

In the event of any member of the trade outside the United Kingdom wishing for a copy of the official catalogue one will be sent free of cost on application.

TARIFF ON CORN SYRUP.

In the table given in last week's issue showing the old and the new tariff, the general tariff on corn syrup was given as 62½ cents per gallon. While this is the rate given in the customs book in our possession, we have since found it to be erroneous. The correct rate was 62½ cents per hundred pounds, the new tariff therefore being 62½ cents per hundred plus 7½ per cent. ad valorem.

To Make Fish Better Known

Objects of the New Canadian Fisheries Association Formed
Last Week—Better Transportation Facilities
Wanted—Minister of Marine and
Fisheries Fully Interested.

Montreal, Feb. 25—(Special).—The Canadian Fisheries Association, which held its first meeting in Ottawa last week, came into being under happy auspices. D. A. Byrne, of this city, is the first president. At the banquet held at the Chateau Laurier in the evening, Hon. Mr. Hazen, Minister of Marine and Fisheries, was present, and several members of parliament representing constituencies where fishing is one of the chief industries.

Mr. Hazen referred to the importance of the industry, and the good work that could be done by an association such as this, composed as it was of practical men closely connected with the work and having large interests in it. The association, he said, had his hearty approval and unqualified support. He wished them every success, and placed at their service the officials of his department. He was anxious to work in harmony with the association, whose aims and objects were the greater development of the fishing industry, which he believed was one of Canada's most important assets.

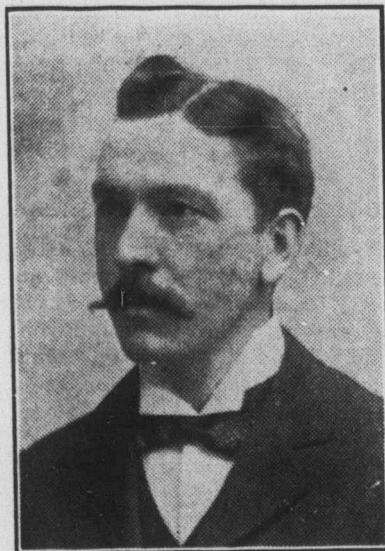
Among the important committees appointed was the transportation committee. Unless the industry has the best means of transportation, it would be difficult for them to put fish into the distributing centres with the best possible refrigerator service, thus retaining the freshness of the fish. To show the importance attached to this and of the association's work, it was merely necessary to state that among those present were several prominent men in the transportation business, including D. R. Hayes of the I.C.R., Mr. Walsh of the Dominion Express Co., Toronto, and V. G. R. Vickers, another express company man.

One of the first objects of the association is to start an educational campaign and acquaint the Canadian public with the value of fish as a food, and as a substitute for meats, poultry, and other high price foods. Another object of the association is to educate the fishermen and producers in the use of modern methods of taking care of stock with a view to marketing it.

A publicity committee was also formed for the purpose of putting reports of the various meetings in pamphlet form, and preparing literature for distribution where it will do the most good, on such

subjects as the food value of fish, its low comparative cost, etc.

The question was brought up at the convention whether an advertising campaign should be run similar to that run by the Government last fall in connection with apples. This matter will be



D. A. BYRNE, Montreal,
Elected president of the new Canadian
Fisheries Association.

brought up and dealt with at future meetings.

LOOKS LIKE FIRMER MOLASSES.

The following circulation from a shipper of molasses in the Barbadoes, B. W. I., will be of interest to importers in Canada:

"We beg to advise that owing to changed conditions it has been found necessary for shippers of molasses to come to the following agreement with regard to the sale of the article, which we hope will be also satisfactory to buyers on your side, viz.:

(A) From this date, all market quotations will be "free on board" vessel, Barbadoes, and all sales will be made on that basis, except in the case of "cost and freight" offers being required. No sales will be made in the future on a "first cost" basis.

(B) The cost of all small packages, whether required for the usual small stowage for sailing vessels, or otherwise, will be as follows:—

Tierces or hogsheads 2c per gln. extra.
Barrels 3c per gln. extra

to be added to the "F.O.B." cost of puncheons, package inclusive. The increase in the price of brls. has been found necessary owing to enhanced cost of material.

(C) Purchases of molasses will be carried here, for buyers' account, for two months from date of purchase, free of extra charge, but after that time, interest at the rate of 6 per cent. per annum, will be added, and charged in the invoices for such shipments.

(D) During the war, the cost of extra insurance to cover "war risk" will, in all cases, be for buyer's account, and, unless otherwise arranged, will be added and included in the invoice cost of shipments."

STAMPS ON WINES.

Montreal, Feb. 24.—Some doubt exists in the minds of retailers who carry wines as to the date on which they will be expected to stamp their bottles. The Inland Revenue Department states that the time for stamping wines is right now. Official notices appeared in the newspapers last week as follows:—

WAR TAX ON WINE Domestic and Imported.

Wholesale and retail dealers, hotel and saloon keepers, agents, etc., are hereby notified to at once take stock of all wines in their possession and immediately purchase and forthwith affix and cancel war stamp to all packages, bottles, barrels, etc.

Manufacturers or producers must conform to the law as provided.

Failure to comply in any respect renders liable to a penalty of \$250.

Stamps may be obtained from Alfred Lefebvre, Valleyfield; F. X. St. Michael, St. Jerome, or at the Inland Revenue Office, Montreal.

Dealers in country places make requisitions through their local postmasters, who will be supplied on application to, etc., etc.

Dealers are expected to affix 5c stamps on bottles containing quart or less of non-sparkling wine, and 25c stamps on every pint of sparkling wine. They are expected to ascertain the quantity in barrels, and stamp them accordingly. Wholesalers were employed last week stamping their stocks, so that retailers will not require to stamp wines purchased from now on. All wines now in bond will be stamped before delivery is made.

The fine for those carrying wines not stamped is \$250. It is likely that the authorities will allow a few days for purchasing stamps, but as ignorance does not count in law, and as the trade has been notified it will not pay dealers to take chances.

Letters to the Editor

HAMILTON INTERESTED IN FAILURE.

Branch of Householders' Co-operative Stores in That City—One Wholesaler Selling Them.

Editor Canadian Grocer.—We have to report this week the failure of another co-operative concern here. From time to time, for the last fifty years, Hamilton has been selected as a very desirable site for establishing these concerns, for what reason is unknown, unless the people of the Ambitious City are very easily influenced. There seem to be enough people here to swallow the bait every time a new one starts, taking enough five-dollar membership tickets or shares to keep the thing afloat for a short time.

This last one was affiliated with the Householders' Co-operative Stores of Toronto, which have gone down in a bunch. Needless to say, these stores are a great disturbance to retail trade. Their failure from time to time is even worse than if they should succeed. Stocks are thrown on the market, their customers are disgruntled, and much more trouble arises than over the failure of a half-a-dozen regular business people.

One of our leading wholesale grocers has issued a writ against this last Toronto co-operative concern. It is needless to remark that the retailers here were disagreeably surprised when they found out that Hamilton had been supplying them. Knowing that the Toronto wholesalers had refused the business and had given fair reasons for doing so, we were astounded to think any local house would take them under their wing.

RETAILER.

Hamilton, Ont.

WINDING-UP ORDER.

Toronto, Feb. 25.—At a meeting at Osgoode Hall on Monday, the affairs of the National Railway Association were again discussed. It will be remembered this was a co-operative concern that went into liquidation last fall, but it was then decided to carry on the business for a time. It does not appear that the business has since flourished, and the master gave an order for the winding up of the entire business. One of the co-operative men, armed with a copy of Canadian Grocer, in somewhat vindictive language complained that through spite we pleaded the cause of the private trader, and it was the private trader who had helped the downfall of the Na-

tional Railway Association. Canadian Grocer, of course, entertains no spite against this concern, and never did, but we have always taken the ground that the retailer was the logical medium in reaching the greatest bulk of the consuming public, and that he should be energetically supported.

An order was also made to examine the books of the association to see what became of the money; and the status of those shareholders who paid in their money in the expectation of getting stores in their districts which never came, will also likely be considered.

One of those present at the enquiry was E. M. Trowern, of the R.M.A. E. J. Cartner, of Kenora, is a member of the enquiry committee, and he has instructed Mr. Trowern to act for him to get all the information possible.

GROCERS IN BOARDS OF TRADE.

Canadian Grocer has already announced that several members of the grocery trade have become associated this year with the various Boards of Trade. The following is an additional list:—M. K. Heap, vice-president of the Kenora Board; W. G. Cameron, to the Council of the Kenora Board; G. H. Thompson, president of the Oil Springs,

Ont., Board; W. J. Griffin, to the Council of the Oil Springs, Ont., Board; Robt. McCall, to the Council of the Kamloops, B.C., Board; John Sloan, to the Council of the Galt, Ont., Board; Jos. Picard, president of the Quebec, Que., Board; James Strathdee, to the Council of the Regina, Sask., Board; H. G. Smith, to the Council of the Regina, Sask., Board; and C. T. Woodside, to the Council of the Saskatoon, Sask., Board.

A GOVERNMENT OPPORTUNITY.

(Continued from page 27.)

alone; in 1912, these same hotels entertained 73,725, an increase of 65,000 in ten years and 10,000 in one year. A railway official who is in a position to know, says that this estimate is too low, and that if an actual count were taken, the number of visitors at Banff alone last year would come nearer 125,000, but the writer has been unable to find figures to verify this.

Strange as it may seem, the percentage of Canadian travel through the mountains is small compared to that of the American, while it is the favorite route for the around-the-world tourist.

Since this year we have been celebrating the hundred years of peace between Canada and the United States, all historic points of interest would form a prominent part of any booklet the government might issue. In short there are wonderful opportunities for this country in the matter of attracting tourists and those who want to get back to the simple life for a month or two. And now is the time to act if ever.

Great Benefit to Merchants

From the standpoint of the grocery trade and, in fact, practically every trade, three or four thousand extra visitors who spend three or four thousand dollars each on a single trip, would mean a great deal. The grocery dealer would be one of the first to benefit; and if he secures extra benefit, the advantages would reflect back to the wholesaler, the manufacturer and the Canadian workmen. The grocer would reap a double benefit. Sales of grocers so situated that they would help feed the visitors would be appreciably increased, and because of the large number of guides necessary to direct the visitors there would be several thousand less unemployed throughout the country.

It would appear therefore, that a strong advertising campaign in national mediums in the United States telling the people there of our natural beauty and historic points of interest, would result in general good from the Atlantic to the Pacific.

CANADIAN GROCER NOT DISCONTINUED.

MacLean Publishing Co.

Dear Sir—Some time last week I received a letter from you saying that my subscription to Canadian Grocer was to be discontinued by me. This is the first I have heard of it, as it is half the store to me and have been reading it for 12 years. The only way that I can account for it is that I was taking the ——— and I told the mail man that my subscription ran out last month and I did not want it any longer, and he was to return it, and he may have refused Canadian Grocer in mistake.

Be sure to send the paper, and I would be pleased if you would let me know where I can get one of the pens for using in writing show-cards.

Yours very truly,
ARCHIE STERLING,

Chatham, Ont.
188 Park St.



The Clerks' Page



EASY EVEN FOR SCHOOL BOYS.

Editor Clerks' Page: Re mathematical question in last week's issue re sale of oranges. Any small school boy should give an answer to this by mental arithmetic. $30 + 30$ oranges = 5 doz., and at 20 and 30c a doz. the average is 25c; 5 doz. at 25c = \$1.25. 60 oranges = 5 doz., and at 5 for 10c = 24c per doz. 5 doz. at 24c = \$1.20, a difference of 5c.

A CLERK.

Berlin, Ont.

CORRECT AGAIN.

Editor Clerks' Page: Below you will find my answer to your problem:

When sold first, 30 oranges at 3 for 5c equals 50c; 30 oranges at 2 for 5c equals 75c. Total \$1.25.

When sold in second instance, 60 oranges at 5 for 10c or 2c each. Total \$1.20.

To account for the difference of 5c: Oranges at 3 for 5c = 12-3c or 14-6c each; oranges at 2 for 5c = 2½c or 23-6c each. Average price $(14-6 + 23-6) \div 2 = 41-6 \div 2 = 21-12c$. Average price on first transaction, 21-12c per orange; average price on second transaction, 2c per orange. Difference on 1 orange is 1-12c. Difference on 60 oranges is $60 \times 1-12 = 5c$. Hence the extra 5c.

ARTHUR NORRINGTON.

Milton, Ont.

FIGURING BY THE DOZEN.

Editor Clerks' Page:

30 oranges at 3 for 5c equals 50c.

30 oranges at 2 for 5c equals 75c.

60 oranges equal \$1.25, or 25c doz.

Oranges at 5 for 10c equal 24c doz.

5 doz. at 24c equals \$1.20.

The difference is 5 cents.

N. FINK.

Mattawa, Ont.

A STUDENT OF LATIN.

Editor Clerks' Page: My answer to your question on page 33 is:

On first day 30 oranges are sold at 3 for 5 cents and 30 at 2 for 5 cents. Av-

5 5

—+—

3 2

erage price for each orange (—) cts.

2

which on clearing of fractions is 21-12 cents.

On second day, 60 oranges are sold at 5 for 10 cents. Average price for each orange is 2 cents, therefore on first day he gets 1-12 of a cent more as a net gain on each orange.

If on 1 orange he gains 1-12 cents, therefore on 60 oranges he will gain 60 — cents, or 5 cents.

The five cents disappear on the second day because each orange is 1-12 of a cent less than on the first, which multiplied by 60 gives 5 cents. "Quod erat demonstrandum."

V. K. J.

Gananoque, Ont.

A NEW WAY OF FIGURING.

Editor Clerks' Page, Canadian Grocer: Re problem in Grocer of Feb. 12. The second day, every time a sale is made, 3 oranges which were sold the day before at 3 for 5c, and 2 oranges that were sold at 2 for 5c, are sold at 5 for 10c. Therefore when 10 sales are made there are 10 oranges left which were sold the day before at 2 for 5 cents, equals 25c. But now they are sold at 5 for 10c = 20c.

Thus the difference of 5 cents.

E. Mac. M. E.

CORRECT BOTH WAYS.

Editor Clerks' Page.—Re your orange arithmetical problem:

A sells his 30 oranges at 3 for 5c, or an average of 12-3c each.

B sells his 30 oranges at 2 for 5c, or an average of 2½c each.

If A sells 1 orange for 1 2-3c, and B sells 1 orange for 2½c, then together they have sold 2 oranges for 41-6c, or an average of 21-12 cents per orange. Therefore 60 oranges at 21-12c each = \$1.25.

The next day the 60 oranges are sold at 5 for 10c, or at the rate of 2c each; 60 oranges at 2c each = \$1.20.

The first day the two boys sell the oranges at an average of 21-12c each, the second day one sells them at an average of 2c each, hence the difference of the 5c.

To some it might appear that if A sells 3 oranges for 5c, and B sells 2 oranges for 5c, together they have sold 5 oranges for 10c, or an average of 2c for

each orange; this is quite correct, but the trouble is they cannot maintain this average. When they have made ten sales each, A at 3 for 5 and B at 2 for 5, A will have sold his 30 oranges, but B will only have sold 20, having 10 more to sell. They have now sold 50 oranges. A sold 30 at 3 for 5 = 50c. B, 20 at 2 for 5 = 50c—total \$1.00—an average of 2c per orange. B now sells his remaining 10 at 2 for 5 = 25c, an average of 2½c each, making total amount \$1.25. The last 10 oranges that B sells make the difference of 5c his average not being reduced as in his former ten sales.

G. E. G.

Bayfield, Ont.

MORE ACCURATE FIGURING.

Editor Clerks' Page.—I am sending an answer to the question on the clerks' page of Canadian Grocer.

In the first case, 30 oranges sell for

5

3 for 5 = — cents each. 30 oranges sell

3

5

for 2 for 5 cents = — cents each.

2

The average is 21-12c as shown here—

5 5 25 1 25

with: — + — = — × — = — = 21-12c.

3 2 6 2 12

In the second case 60 oranges sell for 5 for 10c, which is 2 cents each, so difference is $21-12 - 2 = 1-12$ cents.

1-12 cents is difference on 1 orange; on 60 oranges difference is $5 \times 1 = 5c$.

D. MUNRO.

Wroxeter, Ont.

CAN'T FOOL THE BOOKKEEPER.

Editor Clerks' Page.—If a bookkeeper may be allowed to answer the problem propounded for retail clerks, in your issue of the 12th inst., the loss of the five cents will be found to be due to the difference in the average price per orange, received on the two different days. On the first day, selling 30 oranges at two for five cents and a like quantity at three for five cents, brings an average selling price of 21-12 cents each, while on the second day, selling at five for ten cents, brings only 2 cents each, making a loss of five cents on 60 oranges.

BOOKKEEPER,

Peterborough, Ont.

CANADIAN GROCER

ANOTHER GOOD MATHEMATICIAN.

Editor Clerks' Page: Here is the solution of your problem in Canadian Grocer on the clerks' page. It is as follows:

1st day A sells 1 orange for 12-3c, and B sells 1 orange for 2 1-2. 1st day A and B sell 2 oranges for 4 1-6c, or 2 1-12c each.

2nd day B sells 1 orange for 2c; difference in selling price of 1 orange equals 2-2 1-12=1-12c; difference in selling price of 60 oranges is 60 times 1-12 equals 5c.

CLERK.

Bouck's Hill, Ont.

"ANCIENT ROMAN" IS RIGHT.

Editor Clerks' Page,—I figure your orange question as follows:—

First day—30 oranges 3 for 5.... .50
30 oranges 2 for 5.... .75

—
\$1.25

Second day—60 oranges 5 for 10 \$1.20

The two sell thus for 2 1-12 cents each and No. 3 only sells his for 2c each.

ANCIENT ROMAN,

Brantford, Ont.

SOUND ARITHMETIC.

Editor Clerk's Page.—Re the orange problem, the grocer gives 60 oranges to two boys each getting 30. They sell them and get \$1.25 and next day one sells them all at 10c for 5 and he only gets \$1.20.

Three oranges for 5c = 1 orange for 12-3c.

Two oranges for 5c = 1 orange for 2½ cents.

Therefore, selling price of 2 oranges would be 4 1-6c.

Therefore, cost of 1 orange would be 2 1-12c.

Next day 5 oranges are sold for 10c or 1 orange for 2c.

Therefore the grocer gets 2 1-12c—2c = 1-12c less on 1 orange and 5c less on 60 oranges.

Alliston, Ont.

GEO. PATTERSON.

SALARY AND ORANGE PROBLEM.

Editor Clerks' Page,—Re the salary question.—If both men are paid on equal time, that is if the raise in wages begins only after they have worked each their full year at \$500. the situation is reversed and instead of the one getting a \$50 raise every six months getting more, it is the other with the \$200 year end raise who gets the \$50 more per year.

About the 5c on the oranges; the first day the boys got \$1.25 for their 60 oranges because selling them half at 3 for 5c and half at 2 for 5 averages 25c doz., whereas the next day only one boy had to sell them, and giving them at 5 for 10c he got only 24c doz. Hence having

60 oranges or 5 doz. he was 5c short the \$1.25, receiving only \$1.20.

JOHN MAREL.

Sturgeon Falls, Ont.

John is not correct as regards the salaries. If the raise began after they had been working a year by the end of the third year they would each have received an equal amount, viz., \$2,000, and thenceforward A would still be \$50 a year better off.—Ed.

• • •

KNOWS HIS FRACTIONS WELL.

Editor Clerks' Page,—I wish to offer you my solution to the problem in Feb. 12 issue of Canadian Grocer.

