

**PAGES
MISSING**

CANADIAN GROCER

Member of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII.

PUBLICATION OFFICE: TORONTO, MAY 10th, 1918

No. 19

TRADE MARK

Small's

MAPLE SYRUP

THE trade is doubtless familiar with the fact that SMALL'S SYRUP BRANDS have been long recognized on the Markets of the World as STANDARD (having larger sales than hundreds of other brands combined), and have held firmly the front line for the past eighty years, during which time many largely advertised brands have come and gone.

SMALL'S BRANDS are labelled in conformity with Pure Food Regulations and in no single instance has same failed to meet the Inland Revenue requirements. Merchants handling SMALL'S BRANDS are free to do so absolutely without risk.

The fact also that we are well secured in regard to supplies and our modern equipment and expert mechanics of long experience, places us in a most favorable position to give prompt service and interesting prices. Insist on SMALL'S BRANDS from your jobbers.

MAPLE BUTTER

The sale of Small's Maple Butter is now enormous. It is prepared from Small's Original Exclusive Secret Formula, held by Small's for the past 60 years. It does not sugar or turn to syrup, it is all the name signifies, a smooth texture, uniform and spreads like butter. For sale through all jobbers.

Smalls Limited are the sole proprietors and exclusive manufacturers of Smalls Brands. Brokers in all large centers.

SMALLS LIMITED

101 PARTHENAIS STREET - MONTREAL



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



Build Up Your Business on

**O-Cedar
Polish**

O-Cedar Products sell all the year round. Like most specialties, however, there are seasons in which their sale is especially lively.

Housecleaning Time is O-Cedar Time. Your customers need the O-Cedar Polish Mop, particularly in the cleaning season.

An O-Cedar Polish Mop is an essential to modern housekeeping. Its long 54-in. handle eliminates stooping and bending, or getting on step-ladders and chairs to dust high places.

It is treated with O-Cedar Polish and packed in a tin container which may be used later for re-treating the mop. Two styles, round and triangular in shape, price \$1.50.

By putting in an O-Cedar window now you can build up some extra good business. The prominent O-Cedar advertising campaign is in full swing now, so that people will be influenced in favor of O-Cedar Products. All they need is a reminder that you have O-Cedar in stock—and the best reminder you have is your windows. Let us help you decorate them. Send for our window trimming material. It will make your windows show up wonderfully well.

Your jobber has some special O-Cedar Assortments. Ask his salesman about yours.

CHANNELL CHEMICAL COMPANY, LIMITED
TORONTO ONTARIO

PROHIBITION

BY THE BRITISH GOVERNMENT

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

MUNITIONS OF WAR

This regulation precludes our manufacturing (for the present)

BOTTLE CAPS

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

BETTS & COMPANY, LIMITED

1 Wharf Road LONDON, N., Eng.

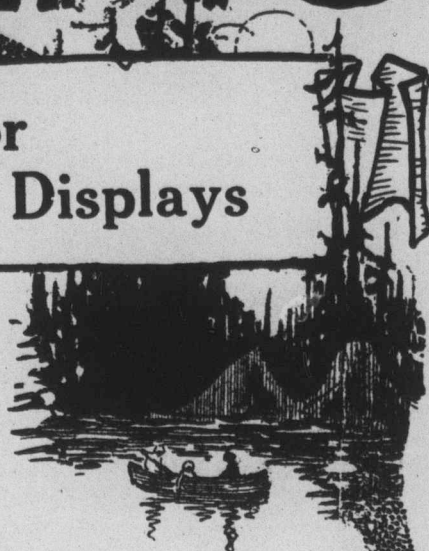
Cable Address: CHECKMATE, LONDON

BORDEN'S

Fine for Your Summer Displays



With the advent of the warm weather weeks there always comes a marked increase in the demand for Borden Milk Products.



Summer cottagers, campers and picnickers are well aware of Borden convenience. Many of them will now be planning their summer outings and a Borden display in your window will remind them to stow away ample supplies of these delicious milk products when making their preparations.

And even the stay-at-home folk will want to use more of such easily prepared, nourishing lines during the sizzling summer days. So that a regular display of Borden Milk Products will be productive of better-than-usual results throughout the coming months.

If your stock needs replenishing ask your wholesaler for new supplies.

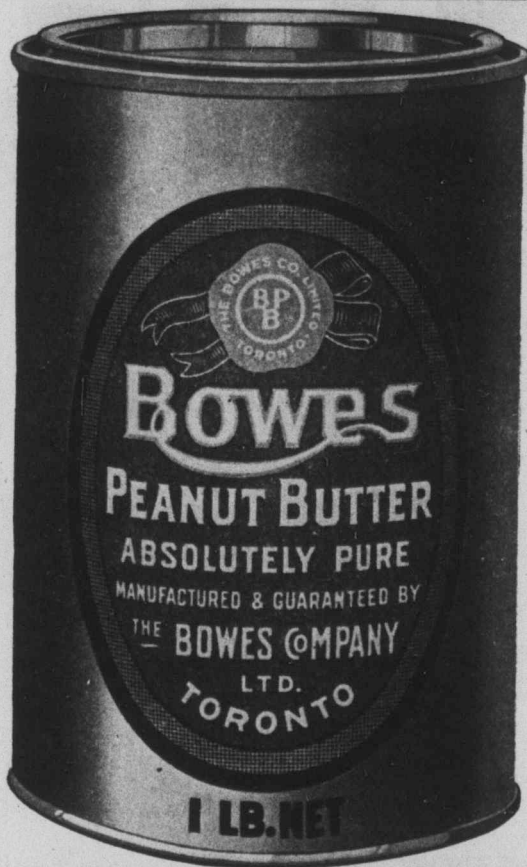


Borden Milk Co. Limited

"Leaders of Quality"
Montreal

Branch Office:
No. 2 Arcade Bldg., Vancouver

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



MORE \$ALES\$ FOR YOU

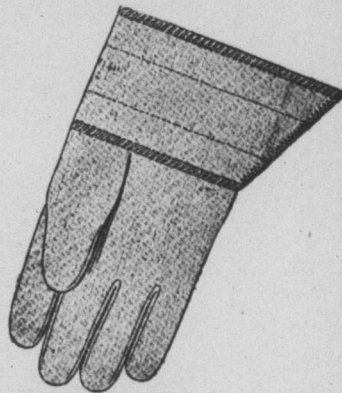
IT is an undoubted fact that peanut butter will be in bigger demand than ever during the warm season. Its high degree of food value; its light, sustaining features; its convenience, and, moreover, its economy, are becoming increasingly apparent to Canadian housewives. So that, while peanut butter is a good all-the-year-'round seller, the demand for it receives an additional impetus during the Spring and Summer months.

Be sure that you are well prepared for big business and REPEAT sales by handling Canada's best-known, best-liked brand—BOWES' Peanut Butter.

YOUR JOBBER WILL SUPPLY YOU. ASK HIM.

Every Man
In Your
Town

is a good prospect when you display the comfortable, carefully made TAPATCO Glove line.



TAPATCO
REGISTERED BRAND TRADE MARK



Ask Your Jobber
TAPATCO Gloves are made in many styles and weights to meet the requirements of the many. See how well they'll sell in your store.

The American Pad and
Textile Company
Chatham, Ontario

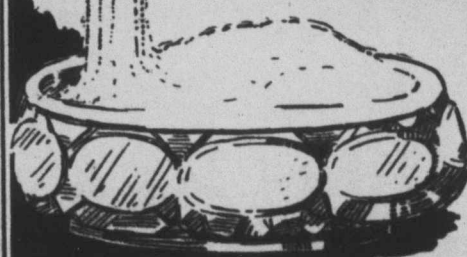
**CENTURY
&
SALT**



---a salt that's
easy to sell

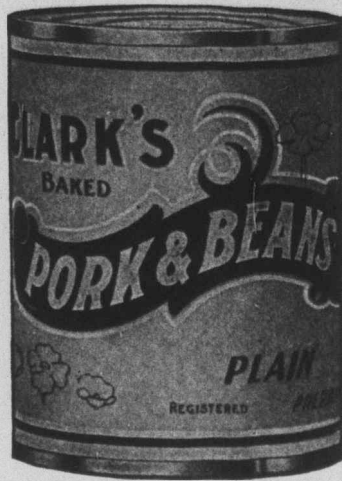
—a salt that's purified and refined to the very last degree—a salt with the clean, sparkling purity so much desired by every good housewife—a salt that makes satisfied customers.

Be sure
your stock
is well displayed.

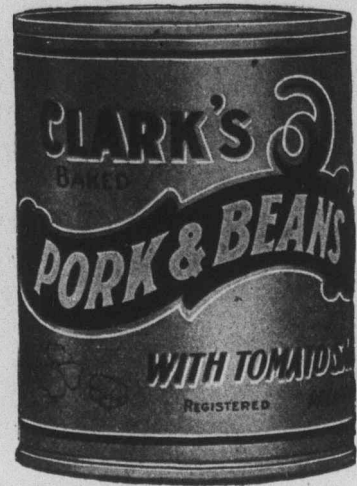


THE DOMINION SALT CO LIMITED
SARNIA, ONT.

CLARK'S



Your
Customers
To-day



Mr. Grocer, are studying economy more than ever before, but they do not like to practise economy at the sacrifice of **QUALITY**.

If you sell them **CLARK'S PORK AND BEANS** you are giving them an economical food and a **QUALITY** that cannot be beaten. The **CLARK** reputation also ensures you quicker and better sales.

PORK AND BEANS

W. CLARK LTD.

Clark's

MONTREAL

Mr. Grocer,

Are you giving your customer full value when she buys a jar of jam or jelly, marmalade or pickles, or do you give her a jar with a loose top and spoiled contents?

By insisting that all your glass containers be sealed with Anchor Caps, you will be adding to your own reputation by giving your customer perfect satisfaction.

Food products properly packed in a glass jar that is sealed with an airtight Anchor Cap will retain their full flavor indefinitely and it is not necessary to make a special price in order to clear out your stock.

The attractive appearance of the package will immediately appeal to your customer and it is up to you to give her what you know to be best.

Anchor Cap & Closure Corporation

OF CANADA, LIMITED

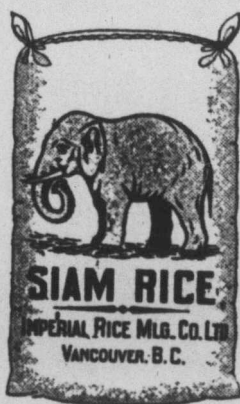
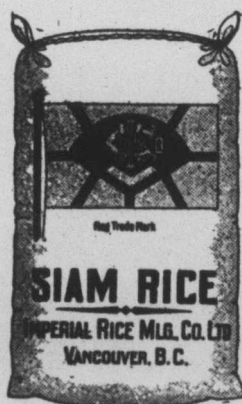
FACTORY AND
GENERAL OFFICES



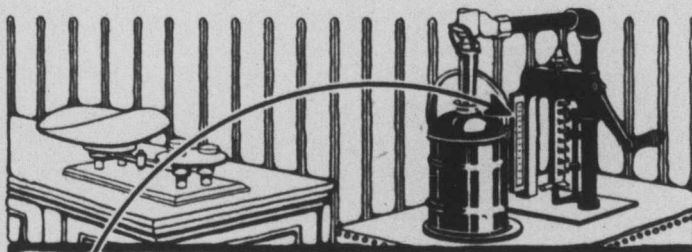
50 Dovercourt Road
TORONTO, ONTARIO

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



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



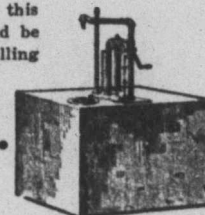
- 0.15
- 1.14
- 2.13
- 3.12
- 4.11
- 5.10
- 6.9
- 7.8
- 8.7
- 9.6
- 10.5
- 11.4
- 12.3
- 13.2
- 14.1
- 15.0

BOWSER

Oil Storage Systems

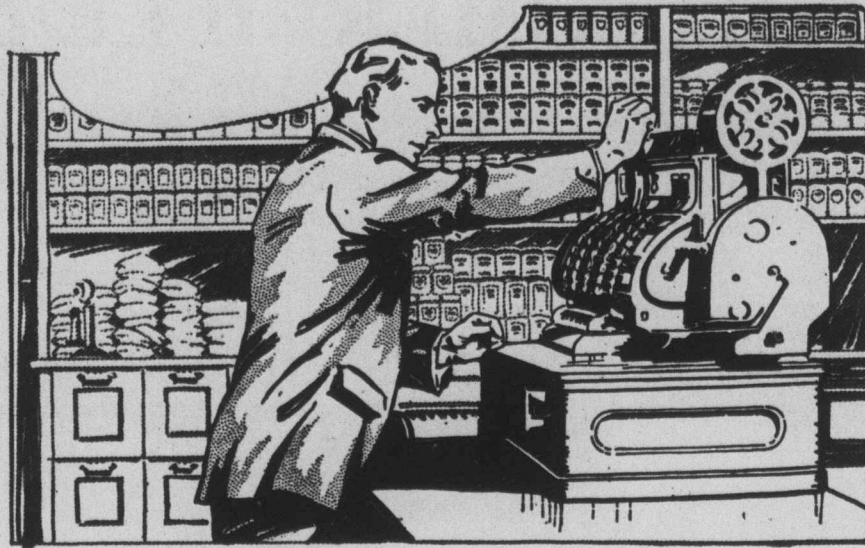
ACCURACY is the keynote found in the Bowser systems. By the automatic computer the merchant can easily measure 1c or 100c worth of oil. He protects himself as well as his customers by having the Bowser in his store. The ill-kempt oil department becomes a thing of the past.

Your oil department will be put on an efficient and profitable basis. In this day of rising costs all waste should be eliminated. Start now by installing a Bowser.



S. F. Bowser & Co.
Incorporated
Toronto, Ontario

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



War conditions make accurate information very necessary

Canadian merchants are now troubled with new war-time conditions that require special attention.

(1) Turnovers are greater, but with less profit. (2) Clerks are scarcer, more costly and less efficient. (3) Overhead has increased out of proportion to profits.

To meet these conditions and maintain a normal percentage of profit, it is essential for the merchant to get his business figures promptly and accurately every day.

A National Cash Register will give you

just the figures you most need to obtain complete control of your business.

With an N.C.R. System you can tell whether your turnovers and overhead are in proper proportion to your profits.

It will tell you whether you are getting all your profits—and enable you to know that the money is actually in the bank.

It will show which clerks are efficient, how many sales each is making, how much they amount to separately and together, and what kind of transactions they are. It will show which clerks are accurate, and which are making costly mistakes.

A National Cash Register will stop the guesswork and the losses

.....For further information fill out this coupon and mail it to-day.....

**Department No. C-6
The National Cash Register Company
of Canada, Limited, Toronto, Ont.**

Please give me full particulars about the way an N.C.R. System will stop guesswork and losses.

Name

Business

Address

.....

BRISTOL, SOMERVILLE & CO.

(Formerly Geo. E. Bristol & Co.)

HAMILTON

WANTED

Experienced salesman for one of our trips (not in the city). Also Young man with grocery experience to train to go on road shortly. High-class men only considered, and must not be eligible for military service. Write or telephone us, with full particulars, at once.

BRISTOL, SOMERVILLE & CO.

"COW BRAND" Baking Soda



Seventy years ago Cow Brand Baking Soda was acknowledged the best on the market, and this proud pre-eminence it has maintained down through the years.

To-day Cow Brand Baking Soda is a peerless customer-pleaser and money-maker for good grocers everywhere.

CHURCH & DWIGHT
LIMITED

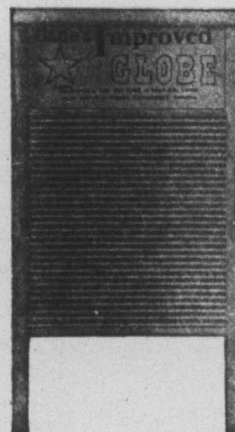
Manufacturers - MONTREAL

Sell Cane's Zinc, Tin and Glass Washboards

They're easily sold because both in appearance and value they are far ahead of the ordinary washboard.

The Zinc, Tin or Glass used is the very best obtainable for the purpose and the Basswood frames besides being better looking than the darker woods are entirely free from splinters and splinters.

A little showing of these washboards in your store will prove profitable. Order your supply to-day.



WM. CANE & SON CO.
LIMITED
NEWMARKET, ONT.

Furnivall's FINE FRUIT PURE JAM

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

The fact that Furnivall Fruit Pure Jams have consistently maintained their quality reputation with particular people is sure evidence that Furnivall quality is indeed superior. If you are not now selling the Furnivall lines we suggest your beginning immediately.

A trial will convince you.

FURNIVALL-NEW, Limited
Hamilton, Canada

E. D. S. ORANGE MARMALADE

Stock up with this delicious marmalade, the quality of which lives up to the well-known E.D.S. standard of goodness.

There is never a doubt about the customer-pleasing quality of E.D.S. Orange Marmalade.

The best Oranges obtainable, Pure Cane Sugar, Scientific Manufacturing — that's the reason why E.D.S. Orange Marmalade sells and satisfies.

Our agents can now supply you from the New Season's Pack.



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

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

H.P. SAUCE

—good for Customers—good for you

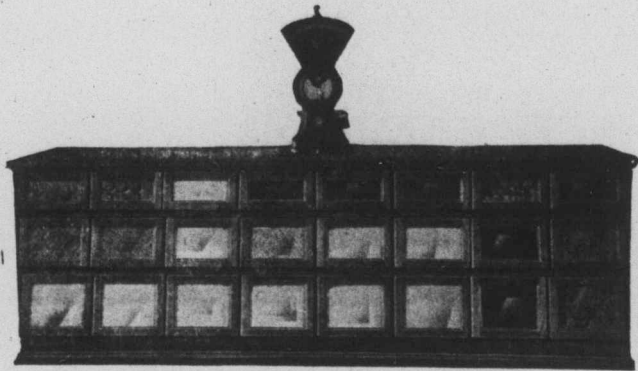
H.P. Sauce is such capital value and we spare no pains to acquaint the public with this fact.

H.P. is in big and constantly growing demand, and offers you a generous profit.

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



More Customers—
Better Service—
and 25% Less Labor !



Front View of our No. 3 Universal Counter

A PROPOSITION worth some considering, Mr. Grocer, in view of the labor shortage problem you are up against right now.

Doesn't it appeal to you to be in a position to serve more customers more acceptably with a staff depleted in the proportion of one man out of every four?

We are throwing no bluff when we say that Walker Bin Labor-Saving, Efficiency-Making Equipment will do this for you.

It is doing it for other grocers with similar problems and perhaps more serious difficulties than those impeding your business success.

Face the facts, Mr. Grocer. The Man Famine is acute and is growing. Discard the shelves and the lumber counters. Instal Walker Bin Fixtures and give better service with less labor.

We co-operate with you. Catalog, sketches of suitable fixtures, etc., supplied. Just give us the measurements of your store.

The Walker Bin and Store Fixture Company

KITCHENER Limited ONTARIO

Keep Food Saving as well as Men Before the Trade



Have No Hesitation

in choosing

'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 it. Order from your grocer.

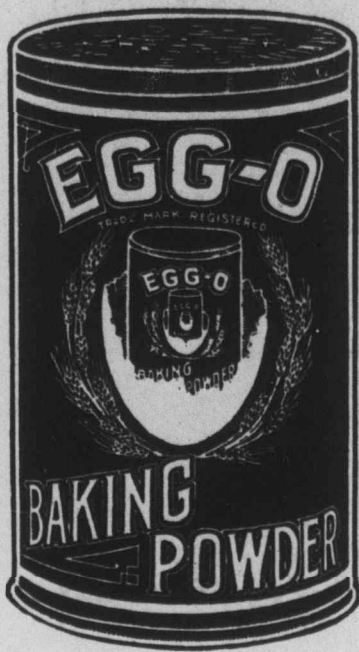
SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH
AND
PROCTOR

SOLE PACKERS

Halifax - N.S.



Real reasons why you should recommend Egg-O to your customers

Show your customers how easily Cakes and Biscuits are made with EGG-O BAKING POWDER.

Egg-O—the Perfect Baking Powder that always gives satisfactory results.

Egg-O—the economical Baking Powder—one level teaspoonful to a cup of well sifted flour.

Egg-O—the Baking Powder that can be used with sweet milk, sour milk, buttermilk or water.

Egg-O—the Baking Powder that good grocers everywhere find such a profitable seller.

Show Egg-O in your displays.

Egg-O Baking Powder Company, Limited
Hamilton, Ont.

The First Trial Means a Constant User

All the unpleasant features of cleaning toilet bowls are eliminated by

Sani-Flush



A small amount of this chemical powder shaken into the bowl and left standing long enough to dissolve the incrustation, produces a clean, sanitary, odorless condition.

All you need do is to sell the first tin to a customer. After that Sani-Flush sells itself.

HAROLD F. RITCHIE & CO., LTD.
10-12 McCaul Street - Toronto, Ontario

It's astonishing how quickly the demand for

OCEAN BLUE

increases wherever introduced.

Customers who pride themselves on spotlessly white linen and lace continually recommend it to their friends who pass on the information to other particular people. It is really worth your while to have your store associated with Ocean Blue.

Order from your Wholesaler.

HARGREAVES (CANADA), LTD.

The Gray Building, 24-26 Wellington St. W., Toronto.
WESTERN AGENTS:—For Manitoba, Saskatchewan and Alberta—W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon—Creeden & Avory, Rooms 5 and 6, Jones Block, 407 Hastings Street W., Vancouver, B.C.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES.

MANITOBA
SASKATCHEWAN

*Wholesale Grocery Commission
Brokers*

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

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

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents.

Have live men doing detail work throughout our territory. Manitoba Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distri-
bution

MANUFACTURERS:

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

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

402 Chamber of Commerce
Winnipeg - Manitoba

Sell your product to the West through this House

Our long-established prestige is at your service. Our men are keen; they cover the Western field constantly. Nine of them do retail work exclusively. They'll get you quick results.

We will send you full particulars and any information at our disposal. Write to-day to

SCOTT-BATHGATE CO., LTD.

140 Notre Dame Ave. E., WINNIPEG



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WHOLESALE GROCERY BROKERS

*Manufacturers' Agents
Commission Merchants*

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

Est. 1907. Write us.

Correspondence Solicited.

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

THE Robert Gillespie Co.

MALTESE CROSS BUILDING
WINNIPEG

IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Williams Storage Co.

WINNIPEG

Lessees
WINNIPEG WAREHOUSING CO.
288 Princess Street

Owners
C. S. TURNER CO.
147 Bannatyne Avenue

Prompt and Efficient SERVICE

Bonded or Free Storage
Track Facilities Steam Heating
WAREHOUSING DISTRIBUTING
STORAGE

C. & J. JONES

WINNIPEG - VANCOUVER

*Wholesale Commission Brokers
and Importers*

During the fifteen years we have been on this Western market, we have built up a big business with European manufacturers. We give the same attention to Canadian and American manufacturers. Write for details of our service.

205 CURRY BUILDING
WINNIPEG

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents

1206 McArthur Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.

When answering
Advertisements please mention
Canadian Grocer

MANITOBA

SASKATCHEWAN

ALBERTA

BRITISH COLUMBIA

TO MANUFACTURERS AND SHIPPERS

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

DONALD H. BAIN Co.

WINNIPEG

Head Office

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

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

DRIED AND EVAPORATED APPLES.

Apple Waste and Chops, Specialties

H. W. Ackerman

BELLEVILLE

ONTARIO

Maclure & Langley, Limited

Manufacturers' Agents

Grocers, Confectioners
and Drug Specialists

12 FRONT STREET EAST TORONTO

TO Manufacturers' Agents

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

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

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

Canadian Grocer
143-153 University Ave.
TORONTO

W. F. ELLIOT

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

FORT WILLIAM, ONT.

Established 1909.

This Space is Yours
For \$2.50

On Yearly Order

W. G. PATRICK & CO. Limited

Manufacturers' Agents
and Importers

51-53 Wellington St. W., Toronto

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 this paper.

TRY IT OUT

W. G. A. LAMBE & CO. TORONTO

Established 1885

SUGARS

FRUITS

LOGGIE, SONS & CO.

Merchandise Brokers and
Manufacturers' Agents

Grocery, Drug and Confectionery Specialties.

"We cover Canada 3 times a year."

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

EL ROI-TAN PERFECT CIGAR

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

Complete Trade Connection.

JOHN E TURTON

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

G. B. MacCALLUM & CO.

GROCERY BROKERS
489 St. Paul St. W., Montreal
Complete connection with the Grocery and Confectionery trade of Montreal.
Daily Motor Delivery to all parts of City and Suburbs.

ROSE & LAFLAMME LIMITED

Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

H. D. MARSHALL

Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

Oats—Peas—Beans—Etc.

Handled in any quantities to best advantage by
J. R. GENEST
Wholesale Grain, Flour, Feed and Provision Merchant
BOARD OF TRADE BUILDING, MONTREAL

FREEMAN and SHEELY

WHOLESALE GROCERY BROKERS
St. Nicholas Bld. - Montreal

MARITIME PROVINCES

C. B. HART, Reg.

Montreal, P.Q.
Grocery and Chemical Brokers
Commission Agents

Do you require representation in New Brunswick?
Schofield & Beer, St. John, N.B.
Commission Merchants
Agents for: Acadia Sugar Refining Co., Ltd., Halifax, N.S.; W. C. Macdonald, Regd., Montreal, P.Q.

Gaetz & Mosher

MANUFACTURERS' AGENTS AND GROCERY BROKERS
P. O. BOX 145 HALIFAX, N.S.

Just try
how
Mackay's
will sell

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

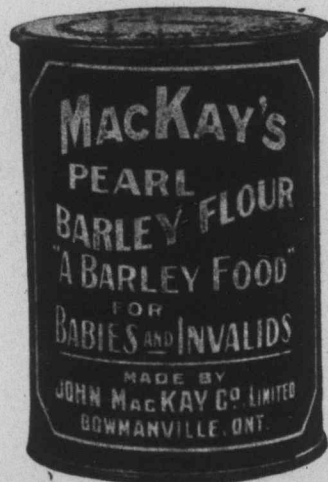
MACKAY'S PEARL BARLEY FLOUR is without any peer whatever.

Gives soups and gravies a delightful flavor. Just the right food for infants and invalids.

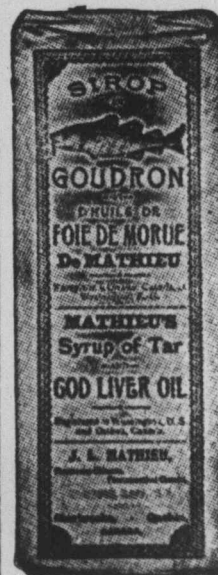
A strong consumer publicity campaign is helping dealers to keep their sales of MacKay's going.

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

John MacKay Co., Limited
BOWMANVILLE, ONT.



IT'S THE REAL MACKAY



Mathieu's NERVINE POWDERS and SYRUP OF TAR

are the kind of dependable result-giving remedies that every good grocer can honestly recommend.

Many times you will have an opportunity of suggesting excellent remedies to your customers. They will thank you for drawing their attention to these lines. And your profits will be considerably increased.

J. L. MATHIEU CO.
PROPRIETORS
SHERBROOKE, QUEBEC

**A dandy
suggestion
for your
Camp Goods
Displays—**

MINTEES

—a peppermint confection
liked by everybody.

Show Mintees in every display of goods for outing folk.

Mintees are popular with everybody all the time, but to those of your customers who are planning camping parties, fishing trips, picnics, etc., these delightful little confections have a particular appeal.

Tell them how good Mintees are after smoking or eating. Good for young and old.

Always have a good stock of Mintees on hand. The handsome display box contains twenty big five-cent rolls—every roll wrapped in tin foil. **Good looking. Tempting. Profitable.**

We offer three excellent flavors — Mintees, Cinteas and Clovees. All our lines are quick movers and good money-makers. Your jobber can supply you. Call him up to-day and tell him you want a supply of these customer-pleasers.

Good for all - all the time!

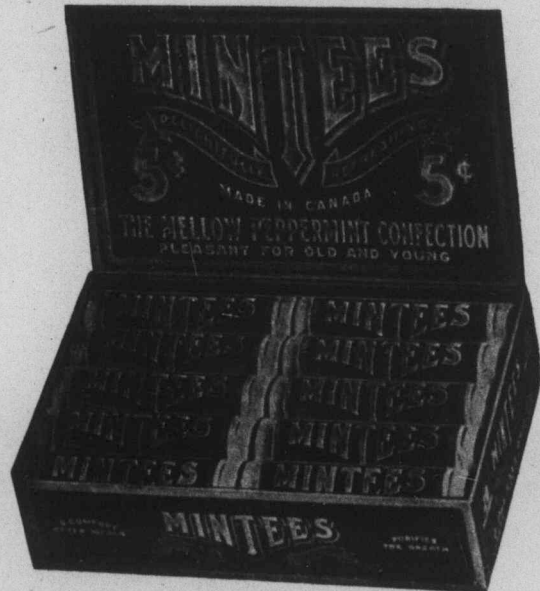
MINTEES

The
Mellow
Peppermint
Confection

5¢
per package

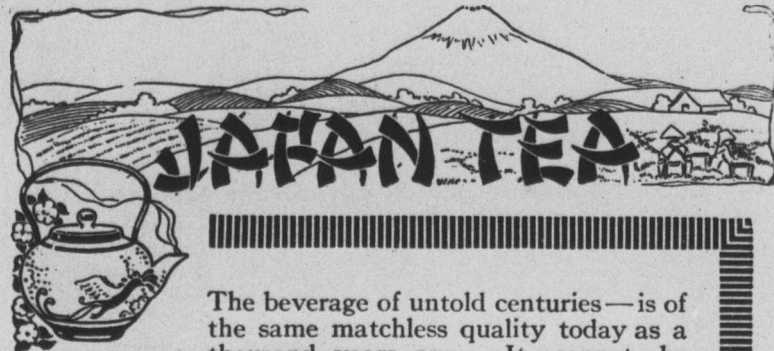


After Eating - After Smoking



O-Pee-Chee Gum Co.
Limited
LONDON CANADA

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



The beverage of untold centuries—is of the same matchless quality today as a thousand years ago. It cannot be improved. The Government of Japan guarantees the purity of Japan Tea. Its use by more than 50 per cent of Canada's tea drinkers testifies as to its quality.

"The salts of tea reduce the amount of solid food necessary and maintain the vigor."

—Dr. Williams, Yale.

16

From that wonderful island nation comes this beverage—pure, wholesome, unadulterated—to please the palates of discriminating Canadian tea drinkers.

And the fact that more than 50 per cent. of tea lovers in this country use Japan Tea by preference is a striking testimony as to its real true value.

Most good grocers sell Japan Tea. They find the demand ever growing, a result of its own good quality, backed by our consumer publicity. And the profits are generous—the business-building kind.

