

**PAGES  
MISSING**

# CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXI

PUBLICATION OFFICE: TORONTO, MARCH 9th, 1917

No. 10

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## Welch's

*"The National Drink"*

**WELCH QUALITY**

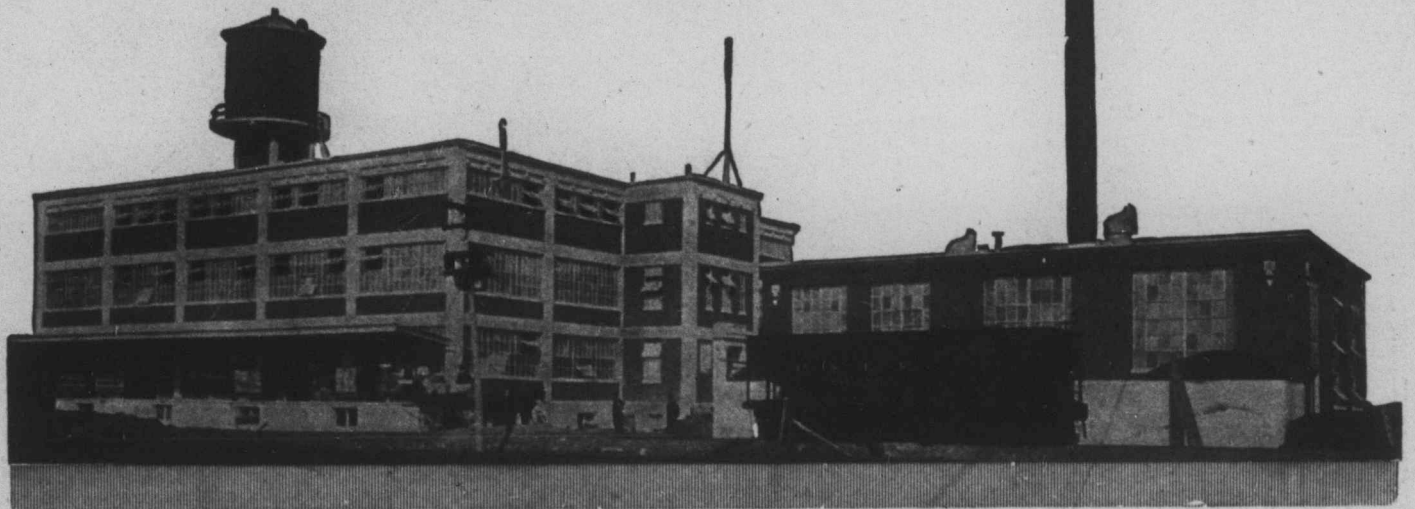
is the result of many years' experience, the careful selection of grapes and an up-to-date plant equipt for efficiency.

Display Welch's in your window, on your shelves. It will bring you discriminating customers.

*Sold by Leading Jobbers*

**THE WELCH CO., LIMITED**

ST. CATHARINES, ONTARIO



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

# A FRUIT WINDOW CONTEST

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

**The Natural Decorative Quality of Fruit Makes Experience Unnecessary.**

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

**The Results Gained Will In Themselves Be a Compensation.**

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

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

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

The basis of judgment will be:

*Selling Power, Attractiveness and Novelty.*

## PRIZES FOR BOTH TOWNS AND CITIES

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

### THE PRIZES

**Towns and Cities over 10,000 Population**

1st Prize ..... \$5.00  
 2nd Prize ..... 3.00  
 3rd Prize ..... 2.00

**Centres under 10,000 Population**

1st Prize ..... \$5.00  
 2nd Prize ..... 3.00  
 3rd Prize ..... 2.00

Send photograph with description to

**THE CONTEST EDITOR, CANADIAN GROCER**

143-153 UNIVERSITY AVENUE

TORONTO

# Sales come easiest with goods that hold the public confidence



*Made in Canada*

No waste of words, no precious moments lost in selling the housewife any of the

## Borden Milk Products

Sixty years of Borden purity, sixty years of Borden reputation, sixty years of extensive Borden advertising have so built up the public confidence in Borden Milk Products that sales are fully made before the customer enters your store.

Such confidence as this is continually creating new trade and making every prospective buyer a satisfied and regular customer.

See for yourself how this confidence will greatly strengthen and increase your sales. Display Borden's prominently in your store.

Ask your wholesaler to replenish your stock to-day.


# Borden Milk Company, Limited

"LEADERS OF QUALITY".

**MONTREAL**

Branch Office, No. 2 Arcade Building, Vancouver

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



**ENO'S  
"FRUIT SALT"**

is an efficient means of prevention in fever conditions. It is NOT a cure for FEVER, but by keeping the liver working, it prevents the accumulation of poison in the blood which, when allowed to continue unchecked, might develop into Fever.

Order a bottle TO-DAY from your dealer.

Prepared only by  
J. C. ENO, Ltd., "Fruit Salt" Works, LONDON, England.

Agents for Canada:  
Harold F. Ritchie & Co., Limited  
10 McCaul St., TORONTO

# The pleasant-to-take ounce *of* prevention

With warm weather come fevers and liver disorders, etc., which if unchecked will result in serious illnesses. These may be prevented by the use of Eno's "Fruit Salt"—the pleasant, mild aperient which has won a world-wide reputation for itself in every civilized country.

Large grocers everywhere sell Eno's—What are you doing? Are you taking a hand in supplying the demand for this widely advertised article by letting the people know that you sell it?

**Don't stock—but sell it. Show it in  
your counter and window displays.**

**J. C. Eno, Limited, "Fruit Salt" Works**  
LONDON, ENGLAND

*Agents for the Continent of America: Harold F. Ritchie & Co., Limited, 10-14 McCaul Street, Toronto*



## Why risk your quality reputation with insecurely sealed goods?

You can insure yourself better and bigger sales and satisfied customers by insisting on bottled goods sealed with the security of **Anchor Caps**. No seal is so positive, no seal retains the original purity and freshness of the goods quite as surely as **Anchor Caps**.

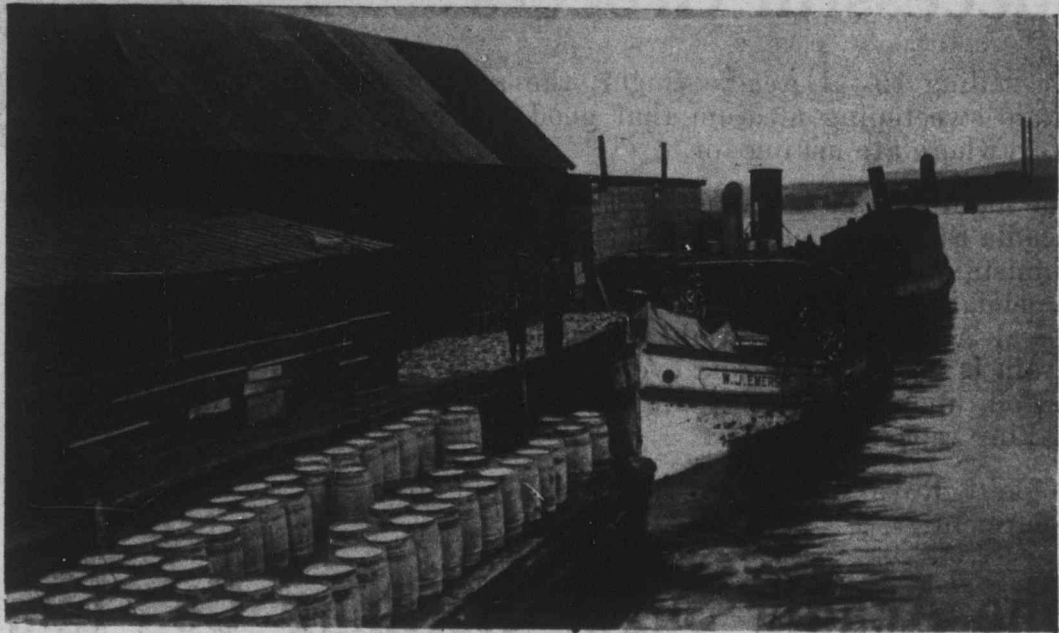
A stock of bottled goods with **Anchor Cap** seals will make neater displays, and they'll sell better because their very appearance inspires confidence and stimulates interest.

Test **Anchor Cap** selling value on your next bottled goods order. Speak to your wholesaler to-day.

**Anchor Cap & Closure Corporation of Canada**  
LIMITED

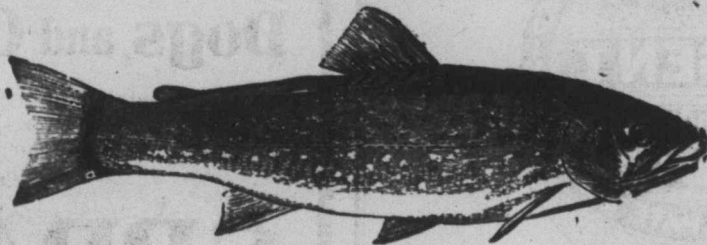
*If any advertisement interests you, tear it out now and place with letters to be answered.*

# All Kinds of Fish



A DAY'S CATCH AT ONE OF OUR FISHING STATIONS

## EXTRA \_\_\_\_\_ SPECIAL Ocean Caught WHITE SPRING SALMON



HEADLESS      TAILLESS      DRESSED

FISH

FISH

*Better  
than Qualla*

# 11c.

*Equal  
to Cohoe*

FISH

FISH

SPLENDID  
SUBSTITUTE FOR TROUT

SPECIAL PRICES IN CASE LOTS.

**J. BOWMAN & CO.,** Wholesale Fish  
66 JARVIS ST., TORONTO, ONT.

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

## Thousands of successful Grocers

are selling Royal Acadia Sugar, the pure high-grade sweetening medium that good housewives everywhere are asking for.

The hundred and one household uses which **Royal Acadia Sugar** fills so satisfactorily has made it an unmistakable favorite with the housewife, and a dependable seller with every grocer handling it. Royal Acadia is good right through — **"Every Grain is Pure Cane,"** and every sale is the foundation upon which is built up steady money-making repeats.

Suggest Royal Acadia to her and avoid disappointment.



*"Every Grain  
Pure Cane"*

## The Acadia Sugar Refining Co., Limited

HALIFAX, CANADA



### Something every customer needs

A reliable high quality shoe dressing satisfactory in every way.

The demand for Regent Shoe Dressings is in evidence the year round, and dealers would be well advised to stock these superior quick sellers. Sold through wholesale grocery houses at 75c per dozen.

How about a first order?

### Chas. Tilley & Son

MANUFACTURERS

90 Richmond Street West, Toronto

In your Locality  
are many

## Dogs and Cage Birds

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

# SPRATT'S

## DOG CAKES, Puppy Biscuits and Packet BIRD SEEDS.

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

SPRATT'S Depôts in CANADA are:—

MONTREAL—F. HUGHES & Co., 109, Place d'Youville.  
VANCOUVER, B.C.—LONDON GROCERY Co., Ltd., Granville Street.

Direct Correspondence invited:—

SPRATT'S PATENT Ltd., 24-25, Fenchurch Street, London, England.

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

# What National Cash Registers Do.

## No. 7—Make you Know your store—Make Guess-work needless.

The New National Cash Registers make all guess-work about your store needless. They enable you to **know** with absolute certainty every detail regarding your money transactions.

They enable you to **know** exactly what amount of money should be in your cash drawer at any moment.

They enable you to **know** just how many sales have been made in the day, the exact amount of cash you have received, the full amount of credit you have allowed, the precise amount of money you have paid out.

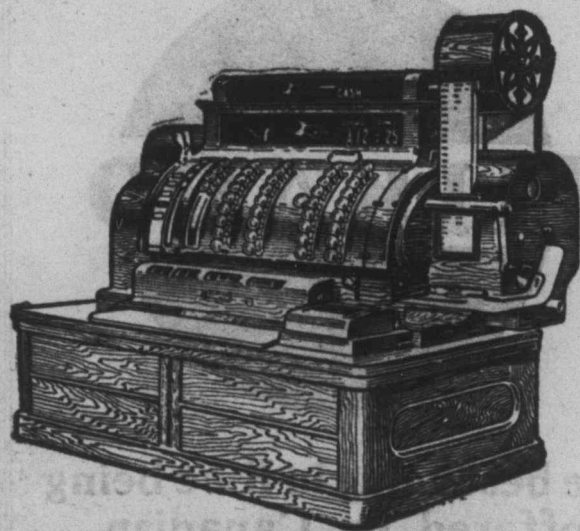
You do not have to guess at these things — the new National Cash Registers tell you.

They tell you all the kinds of goods sold. They make you sure that no charge sale has been forgotten.

They record the date and consecutive number of each transaction.

They do all these things mechanically, instantly, accurately, permanently. No human being could compete with these machines; no man should do what a machine can do better.

Now is the time to install machines which as an incidental part of their service make guess-work needless about your store.



## The National Cash Register Company of Canada, Limited

Christie Street, TORONTO, ONT.

*Sign and send this coupon now.*

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

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

Firm name .....

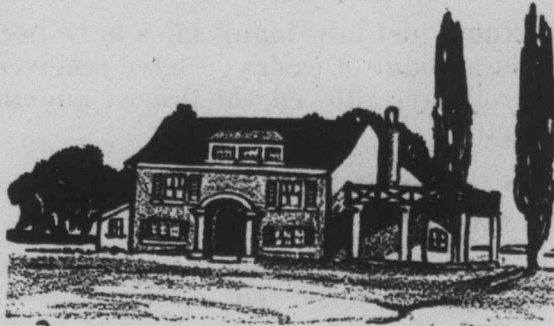
Address .....

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



# MOORE'S

## House Colors



**Every live General Merchant  
should stock them**

—particularly now with the spring clean-up days at hand. A trial supply will convince you of this; it will show you the advisability of making Moore's House Colors part of your regular stock.

**M**OORE quality is absolutely guaranteed, every drop of our paint is sold on a strictly returnable basis.

**I**NTRODUCE these quick selling, brilliant and lasting paints to your customers. *Send for one of our 10 gallon assorted shipments at a special price and put yourself in a position to secure a big piece of extra profit by displaying and suggesting Moore's—the paints of dependable quality.*

**Benjamin Moore & Co., Limited**  
WEST TORONTO

**NORWEGIAN  
SARDINES** (SMALL FISH)

**NOTHING LIKE IT!  
NO BONES!  
ALL MEAT!**



A/s NORWEGIAN CANNERS' EXPORT OFFICE  
Stavanger (Norway)  
Apply: STANDARD IMPORTS, LIMITED, Montreal  
"LORD NELSON" BRAND (Brising)

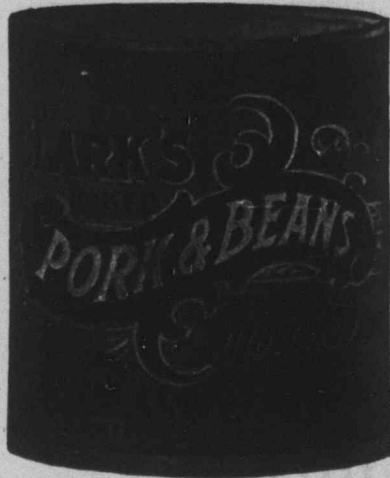
**Imperial Rice Milling  
Co., Ltd.**

VANCOUVER, B.C.

**MIKADO**

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

# CLARK'S



The Beans Canadians like.

The Beans the best grocers sell.

THE QUALITY BEANS.

## PORK and BEANS

PLAIN, CHILI AND TOMATO SAUCE

are

READY SELLERS  
STEADY SELLERS

and

BUSINESS BUILDERS.



REPLENISH YOUR STOCK NOW.

W. CLARK, LTD.



MONTREAL

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



# GROWTH

is a matter of merit and service

The sales of Cox's Gelatine never stand still. Their unqualified goodness and world-wide reputation are building big business for thousands of grocers. But more particularly during the winter months, when social events call for dainty, unusual desserts.

Get them on display prominently in your store. Get their reputation, their quality, their goodness, working behind your sales. Write your nearest wholesaler to-day for particulars and supplies.

**Arthur P. Tippet & Company**  
**Montreal**

Winnipeg: Tees & Persse, Ltd.

Vancouver: Martin & Robertson, Ltd.

## Grocers, send us your Fancy Poultry Orders

We give you the kind of goods you are looking for, the goods with the right quality and the right price. Our

## Roasting Chickens, Boiling Chickens, Ducks, Geese and Turkeys

are always O.K. We'll fill your order on a moment's notice and fill it satisfactorily. Let us quote you before ordering elsewhere. Same prices every day in the week.

Our Fresh Eggs and Creamery Butter are always reliable.

**C. A. Mann and Company**

PHONE 1577

78 KING ST.

LONDON, ONT

Order a box  
from your  
wholesaler  
or direct,  
prepaid  
to-day  
of

**HAVANA RIBBON**

**5c.**

**CIGARS**

**Manness & Bingham**  
LIMITED

MFRS.

LONDON

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



**SELL  
PRESNAIL'S  
PATHFINDER CIGARS**



**Pleases the home cook**

Whether for biscuits, pies or bread, PURITY FLOUR will satisfy the most particular home cooks you have on your list of customers.

The highest quality wheat grown in Canada is used for

**PURITY FLOUR**

and the milling process is the most costly. The quality of this flour is unsurpassed and is uniformly maintained. It deserves your highest recommendation.

**Western Canada Flour Mills Co., Limited**

Toronto    Winnipeg    Calgary    Goderich    Montreal    St. John

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



## Are your perishables protected against the warm, moist days of Spring?

Insecure or inefficient refrigeration methods are mighty costly, Mr. Grocer. Think of the results—spoiled stock, dissatisfied customers, lost profits.

Protect yourself against all three—keep your stock of perishables fresh, clean and sweet by installing a

### Eureka Refrigerator

—the perfection of scientific security. No other refrigerator on the market has the Centre Warm Air Flues Across Ceiling of Cooling Room, and this is just one of many new and exclusive Eureka features.

There are many different models of Eureka—Whatever your requirements are we can fix you up. Just drop a card for catalog and full particulars.

### Eureka Refrigerator Co., Ltd.

BROCK AVE. NOBLE ST. EARNBRIDGE ST.  
Phone Park 513.

Head Office and Showrooms:

27-31 Brock Ave. Toronto, Canada

## Fine for your Lenten fish displays



None better. Every customer appreciating delicious, tasty sea foods will readily acknowledge our

### Norse Crown Smoked Sardines (DE LUXE)

and

### Norwegian Small Flat Herrings in Tomato Sauce (½ lb. tins)

to be as choice and as well flavored as they could wish for. Hence you will find it advisable to stock these two quality lines—bigger fish sales and better profits are as sure as daylight.

Your wholesaler can supply you with these and our various other brands of Sardines. Ask him. Stock up now and profit by the heavy demand for fish during the remaining weeks of Lent.

Agents for *The Overseas Export Co., Limited, Norway:*

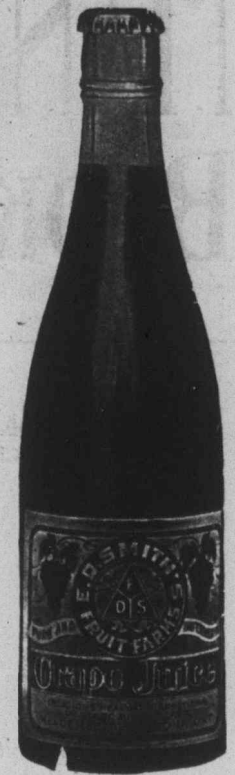
## Stewart Menzies and Company

70 LOMBARD ST., TORONTO

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



**Made in Canada**  
**GRAPE JUICE**



**Big Profit—**  
**Large Demand**

E. D. Smith Grape Juice has the natural Concord Grape Flavor—a delicate flavor which our process fully conserves. Each bottle of E.D.S. Grape Juice contains all the richness of the Concord grapes grown in our own vineyards.

The Strength and Purity of E. D. Smith Grape Juice make it go farther—most economical.

*Profit for you. Satisfaction for your customers.*

*Send your order early.*

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

AGENTS: Newton A. Hill, Toronto; W. H. Dunn, Montreal;  
 Watson & Truesdale, Winnipeg; G. H. Laidlaw, Halifax, N.S.

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# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES.

MANITOBA  
SASKATCHEWAN

*Wholesale Grocery Commission  
Brokers*

ALBERTA  
WESTERN ONTARIO

## H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

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

MANITOBA

SASKATCHEWAN

ALBERTA

BRITISH COLUMBIA

### *To Manufacturers and Shippers*

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

**Winnipeg**  
(Manitoba)

**Regina**  
(Saskatchewan)

**Saskatoon**  
(Saskatchewan)

**Calgary**  
(Alberta)

**Edmonton**  
(Alberta)

**Vancouver**  
(British Columbia)

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

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

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

## Donald H. Bain Company

Wholesale Grocery Commission Brokers and Manufacturers' Agents.

WINNIPEG, MAN.

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

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES (CONTINUED).

## 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**

## THE Robert Gillespie Co.

MALTESE CROSS BUILDING

WINNIPEG

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

**DISTRIBUTION & SERVICE**  
from  
**COAST to COAST.**

## W. H. Escott Co. Limited

Manufacturers' Agents -  
Wholesale Grocery Brokers

Winnipeg, - Manitoba

BRANCHES:  
Regina Saskatoon  
Calgary Edmonton

ESTABLISHED 1907

## WATSON & TRUESDALE

*Wholesale Grocery Brokers and Manufacturers' Agents*

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

**120 LOMBARD STREET - WINNIPEG, MANITOBA**

Trackage  
Storage  
Distri-  
bution

## C.H. GRANT CO.

Wholesale Commission Brokers  
and Manufacturers' Agents

509 Merchants Bank, Winnipeg

We have several good accounts, but can give you results on yours.

## F. D. COCKBURN

Grocery Broker & Manufacturers' Agent

We represent Pugsley, Dingman & Co., Ltd.; John Taylor & Co., Ltd., Toronto, and many other large British, American and Canadian firms. We can give the same time and service to your product.

149 Notre Dame Avenue East, Winnipeg

## McKelvie & Stirrett Co., Limited

Wholesale Grocery Brokers  
and Manufacturers' Agents.

CALGARY ALBERTA

We solicit agencies for staple lines.

## THE H. L. PERRY CO.

214-216 Princess Street, Winnipeg

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

Correspondence solicited.  
"Always on the Job."



## IMMEDIATE DELIVERIES

Can Be Made on

**CHRISTIE'S  
BISCUITS**

*Large consignments received  
since the fire.*

**ROBERTSON'S  
CONFECTIONERY**

**SCOTT-BATHGATE CO., LIMITED, - WINNIPEG**



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## ONTARIO

### BEANS and POTATOES

What have you to offer?

*Write or wire to-day.*

*Correspondence solicited.*

#### WHITE & McCART, LIMITED

*Car Lot Distributors*

309-310 Board of Trade Building  
TORONTO ONTARIO

Reference—Dominion Bank of Canada, Toronto

#### W. G. PATRICK & CO. Limited

Manufacturers' Agents  
and Importers

51-53 Wellington St. W., Toronto

#### W. G. A. LAMBE & CO. TORONTO

Established 1885

SUGARS FRUITS

#### HAMBLIN-BRERETON CO.

Limited

Wholesale Grocery and Confectionery  
Brokers

Open for one or two good Canadian  
Agencies.

TORONTO WINNIPEG CALGARY

#### FEATURE FOR THE TRENCHES

### G. Washington's Refined Coffee

Canadian Sales Agents:

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

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

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

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

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

### Loggie, Parsons & Co.

Merchandise Brokers and  
Manufacturers' Agents

Open for Agency for Ontario or  
Coast to Coast. Best  
References.

"We cover Canada 3 times a year."

Office 310, 32 Front Street West  
TORONTO ONTARIO

*If you want low quotations on*

### Japan Tea, Raisins or Tapioca

*Write us at once*

### W. H. Millman & Sons

Wholesale Grocers' Brokers  
TORONTO

### The HARRY HORNE CO. Toronto, Can.

BROKERS AND IMPORTERS

Food Stuffs, Grocery Sundries, Drug  
Sundries and Confectionery.

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

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

### DRIED AND EVAPORATED APPLES.

Apple Waste and Chops, Specialties.

**H. W. Ackerman**

BELLEVILLE ONTARIO

## WESTERN PROVINCES

### C. S. Turner Co.

147 Bannatyne Ave. East

WINNIPEG

Manufacturers Agents  
Excellent Storage, Forwarding and  
Distributing Facilities

If you have a business  
to dispose of, or are in  
need of efficient help,  
try a Want Ad. in  
CANADIAN GROCER  
and let it assist you in  
filling your needs.

### THE "WANT" AD.

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

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

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

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

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

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC.

**ROSE & LAFLAMME LIMITED**  
Commission Merchants  
Grocers' Specialties.  
MONTREAL TORONTO

*Buyers and Sellers of*  
**All Kinds of Grains and Seeds**  
Denault Grain and Provision Co.  
LIMITED  
SHERBROOKE, P.Q.

**QUEBEC'S RESPONSIBLE BROKERS**  
We offer our services in marketing your products, as we are open for one or two more good agencies for produce, grains or grocery lines, etc. Write for particulars.  
**BEANS AND CORN A SPECIALTY.**  
**ALFRED T. TANGUAY & COMPANY.**  
Commission Merchants and Brokers.  
91 DALHOUSIE ST. QUEBEC CITY

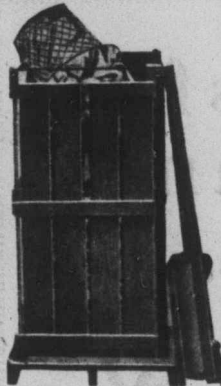
**OATS, PEAS, BEANS, ETC.**  
handled in any quantities to best advantage by  
**ELZEBERT TURGEON**  
Grain and Provision Broker  
MONTREAL, P.Q. QUEBEC, P.Q.  
Selling Agent for  
The Maple Leaf Milling Co., Ltd., Toronto

**G. Gagne** Grocery Broker and Manufacturers' Agent  
We have a connection in Quebec City and throughout the province.  
111 Mountain Hill Quebec City

When writing advertiser kindly mention that you saw his ad. in this paper.

**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, 30 or 50 lbs. each, containing 1/4, 1/2 or 1-lb. packets, or assorted.  
*Orders Executed Promptly, Direct or Through*  
**R. E. BOYD & COMPANY**  
*Agents for the Province of Quebec*  
15 STE. THERESE ST. MONTREAL

**Substantial Revenue and Store Tidiness**



Are two outstanding features you gain by the installation of the Jewel Paper Baler.  
Don't throw away or burn your waste paper and cardboard, *bale it and bank the money.*  
You will find the "Jewel" a positive convenience in keeping your premises clean and tidy. The fire risk in loose paper is entirely eliminated.

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

**General Sales Co.**  
Stair Bldg. TORONTO

**IT IS IMPORTANT!**  
If you have something to dispose of in goods or service that as many buyers as possible get to know you and your product. This can be accomplished through  
**Canadian Grocer**  
143 University Avenue, Toronto

**WASTE N** e d e a i r e c f t h e u g h t

Every bit of waste paper, cardboard, packing, straw, excelsior, that comes into your business has an invoice attached so to speak.  
Then why not turn this waste into profit by using a

**ALL STEEL CLIMAX FIREPROOF BALING PRESS**

Thousands of progressive merchants are doing so. Why not you? Send for particulars.  
**CLIMAX BALER CO.**  
Hamilton, Ont.