First day one boy sells 30 oranges at $\frac{5}{3}$ for 5c, which is 1 orange for $\frac{2}{3}$ —1—c.

The other boy sells 30 oranges at 2 for 5c or 1 orange for $\frac{5}{2}$ —2½c.

The 2 boys receive $12-3 + 2\frac{1}{2}c$. for 2 oranges = $\frac{5}{3} + \frac{5}{2}$ or $\frac{10}{6} + \frac{15}{6} = \frac{25}{6}$

For 2 oranges they receive $\frac{25}{6}$ —c.
For 1 orange they receive $\frac{25}{12}$ —c.

1
2—
12

Second day new boy sells 5 oranges for 10c.

Second day new boy sells 1 orange for $\frac{10}{1}$ —2c.

5
1 1
12 12

Loss on 1 orange is $2 - 2 = -c$.
 1×60

Loss on 60 oranges is $\frac{12}{12} = 5c$.
Alton, Ont. HERB STOREY.

• • •

ANSWER FROM THE FAR EAST.

Editor Clerks' Page,—In reply to your arithmetical problem in last week's Canadian Grocer, I wish to submit the following solution:

30 oranges at 3 for .05 = ten 5c sales \$.50
30 oranges at 2 for .05 = fifteen 5c sales75
Total \$1.25
60 oranges at 5 for 10c = twelve 10c sales 1.20
Loss05

If the boy was given 30 of the 3 for 5s and 20 of the 2 for 5's he would have realized the same amount no matter if he sold the 30 at 3 for 5, and the 20 at 2 for 5, or the lot at 5 for 10 cents.

30 at 3 for 5 = ten 5c sale \$.50
20 at 2 for 5 = ten 5c sales.... .50
Total \$1.00

30 + 20 = 50 at 5 for 10 = ten 10c sales = \$1.00. Now it is readily seen that the loss is due to selling 10 of the 2 for 5's at 5 for 10 cents.

10 oranges at 2 for .05 = five 5c sales \$.25
10 oranges at 5 for .10 = two 10c sales20
Loss05
Retail Clerk,—W. E. F.

Dartmouth, N.S.

MORE SOLD AT THREE FOR FIVE

Editor Clerks' Page,—What becomes of 5 cents:

First boy sells 30 oranges at 3 for 5 cents \$.50
Second boy sells 30 oranges at 2 for 5c.75
Total \$1.25

On the second day the one boy sells same amount at 5 for 10c.

2-5 of 60 oranges at 2 for 5c.... \$.60
3-5 of 60 oranges at 3 for 5c..... .60
Total \$1.20

There is a loss of 5c the second day for he sells more than half of them at 3 for 5c.

H. G. R.

Brougham, Ontario.

DIVIDES THEM INTO LOTS.

Editor Clerks' Page,—My solution of your problem is as follows:

First Day.—One boy's oranges were divided into lots of three each, or 10 lots at 5 cents a lot. The other boy's oranges were divided into lots of four each or 15 lots at 5 cents a lot. Both would have 25 lots at 5 cents, which is \$1.25.

On the second day the oranges were divided into 12 lots of five each, or 12 lots of three each, and 12 lots of two each, 24 lots in all at 5 cents a lot, which would be \$1.20 or 5 cents less than previous day.

WESLEY DOULL

New Glasgow, N.S.

EFFECTIVE REASONING

Editor Clerks' Page.—Re five-cent orange problem in your issue of Feb. 12.

One boy sells oranges at 2 for 5, or 12-3 each.

One boy sells oranges for 2 for 5, or 2½ each.

A total of 41-6 cents, which is an average price of 2 1-12 each, so that 60 oranges at 2 1-12 equals \$1.25.

In the second instance, one boy sells 60 oranges at 5 for 10c. or 2c each, which makes \$1.20. The difference of 5 cents is found in the difference of the two selling prices, viz., 2 cents each, and 2 1-12 cents each for 60 oranges.

Elbow, Sask.

P. M. M.



Current News



Quebec and Maritime Provinces.

J. & C. Mady, general merchants, Farnham, Que., have registered.

St. Jerome Canning, Limited, St. Jerome, Que., has registered.

John Alban & Co., wholesale and retail grocers, Montreal, have registered.

L. W. Chaput Frere & Cie, grocers and liquor dealers, Montreal, have registered.

The merchants of Chatham, N.B., are discussing the organization of a retail merchants' league.

H. V. Raymond and Wm. McLeod, grocers, Sydney, C.B., have dissolved partnership, Mr. Raymond continuing.

The Canadian Sardine Company, of Chamcook, N.B., has sold its plant, which cost nearly a million dollars, to Laing, Libby & Co., of Boston, at private sale. The new firm will erect a cold storage plant in connection with the present big outfit, and will carry on the fish business in all its branches.

A St. John, N.B., despatch says that since being organized there, the retailers banded together have already wrought considerable reform in the way of mutual betterment. Not the least important step which they have taken in this connection was their endeavor to stop all selling by wholesale houses to the consumers direct at wholesale prices. The result of their efforts was seen this week when at a meeting of the Wholesalers' Guild the matter was dealt with and strict resolutions passed that no such privileges be extended to anyone except retailers.

Ontario.

W. J. Philpott, grocer, Toronto, has sold to W. J. Caven.

Geo. Boyle, grocer, London, Ont., has sold to F. G. Sankey.

Mrs. S. Hedrick, grocer, Elmira, Ont., has sold to I. E. Snider.

John Sloan, a Galt, Ont., grocer, was a visitor in Toronto on Tuesday.

E. A. Kennedy, grocer, Cornwall, Ont., is succeeded by Gordon Vance.

T. H. Willoughby, a baker in Aylmer, Ont., is opening a grocery store there.

W. E. Braund, a general merchant, Smith's Falls, died last week suddenly.

J. K. Whitelaw has disposed of his grocery business in Arnprior, Ont., to Lamourie Bros.

J. J. Rutherford, general merchant, Bolton, Ont., has sold to W. B. Gardiner & Son of Meadowvale; possession March 1st.

The Dominion Cannery, Limited, Hamilton, Ont., will hold their annual meeting in the head offices of the company at 11 o'clock on Wednesday, March 3.

Messrs. Wadell & Co., 87 Ross street, St. Thomas, Ont., have removed their business to new premises recently erected by them on the corner of Ross and Baines streets.

Congratulations were in order on Monday last to W. G. Hinton, Toronto representative of Wagstaffes, Limited, who on that day celebrated his tenth wedding anniversary.

Sir Geo. E. Foster told a deputation of jam manufacturers at Ottawa last week that he would assist them in every way possible to secure orders from the British Government.

At a recent smoker and euchre held by the Ottawa Retail Grocers' Association, addresses were given by Henry Watters, Controller J. W. Nelson, Thomas Crown, George Booth, Arthur Johnson and W. J. Corby. The first euchre prize was won by M. C. Aubin, D. K. McIntosh was second.

About 40 members have joined the Retail Merchants' Association in Brockville, Ont. Cornwall and Cardinal merchants are also getting together, and this week meetings are being held in Prescott, Morrisburg and Ottawa. Eric C. Jamieson and J. C. Doyle, R. M. A. organizers, are engaged in the work in Eastern Ontario.

Ed. Hazel, of Hazel & Dawson, grocers, Hamilton, Ont., was married on Monday last in Merriton, Ont., to Miss Thompson. Mr. Hazel is a member of the Retail Grocers' Association in Hamilton, and is a past president of that organization, besides being a member of the executive of the Ontario Grocers' Section of the Retail Merchants' Association.

C. H. Wilson, a local traveller for the Pure Gold Manufacturing Co., Toronto, died suddenly on Monday. Mr. Wilson was familiarly known among the trade as "Crom," and had been a salesman with the Pure Gold firm for 27 years.

His many friends in the trade in Toronto will regret his sudden passing. The funeral was held on Wednesday, and the Pure Gold Manufacturing Co. closed their plant in honor of his memory.

The Retail Grocers' Association of London, Ont., held a successful progressive euchre party and dance in their new hall over the Imperial Bank last week. The rooms are admirably laid out for such an occasion. Besides the large main hall, with hardwood floors, there are two large anterooms and a kitchen. A large number of grocers and their wives took part in the progressive euchre while others preferred to trip the light fantastic and enjoyed every moment of it. Lunch was served at eleven o'clock. During the intermission Vincent Colgan and E. J. Ryan sang solos and were heartily encored. The winners at cards were Miss Boyce and H. Fountaine. This is the first time the grocers invited the ladies to any of their functions, but it will not likely be the last. Mayor Stevenson was present and presented the prizes. The committee who made the affair a success was President Adam Palmer, Geo. H. Ellis, J. W. Eedy, Geo. Ecclestone, J. A. McFarlane, G. B. Drake, Alf. Carr, Harry Ranahan and Secretary Harry Harley. The music was supplied by Tony Vitas' orchestra.

Western Canada.

The Hedley Shaw Milling Co.'s mill at Moose Jaw, Sask., has begun operations.

Husson Bros., general merchants, Young, Sask., are succeeded by Husson & Newton.

A number of Moose Jaw, Sask., merchants are discussing the question of a weekly half holiday.

The Hillerest Co-operative Association, Hillerest Mines, Alta., has disposed of its stock through the Canadian Credit Mens' Trust Association.

The staff of F. R. McMillan's department store, Saskatoon, Sask., held a social event recently which took the form of a dance.

The business, stock and property of the Star store, Leduc, Alta., has been bought by J. A. McConnell, of Edmonton, from Mullen & Reid.

Tea Highest in Years

On Colombo Market Prices Show Remarkable Increase — Cocoa Firmer — One Concern Advanced Prices—Prunes Very Hard to Get—Shelled Walnuts Higher.

Markets in Brief

QUEBEC MARKETS.

FLOUR AND CEREALS—

Bran and shorts up \$1.
Manitoba flour firm.
Ontario flour quiet.
Rolled oats still at \$3.50.

PRODUCE AND PROVISIONS—

Live fowls costing more.
Barrelled pork prices higher.
Creamery up to 34c.
Egg market easier.
Cheese quotations the same.

FRUIT AND VEGETABLES—

Tomatoes hard to get.
American Brussels sprouts now.
Leeks are scarce; up to \$3.50.
Pineapples getting scarce.

FISH AND OYSTERS—

Herrings scarce; up to \$2.75.
Lobsters bringing 30c.
Salt and pickled lines moving.
Three fish days this week.

GENERAL GROCERIES—

Fancy rices down.
Bean prices still easier.
Molasses advance 2c per gallon.
Sugar market firmer.
Good business still in tea.
Nearly all dried fruits firm.

ONTARIO MARKETS.

FLOUR AND CEREALS—

Flour easier.
Barley firm.
Export business quiet.
Oats still strong.

PRODUCE AND PROVISIONS—

Cheese very firm.
Butter easier.
Demand for lower grades.
American eggs selling.
Hogs lower.

FISH AND OYSTERS—

Lent begins.
Lobster is lower.
Clisoes going well.
Weather a deterrent.

FRUIT AND VEGETABLES—

Bitter oranges done.
Tomatoes scarce.
Pineapples higher.
Potatoes easier.

GENERAL GROCERIES—

Tea 'way up.
Prunes very scarce.
Rice is firm.
Cocon advanced.
Shelled walnuts higher.

served in the prime bean market, and, while wholesalers claim they are still paying high prices, some beans are being offered lower than for several weeks.

SUGAR.—During the week the raw sugar market took an upward turn, and removed any chances for cheaper sugar in Canada for the time being. Raws were around 4c two weeks ago. Then they dropped to about 3½c last week, and are now getting firmer, having reached a point in the vicinity of 37/8c. There is a fair amount of business going, but most people filled up prior to the budget, or at least protected themselves. So that it will take some time to get these stocks worked off, which is not easy at a period when large quantities of sugar are not being used. While no tax was imposed on sugar, it is argued among the trade that if the Government wished to make revenue from sugar they would impose the duty when nobody had stocks. It is understood that Atlantic sugar will be on the market this week.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	6 80
20 lb. bags	6 90
2 and 5-lb. carton	7 10
Yellow Sugars—	
No. 3	6 65
No. 1	6 40
Extra Ground Sugars—	
Barrels	7 20
50 lb. boxes	7 40
25 lb. boxes	7 60
Powdered Sugars—	
Barrels	7 00
50 lb. boxes	7 20
25 lb. boxes	7 40
Paris Lump—	
100 lb. boxes	7 55
50 lb. boxes	7 65
25 lb. boxes	7 85
Crystal Diamonds—	
Barrels	7 45
100 lb. boxes	7 55
50 lb. boxes	7 65
25 lb. boxes	7 85
Cartons and half cartons	8 05
Crystal Dominoes, cartons	8 15

DRIED FRUITS.—Most lines are firm on account of the recent tariff. As an instance, California 3-crown loose muscatels are costing the wholesaler 1½c more than they did a week or two ago. Dealers are looking for higher prices all around. Stocks are understood to be light, especially in the country. Raisins and currants are very strong. There is really no market for figs, as few are offering in New York. What there are, are in bags. Package dates are changing hands quicker than loose.

	Per lb.
EVAPORATED FRUITS.	
Apples, best winter	0 08
Apricots	0 15½
Nectarines, choice	0 11½
Peaches, choice	0 09½
Pears, choice	0 13½
DRIED FRUITS.	
Candied Peel—	
Citron	0 19 0 20
Lemon	0 13½ 0 13
Orange	0 13½ 0 13
Currants—	
Amalias, loose	0 07½
Amalias, 1-lb. pkgs.	0 08
Filatras, fine, loose, new	0 07½
Filatras, package, new	0 08½

Dates—	
Dromedary, package stock, per pkg.	0 09
Fards, choicest	0 12½
Hallowee, loose	0 08½
Hallowee, 1-lb. pkgs.	0 08 0 09
Figs—	
8 crown, 12 lb. boxes, fancy, layer, lb.	0 15½
7 crown, 12 lb. boxes, fancy, layer, lb.	0 15½
6 crown, 12 lb. boxes, fancy, layer, lb.	0 15
Prunes—	
30 to 40, in 25-lb. boxes, faced	0 14½
40 to 50, in 25-lb. boxes, faced	0 13½
50 to 60, in 25-lb. boxes, faced	0 12½
60 to 70, in 25-lb. boxes, faced	0 12
70 to 80, in 25-lb. boxes, faced	0 11
80 to 90, in 25-lb. boxes, faced	0 10½
90 to 100, in 25-lb. boxes, faced	0 10
Raisins—	
Malaga table, box of 22 lbs., 3-crown cluster, \$2.10; 5-crown cluster	3 60
Muscatsels, loose, 3 crown, lb.	0 08½
Sulana, loose	0 09½
Valencia, selected	0 09
Valencia, 4-cr. layer	0 08
Cal. seedless, 16 oz.	0 11
Seedless, 12 oz.	0 09½
Fancy seeded, 16 oz.	0 10½
Choice seeded, 16 oz.	0 10

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

RICE.—While prices were advanced on Rangoon rices, because of the new tariff, a reduction was made in fancy rices. A Vancouver concern has also issued new price list. Importers of Rangoon rices are awaiting the arrival of cables announcing new prices. They are expected to be higher than a year ago. The regular business is passing.

	Per cwt.
Rangoon Rices—	
Rangoon "B"	3 60
"C.C."	3 50
India bright	3 75
Lustre	3 85
Fancy Rices—	
Imperial Glace	5 50
Sparkle	5 70
Crystal	5 45
Ice drips	5 80
Snow	5 70
Polished	4 85
Pearl	5 05
Prices are per 100 lbs., packed in bags (250 lbs.), half-bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).	
Imported Patna—	
Bags, 224 lbs.	0 06 0 06½
Half bags, 112 lbs.	0 05½ 0 05
Quarter bags, 56 lbs.	0 05½ 0 05½
Velvet head Carolina	0 09½ 0 10½
Sago, brown	0 05½ 0 05
Tapioca—	
Pearl, lb.	0 05 0 05½
Seed, lb.	0 05 0 05½

MOLASSES.—Market remains strong. News from the West Indies indicated that the crop will be a big one, but the price will be guided by ruling prices of sugar, which is high at present. Feeling is gaining ground that cheap molasses cannot be looked for this year, the reasons being that freights are higher, war risks are being raised, and there is a duty to add. These facts are liable to raise the price from 5c to 10c per gallon extra. Even if molasses are plentiful, and the price is based on the cost of sugar, it will still be so much higher because of extra costs due to freights, insurance and duty. Last year \$2.50 was paid per puncheon for freight. It is expected to be twice this for 1915. However, freight rates have not yet been named by the steamship companies. Another feature this year is that producers want to sell f.o.b. Barbadoes, and want shippers to assume all extra charges,

QUEBEC MARKETS.

Montreal, Feb. 25.—Business has slacked off considerably with the approach of the end of the month. March should open up well, and things are expected to bear a brighter complexion as spring advances nearer. An importer remarked this week that business was moving smoothly, as the trade had never bought heavily since the war, and as they were compelled to carry stocks, business was continuing the same, but in no greater volume.

No very important changes have taken place. Prices on shelled walnuts have been advanced to 34c, following a strengthening of the primary market. Shelled almonds are not so high, being quoted at 36-38c. A weakness is ob-

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such as freight, insurance, etc. They wish to put the molasses on the boat, and there let their responsibility cease. While shippers in Barbadoes have all signed an agreement to enforce this, some may be expected to break it, as merchants here are not disposed to conform, claiming that they have not got the staff to look after such work.

		Prices for Island of Montreal.	
		Fancy.	Choice.
Barbadoes Molasses—			
Punchons	.....	.43	.41
Barrels	.....	.46	.44
Half barrels	.....	.48	.47

For outside territories prices range about 2c lower for fancy; nothing for choice; delivery, Island of Montreal.
Carload lots of 20 punchons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—
Barrels, per lb., 3½c; ¼ bbls., 4c; ½ bbls. 0 04¼
Pails, 38½ lbs., \$1.95; 25 lbs. 1 46
Cases, 2 lb. tins, 2 doz. in case 2 65
Cases, 5 lb. tins, 1 doz. in case 3 00
Cases, 10 lb. tins, ¼ doz. in case 2 90
Cases, 20 lb. tins, ¼ doz. in case 2 80

Cane Syrups—
Barrels, lb., 3½c; ¼ bbls. 0 04
Cases, 2 lb. tins, 2 doz. per case 2 65

Maple Syrups—
Pure, per 5½ lb. tin 0 75
Pure, in 15 gal. kegs, 8c per lb. or per gal. 1 25
Maple sugar, pure, per lb. 0 13 0 11

COFFEE.—Dealers here still have hopes that coffee will be one of the items on which the 7½ per cent. war tax does not apply. In the meantime the market continues dead, and will remain so until the European demand picks up.

Coffee, Roasted—			
Bogotas	.....	0 26	0 30
Jamaica	.....	0 23	0 24
Java	.....	0 31	0 34
Maricao	.....	0 22	0 25
Mexican	.....	0 27	0 28
Mocha	.....	0 30	0 33
Rio	.....	0 17	0 20
Santos	.....	0 21	0 23
Chicory, per lb.	.....	0 10	0 12

NUTS.—Since the war the trade has bought carefully, and now are still able to buy, though in small lots. For this reason, importers and wholesalers should feel the same, believing that good business will be done right through spring. Orders for nuts arrive freely, for general assortments, but for no large quantities. New Brazils will be here in a month, and will be high at first, as usual. No doubt they will arrive first by express at about 20c, gradually dropping. Old crop just now are quiet. New price lists issued this week by importers indicate that prices have been raised on nearly all lines with the exception of Mayette Grenobles, Marbots and Brazil nuts. Shelled walnuts are quoted by importers as high as 33c.