In selling MALCOLM MILK PRODUCTS

you not only reap a good-sized profit, but you also encourage Canadian Enterprise and Canadian Capital.

For Malcolm Milk Products are the all-Canadian Condensed Milk Products. They are entirely Canadian-made, and their quality equals that of the most widely advertised imported brands.

Try a sample order of Malcolm's. Results will show you how profitable they are.



*Made-in-Canada by the
All - Canadian Con-
densed Milk Company.*

THE MALCOLM CONDENSING CO., LIMITED

The All-Canadian Condensed Milk Company

ST. GEORGE, ONT.

Approved by dealer and customer

Marsh's Grape Juice pleases the dealer with lively selling and the customer with its delicious Concord Flavor.

Freight pre-paid on 5-case lots or more.

**The Marsh Grape
Juice Company**
Niagara Falls, Ontario

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

Rose & Lafamme, Ltd.,
Montreal, Que.



Y & S STICK LICORICE in 10c Cartons



Everything in Licorice for all
Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company
MONTREAL

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

THE Chicken Chowder Club

Start a branch in your community now. It will pay you.

Your customers do not need to be reminded of the importance of increased production.

A practical idea, such as the Chicken Chowder Club, designed to increase the supply of meat and eggs, is certain to "catch on" with your customers, particularly when their interest is stimulated by the valuable prizes offered in the contest now about to begin.

Get this club going and your sales and profits will leap ahead. We want to sell the Purina Poultry feeds through you. We supply you with effective selling helps—Eye-catching Posters for your store, Poultry Books for your customers, Circulars for distribution, etc.

There will be no lack of interest in the competition once you get it started. Begin now. The profits on Purina Products are worth going after. Write us for all particulars.

C. C. C.

This will appeal to you.

Mr. Poultryman, can you show a better record than your fellow poultry breeders. If so, why not prove it by joining our Chicken Chowder Club. Think carefully what it means to win one or more of our prizes.

You will know that your flock competed successfully against thousands of others. The advertising value of this fact alone is certainly worth your efforts.

You may win one or more of the eight valuable prizes offered.

You will be helping increase production of meat and eggs, thereby conserving the supply of beef and bacon.

It is worthy of note that the contest will be judged from a strictly utility standpoint. We do this because we feel that the great need to-day is for meat and eggs.

- Prizes will be awarded as follows:—
- 1st prize—\$25.00 for most eggs produced.
 - 2nd " —\$15.00 for most meat produced.
 - 3rd " —\$10.00 for best general utility flock.
 - 4th " —\$5.00 for youngest layer.
 - 5th " —100 lb. Purina Chick Feed for heaviest male bird.
 - 6th " —100 lb. Purina Scratch Feed for flock showing best monthly development at the end of December.
 - 7th " —50 lb. Purina Chick Feed for heaviest capon.
 - 9th " —50 lb. Purina Scratch Feed for best photo of one or more chickens entered in this contest.

Contest starts May 15th, 1918, and closes May 15th, 1919. It costs you nothing to enter.

If there is anything you do not understand thoroughly, write us at once, addressing your letter to the Secretary of the Chicken Chowder Club.

Each member will receive, on application, rules governing the contest, blank records, and a Purina Poultry Book. Fill in the attached coupon at once, and mail direct to us.

The Chisholm Milling Co., Limited, Toronto, Can.

I hereby make application for membership in the Chicken Chowder Club.

Kindly send me a copy of the rules.

It is understood membership and rules are absolutely free.

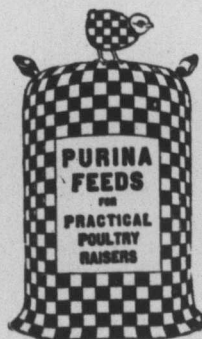
Name

Address

My Dealer's Name

My Dealer's Address

Our Salesman will call on you shortly, but write us direct if interested



The Chisholm Milling Company, Limited
Toronto

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



8 Boys Are Fed on Quaker Oats

At the Cost of Feeding One on Meat

Suppose we figure that 500 calories—the unit of nutrition—forms a proper breakfast for a boy.

In Quaker Oats those 500 calories cost less than three cents. And they come in the ideal boys' food—in the food that holds supreme place as a food for growth.

See what that same nutrition costs elsewhere.

In Quaker Oats	-	3c	Meats and Eggs av.	24c
Potatoes	-	-	Mixed Diet	- 11c

Cost comparisons are based on prices current at the time of writing

That is, a meat or egg meal averages eight times the cost of Quaker Oats.

Even bread and milk costs about three times as much.

Yet the oat is our greatest grain food—twice as nutritious as round steak. No

other grain can match it in flavor, in nutrition or in balance.

Use more Quaker Oats. Make it your basic food—the entire breakfast. Mix it with your flour foods to save wheat and add a welcome flavor. That is the best way to lower cost of living.

Quaker Oats

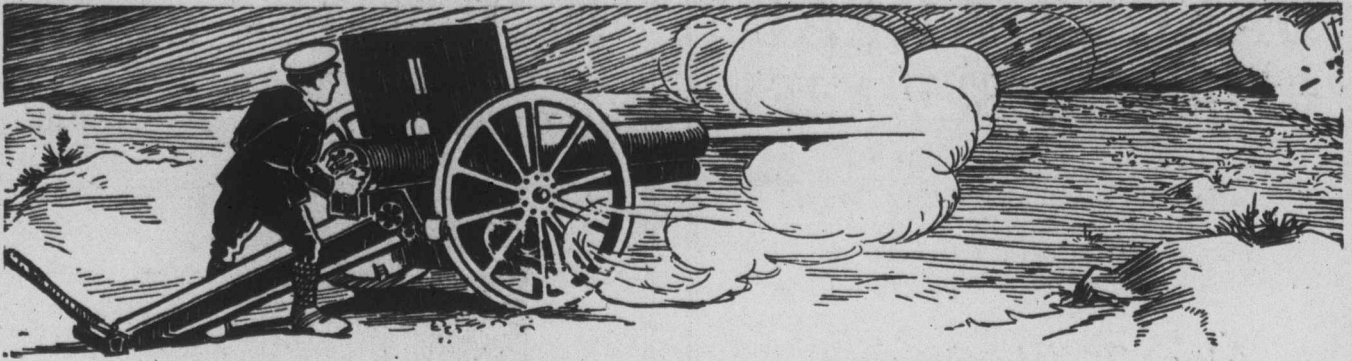
With a Flavor That Won the World

The love of flavor is the reason for getting Quaker Oats. These are flaked from queen grains only—just the big, rich oats. We get but ten pounds from a bushel. The result is

a wealth of flavor which has made this brand the favorite in a hundred nations. Yet it costs no extra price.

35c and 15c Per Package.

THE QUAKER OATS COMPANY
Peterborough, London, Sudbury, Neepawa, Saskatoon
CANADA



QUICK ACTION!

TO help win the war the Government have seen fit to cut down our supply of sugar, with the result that our output of confectionery and biscuits is reduced one-half.

THIS means that our twenty-four travellers will be working only half time. Some manufacturer of a grocery specialty can use the other half. We guarantee to put your line on the map quicker than any other organization in Western Canada.

IF you are a manufacturer who can use a staff of two dozen sales-producing specialty men, write us to-day. There never was such an opportunity to hitch up with a live sales organization like this.

DINGLE & STEWART

*Storage and Forwarding Facilities and
Large Warehouses at Three Centres*

BRANDON

WINNIPEG

EDMONTON

DANGER AHEAD GROCCERS, BEWARE!

A recent enactment of the Ontario Government, dating May 1st, 1918, makes it imperative that every sale of Extracts and Essences made by Wholesale or Retail Grocers

Must Be Registered.

Infringement of this law means a **HEAVY PENALTY**. I have had printed at minimum cost a registration book which complies with the law in every respect. **Every Grocer** should have one at once. Don't delay. Special price for quantities.

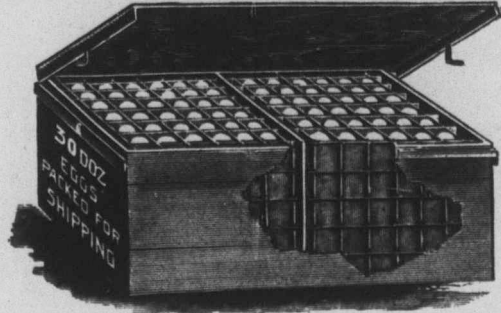
Single copies, 1,000 registrations, 50c each post paid, cash with order.

T. H. LITSTER
38 FRONT ST. EAST - TORONTO

The Miller Bros. Co., Ltd.

20-38 Dowd Street

MONTREAL - - - QUEBEC



Manufacturers of

White pulp egg case fillers and extra flats, in standard and extra large sizes, for 12 and 30 dozen egg cases.

TEES & PERSSE, LTD., WINNIPEG

Distributors for Manitoba and Northwest

In car lots and less than car lot quantities



KKOVAH CUSTARD

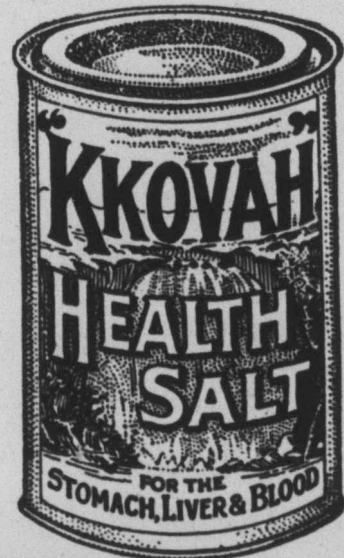
because of their quality will help to give satisfaction always.

SOLE AGENTS FOR CANA
MACLURE & LANGLEY LI
TORONTO

WINNIPEG

GOODWILL—

the foundation of all good business — is the confidence of your customers. And that confidence is only secured by supplying reliable goods.



KKOVAH Health SALTS

nce. They

MONTREAL

Enquiry Department

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

PURE MAPLE SYRUP

Where can I buy pure maple syrup in 5, 10 or 15 case lots direct from the producer or distributing agent?

P. M. Moynes, Caron, Sask.

Ans.—It may be obtained from the following firms in any quantity: The Bowes Co., Ltd., Toronto; Charbonneau, Ltd., Montreal; Canada Maple Exchange, Montreal; Smalls, Limited, Montreal.

WESTERN MARKET FOR WASTE PAPER

Where is the nearest market for baled waste paper, and what is the price for the same?

P. M. Moynes, Caron, Sask.

Ans.—Your nearest market is Winnipeg. The Winnipeg Paper Stock Company, Ltd., is a handler there. Paper is at a discount at the present. Toronto prices are \$12 a ton; Winnipeg probably about the same figure.

BOOKS ON ADVERTISING

I noticed that you are offering for sale some books on advertising. Would you give me the names of these books and prices?

Alphonse Cote, Quebec.

Ans.—Any of the following books would be of service: Retail Advertising Complete, Frank Farrington, \$1.00; Ads and Sales, \$2.00; Sales Plans, \$2.50. Any of these books may be obtained from CANADIAN GROCER. Address Technical Book Department.

CONSUMERS' ASSOCIATION AGAIN

Will you please give me some information as to the reliability of the Consumers' Association, Windsor, Ont.?

J. Turner, Toronto.

Ans.—The operations of this firm are within the law—but no more. They use leading lines to sell others of little value. The average price is higher than the retail merchant's. This company's activities have been described at length in former issues of CANADIAN GROCER.

HARVARD SHEETS

Please give me the address of the printer of the Harvard sheets for stockkeeping.

F. Harrison, Birtle, Man.

Ans.—Apply, Bureau of Business Research, Harvard University, Cambridge, Mass., Retail Grocers' Section.

HOW MANY LICENSES NEEDED?

Would a grocery store need separate license to sell butter and eggs, meat, bread, etc., and if so, would it be necessary to have all license numbers on sales slips?

Albert Berscht, Wellesley, Ont.

Ans.—We think the retail grocers' license would be all you would require. Unless there is an extensive sale in meat, fish or similar lines no second licenses will be necessary. Where two licenses are required both numbers must appear on sales slips.

FARMERS' CLUBS MUST BE LICENSED

Must farmers' clubs have a license?

Gagner Bros., Plain Court, Ont.

Ans.—Yes. They must be licensed as a co-operative society.

NUMBER ON EVERY BILL OF GOODS

Under the new food license is it necessary to have license number on every bill of goods the customer receives?

Albert Berscht, Wellesley, Ont.

Ans.—Yes. A rubber stamp will do.

NO LICENSE NEEDED TO SELL EXTRACTS

Will a grocer require a license to sell flavoring extracts?

T. Hockin Co., Dutton, Ont.

Ans.—No. He must not sell more than 2½ oz. bottle, and he cannot sell ginger. He must also keep a record of the purchaser.

BEEES

Where can I buy Italian bees by the pound.

Geo. H. Beckstead, Williamsburg, Ont.

Ans.—Apply to the Root Canadian Co., 73 Jarvis St., Toronto, or F. W. Jones, Bedford, Que.

TEA IN LARGE PACKAGES

Can you tell me if there are any manufacturers putting up tea in 5 or 10 lb. packages.

Jas. Levange & Son, Frankville, N.S.

Ans.—T. H. Estabrooks, Ltd., St. John, N.B.; Thomas J. Lipton, Toronto.

COLLECTOR OF ACCOUNTS

Can you give me the name of a reliable collector of accounts in Niagara Falls, Ont. _____, Kingston, Ont.

Ans.—F. H. Upper, Niagara Falls, Ont.

NAMES OF DRUG WHOLESALERS IN TORONTO AND MONTREAL

Please give me a list of the wholesale druggists in Toronto, Montreal and Quebec. Also please give me the names and addresses of some grocery houses in Montreal who will be allowed to sell liquor until May, 1919.

J. A. Morrison, Tarbot, Victoria Co., N.S.

Ans.—Names of wholesale druggists in Toronto, Montreal and Quebec as follows: Lyman Bros. & Co., Ltd., Toronto; Northrop & Lyman, Ltd., Toronto; J. F. Taylor Pharmaceutical Co., Ltd., Toronto; Waterbury Chemical Co., Ltd., Toronto; National Drug & Chemical Co. of Canada, Ltd., Montreal; Wyeth Lyman Laboratory, Inc., Montreal; Alliance Limoilou, Ltd., Quebec.

Names of wholesale grocers in Montreal who, as far as we know, will be selling liquor until prohibited in 1919, are as follows: Hudson, Hebert & Co., Desbroses St., Montreal; L. Chaput & Fils, Desbroses St., Montreal.

WHOLESALE FLORISTS

Would you kindly give me the address of some wholesale florist.

MacEwens Grocery, Cobalt, Ont.

Answer.—Miller & Son, Lauder Ave., Toronto; Montreal Florists' Exchange, Montreal.

MONTREAL OFFICE OF "CANADIAN GROCER"

Kindly let me know if you have an advertising agent in Montreal.—J. S. Benoit, 1379 Greene Ave., Westmount, Montreal.

Ans.—Mr. F. McLaughlin, Southam Bldg., 128 Bleury St. (Tel. Main 1004), is Montreal representative of CANADIAN GROCER. Names and addresses of all outside offices of this company in Canada, United States and Great Britain, appear on editorial page of each issue.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191...

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

Name.....

Address.....



Do not fail to secure our quotations on:—

Cream of Tartar

Glycerine

Citric Acid

Tartaric Acid

Borax

Blue Vitriol

Acid Phosphate

B. & S. H. THOMPSON & COMPANY, Limited
MONTREAL

Established 1790.

Branches at TORONTO, WINNIPEG and NEW GLASGOW, N. S.

Advertisement pulls for five months, and still at it.

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

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

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

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

THE MACLEAN PUBLISHING COMPANY

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

153 UNIVERSITY AVE., TORONTO

Red Rose for Economy

When Customers ask for an economical tea, recommend Red Rose. Its rich ASSAM strength makes it yield 250 cups of full flavored tea to the pound. Your customers will be delighted!



the food problem

is going to be very acute this year. This will apply in Canada as well as in other parts of the World. Economy must be the watchword in every household.

Simcoe Brand Baked Beans (With Tomato Sauce)

are rich in nutritive value and most economical. They make a dish which is equally popular with all members of the family and they welcome it as a substitute for meat on meatless days.

Keep a good stock of Simcoe Baked Beans on hand and recommend them to your customers.

The various sizes help to sell each other

Dominion Cannery, Limited, Hamilton



FRESH FRUITS VEGETABLES

We are now receiving from the South
Cars arriving daily. Getting cheaper. Order freely.

**Strawberries, Pineapples,
New Cabbage,
Spinach, Asparagus,
Bananas, Oranges, Lemons,
Grape Fruit,
Texas Onions, Cocoanuts,
ETC.**

FRESH FISH DISTRIBUTORS

As the lakes will be opening soon for fishing, we expect regular and liberal supplies of all varieties of Fresh Lake and Sea Fish.

FRESH HALIBUT

First car of season arrived by express Friday. Regular arrivals will follow.

WHITE & COMPANY, LIMITED

Importers from the Principal Southern Markets

Branch at Hamilton

TORONTO

These Offer You a Profit-Making Certainty



Churns with Stone Covers

(Dashers included)

- 2 gallon \$ 7.92 per doz.
- 3 gallon 10.32 per doz.
- 4 gallon 12.48 per doz.
- 5 gallon 14.40 per doz.
- 6 gallon 16.56 per doz.
- 8 gallon 25.20 per doz.
- 10 gallon 31.20 per doz.
- 12 gallon 36.00 per doz.

Cheaper and more sanitary than Wooden Churns.

The margin of profit you get on every sale of our useful and sanitary pottery makes it very worth while for you to display it constantly. No long argument is necessary to convince the good housewife of the great merits in "putting down" food products in stone jars. A little display in a corner of the store will be all that's necessary to create good sales for you.

Write us now for a complete list. And should you favor us with an order, large or small it will receive our prompt attention.

THE
Toronto Pottery Co., Ltd.

617-618 Dominion Bank Building,
King and Yonge Sts. TORONTO



Tall Butter Jars

With or Without Covers



Preserve Jars

With Stone Covers

- 1/4 gallon (3 lb.)
 - 1/2 gallon (5 lb.)
 - 1 gallon (10 lb.) ...
 - 2 gallon
 - 3 gallon
 - 4 gallon
 - 5 gallon
 - 6 gallon
- } at 15c.
per gal.

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

CANADIAN GROCER

Vol. XXXII.

TORONTO, MAY 10, 1918

No. 19

Aspects of Flour and Sugar Regulations

Of Unquestioned Benefit, if Wisely Used, There Are Many Aspects of the Situation Not Considered in the Regulations—Some Questions of Importance to the Trade Interpreted

RECENTLY the Canada Food Board sent out an additional statement bearing on the restrictions on the stocks of sugar and flour that may be held by wholesaler, retailer and consumer, calling attention again to the matter and stating that holders of supplies in excess of the quantity permitted had better return them immediately to the source from which they were obtained, as it was the intention of the board to strictly enforce these regulations.

Unquestionably these regulations were framed to meet a real need, and they will go a considerable distance toward aiding the much desired end of conservation. Dealers in many sections have reported many instances of customers returning to them surplus supplies of sugar and flour. Unquestionably this, and the prevention of the hoarding that necessitated this action, is the intention of the order. Sugar refiners, who perhaps are most definitely affected by the matter, look with favor on the regulation, and believe that it will go a long way toward meeting what is for them at the moment a very serious situation.

Some Refiners' Opinions

A representative of the Canada Sugar Refineries states that "The new order will naturally curtail the consumption and the distribution will very probably be more widely made. Raws are coming in somewhat better," he continues, "and the situation from this standpoint looks more favorable."

The St. Lawrence Sugar Refinery officials are also of the same opinion, as in response to inquiries on the matter one of their officials stated that they expect that the new regulation will make the supply go much farther. There is not a great deal of improvement in sight in regard to stocks, it is stated, but the law against hoarding will unquestionably have a beneficial effect in conserving the supply available. The Montreal branch of the Dominion Sugar Company states that they are not permitted at the present to give anyone an amount sufficient for more than two or three days' supply. The orders they have at present and the contracts already in exist-

ence have to get the preference, they state, on any new business.

The Atlantic Sugar Refineries are of the opinion that these regulations will eventually result in a considerable improvement in conditions.

We are working, they state, on allocations and are looking for improvement, but do not know when it will develop. As to consumption, everything is up to the honesty of the manufacturer. Just how much sugar the new order will release it is difficult to say. It will eventually improve conditions, but this will take some time.

There seems to be no difference of opinion as to the wisdom of the new measure, and as to the probable benefits that will accrue.

More Than One Viewpoint

There is, however, to this new measure more than one viewpoint. In the average viewpoint it is clear sailing. The hoarder deserved no sympathy from anyone if it is a matter of intentional hoarding. But there are situations that have made stocking of heavier than ordinary supplies either imperative or a custom of long standing. The Canada Food Board have realized this and have made exceptions in the case of persons living at distances from the store. These exceptions, however, only cover the general case, and it is in the particular case that the difficulties may arise unless this legislation is administered with wisdom and understanding, as it is only right to believe it will be.

Of recent date a number of enquiries have been made of CANADIAN GROCER for interpretations of the law in regard to their especial case. Consider these questions that have been asked by actual merchants who have been faced by these very propositions, and who are looking for some way of co-relating the regulations to the particular conditions with which they are faced.

What of the Merchant Who Distributes a Car of Sugar Annually?

Here is a merchant, for instance, who for years past at a certain period has been accustomed to buy a carload of sugar. The sugar is sold direct from

the car and is disposed of in two days at a very small profit. In February of this year he bought this car, and his customers, as has been their custom for years past bought supplies to carry them over several months. Not in excess of their normal purchases, be it noted, but in many cases in excess of the supplies stipulated in the recent order. This merchant asks what is he to do. Is he to take back this sugar, and carry it for a long period? That would entail quite a serious financial obligation that he does not feel equal to bearing, or is he to return it to the refinery, and if so who is to be responsible for the extra freight charges.

Without any ruling on this matter being available, CANADIAN GROCER has taken upon itself to advise this merchant that his position is beyond question; that he made a bona fide sale, and that his customers made a bona fide purchase with no idea of withdrawing stocks of sugar from circulation. It is CANADIAN GROCER'S understanding of these orders that they were framed for a certain purpose, and that that purpose fulfilled, they will not be used to make the position of the merchant who is honestly endeavoring to obey the full letter of the law any more difficult than necessary.

When Is a Farmer Ten Miles from a Store?

There have been other questions propounded. The farmer living ten miles from a store may stock 120 days' supply. The question is asked: Suppose this man has been dealing with a certain store for many years. He travels the ten miles at regular intervals to deal at this store. Perhaps a mile or so in another direction is a cross roads store. May this man be considered as being ten miles from a store, or is he only one or two miles?

Failing again any statement on this definite case, it is the belief of this paper that to all intents and purposes the customer in question is ten miles from the store, and would be so considered, and would be entitled to stock the quantity of supplies that are permissible for per-

(Continued on page 29)

How the New Budget Will Affect the Trade

Some Phases of the Situation That Are of Particular Importance to the Grocer—Resultant Conditions in the Tea and Coffee Trade—Matches Hardest Hit

THE duty of 10 cents a pound on tea imposed under the new tariff regulations will entail an advance of that amount on all stocks on sale in Canada. There is no other way of meeting the situation. The margin of profit is too small to permit of the absorption of even a fractional part of this charge. Many merchants are maintaining the former price on stocks already on hand and are not advancing prices till they are compelled to. Large handlers of tea, on the other hand, whether wholesale or retail, will come under the surtax regulations which imposes the 10-cent tax on all holdings of 1,000 pounds or over. This tax was intended to cover the large stocks held by jobbers and wholesalers, who are heavily stocked at the present time, but it will also affect any other handler who has a stock that reaches these figures. This will involve many of the larger retail establishments, as this stock is not abnormally large for the larger merchants, especially in the face of conditions that have led many merchants to stock more heavily than has been their custom.

Excise Tax Bears Heavily on Some Dealers

Some tea jobbers who faced the tariff tax with equanimity are incensed against the excise tax, as it will involve very large payments on stocks on hand that must be made at once, while the stocks themselves may not be sold for many months. Unquestionably they are faced with uncommonly rigorous conditions, as they have to finance these large holdings with the extra danger occasioned by the increased price with no compensating improvement in profits. Representatives of some of these handlers are visiting Ottawa to place their case before the Finance Department, and to see if they can obtain any mitigation of these. It is understood that they are endeavoring to secure a reduction of 5 cents a pound on the excise duty.

Several tea importers stated to CANADIAN GROCER this week that the new tea duties were likely to be a very serious proposition for many of the jobbers. Stocks in the hands of the retail trade will naturally be allowed to run pretty low before the same are filled in with purchases made on the advanced rates. One importer stated: "The importer of new teas on 10c a pound duty basis will have a distinct advantage over those carrying the stock who would be in the position of not having to pay for his stock until it arrived two or three months hence. He would not have to pay interest, storage, insurance and other charges and so would be in a much more favorable position than the man holding teas at this time."

Present Tea Stocks Exceptionally Large

In regard to the general tea situation P. C. Larkin of the Salada Tea Company states that there is no likelihood of any further advance in teas for some time to come. This is not due to any easing of the situation in the primary markets but to the fact that here are heavier supplies of tea on this continent at the present moment than there have ever been before. Much of this heavy stock is of a comparatively poor quality, but it is none the less tea, and it all has its effect on the market. If the better grades were increased in price the natural tendency would be to turn toward the cheaper article.

Coffee Will Be Much Firmer for Months to Come

In regard to the coffee situation W.

SOME PROBLEMS RE THE TEA TAX

There is some uncertainty among the trade as to the status of booked orders under the new regulations. As these orders are often sold by the retailer in advance, if the tax were imposed on these it might involve a real hardship and a complete loss. A Toronto tea jobber asked for a definite pronouncement on this matter and received assurance from the Finance Department at Ottawa that booked orders that are legally binding do not come under the new excise tax, and can therefore be delivered and sold at pre budget prices. The question as to what quantities are exempt from tax is also a matter of interest. The wording of the budget certainly suggests that holdings under 1,000 pounds are free, while on holdings over that amount the excise tax must be paid on the entire quantity. Representations are being made to Ottawa to have a definite understanding on this matter, and it is possible that arrangements will be made whereby only those amounts over and above the 1,000 pounds will become liable to the tax.

S. Greening of the T. B. Greening Company states that the tariff change will result in an increased cost of about 5 cents a pound to the retailer. The tariff of 4 cents a pound entails a somewhat higher cost as coffee shrinks somewhat in roasting. The preferential tariff of 2 cents a pound from Jamaica will have a tendency to increase the consumption of Jamaican coffee. This would entail an advance of only 3½ to 4 cents. On the other hand, however, this coffee can only be satisfactorily used in combination with other grades, so it is safe to say that the increase will be 5 cents a pound all round, especially as the transportation conditions make it next to im-

possible to get adequate supplies of Jamaican coffee.

Unlike the case of tea, at the time of the imposition of the increased tariff spot stocks were lower than they have been at any time previous. Probably Canada had no more than 60 days' supply at the best. This condition was due to the United States embargo on coffee and the difficulties of transportation.

As a result of these conditions, even with the increased price coffee may be expected to be in an unusually strong position for some months to come.

Matches Hardest Hit

The tax on matches is one of the most severe on the list. Fortunately matches are fairly cheap, for the present tax practically doubles the cost. The tax is one cent on every hundred matches, not as many people have apparently supposed one per cent. on the selling price. That means that the large box of matches that the housewife has been accustomed to purchase for 6 cents will with the new tax imposed cost 11 cents, while the boxes that have sold for a cent will now cost two. This because the large box contains about 500 matches, while the small box must pay the cent tax because the tax must be paid on all sales of matches.

Most merchants are not increasing the cost of matches on their present supply, as these do not come under the operation of the tax. Most manufacturers are arranging to send out their goods stamped. That makes a serious item for manufacturers who have to invest between \$50,000 and \$100,000 in stamps and carry that amount on their books from 30 to 60 days before they receive any return. The same thing, in a lesser way of course, applies to the retailer. It is probable that there is a month's supply of matches on the average in retailers' hands which means that it will be roughly that time before it becomes imperative for the merchant to increase his prices. This tax will be paid in stamps to be placed on the box and cancelled in the same way as has been done on patent medicines. There the grocer's responsibility ends.

MACARONI PACKAGES STANDARDIZED AT POUND AND LARGER, AUGUST 1

As was forecast in CANADIAN GROCER some weeks ago a restriction has been imposed on the size of the package of macaroni and other alimentary pastes in Canada. After August 1, according to an order of the Canada Food Board the sale of these goods will be forbidden in packages of lesser weight than 16 ounces. The investigations of the Canada Food Board convinced them that this action would be in the interests of the public as a whole. It was found that the net contents of packages of alimentary pastes, as offered for sale, range from 6 to 16 ounces. The majority of the packages contain ten ounces net, but the same packages, if properly filled, would contain 16 ounces. As a consequence it is believed that the new regulation will result in a somewhat lower cost to the consumer.

Preparing for the Camp Goods Trade

The Wisdom of Forehandedness—Stock Supplies Early—Changing Arrangement of Store to Specially Stress These Lines Has Proved Effective in Many Cases

It may seem to be a little cool at the moment to be talking about camp goods, and probably for that reason many merchants have given no thought to the matter. It is only a matter of a few weeks, however, before the exodus will begin, and it is not too soon to be providing against that time and for thinking out plans for the handling of this trade.

First of all there is the matter of stocking the goods. It is quite possible to be deluded by the cold weather of early spring into a neglect of this important matter. That means a hurry-up order on the jobber, delays and annoyances of every description. Moreover less than ever can the merchant afford this last minute method of ordering. Stocks are low with many jobbers, and certainly the transportation situation is decidedly uncertain. Orders that in former days would be received in the course of two or three days may take weeks under the present conditions. Forehandedness is an essential if the merchant is to be prepared for this trade.

Keeping Tab on the Customer

It doesn't take the merchant long as a rule to go over the list of those who are likely to move to some camp or summer resort. He can usually by a little interested inquiry discover just where the customer is going, and the

kind of establishment they will be keeping. With this information it will not be difficult to figure out the actual needs, and the needs that by a little judicious fostering may be created. There the merchant has the goods that will be required for the successful handling of this branch of his trade. That gives the merchant a chance to buy without hurry, and consequently with judgment, and it gives the jobber a chance to handle his business with care and to the best possible advantage to the merchant. Rush orders are in these present days something that should be strictly avoided.