Mention This Paper When Writing Advertisers

## When you sell molasses sell Leacock's

—the pure high grade molasses that  
sell well and leave you a profitable  
margin.

### Leacock's Molasses (EXTRA FANCY AND EXTRA CHOICE)

It will pay you well to stock  
"Leacock's."

**Leacock & Company**  
*Exporters of High grade Molasses*  
BARBADOS, B.W.I.



## Dutch Tea Rusks

*The New  
Breakfast Food*

They are appetizing, wholesome, and nutri-  
tious, containing eggs and milk. Quickly pre-  
pared, and easily assimilated.

Packages are attractively labelled, and lend  
themselves to displays, both for store in-  
terior and the window.

Packed 36 15c packages to the case.

**The Robert Gillespie Co.**  
WINNIPEG, MAN.

*Agents for Canada*

## Successful Merchants

invariably buy

# GIPSY Stove Gloss

Order from your Wholesaler

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

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

## MALCOLM MONEY MAKERS



Every individual sale of Malcolm Milk  
Products leaves you a decent profit  
and the repeat business that invari-  
ably follow first sales keep your cash  
register constantly ringing.

Don't forget that the Malcolm lines  
are produced by the only Canadian  
firm engaged in the Manufacture of  
Milk Products.

**The Malcolm Condensing Co.**  
Limited

ST. GEORGE, ONTARIO

*The Only Canadian Milk Company*

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

# Good Tea Is Not Dear

It is still one of the very cheapest articles of food.

A pound of 50c. Red Rose Tea will make over 200 cups of tea fully as strong as most people like tea—or over 4 cups for 1 cent.

60c. Red Rose will make 250 cups to the pound—just as cheap to use and tastes better—a finer flavor. The tea we specially recommend.

So it will be a long while yet before anyone will need to stop using tea on account of the price.

## T. H. ESTABROOKS CO., LIMITED

St. John

Toronto

Winnipeg

P.S.—We would suggest that you tack this up where your customers can see it. We think very few people realize how very little a cup of Red Rose Tea costs.

This is due to our using such a large percentage of the rich, strong Assam teas of Northern India, that make many more cups of tea to the pound than straight Ceylons—and these Assam teas also give Red Rose that fine, rich flavor which is so much liked.



*It pays to feature the  
two Robinson Cereals*

Everybody has heard of

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

—their reputation is world-wide, their sterling good qualities have popularized them everywhere.

Grocers handling these two lines should keep them constantly displayed. Remind your customers daily that you are a Robinson dealer. Then you will find your sales repeat and your profits steadily growing.

CANADIAN AGENTS:

**Magor, Son & Company, Limited**

30 Church St., Toronto

191 St. Paul St. W., Montreal



## Line up with Canada's Leading Grape Juice

Make your Grape Juice sales really worth while by featuring *BARNES*—the peer of them all. The best grocers everywhere are stocking it, the most particular people are won over by its splendid sweetness and purity.

For Barnes Grape Juice is pure—absolutely. The juice of selected sun-ripened Concord Grapes—sparkling—palate-pleasing—delicious.

A stock of this delightful Canadian-made beverage will enable you to secure a good share of the demand for a real, popular temperance drink. This demand is constantly growing and wide-awake grocers are going to profit accordingly.

Will you be one of them?

The  
**Ontario Grape Growing and Wine Mfg. Co.**  
St. Catharines, Ont.

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

# CANADIAN GROCER

Vol. XXXI.

TORONTO, MARCH 9, 1917

No. 10

## Manufacturers in Fighting Mood

Claim Cost of Living Commissioner is Adopting an Outrageous and Unjustifiable Attitude—Stand Behind Fixed Trade Price System, and Will Defend Their Rights in Courts if Necessary—Urge Formation of Commission Capable of Dealing With Business Questions in a Businesslike Way.

THE activities of Hon. W. C. Crothers, Minister of Labor, and W. F. Connor, the High Cost of Living Commissioner, under the powers conferred by the recent Order-in-Council, have decidedly been getting under the skin of the grocery trade of this country, from the manufacturer and wholesaler, to the retailer. The investigations, and warnings, and the commands, many claim, have put the trade in a very unenviable light before the public. The culmination was the notice of the introduction of a bill by Mr. Knowles, of Moose Jaw, to make the entering into any trade agreement to fix the price of any article unlawful.

On February 28 a meeting of wholesalers and manufacturers was held in Toronto, when the action of the Minister of Labor, and the proposed new bill were indignantly discussed.

### Will Fight if Necessary

It was the feeling of this gathering that the charges being made against the trade were unjustifiable, and as a result the resolution noted herewith was unanimously passed. The members of this gathering held that there was no provision in the Order-in-Council to forbid the adoption of trade contract prices, and that the Minister of Labor's activities in this regard were a wholly unwarrantable infringement of the rights of the merchants, and as such they decided not to be bound by his decision, until the authority for such a decision was more plainly made manifest, and to contest in the courts, if necessary, any attempt on the part of the Minister of Labor to attack the present accepted system of price contracts.

It was also decided at this meeting that a committee should wait upon the Hon. George Foster and the Hon. Mr. Crothers, to present this petition and to urge their side of the case, and also to urge the formation of an Inland Trade Commission.

### BILL THE R.M.A. IS OPPOSING

*The following is a copy of the Bill, which was introduced by William E. Knowles, M.P., of Moose Jaw, and which it is the intention of the Retail Merchants' Association to oppose, and which they say places unfair restrictions on retailers.*

#### COPY OF BILL

House of Commons of Canada

#### BILL 21

An Act to Amend the Criminal Code

His Majesty, by and with the advice and consent of the Senate and House of Commons of Canada, enacts as follows:—

I. *THE CRIMINAL CODE*, Revised Statutes of Canada, 1906, chapter one hundred and forty-six, is amended by inserting the following section immediately after section four hundred and ninety-eight thereof:—

"498A. Any manufacturer, wholesale merchant, dealer, agent or commission merchant who either directly or indirectly stipulates, agrees or arranges that any goods, wares or merchandise sold or otherwise disposed of by or to him shall be sold by any purchaser thereof at a price not less than one prescribed by him, or who in any way endeavors to prescribe a price below which a purchaser shall not sell the same, shall be guilty of an offence and shall be liable, upon summary conviction to a fine not exceeding five thousand dollars or to imprisonment for a term not exceeding three months or to both fine and imprisonment."

The committee that waited on these Ministers on the forenoon of March 2, consisted of H. C. Money Penny, Hugh Blain, W. C. Miller, Toronto; H. C. Beckett, Hamilton; Armand Chaput, Stanley Cook, Montreal; Gerald Fitzgerald, Henry Watters, and E. M. Trowern, Ottawa.

### Urge an Inland Trade Commission

The primary matter that this committee placed before the Ministers of Trade and Commerce, and of Labor, was that of the formation of an Inland Trade Commission. It was urged that this Commission consist of three members in whom the public had thorough confidence and whom they knew were capable of investigating commercial sub-

jects. It was urged that this commission devote their entire time to these matters and receive suitable remuneration.

### The Powers of the Commission

It was suggested that the activities of the Commission should deal with—

1. The investigation of the cost of the production and manufacture of any class of goods and the matter of a fair wholesale and retail selling price.

2. The question of the cost of distribution of these products.

3. The consideration and investigation of the systems now in vogue for the distribution of merchandise, and the suggestion of improvements where such appear necessary.

### Minister of Labor Accused of Unwarrantable and Outrageous Conduct

In the course of the discussion that followed, there was a sharp attack on the methods and practices of the Minister of Labor. The Order-in-Council, it was contended, did not give authority to go to the lengths that the Minister of Labor and his officers were going. Mr. O'Connor had sent out questions, it was claimed, that would not arrive at anything, and which displayed an absolute ignorance of trade and commerce. Mr. Beckett said that to accuse business interests of combining, and condemning them as guilty without ever taking evidence, was outrageous conduct.

Another direct question that was put to Mr. Crothers was as to where he found his authority for writing a manufacturer and telling him that he must discontinue all contracts at present existing between himself and his customers. It was admitted by the deputation that the department was empowered to ask such questions as they saw fit, and that these questions had to be answered. They denied, however, that the authority of the department went beyond that point. The terms of the Order-in-Council, as interpreted by the members of the deputation, do not contain any clause permitting its administrators to override any existing agreement, and that there was no legal justification for the Minister of Labor or his agents in instructing the manufacturer or owner that he may not lay down a fixed price for their goods.

In answer to a question of Mr. Trowern, Mr. Crothers asked where he was interested. "What have the retail merchants to do with this?" he asked. "We have investigated the retail trade in Ottawa and have found nothing wrong with it." The members of the deputa-



H. C. Beckett, Hamilton, Ont., a staunch opponent of the Knowles Bill.

AT A meeting held in Toronto on Wednesday, February 28th, at which representatives from every wholesale distributing centre in Ontario, a number of manufacturers, and E. F. B. Johnston, K.C., and Hon. Geo. Lynch Staunton, K.C., were also present, a resolution was passed that the question of the action taken by the Minister of Labor in assuming authority under the Order-in-Council,—to not only accuse, but pronounce guilty, those engaged in the distribution of the necessities of life before an investigation has taken place, is, in the opinion of trade, not only arbitrary and unreasonable, but by publicly assailing business interests is doing and has done serious injury and is misleading to the consumer. The trade submit that investigation by an unprejudiced non-political tribunal will establish the fact that the situation is being grossly and ignorantly misrepresented. Therefore, it is "unanimously resolved and agreed that the attacks of the Minister of Labor in connection with internal trade methods are unfair and unwarranted and that unless the Government are prepared to have an investigation of trade details with a view to dealing justly with the trade of Canada, the members of the Wholesale Grocery Trade are unanimously agreed to contest in the Courts, if necessary, their just rights and that F. T. Smye, Walter Lumber, Hugh Blain, H. C. Beckett, and A. H. Pafford be appointed a Committee to look after the matter if litigation ensues with power to engage counsel, and that the members of the trade present, each agree to pay their share of the expenses. Also that the Committee are hereby empowered to engage a secretary to keep the trade posted in Ontario and advise J. Stanley Cook, Montreal, and that he in turn advise the trade of the other provinces, and further, that a copy of this resolution be forwarded to the Acting Premier, Hon. Sir Geo. E. Foster, for prompt consideration by the Government.

tion, in considering this statement, consider that Mr. Crothers has rather cut the ground from under himself, as provided that the retailer is not guilty of combination in the matter of this set trade price, they do not see how the wholesaler or manufacturer, the other parties to the agreement, can be considered guilty.

Both Ministers listened attentively to the arguments brought forward. The Hon. Mr. Foster expressed himself as personally favoring the Inland Trade Commission idea, and promised to bring the matter before the Government and report at a later date. Mr. Crothers did not express any great sympathy with the plan; indeed, he made it clear that no promises must be given relative to the matter that would in any way put a drag on the Cost of Living investigation activities under the powers bestowed by the Order-in-Council. These powers, he assured the deputation, it was his intention to use to the full.

#### SCOTTISH MILLING AND CO-OPERATIVE ASSOCIATION WILL GROW THEIR OWN GRAIN IN CANADA.

A week ago we noted in these columns the purchase of the Weitzen farm by the Scottish Wholesalers Co-operative Society.

This farm is in the Goose Lake district some 80 miles from Sas-

katoon. The farm consists of some 10,000 acres, 8,000 acres of which are already under cultivation. The price paid for this land was some \$300,000.

A good deal of speculation has been afoot regarding the reasons behind this enormous purchase. THE CANADIAN GROCER has been in touch with the Board of Trade of Saskatoon, who were largely instrumental in inducing the society to purchase in their neighborhood.

The Scotch Wholesalers Co-operative Society is a very large organization as the extent of their purchase would suggest. They carry on a retail, wholesale, and manufacturing business on a large scale in many parts of Scotland. They also operate a number of large flour mills in the interest of their members, and it is with these that the deal in question is largely associated. They have determined to grow their own wheat for their own mills in Scotland. Representatives of the society visited the district some three years ago to consider and investigate the wisdom of such a step, but it is only recently that the actual transfer has been made. There are strong probabilities that this is only the forerunner of many further moves of a similar kind. The different municipalities in the West are doing all in their power to interest British capital in the agricultural opportunities of the great West.



Interior of the James Smith Store, Welland South, Ont.

## A Modern Store on Basis of Hard Work

How James Smith, of Welland South, in Three Years, Has Built up a Fine Business, and Provided His Store With the Best of Modern Equipment and the Acme of Service—Starting in Business by the Delivery Boy Route.

**T**HE success of James Smith in the grocery business is one not favored by any fortunate circumstance, but is due merely to honest and persevering hard work.

Mr. Smith came to this country some five years ago, without any particular amount of money to boast of. Coming from Scotland, however, he knew how to make the most of what he had, and also how to make two bawbees grow where only one grew before, which, as everyone knows, is the essence of business understanding.

Mr. Smith began work as a delivery boy. Remember this was only five years ago, and in the brief interval that lay between the rosy fingers of the dawn and the solemn fingers of the evening, he went to night school. There he got a thorough technical business training, and by dint of keeping his eyes open he managed to pick up a very considerable amount of practical knowledge to go with it.

### Starts a Store

After two years of this work, the pile of bawbees had reached sufficient pro-

portions to justify a real venture. In Mr. Smith's case this venture took the form of starting in business for himself. And it will be generally admitted that for a man of small capital to start in business in these times has enough of the gambling principle about it to provide a very reasonable amount of excitement.

Mr. Smith opened up a small store in Welland South, Ont., and went to work. That was the whole thing. He worked, and he worked in a way that would make a galley slave blush with shame. But these years of strenuous labor were bound to be rewarded. Business came his way, and more business began to follow that, with a result that it dawned upon Mr. Smith that he was prospering and could afford to blossom out into a somewhat more imposing store.

Now if you will look into Mr. Smith's store you will see a thoroughly modern equipment. A clean, well-lighted attractive store, with bins and fixtures of the most modern pattern, with modern scales and attractive display cases. Well-

dressed windows call attention to the goods, attractive displays make them more than usually saleable. In the butcher department the same idea of cleanliness and attractive display is carried out.

### Knows Business From Delivery Side

Moreover, Mr. Smith knows the grocery business from the side of the delivery man, and that is a most important side. A delivery man can do a good deal toward helping or hindering a business, and efficient delivery may mean a big factor in business success. Here Mr. Smith is on his own ground, and can speak with authority, and the matter of service is one of the large items in his success. We use the word success advisedly, for his business has grown from nothing only three years ago to a new modernly-equipped store that does a business amounting into four figures every week of the year.

The illustration that accompanies this brief sketch will serve to show what may be done in the grocery business with hard work.



# Is the Trade Contract Price Illegal?

Many Opinions as to Its Legality and Advisability Heard Daily — Minister of Labor Claims Such Contracts Illegal Under the Order in Council — A Toronto Wholesaler Ably Defends the Rights and the Advantage of Such Contracts

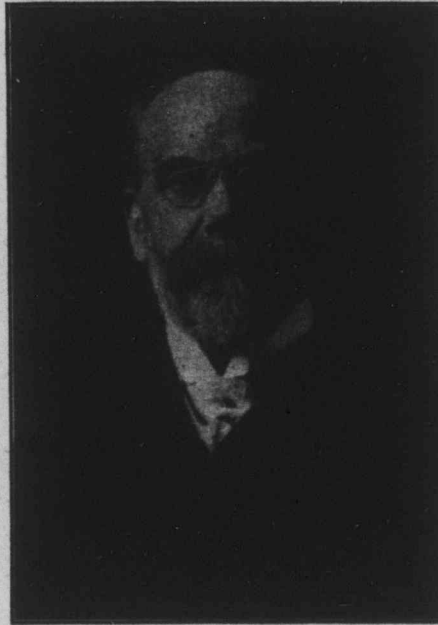
**T**HE question of a trade contract price is coming very much into the limelight of recent days. The perpetual cry of high prices, and the exercise of the powers conferred under the Order-in-Council by the Minister of Labor, have aroused a good deal of agitation on the matter, and many charges that such contracts form a restraint of trade and are therefore illegal. Several instances have been noted where the Minister of Labor has challenged the right of manufacturer or jobber to engage in these contracts.

It will therefore be of interest to consider the defence of the system as it is outlined by Hugh Blain, of the Eby, Blain Co., Toronto. This defence was presented to the Hon. George Foster at a deputation that waited upon the Minister some time ago to appeal against the proposed bill of Mr. Knowles, of Moose Jaw, for making all trade agreements illegal.

"If it is the intention of the Government, as has been intimated, to pass a law preventing a producer, or manufacturer from fixing the price at which his products are to be sold by the wholesale trade, I want to point out how unfair such an Act would be, and especially so when compared with the treatment extended to other classes.

## Other Agencies Permitted to Set Prices

"When a boy reaches the age when he has to determine what his calling in life is to be, he may decide to take up a profession, manufacturing, merchandising, farming, or some other occupation. If he decided, for example, to go into law, or medicine, when he enters upon the practice of his profession, he can meet with his associates in a properly constituted organization and fix prices to his clients or patients as the case may be. They are not always adhered to, but it would be better for the public if they were. It is true that a lawyer's fees are subject to taxation, but even when taxed they are usually adjusted according to a fixed-price basis. Eminent counsel in the profession of the law, like yourself, or the Minister of Labor, can make his own counsel fee without restriction, or refuse the brief. A doctor never dreams of rendering a detailed account. A case was reported to me some time ago where a surgeon refused to operate for less than \$10,000, and even then gave only slight hope of



Hugh Blain, Eby-Blain & Co., Toronto, whose championing of the sales price agreement appears herewith.

the patient's recovery—the widow paid the bill. Is not a lawyer's bill, or a doctor's bill, or a dentist's bill not as much a part of the cost of living as a grocer's bill? The money comes out of the same pocket, and payment of the professional man's account is much more oppressive because it has to be paid by those who have been through sickness, or trouble. But these professional men are still further protected because no one is permitted to practice the profession except those who are licensed to do so. They get their certificate to practice, which is their capital in business, guaranteed for life, and it can never be impaired except for unprofessional conduct.

## Competition and a Man's Business Prospects

"Not so the young man who enters into manufacturing or commercial life. There is no law requiring preparation. Money or credit is the capital which is considered to be the only requisite by many, and this is one of the serious aspects of the mercantile business. If he enters upon manufacturing and is wise, he will learn the business thoroughly, and equip himself properly, and if he then desires to put an article of his own manufacture on the market, he will have to study carefully what the public will

pay for the article when sold in competition with a similar product, and it does not matter whether it is Pink Pills or Rolled Oats, he will assuredly fix the price to the consumer as low as conditions will warrant in order to get business, and every consumer should be able to buy the article at the lowest, and therefore at the same price. He then has to fix the price to the retail trade, and in order to do a large business the price must be as low as conditions will warrant. If he wants his co-operation he must give the retailer a reasonable compensation for handling and distributing his goods. Now, I feel sure you will admit, in common fairness, that the manufacturer, who is the maker and owner of the article, should have the right to sell all retailers at the lowest, and therefore at the same price. It would be most unfair for a manufacturer to sell one retailer an article at, say, 90 cents per dozen, and charge his competitor on the same street, or in the same town, \$1 per dozen. They both do the same work, and although some specially large dealers may sell more than a small dealer, in the aggregate the small dealers sell the great bulk of the manufacturer's goods. In common fairness they should be treated alike. You will say that it is quite fair and just, and will also say that the manufacturer has the undoubted right to sell his own goods to all at the same price; but what about the wholesaler? Why should he have to sell at the same price to every retailer? My answer is he should, because it is only fair to the manufacturer, who should have, and who has, the right to make him do so. The manufacturer says to the wholesaler in so many words:

"Your business is to assemble goods from all parts of the world, and supply them to the retailer. You have a large staff of traveling salesmen calling on every retail merchant throughout the country. You say you can sell my goods to the retailer at less cost than I can, because the expense of my sending my traveler to sell my one article is practically the same as the expenses of your sending your traveler to sell hundreds of articles to the same men at the same time, and I admit if you can sell ten or twenty or more articles for what it costs me to sell one, your contention must be correct. You say further that you are prepared to sell my

goods at a margin of compensation which will be less than it costs me to do the work, but I can only allow you to do so on condition that you sell to the retailer at the same price and on the same terms as I would sell him myself. I do not want my business ruined by you selling one retailer at one price, and another retailer at another price, thus favoring some retailers; demoralizing my business, and causing the other retailers who have been unfairly treated to refuse to sell my goods."

"The wholesaler says:—

"Yes, I can sell your goods for less than it costs you, and I am prepared to sell them at the same price and on the same terms that you would sell them, on the condition that you make me a fair allowance, which will be less than it would cost you, for doing the work, but I will expect that you will not sell direct to the retailer at a less price, nor permit anyone else to do so."

#### Where the Wholesaler Comes In

"Now, if it is fair and right that the manufacturer should sell every retailer at the lowest and therefore at the same price, as I have stated, surely it is fair and right that the wholesaler, who is the manufacturer's agent, should sell every retailer at the lowest and therefore at the same price. The wholesaler does the manufacturer's business for him under exactly the same conditions that he would do it himself, and he does it at a lower cost to the manufacturer. Eliminate the wholesaler, and no one would be better off. The retailer would not, the consumer would not, and the manufacturer would, on the other hand, be worse off. The manufacturer is merely using a cheaper medium for the distribution of his goods, without cost to anyone, and with profit to himself, which is good business economy. The wholesaler merely takes over the distributing part of the manufacturer's business and does it cheaper than the manufacturer could do it. I do not say that this applies to all manufacturers, but it does apply to those for whom we act. Otherwise, you may be quite sure, they would not give us the business to do for them. If the manufacturer sells to the retailer at the same price as he does to the wholesaler the wholesaler would have no profits, and the whole of the wholesale trade would become bankrupt. The small margin of profit which he gets from the manufacturer is the only source of profit he has, and his market with the retailer would be absolutely destroyed. There would follow a system of selling below cost amongst those retailers who have nothing to lose, and the honest man, making merely a living profit would be in competition with those who sac-

rificed their goods, thereby defrauding their creditors and crippling the business of men who are willing to sell at the lowest possible living profit and conduct their business on an honest basis—making a living and paying their debts. The sole object in manufacturers making a fixed price is to maintain trade on a fair, honest, level, treating all dealers alike.

"Every extra dollar in cost of distribution means an increase to the consumer. Every failure in business entails loss to the other dealers and makes the cost of doing business more expensive. Bad and doubtful debts must always be primarily provided for out of profits. The merchant must fix his prices so as to provide for this contingency, and unless provided for in this way, the profits are a negative quantity. The item in bad debts is a loss to assets in the final analysis.

#### Wholesaler a Necessary Factor

"The wholesaler is a necessary factor in the channels of distribution. No ordinary retailer, of whom we may have many thousands in Canada, could assemble his goods from the points of production, for example—Tea from Japan, China, India, Ceylon; fruits from Persia, Greece, Turkey, Spain, Portugal, California and Australia, which, as you know, to be imported from these points profitably must be transported in large quantities, which the ordinary retailer cannot do. The wholesale trade is absolutely necessary as a channel of distribution, and competition is so keen and the profits so small, it is quite impossible, as a rule, to make more than a living. Unfortunately, ignorant investors, without training or technical knowledge, frequently enter into business, and when they do they usually make it impossible for themselves or others in the trade to make even a decent living.

#### Urge the Appointment of Commission in Trade

"Now, we are here to place before you the conditions of our business and to urge upon the Government, as we have been doing for years, the appointment of a Commission on Trade and Commerce, to regulate all these matters affecting the trade to which I have referred. When the Hon. Mackenzie King amended the Anti-Combines Act, I urged upon him strongly the appointment of a permanent commission to carry out the terms of the Act. Personally, he agreed with me, but said that public opinion would not support so radical a step at that time. Whether the Government wishes to appoint a permanent Commission or not, it certainly should appoint a temporary Commission during the war. Public opinion would support the measure to-day. Such a Commis-

sion could be managed as easily and as efficiently as the Railway Commission has been, and would relieve the Government of public criticism, and do more to educate the people on the cost of living than all the vaporings of the party press and politicians.

#### No Combination in Grocery Trade

"We have no combinations in the grocery trade; have nothing to conceal, and nothing to suppress; but we would like to be treated as respectable citizens, and as a class worthy of the confidence of the people of this country. There is no branch of business on which the health of our people so greatly depends as on the wholesale and retail grocery trade. Every article of food is subject to the closest inspection by trained experts and the consumer is largely influenced as to what he eats by their recommendation.

"Now, sir, I know you have the right, or, rather, the power to prevent the manufacturer making an agreement with the wholesaler, no matter how just the agreement may be. You have the power, especially during the war, to confiscate everything we own, and, beyond all doubt, you can, by such legislation as is proposed, ruin the wholesale trade, but if you do, I want to point out now what will be the result.

"Financially, the wholesale trade carry a large percentage of the retail merchants, and these retail merchants carry a large number of consumers who are their customers, and who go towards making up the consuming public. Especially is this the case during sickness, unemployment, and the hardships of winter. As a rule, banks will not loan to the retailers, but tell them to get their accommodation from their wholesale house. The banks say:—

"We have to carry the wholesalers, and cannot carry both branches of the business."

"And they are right, because if they did, neither the banks nor the wholesalers would be able to keep track of the liability. In this way a very heavy and onerous burden is laid on the wholesale trade, of which you gentlemen can have very little conception. If the wholesale houses fail, the whole commercial fabric will tumble to pieces, and there will be a bankruptcy in this country such as has never been before, among wholesalers, retailers, and consumers, and especially among consumers, who cannot assign, and the debt therefore remains to drive them out of the country, or cripple their energies until the account is outlawed.

"The proposal to make contracts of this character illegal is, in my opinion, illogical, and absolutely insane, no matter from what angle or standpoint it may be viewed. There are a thousand

(Continued on page 42.)

## The Government Will Take Action

Will Investigate the Charge That the New Brunswick Potato Exchange Has Combined to Enhance Prices  
—Exchange Members Welcome Investigation—  
News Causes Decline in Potato Market—  
Sugar Company to be Investigated

THE announcement that the acting commissioner re the cost of living, W. F. O'Connor, Ottawa, was to commence proceedings against the New Brunswick Potato Exchange and its members, was received in this province with considerable surprise. People generally have accepted the high prices of potatoes as due to problems of supply and demand rather than to manipulation. Members of the exchange, of which Hon. B. F. Smith, Minister of Public Works in the New Brunswick Government, is president, have gone on record as denying that there is any ground for the charges and declare that they will welcome the investigation in order to show their position in the matter.

The consent of Mr. Smith's colleague in the Government, the Attorney-General of New Brunswick, having been given, it is expected that the proceedings will be carried forward by the Federal authorities without delay and the developments are being awaited with much interest in trade circles particularly.

The charges are the omission to make written returns under oath or affirmation to the Minister of Labor concerning the potato business, for being a combination in restraint of trade designed to prevent competition in the sale of one of the necessities of life, for conspiring to form the exchange to restrain and injure trade by enhancing the price of potatoes and preventing competition in their sale.