Almonds, Tara	.....	0 18
Grenobles, new	.....	0 16¼
Marbots, new	.....	0 15
Shelled walnuts, new, per lb.	.....	0 34
Shelled almonds, 25-lb. boxes, per lb.	.....	0 36
Sicily filberts	.....	0 14¼
Pecans, large	.....	0 19
Brazils, new	.....	0 14
Peanuts, No. 1, 12¼c; No. 2	.....	0 11¼
Peanuts, No. 3	.....	0 10
Canadian chestnuts	.....	0 12

SPICES.—While we raised our quotations 1c per lb. last week to take care of duty, all manufacturers have not yet raised theirs. They are expected to do this at once, however. A further advance is anticipated on account of the strong market. Importers here bought Singapore and Penang white pepper last week, following which cable advices an-

nounced a further advance in these two lines.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lb.
Allspice	0 17	0 24
Cassia	0 23	0 31
Cayenne pepper	0 26	0 33
Cloves	1 08-1 21	0 48
Cream tartar—40c.			
Ginger, Cochin	0 18-0 24	
Ginger, Jamaica	0 23	0 31
Mace	1 00-1 15	1 00
Nutmegs	1 08-1 26	0 75
Pepper, black	0 90-1 00	0 31
Pepper, white	1 15-1 20	0 40
Pastry spice	0 23	0 31
Pickling spice	0 16	0 20
Turmeric	0 21-0 23	0 30-0 35

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

Cardamon seed, per lb., bulk	.....	2 00	2 30
Caraway—			
Canadian	.....	0 13	
Dutch	.....	0 15	0 16
Cinnamon, China, lb.	.....	0 17	0 19
Mustard seed, bulk	.....	0 19	0 3
Celery seed, bulk	.....	0 36	0 46
Cayenne chillies	.....	0 26	0 31
Shredded cocconut, in palls	.....	0 26	0 19¼

DRIED VEGETABLES.—The market in beans is easier, and if prices continue to come down the retailer should be able to secure better prices in a week or two. It appears that considerable speculation took place during the period when beans were soaring towards \$3.50. Now that these men have become loaded up, the market eases off. It is understood there are thirty cars stored in Quebec City, and more than twice that amount in Montreal. The same thing is said to have been going on in the West. Now the farmers in Ontario are trying to sell, and in order to get money are cutting prices. Peas are somewhat in the same position. Split peas remain as dear and as scarce as ever.

Beans—			
Canadian, 3-lb. pickers, per bushel	.....	3 25	3 50
Yellow, per bushel	.....	3 25	3 25
Yellow eyes, per bushel	.....	3 25	3 25
Lima, per lb.	.....	0 09	0 09¼
Peas, Imperial green, per bushel	.....	2 50	2 50
Peas, white soup, per bushel	.....	2 85	3 00
Peas, split, bag 85 lbs.	.....	5 25	5 25
Barley, pot, per bag	.....	3 00	3 00
Barley, pearl	.....	4 50	4 50

TEA.—Despite the shock many in the trade received when the budget came down without any tax on tea, sales this week have been very active. It would seem that wholesalers have been selling to retailers to such an extent they are now compelled to come back to importers for further supplies. Prices for black tea are up 2c to 3c for import. Insurance rates took a jump this week of close on 1½ per cent., and on top of that the London market is higher. The stuff accumulating in the East does not appear to be coming forward in sufficient quantities to bring down the market. At a recent sale 20,200 packages were offered, and 19,800 sold, only 400 being withdrawn. It is customary for about a third to be withdrawn when good prices are not realized. This shows what a firm market there is in London. While retailers bought heavily of package tea two weeks ago, they were not encouraged to overstock. However, many of them increased their holdings by buying bulk from several wholesalers.

OLIVES.—Prices on this year's crop have not yet been announced, and are not expected for two weeks. This is the year when the crop is small, and under

ordinary circumstances prices would be higher. Owing to the fact that the demand is not expected to be so good, it is not expected that prices will be much higher.

SEEDS.—Market is strong on account of the tariff changes, which means that Canada this year has not produced her own supply of Timothy short red clover and long late mammoth clover. These have to be imported from the United States and the Continent, and we are up against the extra cost of 7½ per cent. duty, which brings the duty up to 17½ per cent. Consequently, clover seed is up practically 1½c per lb., and Timothy is up ½c per lb. The following are prices being quoted to the trade to-day:

Timothy, cwt.	.....	9 50	12 00
Short red clover, cwt.	.....	19 00	22 50
Alsike clover, cwt.	.....	13 00	21 00
Seed corn, per 56 lbs.	.....	1 35	1 60

ONTARIO MARKETS.

Toronto, Feb. 25.—There is a distinct increase in the amount of business being done by wholesalers this week, largely, we assume, due to the fact that retailers want to buy before the tariff becomes active in producing an all-round advance in commodities. For the first time for many weeks, the trade has experienced something other than a mere hand-to-mouth demand from retailers. It is all to the good from both the retailer's and the wholesaler's point of view.

Collections are reported not so good as in January. This is somewhat surprising. The inference, in comparing the two months, would be that January would be the slack month in this regard on account of heavy Christmas expenditures. But February is slower than January, although trade is everywhere reported better this month so far as groceries go.

It is not at all significant that most retailers find that the country trade is bigger and safer than the city. The small towns and the farmers have the money. Hence collections are good in the former and not so good in the latter. There is some talk about the farmers in places not paying the retailers, but holding off and using the war as a scape-goat. It is a thing to be deplored if it is true. The farmer this year most certainly has the money. Ontario winter wheat is his strong-box. As he has been getting pretty well what he wanted for it, and as it will, in all probability, be some time before the Dardanelles is a free passage for Russian wheat, the Ontario farmer has more coming to him. Under those circumstances there is no reason at all why he should neglect to pay his grocery bills.

The situation in the rice market is such that retailers should take immediate advantage of, by buying right now.

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Rices are in a strong position. Both the cheap and the fine lines are so firm that an immediate advance looks probable. Indeed, some prices are up a trifle this week. Stocks are known to be low.

An important piece of news is that the price of bread will be up at 7 cents in the city and 8 cents in the country (for a pound and a half loaf) unless flour goes down as quickly as it went up. Bakers say they cannot refrain from charging higher prices much longer if flour costs as much as it does at present. In this connection, the bread and cake manufacturers have written to the Department of Trade and Commerce protesting against speculation in flour.

The situation in tea continues interesting and higher prices are not far away. The packet tea men have a hard "row to hoe" these days. One house, doing a considerable business in the Northwest, has advanced its lowest grade of tea to 45c per lb. to the consumer. This tea costs the retailer 35c per lb. f.o.b. Winnipeg. It is understood that others are contemplating putting their prices on the same basis. One large tea dealer was asked how business was. He said, "I have never seen it as good." It was suggested to him that good business might have been brought about by the fear of a duty being imposed, but his reply was: "There was no such fear last week. All the budget excitement was passed and we had one of the largest weeks we have had in twenty years." He continued: "The only thing with which we have to find fault is the market and the difficulty of getting freights. With a constantly advancing market, the advance in war risk of 300 per cent. during the past ten days, and the great difficulty of obtaining freights, the tea business has been a nightmare. I suppose we ought to unload this trouble on the public, but the public are far from willing to accept any such burdens."

SUGAR.—This market is steady and more or less colorless. There are some slight fluctuations in raws. Now they are up; now they are down, but there is no indication of any change in prices. Such speculation as there is, is pure speculation, unnecessary and without any significance. Sugar being listed on the Exchange makes it a gambling market, of course, and subject to the vagaries of such a market.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	6 86
20 lb. bags	6 96
10 lb. bags	7 01
2 and 5-lb. cartons	7 15
Nova Scotia refined, 100-lb. bags	6 75
Extra Ground Sugars—	
Barrels	7 26
50 lb. boxes	7 44
25 lb. boxes	7 56
Powdered Sugars—	
Barrels	7 06
50 lb. boxes	7 26
25 lb. boxes	7 46
Crystal Diamonds—	
Barrels	7 51
100 lb. boxes	7 71
50 lb. boxes	7 71

Cartons (20 to case)	3 11
Cartons (50 to case)	3 61
Crystal Dominoes, cartons	3 26
Paris Lump—	
100 lb. boxes	7 61
50 lb. boxes	7 71
25 lb. boxes	7 81
Yellow Sugars—	
No. 1	6 46
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

TEA.—It seems as if tea is never going to quit going up. A cable from Colombo says that prices are such that in six or seven weeks fine teas have advanced seven cents and good teas eight and a half cents. The jump last week alone on the average tea was pretty well five cents. Prices are now the highest that tea men can remember. Prime reason for such a state of affairs is said to be the buying on Russian account. Some merchants think that Russia may this year (consequent upon the prohibition of vodka), take an enormously increased supply of tea. If so, prices might go anywhere. For instance, if the abolition of vodka increased the demand for tea to the extent of say twenty or thirty million pounds, without doubt it would put up the price 20c to 25c per lb. and perhaps more. Certainly the tea market is in a very parlous condition. The situation at Colombo is more or less duplicated, although to a lesser degree, in London. Prices are away up, out of sight. And all this despite the fact that Australia, a big tea-drinking country, is not buying just now. An advance on tea in Canada seems very likely. Indeed, one firm has already advanced its prices, and doubtless others will follow. What we have been saying week by week as to the tea market is now corroborated by McMeekin & Company of London, Eng., whose circular for the month of January says, in regard to Ceylon teas: "The offerings at London public auctions were 96,000 packages against 115,000 packages in the same month of 1914. The quality generally was not equal to earlier arrivals, but the whole of the offerings were readily taken in an animated market at prices advancing progressively, week by week."

It also goes on to say: "The possibility that Russia may be able to come in as a large buyer on the London market to make up for short purchases in Calcutta and Colombo, and any special demand of the kind would be difficult to supply without changing the level of prices to a considerable extent."

DRIED FRUITS.—Prunes are exceedingly scarce and prices quoted on them are more a matter of a man's conscience than anything else. They are very difficult to get in San Francisco, particularly in small sizes, from 70's down. Market is firm all round. Locally, wholesalers are very low, and on account of the high American market, and now the additional duty, it is not thought that importers will bring any more into Canada this season. Prunes are not a genuine

fruit, anyway. Raisins are steadily firm, both in primary markets and here. We quote 10½ on fancy sold in 1-lb. packets, which is a trifle higher than before new tariff became active. Peaches are showing some activity, and packers over the border are buying large lots. There isn't much doing in this market, however. Apricots are closely cleaned up in primary markets. Stocks in Canada are very light, but there is no demand. We quote them at 14-14½c, which is a trifle easier. Market is slightly weaker on currants abroad. There has been some speculation by people who took a chance on Greece getting into the war. Business in all lines of dried fruits is very good.

Apricots—		
Standard, 25 lb. boxes	0 13	0 14
Choice, 25 lb. boxes	0 14	0 14½
Apples, evaporated, per lb.	0 07½	0 08
Candied Peels—		
Lemon	0 13	0 14
Orange	0 13	0 14
Citron	0 19	0 22
Currants—		
Filiatras, per lb.	0 08	0 07½
Amalas, choicest, per lb.	0 08	0 08½
Fatras, per lb.	0 08½	0 08½
Vostzans, choice	0 08½	0 09
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09½
Package dates	0 06	0 06½
Hallowees	0 07½	0 07½
Prunes—		
30-40s, California, 25 lb. boxes	0 14½	0 15
40-50s, 25 lb. boxes	0 12½	0 13½
50-60s, 25 lb. boxes	0 12	0 12½
60-70s, 50 lb. boxes	0 10½	0 11½
70-80s, 50 lb. boxes	0 09	0 09½
80-90s, 50 lb. boxes	0 08	0 08
90-100s, 50 lb. boxes	0 07½	0 08
25-lb. boxes ¼c more.		
Peaches—		
Choice, 50-lb. boxes	0 06	0 06½
25-lb. boxes ¼c more.		
Raisins—		
Sultanas, choice, new	0 12	0 13
Sultanas, fancy, new	0 14	0 16
Valencia	0 09	0 09
Seeded, fancy, 1 lb. packets	0 10	0 10½
Seeded, choice, 1 lb. packets	0 09½	0 10½
Seeded, choice, 12 oz.	0 08	0 08
Seedless, 16 oz. packets	0 10½	0 11
Seedless, 12 oz. packets	0 10	0 10
NUTS. —Shelled walnuts on spot have been closely cleaned up and moreover are very hard to get. Price is up a couple of cents. Shelled pecans show some activity at 60-62c—chiefly the latter figure—and are firm at that.		
In Shell—		
Almonds, Tarragona	0 17½	0 18
Brazils, medium, new	0 10	0 11
Brazils, large, washed, new	0 12	0 13
Chestnuts, peck	1 75	2 00
Filberts, Sicily, new	0 13	0 14
Peanuts, Jumbos, roasted	0 12½	0 13½
Peanuts, hand-picked, roasted	0 11	0 11½
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	0 11	0 12
Walnuts, Bordeaux	0 11	0 12
Walnuts, Marbots	0 13	0 14
Shelled—		
Almonds	0 37	0 42
Filberts	0 11	0 12
Peanuts	0 11	0 11½
Pecans	0 58	0 62
Walnuts	0 38	0 40

SPICES.—These show no special change from last week. All are very firm and looking towards higher prices, which, though the budget emphasized the necessity for this, have not been quoted yet. Peppers are exceptionally strong. Stocks are low and it is hard to get steamers to bring fresh stocks in. Ginger is also very much in demand.

Spices—	
Allspices, ground	0 10
Allspices, whole	0 15
Cassia, whole	0 21
Cassia, ground	0 14-0 16
Cinnamon, Batavia	0 36-0 40
Cloves, whole	0 25-0 35

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Cloves, ground	0 15-0 22	0 25-0 35
Cream of tartar	0 25-0 35	0 25-0 35
Curry powder	0 15-0 22	0 25-0 35
Ginger, Cochin	0 14-0 17	0 25-0 35
Ginger, Jamaica, ground	0 17-0 30	0 25-0 35
Ginger, Jamaica, whole	0 24-0 27	0 25-0 35
Ginger, African, ground	0 17-0 30	0 25-0 35
Mace	0 20-0 25	0 25-0 35
Nutmegs, brown, 64s, 82c;		
80s, 42c; 100s		0 30
Nutmegs, ground, bulk, 45c;		
1 lb. tins	0 22-0 25	0 30
Pastry spice	0 15-0 22	0 25-0 35
Peppers, black, ground	0 14-0 18	0 19-0 22
Peppers, black, whole	0 20-0 22	0 25-0 35
Peppers, white, ground	0 19-0 24	0 30-0 33
Peppers, white, whole	0 30-0 33	0 30-0 33
Pickling spice	0 15-0 22	0 15-0 22
Turmeric	0 15-0 22	0 15-0 22

SYRUPS AND MOLASSES.—Syrup market is quiet here and practically featureless. There is a report from the West that corn starch has advanced in price, but we cannot confirm it from this market.

Syrups—		Per case.
2 lb. tins, 2 doz. in case	.....	2 65
5 lb. tins, 1 doz. in case	.....	3 00
10 lb. tins, 1/2 doz. in case	.....	3 00
30 lb. tins, 1/4 doz. in case	.....	2 85
Barrels, per lb.	.....	0 05 3/4
Half barrels, lb.	.....	0 04
Quarter barrels, lb.	.....	0 04 3/4
Pails, 38 1/2 lbs. each	.....	1 95
Pails, 25 lbs. each	.....	1 60
Molasses, per gallon—		
New Orleans, barrels	0 25	0 25
New Orleans, half-barrels	0 25	0 25
West Indies, barrels	0 24	0 25
West Indies, half barrels	0 25	0 25
Barbadoes, fancy, barrels	0 46	0 48
Barbadoes, fancy, half barrels	0 47	0 51
Maple Syrup—Pure—		
5 gallon cans, 1 to case	6 45	6 60
Gallons, 6 to case	6 60	8 00
1/2 gallons, 12 to case	6 95	7 25
Quarts, 24 to case, in glass	7 00	7 25
Pints, 24 to case	4 90	6 90
Maple Sugar—		
Pure, per lb.	.....	0 12 1/4
Maple Cream Sugar—		
24 twin bars	.....	1 80
40 and 48 twin bars	.....	3 80 4 85
Maple butter, lb. tins, dozen	.....	1 90

RICE AND TAPIOCA.—Rices are all firm. Patna is up a cent and a half at 7 1/2c-9c, and it is very firm at that. Rangoons are also strong. Rice of all grades is a good buy now because an advance is almost certain. Tapioca is also higher.

Rice—		
Rangoon "B," per cwt.	.....	3 48
Rangoon, per cwt.	.....	3 50 4 00
Rangoon, fancy, per cwt.	.....	5 00
Patna, fancy	0 07 1/2	0 09
Tapioca—		
Pearl, per lb.	0 06	0 07 1/2
Seed, per lb.	0 06	0 07 1/2
Sago, brown, per lb.	.....	0 05 1/2

COFFEES.—Mochas and Javas are in good demand. Otherwise the market is listless, and prices have not advanced to meet extra duties yet. There is no strength to the market.

Coffee—		
Standard Old Govt. Java	0 36	0 38
Plantation Ceylon	0 32	0 34
Java	0 35	0 40
Arabian Mocha	0 33	0 36
Guatemala	.....	0 30
Bucaramanga	0 30	0 32
Mexican	0 30	0 32
Maracibo	0 26	0 29
Jamaica	0 24	0 26
Rio	0 15	0 17
Santos	0 18	0 22
Chicoory	.....	0 14

COCOA.—Market is still very firm. There is a report that Italy is buying up a lot of cocoa in the States, and thus hardening prices. It is said unofficially that prices in New York show an advance this last month of 80 per cent., but this we have not been able to confirm. One Toronto concern has advanced its prices.

MANITOBA MARKETS.

It will, of course, be some little time before the advances made necessary by

the new tariff come fully into effect. Already, however, some changes as a result of this tariff are apparent. Dealers will have to expect further rises for some little time to come, however.

Aside from the tariff, market conditions now seem to indicate general advances. A number of these have already been struck—notably in beans. That more changes in an upward direction are to be expected within the next three or four weeks is certain, and that any products will weaken materially does not seem very likely. Generally business is reported as satisfactory. From the country especially are good orders being received, and indications are that a good spring business will be done.

SUGAR.—There has been no change in the early part of the week. The raw market was perhaps a little easier, but is now recovering, and there seems little chance of an immediate change in price quotations. At the end of perhaps two weeks, however, it is expected that the market will strengthen, and early in March another rise would cause no surprise.

Corn syrup prices, which, as stated last week, were withdrawn, were reinstated almost immediately on the same basis. Corn syrup is strong and actual market conditions warrant higher prices, but there are other factors which tend to keep the quotations down.