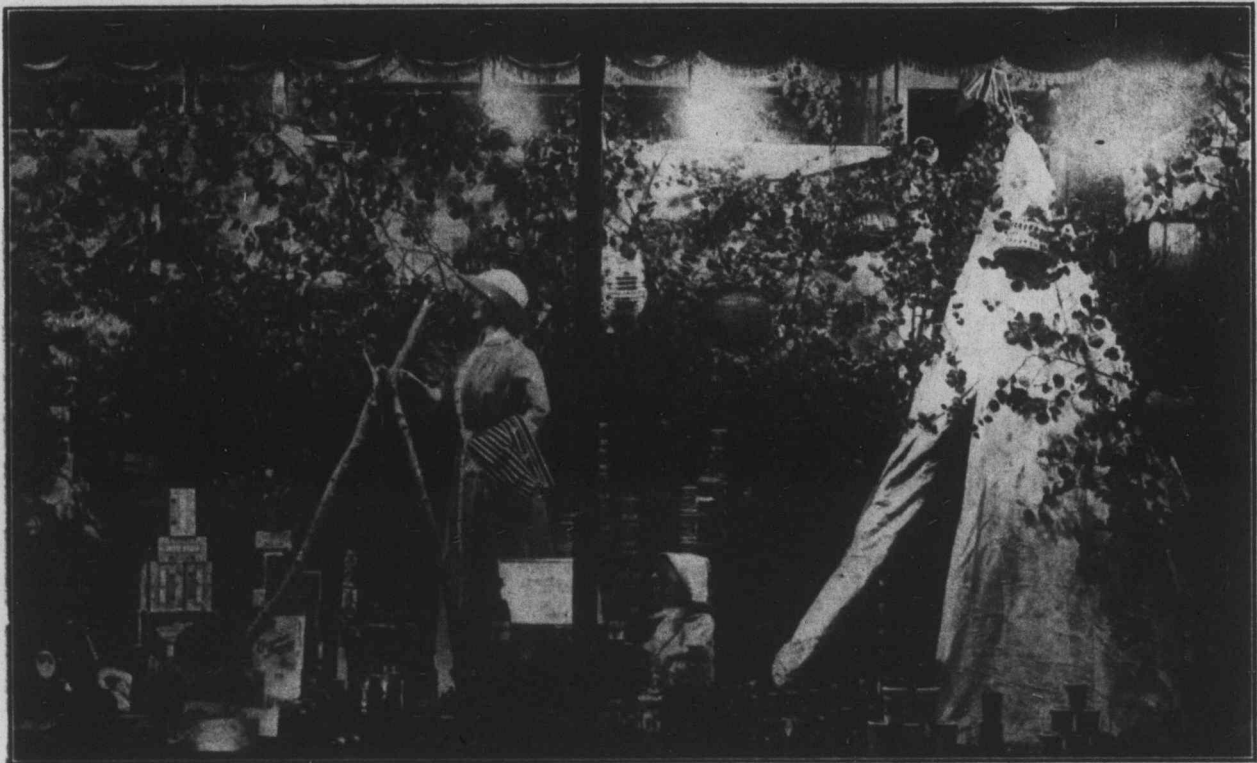
Changing the Store Arrangement to Emphasize Camp Lines

With the goods on hand the merchant knows exactly what he has to sell. The list of customers with their possible requirements will again serve him in good stead in planning his campaign as to whom he will sell to. A few suggestions dropped from time to time regarding the fact that he is prepared for these summer needs will be sufficient to interest the customer. Many merchants have found it of value to give up some of their shelf space at this season to these particular lines of goods. Of course many of these summer lines are naturally part of the shelf stock at all times, but when they are congregated in one section they make a

much more effective appeal to this particular type of trade. That means a little trouble unquestionably, but there are spare moments in every store when something of this nature may be done without encroaching on the regular work. Moreover, it will not be work wasted as far as other business of the store is concerned. A little changing around of stock is one of the effective ways of stimulating sales, so the effect should be noticeable in every department of the store.

Unit Displays a Selling Factor

Many merchants also have used with success special unit displays of various lines particularly suitable for campers. These displays are either on tables in the store or are arranged on the counters. While they are directed especially to the attention of the possible campers, they are brought to the attention of all the store's customers in a new way and therefore with a renewed interest. Some merchants have the idea that because the list of their customers who will be away for the summer is comparatively small that there is very little use in taking this trouble. These merchants lose sight of the very large influence that is exerted by suggestions of this nature that unquestionably are effective, and many merchants have proved in actual experience that their



A splendid window trim displaying camp goods.

sales in these lines to people who had absolutely no intention of going away anywhere was greatly increased owing to this bid for a particular trade.

Then, too, the window display is of immeasurable value in enlarging the influence of the appeal. The people who are interested, whether they are customers of the store or not will be brought under its influence and in this way may be induced to turn a part of their trade to the store.

These seasonal appeals are not items that the merchant can well neglect if he is endeavoring to make the very most out of his business.

COURT CASE OVER SALE OF PORK TENDERLOIN

Summonses have been issued against three Regina restaurant men for selling pork tenderloin. The case came up in the police court the very morning that a dispatch appeared in the papers from Winnipeg stating that pork tenderloin was considered offal and that it was legal to sell it, according to A. F. Philp of the Canada Food Board. When the case came to court J. A. Secord, acting for the defense, asked for a remand of one week, and the case will come up on Thursday next.

Chief Bruton, chief of Regina police, claims that if the Food Board had decided to class the tenderloin as offal he and others responsible for the enforcement of the regulations should have been officially notified at the earliest possible moment. Restaurant men in the city had acted in the right spirit, the chief continued, and had asked him in many instances to interpret the law for them and this he had endeavored to do to the best of his ability.

NEW REGULATIONS FOR DRIED FRUIT PACKERS IN UNITED STATES

Special rules and regulations governing packers of dried fruits as well as wholesalers and retailers of these commodities have been issued by the United States Food Administration. One of the most important is that licensees shall not offer dried fruits for sale prior to May 1 of the year in which the new crop fruits in question are to be grown and packed, which is much later than they have been accustomed to offer them in former years.

The rules are directed specifically to licensees engaged in the business of preparing or packing dried peaches, apples, prunes or raisins.

Another rule is that after May 1 "the licensee shall not face or cause to be faced any licensed dried fruits in any package containing over 10 pounds net. Such facing will be regarded as a wasteful practice." Faced fruit packages are those in which the top layer is carefully arranged by hand, and the rule against the practice eliminates labor which adds about one-fourth of a cent. a pound to the price of the fruit.

SASKATCHEWAN CREDIT MEN ELECT OFFICERS

The annual meeting of the Canadian Credit Men's Trust Association Limited, Saskatchewan division, was held in Regina Saturday, April 27, the following officers being elected:

President, D. S. Cunningham, National Drug and Chemical Company, Regina; vice-president, H. K. Shackell, Codville Company, Limited, Moose Jaw; board of directors, E. B. Stevens, Cameron and Heap, Limited, Regina; J. L. Hilton, Robin Hood Flour Mills, Limited, Moose Jaw; E. Blenkhorn, Campbell, Wilson and Strathdee, Limited, Regina; W. G. Elliott, B. F. Ackerman and Son, Limited, Regina; G. H. Anderson, Amherst

Central Shoe Co., Limited, Regina; T. E. Fletcher, Regina Sterling Bank of Canada, Regina; Geo. S. Jarvis, Campbell, Wilson and Millar, Limited, Moose Jaw; W. H. McCulloch, Ashdown Hardware Co., Limited, Saskatoon; L. A. Kennedy, H. G. Smith Co., Regina.

The principal discussion of the meeting dealt with the question of conservation, and the credit men expressed the opinion that merchants, both wholesalers and retailers, should keep on hand only their necessary requirements.

J. L. Hilton of the Robin Hood Flour Mills, Moose Jaw, retiring president of the association, was presented with a framed photo of himself.

The annual banquet of the association was held Saturday evening at the Assiniboia Club, Regina.

Program of the Saskatchewan R. M. A. Convention

To be Held in Saskatoon on May 14, 15, 16

THE first draft of the program of the fifth annual convention of the Saskatchewan Branch of the Retail Merchants' Association gives promise of a very enjoyable and profitable session. E. B. Moon, one of the speakers, is not only an authority on the general principles of the problems he discusses but is a practical authority as well, as he is personally interested in a retail business. It is probable that Fletcher Sparling, general manager of the Hudson's Bay Company, Winnipeg, and H. W. Wood, president of the United Farmers of Alberta, will also be present and deliver addresses, though as this had not been definitely arranged, their names were not added to the program.

There are some matters of considerable importance to come up that makes it desirable that every merchant possible should arrange to be present at the convention. Where there are matters of sectional interest to be considered special conferences will be arranged where these matters may be discussed and dealt with.

The evenings of the second and third day have been left open for the delegates to employ as they may see fit.

The program as arranged is as follows:—

PROGRAM

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| <p>Tuesday, May 14th</p> <p>9.00 o'clock—Delegates and visitors will call at the Convention Hall for the purpose of registering and receiving their badges.</p> <p>9.30 o'clock—Convention Hall—Opening session. Addresses of welcome by His Worship Mayor Young and Dr. W. C. Murray, president of University of Saskatchewan. President's address. Treasurer's report. Secretary's report. Appointing of committees. Announcements.</p> <p>Tuesday Afternoon</p> <p>1.30 o'clock—Convention Hall—Receiving resolutions and consideration of same.</p> <p>4.30 o'clock—Question box and general discussion.</p> <p>Tuesday Evening</p> <p>8.00 o'clock—Convention Hall. Song—selected, Arnold Smith. Harmonies, Travellers' Quartette. Address by E. B. Moon, director of the Department of Community Building and Trade Department of the Farmers' Review, Chicago. Subject, "Business Barometers." Discussion. Character Song—selected, Charles Smith.</p> <p>Wednesday Morning, May 15th</p> <p>9.00 o'clock—Trade section meetings.</p> <p>10.00 o'clock—Receiving resolutions and consideration of same.</p> <p>11.00 o'clock—Question box and general discussion.</p> | <p>Wednesday Afternoon</p> <p>1.30 o'clock—Convention Hall—Annual meeting of Retail Merchants' Mutual Fire Insurance Company. Reading of minutes. President's report, including financial statement. Election of two directors. Discussion on future policy of company.</p> <p>3.30 o'clock—Address by E. B. Moon. Subject, "Advertising Copy," "Mail Order Competition." Discussion.</p> <p>5.00 o'clock—Question box and general discussion.</p> <p>Wednesday Evening</p> <p>This evening is left open for the delegates to utilize as they wish. The Convention Hall will be available for Trade Section meetings if desired. Arrangements can be made for such meetings by getting in touch with the Secretary before 6 p.m.</p> <p>Thursday Morning, May 16th</p> <p>9.00 o'clock—Convention Hall—Receiving resolutions and consideration of same.</p> <p>Thursday Afternoon</p> <p>1.30 o'clock—Convention Hall. Address by E. B. Moon. Subject, "Jobbers' Co-operation With the Retailer."</p> <p>3.00 o'clock—Election of officers.</p> <p>4.00 o'clock—Discussion of policy for coming year.</p> <p>5.00 o'clock—New business.</p> <p>6.00 o'clock—Convention closes.</p> |
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GOD SAVE THE KING

Is the Commercial Traveler a Necessity

A Member of the Dominion House Urges Elimination of the Travellers Occupation
—Views of Some Wholesalers and Retailers on the Matter

WITH an order to require all men between the ages of 16 and 60 to be engaged in some useful occupation, and with the demand for labor on the farm and elsewhere becoming daily more imperative, it is becoming a question as to just what is a useful occupation.

In a recent session of the Dominion House the commercial travellers came under discussion. John Best, of Dufferin, in the course of some remarks on the needs of the farm declared that commercial travellers could all be called off. The government, he said, should consult the wholesalers and have this done. "The labor situation is serious," he continued. "Men are required for the trenches, but it would be a bad thing if people should die of starvation later on because the farm had been neglected."

Mr. Best evidently puts the commercial traveller in the list of unnecessary activities.

There is somewhat of a difference of opinion on this point, however. The T. Kinnear Company, wholesale grocers, Toronto, believe that it would be quite possible to get along without the services of the traveller in the country if anything were to be gained thereby. It is the contention of Mr. Kinnear, however, that no useful end would be achieved. They have on the road at present, he states, three travellers of 60 years of age, while others have been with them 20 to 25 years. What would be the profit of withdrawing these men? They would not be of any particular use inside, and they have been trained too long in one line to be of any particular use in any other occupation. Mr. Kinnear gave it as his opinion that the average age of travellers out of Toronto anyway would be around 40 years. They were not the age to make good farmers.

On the other hand some wholesalers have found it quite possible to do without travellers, and in the individual case at least it has evidently been a profitable venture. The A. MacDonald Company, of Winnipeg, for many years past have adopted the policy of putting no travellers on the road, and as they have made no variation in this rule it is evidently working well for them.

Produce Trade Requires the Traveller, It is Stated

The wholesale produce trade on the other hand could not do without the services of the traveller. Mr. Boynton, of Gunns, Limited, Toronto, states that it would be impossible for the produce man to take orders for any length of time ahead and quote prices, owing to the fluctuations in the market. Then, too, it is the custom of the business to make up what are known as "peddler cars." Their products need refrigerator

car shipment, and the only way that is possible is to get a number of orders from one town or section to be shipped as a minimum car. It would be quite impossible, Mr. Boynton states, to get the retailer to send in his orders on a special date. The order has to be gone after if it is to be obtained at regular intervals. He sees no way in which the service that the traveller performs could be done away with.

The Traveller as a Collector

On the other hand officials of another large Toronto produce concern which keeps a considerable number of travellers on the road think that the change should be possible, and might prove satisfactory if there was anything like a united action in this matter. The difficulty is not in the matter of selling, in the opinion of the president of this company. The maintained quality of the goods they believe is the most important factor here, but the traveller is a very important element in collections. He can collect accounts from smaller dealers where any kind of notice from the house itself would be liable to cause annoyance. In their experience the smaller dealer cannot be depended on to settle his account promptly unless there is some element of suasion brought to bear. So if the traveller were withdrawn it would probably necessitate the substitution of at least half the number of collectors, and it is questionable if the small saving would be justified. Moreover the traveller in their opinion kept the house posted on the financial condition of the merchant. If the account was not settled promptly further orders would not be sent. It is possible that there may have been an entirely just reason why this account was not settled. These facts would be known to the traveller, but could not possibly be known to the wholesaler, and in that way difficulties might arise. There was a large element of overlapping in their opinion that spelt waste, but aside from the absolute elimination of the system they doubted if this waste could be prevented.

The Imperial Tobacco Company has at present about 175 travellers on the road throughout Canada, and Mr. Brennan, the Toronto manager of the company, states that he would be sorry to see any of them withdrawn. To do so he believes would entail a reorganization of business systems that would mean no saving. Moreover it would in all probability mean the development of a large number of small jobbers in smaller centres because the retailer will not send in orders to a house at any great distance. Moreover Mr. Brennan believes that these travellers are best employed as they are. They could not

be fitted for work on the farm or anything of that nature.

Some Retailers Opinions

Donald Nicolson, Roncesvalles Avenue, Toronto, thought that the traveller performs a real service that the merchant could not well do without. Many merchants tied more or less to the store by shortage of help would find the discontinuance of the use of travellers a real hardship.

D. MacLean, while of the opinion that there was a serious element of overlapping in the service of the travellers, and while believing that anything that could be done in this direction to limit this waste effort would be of advantage to the merchant and the public, yet thought that the travellers were of value to the trade and provided a necessary service to the trade.

FLOUR AND SUGAR REGULATIONS

(Continued from page 25.)

sons in that situation. He could not expect the cross roads store keeper to supply him sugar probably from a very limited stock, when for years past he has been dealing elsewhere.

To Whom Shall Hoardings Be Returned?

Or still another case in point. A merchant sells a regular customer, say, ten pounds of sugar, or flour, what he knows to be that customer's regular supply. But that customer has gone elsewhere and has bought from other merchants other ten pounds. Will this first mentioned merchant be compelled to receive back from the customer the goods that were sold in an honest and bona fide deal? Taking it for granted that the Canada Food Board intends to deal with the greatest fairness with all these cases, it is the belief of this paper that the man who made the sale to a regular customer, and within the limits that he knows to be justified will not be required to cancel the deal, but that customers who have bought from other merchants where they have not regularly purchased these goods, and who consequently were, perhaps unthinkingly, a party to the offence of hoarding, will be required to return them to those merchants.

These questions have all been asked in a serious mood by merchants who were faced with these problems, and who were anxious to meet any obligations that might rightfully be imposed upon them.

CANADIAN GROCER has submitted these questions to Henry B. Thomson, the chairman of the Canada Food Board, and asked for a ruling upon them. At the time of writing no reply had been received. When such a reply is received it will be published in these columns.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - - President
H. T. HUNTER - - - - - Vice-president
H. V. TYRRELL - - - - - General Manager

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EDITORIAL BRIEFS

He who practises any deceit in his salesmanship is like an ostrich that buries its head in the sand to escape its pursuers. The wrong committed is a boomerang which will return to whack him on the skull and beat out his business life.

* * *

THE forehanded folks who wanted all the sugar and flour they could pay for, are now in the unbecoming position of having to return a large part or else run the risk of detection with the attendant unenviable publicity, to say nothing of a fine.

VALUE OF PRIDE IN GOODS

IF the merchant wants other people to have a high opinion of his goods he must first have a high opinion of them himself. It should be his endeavor to have goods in his stock in which he can take real pride. This is where his ability as a buyer is made manifest.

The merchant can show this pride in his goods by the way he handles them. Careless, slipshod methods of picking these goods up and in laying them down again will make the prospective customer think lightly of them. If you show your customer that you admire your stock and handle it with unflinching care it cannot help but make an impression on the would-be buyer.

Clerks should be given this viewpoint of the master merchant who handles almost in a fond way the articles which he has bought with the idea of selling again. A sale may be nipped in the bud by careless handling of goods.

CANADA GROWING FOND OF FISH

THERE has been such a burden of good advertising to put the fish in its proper place on the menu that it seems in a fair way to getting there. There has, so the reports tell us, been an increase of \$12,000,000 in the value of the fish consumed in Canada in 1917 in excess of the amount consumed in 1916. The total amount consumed was some \$50,000,000, a sizable fish bill. That is a cheering thought, for on facts such as these the prosperity of the country depends.

The grocer has been in a good measure responsible for this improvement. He has buckled to the task of assisting the Government in this campaign with a will. And as yet the possibilities of this field of salesmanship have been barely touched. Many merchants have not even started to sell fish, and this in the face of the fact that it is one of the best selling lines they can handle, and brings them a business that does not encroach on any of their other lines of business. Here is a great summer business for the merchant. A small fish case is all the equipment needed and it costs but little. Let the merchant consider this business carefully and help to swell the fish consumption of 1918 to still larger figures.

THE TOUCH OF THE THINGS OF HOME

THE Manitoba Branch of the Retail Merchants' Association is fathering a propaganda to encourage letter writing to the boys at the front. That is an idea that should surely appeal to every reader of these pages. That is the constant appeal, we are told, from the lonely chaps that hold the line in France—for the touch of home that breathes through the written page.

Merchants! There are boys who have gone from behind your counter, whom no doubt you think of many a day, but do you send them a letter to give them the news of the store; of the goods that are selling, the goods that are dead; the way Jim lost a good customer or the way he made another; about the girl clerks in Jones' store down the street; about your idea of getting a car for delivery, and your problem as to what make to get and what color to paint it? Do you tell him little newsy things about the goods, the customers, the store, and about the town? Why don't you? Do you think they are too trivial. They were his life before he went, they will be his life again if, please God! he comes home, and it is the trivial things that will steady him in the ordeal he must face. It's the pull of the things of home that the boys are longing for and we are not giving it to them.

Sit down and write that letter, and give him the news, the store news, the news of the town, the news of home. If you have no clerks over there you know one anyway, so write that letter and keep writing. It is a little thing that is well worth doing.

Current Events in Photograph—No. 19

BEFORE THE FRONT LINE

This is a photo of an advanced British artillery observation post situated somewhere out in No Man's Land watching the effect of the fire of batteries miles in the rear. Here a man may surely look in the bright face of danger, and gaze in it alone. He and the birdmen are the eyes of the guns behind. If they fail in a measure at least the guns fail, and that means an added tragedy out there in front. Here you see the observation officer in his steel helmet watching through a new variety of periscope the effect of shell fire.



Selling Extracts in Ontario

New Regulations Governing Sale of Flavoring Extracts in Ontario Should be Carefully Studied by Retailer
—Records Must be Kept

THERE has been a good deal of uncertainty as to the Ontario statutes requiring that flavoring extracts be not sold in quantities greater than two and a half ounces. Through an error in last week's issue this regulation was spoken of as a Dominion measure. It is in fact an amendment to the Ontario Temperance Act and as such is of course binding only on the residents of that province. The law provides that the merchant selling flavoring extracts shall keep a record of the sale and the name and address of the party sold in a book provided for that purpose. There is a proviso in this amendment that permits the sale in larger quantities to institutions, confectioners and others who have a legitimate demand for a greater quantity than two and a half ounces. Another clause absolutely prohibits the sale of extracts by peddlers or transient traders.

Extract of ginger cannot be sold by the merchant, but only by a qualified druggist.

The full wording of this section of the Act is as follows:

The Wording of the Amendment
26. *The Ontario Temperance Act* is amend-

ed by adding thereto the following section:

125a (1) Notwithstanding anything contained in section 125 of *The Ontario Temperance Act* no essence, tincture, compound or preparation commonly known or described as a flavoring extract or essence containing alcohol shall be sold except in bottles containing not more than two and one-half ounces, and a record of the sale of same shall be kept by the manufacturer, merchant, druggist or other person who sells the same in a book provided for that purpose, which shall show the name and address of such person to whom any such article is sold, the date of sale and the quantity sold, and this record shall be open to the inspection of any license inspector or any officer authorized by the Board to make such inspection and a true copy thereof under oath shall be supplied to the Board forthwith on demand by the proprietor of the business upon whose premises any such sale was made. Provided, however, that nothing in this section contained shall prevent the sale of any such essence, tincture or flavoring extract in a larger quantity than two and one-half ounces to a druggist or a manufacturer of confectionery or other similar commodity or to a person in any trade or business in which any such article is commonly used for legitimate purposes or to any public institution or to a wholesale dealer for resale to any of the persons mentioned in this proviso, but all such sales shall be recorded in a book as above mentioned by the person selling the same and in all other

respects the provisions of this sub-section shall apply thereto.

(a) This sub-section shall not apply to any preparation containing less than two and one-half per cent. of proof spirits.

(2) No pedlar or transient trader in Ontario shall sell or dispose of any tincture, essence or extract mentioned in the preceding sub-section.

(3) Unless upon the order of a duly qualified medical practitioner no druggist shall sell or dispose of any tincture, essence or extract of ginger except to a person having a permanent place of residence in the city, town, village or district in which such sale takes place and then only upon the affidavit made by the person requiring the same in the form in Schedule "G" hereto, stating that it is not required for beverage purposes. Upon receiving such affidavit and being satisfied that such tincture, essence or extract is required for legitimate purposes, the druggist may supply a quantity not exceeding two ounces and all the provisions of sub-section 1 hereof shall apply to any such sale.

(4) The provisions of the next preceding sub-section shall not affect the sale or purchase of any such tincture, essence or extract of ginger by or between wholesale dealers, druggists, manufacturers of confectionery, persons carrying on any trade or business where the same is required for legitimate purposes or where it is needed in a public institution.

(5) Except as in this section provided no person other than a druggist shall sell or dispose of any tincture, essence or extract of ginger.

(6) Any violation of this section shall be an offence against this Act and the person committing the offence shall upon conviction incur the penalties provided by section 59 hereof.

CURRENT NEWS OF THE WEEK

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

Maritime

Current News—Maritime shrmc
Bottled beverages have advanced 20c per case in St. John. Even at higher prices the bottlers cannot meet the demand.

The Standard Creamery Company, St. John, has dropped the retail end of their business, and will concentrate on the wholesale business in dairy products.

Doyle's Meat and Provision Market, Union Street, St. John, has gone out of business.

James S. and Frank H. Byron, who formerly conducted a retail grocery in Brussels Street, St. John, have bought out R. R. Patchell, Stanley Street, and will continue the business under the name of Byron Brothers. Mr. Patchell has retired.

There still is a surplus of potatoes in New Brunswick, and the agent of the Dominion Food Board is making inquiries in the West Indies in search for a profitable market for them.

John McSherry, who has conducted a retail grocery store in Main Street, St. John, for more than forty years, died this week. The business will be continued by his son, James McSherry.

Guy H. Humphrey, wholesale and retail teas, coffee and cocoa, has removed from Union to King Street, St. John.

Quebec

A. Langlois, grocer, Lauzon, Que., has sold out.

Chas. Laurin & Co., general store, Longueuil, Que., has dissolved partnership.

Z. Hebert, president of Hudon Hebert & Co., wholesale grocers, Montreal, has been elected a vice-president of the Montreal Canadian Club.

Percy T. Strong, sales manager at Halifax for the Acadia Sugar Refineries Co., Ltd., has been appointed secretary of the Nova Scotia Branch Navy League of Canada.

A. L. Hager, manager New England Fish Co., and also of the Canadian Fishing Co., Vancouver, was a recent Montreal visitor on his way to the Pacific Coast from New York and other points.

C. S. Williams, sales manager of the Scott-Bathgate Co., Winnipeg, was a visitor to the Montreal office of CANADIAN GROCER last week. While in Montreal Mr. Williams called on the trade in the interests of his firm.

Cecil T. Gordon, Montreal representative of Dominion Canners, was in Hamilton this week. Mr. Gordon motored from Hamilton to Simcoe and reports that conditions are promising as far as it is possible to judge at this early date. The great question will probably be that of labor, Mr. Gordon stated.

The many friends of W. R. Drynan, secretary-treasurer of Dominion Canners will sympathize with him in the death of his father which occurred at Strathroy, Ontario on May 6th. Mr. Drynan was in the West and did not reach home before his father had passed away.

Ontario

Jas. Burn, grocer, Hamilton, Ont., has sold out.

J. P. Clayton, grocer, Toronto, has sold to S. Bennett.

T. Shaw, general store, Egbert, Ont., has suffered fire loss.

Geo. Bentley, grocer, Port Arthur, Ont., has sold to I. Bell.

Mrs. J. R. Guest, grocer, Barrie, Ont., has sold to Mrs. A. Hook.

A. J. Summers, general store, Cairo, Ont., has sold to G. A. Stewart.

Jos. Dillon, general store, Bothwell, Ont., has discontinued business.

R. A. Carey, of Carey Bros., wholesale fruits, Hamilton, Ont., is dead.

Mrs. W. Oatway, grocer, Perth, Ont., has been succeeded by Mrs. M. B. Dodds.

Clarke & Co., London, Ont., adopted the cash and carry system of business recently.

W. W. Hill, Lucknow, Ont., has adopted the policy of selling bananas by the pound and finds that it works out very satisfactorily. He makes a price difference of from 25 to 45c per dozen to cover the difference in size and quality.

F. Hailey & Sons, London, Ont., recently tried out a cash and carry parcel. The parcel was made up of groceries that are required every week in the ordinary home. They dressed the window with these and had streamers outside the store, and cards with the ordinary price and the cash and carry price of these goods showing a saving of 10 per cent. Despite this, however, they did not find the venture took very well.

Western Provinces

Geo. Coppin, general store, Kamsack, Sask., has sold out.

E. L. Osborne, grocer, Holden, Alta., has sold out.

J. S. Corbin, general store, Lathom, Alta., has sold out.

R. K. Wensley, general store, Mildred, Sask., has sold out.

M. M. Potvin, general store, Willows, Sask., has sold out.

G. E. Cassidy, general store, Ponteix, Sask., has sold out.

W. H. Rattee, general store, Pasqua, Sask., has sold out.

F. J. Reinhart, general store, Guernsey, Sask., has sold out.

Crescent Cash Store, grocer, Moose Jaw, Sask., has sold out.

T. W. Lyall & Co., general store, Riverview, Sask., has sold out.

J. C. McKinnon, general store, Kinrossdale, Alta., has sold out.

Begg Bros., general store, Acme, Alta., have been succeeded by A. Begg.

Chas. Wallis, general store, Trossachs, Sask., has sold to W. W. Flawn.

F. H. Ellert, general store, Allerton, Alta., has discontinued business.

Ellis Bros., general store, Macdowal, Sask., have dissolved partnership.

L. Arnovitch, general store, Balgonie, Sask., has sold to F. Rosenbaum.

Dols & Rich, general store, Milk River, Alta., has discontinued business.

J. J. Pickard & Son, general store, Oxbow, Sask., have dissolved partnership.

F. J. Reinhart, general store, Guernsey, Sask., has been succeeded by Guernsey Co-operative Association, Ltd.

The Brantford Computing Scale Company have opened a Western office at 280 Main street, Winnipeg. John McMillan and R. N. Warner will be in charge.

D. A. Hanes of Saskatoon and Capt. Turner of Winnipeg have taken over the interests of the Tisdale Trading and Milling Co. The Tisdale mill has a capacity of 125 barrels of flour per day, and for some time has been working double shifts. After supplying the domestic demand the surplus product amounting to about 600,000 pounds monthly is shipped overseas. The mill turns out flour under the trade names of "Family Pride" and "Diamond Patent."

J. D. McGregor, western representative of the Food Controller, was a visitor in Regina on Saturday, April 27, and held conferences with G. A. Mantle, honorary secretary of the Saskatchewan branch of the Canada Food Board, Hon. C. A. Dunning, director of production, Hon. G. W. Brown and F. Hedley Auld, of the executive of the Saskatchewan branch, and other provincial officials. Mr. McGregor expressed satisfaction at the manner in which the food regulations are working out, and stated that in the near future private homes would be placed under regulations.

At a meeting of the Saskatchewan Social Service Council, held in Regina April 25, a resolution was passed calling the attention of the Canada Food Board to what is considered an excessive price for bread and suggesting the need for immediate investigation. The council also urged upon the board by means of resolution the resumption of bread wrapping by dealers, as a clean and necessary means of handling bread.

The proposal to make restaurant tariffs subject to the approval of the

license inspector under the suggested new licensing regulations did not meet with the approval of the Regina city council in special committee when the matter was considered recently. It was felt that this would give the license inspector too much discretionary power. The proposal was contained in the recommendation from the by-laws and legislation committee. The remainder of the recommendations of the committee, including the proposal to license barber shops, shoe shine stands and auto trucks operated for hire, were approved.

The P. Burns Company are overhauling their Prince Albert plant, and will add another storey to the present building so that when all changes have been made the capacity of the plant will be practically doubled. W. P. Graham, of Calgary, chief engineer of the company, is at present in Prince Albert. The capacity of the old storage plant will also be doubled. The company intends later installing a complete pork packing plant. One of the features of the new system to be put into operation at their Prince Albert plant will be the examination by a veterinary surgeon of all animals, both before and after killing, and if the carcasses are found to be in any way diseased they will be eliminated from those intended for human consumption.