### News Followed by Market Decline

Following the announcement of the proceedings, which was succeeded by the intimation that the Government would place an embargo on the export of potatoes, there was a decline in potato quotations in New Brunswick. As this was coincident with a heavy drop across the boundary line, in Maine, it is doubtful which was the cause. At up river points buyers who had offered as high as \$7 per barrel dropped as low as \$3 in their offers, but with few sales at that price. In St. John, the result has been small, the current quotation being, at the time of writing, \$5 to \$5.50. Growers up river believe the depression to be temporary and are holding for another rise, with the conviction that it will come.

The threatened embargo would cut

the province off from a profitable export trade, \$1,500,000 worth of potatoes having been shipped from St. John to Havana alone during the last four months.

Permission has also been given by Attorney-General, Hon. C. W. Cross, of B. C., to investigate and prosecute the British Columbia Sugar Refining Co. It is charged that this company has conspired to restrict trade. In British Columbia conspiracies are alleged with six different companies. In Alberta the conspiracy is alleged with Revillon Wholesale, Ltd. This firm signed and returned a document sent out by the Sugar Company. This, it is alleged, is a contravention of the Order-in-Council. The document is as follows:—

Dec. 1, 1916.

The B. C. Sugar Refining Company, Ltd.,  
Vancouver, B.C.

Gentlemen,—In consideration of your offer to us of 5½ per cent. from all purchases made during the month of November last, we certify that from the commencement of the aforesaid month to the present time we have not sold nor have we permitted any of our travelers or salesmen or agents to sell, nor have any sugars of yours been actually sold in any way at a lower price than the current price of the refinery as made known from day to day, nor on more liberal terms or credit or discount than agreed upon.

And, further, during period commencing with the month of November to the present time we have bought and sold and dealt in only Canadian refined sugar, and we are entitled under the terms of your offer to the above concession of 5½ per cent.

(Sgd.) Revillon Wholesale, Ltd.

Per W. R. Bottom, Sec.-Treas.

The returns of the Sugar Company to the Government enquiries prove that they have sent out similar documents to 46 companies in the Western Provinces. The enquiry will be to decide whether this action is an infringement of the terms of the Order-in-Council.

### BRITISH EMBARGO COMPLICATES TEA SITUATION

The British embargo on the handling of tea proved an announcement of intense interest in St. John, one of the largest tea handling centres in the Do-

minion. Dealers here say that the British embargo on import and export will prove a serious handicap.

Much of the tea packed here comes from India and Ceylon, but via Great Britain. It is possible to secure supplies direct from the Far East, and it is expected that this will be arranged and that the difficulty will be overcome eventually. A large quantity is already coming to Boston and New York direct and other shipments are arriving via the Pacific Coast ports, but it will take some time for these routes to assume the entire burden of the traffic. The difficulty to secure sufficient tonnage is likely to make itself felt here as elsewhere.

T. H. Estabrooks, of T. H. Estabrooks & Co., Ltd. (Red Rose Tea), said that there is no need for a tea famine in Canada, as there is sufficient supply in the Dominion for immediate needs and that arrangements can be made for future supplies before they are needed. The chief danger he saw would be that of an artificial famine produced by purchasers laying in heavy stocks to protect themselves from a danger which does not exist.

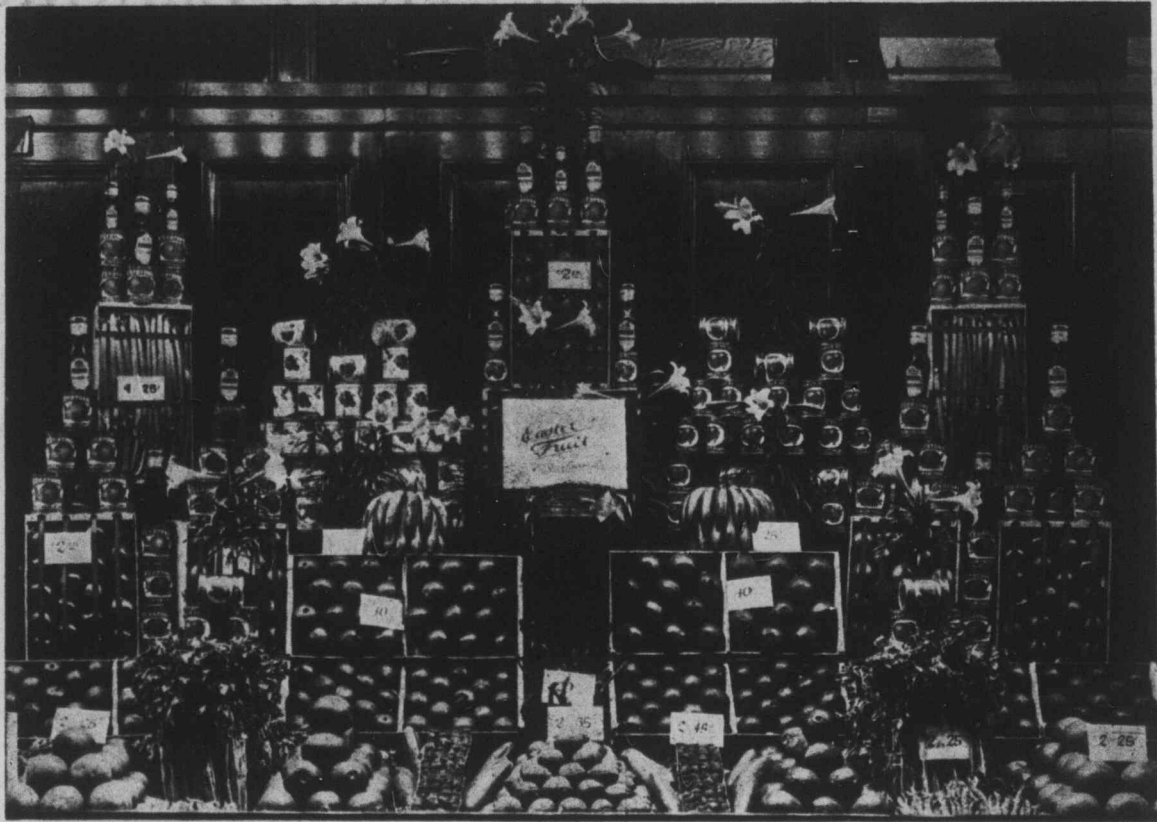
### CANNING CONTRACTS SHOW INCREASE

The first move in the canning campaign for the year has been made. Many growers have already signed their contracts which, as was anticipated, show an increase over last year. In the Niagara district the usual contract rate for tomatoes of 25 cents a bushel, has been increased to 30 cents.

In Prince Edward county, probably the second largest canning section of Ontario, the prices are still higher, tomatoes being contracted at 35 cents a bushel; peas, \$40 a ton; corn, \$10 a ton.

This increased cost of the raw material is only one of the elements that tend towards an increased price for canned goods. Cans are immeasurably higher, as is every other item that goes into the make-up of canned goods. It is idle to expect low prices in canned goods this year.

David McGill, for 39 years a resident of Winnipeg, and regarded as one of the most interesting old-timers, died on Wednesday, Feb. 28. He started business life in the store of a grocer and provision dealer at Janetville, Ont., and later entered business on his own account. He carried this on successfully and was appointed postmaster of the town. Coming to Winnipeg he opened a grocery store on the corner of Notre Dame avenue and Main street, but four years later sold out his interests.



Another Suggestion for Your Fruit Window.

## The Fruit Window Contest

The aim of CANADIAN GROCER in running these contests, is to give to the grocery trade some little incentive to improve their window displays. CANADIAN GROCER has no wish, in any way, to make this matter of a window contest merely a striving for a prize.

Our aim is rather to encourage better window dressing, because, we believe that the window ranks in the very first line of selling methods. We institute this contest in order that a large percentage of merchants will adopt the same system of window display on this occasion, and that it will thus be possible to compare and pick out the points of excellence in several windows, and thus enable us to arrive at some conclusion as to what is the best idea or ideas to be found for such a window.

This contest is devoted entirely to your interests, and we are anxious that you should make the most of it.

The days are coming, are in fact here, when fruit windows may be decorated without fear of frost. Moreover, there are the days of a plentitude of fruit of all varieties. A little later and the quantities of oranges and grape fruit will be falling off, and there will be a period when the store is comparatively bare of fruit. Take advantage of this opportunity now. Don't get the feeling that you are decorating this window altogether for CANADIAN GROCER contest. Decorate the window so that the best selling qualities of the fruit will be brought out. Then send us a photo of the window, about 8" x 10". In this way you will best serve your own interests, and will have the best chance of being successful in this competition.

Send photo and description before end of March.

# Ottawa Merchants Hold Banquet

Sir Wilfrid Laurier Speaks on War—Much Talk of High Cost of Living — Grocery Trade Ardentely Defended—Politicians and Theorists Not the Men to Handle Situation—Kind Words for the Pure Food Show.

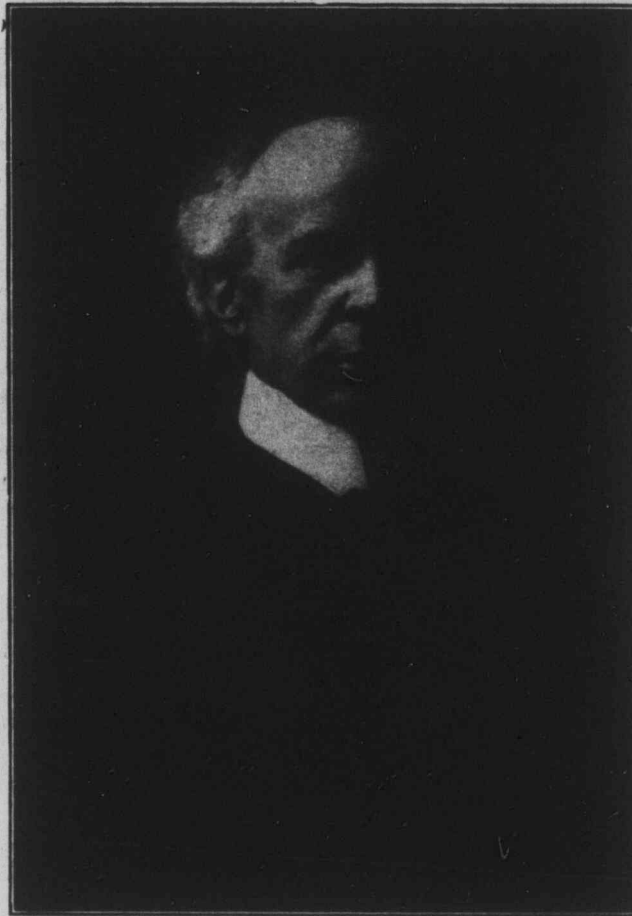
**T**HE annual banquet of the Retail Grocers' Association of Ottawa, proved to be the most successful of a long line of similar successes. The great dining hall of the Masonic Temple was crowded with over three hundred grocers and their friends, and there was not a single hitch in the proceedings to mar the pleasure of the evening.

After the banquet proper had been disposed of, the president of the Association, T. W. Collins, introduced the guest of honor, Sir Wilfred Laurier. The veteran statesman spoke eloquently of the war and Canada's part in it.

"Whatever we do," he said, "the thought of war is always with us. We Canadians are in this war, but we are in it of our own choice. Even the King, even the Imperial Parliament, could not have ordered out a single soldier. We are in the war because we ourselves willed to be in it. It is to the glory of the British Empire that the war found her entirely unprepared. She was the last to go into this war, she will be the last to come out. The dawn of victory is already reddening the hills. It may come this year, or next year, but it will surely come some day, and England will return to her commerce and trade, which is the handmaid of freedom."

## Powers of Investigating High Cost of Living Only Nominal

Mayor Fisher, replying to the toast of the City of Ottawa, remarked that he had eaten so many dinners provided by the Grocers at his expense that it was a very pleasing novelty to be able to enjoy a dinner provided by the Grocers at their own expense. "Sooner or later," he continued, "we have to face the question of the high cost of living. The late Liberal Government passed legislation making it an offence to enhance the price of food by combination. The present Government has gone still farther along that line. But having gone so far, they turn the investigation over to the municipalities, and now we are permitted, if we see fit to poke our noses into our neighbor's business, to investigate. Ten to one the investigation will lead us outside the municipality, and consequently our efforts are of no avail. The legislation has started in the wrong path. Combines are not necessarily bad. Legislation should be aimed at the high price of foodstuffs instead of combines, for the two were not necessarily related. The



Sir Wilfred Laurier, Guest of Honor at the Ottawa Retail Merchants' Association Banquet.

formation of a commission, which could deal directly with the question, and state what, under the unusual conditions, could be called fair prices, would come much nearer to achieving the results desired."

## Grocers the Josephs of the Present Day

A. E. Prevost, of Ottawa, eloquently attacked the Government investigators. "I regret to feel," he stated, "that all investigation has started at the wrong point. The investigations are always aimed at the jobber or retailer. There has been no class of men who have done more to help in the war than the merchants of the Empire. Food scarcity is not due to the machinations of the grocer, but to the lack of production. Had not the merchants stored goods in 1914 where would we be to-day? The merchants are the Josephs of the present day, who gathered for the days of scarcity. We don't need the politicians and

theorists, who have never even swapped knives, and don't know what merchandizing is, to teach us about the high cost of living. Yet they are always talking about investigations. This is becoming a confirmed habit. You can't open your newspaper without being told what every old woman in Ottawa thinks about the reason for high prices. If this war lasts another year I prophecy that you are going to see something of high prices, for the gathered goods, the storings have been exhausted.

"This gathering before me represents millions of dollars invested in the grocery business. Where, I ask you, is your investment going to be when peace comes, when the men who buy cheap goods come into competition with you? What, I ask you, have the investigators thought of this?"

Continuing, Mr. Prevost spoke of the way almost every grocer was helping to

carry along people who had suffered through the war.

**High Prices Partially Due to Extravagant System**

Hugh Blain, of Toronto, also added his word to the high cost of living discussion. The grocers, he stated, had inside information on this point. The consumer likes good stock, good fixtures, fancy labels, clever clerks, and systematic deliveries, yet these are big items in this high cost. Thus it becomes not only a question of production, but of social development. If the customer demands these things, he continued, the customer must be content to pay for them. There is no class of men who devote so much time and money to their business, and get such small returns as the grocer. "And if the Government will appoint a commission to investigate,



T. W. COLLINS,  
President of the Ottawa Retail Merchants' Association.

I will stake my reputation that the statement that I make here is absolutely true," he concluded.

**Throwing Millions Into the Garbage Pail**

H. C. Beckett, of Hamilton, congratulated the grocers on the fact that though they had been tried and found guilty by the Minister of Labor, they were still on the firing line.

Continuing, Mr. Beckett stated: "The consumer does not pay the slightest attention to the economics of living. There are millions of dollars thrown into the garbage pails every year, because the consumer demands a fancy package, and an equally fancy service.

"For myself," Mr. Beckett continued, "I have absolutely no knowledge of any combine in which wholesaler or retailer

are concerned." It is not combines that had increased prices. Take one example. Two pound tins for biscuits had increased in price from \$40 per thousand to \$90. This was only one item, and only on a mere container. All these facts would come out, if the Government would only investigate in a businesslike way. In England Lloyd George had found it necessary to call in business men to assist him. Not so here, however, our politicians feel quite capable of dealing with any matter unassisted.

**Will Contest Unjust Imputation of Labor Minister**

"All trade has been attacked by the Minister of Labor, and attacked without justice. I have received a letter," said Mr. Beckett, "from the Minister, in which he states that we are guilty, and that without any hint of investigation. At a meeting held yesterday in Toronto, merchants from all parts of the Dominion discussed this matter. There we passed a resolution, that these attacks of the Minister of Labor were unjust and unfair, and that unless the Government were prepared to have an investigation of trade details with a view to dealing justly with the trade of Canada, we are agreed to contest in the courts, if necessary, our just rights."

"Once before," Mr. Beckett continued, "the wholesalers were attacked in a somewhat similar way, and it took three years and a great expense before the courts ultimately decided that there was no basis for the charges.

"The farmers and the labor men are permitted to combine. Why is it that the Government is so solicitous for their interests, and absolutely ignores the trading interests of the country?"

**The Cost of Fighting Illogical Legislation Great**

E. M. Trowern stated that if you removed the wealth represented by the merchants of Canada, this would be a pretty poor country to come to, yet the Government and irresponsible people had designated them in many instances as thieves and plunders. He strongly deprecated these unjust implications. "We have spent more money," Mr. Trowern stated, "in fighting illogical legislation than we have ever done in urging good legislation. Sir Wilfrid Laurier did more to clean up the trade of the country when he put the trading stamp Act on the statute books, than anything that has been done since. Every one of you have saved hundreds and thousands of dollars from these schemes."

"Mr. Knowles, of Moose Jaw," he continued, "has introduced legislation that makes selling anything under the contract plan illegal. Ninety-seven per cent. of the retailers are opposed to this

bill, and as you know, it is unfair to every decent man in business."

Henry Watters thought that it was a pity that the public discussion of the cost of living subject had taken the form it had. It had prevented the reasonable consideration of the subject and had given rise to a disturbed and irrational idea that made people see something unlawful in every movement to acquire a reasonable profit.

**Pure Food Show and Its Supporters Eulogized**

W. Findlay spoke on behalf of the press, and Mr. Husband for the travelers. F. Burgess and C. Cummings, on behalf of the grocers, spoke of the pleasure it had been to the association to have their friends with them, and spoke some hearty words relative to the Pure Food Show, that had been the favorite child of the association for a good many years, and an agency that had been in no small measure responsible for the



E. M. Trowern, who represented the retailers in the deputation that urged on the Government the formation of an Inland Trade Commission.

success of the banquet. Mention was made of the hearty support that had been given to the association by the manufacturers in the past, and it was sincerely hoped that the support would be no less heartily given in the coming year.

A vote of thanks was also passed to the committee in charge of the arrangements for the banquet, and the gathering finally broke up in a general glow of good fellowship.

**A GREAT HELP TO HIM.**

Editor, Canadian Grocer,  
Toronto.

Dear Sir,—I would like to say that I appreciate the CANADIAN GROCER very much and would not be without it, for it is a great help to me. Wishing you every success.

H. BIRD.  
Waterloo, Que., Feb. 26, 1917,

# CANADIAN GROCER

ESTABLISHED 1886

*The Only Weekly Grocery Paper Published in Canada.*

## THE MACLEAN PUBLISHING COMPANY, Limited

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### EDITORIAL BRIEFS

HERE'S a sad blow to the users of the Weed. Cigar prices are advancing. Looks as though the good old corn cob pipe will be coming back into favor.

\* \* \*

THE lock is on the Grocery stores of Victoria, B.C., on the Sabbath. Mayor Todd will see to it that no one shall break the Sabbath by the labor of purchasing candies or cigars on that day.

\* \* \*

THE District of Columbia has gone dry. William Jennings Bryan can now return to the capital without the fear that the suggestion to "have one on me" refers to anything stronger than Grape Juice.

\* \* \*

THE Montreal Chinese Egg case has at last been disposed of and the city will pay the judgment and costs, the former an amount of \$500, the latter \$1,080. The judgment was given in favor of John Layton and Co., who sued the city for \$58,000. The actual seizure of this shipment of eggs which stirred up all this litigation was made early in 1911. A striking example of the influence of a bad egg.

\* \* \*

THE government of Saskatchewan has taken up the cudgels against Margarine. They have petitioned the Federal Government against the removal of the ban. Their argument is that the dairy interests of that province are willing to compete with Dairy but not with chemical products. That's about the hardest name that has yet been launched against the inoffensive Margarine. Just why is Margarine more of a Chemical product than Butter?

### MAIL ORDER HOUSES AND THE WHOLESALE

LEGISLATION is pending at Ottawa that may be shaped to hit the wholesale and retail interests of the country. There is the question of making price contracts illegal. There is the High Cost of Living Commissioner tilting at what he conceives to be Trade Combines. In fact, there is a very grave danger that trade interests are going to suffer if active steps are not taken to set the Dominion legislators right.

Manufacturers and wholesalers are beginning to worry, to realize that uninformed public opinion is likely to stampede the House into measures that will prove eminently unfair and unwise. They feel that behind the public agitation is the even more potent influence of the mail order houses. And realizing all this, some of the wholesalers are beginning to say that the mail order houses have been given too free a rein, that firmer steps should have been taken in the past to check their activities. One wholesaler even goes to the length of blaming the trade papers for not giving sufficient space to educating the retailers to meet the mail order menace. This criticism will astonish anyone who has followed the trade papers closely and has thereby realized the great amount of space that has been devoted to this problem. It has been the one subject year in and year out that has always been to the fore. If the matter that has appeared in CANADIAN GROCER and the other MacLean papers on this subject—practical, constructive matter, all of it—were pasted in a single column, it would stretch from Toronto to—, well, some considerable distance. And it has had its effect. Merchants generally have benefited. Specific cases could be quoted to show the practical benefits that discerning merchants have secured from following the suggestions thus advanced.

CANADIAN GROCER does not feel that it is necessary, therefore, to enter any defence on that score. It is felt on the contrary that the criticism thus leveled at the trade press can be fairly and effectively turned on the wholesalers themselves. Excepting the aggressive and up-to-date firms, it can be said that the wholesalers as a class have not been doing all that they could to keep the mail order industry from abnormal growth.

It may be asked, what could the wholesaler do that he has not been doing? He can do what the trade press does, prompt the merchant to more aggressive methods. He can look into the matter of wholesale efficiency; eliminate costly and intricate systems, the heritage of long years in business, and thereby cut his own cost of doing business. Long homilies are directed at the retailer on the score of simplification of retail systems; there is at least equal room for improvement in many wholesale establishments. A reduction of wholesale costs would be a

real factor in enabling the retailer to meet mail order competition.

This is not said in a controversial spirit. It is said because grave dangers face the mercantile trades and the time has come for plain speaking and prompt acting. All branches of trade should face the situation squarely and endeavor to find how conditions can be improved to meet the menace of the fast-growing mail order industry.

*ENCOURAGING CASH BUSINESS*

IT is a very wholesome thing now and then to be brought face to face with cold facts, even when such facts are somewhat damaging to our self-esteem. In an address before a large gathering of retailers, wholesalers and manufacturers in Winnipeg recently, Vere Brown, Superintendent of the Western branches of the Bank of Commerce, charged that 80 per cent. of the merchants of Manitoba, Saskatchewan and Alberta made no distinction between cash and credit purchases and that 60 per cent. of them were not provided with a system of bookkeeping sufficient to strike a profit and loss account for the year. A striking statement this, and one fraught with considerable significance. Moreover, Mr. Brown gives facts and figures to back these statements, based on the known conditions of the trade in the towns where the 140 odd branches of the bank are located. These are the figures:

"Total number of merchants . . . . .	890
Number on a cash basis . . . . .	155
Number giving credit . . . . .	735

"The 735 merchants giving more or less credit report allowing discounts for cash as follows:

9 allow 10 per cent.
1 allows 8 per cent.
20 allow 5 per cent.
1 allows 2 per cent.
1 allows 1 per cent.
703 allow no discount.

"The number keeping a proper set of books and striking an annual profit and loss statement is 368. In other words, 532, or nearly 60 per cent., do not keep a proper set of books."

The inference is clear, but Mr. Brown points the inference with some very forceful words:

"These conditions simply mean that the West is a veritable paradise for the mail-order business. A farmer who would take all his credit from a bank at 8 or 9 per cent. in order to pay cash for goods, contenting himself with credit prices, should have a guardian. And having cash, would he not be a fool if, in the absence of a full cash discount from the local store, he didn't patronize the mail-order houses? Can you wonder either at the rapid development of the co-operative buying movement among the farmers?"

There is a solid business sense in these remarks.

Why should a customer pay cash when there is no advantage to be gained thereby? In the goods they buy they are still paying a proportion of the charges that are necessitated by certain percentage of bad debts inherent in all credit systems. They are, therefore, paying more than they should be required to pay. Herein, as Mr. Brown has pointed out, has lain one item of the strength of the mail-order house. Selling for cash, the mail-order house gives the customer the benefit of a cash price, whereas, as the figures above prove, the majority of merchants, even when selling for cash, do not give to the customer this advantage.

In all the arguments against these enterprises this is a factor that is seldom considered. Stress is laid on the large buying capacity, and but little attention paid to this other element that permits low prices.

The solution that Mr. Brown finds for this difficulty is that the cash price should be made the basis of sale, that is the lowest price that a strictly cash business would permit. Such a price, it is believed, would approach very nearly to the mail-order house figures. The credit price might then be fixed at such a percentage above this figure as would be necessitated by the percentage of bad debts, likely to occur from a reasonably discriminative credit system.

Surely this is a business-like method, surely also it is a more just and equitable system than that largely in vogue. Making the innocent customer suffer for the guilt of the delinquent debtor, is neither honest nor good business.

Mr. Brown, on the other hand, realizes that there is something to be said for the credit system. He makes the statement that 40 per cent., to speak in conservative figures, of the farmers in the three provinces could pay cash without any inconvenience. They are not doing so because the merchant has encouraged the destructive habit of running unnecessary credit, and on the other hand because the average merchant has neither required them to pay cash, nor made it to their advantage to do so.

In concluding, Mr. Brown suggested three grades of prices:

1. A strictly cash price.
2. A price for credit to a given date, as an example, till after harvest, with interest added for any further extension.
3. Recognizing the convenience of a monthly account, the credit price for such accounts subject to a certain discount only when such accounts are settled promptly by the fifteenth of the succeeding month.

As it is generally conceded that lax credit systems are probably the most fruitful cause of business disaster, these words of a man who has made a study of the situation are well worth the most careful consideration of all merchants.





## CURRENT NEWS OF WEEK

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



### Maritime Provinces

The grocery store of R. N. McDonald, Halifax, N.S., has been remodelled. The store has been enlarged.

The provincial convention of the Retail Merchants' Association of New Brunswick will be held in St. John on March 14 and 15.

With onions so scarce as to be almost unobtainable, predictions have been made that the retail price will rise to twenty-five cents before the season ends.

The common council of St. John city is considering a measure to restrict the business district and prevent the opening of new business houses in residential districts, except with the permission of neighboring property owners.

The shortage of eggs in New Brunswick is illustrated by an importation of fifty cases by express from Chicago. The prevailing retail price for good case eggs is higher than ever known, with fresh eggs selling at sixty-five and seventy and as high as \$1 having been asked recently.

The continued difficulty in securing supplies, owing to freight embargoes and congestion on the railways is producing a serious situation in many lines of groceries. Condensed milk, cornmeal, cereals of all kinds, evaporated milk, tobacco, jam, pork, biscuits, cocoa, chocolate, chewing gum, and others, are scarce and jobbers are daily refusing orders because they cannot get the goods.

Officers for the coming year were elected at the annual meeting of the St. John branch of the Retail Merchants' Association as follows: President, A. O. Skinner; 1st vice-president, F. W. Daniel; 2nd vice-president, A. A. McIntyre; treasurer, Wm. H. Hawker; secretary, D. J. Barrett. Executive Committee—Harold W. Rising, S. C. Young, T. J. McPherson, J. H. Vaughan, S. C. Webb, J. S. McGivern. The Provincial Secretary, Robert Reid, gave a short address.