Sugar, Eastern—		Per cwt. in sacks.
Standard granulated	.....	7 35
Extra ground or icing, boxes	.....	8 20
Extra ground or icing, bbls.	.....	8 00
Powdered, boxes	.....	8 00
Powdered, bbls.	.....	7 80
Hard lump (100-lb. cases)	.....	8 30
Montreal yellow, bags	.....	6 95
Sugar, Western Ontario—		
Sacks, per 100 lbs.	.....	7 25
Halves, 50 lbs., per cwt.	.....	6 25
Bales, 20 lbs., per cwt.	.....	6 30
Powdered, barrels	.....	6 55
Powdered, 50s	.....	5 90
Powdered, 25s	.....	7 20
Icing, barrels	.....	7 10
Icing, 50s	.....	7 25
Icing, 25s	.....	7 25
Icing, pails	.....	7 15
Cut loaf, barrels	.....	6 95
Cut loaf, 50s	.....	7 20
Cut loaf, 25s	.....	7 45
Sugar, British Columbia—		
Extra standard granulated	.....	7 35
Bar sugar, bbls.	.....	7 80
Bar sugar, boxes	.....	8 00
Icing sugar, bbls.	.....	8 00
Icing sugar, boxes	.....	8 20
H. P. humps, 100-lb. cases	.....	8 30
H. P. humps, 25-lb. boxes	.....	8 55
Yellow, in bags	.....	6 95
Corn Syrup—		
2s, per case 2 doz.	.....	2 73
5s, per case 1 doz.	.....	3 13
10s, per case 1/2 doz.	.....	3 01
20s, per case 1/4 doz.	.....	3 02
B. C. Cane Syrups—		
2-lb. tins, 2 doz. to case, per case	.....	3 15
5-lb. tins, 1 doz. to case, per case	.....	3 59
10-lb. tins, 1/2 doz. to case, per case	.....	3 30
20-lb. tins, 3 tins to case, per case	.....	3 25

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

Molasses—		Per gal.
Barbadoes	.....	0 53
New Orleans	.....	0 34
Maple Syrups—		
Imperial quarts, case 2 doz.	.....	5 40
Imperial 1/2 gals., 1 doz.	.....	5 55
New, pure, 1/4 gal. case	.....	9 00
New, pure, 1/4 gal. quarts, case 2 doz.	.....	9 70
New, pure, quart bottles, case 2 doz.	.....	9 75

DRIED FRUITS.—The California markets are still advancing, especially on prunes. For the larger size of this line a premium is being asked. Apricots are stronger and peaches are holding

firm. A considerable increase in the demand is noted for all three lines. Evaporated apples seem certain to go higher. The next issue will probably show an advance of at least 1/4c over present prices. Stocks are now low, and new supplies are coming in at advanced quotations.

The currant market is stronger, and as currants in one and two-pound packages come in from New York regularly—one shipment being expected in a few days—this line is practically certain to be among the first to get the advance in the tariff. Within two weeks at most this tariff change will be in effect here. It will mean probably 5 per cent. on the selling price of currants.

Apples, evaporated, new, 50's	0 07 1/2
Apples, evaporated, new, 25's	0 08 1/2
Apricots, choice, 25's	0 12
Apricots, choice, 10's	0 13
Apricots, standard, 25's	0 11 1/2
Currants—	
Dry clean	0 06
Washed	0 05 1/2
1 lb. package	0 08 1/2
2 lb. package	0 17
Vostizzas, bulk (washed)	0 10 1/2
Dates—	
Hallowee, loose, per lb.	0 07 1/2
Hallowee, 1 lb. pkgs.	0 07 1/2
Fard dates, 12-lb. boxes	1 15
Peaches—	
Standard, 25-lb. boxes	0 06 1/2
Choice, 25-lb. boxes	0 07 1/2
Choice, 10-lb. boxes	0 06 1/2
Raisins, Valencia—	
3 crown, loose, 25's	0 08 1/2
3 crown, loose, 50's	.....
Fine selected	2 35 2 45
Four crown layers	2 45
Raisins, Sultan—	
Corinthian Giants	0 13 1/2
Superfine	0 12 1/2
Finest	0 11 1/2
Fine	0 10 1/2
Raisins, Muscatel—	
Choice, seeded, lb.	0 09 1/2
Fancy seeded, lb.	0 09 1/2
12-oz. packages, fancy	0 08
12-oz. packages, choice	0 07 1/2
Prunes, in 25-lb. boxes—	
90 to 100	0 08 1/2
80 to 90	0 08 1/2
70 to 80	0 09 1/2
60 to 70	0 10
50 to 60	0 10 1/2
40 to 50	0 11
Table Layer Figs—	
7-crown, 3-lb. boxes, per lb.	0 15 1/2
6-crown, 10-lb. boxes, per lb.	0 13 1/2
5-crown, 10-lb. boxes, per lb.	0 12 1/2
4-crown, 10-lb. boxes, per lb.	0 11 1/2
3-crown, 10-lb. boxes, per lb.	0 11 1/2
Glove boxes, per doz.	1 70
Cooking figs, taps, about 25 lbs., lb.	0 05 1/2
Cooking figs, choice: naturals, 28-lb. bags, per lb.	0 05 1/2

BEANS.—The exciting advances on this market continue. It seems practically impossible to get beans. The Japanese market is cleaned up, and few Canadians are offering. The week has seen further advances—3-lb. pickers now being quoted at \$3.55, while hand-picked are quoted from \$3.70 to \$3.95. Even at these prices beans look good buying for dealers whose supply is low. From what can be learned it seems quite probable that there will be another 10c advance before the next issue of Canadian Grocer. This advance seems likely because of the small available supply in the East, and because the stocks in the West are so low. One fortunate feature of this market is that the hand-picked are exceptionally good in quality, every bean being almost perfect. The difference in price between the hand-picked and 3-lb. pickers hardly begins to cover the difference in quality between these two lines.

CANADIAN GROCER

Beans—			
Canadian, hand-picked	3 70	3 95	
3-lb. pickers		3 55	
California Lima Beans—			
Bag lots		0 08	
Less than bag lots		0 08½	
Barley—			
Pot, per sack, 96 lbs.		3 05	
Pearl, per sack, 98 lbs.		4 30	
Peas—			
Split peas, sack, 96 lbs.		5 75	
Sack, 40's		2 90	
Whole peas, bushel		2 75	

RICE AND TAPIOCA.—In tapioca

there is no change. As reported some time ago, the rice markets are stronger and though the wholesalers are protected by contracts, these are now being advanced to the extent of the new duty. This is considered quite fair by the wholesalers, as it would seem that dealers expected some slight advances to compensate for this new duty. It was an uncontrollable factor, and is not regarded as applying to any contract.

Rice and Tapioca—		
No. 1 Japan, per lb.	0 05½	
No. 2 Japan, per lb.	0 04	
Siam, per lb.	0 03¾	
Patna, per lb.	0 06¾	
Carolina, per lb.	0 08	
Sago, pearl, per lb.	0 05	
Tapioca, pearl, per lb.	0 04½	

NUTS.—The demand is falling off—no changes in price.

Nuts—		Per lb.
Brazil, new stock		0 13
Tarragona almonds		0 19
Peanuts, roasted Jumbos		0 12¾
Peanuts, choice		0 10
Pecans		0 12
Marbot walnuts		0 12¾
Grenoble walnuts		0 18
Sicily filberts		0 12¾
Almonds, unshelled		0 17
Shelled almonds		0 40
Shelled walnuts		0 32

TEAS AND COFFEES.—Though tea has been exempt from the special tax recently imposed, many prices in Winnipeg have advanced. This may seem strange, but is explained by the fact that it is the first advance made in teas practically since the war came. Some manufacturers determined to keep the prices at the old figure, until the stocks which they have bought before the war were exhausted. This supply is now used up and the price naturally has to be advanced to cover the increased cost which must be paid for tea. This amounts to from 5c to 7c per lb.

Coffee is still quoted on the same basis, but by reason of the 7½ per cent. duty will go up about 2c a pound at any time.

Coffee—		Per lb.
Rio, No. 5, green	0 16	
Rio, roasted	0 19	
Santos, green, No. 4	0 15¾	
Santos, roasted	0 25	0 25¼
Chicoiry, per lb.	0 07	0 38

Teas—		
Japan—		
Choicest basket, fired	0 40	0 50
Choicest, pan fired	0 40	0 50
Very fine, pan fired	0 35	0 40
Medium, pan fired	0 30	0 35
Common, pan fired	0 35	0 35
India and Ceylon—		
Souchong	0 30	0 30
Pekoe Souchong	0 30	0 30
Pekoe	0 40	0 40
Broken orange and orange	0 40	0 50
China—		
Fine Keelung	0 90	0 60
Good Paekium	0 35	0 35
Common moning	0 25	0 25

CANNED GOODS.

ONTARIO AND QUEBEC PRICES 1914 PACK	
VEGETABLES.	Group A.
2's Asparagus tips	\$ 2 62½
2's Asparagus butts	1 47½
2's Beans, crystal wax	1 06
2's Beans, golden wax, midget	1 25
2's Beans, golden wax	0 95

3's Beans, golden wax	1 32½
Gals., Beans, golden wax	3 77½
2's Beans, Lima	1 22½
2's Beans, red kidney	1 00
2's Beans, Refuge or Valentine green	0 95
2's Beans, Refuge (green)	1 32½
2's Beans, Refuge, midget	1 25
Gals., Beans, Refuge	3 77½
2's Beets, sliced, blood red, Simcoe	1 00
2's Beets, whole, blood red, Simcoe	1 00
2's Beets, whole, blood red, Rosebud	1 30
2's Beets, sliced, blood red, Simcoe	1 30
2's Beets, whole, blood red, Simcoe	1 40
3's Beets, whole, blood red, Rosebud	1 45
3's Cabbage	0 97½
Gals., Cabbage	2 77½
2's Carrots	0 97½
3's Carrots	1 27½
2's Cauliflower	1 37½
3's Cauliflower	1 77½
2's Corn	0 95
2's Corn, Fancy	1 05
Gals., Corn on Cob	4 50¾
2's Parsnips	0 57½
3's Parsnips	1 17½
2's Peas, standard, size 4	0 95
2's Peas, early Junes, size 3	0 97½
2's Peas, sweet wrinkles, size 2	1 00
2's Peas, extra fine sifted, size 1	1 40
Gals., Peas, standards	4 07½
Gals., Peas, Early Junes	4 17½
Gals., Peas, sweet wrinkles	1 32½
2½'s Sauer Kraut, Simcoe	0 82½
3's Sauer Kraut, Simcoe	0 97½
Gals., Sauer Kraut, Simcoe	2 77½
2's Spinach	1 15
3's Spinach	1 50
Gal. Spinach	4 55
3's Squash	0 97½
Gals., Squash	2 77½
2's Succotash	0 97½
2's Tomatoes	0 95
2½'s Tomatoes	1 00
3's Tomatoes	2 22½
Gals., Tomatoes	0 97½
3's Turnips	0 97½

FRUITS.

3's Apples, Standard	0 82½
3's Apples, Preserved	1 00
Gals., Apples, Standard	2 05
Gals., Apples, Preserved	3 00
2's Blueberries, standard	1 52
2's Blueberries, preserved	0 82½
Gals., Blueberries, std.	6 57½
2's Bk. cherries, pitted, H.S.	1 92½
2's Bk. cherries, not pitted, H.S.	1 52½
2's Red ptd. cherries, H.S.	1 92½
2's Cherries, red, pitted, L.S.	1 45
2's not ptd., red cherries, H.S.	1 52½
Gals. ptd. red cherries	8 52½
Gals. not ptd. red cherries	8 02½
2's Cherries, white, ptd., H.S.	1 92½
2's Cherries, white, not ptd., H.S.	1 52½
2's Black currants, H.S.	1 47½
2's Preserved black currants	1 77½
Gals., black currants, std'd.	5 27½
Gals., black currants, solid pack	8 27½
2's Red currants, H.S.	1 47½
2's Red preserved currants	1 77½
Gals., red currants, standard	5 27½
Gals., red currants, solid pack	8 27½
2's Gooseberries, H.S.	1 47½
2's Gooseberries, preserved	1 77½
Gals., gooseberries, standard	7 02½
Gals., gooseberries, solid pack	8 77½
2's Grapes, white, Niagara, preserved	1 42½
Gals., Grapes, white, Niagara, standard	3 22½
2's Lawtonberries, heavy syrup	1 97½
2's Lawtonberries, L.S. (group B)	1 45
2's Lawtonberries, preserved	2 17½
Gals., Lawtonberries, std.	7 07½
2's Peaches, white, heavy syrup	1 77½
2½'s Peaches, white, heavy syrup	2 02½
3's Peaches, white, heavy syrup	2 12½
1½'s Peaches, yellow, flats, heavy syrup	1 77½
2's Peaches, yellow, heavy syrup	1 77½
2½'s Peaches, yellow, heavy syrup	2 02½
3's Peaches, yellow, heavy syrup	2 12½
3's Peaches, yellow, whole, heavy syrup	1 17½
3's Peaches, pie, not peeled	1 62½
3's Peaches, pie, peeled	1 62½
Gals., Peaches, pie, not peeled	3 62½
Gals., Peaches, pie, peeled	4 77½
Gals., pie fruits, assorted (add 5%)	1 52½
2's Pears, Bartlett, heavy syrup	2 02½
2½'s Pears, Bartlett, heavy syrup	2 02½
3's Pears, Bartlett, heavy syrup	2 02½
2's Pears, Flemish Beauty, heavy syrup	1 52½
2½'s Pears, Flemish Beauty, heavy syrup	1 77½
3's Pears, Flemish Beauty, heavy syrup	2 02½
2's Pears, Keiffers, heavy syrup	1 52½
2½'s Pears, Keiffers, heavy syrup	1 77½
3's Pears, Keiffers, heavy syrup	1 77½
2's Pears, light syrup, Globe	1 12½
3's Pears, light syrup, Globe	1 42½
3's Pears, pie, not peeled	1 12½
3's Pears, pie, not peeled	1 42½
Gals., Pears, pie, peeled	3 77½
Gals., Pears, pie, not peeled	2 77½
Barrels, per cwt.	5 55
2's Pineapples, sliced, heavy syrup	1 32½
2's Pineapples, shredded, heavy syrup	1 47½
2's Pineapples, whole, heavy syrup	1 92½
3's Pineapples, whole, heavy syrup	2 47½
2's Pineapples, sliced, Hygeian brand	2 00
2's Plums, Damson, light syrup	0 97½
3's Plums, Damson, light syrup	1 37½
2's Plums, Damson, heavy syrup	1 07½
3's Plums, Damson, heavy syrup	1 42½
Gals., Plums, Damson, standard	2 77½
2's Plums, Egg, heavy syrup	1 12½
2½'s Plums, Egg, heavy syrup	1 37½
3's Plums, Egg, heavy syrup	1 47½
2's Plums, Green Gage, light syrup	1 00
2's Plums, Green Gage, heavy syrup	1 12½
3's Plums, Green Gage, light syrup	1 37½
3's Plums, Green Gage, heavy syrup	1 47½
Gals., Plums, Green Gage, standard	3 02½
2's Plums, Lombard, light syrup	0 97½
2½'s Plums, Lombard, light syrup	1 27½
3's Plums, Lombard, light syrup	1 37½
2's Plums, Lombard, heavy syrup	1 07½

2½'s Plums, Lombard, heavy syrup	1 27½
3's Plums, Lombard, heavy syrup	1 42½
Gals., Plums, Lombard, standard	2 77½
2's Raspberries, black, H.S.	1 45
2's Raspberries, black, L.S. (group B)	1 97½
2's Raspberries, black, preserved	2 17½
Gals., Raspberries, black, std.	7 07½
Gals., Raspberries, black, solid pack	9 32½
2's Raspberries, red, H.S.	1 97½
2's Raspberries, red, L.S. (group B)	1 45
2's Raspberries, red, preserved	2 17½
Gals., Raspberries, red, std.	7 32½
Gals., Raspberries, red, solid pack	9 32½
3's Rhubarb, preserved	1 57½
Gal. Rhubarb, standard	3 57½
2's Strawberries, H.S.	2 17½
2's Strawberries, preserved	2 32½
Gals., Strawberries, standard	7 57½
Gals., Strawberries, solid pack	9 82½
(Group B, 2½c dozen lower.)	

SASKATCHEWAN MARKETS.

Regina, Feb. 25.—The levy of special war taxes on various articles, as announced last week in the House of Commons, and the effect on the wholesale and retail trade, and to the consumer, has been the chief topic of discussion among merchants during the past few days. The general opinion is that little hardship will be felt for the present at least. The greatest uneasiness seems to be felt by the druggists, and the Saskatchewan Druggist Association has forwarded to the Minister of Finance at Ottawa a vigorous protest against the war tax on patented medicines and other drugs, claiming that it is altogether disproportionate to other special taxes and will work a hardship to many retail druggists.

The special tax will affect all lines of fruits, such as lemons and oranges, and the latter, it is believed, will be increased by at least 25 cents per case. During the earlier part of last week the sugar market appeared to be weak but it has now recovered and is quite firm, owing largely to crop reports which have just been received.

All staple lines on the local market appear firm. Cheese continues high, and is now quoted at 19½c. Business is reported fair.

Produce and Provisions—		
Butter, creamery, per lb.	0 33	
Butter, dairy, No. 1	0 24	
Cheese, per lb., large	0 19½	
Eggs, storage, 25c; new laid	0 60	
Lard, 3's, per case	7 25	
Lard, 5's, per case	7 10	
Lard, 10's, per case	7 10	
Lard, 20's, each	2 55	
General—		
Beans, Ontario, per bushel	3 50	
Japanese, per bush.	3 75	
Coffee, whole roasted, Rio	0 17	0 17¾
Cream of tartar, lb.	0 92	
Cocunut, lb.	0 30¾	
Commeal, ball	3 12	
Evap. apples, 50's	0 08½	
Flour, 98's	3 95	
Potatoes, N.R., per bush., 85c.; Ontario	0 90	
Rolled oats, ball of 80 lbs.	3 50	
Onions, Val.	6 25	
Oysters, per gal.	2 50	
Rice, per cwt.	3 75	
Sugar, standard, gran., per cwt.	7 44	
Sugar, yellow, per cwt.	6 40	
Walnuts, shelled, 54c; almonds	0 53	
Canned Goods—		
Apples, gals., case	1 35	
Broken beans, 2's	2 65	
Beans	2 28	
Corn, standard, per 2 dozen	2 28	
Peas, standard, per 2 dozen	2 28	
Plums, Lombard	2 15	2 26
Peaches	3 21	3 21
Strawberries and raspberries	4 05	
Tomatoes, standard, per dozen	2 40	2 55
Salmon—		
Sockeye, 1's, 4 doz. case	9 85	
Sockeye, ½'s	12 35	
Cohoey, 1's	6 00	
Rumpbacks, 1's	4 60	
Fruits and Vegetables—		
Apples, per bbl., Ontario	4 35	
Cranberries, per bbl.	7 90	
Grapefruit, per crate	4 80	

CANADIAN GROCER

Sweet potatoes, per crate	4 80	Beans, yellow eyes, per bush.	3 95	4 00	Cream of tartar, per lb., bulk.....	0 38	0 41
Lemons	4 50	Canned pork and beans, per case	2 60	2 90	Currants, per lb.	0 08%	0 08%
Oranges	3 25	Molasses, per gal.	0 40	0 44	Rice, per cwt.	4 75	5 00
Dried Fruits—							
Apricots, per lb.	0 12%						
Apples, per lb.	0 07½						
Currants, per lb.	0 08%						

ALBERTA MARKETS.

(By Wire.)

Edmonton, Feb. 25.—Market on whole is fairly bright with trading good. Cheese has advanced half cent pound. Ontario beans are up to \$3.60 to \$3.75. Japan beans now \$3.90. No other changes.