CONFIDENCE SHOULD BE GROCER'S KEYNOTE

By Zephirin Hebert

Conditions are undoubtedly sound and there is every reason for us to go ahead with business in a confident manner," said Zephirin Hebert to CANADIAN GROCER this week. Mr. Hebert is former president of the Montreal Board of Trade and president of the wholesale grocery firm of Hudon, Hebert & Co. of Montreal. His observations at this time will be read with interest by Canadian grocers.

"This is a time when we should all be in the spirit and determination of doing what we can to assist in the great work of speeding production as undertaken and encouraged by the Canada Food Board. They are doing what is best under the present unusual conditions and grocers can be of much assistance in furthering this spirit and in conforming with the requirements of the hour."

"The retail store is on much the same basis as the wholesaler and the manufacturer to-day. Restrictions have had to be made and we all have to abide by these. It is a patriotic thing for us to do and we all shall do well to observe in every possible way the needs of the situation as it is.

"At present it is difficult to secure many of the lines that sold well before the war, and this applies to the imported lines mostly. It also is very difficult to substitute for these and we have to be satisfied with what can be secured. Until after the war many lines cannot be secured at all and while there will be a good demand for these when

the war is over, a market having been established for them, at present what can be had will have to suffice.

"The retail grocer will have to sell his customers in smaller quantities and oftener. This will be his duty and he can well conform to this. In so doing he is a help to the Food Controller and is showing real patriotism by abiding by decisions made necessary to-day. If this is done by all there will be no difficulty.

"By buying with due regard to one's needs and in watching with due care their accounts, grocers will be able to carry on their business in a satisfactory manner. In a broad way there is every reason why your readers should be hopeful. The production has been large in many parts of Canada and prices have been good. With the campaign for greater production this year well under way there will be a great deal of food raised. In this the grocer can be of much assistance—by being a producer himself and thus setting a good example to others. The great need of the hour from a patriotic standpoint is that of more production and larger consumption of all kinds of vegetables and fruits to release those more needed

Re Farmer's Clubs.

It is necessary for all Farmer's Clubs and Co-operative Societies to apply to this department for a license to enable them to sell food and food products retailed to the members of such Clubs or Societies.

In the event of these organizations storing their purchases we are also compelled to consider the necessity of their taking out a Wholesale License.

CANADA FOOD BOARD.

for the Allies overseas and the Allied armies.

"With regard to the prices of commodities there seems to be no reason why these should greatly decrease after the war. Conditions have so changed that we can never return to ante-bellum prices. This will apply to wages as well, in my opinion. The man who has been receiving a higher return for his labor will be very unlikely to agree after the cessation of the war to a big reduction in his wages. He will argue that his services are worth more. Commodities will cost far more than they did prior to the war and this will mean that his demand for a good wage will have to be met. Generally speaking there will be a dearth of labor in many ways and the readjustment will find many men in occupations which they have found themselves engaged in through new environment. Thousands of men will see life differently than they have before and will be fitted for positions other than those they held previously."

A NEW SUBSTITUTE FOR BUTTER

Potato butter is recommended by the British Ministry of Food as a cheap substitute for butter, being made in Eng-

land at a cost of less than 10 cents per pound, as follows:

"Peel the potatoes and boil until they fall to pieces and become floury. Then rub through a fine sieve into a warmed basin 14 ounces of potatoes and add 2 ounces of butter or margarine and 1 teaspoonful of salt. Stir until smooth and then mold into rolls and keep in a cool place. To make the appearance approvable use butter coloring, and if intended to keep beyond a few days, a butter preservative should be added."

Letters to the Editor

RE CO-OPERATIVE DELIVERY

To the down town grocer who has built up a business on quality and service, a union delivery would be disastrous. In sending out butter, lard, fresh vegetables, etc., the shortest time from the store to the customer is the only way to have the order arrive in good condition. The drivers are directly responsible to the store, and all complaints can be handled intelligently. There is a disposition on the part of the consumer to be more reasonable and if the dealer uses a little discretion the order trips may be made up to save a great deal of time. Most customers if spoken to in the right way will realize the stringency of the times and conform to the wishes of their grocer who, while possibly unable to reduce his delivery staff will certainly not have to add to it. While delivery schemes may work out all right in small towns, I don't think it would be justice to large stores in the cities to force them into some scheme that might force them out of business. As most all drivers to-day are not eligible for military service, no object would be gained by discharging a lot of men who might find it difficult to get employment.

The florists in Hamilton, Ont., charge five cents for each parcel delivered. I have read a suggestion by a correspondent of a Toronto paper who suggests that all merchants be supplied by the Government with war tax stamps and that a five-cent stamp be affixed to all orders. Of course the cost to be added to the customer's purchase. It would certainly bring in a large revenue, and possibly be of more service than reducing the delivery.

SERIOUS FIRE IN THREE RIVERS, QUEBEC

Fire which started in the film room of the Victoria Theatre, Three Rivers, Que., on Friday last, destroyed the store of Eugene Julien, general merchant, with a loss of some \$30,000, and the store of Jos. Bellefeuille, grocer, with a loss of \$15,000. The theatre and a block of six dwelling houses were also destroyed.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

OCCUPYING the place of prime importance at all centers is the new tax as now imposed on teas, coffee, tobacco and matches. The trade generally has bowed to the inevitable, and while some points in the new rulings are being cleared up, new prices representing just the amount of the tax have been established. Some further slight adjustments may be found necessary when a clear interpretation of the new taxes is available.

The certainty of what has happened and the uncertainty as to what may happen is making it increasingly difficult to do business. All branches of the trade are facing new problems almost every day, and the solution can only be determined as the questions arise. Conditions are decidedly unusual and require unusual remedies, but business generally may be said to be moving along satisfactorily.

MONTREAL—The market has not been characterized by many price revisions, and the condition of trade is reported fair. Interest centres in the sugar situation again from the fact that the failure of raws to arrive in usual quantities from the usual sources has compelled buying of Cuban and other sugars at enhanced prices. This will probably mean a change in price for refined sugar in the near future. Molasses has been coming to hand better the last week, and one jobber secured delivery of 50 carloads. The new tax on matches will result in a considerable advance of price for the various sized packages. New prices are being figured out. Some advance was made on cayenne pepper, the amount being about 3c pound. Margarine is down in one quarter 1 to 1½c a pound. Figs are very scarce, and honey is almost unprocurable. It is stated that the Government has taken practically 100 per cent. of the available shipping, and that for regular trade needs application has to be made to the shipping board.

TORONTO—Prices on teas have advanced 10c per pound, and coffee 5 to 6c per pound to cover amount of tax now imposed. Whether quotations as now ruling will hold is a little uncertain as yet. The extra cost of handling tea, as represented by the interest on the increased investment, added insurance charges, etc., will be more than the 10c tax involved, and how this extra is to be absorbed has not yet been fully determined.

A new schedule of sizes is being worked out in tobacco, and when these are marketed the advance in prices is expected to run from 28 to 35c per pound. There has been little, if any, change made in quotations on existing stocks. Cigarettes have, however, made a stiff advance, averaging about \$2.30 per M., and new prices arriving on cigars show a higher scale of values.

Quotations on prunes were sent out May 1, but withdrawn again before any orders were placed under instructions from the United States Government. The prices asked, which should show the tendency of the present market, figured out somewhat higher than present costs being worked on by jobbers.

The market in respect to nuts shows continued firmness. Stocks are light, and with a possible complete restriction on exportations, spot markets are holding very firm, with prices at comparatively high levels and prospects of even higher prices being named as the season advances.

Spot stocks of spices are reaching a very low point, with prospects of renewing none too bright. Stocks at distributing points in the United States are reaching the vanishing point, and prices on new supplies arriving for the local market will, it is thought, range from 5 to 20c per pound above present figures on all lines.

WINNIPEG—Already the restrictions placed on candy manufacturers, limiting the amount of sugar which they can use, is being felt, and a candy shortage may be said to be developing. The situation in respect to sugar as yet shows little real improvement. Receipts have by no means reached a point where orders are being taken care of in their entirety, though hopes for better conditions exist.

The sale of matches has been temporarily discontinued until a distinct interpretation of the new tax and definite instructions are available. This is expected towards the end of the week.

The tax on tea and coffee has influenced prices upward. The tax on coffee is not expected to affect consumption to any extent. Advances previously made did not have that effect, and the higher prices now prevailing are not expected to curtail the demand appreciably.

New vegetables being offered are green peas, turnips and beets.

QUEBEC MARKETS

MONTREAL, May 8.—This week is one of fewer changes than usual. The trade conditions are reported fair, and in some quarters there is more active demand than some anticipated. One jobber reduced the price of tomatoes (2's) to \$1.90. Imported olive oils are scarce and an advance of 10 per cent. has been made on the line. In one quarter margarine is down 1c to 1½c per lb.

Jellies Higher; Olive Oil Advances 10%

Montreal.
JELLIES, OLIVE OIL.—An advance of 20c per case is made in the price of one brand of jellies, the former price of \$1 per dozen being advanced to \$1.20. Imported olive oils are very scarce, and as a consequence the prices have taken a general advance of 10 per cent. Few new lots are coming forward.

Purchase Of Cuban Raws May Cause Advance

Montreal.
SUGAR.—The sugar market is quite as it was a week ago. Prices have not changed, and some think they are likely to remain as at present. On the other hand, some Cuban raws have been brought in at higher cost, and this was done owing to the shortage of supplies that were to have reached the Canadian refineries some weeks ago, but which did not come because of the lack of tonnage. If this shipping situation continues as at present there cannot be the improvement looked for in the increase of raw supplies that was hoped for. And if the importation of the Cuban sugars is depended upon to any great extent one refiner states that they point to a higher price for refined sugar. In the meantime there was some slight improvement in the amount of raw sugars received during the last week, one refiner reports.

100 lbs	
Atlantic Sugar Company, extra granulated sugars, 100 lbs.	8 90
Acadia Sugar Refinery, extra granulated	8 90
St. Lawrence Sugar Refinery	8 80
Canada Sugar Refinery	8 65
Dominion Sugar Co., Ltd., crystal granulated	8 80
Special icing, barrels	8 70-9 05
Icing (25-lb. boxes)	9 10-9 40
Icing (50-lb. boxes)	8 90-9 20
Diamond icing	8 70-9 05
Yellow, No. 1	8 10
Yellow, No. 2 (or Golden)	8 00
Yellow, No. 3	7 90
Powdered, barrels	8 60-8 95
Paris lumps, barrels	9 10
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	9 10
Crystal diamonds (boxes 100 lbs.)	9 10
Cut loaf (50-lb. boxes)	9 30-9 65
Cut loaf (25-lb. boxes)	9 50-9 85
For deliveries in Montreal City districts add 5c to above refinery price if purchased through wholesalers.	
Dominion Sugar delivered direct to retailers at above price.	
For 50-lb. and 25-lb. bags add 10c per 100 lbs.; for 20-lb. bags add 15c per 100 lbs.; for 10-lb. bags add 20c per 100 lbs.; for 5-lb. cartons add 25c per 100 lbs., and for 2-lb. cartons add 30c per 100 lbs. Granulated and yellow sugar may be had in barrels of 5c over above prices. Fancy sugars make a corresponding increase when put up in small packages.	

Big Sale Still For Canned Goods

Montreal.
CANNED GOODS.—In speaking with a representative of one of the largest canners this week, it was stated that a great quantity of the available canned goods was moving. Some of these supplies were going across the line to fill demand in the States. Locally there seems to be a good movement. It is possible that certain percentage of the salmon pack may be taken over later and distributed through regulated Government control. This was hinted at from one source. In one instance the price of canned tomatoes (2's) is quoted at \$1.90. While the market is

OPENING PRICES ON DRIED FRUITS WITHDRAWN

The California Prune Association opened prune prices on May 1 and were followed by Rosenberg, an independent packer. However, before sales could be made the United States Government forbade their making contracts or further offers prior to June 1. The prices asked, which should show tendency of present market, figured out somewhat higher than present costs being worked on by jobbers.

The action of the Government is thought to be due to their probable entry into this market as buyers, and it follows that the requirements of the Government will take precedence over other calls. This was only recently demonstrated in respect to raisins, details of which were outlined in CANADIAN GROCER a couple of weeks ago.

firm for the most part prices hold without any change whatever.

Salmon Sockeye—		
"Clover Leaf," ½-lb flats	2 40	2 45
1 lb. flat		4 00
1 lb. talls, cases 4 doz., per doz.		3 75
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls		1 80
Pinks, 1-lb. talls		2 40
Cohoes, 1-lb. talls		2 65
Red Springs, 1-lb. talls		2 70
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.		2 25
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 "¼s"		20 00
Canned Vegetables—		
Tomatoes, 1's		1 20
Tomatoes, 3s	2 50	2 75
Tomatoes, U.S. pack (2s)	1 90	2 12½
Tomatoes, 2½s	2 40	2 60
Peas, standards		1 75
Peas, early June		1 90
Beans, golden wax	1 85	1 90
Beans, Refugee	1 85	1 90
Corn, 2s, doz.	2 35	2 40
Spinach (U.S.), 3s		3 00
Do., (U.S.), gallons		10 00
Corn (on cob, gal. cans), doz.		8 50
Red raspberries, 2s		2 90
Simcoe		2 75
Red cherries, 2s	2 60	2 90
Strawberries, 2s		3 00
Blueberries, 2s, doz.		1 85
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s		1 75
Pumpkins (gallon), doz.		6 00
Carrots, sliced, 2s		1 45

Apples (gallons)	5 00
Peaches, 2s (heavy syrup)	2 00
Pears, 3s (heavy syrup)	2 45
Pineapples, 1½s	2 25
Greengage plums (light syrup)	1 90
Lombard plums (heavy syrup), 2s	1 70

Figs Are Scarce; Dried Apples Easy

Montreal.
DRIED FRUITS.—After the announcement made recently of the prices on "licensed" fruits considerable bookings were made, but the Government order following a few days later disposed of this business immediately, none being permitted to book by the United States Government before June 1st. A few odd cars continue to come here and trading is fair in a seasonable way. Evaporated apples are easy and favorable quotations can be obtained here and there on the commodity. It is seemingly impossible to secure a definite quotation at present on these, some firms having odd lots to offer at reduced prices. Apricots of new crop are being offered and sold to jobbers, at the present time the regulation regarding bookings applying only to raisins, prunes, peaches and apples. Figs are decidedly scarce.

Apricots—		
Choice		0 28
Fancy		0 30
Apples (evaporated)		0 20
Peaches (fancy)—		
Faced		0 10
Choice		0 17
12 oz., per pkge.		0 16
Pears		0 16
Drained Peels—		
Citron		0 32
Lemon	0 27½	0 32
Orange	0 28½	0 34
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$3.25-\$4.00; 4-crown cluster, \$5.00; 5-crown cluster, \$6.00.		
Muscateis, loose, 2-crown		0 11
Muscateis, loose, 3-crown, lb.		0 11½
Muscateis, 4-crown, lb.		0 12
Cal. seedless, 16 oz.		0 14
Cal. seedless (new)	0 16	0 16½
Fancy seeded, 16 oz. pkgs.		0 13
Choice seeded, 16 oz. pkgs.		0 12
Valencias, selected		0 11
Valencias, 4-crown layers		0 11½
Currants, old		0 24
Do., new		0 32
Dates, Excelsior, per case		6 84
Do., Dromedary		7 92
Figs (new), 100 to case		11 00
Figs (layer), 10-lb. boxes	1 90	2 75
Figs, Spanish (22-lb.)		0 20
Figs, Portuguese		0 13
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)		1 75
Pkgs. 10 oz. 12 pkgs.		1 45
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Prunes—		
30-40		0 17
California, 40-50s		0 13½
25-lb. cases, 50-60s		0 13
60-70s	0 12½	0 13½
70-80s	0 12	0 12½
80-90s	0 11	0 12
90-100s		0 10
Oregon, 30-40s		0 15½
40-50s		0 15½
50-60s		0 12½

Nuts Being Sold On Outside Markets

Montreal.
NUTS.—The situation is a firm one, with every indication of rising markets, as supplies are absorbed. One of the large importers stated that many supplies were being sold in the New York market, there being an active demand there for all offerings, and this means

that they can sell outside at remunerative prices without bringing forward here. As before pointed out, many varieties are scarce, and with a considerable demand from the trade the market is gradually getting shorter of almonds, walnuts and some grades of peanuts are of shorter supply too. The latter will be available for the demands created, it is expected, notwithstanding. Prices rule very firmly.

Almonds (Tara), per lb.	0 20	0 24
Almonds (shelled)	0 44	0 46
Almonds (Jordan)	0 45	0 70
Almonds, Valencia, shelled	0 45	0 46
Almonds, soft shelled Tarragonas	0 21½	0 22½
Brazil nuts (new)	0 18	0 19
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 19	0 21
Filberts, Barcelona	0 17½	0 18½
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts, Bon Ton	0 15½	0 16½
Peanuts, "Diamond G"	0 15	0 16
Peanuts (coon), per lb.	0 12½	0 13½
Peanuts (Jumbo), per lb.	0 20	0 26
Peanuts, shelled, Spanish, No. 1	0 15	0 17½
Peanuts, shelled, Virginia, No. 1	0 16	0 17½
Do., No. 2	0 14	0 14
Pecans (new Jumbo), per lb.	0 21	0 25
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large Jumbo	0 40	0 40
Pecans (shelled)	0 80	0 80
Walnuts (Grenoble)	0 23	0 23
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 70	0 72
Walnuts (Marbots), in bags	0 22	0 24
Walnuts California, No. 1	0 24	0 24

Rice Firm; Delivery Uncertain

Montreal. RICE AND TAPIOCA.—The rice market is one characterized by a firm undertone. Supplies here are ample for the immediate present and near future under seasonable trading. The aspect as affecting future delivery is different. Shipping is the big problem. Governmental restrictions of one nature and another make the outlook uncertain. The need for shipping on the Atlantic is so great that there is a tendency to withdraw as much tonnage from the Pacific Coast as possible, and still this is needed there very much at the present time to carry available food supplies from the Orient. It is expected that there will be a more clarified outlook as to futures ere long. In the meantime the situation is firm and unchanged all around.

Snow (Japanese)	10 25
Ice Drips	11 25
Carolina	11 50
"Texas," per 100 lbs.	9 50
Patna (good)	8 90
Siam, No. 3	8 50
Siam (fancy)	10 25
Rangoon "B"	8 50
Rangoon "B," 200-lb. lots	7 70
Rangoon OC	8 20
Mandarin	8 90
Pickling rice	7 70
Tapioca, per lb.	0 15
Tapioca (Pearl)	0 15*

Molasses Arrives; Corn Syrup Unchanged

Montreal. MOLASSES AND SYRUPS.—The situation on molasses is not reported any easier in so far as price goes. There has been a freer delivery of this, however, from the South, and one large jobber has received two train loads within the past week, showing that there is some to be had. This indicates a better condition also as relating to transportation. Prices are fully maintained, and much of the

supply is already being delivered to fill previously-taken orders. The corn and cane syrup markets are unchanged, with trading fair.

Corn Syrup—

Barrels, about 700 lbs.	0 07
Half bbls. or quarter bbls., ¼c per lb. over bbls.	0 07½
Kegs	0 07½
2-lb. tins, 2 doz. in case, case	4 65
5-lb. tins, 1 doz. in case, case	5 20
10-lb. tins, ½ doz. in case, case	4 95
20-lb. tins, ¼ doz. in case, case	4 90
2-gal. 25-lb. pails, each	2 15
3-gal. 38½-lb. pails, each	3 25
5-gal. 65-lb. pails, each	5 25

Barbadoes Molasses—

Puncheons	0 92
Barrels	0 96
Half barrels	0 98

For outside territories prices range about 3c lower.

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

Cane Syrup (Crystal) Diamond—

2-lb. tins, 2 doz. in case, per case	5 50
Barrels, per 100 lbs.	8 00
Half barrels, per 100 lbs.	8 25

Bean Sales Slow; California's Arrive

Montreal. BEANS.—The market is quiet. One

ONTARIO TRAVELLERS' HOLIDAYS

Following the policy adopted in previous years, all wholesale grocery houses have agreed to withdraw their travellers from the road from July 29 to August 10, both dates inclusive, during which period they will not send out substitutes nor solicit trade by telephone. The territory affected consists of all ground west of but not including Toronto and as far north as but not including North Bay.

large importer has received a car lot of California beans, and these are pretty well spoken for. Ontario beans still are a negligible factor in the trading here, and there are several varieties of which the available supply is getting very short. Some varieties indeed are off the market. With some jobbers there is more or less open trading, odd lots being cleaned up on their own basis.

Beans—

Canadian, hand-picked, bush... ..	9 00	9 50
Ontario, new crop, 3 to 4 lbs.. ..	8 50	9 00
British Columbia	9 00	9 00
Canadian, 4-5 lb. pickers	7 75	8 00
Yellow Eyes, per lb.	9 00	9 50
Rangoon beans, per bushel ..	7 00	7 50
Lima, per lb.	0 19	0 20
Kidney beans	8 00	8 50
Peas, white soup, per bushel... ..	4 50	5 00
Peas, split, new crop, bag 98 lbs.	10 00	10 50
Barley (pot), per bag 98 lbs.	6 50	6 50
Barley, pearl, per bag 98 lbs.	7 50	8 25

Cereal Market Steady; Rolled Oats Unchanged

Montreal. CEREALS.—The cereal market is not characterized by any change of importance. Odd lots of cornmeal have come to hand, and the prices on certain grades have been easier, although the standard grades are unchanged. Rolled oats are still held without definite change, but in sympathy with the price of oats the undertone is easier than it was. Some suggest that in view of the restrictions on other flour that there will be a good de-

mand for oat products, and in view of the fact that the supply is always getting less and with the new crop an uncertain and far-away item to figure on there is a probability of prices not registering the decline that other quarters have suggested. The position is just a little uncertain at the moment.

Cornmeal, Pure Gold	7 00
Cornmeal (Gold Dust)	6 40
Barley, pearl	8 25
Barley, pot, 98 lbs.	6 15-6 25
Buckwheat flour, 98 lbs.	7 25
Corn flour, 98 lbs.	6 50
Hominy grits, 98 lbs.	6 75
Hominy, pearl, 98 lbs.	7 50
Oatmeal (standard-granulated and fine)	6 04-6 25
Peas, Canadian, boiling, bush... ..	5 00
Split peas	10 25
Rolled oats, 90-lb bags	5 50
Rolled oats (family pack.), case.. ..	5 50
Rolled oats (small size), case	2 12½
Rolled wheat (100-lb. bbls.)	6 75
Rye flour, small lots, 98 lbs.	8 50

Flour Price Firm; Feed Still In Demand

Montreal. FLOUR AND FEED.—The situation is quite unchanged this week, and with the new regulations in force a more settled condition will prevail than ever. The increased use of flour substitutes has made a great demand for many of these, and for rye flour that can be offered on spot there is a ready sale at advanced prices. Rye flour has sold in small lots at around \$8.50 to \$8.75, and there is some considerable demand for corn and rice flours also. Now that the available supplies are regulated all around it is hoped there will be ample flour for the needs of the country as a whole. Feed demand continues to exceed the supply. Feed oats are easier.

War Standard, Graham and Whole Wheat Flours—

Car lots (on track)	10 95
Car lots (delivered), Bakers.. ..	11 05
Small lots (delivered)	11 15
Bran, per ton	35 40
Shorts	40 40
Crushed oats	65 00
Barley chop	75 00
Barley meal	75 00
Feed oats, per bushel	1 07

Coffee Advanced On Recent Tariffs

Montreal. COFFEE.—The coffee market immediately reflected the action of the Government in imposing increased duty. The change was made effective on May 1 and an advance of five cents a pound is made on all brands other than Jamaica, the latter taking on an advance of three cents per pound. Trading is fairly well continued on the following basis, although some have not as yet readjusted prices. Cocoa is selling fairly well at unchanged prices.

Coffee, Roasted—

Bogotas, lb.	0 32	0 37
Jamaica, lb.	0 26	0 28
Java, lb.	0 38	0 45
Maracibo, lb.	0 28	0 29
Mexican, lb.	0 33	0 34
Mocha, lb.	0 39	0 42
Mochas (genuine)	0 48	0 53
Rio, lb.	0 24½	0 25
Santos, Bourbon, lb.	0 29	0 30
Santos, lb.	0 28	0 29
Cocoa—		
Bulk cocoa (pure)	0 90	0 95
Bulk cocoa (sweet)	0 95	0 95

New Duties Will Advance Tea Prices

Montreal.
TEA.—There has been quite a considerable "tempest" in some of the jobbing and importing circles over the very considerable advance made in the tariff on tea. For the most part it seems to be accepted as a measure that had to be considered necessary although many expressions are voiced that on some grades the tariff should not have been so great and will work a considerable hardship. The newly-imposed duty will add to the price of tea to the extent of 10c per pound. Samples of the new crop Japan teas are now being sent out to the trade here and in the United States, and are said to be of very good quality.

Ceylon and Indias—
Pekoe, Souchongs, per lb.
Pekoes, per lb.
Orange Pekoes
Javas—
Pekoes
Broken Orange Pekoes
Orange Pekoes
Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Cassia and Paprika Higher; Spices Active

Montreal.
SPICES.—The spice markets are quite active, some report, taking the season into consideration. Advances are made in cassia, paprika and cinnamon while pepper has been particularly active in some southern points, advancing and selling freely. Mace and nutmegs are also in a stronger position outside. Trading in the States seems likewise to be maintained on an active basis. The steadily active demand will have the effect of absorbing spot supplies to the point where short supply will undoubtedly mean enhanced prices all around.

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

For spices packed in cartons add 3/4 cents a lb. and for spices packed in tin containers add 10 cents per lb.

Uncertainty Stated As to Maple Supplies

Montreal.
MAPLE PRODUCTS.—While there has been a great deal of expression as to the make of maple syrup and sugar this year some say that this is not so large as it was last season. One job-

ber stated to CANADIAN GROCER that some estimated the run of sap this year was 20 per cent. less than that of a year ago. In any case there seems to be ample at the present time to meet a fairly good demand and prices are held unchanged but there is a rather firm undertone. This is marked in the case of pure maple sugar. It is stated again

How Tax Affects Tobaccos

New prices have not yet been established on all lines of tobaccos, cigarettes and cigars, but those already changed will show the trend in the entire line. In the Imperial lines there has been no change in price on old sizes, though orders are only taken subject to stock being on hand. MacDonald's plug is being sold at old prices for old sizes plus additional excise of 10c. New sizes in both lines when put on the market at a later date will possibly show an advance of 28c to 30c per pound. In fact new prices shown below on one or two lines are up about 35c. The new quotations and new sizes will be as follows:

	Per lb.
Old Chum, 12s	\$1.44
Rex, 12s	1.44
Forest & Stream, 10s	1.20
Bull Durham, 9th and 15th bags	1.80
Old Virginia, 12s	1.50
Black Watch, 9s	1.08
Shamrock, 8s	.96
Bobs, 11s	.92
Stag, 8s	.96
Great West, 8s	1.00
Prince of Wales, 11s	1.04
Brier, 12s	1.14

Cigarettes have advanced, effective immediately, on an average of \$2.30 per M all around. New prices on some of the lines handled by the wholesalers follow:

	Per M.
Players	\$12.30
Sweet Caporal	12.30
Old Chum	12.30
Hassan	12.30
Mecca	12.30
Gold Crest	10.50
Old Gold	10.80
Fatima	14.50
Mogul	19.00
Murad	19.00

Revised prices are coming to hand on cigars and quotations effective on some lines already changed are being made on the following basis below. Jobbers indicate that their discount on tobaccos has been cut down.

	Per M.
Bachelor	\$70.00
Humber	41.00
Ovido	72.00
Peg Top, 50s	42.00
Tennyson, 50s	42.00
Grand Master, 50s	64.00
Do., 25s	66.00
Columbias	20.00

that some farmers are holding their supply of sugar, anticipating that higher prices will be obtainable. The honey situation is such the past week that prices are not being quoted, there being practically no supplies whatever in jobbers' hands.

Maple Product—	
Syrup, 13 lbs. Imp. meas., gal.	1 75 1 90
Syrup, 5-gal. tins, per gal.	1 85
11-lb. tins	1 35 1 45
Sugar, in blocks, per lb.	0 19 0 22

String Beans Higher; Cabbage and Cucumbers

Montreal.
VEGETABLES.—The markets are a little improved over last week and the volume of trading is better. Green string beans are firmer in price and cucumbers in crates have gone up to \$6 though in dozen lots they are down to \$2. Montreal cabbage is a trifle lower and new Florida cabbage is higher as it is getting scarce. Other lines are selling fairly well at unchanged prices.

Beans, new string (25-lb. basket)	4 50
Beets (60-lb. bag)	0 75
Cauliflower (California), crate, 2 doz.	4 50 5 00
1 doz. crate	2 00 3 00
Cabbage, Montreal, per bbl.	3 50 4 25
Cabbage, Montreal, doz.	1 00 1 50
Cabbage (New Florida), crate	7 00
Cabbage (New Florida), hampers	1 65
Carrots (bag)	0 50 0 75
Carrots, new (doz. bunches)	1 50
Celery (Wash.), doz.	1 50
Celery, Florida	2 75 3 25
Cucumbers (Boston), doz.	2 00
Cucumbers, hampers	6 00
Endive (Can.)	0 25
Endive (American)	0 40
Lettuce, curly (3 doz.)	2 50 2 75
Lettuce, curly (doz.)	0 90 1 00
Lettuce (Boston) as to size, box	2 25 4 00
Lettuce (Florida), hamper	2 75 4 00
Lettuce (California), 5 doz.	5 50 6 50
Leeks	5 00
Mint	0 60
Mushrooms, lb.	0 90
Onions, red (70-lb. bag)	1 00
Onions, red (100-lb. bag)	2 50
Oyster plant	0 75
Parsnips (68-lb. bag)	1 00
Parsley (American)	1 00
Parsley (Canadian)	0 50
Potatoes (sweet), per hamper, as to size	2 50 4 00
Potatoes, bag	1 40
Potatoes (New Brunswick), bag	1 60
Romane	0 50
Radishes (doz.)	1 00
Rhubarb, doz.	1 50 1 75
Spanish onions, half cases	2 25 3 50
Spanish onions, large crate	4 50 6 00
Spanish onions, small crate	1 50 2 75
Turnips (Quebec), bag	1 00
Turnips (Montreal), bag	0 75 0 90
Tomatoes (hothouse), lb.	0 40
Tomatoes, Florida, crate	4 75 6 00
Watercress (Can.)	0 50
Watercress (Amer.)	1 00

Apples are Scarce; Citrus Fruit Steady

Montreal.
FRUITS.—There is a fair selling of fruits this week and prices are maintained with little change of any kind. The position on citrus fruits is steadier and no changes were made here at all. Wealthy apples are said to be off the market, and in view of the rather large quantities of some varieties of apples certain quantities have been lost. Orange delivery seems to have been better of late and both these and lemons are selling fairly well at maintained prices. Cranberries are just about off the market but a few odd lots are selling in gallon quantities. Pineapples are offered quite freely.