### Quebec

S. G. Wilson of the Cowan Cocoa and Chocolate Co., Toronto, was a visitor in Montreal over the past week-end.

H. J. Newby of John Duncan and Co., Ltd., returned this week from a business visit to Toronto and district.

S. Y. Wilson, President of the Canadian Fisheries Association, was in Montreal this week attending an executive meeting of the Association.

H. D. Marshall, Commission Broker Ottawa, has removed from his former offices at 1917 Sparks Street, to more commodious offices at 49-51 Mosgrove Street.

G. R. Small has severed his connection with the Canada Maple Exchange, which has undergone a complete re-organization and change of management. Mr. Small is prominent in the organization of a new company "Small's Ltd." now being incorporated.

The Montreal and Western Quebec Agency for the sale of Kellogg's Corn Flakes has been placed in the hands of H. D. Marshall, Lake of the Woods Building, Montreal, under the management locally of J. L. Freeman who is in charge of Mr. Marshall's Offices in Montreal.

Amongst the guests at a banquet held by the Industrial and Educational Press Ltd., in Montreal this week were Sir Wm. Peterson, Hon. W. S. Fielding, Dr. James W. Robertson, Lt.-Col. Thos. Cantley, President of the Canadian Manufacturers' Association, S. Y. Wilson, President of the Canadian Fisheries Association, J. A. Paulhus, Publicity Secretary of the C. F. A. and Horace Chevrier, President of the R.M.A. Co-ordination of national educational effort now being done by different organizations in different fields was the subject of discussion by the speakers after the banquet.

At the City Hall, Montreal, this week oleo-margarine came up again for discussion, and a municipal committee is to go to Ottawa to ascertain Government opinion now as to the removal of restrictions on the sale of this commodity. At the city hall discussion, J. T. Foster, president of the Montreal Trades and Labor Council opposed the introduction of margarine on the ground that Canada as an agricultural country can produce butter enough for all tables, and the poorer classes should not be penalised by having to eat a substitute. Mme Fortier president of the Housewives' League held opposite views, arguing that oleo-margarine is not a substitute but a foodstuff by itself valuable when butter prices are too high for the average purse to afford. Chamber of Commerce representatives were in favor of removing the restrictions against oleo-margarine.

### Ontario

E. D. Lundy, Toronto, grocer, has sold to I. Sweezie.

R. Levin, Ottawa, grocer, is discontinuing business.

J. J. Herron, Springville, has sold out to J. Harry Roddy.

J. N. Waite & Co., Gore Bay, have sold out to Smith Bros.

Legault Bros., Ottawa, have discontinued their grocery business.

Wm. Fraser, Chatsworth, has sold his grocery business to A. A. Merriam.

R. E. Powell of Ottawa has sold his Somerset Street store to Potter Brothers and will centralize his business in the Elgin Street store that has been greatly improved and enlarged to look after the extra business.

Cheese factories at Putnam and Thamesford, Ont., have been taken over by the Borden Milk Company. In an effort to meet increasing demands for milk, the factory will be used in future as receiving stations, from which the milk will be taken to Ingersoll.

The Peterborough Milk Products Company have been granted a Dominion Charter to manufacture and sell condensed, preserved and evaporated milk and all other milk products. The company is capitalized at \$250,000 and the head office of the company will be located in the City of Toronto.

The R Broom Company of Kansas have been granted a Dominion Charter under the name of the Talls Canadian Broom Supply Company, Ltd., for the manufacture of brooms and broom supplies in Canada. The new company is capitalized at \$75,000 and the chief place of business of the company will be at London, Ont.

### Western Provinces

J. S. McLeod, Prelate, Sask., is selling out.

T. B. McKinley, Springwater, Sask., has sold out.

L. Bay, Whitemouth, Man., has sold to H. Field.

W. J. Arnold, Findlater, Sask., has discontinued.

R. E. Bourke & Co., Lydden, Sask., have dissolved.

M. Halter & Co., Rhein, Sask., have sold to Bogoch & Pollock.

Esther Yucht, Winnipeg, Man., has sold her grocery business.

Fladager Bros., Khedive, Sask., have been succeeded by J. M. Fladager.

Fire has destroyed the building of P. Burns and Co., at Ashcroft, B.C.

L. B. Sisson & Son, Pilot Mound, Man., have sold to D. T. A. Cohoe.

Mader & Clark, Aneroid, Sask., have been succeeded by Bruer & Morrison.

Dawson & Son, Calgary, Alta., grocer and meats, are selling out to S. Weaver.

Mary E. Neelands, Glen Ewen, Sask., has been succeeded by Geo. Stambler & Co.

H. Mann & Co., Transcona, Man., grocers, have been succeeded by H. Mann.

A. F. Climie & Son, Jansen, Sask., have sold their stock to Farmers' Trading Co.

Ferguson & Boyd, North Battleford, Alta., have been succeeded by Francis Fawley.

Kennedy Bros., 10203, 97th street, Edmonton, Alta., have discontinued their grocery business.

A. A. MacDonald, grocer and butcher, Marlboro, Alta., has been succeeded by MacDonald & Mason.

J. Lambert Mercantile Co., Grande Prairie, Alta., have sold their grocery business to J. B. Taft.

Harry Bell, formerly manager for Seandrett Bros., London, Ont., has come west to take charge of Mason and Hickey's Saskatoon branch.

W. J. Hamilton, formerly with Campbell, Wilson & Strathdee, Regina, has joined the staff of the Scott-Bathgate Co., Winnipeg, with headquarters at Saskatoon.

A. Boutilier, president of the A. Boutilier Co., Centreville, Digby, N.S., packers of haddies, called on the firm's Western representative, Geo. Adam & Co., Winnipeg, last week.

The Retail Merchants' Association at Kelowna, B.C., have amalgamated with the Board of Trade. There was some opposition to this amalgamation, one of the chief opponents being A. P. McKenzie.

I. Carter is building a store at Nemiscam, Alta., and intends handling a full line of groceries, and as soon as the building is finished, intends to give a basket social and dance in aid of the Patriotic Fund.

J. H. Gould, general manager of the Sherwood Stores, Regina, Sask., has returned from a business trip to the buying centres of Eastern Canada and the United States. Mr. Gould has been away about five weeks.

Robt. Baldry, of Lethbridge, recently bought the store and stock in trade of Coloren and Coloren, general merchants, Coaldale, Alta. He plans to completely renovate the store, redecorate it, and bring it up to date in every respect. Messrs Coloren and Coloren went to Coaldale in 1910.

Some time ago it was reported that Pte. Thos. Clayton, of Lethbridge, had been wounded in action last June. Now comes word that he was killed in action on June 13. Before enlisting, Pte. Clayton was employed by the Alberta Meat Market. Prior to that time he had been with the Hudson's Bay Co., and the Kerr Co.

**MASON & HICKEY STAFF**

In this issue, CANADIAN GROCER publishes a photograph of the selling staff of Mason and Hickey, manufacturers' agents, Winnipeg, who have branches at various points throughout Western Canada. This does not include the whole of Mason and Hickey's staff, but is confined mainly to managers of branches, who occupy the bottom half, and detail men the top half, with the two proprietors, H. J. Hickey and L. P. Mason, in the centre.

This photograph was taken at the time of their sales convention held recently in Winnipeg. This was attended by a number of the firm's principals, including W. P. Presnail, of Harper-Presnail Co., Hamilton, Ont.; W. B. Williams, of The Creamette Co., Ltd., Minneapolis; W. King, of the King, Beach Mfg. Co., Mission City, B.C.

It is the custom every year for this firm to have several principals attend

their sales convention, this arrangement being beneficial to both parties. The manufacturer imparts knowledge to the salesmen, who in turn increase their sales. Addresses were delivered by all the above gentlemen.

The following members of the sales staff were present at the convention:— F. W. Jarvis, of Brandon; T. W. B. Grant, H. W. Blackman, G. E. Rennie and L. G. Ferrier, of Regina; L. G. Hargrave and H. T. Bell, of Saskatoon; A. H. Jarvis and H. H. Free, of Edmonton; R. W. Russell, of Calgary; D. B. McKenzie, of Lethbridge; C. H. Gross and R. F. Smith, of Vancouver; S. M. Sreaton, C. W. Griffin and W. O. Randolph, of Winnipeg.

**FISH MAY LIVE FROZEN FOR YEARS**

*The Fishing Gazette*

A live fish gradually frozen in a cake of ice does not die; it merely suspends all life processes. When the ice melts, if it does so slowly, the fish takes up its vital activities again as if nothing had happened. This phenomenon, says the "University of Washington Newsletter," was described by Prof. E. Victor Smith, of the Department of Zoology, in discussing a recent announcement that a Swiss naturalist had revived frozen fish.

"There is no reason why a fish, if frozen slowly in a cake of ice, should not be revived even at the end of ten years," said Prof. Smith. "Cases of frozen cold-blooded animals are not uncommon. Frogs are many times frozen for long periods of time and turtles will live even under ordinary circumstances for a year without food."



PLAN OF MASON AND HICKEY PHOTOGRAPH.

- Top Row—L. G. Ferrier, Regina; R. F. Smith, Vancouver; H. H. Free, Alberta; George E. Rennie, Saskatchewan; W. O. Randolph, Saskatoon.
- Second Row—H. W. Blackman, Regina; C. W. Griffin, Winnipeg.
- Middle Row—J. B. Chalmers, Winnipeg; H. J. Hickey; L. P. Mason; L. G. Hargrave, Saskatoon.
- Fourth Row—C. H. Gross, Vancouver; Don B. MacKenzie, Lethbridge.
- Bottom Row—R. W. Russell, Calgary; W. B. Grant, Regina; S. M. Sreaton, Winnipeg; A. H. Jarvis, Edmonton; F. W. Jarvis, Brandon.

## RELIEF COMING FOR MANITOBA TRAVELERS

**Bill to Grant Privileges for Hotels in That Province to be Introduced— Provides Director of Hotel Accommodation**

A bill will shortly be introduced in the Manitoba Legislature, which, if it goes through, will give the hotels so many privileges and monopolies as to make the business worth while.

It is suggested that a director of public accommodation be appointed, assisted by an advisory board of five members, to deal with all hotel matters. Wherever necessary, municipalities will be given the power to establish and operate "municipal hotels."

The new bill is the result of the deliberations of a special committee of the Legislature appointed some weeks ago to study the situation. It will be introduced by the chairman of this committee, J. H. McConnell, the member for Hamiota.

Among other provisions to aid the hotelmen are the following:

Municipalities will be authorized to make grants as high as \$1,000 to help keep a hotel running, such grants to be approved by the votes of the ratepayers.

Hotelmen may apply for an investigation by a county judge who may, if conditions warrant, confirm, vary, or rescind the lease.

At the present time some hotelmen claim to be running at a loss since they have lost their liquor business and yet are obliged to carry out the provisions of the lease.

### An Advisory Board

The bill provides at the outset for the appointment of a "director of public accommodation." He is to be appointed by Order-in-Council and his salary is to be fixed in the same way. An advisory board of not more than five members and to be known as "the provincial advisory board of public accommodation" is to be appointed by Order-in-Council. The members of this board shall serve without salary and shall meet at least twice a year. Their duty will be to consider and discuss with the director of public accommodation the matters which come before him for decision on which he requires advice and assistance.

The director, however, is to be the big man behind the whole scheme for the establishment of a system of public hotels. On him will devolve the administration of the Act. He will have to inspect or cause to be inspected all public hotels and to adjust all complaints which may arise as to the conduct of the pub-

lic hotels which may be established under the Act.

Municipalities are given power by the Act to give the "public hotels" certain rights and privileges. They can limit the number of licenses to be issued in any year within their municipal limits to "public hotels." They can refund in whole or in part taxes to any licensee of a public hotel. They can provide for the establishment of public libraries or reading rooms in the public hotels. Municipalities may also grant licenses for and regulate the sale of tobacco, cigars, cigarettes, as well as the providing of meals and lodging by restaurants, cafes, boarding, lodging or rooming



## Told 'Round the Cracker Barrel

### A Pleasant Surprise.

Visitor (at private hospital): "Can I see Lieutenant Barker, please?"

Matron: "We do not allow ordinary visiting. May I ask if you're a relative?"

Visitor (boldly): "Oh, yes! I'm his sister."

Matron: "Dear me! I'm very glad to meet you. I'm his mother."

### Almost a Match for the Irish.

"Dose Irish make me sick, always talking about vat gread fighters dey are" said a Teutonic resident of Hoboken, with great contempt. "Vhy, at Minna's vedding der odder night dot drunken Mike O'Hooligan butted in, und me und mein bruder und mein cousin Fritz und mein frient Louie Hartmann—vhy, ve pretty near kicked him out of der house!"

### About His Size.

"I see from the newspapers this morning," said a portly woman, walking into the police station house, "that you arrested a man whose mind is a blank."

"Yes, ma'am," returned the sergeant, "we did."

"All right," said the woman. "Will you bring the man out so that I can have a look at him? My Henry didn't come home last night and that description about fits him."

### Some Are Neutral.

An American just returned from Europe tells this story:

While riding from London to Liverpool in a railway coach it happened that he was alone in the compartment with an Englishman, who appeared to be deeply engrossed in the war news of one of the papers.

Thinking to start conversation, he said, in good old American slang, "Some fight, eh?"

"Yes, and some don't!" was the reply.

### A Fleeting Christmas.

Last Christmas Eve, in a town in Virginia, an old negro had been out celebrating and, on boarding a car for home, he dropped a quart bottle of gin to the pavement.

Mournfully surveying the shattered fragments, he exclaimed: "Dah! Christmas done come an' gone!"

### A Minority Report.

A small, meek, country negro, who had always lived on one place near Frankfort, Kentucky, married a big, domineering woman, and very soon afterward moved into town, where the keeper of the local bar met him on the street.

"Hello, Gabe," he said, "what made you move to town? I thought you liked country life."

houses and the maintaining and operating of pool and billiard rooms or bowling alleys. However, this section of the Act is not to apply to private houses where private board or lodging is supplied.

### A CORRECTION

Through an error which we sincerely regret, the credit for the very attractive House Cleaning Goods window was given as Edward Van. The display is that of the Edward Parr store at Saskatoon, Sask.

### A Breakfast Missed.

Lysander, a New York State farm-hand, was telling his troubles to a neighbor, and among other things said that the wife of the farmer who employed him was "too darned close for any use."

"This very morning," said he, "she said to me: 'Lysander, do you know how many pancakes you have et this mornin'?' I said 'No, ma'am, I ain't had no occasion to count 'em.' 'Well,' says she, 'that last one was the twenty-sixth.' And it made me so dodgasted mad I jest got up from the table and went to work without my breakfast."

### The Belated Truth.

The funeral was over. The elderly widower had returned from the cemetery. A neighbor passed, and saw the solitary figure in the shadow of his porch, halted his team.

"Well, Uncle Gil," he said, striving to put sympathy into his tones, "how are you bearing up?"

"Fust-rate, Eth," said the supposedly bereaved one cheerfully. "Dun't know as I ever felt better."

"I thought mebbe you'd be missin'—her," said the startled neighbor. "She was a good wife—tuck keer of your home and raised your children, and always done mighty well by you durin' all the thutty years you lived together."

"Yas; I know that," stated the widower. "She done all them things and I lived with her thutty years, jest ez you was sayin'; but, gol dern it, I never did like her!"

### Needed—Words for Father Abraham.

Billy Sunday had been handing out his bouquets of brimstone, and two old negro women had been greatly impressed. While engaged at the lowly task of scrubbing the outer office the next day they discoursed together of their religious experience. Dan Cunningham, whose color was similar to the two outside, but whose spirit was lofty, because he tended the inner office, listened scornfully to the words that came through the partially open door.

"Ise a shoutin' Meth'dist myself, and I know Ise saved," one of them was saying. "When my time comes Ise goin' straight to de bosom of Father Abraham."

"Sub," said Dan, "I'm thinkin'."

"Thinking what?" said his employer.

"I'm thinkin', Sub, what Father Abraham will be sayin'—walkin' round Heaven with a dead nigger in his bosom!"

# WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

## THE MARKETS AT A GLANCE

**P**OTATOES in the Toronto market declined one dollar per bag during the week and the demand continues light. With the big demand that is now under way for rice, there is insufficient rice on the spot market to meet the requirements. There is considerable rice on the way. Prices of Far Eastern and Southern rices are all higher in price.

Flour advanced during the week and is still in a strong position. While there has been no advance recorded in the price of sugar, that commodity is in firm position, due to the estimated decreased production of raw sugar on the Island of Cuba as a result of revolutionary disturbances. Tea still holds in the limelight with increased uncertainty as to how and when additional supplies will be secured. An attempt is being made to do business direct with Colombo, but so far without success.

Pure lard and compound lard have been moved to higher levels. There has been an advance in a number of lines of cooked meats. Butter is higher in price, but eggs are cheaper. This is the only decline registered in the whole gamut of grocery quotations during the week. Some of the other lines that have advanced during the week are sardines, mustard, custard powders, soap chips, baking powder, tomato sauce. Cartage rates on sugar in Toronto have been increased one cent per hundred pounds and the price of sugar will consequently be raised to that extent. Business in the grocery trade has been very satisfactory during the week.

a proportion of the centrals from which reports can be received, but from the South end of the Island no reports have been getting through on account of the trouble there which is apparently still far from being fully quelled. Refiners in Montreal are running close to their supplies of raw material and the railway embargoes have been adversely operative making cause for some passing doubts as to the lasting powers of supplies. In the main, however, the market is fairly well balanced locally, and the recent firmness was followed by sharp demand which has since been satisfied to a considerable extent.

## QUEBEC MARKETS

**M**ONTREAL, March 6.—Flour, and the wheat based cereal products show advancing tendencies this week, and provisions are higher in price (except eggs which are coming down owing to greater production of fresh eggs). All pork products including lard are advancing. Canadian beans are higher priced, and the shortage of these appears to be quite as serious as has been almost continually stated since the harvesting. Molasses has advanced two cents a gallon. Sugar is still as quoted last week, but in firm market. Tea could hardly be in firmer or more active market, and there is every indication that retailers are aware of a possible shortage of supplies and are buying quite heavily. Rice has advanced a little. Nuts are uncertain, some lines reduced a shade in price, one line (peanuts) advanced. Tapioca is in firm market, higher in price also. The spice also. The spice market is exceedingly firm, and pepper is almost sure to advance soon. Vegetables are in no easier market yet, though potatoes facing reduced demand are showing lines at easier prices than have been recently quoted. Fish are in firm Lenten market, and fairly good supply. All the markets are now evidently anticipating the opening of navigation due in April.

### Dog Biscuits Now Advanced in Price

**DOG BISCUITS.**—The high cost of living has reached the kennel. Disconcerting news for dogs—both dog and puppy cakes have gone to considerably higher levels of price this week. Dog cakes are now \$11.30 per 100 lbs., and puppy cakes are \$12 per hundred lbs. These prices as compared with the former range for the same foods for pets and watch dogs, are about \$4.00 per hundred pounds higher. As a wholesaler remarked “It costs something now to keep a cat. Once the creature ate the waste and was an economy. Now there is no waste and with the price of milk up, pussy becomes a luxury. So is Towser now that dog biscuit is advanced.”

### Sugar Market is Firmer in Tone

**SUGAR.**—Once again the tone of the sugar market is towards greater firmness though the prices prevailing are as quoted last week, and no immediate change was forecast by those in touch with the situation. Production in Cuba is now announced to be in excess of last year's records at this time as regards

Atlantic, St. Lawrence and Canada Sugar Companies, extra granulated sugars	100 lbs.	7 45
Acadia Sugar Refinery, extra granulated		7 35
Wallaceburg sugar		7 35
Special icing, barrels		7 45
Yellow, No. 1		7 05
Powdered, barrels		7 55
Paris lumps, barrels		8 05
Crystal diamonds, barrels		8 05
Assorted tea cubes, boxes		8 05
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 at 5c over above prices. Fancy sugars make a corresponding increase when put up in small packages.		

### Canned Goods Are In Fair Demand

**CANNED GOODS.**—Canned fruits have not been in very active demand of late, but the market for canned corn and tomatoes is reported in quite brisk condition. One large firm of wholesalers found canned tomatoes “3's” and canned corn in the same size going well at \$1.50 doz. for the corn, and \$1.85 doz., for tomatoes. Two and a half sizes are said to be scarce. The prices are shaded down a little as compared with the quotations for these lines of late. California asparagus is all booked up for new crop even at advanced prices, and there is word of a shortage of pineapple pack in the Hawaiian Islands and Singapore. Some retailers have been featuring certain lines of old pack canned vegetables at the old familiar prices, an indication that consumer demand is rather uncertain at present, but for tomatoes and corn the conditions appear prosperous.

<b>Salmon Sockeye—</b>		
1 lb. talls, cases 4 doz., per doz.	3 00	
1/2 flats, cases 8 doz., per doz.	2 00	
Chums, 1-lb. talls	1 20	1 45
Pinks, 1-lb. talls	1 45	1 75
Choes, 1-lb. talls	2 50	
Red Springs, 1-lb. talls	2 70	
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25	
<b>Canned Vegetables—</b>		
Tomatoes, 3s	1 85	2 15
Peas, standards	1 35	1 50
Corn, 3s, doz.	1 50	1 60

Corn (on cob gallon, cans), doz.....	5 75
Red raspberries, 2s .....	2 65
Red cherries, 2s .....	2 45
Strawberries, 2s .....	2 80
Pumpkins, 2/3s .....	1 90
Pumpkins, 3s .....	1 75
Apples (gallon) .....	3 75

Muscateis, loose, 3-crown, lb.....	0 11
Muscateis, 4-crown, lb.....	0 11 1/2
Cal. seedless, 16 oz. ....	0 12 1/2
Fancy seeded, 16 oz. pkgs. ....	0 12 1/2
Choice seeded, 16 oz. pkgs. ....	0 12
Valencias, selected .....	0 11 1/2
Valencias, 4-crown layers .....	0 11

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

### Market For Dried Fruits Is Still Uneventful

**Montreal**  
**DRIED FRUITS.**—The market for dried fruits is rather listless just at present though the ordinary demand of the retail trade at this season maintains un-intensified by any special factor. Supplies of all dried fruits are not what they used to be before war and climatic troubles such as beset California raisins last year, and high prices have rather reduced demand. Some adjustments of price are made this week. Loose filiatra currants are firmer, selling at a cent higher per pound for the better qualities. Loose Hallowee dates are down to 11 cents a pound. Loose muscatel raisins are at 11 cents. Malaga seeded, in packages are at 11 cents also. Sulphur bleached sultans in 50 lb. boxes are quoted at 16 cents, and California sultans oil bleached are at 15 cents. California Valencias in 50 lb. boxes are quoted at 10 cents a pound. California seedless (Thomson) are 14 cents for the 16 oz. pkg. and 12 1/2 cents for the 12 oz. California figs 8 oz. bricks are at 95 cents a dozen; 10 oz. \$1.20 a box 16 oz. brick \$1.40 box. Ten pound boxes 5 Rose layers \$1.60 box. Oregon prunes 30-40's, 12 1/2 cents a pound, 40-50's 12 cents a pound are mentioned on the market now in company with California prunes as quoted below.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 25-lb. boxes.....	0 11 1/2	0 12 1/2
Apples, choice winter, 50-lb. boxes .....	0 11 1/2	0 12 1/2
Apricots (old crop) .....	0 18	0 19
Slabs .....	0 19	0 22
Choice, 25's, faced, new crop.....	0 22	0 13 1/2
Nectarines, choice .....	0 12	0 13
Peaches, choice .....	0 12	0 13
Pears, choice .....	0 15	

DRIED FRUITS.		Per lb.
<b>Canned Peels—</b>		
Lemon .....	0 27	
Lemon .....	0 28	
Orange .....	0 25	
<b>Currants—</b>		
Filiatras, fine, loose, new .....	0 18	0 21
Filiatras, packages, new .....	0 20	0 22

(In the present condition of market currant prices are considered merely nominal.)

Dates—		Per lb.
Dromedary, package stock, old, 1-lb. pkg .....	0 10	0 12 1/2
Faris, choicest .....	0 13 1/2	0 11
Hallowee (loose) .....	0 11	0 10
Excelsior .....	0 10	0 09
Anchor .....	0 09	

Figs—		Per lb.
8 crown, 12-lb. boxes, fancy, layer, lb. ....	0 12	0 13
7 crown, 12-lb. boxes, fancy, layer, lb. ....	0 12	0 13 1/2
8 crown, 12-lb. boxes, fancy, layer, lb. ....	0 11 1/2	0 12
1 lb. glove boxes, each .....	0 12	0 09 1/2
Cal. bricks, 16 oz. ....	0 10	0 11
Cal. layers .....	0 10	0 11
Cal. fancy, table, 10 lbs.....	1 60	

Figs—		Per lb.
Spanish (new), mats, per mat.....	3 40	
<b>Prunes, California New Crop—</b>		
30 to 40, in 25-lb. boxes, faced.....	0 13	0 13 1/2
40 to 50, in 25-lb. boxes, faced.....	0 13	0 13 1/2
30 to 70, in 25-lb. boxes, faced.....	0 11	0 12 1/2
70 to 80, in 25-lb. boxes, faced.....	0 10 1/2	0 11 1/2
80 to 100, in 25-lb. boxes, faced.....	0 10	0 11

Prunes—		Per lb.
30 to 40 .....	0 12 1/2	
40 to 50 .....	0 12	
<b>Raisins—</b>		
Malaga, table box of 22 lbs., 3-crown cluster, 25.50 4-crown cluster .....	3 75	
Muscateis (loose), 2 crown .....	1 10 1/2	

### Molasses Makes an Advance in Price

**Montreal**  
**MOLASSES AND SYRUPS.**—Following the advances in corn syrups last week demand is steadily maintained for these lines, and now molasses has advanced in price for both the choice and the fancy grades, and the market is exceedingly firm. The wholesale houses advanced the price of molasses by two cents per gallon for the fancy in puncheons to 67 cents for supplies on the Island of Montreal, and three cents lower for supplies delivered at country railway points. Market condition as regards molasses is exceedingly firm, the new crop supplies coming in very slowly and with no certainty of delivery. Some firms are not selling much choice grade now, there having been an alteration of quality in this which makes the fancy preferable to consumers who formerly took choice grade. Interest is turning towards maple syrup now, with a view to the possible prices of new crop this year. It is anticipated that higher prices will be asked, but whether they will be very widely paid is not at all certain.