Produce and Provisions—			
Cheese, per lb.	0 18½	0 19½	
Butter, creamery, per lb.		0 34	
Butter, dairy, No. 1, 2c; No. 2.		0 23	
Lard, pure, 3's, per case		7 80	
Lard, pure, 5's, per case		7 75	
Lard, pure, 10's, per case		7 65	
Lard, pure, 20's, each		2 53	
General—			
Beans, Ontario, per bushel	3 60	3 75	
Beans, Japan, per bush.		3 90	
Coffee, whole roasted, Rio		0 15	
Evaporated apples, 50's		0 09½	
Potatoes, per bush.	0 65	0 70	
Rollled oats, 20's, 91c; 40's		1 78	
Rollled oats, ball, \$3.90; 80's		3 50	
Flour, 90's	4 00	4 15	
Rice, per cwt.		3 90	
Sugar, standard gran., per cwt.	7 90	8 00	
Sugar, yellow, per cwt.		7 25	
Canned Goods—			
Apples, gals., case	1 80		
Corn, standard, per two dozen	2 05	2 10	
Peas, standard, 2 dozen		2 16	
Plums, Lombard		3 25	
Peaches		4 00	
Strawberries, \$4.45; raspberries		2 50	
Tomatoes, standard, per dozen		9 50	
Salmon, sockeye, 4 doz. talls, case, is		4 35	
Cohoos, 1's, \$5.75; humpbacks, 1's.			
Fruits—			
Lemons		4 00	

NEW BRUNSWICK MARKETS.

(By Wire.)

St. John, Feb. 25.—There have been many changes in local markets owing to tariff. The cereal market is especially firm, but there are no changes in flours. Dealers look for higher quotations in sugar. Raws are firmer. Dried fruits have slightly advanced and nuts are also affected. Beans are still higher, hand-picked beans \$3.75 to \$3.80, and yellow \$3.95 to \$4. Pork is easier. Compound lard is firmer at 11¼ to 11½. Heavy buying in cheese for army purposes, and prices have advanced to 18 and 18½c. Currants are 8¼ to 8½c. Business generally is fair. Collections are average.

Fish stocks have advanced owing to Lenten demands. Poultry is scarce. Dairy markets show little change, but butter is firmer.

Produce and Provisions—			
Bacon, breakfast, per lb.	0 20	0 22	
Bacon, roll, per lb.		0 17	
Beef, barrel	27 00	27 50	
Beef, corned	2 75	2 80	
Pork, American clear, per bbl.	25 25	28 00	
Pork, domestic, per bbl.	24 00	25 00	
Butter, dairy, per lb.	0 26	0 27	
Butter, creamery, per lb.	0 29	0 30	
Eggs	0 29	0 30	
Lard, compound, per lb.	0 11¼	0 11½	
Lard, pure, per lb.	0 13	0 13½	
Cheese	0 18	0 18½	
Flour and Cereals—			
Cornmeal, gran.		6 00	
Cornmeal, ordinary		1 90	
Flour, Manitoba, per bbl.		8 95	
Flour, Ontario		8 80	
Rollled oats, per bbl.		8 00	
Oatmeal, standard, per bbl.		8 50	
Fresh Fruits and Vegetables—			
Lemons, Messina, box		7 00	
Oranges, Val., case	4 00	5 50	
Potatoes, bbl.	1 25	1 45	
Sugar—			
Standard granulated		6 95	
United Empire		6 85	
Bright yellow		6 75	
No. 1 yellow		6 45	
Paris lump		7 75	
Lemons, Messina, box			
Beans, hand-picked, bush.	3 75	3 80	

Combatting Mail Orders

Proprietors of Huntingdon, Que., Store, Compelled to Make Changes to Hold the Local and Farmers' Trade and Ward Off Mail Order Catalogues.

THE impression has gradually been made both on the mind and purse of R. S. Pringle, of Pringle, Stark & Co., general merchants, Huntingdon, Que., that sooner or later he would be compelled to make a bold move to maintain his hold upon the business of the community. There was no avoiding the facts, which were plain — that many of his customers were sending their money to the mail-order houses. It seemed as though a new era had been reached when those in the country had awakened to the fact that one must be stylish even on the farm. And the farmer and his daughter were going out of town to buy.

Now, the Pringle-Stark store had belonged to another era. It had undergone an evolutionary process from the small house period, gradually expanding, and this was a crisis in its history—not brought about by the entry of a more progressive house, but by the more insidious, keen, and ruinous competition of the big city stores.

As Many Phones as in a City.

A glance at the telephone book will show that this competition was likely to show itself sooner in Huntingdon than in the average town. There are five columns of names there, and yet the population is only 1,200. St. Hyacinthe, in the same province, has a population of 19,000, and only has the same number of phones. Nearly all the business houses are rated first-class. In other words, Huntingdon is a wealthy town, and its girls are dressed right up to the latest fashion's ideas. They are the type of girls who will send to the city for their dry goods if they cannot get them at home.

It was incumbent on Pringle, Stark & Co., if they were to retain their hold on local trade, to carry and display lines such as could be seen in the mail-order catalogues. More importance was attached to the display, however, since the house was carrying goods equal to those in Toronto or anywhere else. People, and especially country people who had known the store all their lives, would not believe the goods were carried until they saw a revolution in the interior of the store, and witnessed with their own eyes up-to-date displays.

Five Large New Windows.

It was decided to erect a new store on the site of the old one, modern in every respect, with large modern display windows. The store by the way has a frontage of 50 feet and is two storeys high. The new front carried five large windows, two small ones in the doorway, one large one at the side of the store and two small ones. There were two entrances in front and one at the side. The large windows were all in copper, measuring eight by twelve feet. Above, there was three feet of prism glass, the object of this being to light the store interior. These prisms cut down the cost of artificial light considerably.

The effect was at once felt; a new stimulus to business has been created; the movement towards the mail order houses began to be reversed. The experiment is too young yet for exact details to be available, but the proprietors are well pleased with the early results, and this paper hopes to be able in a few months to present some figures that will clinch, once for all, the wisdom of the course that has been adopted.

This illustrates one man's way of competing with the mail order houses. There may be others, but it is apparent that if there is any regard for appearance in the country town at all, it is going to be increasingly difficult for the old-fashioned store to remain. Every year finds more and more catalogues in the hands of the farmers. In Quebec Province they appear mainly in the French language, and even if they do not, the French-Canadian farmer's wife does not require to understand English to see that the gown illustrated in the catalogue at so many dollars and cents, is superior to anything she has seen displayed in her home town—if such is the case.

The common reply of the small town merchant when asked why he does not instal a new display window is: "I don't see how my business would benefit. My sales are practically all made to farmers, and they don't care anything for style or appearance. My trade is established, and I don't believe the swellest front ever built would draw any more trade."



Fruit and Vegetables



Pineapples Have Advanced

Several Lines of Fruits and Vegetables Show Increases—Result of Increased Tariff—Spies Up In Both Markets—No More Canadian Sprouts—Celery Very High.

MONTREAL.

FRUITS.—Only a few California pears coming in. They are quoted 2.00-3.00. Of apples, spies are selling the best, being quoted at high as 5.00 per bbl. for No. 1's. McIntosh Reds and Fameuse are scarce and not obtainable less than 6.00. Cocoanuts, which are cheaper, are quoted 3.75-4.00. Cranberries are moving slowly, and grocers can get all they want for 5.00. Frozen ones can be bought at very low figures. Hothouse grapes are down to 1.25, the supply being good. No more Malaga lemons coming in. What are in stock are quoted 3.75, or even lower. Mexican oranges are down to 2.25-2.50. Bitter oranges are quoted 2.00-2.50. Pineapples are scarce, and what are coming in are frost bitten. Tangerines are added to list this week, sizes 106-120-144-168 per strap 3.25.

Apples—	
Baldwins, No. 1, bbl.	3 00 3 50
Spies, No. 1, bbl.	4 75 5 00
Russets, No. 1, bbl.	4 50 4 75
Fameuse, No. 1, bbl.	6 00
McIntosh Reds, No. 1, bbl.	6 00
No. 2, all varieties, 50c less per barrel.	
Bananas, crate	2 00 2 25
Cocoanuts, sack	3 75 4 00
Cranberries, bbl.	5 00
Grapes, Malaga, keg	2 00 2 50
Grapes, Belgium hothouse, lb.	6 00 6 00
Lemons—	
Messina Verdelli, extra fancy, 300 size	2 50 2 75
Malaga, 420 size	3 75
Oranges—	
Cal Navel, 126-150-176-200-216-250-288....	2 75 3 00
Cal., 96-100 size box	2 50
Florida, 176-200-216	2 50
Florida, 126-150	2 50
Mexican, 126-150-176-200-216-250	2 25 2 50
Valencias, 714 size, large cases	4 50
Bitter oranges	2 00 2 50
Pineapples, case	4 00

VEGETABLES.—Tomatoes are one of the features of market this week. They are scarce in the United States, and the last crate here changed hands at 7.00. Local hothouse tomatoes are also scarce, bringing 35-40c per lb. There is a good demand for tomatoes, but they are not ripening. Wax beans are added to list of quotations at 8.00 per basket, and green beans 7.00 per basket. Spinach is selling at very high prices, bringing 4.50 per bbl. It is scarce in the United States. There are no more Canadian Brussels sprouts. In future Americans will be quoted, and the price this week is 25c per quart. Cauliflowers are

up a little on account of new tariff—3.75-4.00 for 2 doz. There is a good demand for leeks, but they are quoted high on account of scarcity—3.00-3.50. New duty on Spanish onions brings the price up to 4.75 per case. Red onions are still selling at 2.25. Peppers are offered now at 65c per basket, but are arriving loose, and have to be put into basket. Other quotations for peppers are \$8 per crate, or 50c per doz. New potatoes are slightly cheaper, but still beyond the average grocer. Horse radish, which has been off the market, is now quoted 15c per pound.

Artichokes, bag	1 25
Beets, bag	0 75
Beans, wax, basket	8 00
Beans, green, basket	7 00
Brussels Sprouts, American, quart	0 25
Cabbage, per bbl.	1 00 1 25
Cabbage, red, bbl.	1 25
Carrots, bag	0 50 0 75
Cauliflowers, 2 doz.	3 75 4 00
Cucumbers, fancy, doz.	1 50 2 00
Celery, crate	5 00 5 75
Horseradish, lb.	0 10 0 15
Leeks, doz. bunch	3 00 3 50
Lettuce, head, per box	2 00
Curly lettuce, per box	1 75 2 00
Mushrooms, basket	1 75 2 00
Onions—	
Spanish, per case	4 75
Red, 100-lb. bags	2 25
Yellow, 100 lb. bag	2 50
Parsnips, bag	0 90
Parsley, American, doz. bunches	0 75
Peppers, green, 3¼-qt. basket	0 60
Potatoes—	
Montreal, bag	0 65 0 75
New, bbl., 916 lbs.	7 00
Potatoes, sweet, Jersey, hpr.	2 25
Radishes, doz.	0 50
Rhubarb, hothouse, doz.	1 25
Spinach, American, in bbls.	0 50 0 75
Turnips, bag	0 50 0 75
Tomatoes, hothouse, lb.	0 35 0 40
Tomatoes, Cuban, crate	7 00
Watercress, American, doz.	1 10

TORONTO.

FRUIT.—The spell of near-spring weather, with its effect of turning the roads into slush and mud and water, is responsible for scarcity in several domestic lines just now. Apples, for instance, are scarce and hard to get, but it is only a temporary condition. We quote Spies at \$4.50 to \$5.00, the former is the more general price though occasional small orders net a price of \$5.00. This is not general, however. Vegetables and fruits get to a certain high level and then they quit going up. The public won't stand for it. Cranberries are very slow at \$6.00 to \$6.50. Pineapples have

taken a sudden leap, partly as the result of the new duty and partly because right now they are few and far between. But we may look for a drop shortly, as soon as shipments begin to come in in numbers again. Oranges show little change and none at all as far as prices go. Navels have a good demand. Bitter oranges are pretty well off the market. Dealers had a good season this year. Grape fruit has firmed up as result of the duty to \$3.00 and more are going at this price than at \$2.75. Lemons don't alter, and demand is more or less quiet. There are a few California pears around at \$3.25 to \$3.50, chiefly the latter. For people who can afford them they are a good buy. The fruit is very choice.

On the whole there is the general upward tendency that we predicted last week. Effective because of the new duties, and so far demand in the aggregate shows no decline on account thereof.

Apples—	
Wagners	2 75
Greenings	2 75 3 25
Baldwins	2 50 2 75
Spies	4 50 5 00
Seeks	2 25 2 50
Canada Reds	2 50 2 75
No. 2s, 40-50c less.	
Bananas, per bunch	1 50 2 00
Cocoanuts, sack	4 00 4 50
Cranberries	6 00 6 50
Grapes—	
Canadian, 6-qt. bkts.	0 16 0 20
Tokays	2 50
Malaga, barrel	4 50 6 00
Malaga, fancy, barrel	6 50 7 00
Belgian, per lb.	1 25
Oranges—	
Florida	2 25 2 50
California navels	2 50 3 00
Bitter for marmalade, per box	2 50
Lemons, Messinas	2 75 3 00
Lemons, California	2 75 3 00
Limes, per 100	1 25
Pears—	
California, box	3 25
Canadian, late varieties	0 25 0 30
Pineapples, Porto Rico, case 10	5 00 5 50
Grapefruit	2 75 3 00

VEGETABLES.—Several lines show increases this week, and the whole trend is towards strength, with advanced prices lying somewhere in the offing. Tomatoes are exceptionally hard to get. We quote them at 30 cents, but don't imagine that many are to be had at that figure. At the same time there is not an immense demand for them. Celery from California is way up to \$5.75. It

(Continued on page 45.)



Fish and Oysters



New Life on Fish Markets

Lent Gives Business a Stimulus—Lobsters Lower in Toronto—Oysters Moving Well—Green Cod Fish and Pickled Herrings Advance in Montreal—Bad Weather a Drawback.

MONTREAL.

FISH AND OYSTERS. — Trade has been active during the past few days, and stocks have been reduced materially. Already a scarcity in some lines is noted, particularly in salt and pickled lines. Green cod fish and pickled herrings have gone up ten per cent. In frozen lines the weather has not been propitious, and deliveries have not been up to standard. Still, with a few days good weather, everything is expected to be cleared out. On account of the new duty, bulk oysters will be higher, though with the market rather weak, prices are not likely to be changed here for awhile. Herrings continue scarce and high in price, 2.65-2.75 being quoted. Lots of tomcods are selling for 1.50 per bbl. Lobsters are quoted at 30. All oysters, lobsters, scollops, clams, etc., are quiet, and quoted at reasonable prices. There are three fish days this week.

TORONTO.

FISH AND OYSTERS.—Lent came along in good time from the fish merchant's point of view. Orders materially increased both in point of size and number, and up to the present the improvement in business has kept up. Oysters are moving particularly well for this time of the year. They seem to be the only line which isn't affected by the drizzling, moist weather, for merchants say that demand has fallen off in other lines, even though Lent is certainly having a good effect. Ciscos are selling well right now, as are bloaters. This latter fish seems to have had a new lease of life so far as trade goes on this market. Lobster is down a trifle from last week and we quote it at 45c instead of 50. Halibut is having a good demand. Finnan haddie and cod are somewhat quieter. White-fish at ten cents is a popular buy. Duty of seven and a half per cent. is boosting oyster prices about 10c per gal. Other lines that have been coming over from the States will find competition more or less obviated now.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb.	.07	.10-12
Haddies, 15-lb. and 30 lb. boxes, lb.	.07	.10-12
Haddies, filets, per lb.	.09	.12
Haddies, Nobe, boneless, per lb.	.07 1/2	...
Herring, Ciscoc, per box	1.40	.12
St. John bloaters, 100 in box	1.40	1.20
Yarmouth bloaters, 60 in box	1.20	1.20
Smoked herrings, medium, box	.20	...
Smoked boneless herrings, 10-lb. box	1.10	...
Kippered herrings, selected, 60 in box	1.40	1.25-1.60
Smoked salmon, per lb.	.25	...
Smoked halibut	.20	...

FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—		
Caspae, large, per lb.	.14	.12
Red, steel heads, per lb.	.13-11	.12-13
Red, sockeyes, per lb.	.10-11	.10
Red, Cohoes or silvers, lb.	.10	.10
Fale, quaila, dressed, per lb.	.07 1/2-.08	.07 1/2-.08
Halibut, white western, large and medium, per lb.	.08-.09 1/2	.09
Halibut, eastern chicken and medium, per lb.	.09-.09 1/2	.10
Mackerel, bloater, per lb.	.08-.08 1/2	.09
Haddock, medium and large, lb.	.04-.04 1/2	.10-12
Market codfish, per lb.	.03 1/2	.04
Steak codfish, per lb.	.05-.05 1/2	.10
Canadian soles, per lb.	.08	...
Blue fish, per lb.	.16-17	...
Smelts	.10	.18-.20
Herrings, per 100 count	2.65-2.75	...
Round pike	.05-.5 1/2	...
Grass pike	.06	.06 1/2

DRIED AND PREPARED FISH.

Dried codfish, medium and small, 100 lb.	7 00	7 50
Dried hake, medium and large, 100 lb.	6 00	...
Dried pollock, medium and large, 100 lb.	6 00	...
Dressed or skinned codfish, 100-lb. case	7 25	8 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 08
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes	0 12	0 10
Shredded codfish, 12-lb. boxes, 24 cartons, a box	1 50	1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.

Standard, solid meats, gal.	1 70	1 65
Standard, bulk, gal.	1 40	1 40
Selects, per gal., solid meat	2 00	2 00
Best clams, imp. gallon	1 50	...
Best scollops, imp. gallon	2 25	...
Best prawns, imp. gallon	2 25	...
Best shrimps, imp. gallon	2 25	...
Sealed, best standards, qt. cans, each.	0 40	...
Sealed, best select, quart cans, each.	0 50	...

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

Cape Cod shell oysters, per bbl.	9 50	...
Clams, per bbl.	6 00	8 00
Live lobsters, small, lb.	0 20	0 45
Live lobsters, medium and large, lb.	0 30	0 50
Boiled lobsters, medium and large	0 32	...
Winkles, bush.	2 00	...
Little Necks, per 100	1 25	...

FRESH FISH.

	Montreal	Toronto
Haddock, fancy, express, lb.	0 06	0 07
Steak cod, fancy, express, lb.	0 06	0 06-0 09
Carp	0 10	...
Herrings, lake	0 04 1/2	...

FROZEN—LAKE AND RIVER.

White fish, large, per lb.	.08 1/2-.09	.10
White fish, small tullibee, per lb.	.05 1/2-.06	.07
Lake trout, large and medium, lb.	.09	.12
Dore, dress or round, lb.	.07	.08-.10
Pike, dressed and headless, lb.	.06-.06 1/2	.07
Pike, round, per lb.	.06 1/2-.06	.07-.08
Tom cods, new, per bbl.	1.50	...

PICKLED FISH.

Salmon, Labrador, tierces, 300 lb.	20 00	...
Salmon, Labrador, bbls., 300 lbs.	14 00	...
Salmon, Labrador, half bbls., 100 lbs.	7 50	...
Salmon, B.C., bbls.	13 00	14 00
Sea trout, Baffin's Bay, bbls., 300 lb.	12 00	12 00
Sea trout, Labrador, bbls., 300 lb.	12 00	12 00
Sea trout, Labrador, half bbls., 300 lb.	6 50	6 50
Mackerel, N.S., bbls., 300 lb.	12 00	...
Mackerel, N.S., half bbls., 100 lb.	7 00	...