Apples—	
Ben Davis	4 00 4 50
Russets	4 00 4 50
Ontario Apples—	
Spys, No. 1, per bbl.	8 00 8 50
Do., No. 3 (special), bbl.	5 50
Do., No. 3, bbl.	4 50
Pewaukee, No. 1, bbl.	6 50
Do., No. 2, bbl.	5 50
Baldwin, No. 1 bbl.	4 00 4 50
Stark, No. 1, bbl.	4 50
No. 2	3 75
Boxed apples (all sizes)	2 75
Bananas (fancy large), bunch	4 00 4 50
Cranberries (gallon)	1 25
Cocoanuts, sack	7 25 9 00

Grape fruit (fancy Jamaicas)	3 25	3 75
Grape fruit (fancy Porto Ricos)		
80, 96	4 50	
Grape fruit (fancy Porto Ricos)		
54, 46	3 75	4 25
Lemons (fancy new Messina)		4 50
Lemons (choice)		4 25
Lemons (California seedless)		5 00
Oranges, Valencia lates	6 00	7 25

Oranges, Porto Ricos	5 50	
Oranges, California navels	6 00	8 00
Oranges, Jamaica	6 50	
Oranges (bitter)	4 00	5 00
Oranges (Seville, bitter)	5 50	
Pineapples, Cuban (crate)	5 00	
Pineapples, Florida	5 50	
Pears, eating (doz.)	0 30	0 60
Strawberries (box)	0 22	0 32

Tins, 10-lb., baking grade, case		
of 1/2 doz.		3 75
West Indies, 1 1/2, 48s		5 00
West Indies, 2s, 36s	4 00	4 25

Nothing New In Canned Goods Market

Toronto.
CANNED GOODS.—There has been nothing of interest to mark the position of these lines, conditions remaining unchanged. Some movement of canned vegetables is reported to Western points and a very fair retail demand exists in surrounding territory. Prices are firm and unchanged.

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

Salmon—		
Sockeye, 1s, doz.	4 00	4 50
Sockeye, 1/2s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., 1/2s, doz.	1 85	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., 1/2s, doz.	1 85	1 50
Cohoos, 1/2-lb. tins	1 85	1 90
Cohoos, 1-lb. tins	3 45	3 75
Red springs, 1-lb. talls	3 15	3 65
White springs, 1s, dozen	2 30	2 35
Lobsters, 1/2-lb., doz.	3 00	3 25
Canned Vegetables—		
Beets, 3s	1 50	2 30
Tomatoes, 2 1/2s	2 65	2 75
Peas, standard	1 95	2 00
Peas, early June	2 00	2 10
Beans, golden wax, doz.	1 85	2 10
Beans, Midget, doz.	2 25	2 45
Asparagus tips, doz.	3 25	3 65
Corn, 2s, doz.	2 45	2 60
Pumpkins, 2 1/2s	1 80	2 00
Spinach, 2s, doz.	1 80	2 40
Succotash, No. 1, doz.	2 00	2 35
Pineapples, 2s	2 50	3 25
Cherries, 2s	2 60	2 90
Peaches, 2s	2 10	2 40
Pears, 2s	1 85	2 00
Plums, Lombard, 2s		1 75
Plums, Green Gage	1 80	1 95
Raspberries, 2s, H.S.	3 00	3 25
Strawberries, 2s, H.S.	3 00	3 40
Jam, raspberry, 16 oz., doz.	2 90	3 30
Do., black currant, 16 oz.	2 90	3 30
Do., strawberry, 16 oz.	3 00	3 40
Do., raspberry, 4-lb. tin.	0 82	0 85
Do., black currant, 4-lb. tin.	0 75	0 83
Do., strawberry, 4-lb. tin.	0 83	0 87
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Plums, Greengage, doz.	2 40	2 95
Do., Lombard, doz.	2 25	2 90
Do., Blue, doz.	2 25	2 90
Black currants, doz.		3 45
Red currants, doz.		3 45
Raspberries, doz.	3 40	3 60
Strawberries	3 60	4 40

ONTARIO MARKETS

TORONTO, May 8.—Business during the week has been adjusting itself to new conditions brought about by taxes on tea, coffee, tobaccos, etc., and in many quarters prices have been established on the basis provided for by the new taxation. Prices apart from these lines show comparatively little change for the week. Business has been somewhat quiet during the past few days.

No New Developments Apparent In Sugar

Toronto.
SUGAR.—Some improvement in the distribution of sugar is expected to result from the new regulations enacted limiting supplies which can be held by consumer though as yet how great this may be is impossible to determine. Receipts of sugar during the week show a slight increase but not enough to provide for any surplus. The general feeling, however, is that the situation will show a marked betterment towards the end of this month and first of next. Prices show no change.

Atlantic, extra granulated	9 07
St. Lawrence, extra granulated	8 97
Acadia Sugar Refinery, extra granulated	8 97
Can. Sugar Refinery, extra granulated	8 82
Dom. Sugar Refinery, extra granulated	8 97
Iceing sugar, barrels	9 27
Powdered, barrels	9 17

Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb.; 20-lb. gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c advance; 5-lb. gunnies, 60c advance; 5-lb. cartons, 60c advance; 2-lb. cartons, 70c advance. Atlantic and Acadia differentials: In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 20c per 100 lbs.; 30c per 100 lbs. in 10-lb. gunnies, and 40c per 100 lbs. in 5-lb. cartons, and 40c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 40c per 100 lbs. under granulated, No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1.

Toilet Paper Makes Advance; Jelly Powders

Toronto.
TOILET PAPER, JELLY POWDERS.—An advance in toilet paper has become effective, and one line, crepe, is now quoted as \$4.25 per case. A further advance in jelly powders would not be surprising within the near future. The market is very strong at present. Gelatine, one of the principal ingredients, is very high in price and reported scarce. Baking powder is in a very firm position and considered good buying at today's figures. In some quarters Aunt Jemima pancake flour is sold out and difficulty in replacing stocks is said to be evident. The announcement has been

made by at least one firm that future orders for macaroni, spaghetti and vermicelli would be taken for 16 oz. packages only, the smaller sizes having been discontinued.

Molasses And Syrups Show No Change

Toronto.
MOLASSES, SYRUPS.—There is no change to report in these commodities and business continues along normal channels. Stocks are in very good shape

HIGHER SUGAR?

In speaking with a large refiner in Montreal this week he intimated that there was a considerable likelihood of higher prices for refined sugar. CANADIAN GROCER was informed that the failure of the Canadian refineries to get the supplies of raw sugars that had been expected and which usually come forward each season had forced the purchase of higher priced raws in Cuba and other southern markets. These cost considerably more to lay down, and as the plants have to be kept running if possible there was no alternative but to buy these at the advanced prices. The tariff from these points is 33 1-3c per 100 pounds and from the other countries the preferential tariff applied.

In addition to the foregoing there was increased freight and the difference in the matter of exchange. Altogether this refiner thinks there is indication of a higher price for refined sugar under the foregoing circumstances.

and orders are being despatched promptly. Prices are firm at figures shown below:

Corn Syrups—		
Barrels, per lb.	0 07	
Cases, 2-lb. tins, 2 doz. in case	4 65	5 15
Cases, 5-lb. tins, 1 doz. in case	5 20	5 70
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/2c over bbls.		
Cane Syrups—		
Barrels and half barrels, lb.	0 06	0 08
Cases, 2-lb. tins, 2 doz. in case	5 05	5 25
Molasses—		
Fancy Barbadoes, barrels	0 98	1 00
Choice Barbadoes, barrels	0 88	0 90
West India, 1/2 bbls., gal.	0 55	0 65
West India, 10-gal. kegs	6 50	
West India, 5-gal. kegs	3 25	
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 75	
Tins, 3-lb., table grade, case 2 doz., Barbadoes	6 40	
Tins, 5-lb., 1 doz. to case, Barbadoes	5 30	
Tins, 10-lb., 1/2 doz. to case, Barbadoes	5 20	
Tins, 2-lb., baking grade, case 2 doz.	3 50	
Tins, 3-lb., baking grade, case of 2 doz.	4 60	
Tins, 5-lb., baking grade, case of 1 doz.	3 90	

Marking Time In Dried Fruits

Toronto.
DRIED FRUITS.—The trade can be said to be marking time, awaiting the time when they will be able to specify for next season's requirements. As outlined elsewhere, opening prices on prunes on May 1 were almost immediately withdrawn and no orders will now be taken prior to June 1. What the future may hold in the matter of supplies is problematical. The prices issued on prunes figured out somewhat higher than present costs being worked on by jobbers. No change in any of the following lines has been made during the week.

Apples, evaporated, Ontario	0 20	0 21
Do., do., Nova Scotia	0 17	0 18
Apricots, unpitted	0 16 1/2	
Do., fancy, 25s	0 30	
Do., choice, 25s	0 25	0 27
Do., standard, 25s	0 24	0 26
Candied Peels, American—		
Lemon	0 26	0 30
Orange	0 28	0 30
Citron	0 35	0 36

Currants—		
Grecian, per lb.	0 29	0 32½
Australians, lb.	0 30	0 35
Dates—		
Excelsior, kgs., 3 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75
Figs—		
Tape, lb. ....	.....	.....
Malagan, lb. ....	.....	.....
Comadre figs, mats, lb.	0 13	0 14
Cal., 5 oz. pkgs, 20s, case. ....	.....	1 80
Cal., 10 oz., 12s, case. ....	.....	1 40
Prunes—		
30-40s, per lb., 25's, faced. ....	.....	0 18
40-50s, per lb., 25's, faced.	0 17	0 17½
50-60s, per lb., 25's, faced.	0 16	0 16½
60-70s, per lb., 25's, faced.	0 14	0 15½
70-80s, per lb., 25's, faced.	0 13	0 14
80-90s, per lb., 25's, unfaced.	0 12½	0 13½
90-100s, per lb., 25's, faced. ....	.....	0 12
Peaches—		
Standard, 25-lb. box.	0 15½	0 17
Choice, 25-lb. boxes.	0 18½	0 19
Fancy, 25-lb. boxes. ....	.....	0 22
Raisins—		
California bleached, lb.	0 14	.....
Valencia, Cal.	0 10½	0 10¾
Valencia, Spanish. ....	.....	.....
Seeded, fancy, 1-lb. packets.	0 11½	0 13½
Seedless, 12-oz. packets.	0 11	0 12½
Seedless, 16-oz. packets.	0 14½	0 15
Seedless, bakers, Thompsons, 50s	0 14	0 15½

some lines are reaching a very low point and the question of further supplies becomes increasingly difficult. Shipments from the Orient will be in very light volume it is expected, and distributing centers in the United States are becoming pretty well depleted. The future seems to hold promise of higher prices and a great scarcity in practically all lines.

Allspice	0 18	0 20
Cassia	0 33	0 45
Cinnamon	0 45	0 55
Cayenne	0 30	0 35
Cloves	0 70	0 85
Ginger	0 25	0 35
Herbs — sage, thyme, parsley, mint, savory	0 40	0 60
Mace	0 90	1 10
Pastry	0 28	0 40
Pickling spice	0 22	0 25
Peppers, black	0 39	0 46
Peppers, white	0 40	0 45
Paprika, lb.	0 45	0 55
Nutmegs, select, whole, 100s.	.....	0 45
Do., 80s	.....	0 55
Do., 64s	.....	0 60

vances. Quotations now ruling are:

In the Shell—		
Almonds, Tarragonas, lb.	0 21	0 23
Walnuts, Bordeaux.	0 25	0 26
Walnuts, Grenobles, lb. ....	.....	.....
Walnuts, Manchurian, lb. ....	.....	.....
Filberts, lb.	0 18	0 22
Pecans, lb.	0 25	0 27
Peanuts, Jumbo, roasted.	0 22	0 24
Do., Fancy, roasted.	0 23	0 24
Brazil nuts, lb.	0 15	0 16
Cocoanuts, 100s, 150s.	7 50	8 75
Shelled—		
Almonds, lb.	0 45	0 50
Filberts, lb.	0 35	0 40
Walnuts, lb.	0 68	0 75
Peanuts, Spanish, lb.	0 18	0 19
Do., Chinese, Japanese, lb. ....	.....	.....
Brazil nuts, lb.	0 66	0 68

Uninteresting Situation Prevails In Beans

Toronto. BEANS.—This market is decidedly uninteresting, no new developments having been recorded during the week. The demand continues light and prices remain unchanged.

Ontario, 1-lb. to 2-lb. pickers, bu.	8 00	8 50
Do., hand-picked.	9 00	9 25
Can. white kidney beans, bush. ....	.....	9 00
Rangoons, per bush.	6 50	7 00
Yellow eyes, per bushel. ....	.....	.....
Japanese Kotenashi, per bush. ....	.....	8 00
Limas, per pound.	0 19	0 22

Rice Firm And Unchanged For Week

Toronto. RICE.—Prices have been firmly maintained on rice and a very fair demand exists. Nothing of importance has marked the situation during the week.

Texas, fancy, per 100 lbs.	11 50	12 00
Blue Rose Texas, per 100 lbs.	11 75	12 50
Andalus, fancy, per 100 lbs. ....	.....	13 00
Siam, fancy, per 100 lbs. ....	.....	9 75
Siam, second, per 100 lbs. ....	.....	9 50
Japans, fancy, per 100 lbs.	10 75	11 75
Janans, second, per 100 lbs.	9 50	9 75
Chinese XX, per 100 lbs.	9 00	10 00
Do., Simiu. ....	.....	11 50
Do., Mujin, No. 1. ....	.....	10 75
Do., Pakling. ....	.....	10 25
Tapioca, per lb.	0 14½	0 15

No Change Made In Package Goods

Toronto. PACKAGE GOODS.—Package goods have held firm and unchanged during the week. The demand continues along normal lines though this is not exceptionally heavy just now.

Cornflakes, per case.	3 90	4 25
Rolled oats, round, family size, 20s.	5 85	6 35
Rolled oats, round, regular 18s, case.	2 13	2 30
Rolled oats, square, 20s. ....	.....	5 85
Shredded wheat, case. ....	.....	4 25
Cornstarch, No. 1, pound cartons. ....	.....	0 11½
No. 2, pound cartons. ....	.....	0 10½
Starch, in 1-lb. cartons. ....	.....	0 11½
Laundry starch, in 1-lb. cartons.	0 10	0 11½
Do., in 6-lb. tins. ....	.....	0 18
Do., in 6-lb. boxes. ....	.....	0 18
Do., in 100-lb. kegs. ....	.....	0 11

Fair Demand For Maple Syrup; Honey Scarce

Toronto. HONEY, MAPLE SYRUP.—A very fair demand exists for maple syrup. Small's pure maple syrup, 24 17 oz. is quoted at \$7.30 case; 12 33 oz., \$6.60; Quebec syrup, 24 17 oz., \$5.30; 12 33 oz., \$4.60; Small's maple butter, 24 25c tins is quoted at \$4.90 case. Stocks of honey

Tax Imposed On Teas Puts Prices Up

Toronto. TEAS.—Prices on teas have advanced 10c per pound to cover excise duties imposed, though should tax stand as at present some further slight adjustments may be found necessary. Pointers in connection with the new regulations appear elsewhere in this issue. Trade generally is at a standstill until some doubtful points are cleared up.

Ceylon and Indias—		
Pekoe Souchongs.	0 46	0 48
Pekoes.	0 48	0 56
Broken Pekoes.	0 56	0 58
Orange Pekoes.	0 58	0 60
Broken Orange Pekoes.	0 60	0 62
Javas—		
Broken Pekoes.	0 45	0 48
Japans and Chinas—		
Early pickings, Japans. ....	.....	0 50
Second pickings.	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., seconds.	0 50	0 55
Do., sifted.	0 50	0 62

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

Coffee Up From 5 To 6c Per Pound

Toronto. COFFEE.—Advances have been made in coffee to bring prices to a basis conforming with present taxation. Quotations now being made range from 5c to 6c per pound higher than those previously ruling. The demand showed some easing off, but owing to stocks being comparatively light this is expected to be temporary.

Coffee—		
Bogotas, lb.	0 33	0 36
Guatemala, lb.	0 29	0 31
Maracaibo, lb.	0 30	0 35
Mexican, lb.	0 32	0 36
Jamaica, lb.	0 31	0 36
Blue Mountain Jamaica. ....	.....	0 46
Mocha, Arabian, lb. ....	.....	0 29
Rio, lb.	0 24	0 29
Santos, Bourbon, lb.	0 30	0 32
Chicory, lb. ....	.....	0 25
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 18	0 20

Stocks Some Lines Spices Very Light

Toronto. SPICES.—Spot stocks of spices in

OLIVE OIL SCARCE

Inquiries instituted into the question of supplies of pure Italian olive oil reveal the fact that this commodity is very scarce. There has been an embargo on shipments from Italy for some months and stocks locally have become badly depleted. Olive oil is used extensively for cooking in Italy and with limited quantities of butter, etc., available, a larger number of people have had to turn to oil. It has been intimated also that owing to the difficulty in securing lubricating oil, olive oil may be now used to a great extent for lubrication. Prices to the trade in tins or bulk have reached exceedingly high levels, and no attempt to secure new business is being made by any who may have supplies.

There is some Spanish oil being offered, but stocks of this are also reaching the vanishing point. Embargoes on shipments from Spain are in effect, which creates a similar condition to Italian oil—goods moving out but none coming in.

Mustard seed, whole.	0 35	0 40
Celery seed, whole.	0 45	0 68
Coriander, whole.	0 28	0 35
Caraway seed, whole.	0 90	1 00
Cream of Tartar—		
French, pure.	0 90	0 96
American high test. ....	.....	.....
2-oz. packages, doz. ....	.....	1 40
4-oz. packages, doz.	2 60	.....
8-oz. packages, doz. ....	.....	5 45
8-oz. tins, doz. ....	.....	6 00
Tartarine, barrels, lb. ....	.....	0 21
Do., kegs, lb. ....	.....	0 23
Do., pails, lb. ....	.....	0 25
Do., 4 oz., doz. ....	.....	0 90
Do., 8 oz., doz. ....	.....	1 75
Do., 16 oz., doz. ....	.....	3 25

Nuts Hold Firm; Higher Prices Expected

Toronto. NUTS.—In view of the present shortage and the possible complete restriction on exportations, spot markets have firmed considerably. This is shown in almonds, which in some quarters at least are firmly held at 48c-50c per pound and walnuts at 75c per pound with prospects of even higher prices as the season ad-

are very light; quotations remain unchanged.

Honey—

Clover, 5 and 10-lb tins.....	0 28	
Do., 54s, case .....	.....	.....
60-lb. tins .....	.....	.....
Buckwheat, 60-lb. tins	0 17	0 18
Comb, No. 1, fancy, doz.....	3 50	3 60
Do., No. 2, doz.....	3 00	3 25
Jars, 7-oz., doz. ....	.....	.....
Do., 10oz., doz. ....	.....	.....
Do., 12-oz., doz. ....	.....	.....
Do., 16-oz. ....	.....	.....

Maple Syrup—

No. 1, 10-lb. tins, 6 to case....	11 00	15 10
No. 2, 5-lb. tins, 12 to case....	.....	17 10
No. 3, 2½-lb. tins, 24 to case....	12 50	18 50
No. 3, 32-oz. bottles, 24 to case....	.....	16 70
Gallon tins, Imperial, per gal. ....	.....	2 25
5-gallon tins, Imperial, per tin .....	.....	10 50
Barrels, 25 or 40 Imp. gals., gal .....	.....	2 00

Grapefruit, Pineapples, Strawberries Higher

Toronto.
FRUIT.—A somewhat firmer tone in Florida grape fruit is evident, prices ranging from \$4.50 to \$6.00 case. Supplies of all lines are becoming light. Pineapples have also gone to higher levels, light shipments being reported and an active demand. The Cuban crop is reported light and Porto Rico running short, quality generally said to be excellent. Strawberries are higher in price during the week. Shipments from Tennessee are now in and supplies from Arkansas expected. Boxed apples are nearly done and in some quarters higher prices prevail. Stocks of barreled apples are being cleaned up fairly well. Oranges are in light supply, Floridas being reported done.

Apples—

Arkansas Blacks, box	2 75	3 75
Winesaps, box	2 75	3 50
Rome Beauty, box .....	.....	.....

Ontario—

Baldwins, No. 1, bbl.....	6 50	.....
Greenings, No. 1, bbl.....	6 50	7 00
Northern Spys, tree run .....	.....	.....
Mann, No. 1, bbl.....	4 50	5 50
Do., No. 2, bbl.....	3 25	4 50
Pewakee, No. 1, bbl.....	.....	4 50
Do., No. 2, bbl.....	3 50	.....
Starks, No. 1, bbl.....	4 50	6 00
Do., No. 2	3 50	5 50
Ben Davis, No. 1, bbl.....	3 50	4 00
Do., No. 2, bbl.....	2 50	3 50
Spys, No. 3	4 00	5 00
Winter varieties, straight No. 3	2 00	4 00

Newa Scotia—

Baldwins, No. 1	4 50	.....
Do., No. 2	3 50	.....
Wagner, No. 1 .....	.....	.....
Do., No. 2 .....	.....	.....
Starks, No. 1	4 00	4 50
Do., No. 2	3 50	4 00
Winter varieties, straight No. 3	1 50	2 50

Bananas, yellow, bunch 3 50 4 50
Do., per lb. (crates extra)..... 0 05½

Grapefruit—

Jamaica, 46s, case	4 75	5 50
Do., 64s, 96s, case.....	4 75	5 50
Do., 80s	4 75	5 50
Floridas, 3½s, 46s, case	4 50	5 00
Do., 54s, 64s, 80s, 96s.....	5 50	6 00
Cuban and Porto Rico, 54s, 64s, 80s, 96s	4 50	5 00

Oranges—

California Navels—

80s	5 00	6 00
96s	6 00	.....
100s	5 50	6 00
126s .....	.....	7 50
150s	7 50	8 00
176s, 200s, 216s, 250s	8 00	8 50

Florida Oranges—

80s, 96s, 100s .....	.....	.....
126s .....	.....	.....
150s .....	.....	.....
176s, 200s, 216s, 250s .....	.....	.....

Valencias 5 50 8 00
Lemons, Cal., case 5 00 6 00
Do., Messinas, box 5 50 6 00
Pears, Cal., box

Pineapples, Porto Rico, cs. 24-30s	5 50	6 50
Rhubarb, dozen	1 00	1 40
Malaga grapes, keg .....	.....	1 25
Strawberries, pints, 24s	0 22	0 25
Do., quarts	0 35	0 40

Tomatoes Make Advance; Cucumbers Go Up

Toronto.
VEGETABLES.—The market on tomatoes continues very firm at higher levels and cars are reported arriving in very good condition. Cucumbers have registered a stiff advance over last week's decline, stocks being rather light at present. Spanish onions are cleaning up very well and shipments of Texas Bermudas are arriving quite freely, being quoted at \$2.75 to \$3.00 per 50 lb. crate. Fair supplies of Carolina and Mississippi cabbage are arriving, the market being somewhat easier than last week. New carrots at \$2.25 per hamper, new beets at \$2.00 to \$2.25, and new turnips at \$1.50 are among the new arrivals being offered.

Asparagus, Carolina, crate 2 doz.	6 50	.....
Artichokes, Cal., doz.....	1 25	.....
Beets, bag	0 75	1 00
Brussel sprouts, quart .....	.....	.....
Cauliflower, Cal., standard crates	3 25	3 75
Cauliflower, Cal., pony crates..	2 00	2 25
Cabbage, Canadian, barrel .....	.....	.....
Do., Florida, crates	4 25	4 50
Do., Carolina, crate .....	.....	4 50
Do., Mississippi, crate	4 25	4 50
Carrots, bag	0 50	1 00
Celery, Ontario, doz. ....	.....	.....
Do., California, case .....	.....	.....
Do., Florida, case .....	.....	.....
Cucumbers, Boston, doz.	3 00	3 50
Do., Florida, hamper	5 50	6 00
Lettuce, leaf, doz. bunches.....	0 25	0 30
Do., head, hamper	3 00	3 75
Mushrooms, basket .....	.....	3 25

Onions—

Spanish, crates	3 00	4 00
Spanish, half crates	1 75	2 00
Texas, 50-lb. crate	2 75	3 00
Do., Canadian, 75-lb.....	1 25	.....
American, 100-lb. sacks	1 50	.....

Potatoes—

Ontario, bag	1 65	1 85
N.B. Delawares	1 75	1 90
P.E.I., bag	1 75	1 75
Spinach, hamper	2 50	.....

Tomatoes—

Floridas, 108s, 120s, 144s, 180s.	.....	.....
216s, case	6 00	6 50
Parsnips, bag	0 75	0 80
Parsley, doz. bunches	0 75	0 90
Peppers, green, dozen	0 50	1 25
Turnips, bag	0 50	0 65

Flour Moving Along Prescribed Channels

Toronto.
FLOUR.—This commodity may be said to be moving along in its prescribed channels and no change over decline registered last week has been made in price.

War Grade—

Manitoba spring wheat.....	10 95
Ontario winter wheat	10 95 11 10
Blended, spring and winter	10 95

Mill Feeds Still Moving Out Freely

Toronto.
MILL FEEDS.—Mill feeds continue in very good demand though no further item of interest marks the situation. Prices are unchanged at government figures as follows:

Mill Feeds—	Mixed cars	Small lots
Bran	\$35 40	\$37 40
Shorts	40 40	42 40

Barley Firmer; Corn Flour Slightly Easier

Toronto.
CEREALS.—A somewhat firmer tendency is to be noted in barley during the week which provides for a narrowing of the range of quotations. Corn flour is a little easier, prices ranging around \$7.00 per 98 pound bag. Other lines show no variation, the demand continuing in very good volume for all lines.

	Five Bag Lot	Single Bag Lots
	Delivered	F.o.b. Toronto
Barley, pearl, 98s.....	\$ 8.25-8 9.00	.....
Barley, pot, 98s	6.25- 7.00	.....
Cornmeal, 98s	6.50- 7.00	7.00- 7.25
Corn flour, 98s .....	.....	7.00
Farinas, 98s .....	.....	.....
Graham flour, 98s	5.60-	6.00- 7.00
Hominy grits, 98s .....	.....	6.50- 6.60
Hominy, pearl, 98s .....	.....	6.50- 6.60
Rollled oats, 90s	5.65- 5.90	5.80- 5.85
Oatmeal, 98s	6.50- 7.00	6.40- 7.00
Rollled wheat, 100-lb.	.....	.....
bbl. ....	.....	6.75- 7.00
Rice Flour, per 100 lbs. ....	.....	11.00 12.00
Wheatlets 98s .....	.....	.....
Peas, yellow, split.....	9.50- 10.00	10.00- 10.50
Blue peas .....	.....	0.15

Above prices give range of quotations to the retail trade.

MANITOBA MARKETS

WINNIPEG, May 8.—The talk of the trade, of course, centres around the budget, and the taxes imposed by the Government last week on a large number of grocery lines, chief of which probably are tea, coffee, cigars and cigarettes. The feeling prevails that this tax will not have a very serious effect on the demand. The news, however, upset the trade for a whole day, necessitating rearrangement of price lists.

A candy shortage has resulted from the cutting down of the supply of sugar to candy manufacturers. This amounts to around 50 per cent. In some cases where manufacturers have been going to both wholesale and retail trade the tendency is to supply the retailer first, which means that often the wholesaler is cut off altogether.

A meeting of the wholesale grocers of

Winnipeg was held last week following the budget statement, and it was agreed that the sale of matches be discontinued until definite instructions had been received from Ottawa as to the matter in which the duty was to be collected. It was also agreed that the sale and shipment of tobacco should be discontinued other than that covered by the new price list. The Imperial Tobacco Co. have already issued a new price list on cigarettes, and one is expected on cigars. At the time of writing it was expected that the sale of matches would be continued this week.

Sugar For Candy Cut Fifty Per Cent

Winnipeg.
CONFECTIONERY.—The announcement that the supply of sugar to the

candy manufacturers would be cut down 50 per cent. came as a bombshell to the trade, and the retailer can expect from now on to have considerable difficulty getting supplies. The question is asked whether prices will be any higher; there does not seem to be any reason for it as the price of sugar is just the same. The situation is acute in several cases, as some manufacturers have cut off their supply to the wholesale trade entirely and are only selling the retail trade.

Evaporated Apples Down As Low As 18c

Winnipeg.

DRIED FRUIT.—The market on evaporated apples continues easy, and prices have dropped even lower than they were last week. One jobber is quoting 18c for choice 50's, but the average price is around 18½c. Even at this low figure the sale is very limited. Currants are reported practically off the market, and it is stated there will be no more until the new Australian crop arrives in October.

Santa Clara Prunes—		
90-100s, 25-lb. boxes, per lb....	0 10	
80-90s, 25-lb. boxes, per lb....	0 10½	
70-80s, 25-lb. boxes, per lb....	0 11½	
Apples—		
Choice, 50-lb. boxes, lb.....	0 18	0 18%
Pears, choice, 10-lb. bxs., faced, lb.		0 16
Apricots—		
Choice, 25's	0 23½	0 25
Choice, 10's		0 26
Peaches—		
Choice, 25-lb. boxes		0 16
Currants—		
Fresh cleaned, half cases, lb., Australian		0 24½
Raisins, California—		
16 oz. fancy, seeded	0 11½	
16 oz. choice, seeded	0 11	
12 oz. fancy, seeded	0 09½	
12 oz. choice, seeded	0 08½	
Raisins, Muscatels—		
3 crown, loose, 25's	0 11	
3 crown, loose, 50's	0 10½	
Raisins, Cal. Valencias—		
3 crown, loose, 25-lb. boxes....	0 10½	
3 crown, loose, 10-lb. boxes....	0 11	
Figs—		
California, white figs, 25s	0 12	
Peel—		
Candied lemon, boxes, lb.....	0 23½	
Candied orange, boxes, lb.....	0 26½	
Candied citron, boxes, lb.....	0 32	0 38
Cut mixed, 7-lb. boxes		0 28½

Corn Syrup Demand Falls Off Considerably

Winnipeg.

SYRUP.—Since the advance in the price of corn syrup went into effect last week the demand has dropped off enormously. This was only to be expected, as there was a very heavy demand for corn syrup right up to the advance, as most of the trade expected it. Jobbers state that molasses is getting very hard to procure.

CORN SYRUP.

Beehive and Crown—	
2-lb. tins, 2 doz. case, per case.....	4 85
5-lb. tins, 1 doz. case, per case.....	5 50
10-lb. tins, ½ doz. case, per case.....	5 25
20-lb. tins, ¼ doz. case, per case.....	5 25
Barbadoes Molasses—	
In half barrels, per gal.....	1 15
New Orleans Molasses—	
Blackstrap, half barrels, wood, per gal.	0 65

Sugar Supplies Far From Normal

Winnipeg.