Barbadoes Molasses—	Prices for	
	Fancy, Island of Montreal.	Choice.
Puncheons .....	0 67	0 67
Barrels .....	0 70	0 64
Half barrels .....	0 72	0 67

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

Corn Syrups—		Per lb.
Perfect seal jars, 3 lbs., 1 doz. in case, case.....	3 25	
2 lb. tins, 2 doz. in case, case.....	3 45	
5 lb. tins, 1 doz. in case, case.....	3 85	
10 lb. tins, 1/2 doz. in case, case .....	3 75	
20 lb. tins, 1/4 doz. in case, case .....	3 70	
Barrels, about 700 lbs. ....	0 04 1/2	0 05
Half barrels, about 350 lbs. ....	0 05	0 06
Quarter barrels, about 175 lbs. ....	0 06	0 07
2 gallon wooden pails, 25 lbs. each, per pail.....	1 75	
3 gallon wooden pails, 38 1/2 lbs. each, per pail.....	2 50	
5 gallon wooden pails, 65 lbs. each, per pail.....	3 85	
<b>Lily White—</b>		
2 lb. tins, 2 doz. in case, per case.....	3 95	
5 lb. tins, 1 doz. in case, per case.....	4 35	
10 lb. tins, 1/2 doz. in case, per case.....	4 25	
20 lb. tins, 1/4 doz. in case, per case .....	4 20	

### Peanuts Remain Firm in Price

**Montreal**  
**NUTS.**—Peanuts are the predominantly strong feature of the market for nuts in Montreal this week. They are up half a cent a pound. Jumbos cost now 13 1/2 cents to 14 1/2 cents, as compared with 13 cents to 14 cents last week. Coons are also shaded up a little, but can still be had at 10 cents, and some a little less than that. Wholesalers specialising in nuts and fruits were still quoting the prices of last week for peanuts, but advances were expected as it appears that the Virginia

peanut growers have practically all the field to themselves this year, the chances of supplies from France and Spain being greatly reduced by lack of vessels. Some downward shadings in prices of various nuts were noted. Tarragona almonds were 1 cent down, Brazil nuts also, and Sicily filberts down half a cent. Shelled almonds showed some firmness still, in fact going a cent per pound higher for the best quality, but a line at only 35 cents a pound (in 28 lb. boxes) was being marketed by a firm of wholesale fruit and nut dealers. Nuts by the bag were found in slightly easier market than when supplied in smaller lots.

Almonds (Tara), per lb. ....	0 21	0 22
Almonds (shelled) .....	0 39	0 41
Brazil nuts (1916 crop), per lb.....	0 20	0 23
Filberts (Sicily), per lb. ....	0 18	0 19
Hickory nuts (large and small), per lb.....	0 09	0 10
Peanuts (coon), per lb. ....	0 09 1/2	0 10
Peanuts (Jumbo), per lb. ....	0 13 1/2	0 14 1/2
Pecans (New Jumbo), per lb. ....	0 21	0 21
Pecans, "paper shell," extra large Jumbo .....	0 21	0 24
Pecans (shelled) .....	0 70	0 75
Walnuts (Grenoble) .....	0 18	0 18
Walnuts (shelled) .....	0 45	0 46
Walnuts (Marbot), in bags .....	0 14	0 14
Walnuts (California No. 1) .....	0 21	0 21

### Canadian Beans Are Higher in Price

**Montreal**  
**BEANS.**—The scarcity of good Canadian beans is making a marked difference in prices this week. Canadian beans having advanced as much as sixty cents a bushel to \$7.80 and \$7.95 per bushel. In the circumstances wholesalers are wondering why more Canadian Farmers do not grow and harvest beans, especially in the Province of Quebec where the bean crop can be grown to perfection even surpassing the qualities grown in other parts of Canada according to experienced opinion. There is certainly room for greater production in beans as the demand for Canadian grown is always good, and importation is now more difficult owing to scarcity of ships.

Beans—		Per bushel.
Canadian 3-lb. pickers, per bushel.....	7 80	7 95
Canadian, 5-lb. pickers .....	6 50	6 90
Yellow Eyes .....	6 90	7 20
Lima, per lb. ....	0 10	0 10
Peanut, white soup, per bushel.....	3 75	3 90
Peanut, split, new crop, per bag 95 lbs.....	6 75	7 00
Barley (pot), per bag 95 lbs.....	5 00	5 75
Barley, pearl, per bag 95 lbs.....	6 25	6 50

### Prices of Rice Show Some Advance

**Montreal**  
**RICE AND TAPIOCA.**—There has been an advance of from 15 cents to 25 cents per hundred pounds in rice, and while the difference in price to the retailer is not very great, the advance is still being distributed so that the retailer carries his share of it. Rangoon rice is now quoted at \$4.45 per hundred pound bag, and the same price prevails when the rice is ordered in 250 lbs. bags. In 50 lb. bags, 5 cents more is charged. In 25 lb. bags 15 cents more, and in

12½ lb. "pockets" 30 cents more. Imperial glace is \$5.30 per hundred pounds, sparkled Patna \$6.30 crystal Japan \$5.20, snow Japan \$5.40 ice drips \$5.50, and Carolina \$7.25. Higher priced rice is quite a possibility owing to the conditions affecting transportation and containers. Tapioca is also in firmer market having advanced half a cent to 11½ and 12½ cents a pound. This advance has been predicted for some time by CANADIAN GROCER as indications from the primary markets have all been towards greater firmness in tapioca.

Rangoon rice, per 100 lbs.	4 45
"Texas" Carolina, per 100 lbs.	7 25
Real Carolina, per 100 lbs.	8 50
Patna (fancy)	7 50
Patna (good)	4 50
Siam, No. 2	4 50
Siam (fancy)	5 75
Tapioca, per lb.	0 11

**Price For  
Cocoa Undisturbed**

**Montreal**  
COCOA.—During the past day or so there was a faint suspicion in the minds of men in touch with cocoa market conditions that prices might be going towards firmer standards. This passed off however, and the opinions of the market are that cocoa will remain as constant as regards price for a good while yet. Yet the ship shortage should not be forgotten in considering this market also. There is always a chance that so world-felt a factor in making markets firmer may take a sudden sharp bearing upon any particular line carried in ships to market. That cocoa is appreciated in Germany is noted by news that large cocoa importations from Holland were made while supplies could be secured from that quarter. Comment is also noted that with a view to economising sugar, Great Britain has restricted the dispersing through market channels of large stores of cocoa in London.

Cocoa—	
1 lb. tins, per doz.	4 60
½ lb. tins, per doz.	2 40
¼ lb. tins, per doz.	1 25
"10-cent" tins, per doz.	0 90

**Coffee is Still in  
Very Dull Market**

**Montreal**  
COFFEE.—There may be storms in the tea cup, but the coffee cup in Canada is still unruffled by news of higher prices. Coffee market conditions are unchanged from those reported last week. There have been anticipations of easier prices in fact following the British freight embargoes, but these have not materialised very strongly. Primary market conditions affecting coffee are still very quiet. Supply exceeds demand. for the blockade keeps the Central Powers isolated. Prices remain as quoted last week, and there is no immediate reason to believe they will go higher in any exciting hurry.

Coffee, Roasted—	
Bogotas, lb.	0 28
Jamaica, lb.	0 23
Java, lb.	0 33
Maraicao, lb.	0 23
Mexican, lb.	0 28
Mocha, lb.	0 34
Rio, lb.	0 19½
Santos, Bourbon, lb.	0 24
Santos, lb.	0 23

**Market For Tea  
Firm and Eager**

**Montreal**  
TEA.—The conditions of market reported last week for tea maintain absolutely during the present week, and are if anything intensified. Some wholesale houses report actual lack of supplies to meet retailers demands. All kinds of teas are in very strong market. Great uncertainty prevails as regards the future prospects. Japanese teas are in firmer market considerably than they were a week ago, and as stocks of these in first hands are exceptionally low, there is every prospect that better prices will be realised in the near future. As regards black teas shipments across the Pacific are expected, but these are very small contributions as ship space is so valuable, and ships so hard to get. The railway situation is still causing difficulty. Car loads of tea are held up at Chicago and New York, and are as hard to get hold of as if the tea were still across the seas. Demand is very strong and active, and rumor says that the great package tea concerns are still buying heavily of all the high grade tea stocks available in Canada East and West.

Pekoe Souhonga, per lb.	0 34
Pekoes, per lb.	0 38
Orange Pekoes	0 43

**Ship Shortage Sure  
to Affect Spices**

**Montreal**  
SPICES.—In every way the market for spices maintains its great firmness of tone. The fact that prices as quoted for Montreal are not advanced is mainly due to the fact that Montreal grinders are still giving their customers the benefit of large stocks. But the future is very uncertain except in the one important aspect that supplies are going to be much more difficult to get. One large spice grinder in Montreal secured a large quantity of pepper in the past week at prices far in advance of former quotations, and finds himself considered fortunate to have the supply for peppers both black and white are in very firm condition of market, and advanced prices for black pepper are almost absolutely assured. Already in American markets black and white peppers are equal in price, an unprecedented condition. Cloves have displayed strong advancing tendencies in the past week. Gingers are scarcer. Ceylon cinnamons are scarcer. Mustards are firmer. Herbs less

plentiful. Nutmegs and mace unchanged. In all spice lines advances may however be expected as the ship shortage is affecting importations seriously.

	5 and 10-lb. boxes	¼-lb. pkgs. dozen	¼-lb. tins lbs.
Allspice	0 16	0 18	0 23
Cassia	0 25	0 27	0 37
Cayenne pepper	0 28	0 30	0 35
Cloves	0 30-0 32	0 30	0 38
Cream tartar—50c to 55c.			
Ginger (pure)	0 20		
Ginger, Cochin	0 25		
Ginger, Jamaica	0 30-0 33	1 15	1 00
Mace	0 80		
Nutmegs	0 40-0 60	0 45	0 80
Peppers, black	0 39	0 37-0 35	0 40
Peppers, white	0 37	1 17-1 20	0 39
Pastry spice	0 25	0 25-1 20	0 29
Pickling spice	0 25		
Turmeric	0 21-0 23		

Lower prices for pails, boxes or barrels when delivery can be secured.  
Cardamom seed, per 7b., bulk 2 00 2 00  
Caraway, Dutch (nominal) 0 60 0 60  
Cinnamon, China, lb. 0 18 0 25  
Mustard seed, bulk 0 25 0 25  
Celery seed, bulk 0 38 0 44  
Shredded cocconut, in pails 0 21 0 23  
Cinnamon, per lb., 35c. 0 21 0 23  
Pimento, whole 12 15

**Red Potatoes Sell  
At Easier Prices**

**Montreal**  
FRUIT AND VEGETABLES.—Potatoes have been the centre of attraction in the world of vegetable markets in Montreal of late. This week finds the average quotations ranging between \$3.25 and \$3.50 per bag of 80 lbs. But with some hints of easier prices due to special conditions. The high prices of the past week are said to have been partly due to very keen bidding for supplies by some dealers who evidently have confidence in the firmness of the market as a fairly lasting feature. The higher price is quoted for real Green Mountain "spuds." Quebecs are quoting \$3.25 per bag. Montreal Island are at \$3.25, and said to be very good. A lot of red potatoes were offered at \$3 or better one morning, but found no takers, and by afternoon of the day in question these brought only \$2.50 to \$2.75 per bag. Except for their appearance the reds are claimed to be as the white. All the root crops are in firm market this week, beets being quoted as high as \$2.00 a bag. For the most part fruit prices are unchanged, Lent having rather reduced demand for some fruits which are regarded as luxuries to be done without in Lent.

Bananas (fancy large), bunch	2 75	3 00
Oranges, Navels, per box	3 25	3 75
Oranges (Floridas)	3 00	5 00
Oranges (Calif.)	3 50	4 75
Grape Fruit	2 75	3 00
Lemons	4 25	4 50
Apples—		
No. 1		No. 2
Wealthy Apples	4 00	3 50
McIntosh Red, per bbl.	8 00	
Fameuse, per bbl.	7 00	
Spies	6 00	6 00
Raidwins	5 50	5 00
Kings	5 50	5 00
Wagners	6 00	5 00
Russels	7 00	5 50
Brussels Sprouts (quarts)	0 15	0 25
Cauliflower, per doz. bunches		3 00
Celery (Florida), per crate	6 50	6 75
Onions, red, per bag (75 lbs.)	6 00	6 50
Onions, Spanish, per crate		7 00
Onions, Spanish, ¼ crate		2 00
White onions, per bag (100 lbs.)		6 00
Potatoes, per bag (80 lbs.)	3 25	2 50
Potatoes (new) per bbl. (160 lbs.)		10 00

Potatoes (red)	2 50	2 75
Potatoes (sweet) hamper		3 50
Carrots, per bag		1 50
Beets, per bag	1 50	2 00
Parsnips		1 50
Turnips	1 00	1 25
Lettuce, Curly, per doz.		0 75
Lettuce, Romaine, doz.		1 00
Lettuce (Boston), per box of 2 doz.		2 70
Tomatoes, hothouse, lb.		0 25
Tomatoes (Florida), per crate	4 00	5 50
Tomatoes (Cuban) crate		3 50
Horse Radish, per lb.		0 25
Cabbage (barrel)		6 00
Cabbage (new) New York crate		5 50
Cranberries (Cape Cod), barrel	9 00	13 00
Beans, U.S. wax, basket		9 00
Beans, U.S. green, basket		9 00
Leeks, per doz. bunches		3 00
Parsley, doz.	0 50	1 50
Mint, doz.		0 50
Watercress, doz.		0 50
Spinach, per bbl.		7 00
Spinach (Canadian) hamper		1 50
Rhubarb, per doz.		1 50
Eggplant, per doz.		3 00
Cauliflower, crate		4 25
Garlic (Venetian) lb.		0 12

Shrimps, Imperial gal.	2 50
Scallops	3 00
FRESH FROZEN SEA FISH.	
Hallbut	18 -20
Haddock, fancy, express, lb.	0 09 0 10
Mackerel (med.), each	20
Mackerel (large), each	25
Cod, steak, fancy, express, lb.	10
Salmon, Western	16 -18
Salmon, Gaspe	18 -20
FRESH FROZEN LAKE FISH.	
Pike, lb.	0 09 0 10
Perch	0 10 0 11
Whitefish, lb.	0 12 0 13
Lake trout	0 14 0 15
Eels, lb.	0 10

Dore	0 12	0 13
Smelts, No. 1		0 15
Smelts, No. 1 large		0 20
Oysters—		
Selected, gal.		2 00
Ordinary, gal.		1 00
Malpeque oysters (choice) per bbl.		13 00
Malpeque Shell Oysters (ordinary), bbl.		10 00
Cape Cod shell oysters, per bbl.		12 00
Clams (med.) per bbl.		8 00
FRESH FISH.		
Haddock	0 09	0 10
Steak Cod	0 10	0 12
Market Cod		0 08 1/2
Carp	0 10	0 11
Halibut	0 19	0 20

*First Fresh Halibut From Pacific Coast*

**FISH.**—There is nothing about the fish business which is for the time being of special importance, except that some lines are getting exhausted, and the trade is busy with Lenten demand. The demand mentioned is in fact responsible for the approaching exhaustion of these lines, but some new supplies are coming in, and the situation will thus be relieved. The first consignments of fresh halibut from the Pacific Coast for the season were due to arrive in Montreal for the current week, and will no doubt be on sale by the time this is in print. Prices are not abnormally high all things considered. This arrival is early, and augurs well for the season throughout. Fish merchants have again to record complaint as regards the service given by railway and express companies. There are at least a dozen carloads of frozen fish which ought to have reached the market before now but which are snowed up on trunk lines, and very uncertain of delivery at all. In the pickled and salted lines of fish supplies only Labrador salmon and herring, and salt eels can be had in quantities as yet. In the fresh fish department a few lake fish are making their appearance, but at very high prices. From the East Coast only haddock and cod fish have been produced, and in the frozen fish lines (barring lake fish) a good many tommy cod, herring, and salmon are yet awaiting a market. Oyster trade both bulk and shell much a luxury line, but show a tendency to come down to easier prices.

SMOKED FISH		
Haddies	0 12	0 13
Facities, fillet	0 16	0 18
Dicbr herring, per bundle of 5 boxes		1 00
Smoked boneless herring, 10-lb. box		1 00
SALTED AND PICKLED FISH		
Herring (Labrador), per lb.		9 00
Salmon (Labrador), per bbl.		20 00
Salmon (B. C. Red)		16 00
Sea Trout, red and pale per bbl.		16 00
Green Cod, No. 1, per bbl.		14 00
Mackerel, No. 1, per bbl.		21 00
Codfish (Skinless), (100-lb. box)		9 50
Codfish (Boneless), Blocks "Troy" Brand per lb.		0 10
Codfish, Shredded, 12 lb. box		1 00
SHRIMPS, LOBSTERS		
Lobsters, medium and large, lb.		0 65
Prawns, Imperial gal.		3 00

**ONTARIO MARKETS**

**T**ORONTO, March 7.—The two exceptions to a long list of advances in the grocery trade during the week has been in the lower price for eggs and potatoes. These new-laid eggs are being brought in from the Chicago district. Local new-laid eggs are very scarce. Demand for potatoes has been shut off and still remains in that state. Flour registered an advance, as anticipated in CANADIAN GROCER last week. Sugar is in firm market, with a renewed interest in buying. Lima beans and tapioca are in firm market, advances having been recorded in these commodities during the week. A very heavy demand for rice has set in, and advances have been recorded in the local market of approximately 1/2c per pound. Business has been very good during the past six days.

*Estimates on Cuban Sugar Crop Reduced*

**SUGAR.**—The sugar market continues to be one of firmness, with raws in a strong position, following a further advance of 1/4c per pound in the New York market during the first part of the present week and an advance of .37c per pound since last issue. Himely and Willett & Gray, authorities on the sugar market, estimate the yield of Cuban raw sugar not over 3,000,000 tons, as compared with estimates by the same authorities of 3,400,000 tons at the beginning of the season. It is stated that it is impossible at the present juncture to figure out accurately the probable output of Cuba. Reports of the damage done to the growing crop by the revolutionary elements have proven to be more serious than at first anticipated. The crop will suffer greatly on account of a labor shortage to get it garnered by the time the rainy season starts in June. Sugar factories in many of the disturbed districts have been prevented from working. So far no sugar factories have been reported damaged, but there have been a number of cane fires. The production on the Island is in the neighborhood of 180,000 tons behind last year at this time. With a shortened harvesting period, political disturbances, labor scarcity and a poor yield in some parts.

there seems every justification for the revision of the estimated yield. The Canadian refiners report a renewed interest in buying. No price changes have taken place during the week with the exception of an additional 1c per 100 pounds, which has been added as a cartage charge in the City of Toronto.

100 lbs.	
Atlantic, St. Lawrence and Canada Sugar Companies, extra granulated sugars	7 64
Acadia, Sugar Refinery, extra granulated	7 44
Dominion Sugar Refinery, extra granulated	7 44
Yellow, No. 1	7 14
Special icing, barrel	7 74
Powdered, barrels	7 64
Paris lumps, barrels	8 14
Assorted tea cubes, boxes	8 14
In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 15c per 100 lbs.; 20c per 100 lbs. in 10-lb. gunnies, and 25c per 100 lbs. in 5-lb. cartons, and 30c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. Second grade granulated is sold by Atlantic and St. Lawrence at 10c under extra granulated. Dark yellow is sold 20c below No. 1 yellow.	

*Custard Powders Up; Soap Chips Higher*

**CUSTARD POWDERS, SARDINES, MUSTARD, SOAP CHIPS, AMMONIA.**—Custard powders have advanced 20 per cent. during the week, and brands that were selling formerly at \$1 per dozen are now quoted at \$1.20. On Bird's imported mustard there has been an advance of 15 per cent., the selling price now being \$1.60 per dozen. Brunswick sardines have advanced, and are now quoted at \$5.25 and \$5.50 per case. Keen's mustard has been advanced 1c per pound to the wholesalers. Common soap chips have been moved higher by 1/2c per pound, and are now quoted at 7c. Manufacturers advise dealers that the advance has been due to the high price for tallows and greases, the last purchases of which were made on a basis of 13 1/2c per pound. Ammonia powder is in firm market owing to the high cost of soda ash and other ingredients that enter into its manufacture. Advances by some manufacturers are reasonably sure.

*Cartage Charges on Sugar Increased*

**CARTAGE, BAKING POWDER, MUSTARD.**—The railway companies have increased the cartage charges for sugar 1c per hundred pounds, and this additional item is now added to the price of sugar from Toronto to all points in Ontario. Pure Gold baking powder has

been advanced on an average 5c to 10c per dozen tins, and are now selling at the following prices:—10c size, 95c doz.; 4-oz., \$1.35 dozen; 6-oz., \$1.95 dozen; 8-oz., \$2.60 dozen; 12-oz., \$4 dozen; 16-oz., \$4.90 dozen. Quotations on Magic baking powder have been restored without an advance. Osprey herring tomato sauce has been advanced 50c per case, and half-pints are now selling at \$5.25 case, or \$1.35 per dozen. Keen's mustard has been advanced by some wholesalers, and D.S.F. half-pounds are now quoted at 58c pound, quarters at 62c pound, and 2-oz. at \$1.05 per dozen. F.D. quarters are quoted at \$1 dozen, and 1-lb. jars at 35c jar, with 4-lb. jars at \$1.35 jar.

### Canned Corn and Tomato Stocks Low

**Toronto**  
**CANNED GOODS.**—Canned corn has had a good demand, and stocks are beginning to get in small compass. Stocks of tomatoes are also low. Both tomatoes and corn have been selling freely, and peas have had a steady demand from consumptive channels. Cohoe salmon in 1-lb. talls were in firmer market during the week, being quoted up as high as \$2.60. Salmon continued in good demand throughout the week.

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

<b>Salmon Sockeye—</b>	
1 lb. talls, cases 4 doz., per doz.	3 00
1/2 flats, cases 8 doz., per doz.	2 80
Alaska reds, 1-lb. talls	2 75
Alaska pinks, 1-lb. talls	2 40
Chums, 1-lb. talls	1 20
Pinks, 1-lb. talls	1 60
Cohoos, 1/2-lb. tins	1 45
Cohoos, 1-lb. tins	2 40
Red Springs, 1-lb. talls	2 35
<b>Canned Vegetables—</b>	
Tomatoes, 2 1/2s	2 15
Peas, standards	1 35
Peas, early June	1 45
Beans, golden wax, doz.	1 35
Asparagus tips, doz.	2 75
Corn, 2 1/2s, doz.	1 60
Pumpkins, 2 1/2s	1 75
Red raspberries, 2s	2 65
Red cherries, 2s	2 45
Strawberries, 2s	2 50
Pineapple, Hawaiian, 2s, doz.	2 35
Do., 1s, doz.	1 45

### Prices on Corn Syrups Have Been Withdrawn

**Toronto**  
**MOLASSES AND SYRUPS.**—Following the advance that was recorded in the price of corn syrups announced last week, the manufacturers have this week announced that they will accept orders only on the basis of price at the day of shipment. This also holds true with respect to starches. Quotations have in effect, therefore, been withdrawn, although they will accept business on the conditions named. This condition has been occasioned, it is stated, through the uncertainty in getting supplies of corn. Some of the factories are closed through a shortage of raw materials. The molasses market is firm, but prices remain unchanged.

<b>Corn Syrups—</b>	
Barrels, per lb.	.....
Cases, 2-lb. tins, 2 doz. in case	.....

Cases, 5-lb. tins, 1 doz. in case	.....
Half barrels, 1/2c over bbls.; 1/4 bbls., 1/2c over bbls.	.....
<b>Cane Syrups—</b>	
Barrels, lb., 5/4c; 1/2 bbls.	0 68 1/2
Cases, 2 lb. tins, 2 doz. in case	4 80
<b>Molasses—</b>	
Fancy Barbadoes, gal.	0 75
West India, half barrels, gal.	0 42
West India, 10-gal. kegs	0 50
West India, 2-lb. tins, 36 in case	3 50

### Spot Stocks of Prunes Are Light

**Toronto**  
**DRIED FRUIT.**—Importers' stocks of prunes on spot are light at present, and wholesalers in consequence have been trading among themselves to meet the requirements of their trade. There is a continued good demand for prunes. Apricots are also short in the local market, very few of them having been brought into this market. New prices on candied peels have not yet been named. Prices have held steady in dried fruits during the week.

Apples, evaporated, per lb.	0 12 1/2	0 13
Apricots, choice, 25's, faced	0 19 1/2	0 23
<b>Candied Peels—</b>		
Lemon	0 23	0 24
Orange	0 23	0 25
Citron	0 26	0 30
<b>Currants—</b>		
Filiatras, per lb.	0 20	0 22
Patras, per lb.	0 21	0 23
Vostizzas, choice	0 23	0 24
Cleaned, 1/2 cent more.		
Australians, lb.		0 22
<b>Dates—</b>		
Excelsior, packages, 3 doz. in case	3 25	
Dromedary dates, 3 doz. in case	4 00	
Hallowee, per lb.	0 10 1/2	0 11 1/2
<b>Figs—</b>		
Taps, lb.	0 05 1/2	0 06 1/2
Malagas, lb.		0 10
<b>Prunes—</b>		
30-40s, per lb., 25s, faced	0 13	0 13 1/2
40-50s, per lb., 25s, faced	0 12	0 12 1/2
50-60s, per lb., 25s, faced	0 12	.....
60-70s, per lb., 25s, faced	0 11 1/2	.....
70-80s, per lb., 2s, faced	0 09 1/2	0 11
80-90s, per lb., 25s, unfaced	0 11 1/2	.....
5-lb. tins		0 65
<b>Peaches—</b>		
Choice, 50-lb. boxes	0 11	0 12
Std., 50-lb. boxes	0 10 1/2	0 11 1/2
Fancy, 25 lbs., faced	0 13	0 14
<b>Raisins—</b>		
California bleached, lb.	0 14 1/2	0 15
Valencia, Cal.	0 09 1/2	0 10 1/2
Valencia, Spanish	0 10	0 12
Seeded, fancy, 1-lb. packets	0 12	0 13
Seedless, 12-oz. packets	0 12	0 13 1/2
Seedless, 16-oz. packets	0 14 1/2	0 16

### Better Grades of Teas Moved Up 5c Per Pound

**Toronto**  
**TEAS.**—The better grades of teas were moved to higher levels during the week, being quoted 5c to 6c per pound up. Orange pekoes, that are still to be had, are selling at 42c to 36c per pound. Broken pekoes at 44c to 48c, and broken orange pekoes at 45c to 50c per pound. No definite word has been received as yet as to how far the embargo on the export of tea from the British Isles will be absolute. Some tea has been let out, but special permits are necessary in every instance. During last week the British S.S. Clan Farquhar was sent to the bottom by a submarine with 3,000,000 pounds of Indian and Ceylon tea on board. Where importers have given orders to dealers in Colombo and Calcutta to execute orders at open prices for direct shipment orders have not been executed, as it is stated it is impossible to get space for shipment. There has con-

sequently been a cancellation of buying at open prices. Spot teas are in good demand, but supplies are within narrow compass. Higher prices are anticipated for the lower grades in the near future. Cable advices from London stated that the Indian market was higher.

	<b>Per lb.</b>	
Pekoe Souchongs	0 35	0 37
Pekoes	0 36	0 40
Orange Pekoes	0 42	0 46
Broken Pekoes	0 44	0 48
Broken Orange Pekoes	0 45	0 50

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 movements.

### Coffees Held Steady With Good Demand

**Toronto**  
**COFFEE, COCOA.**—Coffee held steady in price in the local market, with a continued good demand. Future coffees in the New York market were quoted down during the week, and spot coffees were inclined to be unsettled under the stress of heavy shipments from Brazil. There is now in the neighborhood of 1,000,000 bags of coffee afloat on the way to the United States. The demand for cocoa is an increasing one, especially so in glass jars and in bulk. Pure cocoa in bulk is quoted from 25c to 30c per pound, and sweet cocoa at 15c to 20c per pound, according to grade.