Mackerel, N.S., palls, 20 lbs.	1 75	2 00
Herrings, Labrador, bbls.	6 00	6 25
Herrings, Labrador, half bbls.	3 25	3 25
Herrings, Nova Scotia, bbls.	5 00	6 25
Herrings, Nova Scotia, half bbls.	2 50	3 40
Lake trout, 100-lb. kegs	6 00	...
Quebec sardines, bbls.	6 00	...
Quebec sardines, half bbls.	3 50	...
Tonges and sounds, per lb.	0 07 1/2	...
Scotch herrings, imported, half bbls.	8 00	...
Holland herrings, imp'ted milkers, hf bbls	7 00	...
Holland herrings, imp'ted milkers, kegs.	0 85	0 75-1 00
Holland herrings, mixed, half bbls.	7 00	...
Holland herrings, mixed, kegs.	0 75	0 70-0 95
Lochfyne herrings, box	1 25	...
Turbot, bbl.	14 00	...
Green cod, No. 1, bbl.	...	10 00
Green cod, No. 2, bbl.	...	8 50

WINNIPEG.

FISH.—Here one of the biggest changes effected by the recent increase in tariff is noted. On oysters the tax has been 10c per gallon. To this is now added the 7 1/2 per cent. ad valorem tax. In actual figures it means that oysters in Imperial gallons now sell for \$2.90—Carriers (4 1/4 Imperial gallons) at \$10.75—and that shelled oysters per cwt. are moving at \$1.75 to \$1.85.

Generally demand for fish has been somewhat reduced this week owing to mild weather. Supply, on the other hand, has been increased for same reason. Several cars were unloaded here, as holders were afraid they would deteriorate, and were anxious to get them on market.

Because of mild weather, orders from the country especially were light. The trade apparently is ordering oftener and less at a time. While this means paying a slightly higher price, it is generally regarded as a wise proceeding in view of uncertain weather conditions.

Fish—	Price
New fresh jackfish	0 03 1/2
Lake Superior herring	0 05 1/2
New tullibee	0 04
Fresh mullets	0 03
Fresh whitefish	0 08 1/2
Fresh pickerel	0 07 1/2
Trout	0 12 1/2
Gold eyes	0 03 1/2
Halibut	0 09 1/2
Frozen halibut	0 12
Salmon	0 09 1/2
Frozen salmon	0 10
Fresh cod	0 10
Fresh smelts	0 11
Oysters, per gal., Imperial	2 90
Carriers (4 1/4 Imperial gal.)	10 75
Shell oysters, per cwt.	1 75
Shell oysters, per bbl.	17 00
Haddies	0 09
Haddies, filets	0 12 1/2
Bloaters, per lb.	1 50
Kipperers, per box	1 75
Ocean herring, lb.	0 06



Produce and Provisions



U.S. Eggs at Low Price

Even With Tariff They Can Compete Now—Production Light in Canada at Present—Butter Up in Montreal—Cheese Easier—Butter for England—Advance in Chicken

MONTREAL.

PROVISIONS.—Increased prices on barrelled pork and compound lard because of higher tariff rates, had not come into effect early this week but are expected by the end of week. Retailers were able to buy lard at 93/4c on Monday, but 10c will undoubtedly be asked by Saturday. While prices of barrelled pork are higher, full prices do not seem yet to have gone into effect. Packers who have big stocks are inclined to give their customers the benefit. Dressed abattoir killed hogs are quoted at 11.25. Smoked meats are quiet as is usual at this time of the year.

Hams—		
Medium, per lb.	0 17	
Large, per lb.	0 18	
Backs—		
Plain, bone in	0 24	
Boneless	0 23	
Peameal	0 24	
Bacon—		
Breakfast, per lb.	0 18	0 19
Roll	0 16	
Shoulders, bone in	0 15	
Shoulders, boneless	0 16 1/2	
Cooked Meats—		
Hams, boiled, per lb.	0 24	0 25
Hams, roast, per lb.	0 23	
Shoulders, boiled	0 25	
Shoulders, roasted	0 26	
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	0 15 1/2	
Long clear bacon, 80-100 lbs.	0 14 1/2	
Flanks, bone in, not smoked	0 15 1/2	
Barrelled Pork—		Per bbl.
Heavy short cut mess	25 50	
Heavy short cut clear	28 50	
Clear fat pork	29 00	
Clear pork	27 00	
Lard, Pure—		
Tierces, 350 lbs. net	0 11 1/2	
Tubs, 50 lbs., net	0 12 1/2	
Boxes, 50 lbs., net	0 12	
Pails, wood, 20 lbs., gross	0 12 1/2	
Pails, tin, 20 lbs., gross	0 11 1/2	
Cases, 10-lb. tins, 60 in case	0 12 1/2	
Cases, 5 and 5-lb. tins, 60 in case	0 12 1/2	
Bricks, 1 lb., each	0 13	
Lard, Compound—		
Tierces, 375 lbs., net	0 10	
Tubs, 50 lbs., net	0 10 1/2	
Boxes, 50 lbs., net	0 10 1/2	
Pails, wood, 20 lbs., net	0 10 1/2	
Pails, tin, 20 lbs., gross	0 10 1/2	
Cases, 10-lb. tins, 60 in case	0 11 1/2	
Cases, 5 and 5-lb. tins, 60 in case	0 11 1/2	
Bricks, 1 lb., each	0 12 1/2	
Hogs—		
Dressed, abattoir killed	11 25	

BUTTER.—Creamery butter is higher. A number of shipments are going to outside points such as Toronto, Ottawa, and Winnipeg, and local stocks are getting scarce. Creamery is quoted at 34c. Little dairy butter is coming in, and prices have been advanced at 29-30.

Butter—
Finest creamery 0 34
Dairy butter 0 29 0 30

CHEESE.—There are no changes in

cheese quotations, although supplies are still short, and there is none to export.

Cheese—		
New make	0 18	0 19
Old specials, per lb.	0 20	0 21
Stilton	0 19	0 20

EGGS.—Wholesalers are paying 30c for new laids delivered Montreal, and retailers are paying 33-34c per doz. Dealers can ship Chicago eggs in here at 29c Montreal. They are quoting a week ago, and their prices are two cents less for next week. There are still some Chinese eggs here, four or five cars having been sold last week. The quality is a little better, and are bringing better prices—25-26c.

Eggs, case lots—		
New laids	0 33	0 34
Selects	0 30	
No. 1s	0 27	
Splits	0 20	

POULTRY.—Main demand for live ducks and fowl. Not enough of the latter coming in to test the market, but higher prices are asked over a week ago. From 18 to 20c is being asked. Fresh stuff is practically off the market. Jewish holidays being near makes the demand better, and market firmer. Turkeys are scarce, and what few are being sold bring fairly good prices—21-24c being asked for fancy dressed. Demand for poultry is affected considerably by Lent. No big changes are anticipated.

Fresh Stock—	Live.	Dressed.
Fowl	18-20	14-16
Spring chicken	14-15	14-18
Fancy, crate-fed chickens, 5 lbs.	14-15	20-25
Turkeys, fancy	20	21-24
Ducks	14-17	14-17
Geese	13-15	14-15
Pigeons, pair		30-35
Squab pigeons, pair		50

TORONTO.

PROVISIONS.—There is little change in either conditions or prices. Lard was expected to show an increase on account of the tariff, but it remains where it was. Business is quiet again in lard anyway. There isn't enough demand to justify increased prices. Long, clear bacon is a trifle easier, and price is down half a cent. Hogs are easier and range is low.

Hams—		
Light, per lb.	0 16	0 16 1/2
Medium, per lb.	0 17	0 17 1/2
Large, per lb.	0 14 1/2	0 15

Backs—		
Backs, per lb.	0 20	0 21
Boneless, per lb.	0 23	0 24
Pea meal, per lb.	0 21	0 24
Bacon—		
Breakfast, per lb.	0 18	0 22
Roll, per lb.	0 14	0 15 1/2
Shoulders, per lb.	0 13 1/2	0 14
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 13 1/2	0 13 1/2
Cooked Meats—		
Hams, boiled, per lb.	0 22	0 23
Hams, roast, per lb.	0 23	0 24
Shoulders, boiled, per lb.	0 20	0 21
Shoulders, roast, per lb.	0 20	0 21
Barrelled Pork—		
Heavy mess pork, per bbl.	25 00	26 00
Short cut, per bbl.	27 00	29 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 11	0 11 1/2
Tubs, 50 lbs.	0 11 1/2	0 12
Pails	0 12	0 12 1/2
Tins, 3 and 5 lbs., per lb.	0 12 1/2	0 12 1/2
Bricks, 1 lb., per lb.	0 13	0 13 1/2
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 09	0 09 1/2
Tubs, 50 lbs., per lb.	0 09 1/2	0 10
Pails, 20 lbs., per lb.	0 10	0 10 1/2

Hogs—		
F.O.B., live, per cwt.		7 45
Live, fed and watered, per cwt.		7 75
Dressed, per cwt.	10 00	10 50

BUTTER.—Prices show no change. The business that is going is chiefly in the lower grades, and there is a big demand for these latter. There is a lot going to England, because similar lines usually provided by Russia are not coming forward in war time. Bakers' grade is up to 20-23 cents, and is very firm at that. Creamery has steadied a little at prices which obtained a week ago. Increased duty looks like preventing entrance of United States butter to any marked extent. Before the new tariff it could be bought at 27c, and the duty was only 4c, so that it could compete. But the increase of seven and a half per cent. will knock any such idea on the head unless American butter suddenly gets very cheap.

Butter—		
Creamery prints, fresh made	0 35	0 36
Separator prints	0 28	0 31
Dairy prints, choice	0 27	0 28
Dairy, solids	0 25	0 25
Bakers	0 20	0 23

CHEESE.—Market, after repeated advances in recent weeks is easier again at existing prices. It is thought that it will firm up again, inasmuch as there is not much cheese either for domestic buyers or export. Stray lots here and there are going to Europe.

Cheese—		
Old, large	0 19 1/2	0 19 1/2
Old, twins	0 19 1/2	0 20
New, large	0 18 1/2	0 18 1/2
New, twins	0 18 1/2	0 19

CANADIAN GROCER

EGGS.—There is no alteration in prices. Tone of market is possibly a trifle easier. Even with new tariff there are a lot of American eggs coming in all grades. Apparently Canadians are not being produced fast enough — this applies to new-laid more particularly. As to storage, Canadians are pretty well cleaned out. So that in a sense America can, just at present, dictate our prices. Open weather is setting in, however, and the hens, realizing the necessity for "Patriotism and Production," will doubtless deliver the goods. Prices ought to ease up and deliveries increase daily.

Eggs, case lots—	Per dozen.
Strictly new laid, in cartons.....	0 33 0 34
Selects	0 30 0 31
Straights	0 27 0 28
Trade eggs	0 24 0 25

POULTRY.—Spring chicken is higher by two or three cents. There has been some let-up in the numbers that were coming in. Deliveries in most lines are still very heavy, and it is all fresh stock that is getting the business. Ducks are moving very well. Fowl is worth 13 to 15c, the top price being asked and got in many cases.

Fresh Stock—	Lvs.	Dressed
Fowl	0 10-0 11	0 12-0 13
Spring chicken, lb.	0 11-0 13	0 15-0 18
Fancy, crate-fed chicken, 5 lbs.	0 13-0 15	0 18-0 20
Turkeys, fancy	0 20-0 22	0 25-0 28
Turkeys, old Tom	0 13-0 15	0 18-0 20
Ducklings	0 08-0 12	0 14-0 17
Ducks	0 10-0 12	0 14-0 17
Geese	0 13-0 15	0 18-0 20

HONEY.—Prices remain same and business is reported dull.

Honey—		
Clover honey, bbls., per lb.....	0 11	0 11½
60 lb. tins	0 12	0 12½
30 lb. tins	0 12	0 12½
5-10 lb. tins	0 12½	0 13
¾ lb. tins	0 13	0 13½
Comb	2 40	2 50

WINNIPEG.

PRODUCE.—A number of advances are noted on this market. Cheese is still strong, and butter also tends upward. After weakness during the first part of month, eggs also are firmer. Perhaps the feature of the market has been an advance in lard. This is a result of shortage and heavy demand. Exporting, which has been going on quite extensively, may have something to do with the higher prices. Dealers would do well to realize that these advances seem likely to be only the first. Another rise is looked for before any great length of time.

Cured Meats—	
Hams, per lb.	0 20
Shoulders, per lb.	0 15
Bacon, per lb.	0 25
Long clear, D.S., per lb.	0 14
Mess pork, bbl.	13 70

Lard—	
Tierces	0 12
Tubs, 90s	0 75
Pails, 20s	2 53
Cases, 5s	7 73
Cases, 3s	7 90

BUTTER.—A higher market is looked for here. There have been some changes in an upward direction this week, but indications are that the scarcity in the East must result in still further advances in Manitoba. Western creamery butter is fairly satisfactory, and is being

quoted at 33c. Eastern, on the other hand, is now being quoted at 35c, but it cannot be brought in from the East for less than 34½c, and seems certain, therefore, to move up. Dairy butter also is on a higher plane. There is some rather poor stock, which is being marketed around 25c, but for the better class of butter 29c is being secured. Not a great deal is coming in. Cooking butter also is a little scarcer, and is being generally quoted around 22c to 23c.

CHEESE.—This market is still firm, demand being good and supply low. The advance of 3c per lb. struck last week has not been followed by any further upward movement. It is hard to say whether there will be any further change for some little time.

Cheese—		
New, large	0 19	0 20
New, twins	0 20½	0 21

EGGS.—After being weak for nearly a month, this market is showing some signs of strength. This is really a reaction. Either because they wanted to clean out their stock before eggs from the South broke the demand for storage supplies, or because they needed the cash, those holding eggs in Winnipeg have been throwing them on the market very rapidly during February. This naturally reduces the prices, but the stock of storage eggs is now being materially reduced, with the result that the market is strengthened. It is now quite likely that there will be an advance in March. It must be remembered that the new tariff will put a tax of an extra 1½c or more per dozen on eggs from the South.

Eggs—		
Extra firsts	0 22	
Choice	0 17	0 18
Extra, in cartons	0 25	

POULTRY.—The demand is still fair. Supplies are becoming more limited. The market indeed is strong. No advances over those noted last week have been struck.

Fresh Stock—		
Turkeys, per lb.	0 14	0 25
Ducks, per lb.	0 10	0 16
Chickens, per lb.	0 10	0 30
Geese, per lb.	0 15	0 17

FRUIT AND VEGETABLES.

(Continued from page 42.)

is in good demand and is very scarce inasmuch as this is between seasons and the Florida stuff is not ready in any but limited quantity. Boston head lettuce at \$5.00 continues hard to get, and there is good demand for it. Spanish onions which, coming through Great Britain, have another five per cent. duty to pay, are firmer and we quote \$4.25 to \$4.50. Potatoes show no change. Deliveries are liable to be somewhat lighter on account of bad weather, but if this break-up of winter conditions continues, demand will fall off some, and that will offset smaller supplies. Radishes are to

be had here and there. They are worth 50c. Rhubarb shows a decline of about ten cents. Trade all round is suffering somewhat by hampered deliveries and consequently firmer prices which retailers are not inclined to pay. Demand on retailers by the consumer is easing a little, however.

Beets, Canadian, bag	0 80	0 85
Cabbage, Canadian, dozen	0 40	0 50
Carrots, bag	0 50	0 50
California cauliflower	3 50	3 75
Citrons, doz.		0 45
Cucumbers—		
Slicing, hothouse	2 50	2 75
Medium pickling sizes	0 35	0 75
Crate	4 00	4 50
Celery, California, case	5 50	5 75
Mushrooms, per lb.	0 70	0 90
Water Cross, 11 qt. basket		0 80
Onions—		
Spanish, big crate	4 25	4 50
Can., 75-lb. bags	1 25	1 50
Green peppers, basket		0 75
Potatoes, Delaware	0 70	0 75
Potatoes, Canadian, bag	0 65	0 70
Parley, basket, 11-qt.	0 30	0 35
Pumpkins	0 10	0 20
Tomatoes, hothouse, lb.	0 25	0 30
Turnips, bag		0 40
Sweet potatoes, hamper		1 05
Squash, Hubbard, doz.		0 75
Lettuce, leaf	0 20	0 30
Lettuce, Boston, head, hamper		5 00
Parasnips, Canadian, bag	0 55	0 60
Persimmons, California, crate		2 50
Pomegranates, doz.		0 75
Pomegranates, crate	5 00	5 25
Rhubarb, hothouse	0 90	1 15

WINNIPEG.

FRUIT AND VEGETABLES.—The improvement noted last week continues. Not only is business in the city increasing in volume, but it has been possible to send more to the country owing to milder weather. There have not been any great changes in price. The new tariff has hardly had any effect as yet, but will, of course, tend to keep all lines somewhat higher.

A good supply of Washington and other Southern apples have come on the market during the week, and for these a ready sale is being found. They are still quoted at \$1.60.

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

VEGETABLES.—Valencia onions, while still quoted at the prices mentioned last week, are apparently about to advance, and dealers would be well advised to cover their requirements at once. By next week it is quite probable these will be up \$1 per case. Head lettuce, on the other hand, has declined, being now quoted at 90c per dozen. More is coming in from the South, and as the crop there comes along a decline is natural.

Celery, California	5 50	6 00
Cabbages, per lb.		0 02
Cauliflower, per doz.		2 00
Head lettuce, California, per doz.		0 90
Leaf lettuce, doz.		0 45
Onions—		
California, 100-lb. sacks	2 00	2 50
Valencia, per case	5 00	5 50
Parley, per doz. bunches	0 40	0 50
Sweet potatoes, per lb.		0 08
Tomatoes, California, per case		3 00
Honey, comb, per case (24 sections)		5 50



Flour and Cereals



Flour is Temporarily Weak

Break in Wheat More or Less Responsible, But High Level Will Probably Come Back—Little Export Business—Cereal Market Easier Too—Wet Weather Bad for Feeds.

MONTREAL.

FLOUR.—Inquiries have come in freely lately from France, on cargoes ranging from 30,000 to 50,000 barrels. As they called for low grade flour, no business resulted. There continues a steady demand for export to England of spring wheat for March-April shipment. Many of the mills state that they are pretty well sold up for several months on their export surplus. Spring wheat flour continues firm, but no changes have been made for two weeks. The demand for winter wheat flour is not so good, as buyers do not seem disposed to buy at present prices.

Manitoba Wheat Flour—	Per bbl. of 2 bags	
First patents	8 10	
Second patents	7 60	
Strong bakers	7 40	
Flour in cotton sacks, 10 cents per barrel more.		
Winter Wheat Flour—	Car lots.	Sma. lots.
Fancy patents	8 00	8 20
90 per cent., in wood	7 75	7 95
90 per cent. in bags	3 65	3 75
Straight roller	7 55	7 75
Blended flour	7 55	7 75

CEREALS.—There are no further changes in prices of rolled oats. A fairly active business continues, and the tone of the market is firm, with sales at 3.50 for 25 sacks or more, and 3.65 for small quantities.

Commeal—	Per 98-lb. sack	
Gold dust	2 30	2 35
Unbolted		2 15
Rolled Oats—	90's in jute.	
Small lots	3 65	
25 bags or more	3 50	
Packages, case		4 75
Rolled oats in cotton sacks, 5 cents more.		
Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.	100-lb. bbls.	
Small lots	3 65	
Hominy, per 98-lb. sack		2 75

FEEDS—Prices on bran and shorts jumped a dollar per ton each this week. This is the only change in the market. Quotations now are — Bran \$27, and shorts \$29. An increased demand has been felt from both local and country buyers. Millers state that supplies are inclined to get a little scarce, and sales are confined to mixed car lots.

Mill Feeds—	per ton	
Bran	27 00	
Shorts	29 00	
Middlings	33 00	
Wheat moulee	37 00	
Feed flour, bag	2 55	
Mixed choppa, ton	41 00	
Crushed oats, ton	43 00	

Barley, pot. 98 lbs.	4 00
Oats, chop, ton	43 00
Barley chop, ton	38 00
Feed oats, cleaned, Manitoba, bush.	0 77
Feed wheat, bag	2 35

TORONTO.