SUGAR.—Prices are pretty much the same as they were last week, but sugar continues to be about the hardest line to procure among groceries. The situation is easing somewhat, but things are a long way from normal. Of late the refiners have been making changes in their differential, which has made it awkward for the wholesaler, who is now compelled to list separate quotations for each refiner. Formerly the same price would do for them all.

Coffee Tax May Affect Consumption

Winnipeg.

COFFEE.—Increase in price of coffee amounts to 4c per lb. The trade say it is hard to predict as yet whether less coffee will be drunk as a result; previous experience, they say, has shown that an advance of this kind does not affect the sale.

Green Peas 20c Lb.; Turnips And Beets \$1.25

Winnipeg.

FRUIT AND VEGETABLES.—Imported cauliflower and celery are finished, and sweet potatoes are very hard to get. Alberta potatoes are bringing \$1 per bushel, and are said to be steady at that figure. New potatoes are now 12c per lb. New carrots have jumped to \$1.40 per dozen, reason given being that people in the South cannot supply the demand. California head lettuce is about over. Florida tomatoes are steady at \$7, and the supply is good. Rhubarb has jumped to \$3 per 40-lb. box, and is reported scarce. New lines arriving are strawberries—Excelsiors \$8, Klondykes \$9; green peas, 20c lb.; new turnips, \$1.25 doz.; new beets, \$1.25 doz.

Asparagus, Cal., 28 lbs.	6 50
Artichokes, doz.	2 00
Cabbage, lb., new	0 06
Celery, Cal., crate 100 lbs.	7 00
Potatoes, Albertas	1 00
Potatoes, sweet, hamper	6 00
Potatoes, new, lb.	0 12
Spinach, bush, basket	2 50
Onions, green, doz.	0 50
Carrots, cwt.	2 50
Carrots, new, doz.	1 40
Turnips, cwt.	2 00
Turnips, new, doz.	1 25
Beets, new, doz.	1 25
Head lettuce, Cal., doz.	1 00
Head Lettuce, Cal., case 4 doz.	4 00
Tomatoes, Florida, 6-basket crate	7 00
Onions, Valencias, large case....	4 75
Onions, yellow and red, cwt.	2 00
Radishes, doz.	0 60
Parsley, imported, doz.	0 50
Parsnips, cwt.	4 00
Peas, green, lb.	0 20
Brussels Sprouts, lb.	0 23
Rhubarb, Cal., 40-lb. box.....	3 00
Shallots, doz.	1 00
Fruits—	
Apples	2 25 3 00
Oranges	8 00
Lemons, Messinas	7 00
Lemons, Cal.	8 00
Bananas, lb.	0 07½
Grapefruit, Florida, case	5 90 5 50
Strawberries—	
Excelsiors	8 00
Klondykes	9 00
Pineapples, case	10 00

REGINA RESTAURANT KEEPERS PROPOSE CHANGES IN RESTAURANT REGU- LATION ORDER

Restaurant keepers of Regina are protesting against the stringency of the food regulations recently enacted by the Food Controller's Department at Ottawa. The dealers claim unfair discrimination in some instances, and state that the rule will work a hardship on them, which could be avoided without much change in some of the regulations proposed. A petition has been prepared and copies have been sent to the restaurant keepers throughout the province. If necessary, steps will be taken to send a deputation to meet J. D. MacGregor, Western representative of the Food Controller.

Following are the regulations as they would appear if the recommendations of restaurant keepers were accepted:

1. Beef and veal may be served three days a week only—Tuesday, Thursday and Saturday.
2. Pork may be served three days a week only—Monday, Wednesday and Friday.
3. Ham and bacon to be served for breakfast on the following days: Sunday, Monday, Tuesday, Thursday and Saturday.
4. The proposed regulation reading "no wheat or wheat product shall be served as a mid-day meal." This should be eliminated, as it will work a severe hardship upon the restauranters. Privilege should be given for the serving of pastry.
5. No public eating house will serve more than one ounce of wheat bread, together with one ounce of bread or other product made from bran, corn, oats, barley or other flour at any one meal to one person.
6. The clause reading sandwiches made from wheat bread or pork, beef or veal may be served at railway lunch counters, but only at any time and at all times to "bona-fide travellers." This should be entirely eliminated as discrimination.
7. Public eating places shall not serve sandwiches filled with beef, veal or pork during days on which these meats are prohibited.
8. No bread less than twelve hours baked shall be served in public eating houses except in railway trains and steamships.
9. Meats and game. Beef limit should be ten ounces instead of eight. Butter regulation. Not more than half an ounce of butter or oleomargarine may be served, eliminating the clause reading except upon special request, and then not more than one-half ounce may be given.
10. Sugar rations. Not more than two teaspoonfuls or equal weight of cane sugar shall be served for the purpose of sweetening beverages and not more than three teaspoonfuls should be allowed for any other purpose.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, May 7.—Lard has made its usual weekly advance and is now 32½c, compound is 29½c and demand for both is good, very little oleo is offering, and the demand is negligible. Butter has eased up a little and now wholesales at 51c to 55c. Potatoes are now \$30 to \$40 a ton, choice apples are scarce at \$2.50 to \$2.75 a box. Oranges have eased up to \$7 to which fact the greatly increased demand from fruit stores is attributed. California strawberries are selling at \$42.75 a crate, and cherries for \$4 a 10 pound box, and are selling well at these figures. Eggs are fairly plentiful at 43c to 48c, beans are again plentiful at 12c for Japanese and 16c for British Columbia.

VANCOUVER, B.C.:

Sugar, pure cane, gran., 100 lbs.	9 45
Flour, war grade, Manitoba, per per bbl., in car lots	10 85 10 95
Rice, Siam, No. 1, per ton.....	150 00
Do., Siam, No. 2	150 00
Beans, Japanese, per lb.	0 12
Beans, B.C., white	0 16
Potatoes, per ton	30 00 40 00
Lard, pure, in 409-lb. tierces, lb.	0 32½
Lard, compound	0 29½
Butter, fresh made creamery, lb.	0 51 0 55
Margarine	0 39
Eggs, new-laid, in cartons, doz.	0 43 0 48
Oranges, box	7 00
Salmon—	
Sockeye, halves, flat case	16 50
Tall, case	14 00
Pinks, case	8 25 10 25
Cohoos	11 00 13 00
Chums	7 50 9 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., May 7.—All teas have now advanced 10c a pound, coffees in tins 5c a pound, roasted bulk coffees 4c to 5c a pound. Sugar has advanced 15c and is now \$10.47. There is now spread of 40c between hundreds and bales of twenties. Shaker salt is 10c a case higher, and all packages of salt show small advances. Indian beans are offered at 10c and 11c. Grape Nuts declined 10c a case. Rolled oats, 80's, are now selling at \$4.70 to \$4.85. Roasted peanuts are quoted at from 22c to 26c; raspberries, 2's are \$6.85. Eggs are coming in plentifully and lower prices are expected next week.

CALGARY:

Beans, small, Burmah, lb.....	0 10	0 11
Flour, 98s, per bbl.	10 85	10 85
Molasses, extra fancy, gal.....	1 10	1 10
Rolled oats, 80s	4 70	4 85
Rice, Siam, cwt.	9 50	9 50
Rice, Japan	10 50	10 50
Rice, China, per mat, No. 1....	4 50	4 50
Do., No. 2	4 15	4 15
Tapioca, lb.	0 15	0 15
Sago, lb.	0 15	0 15
Sugar, pure cane, granulated, cwt	10 32	10 32
Cheese, No. 1, Ontario, large....	0 24	0 25
Butter, creamery, lb.	0 50	0 50
Do., dairy, lb.	0 40	0 40
Lard, pure, 3s, per case.....	19 50	19 50
Eggs, new laid, case	11 25	11 75
Candied peel, lemon, lb.	0 30	0 30
Tomatoes, 2½s, standard case..	4 95	5 50
Corn, 2s, standard case	5 50	5 90
Peas, 2s, standard case	4 00	4 00
Apples, gals., Ontario, case....	2 80	3 00
Strawberries, 2s, Ontario, case..	6 50	6 80
Raspberries, 2s, Ontario, case..	6 85	6 85
Apples, evaporated, 50s, lb.	0 24	0 24
Apricots, evaporated, lb.	0 26½	0 26½
Peaches, evaporated, lb.	0 16	0 16
Peaches, 2s, Ontario, case	4 75	4 75
Salmon, pink, tall, case	9 50	9 50
Salmon, Sockeye, tall, case	16 25	16 25
Do., halves	18 25	18 25
Potatoes, per ton	33 00	33 00
Navel oranges, case	7 00	8 50
Lemons, case	8 00	8 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., May 7.—Following the announcement of a tax on teas, coffees, tobaccos, etc., the local prices have all taken an advance. The advance on teas and coffees amounts to 10c a pound, tobaccos of different grades are affected 10c to 30c a pound, cigars are advancing about \$3 per 1,000, and it is expected that cigarettes will go up from \$3 to \$4. A considerable advance in matches is reported amounting to \$5 per case, playing cards are also affected. Prunes have advanced ½c a pound.

REGINA—

Beans, small white Japans, bu.	7 75
Beans, Lima, per lb.	14 00
Flour, standard, 98s	5 27½
Molasses, extra fancy, gal.....	0 70
Rolled oats, balls	4 95
Rice, Siam, cwt.	9 25
Sago and tapioca, lb.	0 15½
Sugar, pure cane, gran., cwt....	10 40
Cheese, No. 1 Ontario, large....	0 25½
Butter, creamery	0 50
Lard, pure, 3s, per case	19 10
Bacon, lb.	0 46
Eggs, new-laid	0 36
Pineapples, case	5 75
Tomatoes, 3s, standard case.....	5 25
Corn, 2s, standard case	4 85
Peas, 2s, standard case	4 20
Apples, gal., Ontario	2 90
Apples, evaporated, per lb.	0 22½
Strawberries, 2s, Ont., case.....	6 30
Raspberries, 2s, Ont., case	6 85
Peaches, 2s, Ontario, case	4 30
Plums, 2s, case	3 40
Salmon, finest sockeye, tall, case ..	15 50
Salmon, pink, tall, case	9 00
Pork, American clear, per bbl....	40 75 41 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., May 7.—Activity of buyers for United States markets has forced potatoes higher and prices are now quoted at \$2.80 to \$3. Buying for storage purposes has had a similar effect on case eggs, which are selling at 36c to 37c. Ordinary cornmeal is easier, being quoted at \$4.10 to \$4.20. Rolled oats also are lower, \$12.50 being the quotation. Canadian white beans are now offering at \$9.25 to \$9.50. American clear pork shows a decline of \$4 and is now quoted at \$63 to \$66. Grapefruit higher, \$7 to \$8.

ST. JOHN, N.B.:

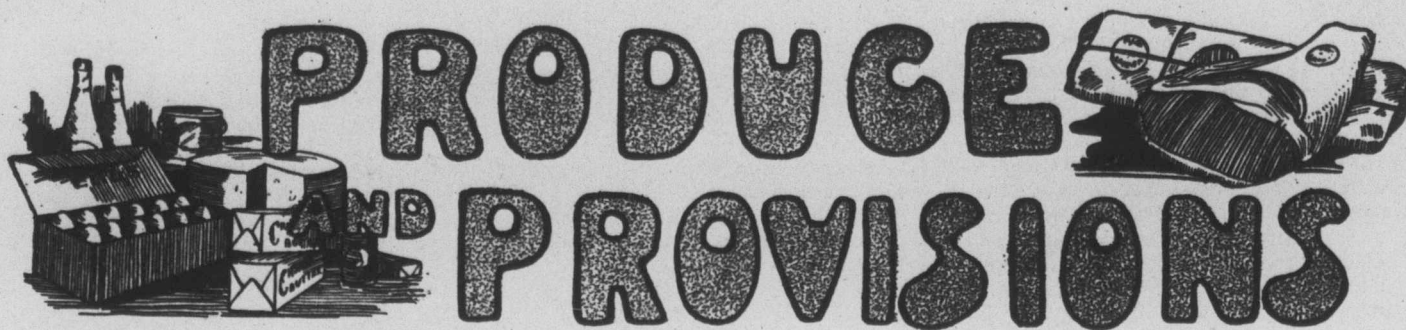
Flour, No. 1 patents, bbls., Man.	12 05
Ontario	11 95
Cornmeal, gran., bbls.	14 50
Cornmeal, ordinary, bags	4 50
Molasses, extra fancy, gal.	0 89
Rolled oats, bbl.	13 00
Beans, yellow-eyed	10 25
Beans, Canadian, white	9 25 9 50
Rice, Siam, cwt.	10 00 10 25
Sago and tapioca, lb.	0 18 0 19

Sugar—

Standard, granulated	9 05	9 10
No. 1 yellow	8 55	8 60
Cheese, N.B., twins	0 24	0 25
Eggs, case	0 36	0 37
Breakfast bacon	0 40	0 40
Butter, creamery, per lb.	0 47	0 47
Butter, dairy, per lb.	0 40	0 42
Butter, tub	0 38	0 40
Margarine	0 32½	0 33
Lard, pure, lb.	0 32	0 32½
Lard, compound	0 27½	0 27½
American clear pork	63 00	66 00
Beef corned, ls	4 25	4 25
Tomatoes, 3s, standard, case	5 40	5 40
Raspberries, 2s, Ont. case	6 20	6 20
Peaches, 2s, standard case	4 40	4 40
Corn, 2s, standard case	5 00	5 00
Peas, standard, case	4 00	4 00
Apples, gal., N.B., doz.	4 00	4 00
Strawberries, 2s, Ont., case.....	6 20	6 20
Salmon, Red, spring, cases.....	15 00	15 00
Pinks	11 00	11 00
Cohoos	14 00	14 00
Chums	8 50	8 50
Evaporated apples, per lb.	0 19	0 19
Peaches, per lb.	0 19	0 19
Potatoes—		
New, native, barrel	2 80	3 00
Onions, Canadian, 75 lbs.	1 75	2 00
Lemons, Cal., Messina, case	6 00	7 00
Oranges, California, case	6 00	8 50
Grapefruit, case	7 00	8 00

DEMAND FOR MARGARINE FALLS OFF

Prince Albert.—According to local grocers there is not a heavy demand for margarine. Butter being but five cents a pound dearer, the demand has dropped off considerably. Best butter is scarce, creamery being fifty cents, and dairy forty-five. Fresh eggs are also scarce and are quoted at 50 cents per dozen.



PRODUCE AND PROVISIONS

Selling Provisions to the Campers

Merchants Have Found the Summer Season the Days of Harvest—Little Devices For Stimulating the Trade—The Value of the Meat Slicer—Catering to the Lake Boats and Fishermen

MERCHANTS who live anywhere near a camping or tourist section are peculiarly fortunate in the summer season. Here is a trade that asks only as a rule for quality and providing that quality is forthcoming there will be no quarrel over the matter of any legitimate price.

Canada is fortunate in the multitude of its summer possibilities. In every province of the Dominion there are scattered in greater or less numbers locations that seemed to have been designed to lure people away from the town and city into the life of the open. Fortunate indeed the merchant who is situated in their vicinity for they lend of an opportunity for a greatly improved business during the summer months.

Changed Conditions on Summer Trade

Of course in every section there is a change in trade conditions in the summer time. Unfortunately, however, the change in the city as a rule does not bring any increased volume. It does, however, change the character of the goods sold to a degree at least, and therein the problem of the city merchant is the same as that of the merchant at the summer resort town. In these summer resort towns the provision business is a very important factor.

Meeting the Fishermen's Needs

On the lake ports the matter of replenishing the larder of the ships moving from port to port is an important item, while in many sections supplying the fishing fleet is another important element of trade. F. R. Dale, Port Stanley; Ont., which of late years has developed into an important fishing centre, does a big business with the fishermen. "At the present price of fish," he states, "the fishermen are about as important a class as the merchant has to deal with. They have plenty of money, and they spend it freely." Mr. Dale has a grocery and meat and provision business. This latter department is not hidden away at the back somewhere but is right in the front of the store and is probably the most important element in the store, and right at the front of the department is a modern meat

slicer that Mr. Dale has found to be one of the greatest factors in building up this trade. There is also a large summer trade in the place and those two elements provide the great bulk of the trade in the provision end of the store. But while the summer time is the hey-

day of this business the trade then is good enough to overcome the somewhat slack period of the winter time.

The Boot Trade Means Big Business

Up in the region of the Georgian Bay the same story is true. Here you have

CONVENIENCE TO CAMPER AND COTTAGER

WHY waste a lot of the good old summer out-of-doors, and why forego the fresh and invigorating lake breezes cooking over a hot stove an hour or two every day, when you can get such delicious and wholesome cooked meats as _____ Brand? These save the camper or cottager many of the worries that beset outdoor life—no fire, no fuel, no hot stove, and no uncomfortableness. Before you leave for your summer cottage or your camp, give us a call and let us show you what we can do to deliver your supplies this season.

BACON FOR THE MORNING MEAL

Like bacon for breakfast? Most everybody does, and particularly when out on their summer vacation. Only a little fire needed in the cool of the morning to prepare _____ Brand back and side bacon. It is an appetite creator in itself.

We deliver to Beach,
and to all points on the lake.

BROWN & SON

119 George Street. Phone 175.

Suggestion for a cooked and smoked meat advertisement to be used in newspaper space in any summer resort district.

the boat trade at its height, boats bringing the grain down from Fort William to the elevators on the Georgian Bay. They must perforce get their supplies of produce at these ports of call and in the bulk they mount up into a very formidable trade indeed and one well worth cultivating. Moreover, dotted all along the shores of the Georgian Bay and in the smaller inland lakes of the district there is a regular paradise for summer cottagers, and all the adjoining towns feel the effect of this business. There are different ways of fostering the provision business each peculiar to the merchant who evolves it.

Methods of Encouraging the Provision Trade

Couthers and Curry, Collingwood, Ont., use a small refrigerated glass show case on the front counter. This is to keep the idea of cooked meats always before the customer. The appetizing display that is kept always clean and attractive looking by the method of handling has been a most effective way of encouraging the trade in this line, as it is one of the first suggestions that presents itself to the customer on entering the store. Merrick and Litster, Barrie, Ont., have a special table toward the front of their store for the display of provisions and similar lines such as lards and shortenings. They have a refrigerator, too, half way down the store that serves to display other and more perishable goods of this nature. By this method of display they have succeeded in building up a nice business in this line, not only with the town customers but with the farmers from the surrounding section, and the campers a little way down the lake.

Hind Brothers, Barrie, Ont., make quite a specialty of their provision business, which is featured in a department immediately at the front of the store. Their store is wide rather than deep, and the door opens at one side with the store's windows running the remaining width of the front. The provision department runs the full width of this front, backing on the window. It is therefore one of the most striking displays in the store and has proved a very good investment indeed, according to Mr. Hind.

Slicing Machine Costs Nothing

J. B. Horrell, Midland, Ont., is another store that does a brisk business in provisions, especially during the summertime. There are a large number of cottagers situated about the Bay front, and Mr. Horrell does a very fair part of the business in serving these customers. He has found his provision business one of the important elements in that trade. The store has one of the modern slicing machines, and it has proved to be one of the best investments that the store ever made. It encourages business in sliced and cured meats, without any additional cost. It saves the services of a man, because it will do in five minutes what it would take a man an hour to do by hand, and it saves money in preventing the wastage that used to be one of the serious elements in the old time provision business.

All these merchants agree that the summer is the great time of opportunity for sale of many provision lines. Not that it is the only time, but that opportunity knocks more loudly at this season, when the housewife as a rule is not anxious to engage in any elaborate cooking operations.

Unquestionably the merchant who puts his energies into this trade during the summer time will reap a rich harvest.

8,000,000 LBS. OF FISH ANNUALLY This Is Present Extent of Ontario Fish Distribution—Fixing of Prices Has Saved Million Dollars to Consumers

Evidence of the wide appreciation of Ontario municipalities of the Government fish distribution scheme is found in the large number of orders sent to S. L. Squires, Director of Distribution. At the beginning of April, 110 cities and towns throughout Ontario had arranged with nearly 300 dealers to distribute Government fish. This number is now considerably increased. Hon. Mr. Macdiarmid states that the department now has orders for definite quantities and estimates from municipalities calling for a weekly distribution of 150,000 pounds of fish. This means a yearly consumption of nearly 8,000,000 pounds of fish.

In addition to having effected a very radical change in Ontario's menu and an important saving in meat products, the Government distribution scheme is claimed to have saved householders nearly a million dollars by its action in fixing prices at cost. A small increase in price will be necessitated this year owing to higher costs of fishing materials, etc.

While retail prices have not been definitely fixed, it is probable that trout and whitefish, etc., which sold last year at 12½c per pound will be sold for about 14 cents this season with the price outside Toronto a cent higher to cover extra shipping charges. Last year the Government permitted cuts to be sold at an increased price of two cents per pound

EXPORT LICENSE REQUIRED FOR FRUIT AND VEGETABLES FOR THE U.S.

An export license is required for practically all lines of green fruits and vegetables. This fact may cause some annoying delays unless the applications

Potatoes	Brussels sprouts
Sweet potatoes	Cauliflower
Red onions	Tomatoes
White onions	Green corn
Yellow onions	Artichokes
Turnips	Escarole
Carrots	Horseradish root
Parsnips	Rhubarb
Beets with and without tops.	Oyster plant
Green peas in pod	Rare ripe (Onions)
Green beans in pod	Cranberries
Wax beans in pod	Lemons
Lima beans in pod	Red bananas
Fava beans in pod	Yellow bananas
Shell beans in pod	Oranges
Cabbage	Tangerines
Red cabbage	Grape fruit
Savoy cabbage	King oranges
Spinach	Blood oranges
Kale	Prickly pears
Lettuce	Bartlett pears
Celery	Sickle pears
Endive	Alligator pears
Asparagus	Pears

over that for the whole fish. A similar arrangement is expected to be made this year.

Contracts with fishermen have nearly all been made, both for inland and international waters, so that an abundant supply of fresh-water fish is assured this summer. It is not expected that all orders can be filled until after May 15th owing to the fact that ice is still interfering with the setting of nets in the northern lakes.

CHANGES IN THE HARRIS ABATTOIR COMPANY CONTROL

Recently a change has been made in the relations of the Harris Abattoir Company and the William Davies Company. The latter for some considerable time past has been a holding company for 40 per cent. of the Harris Company's stock; recently this stock was taken over by James Harris and J. S. McLean, the managing director and secretary of the Harris Abattoir Company. This does away entirely with any association between the two companies and has resulted in the transference of 3,519 shares of stock held in the name of the William Davies Company.

The Harris Abattoir Company has also acquired an interest in the Winnipeg and Moose Jaw business of the Gordon, Ironsides and Fares Company.

HEADS COFFEE DEPARTMENT

The following from the "Journal-News," Evansville, Ind., refers to a former Western Ontario man, formerly with Greenhuts, in New York:

"Charles A. Elliott, of New York, who has taken charge of the coffee department of the Parsons & Scoville Company, is an authority on the grocery business. He has written on technical education in the magazines, and through his endeavors the Twenty-third Street branch of the New York Y.M.C.A. started the first class for grocers in this country. He is a fellow of the Institute of Certified Grocers, which is considered as the grocers' university."

are addressed to the nearest branch office of the War Trade Board rather than to Washington.

The goods requiring an export license are as follows. The bulk of these lines are imported in very large quantities into Canada:

Apples
Crab apples
Peaches
Plums
Persimmons
Mulberries
Quinces
Strawberries
Raspberries
Blueberries
Dewberries
Huckleberries
Blackberries
Watermelons
Cantaloupe
Honeydew melons
Casaba melons
Swiss chard
Apricots
Pomegranate
Red peppers
Green peppers
Mushrooms

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

PRICES on live hogs have again registered an advance of 50c per cwt., though present quotations run 25c under high figures reached towards the end of last week. Some improvement in the run is reported. Dressed meats show a few slight changes, boneless backs being down about 2c per pound in some quarters.

Butter has recorded a substantial decline, fresh made creamery being down 5c per pound below quotations of last week. Greatly improved receipts are noted, and a fair consuming demand exists.

The egg market has stiffened and prices range from 2c to 4c per dozen up. Eggs are coming in in good quantities, and consuming continues heavy. Surplus receipts are being stored, though storing is being confined to pretty narrow channels.

There has been some improvement in shipments of fresh lake fish, and a very good assortment of fresh sea fish is now being offered. Prices show little variation over previous figures. Business generally is reported very good.

lowering of prices. This good prospect for a larger make seems to be the more favorable in Ontario and Quebec points than it is elsewhere.

Butter—

Creamery prints (fresh made)	0 45
Creamery solids (fresh made)	0 44
Dairy prints, choice	0 38
Dairy, in tubs, choice	0 37

Cheese Price Holds; Trading Is Fair

Montreal.
CHEESE.—The market is now more settled with the price fixed and with many of the cheese boards opening and holding regular meetings it is expected that there will be much activity in the way of production. In fact the prospects for a heavy make of cheese in 1918 are very excellent. The better price fixed by the Dairy Produce Commission has served to stimulate interest in making. Trade in the general way is still fairly good at the following prices.

Cheese—

Large, per lb.	0 23½
Twins, per lb.	0 24
Triplets, per lb.	0 24
Stilton, per lb.	0 27
Fancy, old cheese, per lb.	0 28

Hogs Up Again; Are Very Scarce

Montreal.
PROVISIONS.—It was expected that the price of hogs would decline with better marketing conditions. This was the expression of the abattoir men, who felt that there were plenty of hogs in the country. The opposite would be indicated in the continued light offerings. These have been very small the past few days, and as a consequence prices have advanced again. These are now \$21.50 to \$22 per 100 pounds, against the highest point of \$21.50 last week. Provisions, while very firm, are still held without change, and there is a fairly good demand from city as well as country trade.

Hogs, dressed—		
Abattoir killed	30 00	30 50
Hogs, live	21 50	22 00
Hams—		
Medium, smoked, per lb.	0 33½	0 34½
Large, per lb.	0 30½	0 31
Backs—		
Plain	0 41½	0 42½
Boneless, per lb.	0 44½	0 45½
Bacon—		
Breakfast, per lb.	0 40½	0 42½
Roll, per lb.	0 32½	0 33½
Dry Salt Meats—		
Long clear bacon, ton lots	0 27	0 29
Long clear bacon, small lots	0 28½	0 29½
Fat backs, lb.	0 27	0 28
Cooked Meats—		
Hams, boiled, per lb.	0 47	0 48
Hams, roast, per lb.	0 47	0 47
Shoulders, boiled, per lb.	0 40	0 40
Shoulders, roast, per lb.	0 43	0 43

Pure Lard Firm; Demand Active

Montreal.
LARD.—The demand is brisk considering the season and sales to city and country are maintained in good volume. Owing to the position on hogs there is a decided firmness but prices are held without definite change. So long as the demand continues on its present basis and the short delivery of hogs remains as at present there is little likelihood of a better price basis.

Lard, Pure—

Tierces, 400 lbs., per lb.	0 32
Tubs, 60 lbs.	0 32½
Falls	0 32½
Bricks, 1 lb., per lb.	0 33½

No Change Marks Position of Shortening

Montreal.
SHORTENING.—There is a very good demand and at present time delivery is well maintained. Supplies of cottonseed oil are apparently ample at present and no changes have been recorded in shortening prices this week.

Shortening—

Tierces, 400 lbs., per lb.	0 26½
Tubs, 50 lbs.	0 26½
Falls, 20 lbs., per lb.	0 27
Bricks, 1 lb., per lb.	0 28

More Margarine Here; Prices Maintained

Montreal.
MARGARINE.—There is a good demand for margarine and marketing conditions favorable, that is the supply is better than it has been for some time. Deliveries are freer than they were. Demand is reasonably good and sales to the consuming public seem to have become well established now. Prices are held without any change.

Margarine—

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

Butter Down 3c; Some Say Bottom

Montreal.
BUTTER.—Some think that with the decline this week of three cents a pound in the price of fresh creamery butter, that the bottom has been reached. The market ruled very weak for some days and there was as much as four cents per pound decline in the week. The favorable prospects for an early and large output of butter was responsible for the

Egg Markets Firmer Though Receipts Large

Montreal.
EGGS.—The peculiar feature of the week is that of the very firm position of the market when the heavy receipts are taken into consideration. Production in many parts of the country is still said to be very much improved but the demand from many quarters for storing is good and with an added demand from the consumer prices hold firmly. At some of the buying points a slightly advanced price was asked. Sales are still being made here at 40 and 41c per dozen. If the receipts continue to improve as they have been doing it is possible that prices may register a further decline.

Eggs—

New-laid	0 40	0 41
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Poultry Sells Well; Receipts Live Light

Montreal.
POULTRY.—For storage poultry and any fresh-killed that finds its way to market there is a fairly good demand. However, in the matter of live birds these are very scarce and the improvement for a larger delivery does not promise well. Prices are naturally well-maintained and while there are no advances these may at any time be made. Just at present prices on storage poultry are very firm.

	Live	Dressed
Young ducks	0 32	0 32
Turkeys (old toms), lb.	0 38	0 38
Turkeys (young)	0 40	0 40
Geese	0 38	0 38
Old fowls	0 30-0 35	0 35-0 36
Chickens (milk-fed)	0 39-0 40	0 39-0 40
Roasting chickens	0 37	0 37

*Western Halibut Coming;
Fish Trading Fair*

Montreal.

FISH.—The better delivery of some varieties of fresh fish is noticeable and jobbers expect that prices will be more favorable in the immediate future. A carload of western halibut is on the way here and if the price of this can be made fair there will be a good demand for it. Until now the price of halibut has curtailed consumption. Herring and gaspereaux are arriving in larger quantities, indicating a larger catch. Lobsters are easier and boiled lobsters are in good demand.

SMOKED FISH.

Haddies (fresh cured)	0 12	0 13
Haddies (frozen)	0 12	0 13
Haddies, fillet	0 16	0 18
Smoked herrings (med.) per box	0 23	0 24
Smoked cod	0 12	0 12
Bloaters, per box 60/100	1 50	1 75
Kippers, per box 40/50	1 75	2 15

SALTED AND PICKLED FISH.