<b>Coffee—</b>		
Bogotas, lb.	0 28	0 30
Maracaibo, lb.	0 25	0 28
Mexican, lb.	0 27	0 31
Jamaica, lb.	0 26	0 27
Mocha, Arabian, lb.	0 35	0 40
Rio, lb.	0 20	0 21
Santos, Bourbon, lb.	0 25	0 26
Chicory, lb.	0 14	0 17
<b>Cocoa—</b>		
Pure, lb.	0 25	0 30
Sweet, lb.	0 15	0 20

### Black Peppers Go Up 2c to 4c Per Pound

**Toronto**  
**SPICES.**—There has been a movement toward higher levels in black peppers during the week, following the advance that was noted in the primary market last week. In some instances the lower priced black peppers have been increased 4c per pound, while in other instances the advance has been from 1c to 2c per pound. Stocks of black pepper in the primary market in New York are low. A most unusual thing in the pepper market at present is the small differential between black peppers and white peppers. In the New York market they are quoted at almost identically the same price. Cloves are also in firm market. The demand for all spices is good, and there is an inclination to look for still higher prices in pepper. Coriander seed has advanced 3c per pound in certain instances, and French pure cream of tartar is quoted up 2c, and American high test 3c per pound higher.

	<b>Per lb.</b>	
Allspice	0 16	0 18
Cassia	0 25	0 35
Cinnamon	0 40	0 50
Cayenne	0 30	0 35
Cloves	0 30	0 50
Ginger	0 25	0 35
Mace	0 97	1 25
Pastry	0 25	0 30



Pickling spice	0.20	0.25
Peppers, white	0.38	0.45
Peppers, black	0.29	0.35
Nutmegs, selecta, whole, 100's	0.40	0.45
Do., 80's	0.45	0.50
Do., 64's	0.50	0.55
Mustard seed, whole	0.25	0.30
Celery seed, whole	0.35	0.45
Coriander, whole	0.25	0.28
Caraway seed, whole	0.70	0.85
Cream of Tartar—		
French, pure	0.48	0.52
American high test	0.55	0.58

**Peanuts Are Firmer in Sympathy With Primary**

**Toronto**  
**NUTS.**—There is a firmness in the local market for peanuts in sympathy with the higher prices in the primary market, an advance of 1/4c per pound having been recorded there. Nut lines are somewhat quiet at present. There are light shipments of shelled nuts coming forward, with shelled Brazil nuts in firmer tone in conformity with the primary situation.

In the Shell—		
Almonds, Tarragonas, lb.	0.20	0.21
Walnuts, Marbots	0.16 1/2	0.18
Walnuts, Bordeaux	0.18	0.19
Grenobles, lb.	0.18	0.19
Filberts, lb.	0.18	0.20
Pecans, lb.	0.17	0.19
Peanuts, lb.	0.12 1/2	0.14
Brazil nuts, lb.	0.20	0.22
Cocoanuts, per sack 100		5.00
Shelled—		
Almonds, lb.	0.42	0.45
Walnuts, lb.	0.45	0.50
Walnuts, California	0.26	0.33
Brazil nuts, lb.	0.70	0.75
Pecans, lb.		0.85

**Southern and Far East Rices Have Advanced**

**Toronto**  
**RICE AND TAPIOCA.**—Prices have been advanced 1/2c per pound on Siam rices, following an advance by the importers. Southern rices have also been advanced 1/2c per pound in some quarters. Wholesalers report an exceptionally heavy demand for rice at present, due largely to the high price of potatoes. Just at present some of the wholesalers are unable to supply the demand. They have stocks rolling from the West Coast and from the Southern United States, and they await their arrival with anxiety. Tapioca is also in firm market, with considerable quantities reported going into consumption.

Texas, fancy, per 100 lbs.	6.50	7.50
Siam, fancy, per 100 lbs.	6.50	7.00
Japans, fancy, per 100 lbs.	6.50	7.00
Japans, second, per 100 lbs.	5.50	6.00
Chinese, per 100 lbs.	4.75	5.00
Tapioca, per lb.	0.11 1/4	0.12 1/4

**Bean Demand Develops Because Potatoes High**

**Toronto**  
**BEANS.**—There has been an increasing interest in beans recently on the part of consumers owing to the high price of potatoes. Interest in Rangoon beans for the present is wanting, but Ontarios still hold a strong position with difficulty in securing supplies. Lima beans continue in good demand, with the market firm, prices having been moved upward 1/2c per pound in certain instances.

Ontario, 1-lb. to 2-lb. pickers, bush	7.00	7.50
Rangoon, per bushel	6.00	6.25
Japanese, per bushel		6.00
Limas, per pound	0.11	0.12 1/2

**Round Package Oats Will be Curtailed**

**Toronto**  
**PACKAGES.**—The manufacturers announce that the round package of Quaker oats will henceforward not be on the market, as they have been unable to get a machine for making the round containers to replace the one recently lost in their fire. They will consequently return to the square package. Prices on starches have in effect been withdrawn by the manufacturers, as they will only take orders at prices that prevail on the day of shipment. Wholesalers, however, continue to quote at recent prices.

Cornflakes, per case	2.50	2.35
Roller oats, round, family size, case	4.00	4.50
Roller oats, round regular 2-lb. size, case	1.35	1.60
Roller oats, square case	4.75	4.85
Shredded wheat, case		3.60
Cornstarch, No. 1, pound cartons		0.08 1/2
No. 2, pound cartons		0.07 1/2
Starch, 6-lb. packages, per lb.	0.07	0.10
In 1-lb. cartons		0.06 1/2

**Whitefish and Tullibeas Up 1c Lb.**

**Toronto**  
**FRUIT.**—The recent cold snap in Florida has operated to the extent that there is practically no fruit arriving in the local market from that source. Florida oranges are cleaned up, and Florida grapefruit is scarce, with higher prices anticipated for goods to arrive. Some frozen oranges were in the market during the week, but these were cleaned out at a sacrifice price. The severe weather is having an effect on the fruit market by causing a dullness. Freight shipments have also been slow in arriving. Cuban grapefruit in some instances was quoted as low as \$3 for 112's.

Apples—		
Spys, No. 1	7.50	8.00
Spys, No. 2	6.50	7.00
Spys, No. 3	4.50	5.50
Baldwins, No. 1 N.S., bbl.		6.00
Ben Davis, No. 1		5.00
Ben Davis, No. 3		4.25
Boxes, American	2.50	2.75
Boes, B.C.	2.50	2.75
Bananas, bunch	2.00	2.50
Cranberries, bbl.	9.50	10.00
Do., 50-lb. box		5.00
Boxes, 28-qt.	3.25	3.75
Oranges—		
Cal. Navels	3.00	4.00
Grapes—		
Spanish Almeria, small bbl., 40 lbs.	7.00	8.00
Grapefruit, Florida, ase	3.75	4.50
Grapefruit, Cuban	3.00	4.00
Lemons, Cal., case	3.50	4.00
Messinas, case	3.75	4.00
Rhubarb, doz. bunches	1.00	1.25
Strawberries, 1-qt.	0.50	0.65

**Potatoes Decline; New Cabbage Very High**

**Toronto**  
**FISH AND OYSTERS.**—There has been a firmness in the market for frozen whitefish and tullibeas during the week that has made itself evident by an advance of 1c per pound. Whitefish is now quoted at 13c to 13 1/2c per pound, as compared with 12c and 12 1/2c last week. Tullibeas are now quoted at 9c to 9 1/2c. There is a good demand for these latter fish, as they are used in making the

smoked ciscoes. The fish demand has been brisk during the week. Haddie fillets have been somewhat scarce, but the supplies of fish for the most part have been equal to the demand.

SMOKED FISH.		
Ciscoes, per lb.		0.15
Haddies, per lb., new cured		0.13
Haddies, fillets, per lb.	0.17	0.18
Kippered herring, per box	1.60	2.00
Digby herring, bundle of five boxes	1.00	1.25
Smoked boneless herring, 10-lb. box		1.40
Strip cod, 30-lb. boxes		4.50
PICKLED AND DRIED FISH.		
Pickled salmon, 100-lb. kegs		9.00
Skinless cod, 50-lb. boxes		4.50
Acadia cod, 20 1-lb. blocks		2.50
Labrador herring, keg		4.75
Labrador herring, barrel		9.00
Salt mackerel, kits		2.30
Salt cod, lb.		0.05 1/2
Quail on toast, lb.		0.10
Shredded cod, 24 cartons		1.80
FRESH SEA FISH.		
Crabs, per dozen		2.50
Halibut, frozen	0.17	0.17 1/2
Chicken halibut, per lb.		0.15
Medium halibut		0.17
Cohoe salmon (red), frozen	0.14 1/2	0.15
Qualla salmon (pink), frozen	0.10	0.10 1/2
Haddock, fancy, express, lb.		0.09
Steak cod, fancy, express, lb.		0.10
Flounders, lb.		0.06
FRESH LAKE FISH.		
Pike, lb.		0.13 1/2
Whitefish, lb., frozen	0.13	0.13 1/2
Goldeyes, lb.	0.07	0.08
Herrings, frozen		0.05
Tullibeas, lb.	0.09	0.09 1/2
Yellow pickerel	0.12	0.13
Smelts		0.14
Oysters—		
Standards, gal.	2.00	2.30
Selects, gal.	2.50	2.65
Shell, per barrel		8.50
Shrimps—		
Wine gallon cans		1.40
No. 2		2.70
No. 3		5.20

**Cereals Stronger With Wheat Market**

**Toronto**  
**VEGETABLES.**—Potatoes during the week declined \$1 per bag, and the market is still weak. There was a sudden cessation of demand, and the prices were forced down. They are now quoted at \$3.50 for Ontarios and \$4 for New Brunswick Delawares. New cabbage from Florida has taken a big jump upward, being now quoted at \$7 per hamper, as compared with \$4 last week. The recent frost in that section is accountable for the higher price. Any stocks that were saved are at a premium. Hot-house cucumbers are higher by 25c per dozen. Celery is out of the market for the present. Sweet potatoes are quoted up 20c per hamper at \$2.90. Green peppers also advanced, and are now selling at \$1 per dozen. Watercress is a scarce article at present, there being practically none in the market.

Beets, bag	2.00	2.75
Brussel sprouts, imported, quart		3.00
Cucumbers, hothouse, doz.		7.00
Cabbage, new, hamper		4.00
Caulliflower, Cal., 18 to 24 in box		2.00
Carrots, bag		1.00
New, dozen bunches		2.00
Celery, California, case		0.25
Florida, half case		0.30
Eggplant, each	0.25	0.30
Lettuce, per doz. bunches	0.35	0.50
Per pound		0.20
Florida head lettuce, hamper	4.00	4.50
Mushrooms, 4 lbs.	2.25	2.75
Onions—		
Spanish, crate, 120 lbs.		10.00
B.C. onions, 100-lb. sack		8.50
Ontario onions, 75-lb. sack		8.00
Green, per bunch		0.75
Potatoes—		
N. Brunswick Delawares, 80-lb. sacks	3.50	4.00
Sweet Jerseys, hamper		2.90
Parsnips, bag		2.75
Green peppers, doz.		1.00
Tomatoes, Florida, 6-basket carriers		6.50
Watercress, 11-qt.		0.75
Pawley, 11-qt.		0.75
Turnips, yellow		1.00

# MANITOBA MARKETS

**WINNIPEG, March 7.**—Sugar and syrup have been the main topics for the week. The corn market took a jump towards the week-end, and it was felt that the time was not far distant when another advance in corn syrup and corn starch would have to go into effect. It will be remembered that both Beehive and Crown went up 20c per case last week. As for sugar, nobody knows what is going to happen. Several refineries in the United States are shut down, and with refiners out of the market raw sugar has weakened.

There has been a decline in potatoes following the heavy advance of a week ago. This was brought about by a heavy influx of potatoes from outside to take advantage of higher prices. With the advent of Florida products next month, the situation should be easier. Potatoes are to-day bringing \$1.50 in Winnipeg. Another startling decline has taken place—eggs dropped to 45c per doz. for new-laid, and were getting easier when this was written. This was brought about by an early spring in the South. On the other hand, butter continues to go up. Flour jumped to \$9.40 per bbl. Ogilvies had been selling 10c under the other companies, but jumped 20c per bbl. instead of 10c, so that all milling companies are on the same basis now. There has been an advance of \$2 per ton in bran, shorts and middlings.

The following are other changes in this market: Lard is up to a basis of 21 $\frac{3}{4}$ c for tierces—an advance of  $\frac{3}{4}$ c, and another one is predicted with confidence. Camp coffee prices now as follows: 5 oz., \$2.50; 10 oz., \$4.65 per doz.; Dutch herrings are quoted \$1.10 per keg. New prices on Macdonald's tobacco are: Prince of Wales 84c, Briar 80c, British Consul 97c, and Napoleon 85c. Cornmeal is quoted by jobbers at \$1.55 for 49's, 80c for 24's. Aylmer or Canada first pork and beans are now offered: 24 2's, \$3.60. New ketchup prices are as follows: Delhi 2's, \$2.75; Bell Brand, \$2.50; Oshawa 2's, \$2.

**CANNED GOODS.**—A local house advertises tomatoes, 2 $\frac{1}{2}$ 's, for \$3.60 per case net. While the demand for canned goods is not heavy, most wholesalers seem content to wait until the bigger demand opens up in the spring.

## Whole Peas Scarce; Beans in Demand

**DRIED VEGETABLES.**—Potatoes jumping so high during the past two weeks has had the effect of increasing the demand for white beans. There are still very few Japanese offering in Winnipeg, most of those on the market being Manchurian, selling around \$5.85.

Limas are selling 10 $\frac{1}{4}$ c or 10 $\frac{1}{2}$ c. While this is not a good market for Limas, there have been quite a few selling, the price having been more within reason since white beans went so high. Split peas are worth \$7. Whole peas are very hard to get anywhere; some of the Winnipeg jobbers have none.

## Evaporated Apples High in Price

**DRIED FRUITS.**—Evaporated apples, No. 1 winter stock, are bringing 12c. There are apples selling lower than this figure. The trade is asking what will happen to this business if Ontario is unable to ship her apples to England. The question is asked: Will enough apples now be evaporated to bring the present high market down? It is a question worth considering by those who have big stocks of apples on hand. Some houses are unable to supply the trade with smaller prunes than 70-80's, although fresh stocks are expected in before this week is out. Prunes, 70-80, are bringing 11 $\frac{1}{4}$ c. Raisins are quiet, but, it is claimed, they are good buy, as jobbers would be unable to replace their stocks to-day at the price they paid for them. Best Australian currants are worth 19c, but there are some offering to the trade around 16c.

**SYRUPS.**—The corn market hit a high point again last week, and in anticipation of a further advance in corn syrup, orders for that product came in thick and fast Saturday. With American corn syrup difficult to get, the demand for Canadian brands is heavy. The following figures are being asked to-day for Dixie molasses: 48 1 $\frac{1}{2}$ 's, \$4; 36 2's, \$4; 24 2 $\frac{1}{2}$ 's, \$3.60; 12 5's, \$3.40; 6 10's, \$3.30.

**RICE.**—The market is unchanged. Tapioca and sago are selling at the same price—8 $\frac{3}{4}$ c.

**SUGAR.**—Early this week sugar still stood on a basis of \$8.15 for standard granulated, and there was very little buying going on, as the dealer, as well as the wholesaler, was in doubt as to what was going to happen. The weakness in the raw market which developed a week ago came as a surprise to the trade, coming so soon after the recent 15c advance in Canadian refined. The retail trade are not buying, but are waiting for a decline. Under present conditions they are afraid to buy in large quantities; they would rather go along easy just now, and be on the safe side.

Sugar, Eastern—	Per cwt. in sacks.
Standard granulated	8 15
Extra ground or icing, boxes	9 00
Extra ground or icing, bbls.	8 70
Powdered, bbls.	8 60
Powdered, boxes	8 30
Hard lump (100-lb. case)	9 10

Montreal yellow, bags	7 75
Sugar, Western Ontario—	
Sacks, per 100 lbs.	8 10
Halves, 50 lbs., per cwt.	8 30
Bales, 20 lbs., per cwt.	8 30
Powdered, 50s	8 85
Powdered, 25s	9 10
Icing, barrels	8 85
Icing, 50s	9 05
Cut loaf, barrels	9 05
Cut loaf, 50s	9 25
Cut loaf, 25s	9 50
Sugar, British Columbia—	
Extra granulated sugar	8 15
Bar sugar, bbls.	8 20
Bar sugar, boxes, 25s	8 60
Icing sugar, bbls.	8 30
Icing sugar, boxes, 50s	8 50
H. P. lumps, 60-lb. cases	9 00
H. P. lumps, 25-lb. boxes	9 25
Yellow, in bags	7 70

**FISH AND POULTRY.**—Whitefish has advanced to 11c. It is not scarce, but there has been some difficulty getting it, as the season is about to wind up; yet there is lots in the country. Frozen halibut has finished for the year. Fresh is selling for 20c, and there is enough to supply the demand at that figure. There is no fresh salmon in, and this does not usually arrive until Easter. There will probably be nothing stirring in poultry for three weeks, and it will be later than that if the cold weather keeps on.

Oysters, Imperial gallon	3 00
Whitefish	0 11
Salmon, frozen	0 15
Halibut, fresh	0 20
Cod, frozen	0 20
Kippers, boxes	2 00
Bloaters, boxes	2 00
Mackerel, 10-lb. kits	3 50
Finnan haddie, lb.	0 13 $\frac{1}{2}$
Salt herrings, bbl.	5 00
Salt herrings, 20-lb. pails	1 60
Smelts	0 14
Haddock	0 09
Flounders	0 08
Brook trout	0 30
Smoked fillets	0 17
Sea herring	0 07 $\frac{1}{2}$

## Potatoes Declined 35 Cents Bushel

**Winnipeg**  
**FRUIT AND VEGETABLES.**—There has been considerable talk during the past week about potatoes being allowed to leave the country, and the danger of there being a potato famine as a result. There is more or less truth in this, but it is a fact, nevertheless, that the potato market commenced to decline last week. After selling as high as \$1.85 per bushel, the price dropped again to \$1.50. This was brought about by the arrival of large quantities of potatoes from the country and farther West. Some wholesalers do not believe the stories of scarcity, stating that the situation will be relieved shortly by the arrival of potatoes from Florida, California and Texas. Onions are off the market, but new ones are expected in three weeks from Australia, which should open about 6c. There is no old cabbage offering, and new California stuff is bringing as high as 10c lb. Potatoes will be in from Florida in a week. Strawberries are down to 60c.

Manitoba potatoes, 10-bushel lots	1 50
Celery, Cal., doz.	1 75
Carrots, bushel	1 00
Turnips, bushel	0 80

(Continued on page 42.)

# WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

## British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., March 6.—Wholesalers generally report that business for February was good, both with respect to staples and luxuries. Prices have ruled high, and retailers have been buying in small quantities, but the volume of trade exceeded the corresponding month of last year. Collections were easy, and there has been some extension of credits. Rice stocks are low, and Siam is now selling at \$75 a ton, and Japan \$85 to \$100. The Japan rice is preferred here, but stocks are low and shipments ordered last December are not to hand. Spices are ruling firm, but without price changes. It is expected that peppers will be advanced this week, as the market is down to very low compass. Flour shows no change from last week. Sugar is firm. Potatoes are still quoted at \$60 to \$70 a ton, and retailers are buying scantily. Prices in other lines have held steady.

VANCOUVER, B.C.—	
Sugar, pure cane, granulated, 100 lbs.	8 10
Flour, first patents, Manitoba, per bbl., in car lots	9 70
Salmon, Sockeye, 1-lb. talls, per case doz.	75 00
Rice, Siam, per ton	85 00
Beans, Japanese, per ton	100 00
Potatoes, per ton	60 00
Lard, pure, in 400-lb. tierces, per lb.	0 21½
Butter, fresh made creamery, lb.	0 49
Eggs, new laid, in cartons, per dozen	0 44
Cheese, new large, per pound	0 27½

## Alberta Markets.

FROM CALGARY, BY WIRE.

Calgary, Alta., March 6.—Flour has advanced 20c per sack during the week, and is now quoted at \$9.90 per barrel. Sugar prices are firm. Prices have been withdrawn on starches and corn syrup, with the stipulation that deliveries will be made at prices that prevail on the day of shipment. Small white beans are now quoted at 10c to 11c per pound. American whole green peas are quoted at 9c per pound, and Japanese peas at 10c per pound. Lowney's cocoa is up 2c per pound on the large size tons, and 4c per pound on the small size. Lard is again quoted ½c per pound higher, and cases of 3's are now selling at \$14.40, an advance of 30c.

Advances on Crisco are probable. Local new-laid eggs are selling at \$12 per case. A car of Oregon new-laid that arrived on Saturday helped to make an easier tone in the market. Prices locally on oranges, lemons, grapefruit, all show advances during the week. Potatoes are quoted locally at 2½c per pound.

CALGARY:	
Beans, small white Japan, lb.	0 11
Flour, No. 1 patents, 98s, per bbl.	9 90
Molasses, extra fancy, gal.	0 77
Rolled oats, 80s	3 20
Rice, Siam, cwt.	4 75
Sago and Tapioca, lb.	0 09
Sugar, pure cane, granulated, cwt.	8 45
Cheese, No. 1 Ontario, large	0 27
Butter, creamery, lb.	0 44
Lard, pure, 3s, per case	14 30
Bacon, smoked backs, lb.	0 27
Bacon, smoked sides, lb.	0 27
Eggs, new-laid, case	12 00
Tomatoes, 2¼s, standard case	4 50
Corn, 2s, standard case	3 50
Peas, 2s, standard case	2 95
Apples, gala, Ontario, case	2 50
Strawberries, 2s, Ontario, case	5 25
Raspberries, 2s, Ontario, case	5 50
Peaches, 2s, Ontario, case	4 25
Salmon, finest sockeye, tall, case	12 00
Salmon, pink, tall, a case	5 00

## New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., March 6.—The demand for groceries now exceeds the available supplies in many lines. Owing to the freight embargoes and railway congestion stocks are getting low. Demand in all lines continues brisk. Flour advanced during the week, with first patents Manitoba quoted at \$10.70, an advance of 20c per barrel. Ontario flour is quoted at \$9.75 per barrel. Cornmeal is quoted higher owing to the increase in corn quotations and difficulty in getting the grain. Ordinary bags of cornmeal are now selling at \$2.75, an advance of 10c. Rolled oats are easier in price, being now quoted at \$8.25 per barrel, a decline of 25c. White beans are becoming scarcer and quotations are higher, now being from \$7.25 to \$7.30 per bushel as compared with \$7 recently. Prices of eggs are firm but the commodity is reaching the market in greater supply owing to importations from Toronto and elsewhere. Lard is quoted higher at 25¼c to 25½c for pure and 18 to 18¼c for compound. American clear pork has advanced to still higher levels and is now quoted at \$47 to \$48. Raisins are quoted higher at 12c for choice and 12¼c for fancy. Prunes are now 11c to 11¼c, for 90-100's, which represents a firming tendency on the lower quotations. Potatoes are easier in price, the quotations generally being

\$5.50 per barrel. Firmer prices, however, are anticipated. Onions have been in a firm market and are quoted \$1 per bag higher in some instances.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Manitoba	10 70
Ontario	9 75
Cornmeal, gran., bbls.	7 80
Cornmeal, ordinary, bags	2 75
Flour, buckwheat, 100-lb. bag	5 75
Molasses, extra fancy, gal.	0 59
Rolled oats, bbl.	8 25
Beans, white, bush.	7 25
Beans, yellow-eyed	6 85
Rice, Siam, cwt.	6 00
Sago and Tapioca, lb.	0 11
Sugar—	
Standard granulated, cwt.	7 55
United Empire	7 45
Bright yellow	7 35
No. 1 yellow	7 15
Paris lumps	8 50
Cheese, N.B., twins	0 28
Eggs, new laid	0 50
Eggs, case	0 45
Roll bacon	0 25
Breakfast bacon	0 27
Butter, dairy, per lb.	0 40
Lard, pure, lb.	0 25¼
Lard, compound	0 18
American clear pork	47 00
Beef, corned, lb.	2 80
Tomatoes, 2s, standard case	4 70
Corn, 2s, standard case	3 80
Peas, 2s, standard case	2 80
Apples, gala, N.B., doz.	3 10
Strawberries, 2s, Ontario, case	5 00
Raspberries, 2s, Ontario, case	5 40
Peaches, 2s, Ontario, case	4 00
Salmon, red spring, tall, case	12 00
Salmon, pink, tall, case	6 00
Salmon, Cohoes, case	9 00
Salmon, Chums	5 00
Sardines, domestic, case	4 00
Cream tartar	0 40
Currants, lb.	0 21
Raisins, choice, lb.	0 12
Raisins, fancy, lb.	0 12¼
Raisins, seedless, lb.	0 15
Prunes, 90-100, lb.	0 11
Candied peel, citron	0 25
Candied peel, orange and lemon	0 21
Evaporated apples, lb.	0 12
Evaporated apricots, lb.	0 21
Pork and beans, case	4 50
Fresh Fruits and Vegetables—	
Apples, bbl.	2 00
Lemons, Messina, box	4 50
Lemons, Cal., box	5 00
Oranges, Cal., box	4 00
Grapes, Malaga, keg	5 00
Grapefruit, per case	4 50
Potatoes, bbl.	5 50
Onions, per 100-lb. bag	10 00

## Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Alta., March 6.—Prospects for spring business are good as trade at present is opening up well. Flour has advanced 5c per hundred and is now quoted at \$9.70 per barrel. The sugar market is firm with an advance expected. Lima beans are higher, now being quoted at \$7.65 per bushel. Marmalades have advanced slightly and cottolene has been moved up 7½c per pound. The advance in marmalade is due to the advance in the cost of the tins.

REGINA—	
Beans, small white Japan, bush.	5 75
Flour, No. 1 patents, 98s, per lb.	9 70
Molasses, extra fancy, gal.	0 71

(Continued on page 44.)

# FLOUR AND CEREALS

## Flour and Feeds Advance In Price

Montreal

**FLOUR AND FEEDS.**—A twenty cent advance in flour, bringing the market for First Patents to \$9.80 in large lots and \$10.00 in smaller quantities was recorded this week. The long quiet spell in flour has passed, and the outlook according to those intimate with the situation, is for higher prices yet. Embargoes disturbed a rising market, as will be recalled, and the absolute impossibility of moving flour made a very dull market for a time. Embargoes are still in operation, but they cannot last for ever, and with market movement started again through the recent large Government order, the old 'bull' tendency begins again to make itself evident. Some opinions are to the effect that wheat will not go below \$1.40 all summer and that flour may reach \$15.00 per barrel yet. A late sowing is now fairly certain on the prairies, owing to heavy snow, and the seeding will have to be done fast. There are chances that the acreage will not be achieved, and that the results of hasty sowing may be short reaping. There are other opinions of course, and more optimistic from the point of view of the consumer, but unless a very abundant crop is achieved the wheat market is likely to keep firm. For the immediate present the tone is firmer, and there may be advanced prices before long. Feeds are again advanced in price. Straight ears of bran are selling at \$38, in some cases, and shorts have this week reached as high as \$43.00. Demand is still phenomenally strong for all kinds of feeds.