FLOUR.—Following on the steadying in this market noted in our last issue comes a distinct easing of the situation. This is largely due, once more, to the break in wheat. Winnipeg broke three cents and a half, and the situation in Chicago is just as weak temporarily. The fact is that operators on the wheat market seize any and every opportunity to bull or bear the market. Hence all the reports to the effect that the passage through the Dardanelles is being forced is all to the good from the bears' point of view. Should this actually occur, Russian wheat will get out, and American and Canadian will no longer be "the only pebbles on the beach." All of which reasoning is reflected in the vagaries of the flour market. We may look for somewhat easier prices, we think, for a week or two, though as a permanent condition high levels must be recognized. We may expect to see much higher levels than this week's quotations before the new crop comes in. Export business is quiet. Prices are still too high for European buying, and unless they sink some or the European gets literally stuck for wheat he isn't going to buy. The more wheat goes down the other side of the water, even though the decrease is slight.

Manitoba Wheat Flour—	Small lots.	Car lots.
First patent	8 20	8 00
Second patent	7 70	7 50
Strong bakers	7 50	7 40
Flour in cotton sacks, 10c per bbl. more.		
Winter Wheat Flour—	Small lots.	Car lots.
Fancy patents	8 00	7 80
90 per cent.	7 80	7 60
Straight roller	7 60	7 40
Blended flour	7 60	7 60

CEREALS.—Whole market is considerably quieter this week. Oats continues to show some strength, but prices are too high for export, and so far as domestic business is concerned market is

slow. Barley is in good demand for malting purposes.

Barley, pearl, 98 lbs.	5 00
Buckwheat grits, 98 lbs.	5 60
Corn flour, 98 lbs.	2 60
Commeal, yellow, 98 lbs.	2 55
Graham flour, 98 lbs.	3 00
Hominy, granulated, 98 lbs.	3 00
Hominy, pearl, 98 lbs.	3 00
Oatmeal, standard, 98 lbs.	3 82½
Oatmeal, granulated, 98 lbs.	3 00
Peas, Canadian, boiling, bush.	2 90
Peas, split, 98 lbs.	5 00
Rolled oats, 90-lb. bags	3 70
Rolled wheat, 100-lb. bbl.	3 75
Rye flour, 98 lbs.	3 00
Whole wheat flour, 98 lbs.	3 75
Wheatlets, 98 lbs.	3 75

MILL FEEDS.—Market, while firm at present, can't be guaranteed, inasmuch as the wet weather is liable to put supplies in a much less advantageous position than they are now. Grass will grow, and from the millers' point of view, that will ease up the demand. Bran still remains the stronghold of the market.

Mill Feeds—	Mixed cars, per ton	
Bran	25 00	27 00
Shorts	28 00	29 00
Middlings	30 00	32 00
Wheat moulee		30 00
Feed flour, per bag	1 86	1 90
Oats—		
No. 3, Ontario, outside points	0 55	0 55
No. 3, C.W., bay ports		0 60

WINNIPEG.

FLOUR AND CEREAL.—Wheat has been fluctuating on the local market, and at time of writing is somewhat lower than week ago. The drop, however, has not been sufficient to make any change in prices of flour. There is also, of course, a considerable likelihood that another rise will come on the exchange, and still further advances are quite possible.

Oats, too, are showing no change in price, but it seems very likely that they will go higher. The Government is still buying all the oats that they can lay their hands on, with the result that millers are hard put to it to get suitable raw material for their work.

Corn is coming in in large quantities now, and being extensively used by the farmers. More and more it will have to take the place of oats for feed.

Manitoba Wheat Flour—	Per bbl.	
Best patents	7 70	
Second patents	7 30	
Low grades	5 10	
Rolled oats, 90's	3 50	
Standard oatmeal, 98 lbs.	4 15	
Commeal, 98's	2 50	



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Peerless Brand, Family, each 4 doz.	3 90
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Ox Tongues, tins, 1/4s, \$2.50; 1s, \$5.50; 1 1/4s, \$8; 2s, \$10.	
Ox Tongues, Glass, 1 1/4s, \$10; 2s, \$12.	
Mince-meat, Hermetically Sealed Tins, 1s, \$1.25; 2s, \$1.95; 3s, \$3; 4s, \$4; 5s, \$5.	
In Pails, 25 lbs., 8c lb.	
In Tubs, 45 lbs., 7 1/2c lb.	
In Glass, 1s, \$2.25.	
Plum Pudding, 1s, \$1.75; 2s, \$2.25.	
Clark's Peanut Butter—Glass Jars, 1/4, 95c; 1/2, \$1.40; 1, \$1.85.	
Clark's Peanut Butter—Pails 24 lbs., 15c per lb.	
Clark's Tomato Ketchup, 8 oz., \$1.35; 12 oz., \$1.95; 16 oz., \$2.40.	
Pork & Beans, Plain Talls, 1, 60c; 2, \$1; 3, \$1.40; 6, \$4.50; 12, \$7.25.	
Pork & Beans, Tomato Sc. Talls, 1, 60c; 2, \$1.00; 3, \$1.40; 6, \$4.50; 12, \$7.25.	
Pork & Beans, Chili Flat, 1, 60c; 2, \$1.00; 3, \$1.15.	
Pork & Beans, Tomato Flats, 1, 60c; 2, \$1.00; 3, \$1.15.	
Pork & Beans, Plain Flats, 1, 60c; 2, \$1.00; 3, \$1.15.	
Vegetarian Baked Beans, Tomato Sauce, Talls, \$1.15.	
Clark's Chateau Concentrated Soups, 95c.	
Clark's Chateau Concentrated Soups, No. 1 Assorted, 95c.	

EBY-BLAIN, LIMITED, TORONTO. ANCHOR BRAND.

Ammonia Powder—	
“Anchor”	Per case
50 cases, 6 doz.	\$2 50
10 cases, 3 doz.	2 50
5 case lots, freight prepaid, Ontario points	2 25
Baking Powder—	
“Anchor”	Per doz.
4 oz. tins, cases 4 doz.	0 67 1/2
6 oz. tins, cases 4 doz.	0 90
8 oz. tins, cases 3 doz.	1 20
12 oz. tins, cases 3 doz.	1 65
16 oz. tins, cases 2 doz.	2 00
“tins, cases 1 doz.	4 40
5-lb. tins, cases 1 doz.	8 40
Chocolate—Unsweetened—	
“Anchor”	
10c cakes, boxes 2 doz.	0 90
Cocoa—“Anchor”	Per doz.
10c tins, cases 4 doz.	0 90
	Per lb.
1/4s, tins, cases 4 doz.	0 36
1/2s, tins, cases 2 doz.	0 35
1s, tins, cases 1 doz.	0 35

Coffee—“Anchor”	Per lb.
1 lb. tins, whole or ground, cs., 30 lb.	0 36
2 lb. tins, whole or ground, cs., 30 lb.	0 35
Cream of Tartar—	
“Anchor”	Per doz.
2 oz. pkgs., box 4 doz.	0 90
3 oz. pkgs., box 3 doz.	1 35
1/4 oz. pkgs., box 4 doz.	1 75
1/2 oz. pkgs., box 4 doz.	3 50
1/2 oz. tins, box 4 doz.	3 75
1 oz. tins, box 2 doz.	6 00
Flavoring Extracts—“Anchor”	
20c bottle	\$ 1 15
1/2 oz. bottle	2 50
4 oz. bottle	4 00
8 oz. bottle	7 50
16 oz. bottle	14 40
32 oz. bottle	28 80
80 oz. bottle	60 00
Flour—Potato—“Anchor”	
	Per doz.
Cases, 2 doz.	1 20
Icing, Prepared—“Anchor”	
10c pkgs., case 3 doz.	1 00
Mustard, D.S.F.—“Anchor”	
50c tins, boxes 4 doz.	0 50
10c tins, boxes 4 doz.	0 95
	Per lb.
1/4s, tins, boxes 12 lbs.	0 40
1/2s, tins, boxes 12 lbs.	0 39
1s, tins, boxes 12 lbs.	0 38
Rice, Special Grain—	
“Anchor.”	Per doz.
Cases 2 and 4 dozen	0 90
“Anchor” Brand	Per case
Shaker Table Salt, free running, cases 2 doz., case	1 60
“GOLD MEDAL” COFFEE.	
Whole or Ground—	Per lb.
1/2 lb. tins, cases 30 lbs.	0 37
1 lb. tins, cases 30 lbs.	0 36
2 lb. tins, cases 30 lbs.	0 35
“GOLD MEDAL” ROLLED WHITE OATS.	
	Per case
25c pkgs., cases 12 pkgs.	2 50
“KING” NAPHA BORAX WASHING COMPOUND.	
5c pkgs., cases 50s	1 90
5c pkgs., cases 100s	3 75
10c pkgs., cases 3 doz.	3 50
“KOLONA” CEYLON TEA.	
	Per lb.
40c black, green or mixed, 1/2 and 1 lb. pkgs.	0 30
50c black, green or mixed	0 35
60c black, green or mixed	0 42
80c black, green or mixed	0 55
	Per doz.
“Meat of Wheat” Breakfast Food, cases 2 doz.	1 45
“Wheat - Oa” Breakfast Food, cases 2 doz.	1 45
“Piccaninny” pancake and buckwheat	Per doz.
	1 00
LAPORTE, MARTIN, LIMITED MONTREAL. Agencies. BASIN DE VICHY WATERS.	
L'Admirable, 50 qts., case.	6 00
Efficace	6 50
Neptune	7 00
San Rival	8 00
VICHY LEMONADE.	
La Savoureuse, 100 pts., case	10 00
CASTILE SOAP.	
“Le Soleil,” 72 p.c. Olive Oil, Cs. 25 11 lb. bars, lb.	0 11
Cs. 200 3 1/2 lb. pieces, cs.	5 50
ALIMENTARY PASTES. BLANC & FILS.	
Macaroni, Vermicelli, Spaghetti, Small Pastes, etc.	
Box, 25 lbs., 1 lb.	0 08 1/2
Box, 25 lbs., loose	0 05
MINERVA PURE OLIVE OIL.	
Case—	
12 litres	8 00
12 quarts	7 00
24 pints	7 50
24 1/2 pints	5 00
Tins—	
20s, 1/4 gal.	3 00

A SEASONABLE SELLER



Goodwillie's
Pure Fruits

The
Highest Quality
of
**CANADIAN
FRUIT**
only, enters
these glass
containers

Agents:
**ROSE &
LAFLAMME**
Limited
**MONTREAL
and
TORONTO**

You can get them from your Wholesaler

Money In Salesmanship

The trained salesman is practically independent. Scores of business houses seek his services.

It should, therefore, be the aim of every young man to qualify himself for a higher position. He can accomplish this in his spare time, just as hundreds have done.

No work so quickly develops poise, self-reliance, ease, ability to grasp situations, instinct to meet the demands of the moment, and the capacity to meet men of their own level, as representing MACLEAN'S.

This work puts you in touch with the prominent men of each town, a connection of inestimable value. We require representatives in nearly every town and center of population in Canada. You can make from \$5 to \$10 per week in addition to your regular salary. We give you a practical training that is worth consideration.

Write us to-day for particulars.

MACLEAN PUBLISHING CO.

143 University Ave.

--

Toronto, Ont.



"Toot Your Own Horn!"

Ordinarily a man's modesty prevents him from "Talking about himself."

In business it's different. "Toot your own horn".

If you have an article that has merit—tell your customers so!

If you are giving them better service—advertise it!

Do not hide your light under a bushel—it doesn't pay!

Apply yourself diligently to giving your customers the class of service that you know they will appreciate.

Handle only the lines that you can conscientiously recommend and do not let any other motive swerve you from this principle.

Make your prices right — consistent with quality—and remember that you have certain customers that demand the best regardless of price.

This is the kind of trade you should cultivate, because by doing so you can retain the cheaper class as well—but if you cater only to the cheap trade you certainly will not get any high-class trade. Everybody likes to deal at the "best store in town".

Give your customers and all should-be-customers a REASON why they should deal with you—and then tell them about it.

In other words, "Toot your own horn"!

White Swan Spices and Cereals, Ltd.

Pearl Street, TORONTO



—and Now for the Lenten Season with its Heavy Fish Sales

No better opportunity to lay the groundwork for heavy year-round fish sales than with the quality of

Brunswick Brand

Caught in the choicest fishing grounds on the Western Atlantic in close proximity to our sanitary factory, the various lines of Brunswick Brand come to you fresh, firm and appetizing.

Every sale during the Lenten Season means many additional sales during the year. For once a housewife tries Brunswick Brand, her appreciation of its goodness, convenience and utility is usually reflected in continued purchases. While the opportunities are good—build NOW for year-round business.

Replenish your stock to-day.

Connors Bros., Limited

Black's Harbor, N. B.



BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

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

F.O.B. Montreal.

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	\$1 50
D. S. F., ½-lb.	2 68
D. S. F., 1-lb.	5 36
F. D., ¼-lb.	0 95
F. D., ½-lb.	1 63
	Per jar
Durham, 4-lb. jar	0 87
Durham, 1-lb. jar	0 28

JELLY POWDERS.

WHITE SWAN SPICES AND CEREALS, LTD.

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

List Price.

JELL-O.

Assorted case, contains 2 doz.	1 80
-------------------------------------	------

Straight.

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

JELL-O ICE CREAM POWDER.

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

Straight.

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

SOAP AND WASHING POWDERS.

RICHARDS' PURE SOAP.

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

FELS NAPHTHA.

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

WHITE SWAN LYE.

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

STARCH.

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

Laundry Starches—

Boxes.	Cents.
40 lbs., Canada Laundry ...	.06¼
40 lbs., boxes Canada white gloss, 1 lb. pkg. ....	.06%
48 lbs. No. 1 white or blue, 4 lb. cartons .....	.07¼
48 lbs. No. 1 white or blue, 3 lb. cartons .....	.07¼
100 lbs., kegs, No. 1 white. ....	.06%
200 lbs., bbls., No. 1 white. ....	.06%
30 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs. ....	.07¼
48 lbs. silver gloss, in 6-lb. tin canisters .....	.08¼
36 lbs., silver gloss 6-lb. draw lid boxes .....	.08¼
100 lbs., kegs, silver gloss, large crystals .....	.07¼
28 lbs., Benson's Satin, 1-lb. cartons, chrome label ...	.07½
40 lbs., Benson's Enamel (cold water), per case ...	3 00
20 lbs., Benson's Enamel (cold water), per case ...	1 50
Celluloid—boxes containing 45 cartons, per case	3 60

Culinary Starch.

40 lbs. W. T. Benson & Co.'s prepared corn .....	.07¼
40 lbs. Canada pure corn starch .....	.06¼
(120-lb. boxes ¼c higher.)	
Casco Potato Flour, 20-lb. boxes, per lb. ....	.10

BRANTFORD STARCH.

Ontario and Quebec.

Laundry Starches—

Canada Laundry—	
Boxes about 40 lbs. ....	.06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs. ....	.06¼
First Quality White Laundry—	
3-lb. canisters, cs., of 48 lbs. ....	.07¼
Barrels, 200 lbs. ....	.06%
Kegs, 100 lbs. ....	.06%
Lilly White Gloss—	
1-lb. fancy cartons cases 30 lbs. ....	.07¼
8 in case .....	.08
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ...	.08¼
Kegs extra large crystals, 100 lbs. ....	.07¼

Canadian Electric Starch—

Boxes, containing 40 fancy pkgs., per case	3 00
Celluloid Starches—	
Boxes containing 45 cartons, per case	3 60

Culinary Starches—

Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs. ....	.06¼
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs. ....	.07¼
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes of 40 lbs. ....	.07¼
(20-lb. boxes ¼c higher than 40's)	

Want Ads.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in "Canadian Grocer."

Try it out.

Daily arrivals of
fine, fresh, frozen

Lake Trout and Herring

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

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

Lemon Bros.

Owen Sound, Ont.

Lemons

are getting scarce.

Get Wise

Keep your supply up.

Send your jobber an order
for any of these brands:—

"St. Nicholas"

"Home Guard"

"Queen City"

"Puck"

"Kicking"

J. J. McCABE

Agent

Toronto

WHEN trade begins to boom it will be exceedingly difficult to jump in, overtake and pass the man who continued, even in times of depression, to paddle his advertising canoe.

It will require a high power campaign and lots of anxiety to do it. Even at that the persistent advertiser may beat the other fellow to it.

Gives Your Business Prestige

Shirriff's has by sheer merit won its way into the hearts of housewives everywhere.



When a customer asks you for Shirriff's, it means prestige to your store if you can give her what she wants. Substitutes leave a bad impression.

Shirriff's True Vanilla

once sold means a steady customer coming into your store—and there is a good profit in Shirriff's, besides.

Shirriff's is fifty per cent. stronger than the Government standard. The finest Mexican Vanilla beans are used. Shirriff's invariably gives complete satisfaction.

If you are not already helping to supply the demand for Shirriff's, write us.

Imperial Extract Co.

Steiner and Matilda Streets
Toronto

OCEAN MILLS, MONTREAL.

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

COW BRAND BAKING SODA

In boxes only.

Packed as follows:
5c packages (96)\$3 20
1 lb. packages (60) 3 20
1/2 lb. packages (120) 3 46
1 lb. 30 } Packages, Mixed. 3 30
1/2 lb. 60 }

SYRUP.

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

2-lb. tins, 2 doz. in case....\$2 65
5-lb. tins, 1 doz. in case.... 3 00
10-lb. tins, 1/2 doz. in case.. 2 90
20-lb. tins, 1/4 doz. in case.. 2 85
Barrels, 700 lbs. 3 1/2
Half barrels, 350 lbs. 4
Quarter barrels, 175 lbs.... 4 1/4
Pails, 38 1/2 lbs. 1 95
Pails, 25 lbs. each 1 40

LILY WHITE CORN SYRUP.

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

ST. LAWRENCE SUGAR REFG. CO.

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

CANNED HADDIES, "THISTLE" BRAND.

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

INFANTS' FOOD.

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

BEAVER BRAND CORN AND MAPLE SYRUP.

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

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.
2s, Tins, 2 doz. to case.
Quebec, per case\$1 85
Ontario, per case 1 90
Manitoba, per case 2 30
Saskatchewan, per case 2 60
Alberta, per case 2 70

DOMOLCO BRAND.

2s, Tins, 2 doz. to case.
Quebec and Ontario, per case 2 95
Manitoba, per case 3 40
Saskatchewan, per case 3 65
Alberta, per case 3 75
British Columbia, per case. 3 55
British Columbia, per case. 2 40

SAUCES.

PATERSON'S WORCESTER SAUCE.

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

H. P.

H. P. Sauce— Per doz.
Cases of 3 dozen 1 90
H. P. Pickles—
Cases of 2 doz. pints..... 3 25
Cases of 3 doz. 1/4-pints... 2 20

STOVE POLISH.

JAMES DOME BLACK LEAD.
2a size, gross 2 50
6a size, gross 2 40

NUGGET POLISHES.

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

TEAS.

THE SALADA TEA CO. East of Winnipeg.

Wholesale R't'l.
Brown Label, 1s and 1/2s. 29 .35
Blue Label, 1s, 1/2s, 3/4s, and 1/8s35 46
Red Label, 1s and 1/2s.... .41 .55
Gold Label, 1/2s49 .65
Red-Gold Label, 1/2s55 .80

ORANGE MARMALADE.