Haddock (per bbl.)	10 00	10 00
Herring (Labrador), per bbl.	12 00	12 50
Herring (Labrador), 1/2 bbls.	6 75	6 75
Herring, No. 1 lake (100-lb. keg) ..	5 25	5 25
Salmon (Labrador) per bbl.	24 00	24 00
Do., tierces	33 00	33 00
Salmon (B.C. Red)	25 00	25 00
Sea Trout, red and pale, per bbl.	18 00	20 00
Sea trout (1/2 bbls.)	10 00	10 50
Green Cod, No. 1, per bbl. (med.) ..	13 00	13 00
Green Cod (large bbl.)	15 00	15 00
Green Cod (small), lb.	0 08 1/2	0 08 1/2
Green Cod (med.), lb.	0 07 1/2	0 07 1/2
Mackerel, No. 1, per bbl.	22 00	22 00
Mackerel (1/2 bbls.)	15 00	15 00
Codfish (Skinless), 100-lb. box ..	12 00	12 00
Codfish, 2-lb. blocks (24-lb. case) ..	0 17	0 17
Codfish (Skinless), blks. "Ivory" Brd., lb.	0 15	0 15
Codfish, boneless, lb. (according to package)	0 14	0 18
Codfish, Shredded, 12-lb. box ..	2 20	2 20
Eels, salted	0 12	0 12
Pickled turbot, new, bbls.	14 00	15 00
Do., half barrels	7 00	8 00
Cod, boneless (20-lb. boxes), as to grade	0 14	0 18
Cod, strip (30-lb. boxes)	0 16	0 16
Cod, dry (bundles)	10 00	10 00

SHRIMPS, LOBSTERS

Lobsters, medium and large, lb.	0 40	0 45
Lobsters (boiled), lb.	0 15	0 15
Prawns, lb.	0 28	0 28
Shrimps, lb.	0 26	0 26
Seallops	3 50	3 50

Oysters—

Ordinary, gal.	2 25	2 25
Malpeque oysters, choice, bbl.	10 00	10 00
Malpeque oysters (med.) bbl.	9 00	9 00
Cape Cod shell oysters, bbl.	11 00	11 00

Cape Cod Shell Oysters—

5 gal. (wine) cans	11 00	11 00
3 gal. (wine) cans	6 00	6 00
1 gal. (wine) cans	2 00	2 00
Oyster pails (pints), 100	1 50	1 50
Oyster pails (quarts), 100	2 10	2 10
Clams, med., bbl.	9 00	9 00
Clams (med.), per bbl.	9 00	9 00

FRESH FROZEN SEA FISH.

Herring, large sea, lb.	0 09	0 09
Herring, frozen lake, lb.	0 06	0 06
Halibut	18	19
Halibut (medium)	20	20
Haddock	08	09
Mackerel	0 14	0 18
Cod—Toms	3 00	3 00
Cod steak, fancy, lb.	09 1/2	10
Salmon, Red	18 1/2	20
Salmon, pale	14 1/2	15
Salmon, Gaspe	26	26

FRESH FROZEN LAKE FISH

Pike, lb.	0 09 1/2	0 11
Perch	0 12 1/2	0 13
Whitefish, lb.	0 12 1/2	0 13
Whitefish (small)	0 09 1/2	0 12 1/2
Lake trout	0 18	0 19
Eels, lb.	0 12	0 12
Doree	0 12 1/2	0 13

FRESH FISH

Barbotte	0 12	0 13
Haddock	0 08	0 10
Steak cod	0 10	0 12
Market cod	0 07	0 07
Carp	0 12	0 13
Dore	0 16	0 17
Lake trout	0 13	0 20

Brook Trout	0 33	0 33
Pike	0 12	0 13
B. C. Salmon	0 30	0 32
Salmon (Qualla)	0 13	0 13
Gaspereaux, lb.	0 06	0 06
Gaspereaux, each	0 04 1/2	0 04 1/2
Gaspereaux herring (100)	3 50	3 50
Western Halibut	0 25	0 25
Eastern Halibut (chicken)	0 20	0 20
Eastern Halibut (med.)	0 23	0 23
Flounders	0 08	0 10
Perch	0 09	0 09
Bullheads	0 15	0 15
Whitefish	0 18	0 16
Whitefish (small)	0 09	0 09 1/2
Eels	0 13	0 13
Mackerel (large), each	0 40	0 40
Mackerel (medium), each	0 30	0 30
Mackerel, per lb.	0 14	0 14
Smelts, No. 1	0 18	0 19
Smelts, No. 2	0 11	0 12
Smelts, No. 1 large	0 24	0 24

**50 Cents Advance
In Live Hogs**

Toronto.

PROVISIONS.—Live hogs have registered another advance of 50c per cwt., and prices for the week are on the basis of \$20.75, fed and watered. This is a decline of 25c over high levels reached at latter part of last week when prices were as high as \$21. A very fair run is reported, considerably more offering than for some time past.

OYSTER IMPORTS OFF ?

In view of the poor transportation facilities it is thought by some that during the summer months there will be practically no importation of oysters. It has been taking three and four days to secure them from producing points where they should not be on the way more than 36 to 48 hours and unless speedy delivery be maintained the condition when received would not be favorable.

Some slight revisions in dressed meats have been made in some quarters, though these are by no means extensive, as will be noted in list below. The demand shows some improvement, and orders are being handled promptly.

Hams—		
Medium	0 37	0 38
Large, per lb.	0 28	0 31
Backs—		
Plain	0 41	0 48
Boneless, per lb.	0 46	0 50
Bacon—		
Breakfast, per lb.	0 37	0 41
Roll, per lb.	0 34	0 36
Wiltshire (smoked sides), lb.	0 38	0 42 1/2
Dry Salt Meats—		
Long clear bacon, lb.	0 29 1/2	0 31
Fat backs	0 32	0 32
Cooked Meats—		
Hams, boiled, per lb.	0 48	0 50
Hams, roast, without dressing, per lb.	0 46	0 51
Shoulders, roast, without dressing, per lb.	0 48	0 48
Barrel Pork—		
Mess pork, 200 lbs.	55 00	58 00
Short cut backs, bbl., 100 lbs.	61 00	63 00
Pickled rolls, bbl., 200 lbs.	57 00	59 00
Hogs—		
Dressed, 70-100 lbs. weight ...	29 50	30 00
Live, off cars	21 00	21 00
Live, fed and watered	20 75	20 75
Live, f.o.b.	20 00	20 00

*Nothing New in
Shortening Situation*

Toronto.

SHORTENING.—There has been no-

thing new developed during the week in this commodity. The demand continues along rather narrower channels, and no difficulty is being experienced keeping up with orders. Receipts of cottonseed oil show some improvement. Prices remain firm and unchanged as follows:

Shortening, tierces, 400 lb., lb. 0 26 0 26 1/2
In 60-lb. tubs, 1/4-1/2c higher than tierces;
tierces; pails, 1/2-3/4c higher than tierces, and 1-lb. prints, 1 1/2-1 3/4c higher than tierces.

*Firm Position Held
In Respect to Lard*

Toronto.

LARD.—A very firm situation continues evident in this commodity. Prices have ruled unchanged during the week, and a very fair demand is reported. Production is equal to present calls.

Lard, pure, tierces, 400 lbs., lb. 0 31 0 32
In 60-lb. tubs, 1/4-1/2c higher than tierces;
pails 1/2-3/4c higher than tierces, and 1-lb. prints, 1 1/2-1 3/4c higher than tierces.

*Margarine Situation
Shows No Change*

Toronto.

MARGARINE.—There is nothing new to report in respect to margarine during the week. The demand continues in very good volume, and orders are being despatched promptly from ample stocks. No change in prices is to be noted; quotations hold firm.

Margarine—

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

*Butter Registers
Substantial Decline*

Toronto.

BUTTER.—Receipts have shown great improvement and reports from all sources are to the effect that butter is now coming in freely. This has resulted in a substantial decline being registered, fresh creamery being down about 5c per pound. Storage creamery is practically done, and in most cases down in sympathy with fresh made. Dairy butter shows no change for the week, prices holding at the decline of last week. The demand for all grades is very good. Prices now being quoted are:

Creamery prints, fresh made	0 45	0 47
Creamery solids, fresh made	0 44	0 47
Creamery prints, storage	0 44	0 47
Creamery solids, storage	0 44	0 47
Dairy prints, choice, lb.	0 38	0 40
Dairy prints, lb.	0 34	0 36

*Eggs Reveal Firmer
Tone; Receipt Good*

Toronto.

EGGS.—Prices on eggs have stiffened considerably during the week, and advances of from 2c to 4c a dozen have been made. Receipts continue in good volume and with storing general, though not heavy, any surplus is being quickly absorbed. A good consuming demand continues to be manifest, the movement to the retailer being very liberal. Quotations now being made follow:

Eggs—

New-laid, in cartons	0 42	0 46
Do., loose, doz.	0 41	0 45

Cheese Settles Into Steady Groove

Toronto.
CHEESE.—Business in this commodity seems to have settled into a fairly steady groove, and little variation is expected now that the price for export has been determined upon. Some shipments of fresh made are reported in, and more expected as the season advances.

Cheese—		
New, large	0 23	0 24
Old, large	0 24	0 25
Stilton (new)	0 26	0 27
Twins, ¼ lb. higher than large cheese.		
Trip-lets ¼ lb. higher than large cheese.		

Poultry Prices Hold at High Levels

Toronto.
POULTRY.—There has been little change in the situation during the week, prices holding firm at high levels. There is little live poultry reaching the market, though this condition is said to be a natural one at this season of the year. Prices ruling are given herewith:

Prices paid by commission men at Toronto:			
	Live	Dressed	
Ducks	\$...\$0 30	\$...\$	
Geese	0 12	0 15	
Turkeys	0 26-0 28	0 30-0 35	
Roosters	0 20-0 25	0 22-0 24	
Hens, over 5 lbs.	0 28-0 30	0 28-0 30	
Hens, under 5 lbs.	0 25-0 28	0 25-0 30	
Chickens, 4½ lbs. up.	0 25-0 29	0 28-0 33	
Chickens, under 4½ lbs.	0 22-0 25	0 26-0 30	
Squabs, dozen	4 50		
Prices quoted to retail trade:			
Hens	0 28	0 37	
Ducks	0 30	0 34	
Chickens	0 35	0 40	
Do., milk-fed	0 35	0 41	
Turkeys	0 36	0 40	
Geese	0 20	0 25	

Demand for Fish Good; Some Lake In

Toronto.
FISH.—From all sources there are indications of a good demand for fish, orders being received in goodly numbers and representing a very satisfactory volume of trade. Improvement in supplies of fresh lake fish reaching the market is reported and fresh sea are also coming along in good quantities. Prices have held with little change, kippers being down 25c to \$1.75 box in some quarters.

SMOKED FISH.		
Haddies, per lb., new cured	0 12	0 15
Chicken haddies, lb.	0 11	0 13
Haddies, fillets, per lb.	0 13	0 17
Ciscoes, per lb.	0 15	0 17
Kipper herrings, per box	1 75	2 00
Digby herring, skinless, 10-lb.		2 25
PICKLED AND DRIED FISH.		
Acadia cod, 20 1-lb. blocks		3 40
Acadia cod, 12-2-lb. blocks	4 25	4 50
Strip cod, lb.	0 12	0 16
Quail on toast, 24 1-lb. blocks, lb.	0 12½	0 13
Skinless cod, 100-lb. boxes, lb.	0 11	0 12
Halfax shredded cod, 24s.		2 20
Salt Mackerel, kits, 20 lbs.		3 00
Labrador salt herring, barrels		11 50
Do., half barrels	5 50	6 00
Herring, pickled, keg 100 lbs.		6 00
FRESH FROZEN SEA FISH		
Halibut, frozen	0 19	0 20
Salmon, Qualla, lb.	0 13	0 15
Do., red spring	0 19	0 25
Do., Cohoe		0 20
Do., Restigouche		0 27
Haddock, headless and dressed, lb.	0 07	0 10
Herrings, frozen	0 08	0 10
Steak cod, lb.	0 09	0 10½
Haddock, market, lb.	0 7	0 08½
Cod, market, heads on, lb.	0 06	0 08½
Mackerel, frozen, lb.	0 10	0 12
Flounders, frozen	0 07	0 10

Tullbees, lb.	0 08½	0 09
Smelts, extras, lb.		0 22
Do., No. 1, lb.	0 14	0 18
Do., No. 2, lb.		0 12
Oysters, No. 3 size pkg., selects		
Blue points, bbl.		
Malpeque, bbl.		
Shrimps—		
No. 1, cans	1 35	1 60
No. 2, cans	2 65	3 10
No. 3, cans		3 90
No. 4, cans	5 15	6 00
FRESH FROZEN LAKE FISH		
Herring, Lake Erie, pan frozen.	0 08½	0 10
Pike, dressed	0 10	0 11
Yellow pickerel, frozen, lb.	0 12½	0 13
FRESH SEA FISH		
Halibut, medium, lb.	0 21	0 22
Do., chicken, lb.	0 18	0 21
Cod., steak, lb.	0 10	0 11
Do., market, lb.		0 09
Haddock, lb.	0 08	0 08½
Flounders, lb.	0 08	0 10
Herring, lb.	0 05½	0 06
Salmon, Red, Spring, lb.		0 25
FRESH LAKE FISH		
Trout, lb.		0 17
Whitefish, lb.	0 18	0 21
Herring, lb.		0 13

Storing Eggs At Very High Prices

Winnipeg.
PRODUCE AND PROVISIONS.—The price of live hogs dropped to 19½c and remained there for the past two weeks. It seems to be steady at that price. Lard is selling at unchanged figures, viz., 30c

HALIBUT AND SALMON TO BE HIGH

The manager of a large fish company from the Pacific Coast passing through Montreal a few days ago stated that the indications were pointing to high prices for salmon and halibut during the coming season. Increased costs for labor and all materials would be largely responsible for this strong position.

for pure in tierces, and 26½c for compound.

EGGS.—The market has remained very firm despite the very warm weather. At the time of writing candled eggs were bringing 38c. Packers have begun to store them at this figure. The consumption of eggs has been heavy.

BUTTER.—There is very little new make creamery on the market, and the price for No. 1 is 48c. The demand for cheese has been better lately, but the price is the same, viz., 24-24½c for Ontario, and 23-23½c per pound for Manitoba.

Hams—		
Light, lb.	0 34	0 36
Medium, per lb.		0 34
Heavy, per lb.		0 33
Bacon—		
Breakfast, per lb.		0 40
Breakfast, select, lb.		0 42
Backs	0 44	0 46
Dry Salt Meats—		
Long clear bacon, light	0 29	
Backs	0 33	
Barrelled Pork—		
Mess pork, bbl.		52 00
Lard, Pure—		
Tierces		0 30
20s		6 30
Cases, 5s		18 53
Cases, 3s		18 00
Compound—		
Tierces		0 26½
Tubs, 50s, net		13 25
Pails, 20s, net		5 55
Fresh Eggs—		

New-laid, candled	0 37	0 38
Cheese—		
Ontario, large fresh	0 24	0 24½
Manitoba, large fresh		0 23½
Butter—		
Fresh made creamery, No. 1 cartons		0 48
Fresh made creamery, No. 2		0 46
Dairy, regular run	0 37	0 38
Margarine—		
No. 1		0 32½
No. 2		0 30½
No. 3		0 29½

Plaice At 7½c Meets Popular Demand

Winnipeg.
FISH AND POULTRY.—A new line on the market this week is fresh plaice, bringing 7½c. This will be followed by a number of similar lines next week, including soles, witches, flounders, brill, all flat fish, and being put on this market to meet the demand of the public for a fish selling at 10c per pound retail. Most of this will cost the trade around 7½c. Another new line is black cod at 12c. There is a very limited quantity of fresh salmon arriving on the market, bringing 27½c. No fresh halibut coming in; one of the reasons for this is probably that most dealers are well stocked with frozen stuff yet. Little poultry arriving, and dealers are not worrying, preferring to let poultry work out its own salvation; if it arrives in quantity they will begin to handle it again.

Pickereel, box lots	0 11½
Whitefish, box lots	0 11½
Haddock, frozen	0 10
Salmon, frozen	0 23
Halibut, frozen	0 20
Cod, frozen	0 12
Kippers, boxes	2 25
Bloaters, boxes	2 40
Lake trout, box lots	0 12
Mackerel, frozen	0 15
Finnan haddie, 30-lb. boxes	0 17
Plaice, fresh frozen	0 07½

AUSTRALIAN SUGAR CROP

The Australian cane sugar industry has this year for the first time produced sugar greatly in excess of the Commonwealth's requirements, it is learned here. The Queensland crop is expected to exceed 350,000 tons (70,000 tons above the record of 1913-14), and New South Wales will probably produce 20,000 tons, making an estimated total of 370,000 tons.

As the consumption is unlikely to reach 270,000 tons, there will be a surplus for the current season of at least 100,000 tons, and even if the 20,000 tons of raw sugar stored at Mackay should be lost, there will probably still remain at the end of the season a surplus of not less than from 85,000 to 95,000 tons, for it is an open secret that the total production has been under-estimated.

The Retail Merchants' Association, the Board of Trade and the Wholesalers' Association of Saskatoon are co-operating in the sale of \$70,000 worth of stock for the cold storage plant being erected in that city by the Saskatchewan Co-operative Creameries, Ltd. Committees have been appointed, and the campaign will be undertaken without delay.

Back Bacon

Skinned Backs
 Boned Backs
 Backs in Casings
 Sugar Cured, Mild and
 Sweet.

These furnish a delightful change from Ham and Bacon.

F. W. FEARMAN CO.
 Limited
 HAMILTON

Show Me the butcher who ever got rich that did not make his **OWN SAUSAGE.**

Show Me the packer who **NEVER** got rich who did not make his **OWN SAUSAGE.**



Did you ever consider the money that there is to the merchant who made a good high class Sausage?

The public is looking for this article.

Freeman Electric Meat Cutter

is the machine to give the goods the quickest and easiest way.

Write for Catalogue and Prices. Many Styles.

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

TORONTO—114 York St., Near King
 MONTREAL—D. H. H. Nell, 16 Notre Dame St. E. Uptown 8547

To Jobbers:—

You want quality and price. Our "Canada's Best" brand pure maple syrup and "Superior" brand sugar syrup possess quality.

The PRICE is Right.

Canada Maple Exchange, Ltd., Montreal

Advertising makes for a better product—

Not only does advertising create a good impression regarding the product advertised but it **makes for a better product.** There are added responsibility and written-printed claims to substantiate.

Now's the time to start your Spring "Counter" - Attacks



—by featuring these
easy-selling products

LET your Provision Counter be the principal point of interest in your store. Make it so bright—so enticing—so good to look at—that everybody who comes in will feel constrained to buy something!

Davies' Quality Products are just the lines to help you make a good, tempting display and build up more and bigger sales.

Show a good assortment of Davies' Fresh Cured and Smoked Meats, Pure Lard, "Peerless" Shortening, Pork Pies, Pork and Beans, "Peerless" Pickles, "Glengrove" Butter, Eggs and Cheese—all genuine **quality** products that make pleased customers and keep your salesmen busy.

We shall be pleased to quote you prices on any of these products — or if you would like one of our travellers to call, drop us a postcard saying where you are located and we'll be glad to make your acquaintance.

Davies' Quality Products are used in a large number of the best Canadian homes. Dealers who handle these products are building up good reputations in their localities.

Davies Quality Products are "EASY to SELL but HARD to BEAT"

**THE DAVIES COMPANY
WILLIAM LIMITED**

Montreal

TORONTO

Winnipeg

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

The Brantford Automatic Scale never guesses



Mr. Merchant:
The best scale is "none too good." Let us tell you all about the Brantford. A postal or telephone call will bring our representative.

Toronto office and salesroom 386 King St. West, corner Peter. Phone Ad. 1116.

Brantford Computing Scale Co., Limited
BRANTFORD, ONT.

Get a real Meat Slicer



Get a Slicer that you can depend upon absolutely—one that will bring profit to you and satisfaction to your trade.

THE VAN BERKEL SLICER

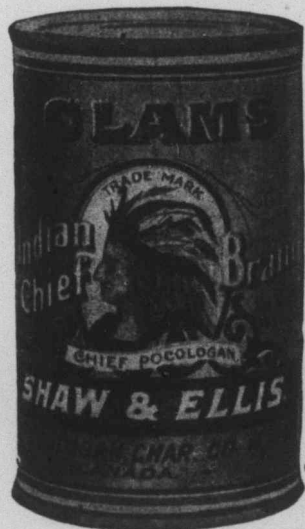
is the result of thirty years "know how" in Slicer building. Look for the name Berkel's Improved Patent—the stamp of a real Slicer.

The Hobart Mfg. Co.
149 Church St.
TORONTO

They are worthy of your best recommendation

The quality of
INDIAN CHIEF
Brand
CLAMS

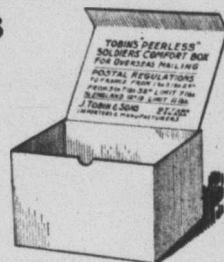
is as high as extra care and attention can make them. We put them up and seal them (without solder or acid) the self same day they are taken from the clam beds. Indian Chief Clams always open up sweet, pure and delicious. Every good grocer should recommend them. They sell and repeat.



SHAW & ELLIS
POCOLOGAN, N. B.

Tobin's "Peerless" Soldiers' Comfort Boxes

FOR OVERSEAS MAILING 7 and 11 lb. sizes, made in two sections. Outside cushioned casing and inside reinforced lining. Practically two boxes in one. Tested to 37 lbs. square inch. They sell themselves on show. Dealers write.



J. TOBIN & SONS (Sons on Active Service)
Ottawa, Canada

"Peerless" Overseas Boxes, Sanitary Containers and other Trench Specialties.

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations

ANOTHER NEW BOOK
By FRANK FARRINGTON

A Companion book to Retail Advertising Complete
\$1.00 POSTPAID

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

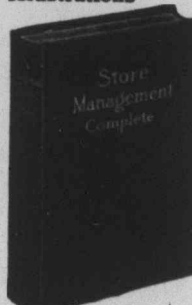
THIRTEEN CHAPTERS

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

ABSOLUTELY NEW JUST PUBLISHED

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

Technical Book Dept., MacLean Publishing Co.
TORONTO



272 Pages
Bound in Cloth

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

Avail Yourself of this Opportunity

You, Mr. Aggressive Grocer, will be quick to appreciate the unusual opportunity that we still offer you of securing ample stocks of

HOLBROOK'S Imported WORCESTERSHIRE SAUCE

At Pre-War Prices

We need not enlarge upon the delicious goodness of this customer-pleaser. Repeat orders always follow a window or interior display. NOW is the very best time to send us that order.

This Summer Show ROSE'S LIME JUICE



Pleasing —
Nourishing —
Non-Alcoholic.
Held in high esteem for over 50 years. Leading today.

You can also order the following from us — Imported



English Malt Vinegar, in glass; Sardines, French Olive Oil, Custard Powders, all Flavors; Health Salts, Ground Rice, Rice Flour and Potato Flour.

Holbrooks, Ltd.
Toronto and Vancouver

X-X-X PHOSPHATE CREAM TARTAR

Formerly only sold in Bulk,
NOW offered to the Grocery
Trade in Five and Ten Pound
Cartons.

To avoid unsatisfactory substitutes
look for this label on the package.
Insist on the Genuine X-X-X.



Order from your Wholesaler,
or direct from

The Jones Packing & Provision Co.
(Chemical Department) Limited
SMITH'S FALLS, ONTARIO

Navel Oranges

Nova Scotia and
Georgian Bay Brand
Apples

Tomatoes

Get in touch with
us to-day

Lemon Bros.
Owen Sound
Ont.



Economical Food Dessert

Junket Tablets are advertised in the leading Magazines and Journals for making economical food desserts with great possibilities for variety. And Junket is wholesome and delicious! All physicians and nurses have long known and used

Junket

MADE with MILK

This great number of uses provides many sales — in almost every home.

Can you afford to be without this product? Will you say you haven't it when asked to supply Junket Tablets?

Get acquainted with the 10-Tablet package that retails at 12c, with a good profit. Ask your jobber, or write.

Chr. Hansen's
Canadian Laboratory
Toronto, Canada



We always have a few carloads of
2's and 2 1/2's

CANNING SHOOKS

ON HAND

Write or wire for prices.

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



Avoiding Milk Waste

No article of food affords more opportunity for waste than liquid milk. It is susceptible to heat and cold. Dust and dirt make it unpalatable. It turns sour within a few hours.

All milk waste can be avoided when Klim is used. Klim is pasteurized, separated milk in powder form. It is absolutely pure and 100% food value. It is packed in sanitary, air-tight one pound and ten pound tins. Keeps fresh and sweet indefinitely. Not affected by heat or cold. Can be used dry with flour, sugar, etc., or dissolved in water for use as liquid. Klim has the milk flavor unchanged.

The demand for Klim will be big this Summer. Order your stock now from your wholesale.

CANADIAN MILK PRODUCTS LIMITED

10-12 St. Patrick St., TORONTO
10 Ste. Sophie Lane, Montreal

Also stocked by: W. H. Escott Co., Ltd., Winnipeg,
Calgary, Edmonton, Regina and Kirkland & Rose,
Vancouver

Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing 1/4, 1/2 or 1-lb. packets.

R. E. BOYD & COMPANY

Agents for the Province of Quebec

15 STE. THERESE ST. - - MONTREAL

DONALD H. BAIN CO.

AGENTS FOR THE CANADIAN NORTH-WEST

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$65 PER INCH PER YEAR

BAKING POWDER

ROYAL BAKING POWDER

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

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

JAMS

DOMINION CANNERS, LTD.

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

Screw Vac top Glass Jars, 16 oz. glass 2 doz. case.	Per doz.
Blackberry	\$3 00
Currant, Black	3 20
Plum	2 90
Pear	2 90
Peach	2 90
Raspberry, Red	3 30
Raspberry and Red Currant	3 00

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

	Per doz.
1/2 Pts. Delhi Epicure	\$1 75
1/2 Pts., Red Seal, screw tops	1 40
Pts., Delhi Epicure	2 75
Pts., Red Seal	1 90
Qts., Red Seal	2 85
Qts., Lynn Valley	2 75

BAKE DBEANS WITH PORK

Brands—Canada First, Simcoe Quaker

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

"AYLMER" PURE ORANGE MARMALADE

	Per doz
Tumblers, Vacuum Top, 2 doz. in case	\$1 90
12-oz. Glass, Screw Top, 2 doz. in case	2 20
16-oz. Glass, Screw Top, 2 doz. in case	2 75
16-oz. Glass Tall, Vacuum 2 doz. in case	2 75
2's Tin, 2 doz. per case	3 90
4's Tin, 12 pails in crate, per pail	0 65
5's Tin, 8 pails in crate, per pail	0 84
7's Tin or Wood, 6 pails in crate	1 15
7's Tin or Wood, 4 pails in crate, per lb.	0 10
30's Tin or Wood, one pail crate, per lb.	0 10

BLUE

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

COCOA AND CHOCOLATE THE COWAN CO., LTD. COCOA

Empire Breakfast Cocoa, 2 doz. in box, per doz.	\$2 45
Perfection, 1/2-lb. tins, doz.	2 45
Perfection, 1/4-lb. tins, doz.	1 35
Perfection, 10c size, doz.	95
Perfection, 5-lb. tins, per lb. (Unsweetened Chocolate)	37
Supreme Chocolate, 12-lb. boxes, per lb.	38
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	90
Sweet Chocolate— Per lb	
Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 80
Diamond Chocolate, 7's, 4-lb. boxes	1 15
Diamond, 6's and 7's, 8 and 12-lb. boxes	0 25
Diamond, 1/2's, 6 and 12-lb. boxes	0 25
Leings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in 1/2 lb. packages, 2 and 4 doz. in box, per doz.	1 30
Chocolate Confections— Per doz	
Maple Buds, 5-lb. boxes	\$0 35
Milk medallions, 5-lb. boxes	0 50
Chocolate wafers, No. 1, 5-lb. boxes	0 39
Chocolate wafers, No. 2, 5-lb. boxes	0 35
Nonpareil wafers, No. 1, 5-lb. boxes	0 33
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 42
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 95
Nut milk chocolates 1/2's, 6 lb. boxes, lb.	0 39
Nut chocolate squares (20 divisions to cake), packed 2 and 3 cakes to a box, per cake	0 70
Almond nut bars, 24 bars, per box	0 95

Whittemore's Shoe Polishes

Quality Variety



For a Big Seller

BOSTONIAN CREAM — The ideal cleaner for kid and calf. You'll need a good stock of brown for brown glazed kid and mahogany calf —also the cordo-tan for cordovan leather. Then there's the white BOSTONIAN for all colors of glazed Russia calf, vici or dongola kid or patent leather—also light and dark gray, and any other color or shade.



And Here's the Paste

NOBBY BROWN PASTE—For all shades of brown shoes. Once you put this paste in stock, you'll be like everybody else who has ordered it —you'll repeat on it.

For red or oxblood there's the same size package of **PEERLESS OXBLOOD PASTE**.



RUSSET—2 Sizes



BROWN—2 Sizes



WHITE—2 Sizes

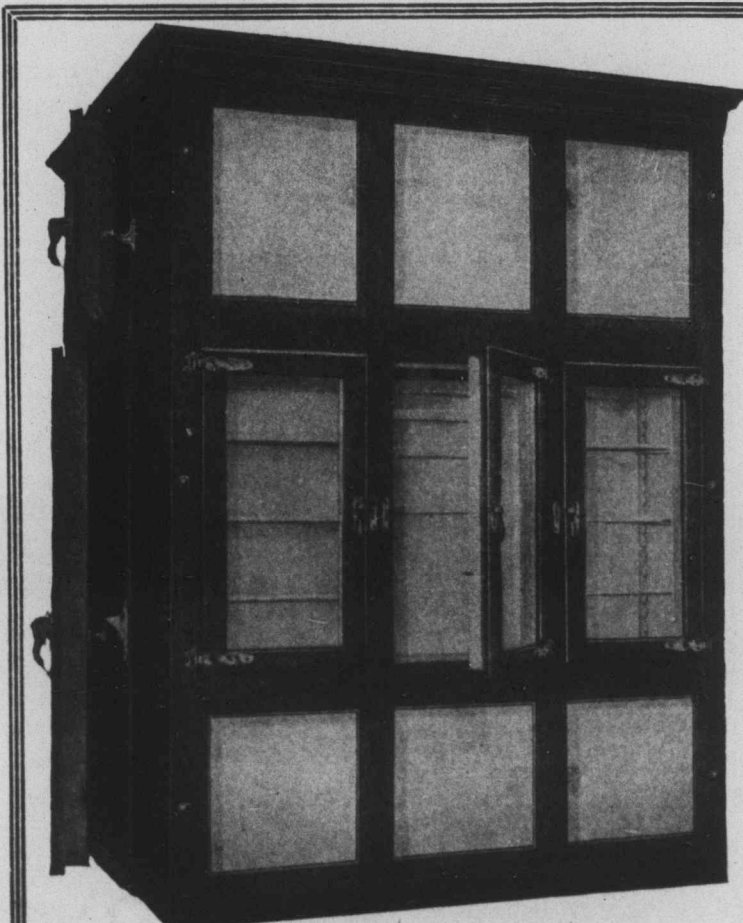


RED—2 Sizes



BLACK—2 Sizes

Ask your Jobber's Salesman for Complete Catalogue with Prices, or write us at Boston, Mass., U.S.A.