	Car lots	Small lots
Manitoba Wheat Flour—		
First patents	9 80	10 00
Second patents	9 30	9 50
Strong bakers	9 10	9 30
Winter Wheat Flour—		
Fancy patents	9 00	9 25
90 per cent., in wood	8 50	8 75
90 per cent., in bags	4 00	4 10
Bran, per ton	36 00	38 00
Shorts	39 00	40 0
Special middlings	43 00	44 00
Feed flour	52 00	53 00
Feed oats, per bushel		0 72

## Cereals Stronger In Line With Wheat

Montreal

**CEREALS.**—In line with the tendency of the wheat and flour market cereals are firmer again this week. The only cereal in easier market is barley (pot) which is down in price from \$5.75 to a range of \$4.00 to \$5.00. Corn flour is firmer due to the condition of

the market for corn which has been growingly firm for a considerable time. Graham and whole wheat flour are up to \$4.65. Wheatlets are at \$4.90. The package cereals are firm in market tone, especially those based on oats, oats being higher in price at present, although rolled oats in bags show a slightly easier tendency, having been sold at from \$3.25 to \$3.35 quite freely.

Barley, pearl, 98 lbs.	6 25	6 50
Barley, pot, 98 lbs.	4 70	5 00
Buckwheat grits, 98 lbs.	4 50	4 75
Corn flour, 98 lbs.	3 80	3 80
Cornmeal, yellow, 98 lbs.	3 30	3 30
Graham flour, 98 lbs.	4 65	4 65
Hominy, granulated, 98 lbs.	4 50	4 75
Hominy, pearl, 98 lbs.	4 50	4 75
Oatmeal, standard, 98 lbs.	4 10	4 10
Oatmeal, granulated, 98 lbs.	4 10	4 10
Peas, Canadian, boiling, bush	3 75	3 75
Roller oats, 90-lb. bags	3 25	3 35
Roller wheat, 100-lb. bbls.	5 00	5 50
Rye flour, 98 lbs.	4 00	4 00
Whole wheat flour, 98 lbs.	4 65	4 65
Wheatlets, 98 lbs.	4 90	4 90

## Flour Advances 20c. Per Barrel

**Wheat Advanced 13<sup>7</sup>/<sub>8</sub>c Per Bushel During Week—Flour Continues in Strong Position, With Another Advance Anticipated**

Toronto

**FLOUR.**—An advance of 20c per barrel was made effective in the price of Manitoba winter wheat flour on Monday of this week, March 5. This now makes the selling price of No. 1 patents \$9.70 per barrel. In last week's CANADIAN GROCER this advance was anticipated as highly probable. During the week cash wheat has been in a strong position, and from Tuesday of last week to the close of the market on Tuesday of the present week the advance in the cash article at Winnipeg has amounted to 13<sup>7</sup>/<sub>8</sub>c per bushel. On Tuesday of last week it closed at \$1.75, and on the same day this week the closing price was \$1.88<sup>7</sup>/<sub>8</sub>. In the face of the wheat market, flour is in a strong position, and an advance is highly probable if wheat holds near the present figure. There is very little export going on at present on account of regular trade, but there has been considerable buying of flour by the Ottawa Government on account of the Imperial authorities. Mills have been seeking this trade quite eagerly, as they are sure of getting their product 'cleared' out on these contracts. This is about the only export outlet for flour at present. On this continent there has been fairly heavy buying of wheat, presumably for export business. This trade during the past week aggregated in the neighborhood of a million and a

half bushels per day for the past week. This is one of the factors that is sending the price of wheat upward. Wheat and, therefore, flour is expected to be in a firm position for some little time to come. Ontario winter wheat flour has not yet advanced, but the market is in a very strong position, and higher prices are probable.

	Car lots	Small lots
Manitoba Wheat Flour—	per bbl.	per bbl.
First patents	9 70	9 90
Second patents	9 20	9 40
Strong bakers	9 00	9 20
Ontario Winter Wheat Flour—		
High patents	8 60	8 80
Second patents	8 20	8 40

## Cornmeal and Corn Flour Go Higher

Toronto

**CEREALS.**—Due to an advance in corn during the week in the neighborhood of 12c per bushel, corn flour and yellow cornmeal are in firm market, and have advanced in certain quarters, 10c to 20c per bag increase being recorded. Hominy grits and pearl hominy have also made corresponding increases. Rolled oats are in firm market, although there are still some comparatively low prices being quoted. Demand for cereals is reported to be improving. Graham flour, whole wheat flour and wheatlets also advance 10c per bag in sympathy with the advance in flour.

Barley, pearl, 98 lbs.	6 25	7 00
Barley, pot, 98 lbs.	4 70	5 50
Buckwheat flour, 98 lbs.	4 85	4 85
Corn flour, 98 lbs.	3 50	3 75
Cornmeal, yellow, 98 lbs.	3 35	3 50
Graham flour, 98 lbs.	4 60	4 60
Hominy grits, 98 lbs.	3 50	3 75
Hominy, pearl, 98 lbs.	3 25	3 50
Oatmeal, standard, 98 lbs.	4 15	4 30
Roller oats, 90-lb. bags	3 50	3 65
Roller wheat, 100-lb. bbls.	5 00	5 50
Rye flour, 98 lbs.	4 75	5 50
Whole wheat flour, 98 lbs.	4 55	4 70
Wheatlets, 98 lbs.	4 80	5 85

## Millfeeds Move Up \$1 Per Ton

Toronto

**MILLFEEDS.**—An advance of \$1 per ton has been made all along the line on millfeeds in mixed car lots. Bran is now quoted at \$36 per ton, shorts at \$39, special middlings at \$43, and feed flour at \$52 per ton. There has been an advance of 3s per bushel in Ontario oats and 2<sup>1</sup>/<sub>2</sub>c advance in Manitoba oats. There are fair quantities of Manitoba oats coming forward, but Ontario oats are reaching the market only in occasional cars. The demand for all millfeeds continues exceptionally heavy.

	Mixed cars	Small lots
Mill Feeds—	ton	ton
Bran	36 00	38 75
Shorts	39 00	41 00
Special middlings	43 00	45 00
Feed flour	52 00	54 00
Ontario oats, No. 2 (nominal)	0 66	0 68
Manitoba oats, No. 2 (nominal)	0 74 <sup>1</sup> / <sub>2</sub>	0 75 <sup>1</sup> / <sub>2</sub>

**SHIPMENTS ARE NOW  
MOVING EASTWARDS**

Winnipeg

**FLOUR AND FEEDS.**—First patents were firmer last week, and advanced 10c per bbl. on account of considerably more strength in the wheat market. The strength was due to the fact that exporters were again on the market, presumably buying for the Government. Domestic business is about normal, and will be helped out considerably by the fact that some of the railway companies have removed embargoes on shipments to Ontario. Millers have been unable to secure much business in the East owing to difficulty of getting shipments forward from Western mills. Rolled oats is firmer at \$3.00, and there is a good demand. The fight between two mills is dying down. The Imperial Government has been a heavy buyer on the oat market during the past ten days. There has been an advance in feeds of two dollars per ton, making brand \$30, and shorts and middlings \$32.

<b>Flour—</b>	
Best patents .....	9 40
Bakers .....	8 90
Clears .....	8 50
XXXX .....	9 30
<b>Cereals—</b>	
Rollod oats, 80 lbs. ....	3 00
Rollod oats, pkgs., family size .....	4 10
Cornmeal, 80's .....	3 00
Oatmeal, 80's .....	4 00
<b>Feeds—</b>	
Bran, per ton .....	30 00
Shorts, ton .....	32 00
Middlings, ton .....	32 00
Mixed chop, ton .....	42 00

**WEEKLY GROCER MARKET  
REPORTS**

(Continued from page 39.)

Cabbage, Cal. lb. ....	0 10
Cauliflower, Cal., case .....	5 00
Head lettuce, Cal., doz. ....	1 75
Head lettuce, Florida, hamper 3 doz. ....	5 50
Imported mushrooms .....	0 90
Tomatoes, Florida, basket .....	1 50
<b>Fruits—</b>	
Oranges, navel, case .....	4 00
Oranges, bitter, Palermos, case 200 .....	7 00
Oranges, bitter, Japanese, case 60 lbs. ....	5 00
Lemons .....	5 00
Grape fruit .....	6 00
Malaga grapes, kegs .....	8 00
Ontario Greenings .....	5 50
Ontario apples, No. 2 .....	5 50
Ontario apples, No. 3 .....	4 50
Jonathan, Washington, box .....	1 75
Wine Saps, box .....	2 25
Rome Beauties, box .....	2 00
R.C. McIntosh Reds, No. 1 .....	2 25
Cranberries, bbls. ....	11 00
Pears, Winter Nellis, box .....	4 00
Pears, D'Anjou, box .....	4 50
Strawberries, box .....	0 00
Bananas, lb. ....	0 05 1/2
Rhubarb, lb. ....	0 15

**IS THE TRADE CONTRACT PRICE  
ILLEGAL?**

(Continued from page 23.)

features crop up in business in a thousand ways that only one man in a thousand knows anything about. To disturb conditions that are absolutely fair and necessary, and work out satisfactorily to all parties would be a gigantic blunder.

"I must apologize for the time I have taken, but think I have made a just presentation of some of the serious aspects of the wholesale case."

**The Clerk and His Relation to the Store**

**The Clerk One of the Vital Elements in a Store's Success—  
How a Good Clerk Draws Trade—How His Careful  
Service May be the Greatest Asset on the Store's  
Book—This Extra Service of a Clerk  
Should Command Recognition**

**P**ROBABLY every shopper who enters a grocery store, at least one at which they usually trade, has some clerk whom she prefers to have serve her. The reasons for this are numerous, and run the whole gamut of human psychology, but a few of the reasons might be noted. It is not that the customer expects to buy cheaper from this particular clerk, but that in some way, that the customer probably does not realize, this particular clerk has learned to understand the peculiarities of this particular patron and knows how to humor them. It may be in not urging her to buy goods that experience has taught him she does not want; it may be in coaching her in the goods she actually does want, or it may, on the other hand, be merely a matter of courteous and cheerful treatment and a readiness to understand the customer's side of any question. Be it what it may, it is one of the outstanding items in the store's popularity and as such is a very vital element in the store's success.

**A Clerk May Double His Value—Should  
He Then Increase His Wages?**

Here is a matter that is not fully understood either by the clerk or the employer, and consequently it is seldom that the clerk is paid according to his value. Good, bad, or indifferent, they all get about the same wages, yet a clerk who makes a careful study of his work, may in many instances increase his value to the store 100 per cent., and if he does so he is entitled to a fair return for this increased efficiency. If employers realized this, and some of them do, there would be a higher standard of efficiency in clerks who would then have some inducement to exert themselves in studying their customers, and the methods of business in general.

**A Careless Clerk As a Debit Item**

Not only may a good clerk mean money to his employer, but a careless one may mean a considerable monetary loss. Not only in the way of a lessened efficiency, but in the tangible item of waste. For instance, a careless clerk may be careless in weighing. Which ever way he errs, it will be equally disadvantageous to the storekeeper. If he gives short weight, the grocer will be looked upon with suspicion, for very few people will lay the blame on the carelessness of the clerk, but will assume at once that there is a conspiracy to defraud. If the clerk gives over-

weight, it will result in a loss of at least a few dollars weekly, for which the grocer gets no credit. Even should the customer be aware of it, they are prone to look with suspicion on any form of carelessness in weighing.

It is unquestionably the person who knows how to do things right that always obtains the respect of the public. This is no easy task, but is the result of careful and painstaking study. There are some clerks who have never undergone any apprenticeship in the business, and yet this is so necessary and considered of such vital importance that one grocer known to the writer will not employ clerks who have not served an apprenticeship of three years under their careful training.

**The Grocer, the Departmental Store and  
the Clerk**

Judging by the large amount of business that is done by the retail grocers all over the city in direct competition with the best service that the large departmental stores can give, it is evident that the public appreciate and have learned to depend on the service these stores can give. In this matter of retaining their trade or of obtaining more of the trade that would otherwise go to the departmental stores, the employer would do well to remember that the clerk is perhaps the pivot on which the success or failure of your scheme may turn. A good clerk may build your business, a poor one may turn it away. It is all very well to say that by reason of his employment a clerk should be loyal to the store. This is all perfectly true, and a clerk may be perfectly loyal in his service to the store and yet not be the drawing card he is capable of being. It is the little more that counts, a service, plus, and when a clerk is interested enough to give you this extra service he is entitled to some recognition. The merchant looks with favor upon his available assets, yet no single asset, not even limitless capital, is comparable to the willing super-service that the clerk can give as a means of promoting the success of the store.

This is a thought that has been forcibly drawn to our attention by one who has been continually in touch with the retail grocery trade for some time past, and whose judgment is sound. Ponder it yourself. It is worth the serious consideration of both employers and clerks.

# PRODUCE AND PROVISIONS

## Prices of Pork Products Advance

Montreal—

PROVISIONS.—Noticeable this week is the advance in provisions. Live hogs have been selling at \$16 straight per hundred pounds, which is an advance on last week's figures, and dressed have been selling at \$21.50 to \$22, which is the same price range as last week. The supplies are still not satisfactory as to finish and in quantity are very uncertain. There are rumors of shortages in supply before very long. The feature of the past week has undoubtedly been the decided upward tendency of all lines of pork products, including lard. In the Chicago market, lard is now 2½¢ a pound higher than it was a month ago, and it is felt that the price may yet go still higher. Receipts of live hogs are fairly good, but the demand for pork products, both local and export, is exceptionally keen. There is some difficulty about getting space on steamers owing to the fact that the British Admiralty have taken over all ships, but in some quarters it is stated that the difficulty will be overcome by selling direct to the British Government, and that the Government officials will see that space is given as far as possible for shipments as sold.

Hams—		
Medium, per lb.	0 27	0 27½
Large, per lb.	0 25	0 25½
Bacon—		
Plain	0 27	0 28
Boneless, per lb.	0 30	0 31
Racon—		
Breakfast, per lb.	0 30	0 31
Roll per lb.	0 23	0 24
Dry Salt Meats—		
Long clear bacon, ton lots	0 30	0 31
Long clear bacon, small lots	0 29½	0 31½
Fat back, lb.	0 19	0 20
Cooked Meats—		
Hams, boiled, per lb.	0 36	0 38
Hams, roast, per lb.	0 37	0 38
Shoulders, boiled, per lb.	0 31½	0 32½
Shoulders, roast, per lb.	0 32	0 33½
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 23½	0 23
Tubs, 60 lbs.	0 23	0 23½
Pails	0 23½	0 23½
Bricks, 1 lb., per lb.	0 24½	0 23½
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 18	0 18½
Tubs, 50 lbs.	0 18½	0 18½
Pails, 30 lbs., per lb.	0 19½	0 19½
Bricks, 1 lb., per lb.	0 19½	0 19½

## Poultry Prices Not Altered This Week

Montreal—

POULTRY.—Conditions affecting the market for poultry this week are almost identical with those described last week. The passing period of fairer weather stimulated some shipments of live poultry, but not enough to influence the matter of price to any extent. Supplies are sufficient to meet present demand,

which is influenced a little, no doubt, by Lent. High cost of feeds for poultry will be found to have had some effect in reducing supplies on the resumption of more active business in poultry, but at present the market is steady, with prices as quoted.

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

## Canadian Eggs Scarce But Prices Easier

Montreal—

EGGS.—Supplies of eggs from Ontario are increasing, but not nearly enough to take care of the local trade. Dealers are still importing eggs from Chicago and Detroit. The latest price quoted from the United States sources is 29¢. It will be two or three weeks before Canadian eggs are at all plentiful. The price range is from 45¢ to 46¢ per doz. for both Chicago and Canadian eggs, some quotations a cent lower being heard of on the market, but business not reported active owing to shortage of supplies. There arrived in Montreal in the week ending March 3, 7,011 cases of eggs as compared with 4,969 cases for the corresponding period last year. Prices as quoted prevail on the market:

Eggs—		
New laid	0 45	0 46

## Cheese Market is Considerably Firmer

Montreal

CHEESE.—There is a distinct firmness in the cheese market at present. Supplies are short for local trading. Great quantities of export cheese are awaiting ships to carry them across the Atlantic, where record high prices are evidently being paid for cheese. No less than 31½¢ a pound is one of the price records achieved for cheese sold on behalf of a Montreal firm in England. Prices of cheese for local consumption are advanced this week by 2¢ a pound. This is owing largely to shortage, and to the Lenten demand for cheese, which forms a nourishing non-meat fare. There arrived in Montreal for the week ending March 3, 2,942 boxes of cheese, as compared with 507 boxes for the corresponding period of last year.

Cheese—		
Large, per lb.	0 27½	0 28
New twins, per lb.	0 28	0 28½
Triplets, per lb.	0 28½	0 28½
Stilton, per lb.	0 30½	0 30½
Fancy old cheese, per lb.	0 30½	0 30½

## Butter in Firmer Market This Week

Montreal

BUTTER.—No higher prices are payable by the retailer for butter this week, though there is a firmness in the market. Stocks are shorter now, and some dealers are expecting higher-priced butter as a consequence, particularly as regards the finest quality of goods. For creamery prints some firms are asking rather higher prices than those quoted, half a cent higher being mentioned, making creamery prints 45¢. Higher prices were also talked of for solids, but the prices quoted are in the main available. There arrived in Montreal for the week ending March 3rd 960 packages butter, as compared with only 367 packages for the corresponding period last year.

Butter—		
Creamery, prints (storage)	0 44½	0 44½
Creamery, prints (fresh made)	0 42½	0 42½
Creamery, solids (fresh made)	0 42	0 41
Dairy prints, choice, lb.	0 40	0 39
Dairy prints, lbs., in tubs	0 37	0 38
Bakers	0 33	0 34

## Buckwheat Honey Advances in Price

Montreal

HONEY.—Advances in the prices of buckwheat honey will be observed this week. This is due to the gradual reduction of stocks, while a very steady demand continues for honey. The market realized the shortage of supply some little time ago, and honey prices have been steadily firming since. Stocks are not any too plentiful at present, and will not last very much longer, though higher prices may rather retard demand, which is reducing available supplies rapidly.

Honey—		
Buckwheat, 5-10 lb. tins, per lb.	0 15	0 15½
Buckwheat, 60-lb. tins, per lb.	0 13	0 13
Clover, 5-10 lb. tins, per lb.	0 15	0 15½
Clover, 60-lb. tins	0 14½	0 14½
Comb, per section	0 18	0 19

## Lard Up 1.1-2 Cts. Live Hogs Up 25c

Good Weather Sent Larger Quantities of Hogs to Market Than During Any Week This Year—Meat Products Up

Toronto

PROVISIONS.—There was a firmer tendency in provisions all along the line during the week. Pure lard advanced 1½¢ per pound and compound lard went up ½¢. Live hogs were also higher by 25¢ per hundred and dressed hogs were quoted 50¢ per hundred up. Hams are

up 1/2c per pound, backs are higher 1c and roll bacon has been moved up 1c. Live hogs advanced even in the face of the heaviest arrivals last week of any similar period since the beginning of the year. Packers anticipate the run will be fairly good during the present week. They attribute the movement of live hogs last week to better weather conditions. Lard prices are firm at the new high levels of 23c to 23 1/4c for pure and 17 1/4 to 17 3/4c for compound. There has been a good demand for lard and stocks are light. High prices have not curtailed consumption. There is a wide difference between compound and pure lard which to dealers indicates that either compound must come up or pure lard must be graded down. There seems small prospect of pure lard being easier in the face of the good demand and light supplies. Compound is accordingly expected to reach higher levels.

<b>Hams—</b>		
Medium, per lb.	0 26 1/2	0 27 1/2
Large, per lb.	0 24 1/2	0 25 1/2
<b>Bacon—</b>		
Plain	0 30 1/2	0 32
Boneless, per lb.	0 32	0 34
<b>Bacon—</b>		
Breakfast, per lb.	0 27	0 29
Roll, per lb.	0 23	0 24
Wiltshire bacon, per lb.	0 26	0 28 1/2
Pickled meats—1c less than smoked.		
<b>Dry Salt Meats—</b>		
Long clear bacon, ton lots	0 19 1/2	0 20
Long clear bacon, small lots	0 21 1/2	0 21 3/2
Fat backs, lb.	0 21	0 22
<b>Cooked Meats—</b>		
Hams, boiled, per lb.	0 37	0 39
Hams, roast, per lb.	0 38	0 40
Shoulders, boiled, per lb.	0 32	0 34
Shoulders, roast, per lb.	0 33	0 35
<b>Lard—</b>		
Pure tierces, 400 lbs., per lb.	0 23	0 23 1/2
Compound, tierces, 400 lbs., per lb.	0 17 1/4	0 17 3/4
In 60-lb. tubs, 1/4c higher than tierces; pails, 1/4c higher than tierces, and 1-lb. prints, 1/4c higher than tierces.		
<b>Hogs—</b>		
Dressed, abattoir killed	21 50	
Live, off cars	15 50	
Live, fed and watered	15 25	
Live, f.o.b.		

**Butter Goes Up**

**1c to 2c Per Pound**

**Toronto**

**BUTTER.**—With some of the creameries in operation there has been less milk turned into dairy butter. The arrivals have consequently been less and prices have advanced with a good demand for dairy. Dairy butter in consequence advanced 1c to 2c per pound during the week. Creamery butter was also firmer in price and higher prices were asked in the face of light production owing to the continued severe weather. Fresh made creamery is now quoted at 44c to 46c per pound.

Creamery prints, fresh made	0 44	0 46
Creamery solids	0 43	0 44
Dairy prints, choice, lb.	0 40	0 43
Dairy prints, lb.	0 38	0 40
Bakers	0 33	0 34

**Eggs Come Down**

**5c to 6c Per Dozen**

**Toronto**

**EGGS.**—With the decline in price of new laid eggs in the Chicago district down some 7c per dozen during the week the local market followed in sympathy. Locally new laid are now quoted at 47c per dozen in cartons and at 43c to 44c ex-cartons. This represents a decline of

5c to 6c per dozen. Practically all of the supplies are coming from the Chicago district as the eggs of local production are very few in number. Wholesalers are buying only for immediate needs as there is expectation that prices will decline still further with the coming of favorable weather.

<b>Eggs—</b>		
New laid, cartons	0 47	0 47
New laid, ex-cartons	0 43	0 44

**Cutting of Large Cheese Favors Trade**

**Toronto**

**CHEESE.**—Some wholesale commission men have during the past year been cutting cheese in smaller pieces in order to meet the needs of merchants who did not feel like investing in a whole cheese. This has been conducive to larger trade, it is asserted, and the amount of cheese consumed locally has been fairly heavy.

<b>Cheese—</b>		
New, large	0 26 1/2	0 26 1/2
Twins, oil	0 27 1/2	0 27 1/2
Stilton	0 30	0 30

**Poultry Coming to Market in Small Supply**

**Toronto**

**POULTRY.**—There is very little poultry reaching the market either in the live or the dressed variety. There is an excellent demand for live poultry for a certain section of the community and arrivals are taken up eagerly. There is still some frozen stock in the market and this is taking care of the demand for dressed poultry. The market for geese, ducks and turkeys is practically non-existent, as they are a rarity at this season.

Spring chickens	0 21	0 20
Spring chickens, crate-fed	0 23	0 22
Hens, over 4 lbs.	0 21	0 19
Hens, under 4 lbs.	0 19	0 18

Prices are those paid at Toronto by commission men.

**Old Crop Maple Syrup Going Well**

**Toronto**

**HONEY, MAPLE SYRUP.**—There has been a steady sale of last season's crop of maple syrup. As soon as March comes in people begin to think about maple syrup and there is a consequent demand. Honey has also been in fair sale with prices holding steady. It is anticipated that there will be little variation from present prices for any stocks of honey that still remain.

<b>Honey—</b>		
Clover, 5 and 10-lb. tins	0 13 1/2	0 14 1/2
60-lb. tins	0 12 1/2	0 13
Comb, No. 1, doz.	2 40	2 75
<b>Maple Syrup—</b>		
8-lb. tins	1 15	1 25
Tins, No. 1, gal.	1 50	1 50
Tins, No. 2, gal.	1 25	1 25

**Big Decline in Eggs; Butter Firm; Lard 3/4c Up**

**Winnipeg**

**PRODUCE AND PROVISIONS.**—The hog market opened last week at 14c and advanced towards the middle of the

week in sympathy with outside markets and a good local demand, to 14 1/4c. Provision prices have not followed the price of live hogs locally, although further advances are looked for in provisions shortly. Lard is firmer, and another advance has taken place to 21 3/4c for tierces, this being an advance of 3/4c.

**EGGS.**—With milder weather, both locally and in the South, and with big importations from the South, and especially from California, the egg market showed a wide variation, opening at the beginning of the week at 55c, and closing at 45c. It is expected that the market will decline further. Retailers were selling new laid eggs in Winnipeg early this week at 50c, whereas, on the previous Friday they were bringing 70c. Storage stocks are pretty well exhausted.

**CREAMERY BUTTER.**—A firmer market resulted from active buying of Eastern Canada and higher manufacturing costs on fresh made. Prices have not been changed to date, but manufacturers are taking a loss on present output, and a two cent advance would not be surprising.

**CHEESE.**—The price current last week was 27 1/2-28c, but in view of eastern manufacturers quoting 27c f.o.b. Eastern points, the prices are somewhat below cost to replace.

<b>Hams—</b>		
Light, lb.	0 36	0 38
Medium, per lb.	0 25 1/2	0 25 1/2
Large, per lb.	0 24	0 24
<b>Bacon—</b>		
Breakfast, per lb.	0 25	0 26
Breakfast, select, lb.	0 28	0 31
Backs, regular	0 26	0 26
Backs, select, per lb.	0 28	0 28
<b>Dry Salt Meats—</b>		
Long clear bacon, light	0 19 1/2	0 19 1/2
<b>Barrelled Pork—</b>		
Mess pork, bbl	38 00	38 00
<b>Lard, Pure—</b>		
Tierces	0 21 1/2	0 21 1/2
2 1/2	4 45	4 45
Cases, 5c	13 57	13 57
Cases, 3c	13 65	13 65
<b>Lard, Compound—</b>		
Tierces	0 16 1/2	0 16 1/2
Tubs, 60s, net	8 37	8 37
Pails, 20s, net	3 43	3 43
<b>Butter—</b>		
Fresh made creamery, No. 1, cartons	0 43	0 43
No. 1 storage	0 42	0 42
No. 2 storage	0 40	0 40
<b>Fresh Eggs—</b>		
New laid	0 45	0 45
<b>Cheese—</b>		
Ontario, large	0 27 1/2	0 28

**WEEKLY MARKET REPORTS BY WIRE**

(Continued from page 40.)