"BANNER BRAND" PURE FRUIT PRODUCTS.

JAMS AND JELLIES.

2's\$ 2 15
4's 0 36
5's 0 42
7's 0 60
30's, wood 0 06
12-oz. glass jar 1 15
Tumbler, glass 0 95

MARMALADE.

2's, per doz.\$ 2 50
4's, per pail 0 40
5's, per pail 0 45
7's, per pail 0 65
30's, wood, lb. 0 08 3/4
12-oz. glass jar, doz. 1 20
Tumbler, glass, doz. 1 00
Prices subject to change without notice.

MINTO BROS., Limited, Toronto.

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

MELAGAYA TEA.

	Whol.	Ret.
Red Label, 1s or 1/2s.	0 29	0 36
Green Label, 1s, 1/2s, 3/4s	0 32	0 40
Blue Label, 1s, 1/2s, 3/4s	0 37	0 50
Yellow Label, 1s, 1/2s, 3/4s	0 42	0 60
Purple Label, 1/2s only	0 55	0 60
Gold Label, 1/2s only.	0 70	1 00

MINTO TEA.

	Whol.	Ret.
Green Bag	0 29	0 35
Red Bag	0 32	0 40
Yellow Bag	0 37	0 50
Purple Bag	0 42	0 60

YEAST.

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

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

Black Watch, 8s, butts 9 lbs., boxes 6 lbs.\$0 66
Bobs, 6s and 12s, 12 and 6 lbs. 0 46
Currency, 12s, 1/2 butts, 12 lbs., boxes 6 lbs. 0 46
Currency, 6s, 1/2 butts, 9 lbs. 0 46
Stag Bars, 6s, butts, 11 lbs., boxes 5 1/2 lbs. 0 48
Walnut Bars, 8s, boxes 7 lbs. 0 64
Pay Roll, thick bars, 8 1/2s, 6 lb. boxes 0 68
Pay Roll, thin bars, 8 1/2s, 5 lb. boxes 0 68
Pay Roll, plug, 8 1/2s, 12 and 7 lb. caddies 0 68
Shamrock, plug, 7 1/2s, 1/2 butts, 12 lbs., boxes 6 lbs. 0 57
Empire, 7s and 14s, caddies 15 lbs., 1/4 caddies, 6 lbs. 0 56
Great West, pouches, 9s... 0 72
Forest and Stream, tins, 11s, 2 lb. cartons 0 80

UPTON'S CLOVER HONEY

Have you seen our
new package?

Write us for price list.

The T. Upton Co., Limited
ST. CATHARINES

Factories at Hamilton and St. Catharines

Extra Fancy, Well-Bleached
**California and Florida
CELERY**

Just unloaded two cars, one of each. The quality of both is very fine, and our prices are right. Send your order in to-day.

We can also look after your orders for

**Haddies, Fillets, Ciscoes,
Bloaters, Kippers, Smelts,
Lake Herring in Brine.**

THE HOUSE OF QUALITY

HUGH WALKER & SON
Guelph and North Bay

Do You Want More Money?

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

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

MacLean's Magazine

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

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

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to introduce our

CANADA LINE

Please note the following

Special Prices

Sample Order Solicited

Fine Polished Colored Handles

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

6-doz. Lots and up delivered (Ontario)

Walter Woods & Co.
HAMILTON

Buyers' Guide

Write us for New Price List of
WINDSOR SALT

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

Dr. JACKSON'S
ROMAN MEAL

Made in Toronto
ROMAN MEAL CO.
MONARCH ROAD

EGG FILLERS

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

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

MERITOL SYRUP

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

SUCHARD'S COCOA

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

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**Irish Grocer, Drug, Provision and
General Trades' Journal**

If you are interested in Irish trade.



TANGLEFOOT



The Non-Poisonous Fly Destroyer

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

Don't miss our FREE DEAL on

EPPS'S COCOA

in the new style tins.
Write to-day for particulars.
FEARMAN BROS., 66 YORK ST.,
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STORAGE IN OTTAWA
BOND AND FREE

Direct Railway connection. Car distri-
buting. Write for rates.

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

Every Merchant who handles—

Mathieu's Nervine Powders



Syrup of Tar and Cod Liver Oil

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

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

Please send regular box of Mathieu's Ner-
vine Powders to the following address:—

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

KEEP POSTED ON SUGAR

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

SMITH & SCHIPPER CO., 138 Front Street, New York

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

O. E. Robinson & Co.
Ingersoll Ontario

THEY ARE GOOD
OLD STAND-BYS

Baker's Cocoa and Chocolate



Registered
Trade-Mark

are always in
demand, sell
easily and are
thoroughly re-
liable. You
have no selling
troubles with
them.

Trade-mark on every
genuine package

MADE ONLY BY

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

CANADIAN GROCER

CLASSIFIED ADVERTISING

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

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

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

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

MISCELLANEOUS

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

COPELAND - CHATTERSON SYSTEMS - Short, simple. Adequate to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

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

FIRE INSURANCE. INSURE IN THE HART-ford. Agencies everywhere in Canada.

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

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

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

WANTED

WANTED TO BUY-GENERAL OR HARD-ware store in the Eastern Townships. Give amount of last year's turnover, also stock on hand and terms, proprietor or rent. Box 74, The Canadian Grocer, Toronto. (S)

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

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

GORDON McDONALD & CO. 13 NORTH-umberland Alley, Fenchurch Street, London, E.C., are buyers, for cash, of all kinds of dried vegetables, also a mixture of same called Julienne, in 1-cwt. bags, c.l.f. London, cash against documents. Samples and correspondence invited.

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

AGENCIES WANTED

TRAVELLER CALLING ON HOTELS AND restaurants wants a good side line. Write Box 73, Canadian Grocer, Toronto.

GOOD AGENCY WANTED FOR GROCERY and drug trade covering Toronto thoroughly. Write Box 72, Canadian Grocer, Toronto.

WANTED FOR THE CITY OF TORONTO two good agencies, staple grocery lines preferred. Best of references and connections. Box 71, Canadian Grocer, Toronto.

FOR SALE

FOR SALE - BUSINESS OR BLOCK -grocery business established over four years; best location in Vancouver, B.C.; butcher in connection; on three-year lease; a large, commodious dwelling above; must be cash; reason for selling, retiring from business. Box 70, Canadian Grocer, Toronto.

FOR SALE-GENERAL STORE SITUATED 21 miles west of London. Turnover \$15,000.00. Stock \$5,500.00. Good opening for energetic man. Will sell or lease store. Proprietor wishes to retire. Write to Box 69, Canadian Grocer, Toronto, Ont.

Warehousing Storage

BONDED AND FREE STORAGE

Low Insurance rate. Car-
riage and Warehousing.
General Forwarding.

Security Storage Company, Limited
98-100 Lombard St., Toronto

A SEED DEPARTMENT

will add to your profits

*Kelway Langport
England*

grow and sell

SEEDS OF ALL KINDS

for Traders

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

Buy well ahead to secure
LOWEST PRICES.

WRITE TO-DAY.

"THE CANADIAN"

Made in Canada.

Something new. A cheese cutter with
case attached to hinge.
Saves expense of buying cutter and
case separately.

Write for Prices.

COMPUTING CHEESE CUTTER CO.
Windsor, Ont.

A Few Dollars More a Week

makes a big difference in your yearly in-
come.

Have you ever thought how you might
add to your weekly salary without inter-
fering with your regular work?

Will you let us solve this problem for
you?

So far this year, we have shown seventy-
five enterprising and ambitious clerks how
to make \$5.00 a week more during their
spare hours. They will each make addi-
tional salary every week this year, and
longer should they wish.

If you would like us to show you, write
to-day.

■ This is genuine.

THE
MACLEAN PUBLISHING CO.
143-153 University Ave., Toronto

Not a Luxury

The many uses and
economy of

MAPLEINE

classify it as a necessity
that goes far and costs
little. As a flavoring it
is very popular.

Order from

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

Mason & Hickey
287 Stanley St., Winnipeg, Man.
CRESCENT MFG. CO.

SEATTLE, WASH.



OAKLEY'S
KNIFE
POLISH

WELL-KNOWN



JOHN OAKLEY & SONS, LIMITED,
LONDON, ENGLAND.

AGENTS

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

Start With His Promissory Note

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

ALLISON COUPON BOOKS

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

HOW THEY WORK:

A man wants credit. You think he is good.

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



For sale by the jobbing trade everywhere.

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

The Seed Drill and the Reaper

It is an amusing, and at the same time significant fact that men who criticize and condemn advertising the hardest are the men who advertise the least.

And the most violent critic of the lot is the man who doesn't advertise at all.

These men put up strange arguments against advertising sometimes, and one of their pet diversions is to compare advertising with Personal Salesmanship.

To compare Advertising with Personal Salesmanship is to compare the Seed Drill with the Reaper.

They are separate and distinct. Each performs different functions, yet each are necessary for the common good.

They work together, in the same field, for the same man, to the same end.

Advertising is the Seed Drill of Modern Commerce.

It plants the Seed of Good-Will in the minds of prospective customers. The seed grows to interest, and interest turns gradually into a desire to possess. The harvest ripens and is garnered in by the ever-ready salesman.

The salesman is the Reaper of Modern Commerce.

He reaps where advertising has sown.

Advertising performs the missionary, the educational and the preliminary work—the Salesman comes along and with minimum exertion carries away the order, and frequently all the glory of securing it.

He reaps most who sows the best, and a just man will not forget the seed drill when the reaper is at work.

Rate Card and Full Information gladly furnished on request.

THE CANADIAN GROCER

143-153 University Avenue,

TORONTO, ONTARIO

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Stock Fish Now

BE PREPARED

For that army of Fish consumers who will want Fish for Dinner two or three times a week for the next Five weeks.

VICTORIA SALMON

Bright Red Sockeye, of the very best Quality, solidly packed, full-sized, attractive one-pound tins, the equal of any canned Salmon on the market, costs you

\$2.25 doz. Sells for 25c tin.

Why pay more? Send for a sample tin on your Letterhead now, and be convinced.

ALSO

Salmon to sell at 5, 10 and 15c.

VICTORIA SARDINES

Best Norwegian Sardines in Pure Olive Oil. They certainly are worth more than we ask for them.

\$9.00 case. Sells for 15c tin or 2 for 25c.

Good imported Sardines, \$8.00 cs. Canadian Sardines to retail at 5c.

SALT FISH

Get our Prices for No. 1 Labrador Salmon and No. 1 Extra Medium Cod Fish.

We are the lowest. Write for prices.

Rock-bottom prices. Courteous Service. Prompt Delivery.

Laporte, Martin, Limitée

568 St. Paul St., Montreal

Telephone Main 3766

Out of One Hundred Men who Essay to Run Retail Stores, Ninety-five Fail

Fewer men succeed at keeping store than at any other occupation. It seems easy to make a living by selling goods at a profit. To the outsider a retail store looks like an El Dorado of Easy Gains. But only five per cent. of the men who attempt to grasp these easy gains achieve a permanent success.

Why?

This is a question that affects not only retailing, but every branch of business. The manufacturer, the wholesaler, the banker, are all directly concerned. Conditions which affect the merchant reflect their influence on all branches of industry and commerce. If a man starts a retail store and fails, the manufacturers and wholesalers who supplied him with goods share in the loss. The banker may also figure in the liability. On the other hand when a merchant, by force of good merchandising and sound business methods, works up a profitable and permanent business, the manufacturer, the wholesaler and the banker all share in his prosperity.

AND SO THE REASONS FOR THE LARGE PERCENTAGE OF FAILURES IN THE RETAILING WORLD ARE OF DEEPEST INTEREST TO MEN IN ALL BRANCHES OF BUSINESS.

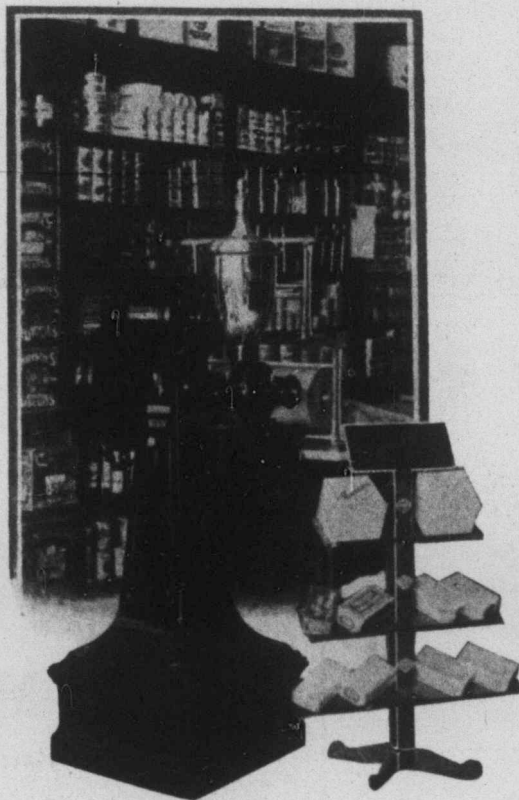
Under the title "Service and Super-Service," William Byron tells in the February issue of MacLean's Magazine why the few succeed and the many fail. Briefly, it simmers down to this: The man who goes into business to sell goods cannot win his way to the top—and stay there. In order to succeed it is necessary to sell service—even super-service—to the public; the best possible service compatible with a reasonable profit. Too much service is as bad as too little, for after all a man cannot stay in business unless he is making a profit.

You will be interested in seeing the development of this theme, in reading the article through. It contains a wealth of valuable information.

Buy
**Maclean's
Magazine**

MACLEAN PUB. CO.

20c. a copy. \$2.00 a year



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Gives its readers information essential in determining the quality of investments. Provides an up-to-date history of financial and commercial undertakings as a guide to present and prospective investments.

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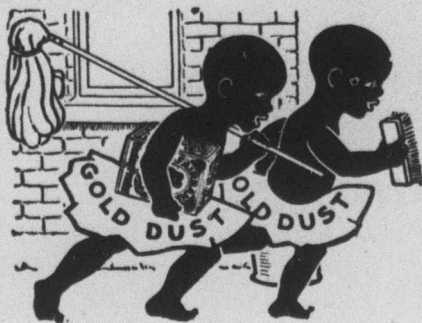
Write for a free sample copy.

**The Financial Post
of Canada**

*"The Canadian Newspaper for
Investors."*

**143-153 University Avenue
TORONTO**

CANADIAN GROCER



GOLD DUST



From house to house throughout the land GOLD DUST is the best known cleanser. Best known to the housewife because of its cleansing powers; best known to Grocers because most often asked for. Back of its wonderful popularity and steady sale is steady advertising that keeps the name and fame of GOLD DUST always before the consumer. Direct the demand thus created to your store by special window and shelf displays of GOLD DUST.

THE N.K. FAIRBANK COMPANY
LIMITED



There's Money in SILVO

Its cleaning power on silver is magical. The heavy rubbing necessary with ordinary polishes wears off the plate. With SILVO just a light, brisk rub produces the required results quickly, and with little work. Stock SILVO and you will secure a profitable line that you can recommend with every confidence to your customers.

SILVO brings repeat orders. Write for trial sample and prices.

REGKITT'S' (Oversea) Ltd., 122, Wellington Street West, Toronto.

CANADIAN GROCER

FIVE ROSES



Folks not even hungry at first have been caught in the act of devouring an enormous number of the hot pancakes FIVE ROSES flour makes. Because these cakes and waffles pan out surprisingly — looks, flavor, aroma, and eating attributes creating a hunger that only a large quantity of flour in the shape of cakes can satisfy. They fill a vacant place so pleasantly.

Make The Frying Pan Work For YOU.

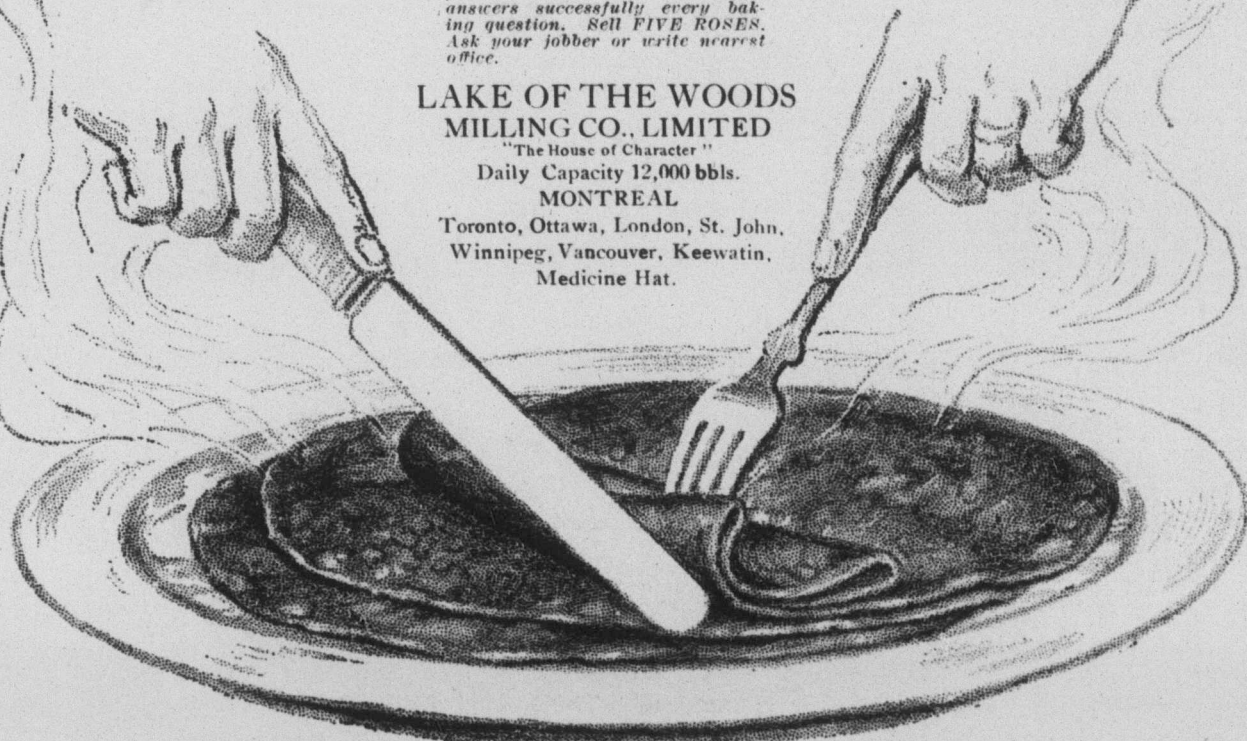
Don't toss profits away by selling inferior flour—not only flour profits, but the indirect revenue from the sale of syrup, honey, butter, eggs, soda, sugar, salt, and all the other minor ingredients of successful pancake making.

*Sell the flour that makes good
pancakes better—the kind that
answers successfully every bak-
ing question. Sell FIVE ROSES.
Ask your jobber or write nearest
office.*

LAKE OF THE WOODS
MILLING CO. LIMITED

"The House of Character"
Daily Capacity 12,000 bbls.
MONTREAL

Toronto, Ottawa, London, St. John,
Winnipeg, Vancouver, Keewatin,
Medicine Hat.



WE DON'T leave anything to Chance, whose salesmanship is unreliable. To make the Frying Pan work overtime for dealers the famous FIVE ROSES Cook Book gives many tested Pancake Recipes. And a whole chapter in that popular kitchen bible describes delightful ways of turning FIVE ROSES FLOUR into griddle cakes and waffles. Close to 200,000 Made-in-Canada housewives have already been taught to consume more Flour. Doesn't this increase appreciably the retailer's turnover?