Let this be your Food Controller

(Perishable)

The proper preservation of your perishable food supplies is a subject worthy your most serious consideration. After 30 years' practical experience we can safely assert that the

Eureka

to-day represents the very utmost in Scientific Refrigeration.

The Eureka Patented Refrigerator is so constructed that it keeps Fresh Meat (in an unfrozen state) longer and purer than any other refrigerating device yet discovered.

Our catalog will describe each model in detail. We have one that would just suit you.

Write us. No obligation at all.

Eureka Refrigerator Co., Ltd.
11 Colborne Street, - TORONTO

Phone Main 556

Branches: Jas. Rutledge, 2608 Waverly St., Montreal; J. H. Galloway, 194 Main St. E., Hamilton; Geo. Bonycastle, Winnipeg; Walter Woods & Co., Winnipeg, Man.

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



The grocer who features
**BRUNSWICK
BRAND
SEA FOODS**

is building a good business for himself and giving best service to his customers.

The quality of Brunswick Brand is always a certainty of come-back selling.

Note our list below.

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



- 1/4 Oil Sardines
- 1/4 Mustard Sardines
- Finnan Haddies (Oval and Round Tins)
- Kipperd Herring
- Herring in Tomato Sauce
- Clams
- Scallops



CALIFORNIA FRUIT CANNERS ASSOCIATION
CALIFORNIA RIPE OLIVES
DEL MONTE BRAND

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

- YUBA BRAND**
2 1/2-quart Tall Cylinder Can.
No. 1 Pint Cylinder Can ...
No. 10 Can

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

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

- CONDENSED COFFEE**
Reindeer Brand, Large, each 24 cans 5 75
Reindeer Brand, Small, each 48 cans 6 00
Regal Brand, each 24 cans... 5 40
Cocoa, Reindeer Brand, large, each 24 cans 5 75
Reindeer Brand, small, 48 cans 6 00

CARNATION MILK PRODUCTS CO., LTD.

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

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

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

W. CLARK, LIMITED, MONTREAL.

- Assorted meats—1s, \$4.45.
Compressed Corn Beef—1/2s, \$2.90; 1s, \$4.45; 2s, \$9.25; 6s, \$34.75; 14s, \$80.
Lunch Ham—1s, \$4.25; 2s, \$8.
Ready Lunch Beef—1s, \$4.45; 2s \$9.
English Brawn—1/2s, \$2.90; 1s, \$4.95; 2s, \$9.25.
Boneless Pig's Feet—1/2s, \$2.90; 1s, 4.95; 2s, \$9.25.
Ready Lunch Veal Loaf—1/2s, \$2.40; 1s, \$4.45.
Ready Lunch Beef-Ham Loaf—1/2s, \$2.40; 1s, \$4.45.
Ready Lunch Beef Loaf—1/2s, \$2.40; 1s, \$4.45.
Ready Lunch Asst. Loaves—1/2s, \$2.40; 1s, \$4.45.
Geneva Sausage—1s, \$4.95; 2s, \$9.45

- Roast Beef—1/2s, \$2.90; 1s, \$4.45; 2s, \$9; 6s, \$34.75.
Boiled Beef—1s, \$4.45; 2s, \$9; 6s, \$34.75.
Jellied Veal—1/2s, \$2.90; 1s, \$4.25; 2s, \$9.
Cooked Tripe—1s, \$2.45; 2s, \$4.45.
Stewed Ox Tail—1s, \$2.50; 2s, \$4.50.
Stewed Kidney—1s, \$3.95; 2s, \$7.75.
Mince Collops—1/2s, \$1.95; 1s, \$3.70; 2s, \$6.45.
Sausage Meat—1s, \$4; 2s, \$7.75.
Corn Beef Hash—1/2s, \$1.95; 1s, \$3.45; 2s, \$5.45.
Beef Steak and Onion—1/2s, \$2.90; 1s, \$4.45; 2s, \$8.45.
Jellied Hocks—2s, \$8.75; 6s, \$26.
Irish Stew—1s, \$3.45; 2s, \$5.45.
Cambridge Sausage—1s, \$4.45; 2s, \$8.45.
Boneless Chicken—1/2s, \$5.90; 1s, \$8.95.
Boneless Turkey—1/2s, \$5.90; 1s, \$8.95.
Ox Tongue—1/2s, \$3.75; 1s, \$7.50; 1 1/2s, \$12; 2s, \$15.15; 2 1/2s, \$17.50; 3s, \$19; 3 1/2s, \$20.50; 6s, \$45.
Lunch Tongue—1/2s, \$4; 1s, \$8; 2s, \$15.50.
Tongue Lunch—1s, \$6.75.
Mince Meat (Tins)—1s, \$3.25; 2s, \$4.95; 5s, \$13.50.
Mince Meat (Bulk)—5s, 25c; 10s, 24c; 50s, 23c; 80s, 22c per lb.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.10; 1s, \$1.75; 2s, \$2.55; 3s, \$3.85. With Plain Sauce—Ind., \$1; 1s, \$1.65; 2s, \$2.40; 3s, \$3.40.
Clark's Chateau Chicken or Tomato Soup, \$1.65; Vermicelli-Tomato, \$1.65.
Chateau Brand Concentrated Soups—Vegetable, Mulligatawny, Ox Tail, Scotch Broth, Mock Turtle, Consomme, Mutton Broth, Pea, Julienne, Green Pea, Celery, \$1.25. No. 1, assorted case, \$1.35; No. 2, assorted case, \$1.35.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, \$1.25; 1 1/2s, \$1.90; 2s, \$2.30; 3s, \$3.25; 6s, \$4.95; 12s, \$20.
Plain Sauce, Pink Label—Ind., 85c; 1s, \$1.15; 1 1/2s, \$1.65; 2s, \$1.95; 3s (flats), \$2.50; 3s (talls), \$2.95; 6s, \$19; 12s, \$18.
Lambs' Tongues—1/2s, \$1.95; 1s, \$3.45; 2s, \$5.45; 3s (flat), \$2.95.
Vegetarian Baked Beans and Tomato Sauce—2s, \$2.
Sliced Smoked Beef—1/2s, \$2.35; 1s, \$3.45; 4s, \$24.
Canadian Boiled Dinner—1s, \$2.45; 2s, \$5.95.
Spaghetti with Tomato Sauce with Cheese—1/2s, \$1.85; 1s, \$2.50; 3s, \$4.80.
Tongue, Ham, and Veal Pates—1/2s, \$1.95.
Ham and Veal Pates—1/2s, \$1.95.
Smoked Geneva Sausage—1/2s, \$2.85.
Pate DeFoie—1/2s, 75c; 1/2s, \$1.40.
Lunch Tongue in glass—1s, \$9.95.
Ox Tongues in glass—1 1/2s, \$14; 2s, \$17.
Brisket Beef in glass—1s, \$9.95.
Chicken Breasts in glass—1/2s, \$9.95.
Sliced Smoked Beef in glass—1/2s, \$1.75; 1/2s, \$2.75; 1s, \$3.45.
Potted and Deviled Meats (tins)—Beef Ham, Tongue, Veal, Game and Beef—1/2s, 75c; 1/2s, \$1.40.
Meats, assorted—1/4s, 80c; 1/2s, \$1.45.
Clark's Peanut Butter (glass jars)—1/4s, \$1.45; 1/2s, \$1.95; 1s, \$2.45.
Clark's Peanut Butter (in bulk)—5s, 30c; 12s, 28c; 24s, 27c; 50s, 27c.
Clark's Tomato Ketchup—8s, \$2.25; 12s, \$2.80; 16s, \$3.50.
Fluid Beef Cordial—20oz. bottle, \$10; 10oz. bottle, \$5.
English Plum Pudding—1/2s, \$2.45.
Smoked Sausage, Vienna Style—1/2s, \$2.85.

COLMAN'S OR KEEN'S MUSTARD.

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



Customers Appreciate being Answered Promptly

The merchant that gives particular attention to telephone calls and who answers promptly and pleasantly is bound to increase his trade, for he gains the good-will of his customers.

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"Good Service . . . our true intent."



PURITY FLOUR

(GOVERNMENT STANDARD)

is a "Government Standard" brand you can and **should** recommend for every baking need. It is guaranteed to be the best flour that care and science can produce in accordance with the new milling regulations.

Purity Flour (Government Standard) is now being extensively advertised in the leading newspapers and magazines throughout Canada. Make this advertising **your** advertising by stocking, displaying and pushing this pure, wholesome flour.

SPECIAL: The recipes contained in our Purity Flour Cook Book are recommended for the successful use of the New Purity Flour (Government Standard).

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Toronto, Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal and St. John, N.B.



EVERY TIN IS GUARANTEED

EASTERN BRAND LOBSTERS

If your customers want the best, give them "Eastern" Brand. Packed under ideal conditions from carefully selected fish. A little higher in price than some, but a lot higher in quality.

"Eastern Brand" Lobster Paste, and "Eastern Brand" Mackerel Roe sell readily and are sure repeaters.

Write for Prices.

Eastern Canada Fisheries, Limited

CORISTINE BLDG., MONTREAL

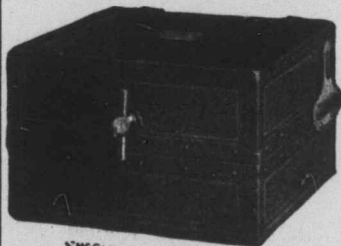
WETHEY'S MINCE MEATS

WHETHER IN
Bulk or Cartons

ARE THE
Best Values on the
Market

Order from your jobber

"McCASKEY" ACCOUNT SYSTEMS



"McCASKEY" CLOSED

For Every Business.

Send for booklet —

"A Credit Plan That Works."

**McCASKEY
SYSTEMS, LTD.**

245 Carlaw Avenue
TORONTO

Salesmen Wanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.

JELL-O

GENESSEE PURE FOOD CO.

Assorted case, 4 dozen.....	\$4 00
Lemon, 2 dozen	2 00
Orange, 2 dozen	2 00
Raspberry, 2 dozen	2 00
Strawberry, 2 dozen	2 00
Chocolate, 2 dozen	2 00
Cherry, 2 dozen	2 00
Vanilla, 2 dozen	2 00
Weight 4 doz. case, 15 lbs.; 2 doz. case, 8 lbs. Freight rate, 2d class.	

JELL-O ICE CREAM POWDERS.

Assorted case, 2 dozen.....	\$2 70
Chocolate, 2 dozen	2 70
Vanilla, 2 dozen	2 70
Strawberry, 2 dozen	2 70
Lemon, 2 dozen	2 70
Unflavored, 2 dozen	2 70

Weight, 11 lbs. to case. Freight rate, 2d class.

KLIM

Hotel size, 6 10-lb. tins to case

Household size, 1-lb., 24 to case

Sample size, 4-oz., 48 to case

THE CANADA STARCH CO. LTD., EDWARDSBURG BRANDS and

BRANTFORD BRANDS

Laundry Starches—		Cents
Boxes		
40 lbs. Canada Laundry....		.09 1/2
48 lbs., 1 lb. pkg., White Gloss .....		.10
48 lbs., No. 1 White or Blue Starch, 8-lb. cartons.....		.10 1/2
100-lb. kegs, No. 1 white..		.10
200-lb. bbls., No. 1 White..		.10
36 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs..		11 1/2
48 lbs., Silver Gloss, in 6-lb. tin canisters .....		.13
36 lbs. Silver Gloss, in 6-lb. draw lid boxes .....		.13
100 lbs., kegs, Silver Gloss, large crystals .....		.11
48 lbs., Benson's Enamel, (cold water), per case....		3.25
36 lbs. Casco Refined Potato Flour, 1-lb. pkgs. ....		.15
Celluloid, 45 cartons, case..		4.50
Culinary Starch.		
48 lbs., W. T. Benson & Co.'s Celebrated Prepared .....		.11 1/2
40 lbs. Canada Pure Corn..		10 1/2
20-lb. Casco Refined Potato Flour, 1-lb. pkgs. ....		.15
(20 lb. boxes, 1/4c higher, except potato flour)		

BRANTFORD STARCH

Ontario and Quebec.

Laundry Starches—		
Canada Laundry		\$0 09 1/2
Acme Gloss Starch—		
1-lb. cartons, boxes of 40 lbs. 1 10		
First Quality White Laundry—		
3-lb. canisters, ca. of 48 lbs. 0 10 1/2		
Barrels, 200 lbs.....		0 10
Kegs, 100 lbs.....		0 10
Lily White Gloss—		
1-lb. fancy carton cases, 30 lbs.		0 11
8 in case.....		0 12 1/2
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case....		0 12 1/2
Kegs, extra large crystals, 100 lbs.		0 10 1/2
Canadian Electric Starch—		
Boxes containing 40 fancy pkgs., per case.....		3 25
Celluloid Starches—		
Boxes containing 45 cartons, per case		4.50

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

SYRUP

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

Perfect Seal Jars, 8 lbs., 1 doz. in case	\$4.25
2-lb. tins, 2 doz. in case....	4.65
5-lb. tins, 1 doz. in case....	5.20
10-lb. tins, 1/2 doz. in case..	4.95
20-lb. tins, 1/4 doz. in case..	4.90

(Prices in Maritime Provinces 10% per case higher).

Barrels, about 700 lbs.....	\$0.07
Half bbls., about 350 lbs....	0.07 1/2
1/4 bbls., about 175 lbs....	0.07 1/2
2-gal. wooden pails, 25 lbs. 2.15	
3-gal. wooden pails, 28 1/2 lbs.	3.25
5-gal. wooden pails, 65 lbs. 5.25	

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case....	\$5.15
5-lb. tins, 1 doz. in case....	5.70
10-lb. tins, 1/2 doz. in case. 5.45	
20-lb. tins, 1/4 doz. in case. 5.40	

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup	
2-lb. tins, 2 doz. in case.....	\$5 50
Barrels, per 100 lbs.....	3 00
1/2 barrels, per 100 lbs.....	3 25

INFANTS' FOOD

MAGOR, SON & CO. LTD.

Robinson's Patent Barley—	Doz.
1 lb.	\$4 00
1/2 lb.	2 00
Robinson's Patent Groats—	
1 lb.	\$4 00
1/2 lb.	2 00

NUGGET POLISHES

Polish, Black, Tan, Toney	
Red and Dark Brown.....	.90
Card Outfits, Black and Tan. 6.50	
Metal Outfits, Black and Tan. 4.50	
Creams, Black and Tan	1.25
White Cleaner	1.25

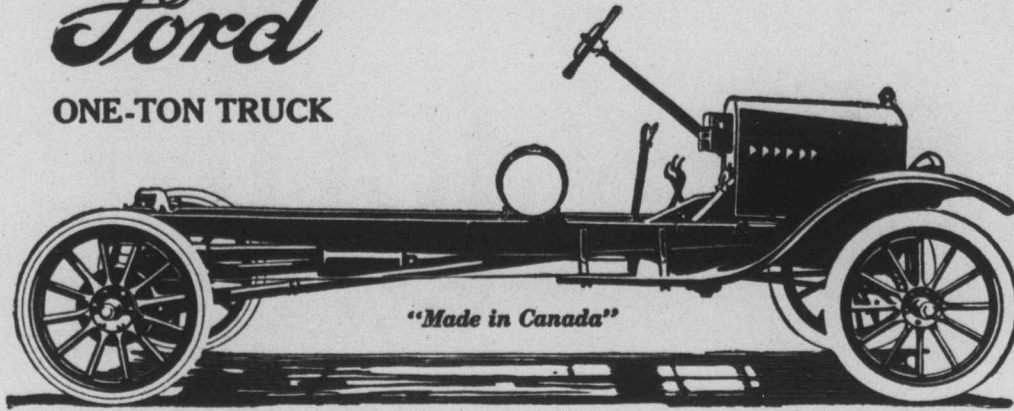
IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRANCH

Black Watch, 3 1/2s. lb.....	\$ 0 65
Bobs, 1/4s	0 64
Currency, 8s	0 62
3tag Bar, 8s, boxes 5 lbs....	0 61
Pay Roll, thick bars, 1-10s..	0 60
Pay Roll, plug, 10s and 6-lb. caddies	0 50
Shamrock 9s, 1/2 cads., 12 lbs., 1/4 cads., 4 lbs.....	0 70
Great West Pouches, 10s, 2-lb. boxes, 1/2 and 1-lb. lunch boxes	0 50
Forest and Stream, tins, 12s, 2 lb. cartons	0 50
Forest and Stream, 1/4s, 1/2s and 1-lb. tins	0 50
Forest and Stream, 1-lb. glass humidors	1 15
Master Workman, 10s, 2 lb. cartons	0 50
Master Workman, bars, 6s, 2/3s, 1/2 butts, 9-lb. boxes, 3 lbs.	0 75
Derby 3 1/2s, 1/2 butts, 3 1/2-lb. boxes	0 70
Old Virginia, 10s	0 50
Fig Leaf, 8s.....	0 64
Old Kentucky (bars), 6 1/2s. boxes, 6 lbs.....	0 50
Queen's Navy (bars), 6 1/2s. 5 1/2-lb. boxes	0 72

For Ton Trucking Purposes

Ford

ONE-TON TRUCK



"Made in Canada"

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

PRICE

\$750

F. O. B.

FORD, ONT.

**Supplied as
chassis only**

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

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

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

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

Ford Motor Company of Canada, Limited
Ford, Ontario

Help our Boys to Victory by
featuring such delightful sea foods
as
CHICKEN HADDIES
REGISTERED
(Lily Brand)

Encourage your customers to conserve the necessary foods for our armies overseas. Victory for our gallant lads will depend to a very great extent on what each and every one of us will do in the way of "substituting." And the element of hardship is entirely eliminated where such delightful meat substitutes as *CHICKEN HADDIES* are concerned.

For *CHICKEN HADDIES* are truly delightful and customer-pleasing in the extreme. Added to which they are exceptionally economical—no waste whatever—eatable right down to the very last morsel.

CHICKEN HADDIES come to you in cases of 48-lb. cans. Wholesale Grocers everywhere are now handling the new pack. Order a case or two to-day and see how well they'll sell.

CHICKEN HADDIES will help you to a bigger share of the Fish Demand.

Maritime Fish Corporation Limited

Head Office and Sales Dept.
MONTREAL

Plants at CANSO, N.S.
and DIGBY, N.S.

TEA MARKET

The possibility of the shipping situation becoming more acute during the next few weeks should suggest generous ordering now on the part of the retail trade.

Our prices on stocks are lower than import quotations at present.

We carry over 140 different grades of Tea and can satisfactorily fill the particular requirements of your trade.

Our long experience in buying and blending enable us to guarantee *satisfaction or return at our expense.*

Correspondence Invited.

KEARNEY BROS., LIMITED

Wholesale Tea and Coffee Merchants

33 ST. PETER ST.

MONTREAL

HOLIDAY GOODS

**Bananas, Peanuts, Oranges,
Pineapples, Strawberries,
Cabbage, Beans, Cucumbers.**

We handle everything worth while in Fruits, Vegetables, Candies, Gum. May 24th is getting close. We can supply you with your holiday needs. Let us have your orders early and avoid disappointment.

WRITE FOR OUR PRICE LIST

DUNCANS LIMITED

North Bay Sudbury Cobalt Timmins

ORANGES

Extra Fancy California

Golden Orange Brand Navels

Seedlings, Mediterranean Sweets,
St. Michaels, Valencias
and Bloods.

LEMONS

Californias and Messinas.

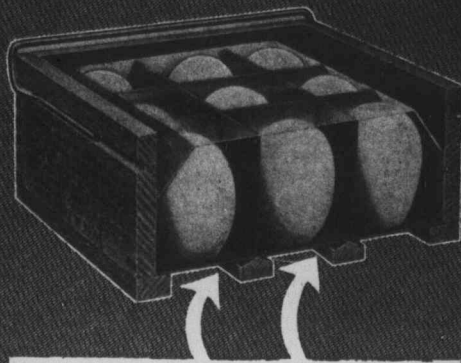
GRAPEFRUIT

Florida and Porto Rico.

**Bananas, Pineapples, Tomatoes,
Cabbage
and all other Early Vegetables.**

HUGH WALKER & SON

Established 1861 Guelph, Ontario



See Those Edges!

That's what the perforated bottom board in *Star Egg Carriers* rests on. (We have cut a Carrier in two cross-wise so that you could have a better view.) It's this patented *Star* construction that allows for the necessary "spring" or "give" which protects eggs in filling as well as delivery in

STAR EGG CARRIERS

If you are not now using *Stars* write for our booklet No. 210. *Today.*

STAR EGG CARRIER & TRAY MFG. CO.
1620 Jay Street Rochester, N. Y.

HEINZ
Baked Beans

one of the

57 Varieties

H E I N Z Baked Beans are really oven baked, not merely boiled or steamed, and are wholesome, mealy and nutritious. They meet the demand of your customers for an economic, convenient food that gives the greatest nutritive value for the least expenditure of time and money. And their reputation for quality is already known to your trade through years of advertising.

H. J. HEINZ COMPANY

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Wanted

CLASSIFIED ADVERTISING

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

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

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

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

BUSINESS FOR SALE

GENERAL STORE—BEST PAYING BUSINESS west of Edmonton. On G.T.R. R.R. Sawmill town. \$35,000 monthly pay roll. Stock in trade, \$16,000. Store, house and lot, \$6,000, turnover, \$48,000, netted last year \$6,500, paying net 13½% on turnover, 22½% on investment. Sell cash only. Owner has other interests requiring attention. Apply Box 300, Canadian Grocer.

CASH AND CARRY GROCERY — STOCK about twenty-five hundred — weekly sales nine hundred; low rent. Come and see this money maker. Reason for selling poor health. Harry C. Marlatt, Box 352, Simcoe, Ont.

WANTED

GROCERY CLERK WANTED AT ONCE. Apply to Hennessy & Racicot, Copper Cliff, Ont.

WANTED—A LINE OF FANCY BISCUITS and candy to handle on commission; bank reference. Traveller. P.O. Box 436, Sydney, C.B.

DEAD STOCK OF PATENT MEDICINES, drugs and sundries bought or exchanged. Write The Drug Exchange Co., P.O. Box 1343, Montreal, Que.

WANTED — CASH REGISTER. MUST BE total adder. Give full particulars. Apply to Box 301, Canadian Grocer.

WANTED — EXPERIENCED SALESMAN TO work in large general store in one of most prosperous country sections in Nova Scotia. Apply, stating age and experience, with references, to Box 304, Canadian Grocer.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

MISCELLANEOUS

ARE YOU OVERSTOCKED IN SOME LINES which do not move rapidly in your locality and you desire to clear them out? There may be some other locality where these goods are selling. CANADIAN GROCER has thousands of good grocers on its list, and here is the chance to speak to them at a very low cost. Try a condensed ad in CANADIAN GROCER. Rates payable in advance, 2 cents per word first insertion and 1 cent per word each subsequent insertion, with 5 cents per insertion extra for box number.

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

MISCELLANEOUS

MAYBE YOU HAVE A GOOD, WORTHY line which hasn't just the distribution that you think it should have, and would have, if introduced properly. One way to introduce it is to appoint some well-known hustling men in each locality to represent you. But it's sometimes difficult to get the right men. A condensed ad. in CANADIAN GROCER may be just the thing to help you secure these men. Rates payable in advance are 2 cents per word first insertion, and 1 cent per word each additional, with charge of 5 cents extra per insertion for Box Number.

MR. CLERK, YOU WANT TO BETTER yourself. You may want a broader experience than you are getting now. Perhaps you want to enter a new field and desire to form connection with firms of established reputation. Others are using to good advantage Want Ad. page in Canadian Grocer. You can do the same. Rates, payable in advance, 2 cents per word first insertion and one cent per word for each additional, with charge of five cents extra per insertion for Box Number.

Use this page—the page that is never overlooked—from time to time to put efficiency in your service, and watch it for opportunities.

Everything is classified under appropriate headings, so that you can, at a glance, find what you are looking for. Quite often the want ad page is consulted as a guide to conditions.

Anything used or of interest to the Grocery trade can be located by an advertisement on this page.

Canadian Grocer reaches thousands of the best grocers in the Dominion—the kind you want to speak to.

The cost of this service to you is very small—2 cents per word first insertion, and 1 cent per word for each subsequent insertion of the same advertisement. If you do not wish your name to appear in the ad we have a Box system whereby everything is strictly confidential, for which we charge 5 cents per insertion extra.

Kindly enclose remittance with ad so as to save unnecessary bookkeeping, etc.

Buyers' Guide

FOR SALE

CHOICE DRESSED POULTRY.
SELECTED EGGS, OLEOMARGARINE.
CHOICE DAIRY BUTTER.

C. A. MANN & CO.

78 King Street, LONDON, Ontario

BARRELS

(The best shipping package.)

We make them all sizes and for all purposes.
For Apples, green or dry; Cereals, Crackers,
Bottles, Candy, Spices, Hardware, Meat, etc.
Get our prices.

THE SARNIA BARREL WORKS, SARNIA, ONT.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
1-INCH CUSHION FILLERS
CORRUGATED FLATS

THE TRENT MFG. CO., LTD.
TRENTON ONTARIO

HO-MAYDE BREAD IMPROVER

Makes bread of better color and quality.
Means a larger loaf. It makes the sponge
rise sooner, even if chilled.

We are inundated with letters from house-
wives who want it. YOU supply them.
Sells in 15c packets.

Makers **Ho-Mayde Products Co.** Western Agents
TORONTO C. & J. Jones
WINNIPEG

SUCHARD'S COCOA

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

FRANK L. BENEDICT & CO.
Agents Montreal.

We are now located in our new and more
spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF



Don't Be In Doubt
About Your

Money

We can collect those
bills outstanding and
make your ledger look
like something, some-
thing that you will look
with satisfaction on.

No Collection. No Fee

Send for forms and give us a trial.
Highest recommendations.

Nagle Mercantile Agency
Westmount, P.Q. (Montreal)



TANGLEFOOT



The Non-Poisonous Fly Destroyer

Safe, Sanitary, Sure. Catches 50,000,000,000 Flies each year

OAKLEY'S KNIFE POLISH

20102-7786



JOHN OAKLEY & SONS, LIMITED
LONDON, S.E. 1, ENGLAND

AGENTS:

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

The Best Asset of a
Grocery Business is

Satisfied Customers

Baker's Cocoa and Chocolate



Registered Trade-Mark

Preparations are
reliable, always
of uniformly
high quality,
easily sold, in
constant de-
mand; the
standards of the
trade.

ALWAYS SATISFACTORY

Made in Canada by

Walter Baker & Co., Limited

Established 1780

Montreal, Can. Dorchester, Mass.

Make Your Own Paper Money



Paper you are burning or throw-
ing away is worth money when
baled. Left laying around, it is
a nuisance and a danger. It can
be turned into dollars with a

PAPER Baler

Strongest, simplest, most ef-
ficient and easiest to operate—
Full particulars from
SPIELMANN AGENCIES RG.
45 St. Alexander St., Montreal.

WRITE TO-DAY



PAPER BALERS

All-Steel
"Fireproof"

Made in 12 sizes.

Send for catalog.

Climax Baler Co.
Hamilton Ontario

15 cents

VOLPEEK

MENDS POTS & PANS



Advertisements in "The Maritime Farmer," "Family Herald
and Weekly Star," Montreal "Weekly Witness," "Le Journal
Agriculture," "Everywoman's World," "Rural Canada,"
"MacLean's Magazine," "Farmers' Magazine," "Canadian
Home Journal," "Farmers' Advocate," "The Ottawa Farm
Journal," "The Western Home Monthly," "The Grain
Growers' Guide," "The Farm and Ranch Review," and
"The Nor'West Farmer" and other magazines are telling
YOUR customers that VOLPEEK is the cheapest, quickest,
most permanent means of mending pots and pans.
This means business to merchants who are prepared.

H. NAGLE & CO., Box 2024, MONTREAL

KING GEORGE'S NAVY

CHEWING
TOBACCO

Is made to sell and it does

King George's Navy Chewing Tobacco sells because its quality meets with the approval of hard-to-please "chewers."

If you are not yet selling King George's Navy you should begin to sell it immediately. The demand is good and the profit margin is big enough to make an effort worth while.



Rock City Tobacco Co., Ltd.

The Submarine Menace

necessitates the prohibition of export of all foodstuffs from the United Kingdom.

SPRATT'S DOG CAKES

*Poultry Foods, Canary
and Parrot Mixtures*

pending the removal of the embargo, can be obtained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited,
24-25, Fenchurch Street, E.C. 3.

When in need of

Wrapping Paper
Twines & Cordage

Brooms
Brushes
Baskets

Grocers' Sundries

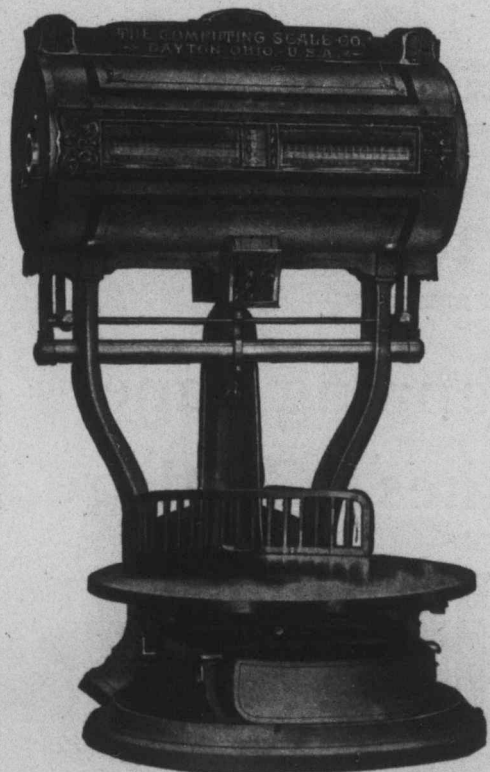
Walter Woods & Co.
Hamilton & Winnipeg

CANADIAN GROCER

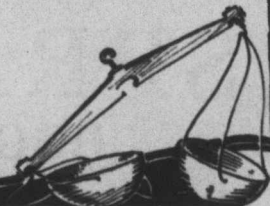
DAYTON

Automatic Scale

*The modern scale of
Justice*



WE gave the world the first and only distinctively successful automatic scale of the price-indicating type, and brought its merit to a standard of perfection never before realized and never even successfully copied. The modern, sensible method to guarantee yourself all your profits to the fraction of a cent is to use the Dayton Automatic Scale. It is just, both to the grocer and to his customer.



Remember every time you give over-weight without charging for it, you are robbing your own family. Your expenses go on just the same—clerk hire, store hire and wholesaler—all must be paid. The only man who suffers through giving over-weight is yourself.

Let us send you our latest illustrated folders and price lists.

Dayton Computing Scales

Royce and Campbell Avenues, TORONTO, ONT.

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