Rolled oats, bails	3 50	3 50
Rice, Siam, cwt.	4 35	4 35
Sago and tapioca, lb.	0 09 1/2	0 09 1/2
Sugar, pure cane, granulated, cwt.	8 29	8 29
Cheese, No. 1 Ontario, large	0 28 1/2	0 28 1/2
Butter, creamery, lb.	0 42	0 42
Lard, pure, 3c, per case	13 75	13 75
Racon, smoked sides, lb.	0 30	0 30
Racon, smoked backs, lb.	0 28	0 28
Eggs, new-laid	0 50	0 50
Eggs, storage, No. 2	0 40	0 40
Tomatoes, 3c, standard, case	4 35	4 35
Corn, 2c, standard, case	3 55	3 55
Peas, 2c, standard, case	2 60	2 60
Apples, gala, Ontario	2 10	2 10
Strawberries, 2c, Ontario, case	5 00	5 00
Raspberries, 2c, Ontario, case	5 75	5 75
Peaches, 2c, Ontario, case	3 75	3 75
Salmon, finest sockeye, tall, case	12 25	12 25
Salmon, pink, tall, case	6 85	7 00
Pork, American clear, per bbl.	40 75	41 00
Racon, breakfast	0 27	0 29
Racon, roll	0 23	0 23
Eggs, new-laid	0 50	0 50
Eggs, storage	0 40	0 40



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## MAPLE SUGAR

"CANADA'S BEST"

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

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

Send your order to Book Department

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

## Order Moir's to-day reap your profits to-morrow

Good, wholesome candy is about as profitable a line as you can possibly feature, and you cannot find a better or a more wholesome line than

### Moir's XXX Chocolates in bulk and fancy packages.

These delicious candies are always dependable sellers, their unique flavor and wholesomeness make firm friends of first users.

Just give Moir's a trial. The increased profits resulting will show you that it pays to push the sales of quality chocolate.

**MOIRS, LIMITED**

HALIFAX

CANADA

## Worcestershire Sauce in popular sized 10c. bottles



An attractive little selling line, high class in every particular. The fact that every bottle is neatly wrapped adds to its appearance and selling value. The piquancy and delicate flavor of this quality sauce will make it a strong repeater with your trade. Send to-day for a trial supply. If your wholesaler can't supply you, write us.

Packed 4 dozen to the case.

**Chas. M. Edwards & Co.**

(E. B. Thompson, Sole Proprietor)

20 Front St. E., Toronto

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

ESTABLISHED 1879

INCORPORATED 1904



**S. J. Major, Limited.**  
**Wholesale Grocers & Wine Merchants**  
126 to 136 YORK ST.

**Ottawa, Can.**

March 1/17.

Dear Sir:—

Owing to unsettled freight conditions all over the Country and in the United States, and also to ocean freight for foreign goods which is very much disorganized, not to mention embargo on certain goods, we are placed in a very difficult position to keep our stock well supplied and fill entirely our customers' orders. Conditions are not likely to improve for a long time and not until considerable after the war. Prices, with a very few exceptions, are all advancing with no relief in sight.

Considering above state of affairs, we would strongly advise our customers to anticipate their wants, order a little further ahead and, if possible, buy in larger quantities. We feel sure that if you consider what you have experienced in the past year or two as to advance in price and continued decrease in shipping facilities, you will agree with us that our advice is likely to prove to your interest.

We can assure you that we will do all possible to make prompt and complete shipment of your orders but ask your good will in case that of delays which are beyond our control; however, we feel sure that with your co-operation in anticipating your requirements and buying in larger quantities, we will be able to serve you with the least possible delay and save you money.

Yours for service,

S. J. MAJOR, LIMITED

A.J.M.

# An Appeal to Men of High Calibre

**HAVE** you thought of this?—that any advance in a Nation's Commerce, or Civilization or Spirit is due solely to advances in these directions by many individuals; or to put it more definitely, by the *Common people*. The spirit or impulses of leaders must pass downward—to the *Common people*.

This truth is of importance to us in Canada. We make progress in this or that direction only as the *multitude* is bent in this or that direction.

**YOU**—perhaps your name is John Brown—must deliberately seek to advance yourself in the direction of ideals. Then you will fire another to do likewise, and he in turn will start another going forward; and so on and so on, until a mass is energized and is moving ahead towards higher achievements.

This means that a heavy burden of obligation rests on every single one of us, if Canada is to advance in high and good ways.

**HERE** is a practical application—you, as a business man, must consciously and deliberately seek to be a bigger business man, if you would see our good country as a whole advance.

As a business man engaged in the manufacture or distribution of merchandise, you must be well informed with a vision of Canada's business world wider than the bounds of the business which provides you a livelihood; and a fuller knowledge of what is being done, thought or said in the larger business world that incorporates your own.

Then when you have about made up your mind what to buy, The Post's Investors' Information Bureau will give you a careful analysis of these securities and its opinion respecting them.

We put it to you that if you admit the truth and force of what we have said above, the logical thing is to subscribe to The POST. In this way you take a necessary step in the direction of larger progress.

This is a high appeal to minds and men of high calibre—men who have the will and courage to follow the biddings of their convictions. Therefore, we expect many to sign and return the form below:

## THE FINANCIAL POST OF CANADA

THE FINANCIAL POST OF CANADA,  
143-153 University Ave., Toronto.

Please enter me as a regular subscriber, commencing at once. I will remit \$3.00 to pay for my subscription on receipt of bill.

Name .....

Address .....

1917.

143-153 University Ave. Toronto

# Furnivall's FINE FRUIT PURE JAM

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

The peerless quality of this delicious jam is popularizing it among the most particular people and bringing big returns to the dealer constantly featuring it.

Every bit of Furnivall's Fine Fruit Pure Jam is quality in the highest degree. Keep your stock displayed. It will pay you well.

**FURNIVALL-NEW, Limited**  
Hamilton Canada

## Mr. Merchant

See that your clerks and department heads read this paper regularly, it will increase their efficiency. Watch closely advertisements for new selling arguments, it will help increase sales. There is always room for the man who knows.

### FINEST CRYSTAL GELATINES

'Powdered and Sheet

### FINE LEAF GELATINE

BRITISH MANUFACTURE

# GELATINES

OURY, MILLAR & CO.  
9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

**F. S. Jarvis & Co.**  
18 TORONTO ST., - TORONTO

## RALSTON WHEAT FOOD AND PURINA WHOLE WHEAT FLOUR

We are now opening a big advertising campaign throughout Canada in conjunction with advertising of Ralston Purina Co., of St. Louis.

The best trade appreciate the superior Ralston goods.

Order through your jobber, if he will not supply you write us direct. Good profit on both lines.

**The Chisholm Milling Co.**  
TORONTO LIMITED

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

**M**ORE important than the fact that intelligent advertising means economy to the trade and the final purchaser, is the fact that good advertising protects both the merchant and his customers.

The man who has put a name on his product and advertised it cannot afford to sacrifice reputation for temporary economies. That is why advertised products are usually the best in their line.

## Cocoanut of unimpeachable quality

—not the cheapest kind but a higher priced product of immeasurable superiority.

**W**E unhesitatingly guarantee the character of this cocoanut to be the very best obtainable. Back of every ounce of it is our quality standard maintained steadily over a period of 22 years.

**D**EALERS desirous of stocking something unusually good should get in touch with us. We'll ship promptly on request.

Pails of 15 and 20 lbs. Boxes of 50 lbs. and Barrels of 100 lbs.

Write us to-day.

## Standard Cocoanut Mills

(E. B. Thompson, Sole Proprietor)

HAMILTON, CANADA

## FIREPROOF "NEW INTERNATIONAL SAFE REGISTER"

*Simplest—Surest—Safest*

**SELF INDEXING**  
Alphabetical index enables operator to turn to customer's account instantly.

**PETTY ACCOUNTS**  
Loss by Petty Charges and C.O.D. Charges eliminated

**DOOR**  
Door of new interlocking-flange design. Fitted with heavy draw bolts. Back door locks under frame, making safe Waterproof as well as Fireproof

**HANDLE**  
Heavy Handle which throws the heavy draw bolts to lock the Safe

**LOCK**  
Heavy three-tumbler interchangeable combination lock. Simple and positive in action, will not get out of order



Weight 300 lbs.

**METAL LEAVES**  
Made of Bessemer Steel with individual account-carrying compartments

**CABINET**  
Wooden superstructure in which account-carrying leaves are operated during business

**SAFE BASE**  
Safe in which the account-carrying leaves are secured at night under combination lock for fire and burglar protection

**HINGES**  
Hinges of heavy Malleable construction

**STEEL WALLS**  
Steel-enclosed walls filled with Fireproof Compound which solidifies the entire structure of the Safe

**STOP GUESSING—KNOW!** Business should be EXACT. Be interested enough in yourself to safeguard your BUSINESS from constant DRAINS and LOSSES.

**THE PERFECT "ONE WRITING" SYSTEM PROTECTS YOUR RECORDS FROM FIRE.**

The INTERNATIONAL ACCOUNT REGISTER SYSTEM has been proved by USE. It is what you WANT. FOR SAFETY'S SAKE WRITE TO-DAY and GET THE FACTS.

**THE INTERNATIONAL SAFE COMPANY, LIMITED, FORT ERIE, ONTARIO**

MODERN OFFICE APPLIANCES COMPANY

251 Notre Dame West, Winnipeg, Man., Western Distributors

G. D. PEQUEGNAT

113 Bleury St., Montreal, P.Q., Distributor for Quebec

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

# Perfection Computing Cheese Cutter

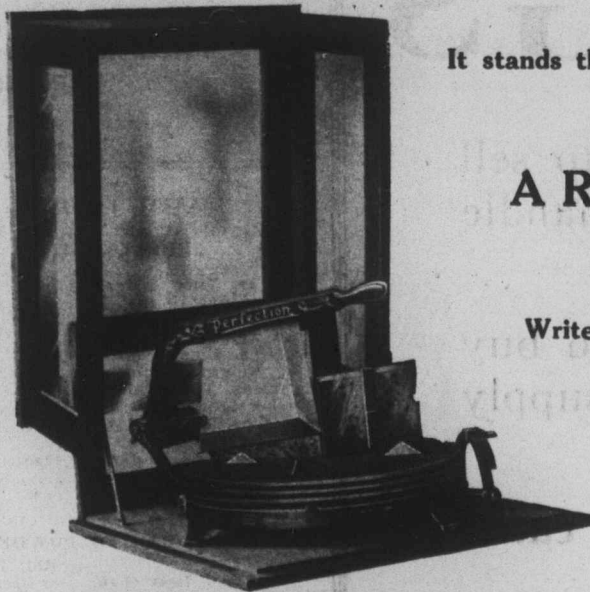
(IT IS ALL MADE IN CANADA)

It is a Cheese Cutter  
worth having

**A REAL  
COMPUTER**

and yet simpler than all  
others in construction  
and operation

Absolutely no figuring  
to do.



It stands the test for durability, for it  
lasts a lifetime.

**A REAL PROFIT  
SAVER**

Write for Prices and Terms.

We have special combina-  
tion prices with cabinets  
and pedestals.

IT SAVES  
ITS COST in a  
few months and  
lasts a lifetime.  
BUY IT NOW.

**AMERICAN COMPUTING  
COMPANY**  
HAMILTON, ONT.

IF BUSINESS  
is BAD or GOOD,  
you need a PROFIT-  
SAVER.  
BUY IT NOW.

# S. DAVIS & SONS, LTD.

## CIGAR MAKERS

## MONTREAL

You will do well to stock the following brands, as they are recognized as the standard of perfection among discriminating Cigar Smokers:—

Davis Boite Nature Naturals	2 for 25c, equal to most 20c cigars.
“ New Noblemen Superiores	2 for 25c, equal to most 20c cigars.
“ La Plaza	2 for 25c, equal to most 20c cigars.
“ Promoter Blunts	3 for 25c, equal to most 15c cigars.
“ Perfection	3 for 25c, equal to most 15c cigars.
“ Grand Master Blunts	4 for 25c, equal to most 2 for 25c cigars.
“ Lord Tennyson	5 cent, equal to most 10c cigars.

All Davis' Cigars are guaranteed to be hand-made, and to contain nothing but the highest grade Havana Fillers.

**S. DAVIS & SONS, LIMITED - MONTREAL**

The Largest Cigar Manufacturers in Canada

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

# EGGS

If you want to sell Eggs we can handle them for you.

If you want to buy Eggs we can supply you.

*Let us hear you calling.*

**F. W. FEARMAN CO.**  
LIMITED  
HAMILTON

## Great Reduction

Slightly used refrigerators suitable for Butchers, etc.

1—No. 2 Eureka Refrigerator	7' x 8' x 11'
1—No. 1 " "	12' x 8' x 12'
1—No. D Standard " "	7' x 10' x 10'
1—No. B " "	6' x 9' x 11'
1—No. B " "	7' x 6' x 11'
1—No. B " "	6' x 6' x 10'
1—No. 2 Eureka " "	7 x 5 6 x 11

The above all in absolutely first-class condition and all refinished on outside. These will be sold at bargain prices. Now is your chance for a cheap box. Communicate to us direct or to our representatives in the different cities in Canada.

**THE W. A. FREEMAN & CO.**  
LIMITED  
Hamilton, Canada

## QUOTATIONS FOR PROPRIETARY ARTICLES

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

### BAKING POWDER

WHITE SWAN SPICES AND CEREALS, LTD.

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

### ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	\$0 95	\$0 90
4-oz.	1 40	1 35
6-oz.	1 95	1 90
8-oz.	2 55	2 50
12-oz.	3 85	3 75
16-oz.	4 90	4 80
2½-lb.	11 60	11 35
3-lb.	13 60	13 35
5-lb.	22 35	21 90

F.O.B. Montreal, or F.O.B. jobbers' point subject to jobbers' regular terms.

### DOMINION CANNERS, LTD. JAMS.

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

Screw Vactop Glass Jars, 16 oz. glass 2 doz. case. Per doz.	
Blackberry	2 40
Currant, Black	2 50
Gooseberry	2 30
Plum	2 30
Pear	2 30
Peach	2 30
Raspberry, Red	2 50
Raspberry and Red Currant	2 40

### THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP  
Manufactured from pure cane sugar.

2 lb. tins, 2 doz. in case.	\$4 10
5 lb. tins, 1 doz. in case.	4 70
10 lb. tins, ½ doz. in case.	4 40
20 lb. tins, ¼ doz. in case.	4 25
Perfect seal glass jars in the case	2 40

Delivered in Winnipeg in carload lots.

### BAKED BEANS WITH PORK.

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

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	80-90
1's Baked Beans, Plain, 4 doz. to case	0 95
1's Baked Beans, Tomato Sauce, 4 doz. to case	1 15
1's Baked Beans, Chili Sauce, 4 doz. to case	1 15
2's Baked Beans, Plain, 2 doz. to case	1 60
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 85
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	1 85

Family, Plain, \$1.85 doz.; Family, Tomato Sauce, \$2.45 doz.; Family, Chili Sauce, \$2.45 doz.; 3's only, \$2.40 doz.; 3's, Plain, Tall, \$3 doz.; 3's, Tomato Sauce, \$3 doz.; 3's, Chili Sauce, \$9 doz. The above 2 doz. to case, 10's, ½ doz. per case, for hotel and restaurant use (gals.), .... doz.

### "AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	1 60
12 oz. Glass, Screw Top, 2 doz. in case	1 80
16 oz. Glass, Screw Top, 2 doz. in case	2 30
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case	2 30
2's Tin, 2 doz. per case	3 20
4's Tin, 12 pails in crate, per pail	0 50
5's Tin, 8 pails in crate, per pail	0 72
7's Tin or Wood, 6 pails in crate	0 94
14's Tin or Wood, 4 pails in crate, per lb.	0 13½
30's Tin or Wood, one pail only, per lb.	0 13½

### BLUE

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

### CEREALS

#### WHITE SWAN Per case

Pancake Flour (Self-rising), 2 doz. case, wgt. 50 lbs.	\$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Buckwheat Flour (Self-rising), 2 doz. to case, wgt. 50 lbs.	2 70
Health Flour, 5 lb. bags, per doz.	3 60
King's Food, 2 doz. to case, weight 95 lbs.	5 50
Diet Flour, 3½ lbs., 1 doz. to case, per case	4 50
Wheat Flakes, per case of 2 doz., 25 pkgs.	4 50
Wheat Kernal, 2 doz. to case	2 70

### COCOA AND CHOCOLATE THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz.	\$4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble, bulk, No. 1, lb.	0 22
Soluble, bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24
(Unsweetened Chocolate)	
Supreme chocolate, ½s, 12-lb. boxes, per lb.	0 36
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80

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



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## A Pure Hard Soap

These are the outstanding words in the high standard formula to which Surprise has been manufactured for over thirty years.

*PURE—Free from moisture and adulteration.*

*HARD—Remarkable wearing or lasting qualities, due to proper ageing.*

It costs less because it does more.

**The St. Croix Soap Manufacturing Co.**

**St. Stephen, N.B.**

Halifax, Montreal, Toronto, Winnipeg, Vancouver, West Indies

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# Keeping up sales

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

## Brunswick Brand

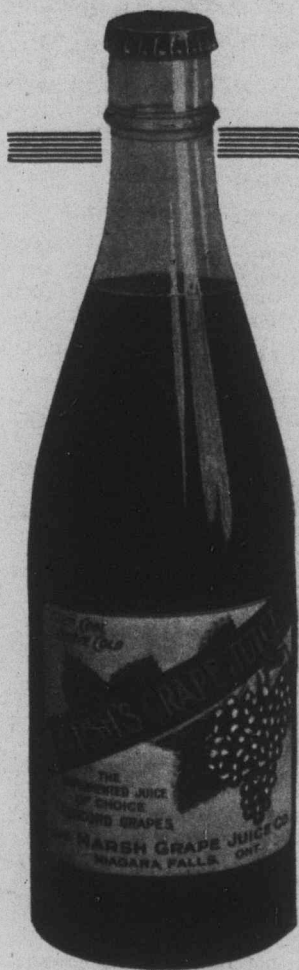
has set the standard in fish foods. Fish freshly caught in the famous Passamaquoddy Bay are scientifically packed a few moments after leaving the water. They are steady sellers and allow a good profit.



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

**Connors Bros.**  
LIMITED  
Black's Harbor, N.B.

Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz. .... 0 90	<b>CONDENSED COFFEE</b>
Sweet Chocolate— Per lb.	Reindeer Brand, "Large," each 48 cans ..... 5 50
Queen's Dessert, 10c cakes, 2 doz. in box, per box.... 1 80	Reindeer Brand, "Small," each 48 cans ..... 5 80
Vanilla, 1/4-lb., 6 and 12-lb. boxes ..... 0 37	Regal Brand, each 24 cans... 5 20
Diamond, 8's, 6 and 12-lb. boxes ..... 0 30	Cocoa, Reindeer Brand, each 24 cans ..... 5 80
Diamond, 6's and 7's, 6 and 12-lb. boxes ..... 0 28	<b>COFFEE.</b>
Diamond, 1/4's, 6 and 12-lb. boxes ..... 0 28	<b>WHITE SWAN SPICES AND CEREALS, LTD.</b>
Icings for Cake—	<b>WHITE SWAN</b>
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in 1/4-lb. packages, 2 and 4 doz. in box, per doz. .... 1 00	1 lb. square tins, 4 doz. to case, weight 70 lbs. .... 0 37
Chocolate Confections, Per doz.	1 lb. round tins, 4 doz. to case, weight 70 lbs. .... 0 35
Maple buds, 5-lb. boxes .... 0 39	<b>ENGLISH BREAKFAST COFFEE.</b>
Milk medallions, 5-lb. boxes 0 39	1/2 lb. tins, 2 doz. to case, weight 22 lbs. .... 0 28
Chocolate wafers, No. 1, 5-lb. boxes ..... 0 33	1 lb. tins, 2 doz. to case, weight 35 lbs. .... 0 30
Chocolate wafers, No. 2, 5-lb. boxes ..... 0 28	<b>MOJA</b>
Nonpareil wafers, No. 1, 5-lb. boxes ..... 0 33	1/2 lb. tins, 2 doz. to case, weight 22 lbs. .... 0 31
Nonpareil wafers, No. 2, 5-lb. boxes ..... 0 28	1 lb. tins, 2 doz. to case, weight 35 lbs. .... 0 30
Chocolate ginger, 5-lb. bxs., per lb. .... 0 38	2 lb. tins, 1 doz. to case, weight 40 lbs. .... 0 30
Milk chocolate wafers, 5-lb. boxes ..... 0 30	<b>PRESENTATION COFFEE.</b>
Coffee drops, 5-lb. boxes.... 0 39	A Handsome Tumbler in Each Tin.
Lunch bars, 5-lb. boxes.... 0 39	1 lb. tins, 2 doz. to case, weight 45 lbs., per lb... 0 27
Royal Milk Chocolate, 5c cakes, 2doz. in box, per box ..... 0 95	<b>FLAVORING EXTRACTS</b>
Nut milk chocolate, 1/4's 6, lb. boxes, lb. .... 0 39	<b>WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.</b>
Nut milk chocolate, 1/4's 6, lb. boxes, lb. .... 0 39	1 oz. bottles, per doz., weight 3 lbs. .... \$ 1 00
Nut milk chocolate, 5c bars 24 bars, per box ..... 0 90	2 oz. bottles, per doz., weight 4 lbs. .... 2 00
Almond nut bars, 24 bars, per box ..... 0 90	2 1/2 oz. bottles, per doz., weight 6 lbs. .... 2 25
	4 oz. bottles, per doz., weight 7 lbs. .... 3 00
	6 oz. bottles, per doz., weight 14 lbs. .... 6 00
	16 oz. bottles, per doz., weight 28 lbs. .... 12 00
	32 oz. bottles, per doz., weight 40 lbs. .... 22 00
	Bulk, per gallon, weight 10 lbs. .... 10 00
	<b>BORDEN MILK CO., LTD.</b>
	<b>CONDENSED MILK</b>
	Terms net 30 days.
	Eagle Brand, each 48 cans \$8 00.
	Reindeer Brand, each 48 cans 7 70
	Silver Cow, each 48 cans .. 7 15
	Gold Seal, Purity, each 48 cans ..... 7 00
	Mayflower Brand, each 48 cans ..... 7 00
	Challenge, Clover Brand, each 48 cans ..... 6 50
	<b>EVAPORATED MILK</b>
	St. Charles Brand, Hotel, each 24 cans ..... 5 40
	Jersey Brand, Hotel, each 24 cans ..... 5 40
	Peerless Brand, Hotel, each 24 cans ..... 5 40
	St. Charles Brand, Tall, each 48 cans ..... 5 50
	Jersey Brand, Tall, each 48 cans ..... 5 50
	Peerless Brand, Tall, each 48 cans ..... 5 50
	St. Charles Brand, Family, each 48 cans ..... 4 90
	Jersey Brand, Family, each 48 cans ..... 4 90
	Peerless Brand, Family, each 48 cans ..... 4 90
	St. Charles Brand, small, each 48 cans ..... 2 40
	Jersey Brand, small, each 48 cans ..... 2 40
	Peerless Brand, small, each 48 cans ..... 2 40
	<b>W. CLARK, LIMITED, MONTREAL.</b>
	Compressed Corned Beef, 1/2s. \$2; 1s, \$3.10; 2s, \$7.00; 6s, \$25.14s, \$60.
	Roast Beef, 1/2s, \$2; 1s, \$3.10; 2s, \$7.00; 6s, \$22.
	Bolled Beef, 1s, \$3.10; 2s, \$7.00.
	Jellied Veals, 1/2s, \$2; 1s, \$3; 2s, \$4.50.
	Corned Beef Hash, 1/2s, \$1.50; 1s, \$2.50; 2s, \$4.50.
	Beefsteak and Onions, 1/2s, \$3; 1s \$3.25; 2s, \$6.25.



How about  
that trial  
supply of  
Marsh's  
Grape  
Juice



Of course, you've decided to get it, live grocers everywhere did so and subsequently saw the wisdom of making Marsh's part of their regular stock.

We know that you too will appreciate its selling possibilities once you get acquainted. For it's a live selling line with that delicious goodness that appeals to the most cultured taste.

There is nothing but quality in every drop of Marsh's Grape Juice, the sort of quality you can stand back of and confidently recommend to every customer coming into your store. Not a drop of coloring or preservative enters into the manufacture of this wholesome beverage, nothing but the pure unfermented juice of selected Concord Grapes.

Send for that trial supply right now before it slips your memory. We'll furnish you with a choice selection of attractive sales creating store signs and pennants, neat little eye catchers that will keep your stock moving right along.

**The Marsh Grape Juice Co.**  
NIAGARA FALLS, ONT.

## Both Eye and Palate Sell Shirriff's

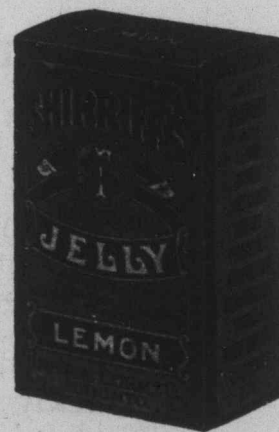
How splendid they look on your shelves. The beautiful, sparkling, glowing colors of the jellies make everybody's mouth water—eager to taste them. Both the jelly and the package are strikingly attractive. No wonder Shirriff's sells on sight.

# Shirriff's

## Jelly Powders

rely for continued sales upon the palate. There's a flavor for every taste and its so unmistakably delicious that you get a steady customer every time.

It's the steady flow of profits that counts up worth while. Put Shirriff's where they can be seen. It pays.



**Imperial Extract Co.**  
TORONTO

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



In  
demand  
everywhere  
—liked by  
everybody

The standard of quality for which every Sterling Product is famous is perfectly reflected in

## Sterling Tomato Catsup

every drop of which has that zesty piquancy and deliciousness so sought after by the discriminating.

Let a trial supply show you how quickly it sells, what repeat orders it produces, what good profits it offers. Stock up to-day.

**T. A. Lytle Co., Ltd.**  
STERLING ROAD, TORONTO

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

Laundry Starches—	Cents
Boxes	
40 lbs., Canada Laundry..	.07
40 lbs., 1 lb. pkg., White Gloss.....	.07½
48 lbs., No. 1 White or Blue Starch, 3 lb. cartons ....	.08
100 lbs. kegs, No. 1 White..	.07½
200 lbs., bbls., No. 1 White	.07½
30 lbs., Edwardsburg Silver Gloss, 1 lb. chromo pkgs..	.08½
48 lbs., Silver Gloss, in 6 lb. tin canisters .....	.10
36 lbs., Silver Gloss, in 6 lb. draw lid boxes .....	.10
100 lbs., kegs, Silver Gloss, large crystals ..	.08
28 lbs., Benson's Satin, 1 lb. cartons, chromo label	.07½
40 lbs., Benson's Enamel, (cold water), per case..	3.00
20 lbs. Casco Refined Potato Flour, 1 lb. pkgs. ....	.15
Celluloid, 45 cartons, case.	3.75

Culinary Starch	
40 lbs., W. T. Benson & Co.'s Celebrated Prepared	.08½
40 lbs. Canada Pure Corn (20 lb. boxes ¼c higher)	.07½

**BRANTFORD STARCH**

Ontario and Quebec	
Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs. ....	.07
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs. ....	.07½
First Quality White Laundry—	
3-lb. canisters, cs. of 48 lbs.	.08
Barrels, 200 lbs. ....	.07½
Kegs, 100 lbs. ....	.07½
Lilly White Gloss—	
1-lb. fancy carton cases 30 lbs. ....	.08½
8 in case .....	.10
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ....	.10
Kegs, extra large crystals, 100 lbs. ....	.08
Canadian Electric Starch—	
Boxes, containing 40 fancy pkgs., per case .....	3.00
Celluloid Starches—	
Boxes containing 45 cartons, per case .....	3.75
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs..	.07½
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs..	.08½
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes of 40 lbs..	.08½
(20-lb. boxes ¼c higher than 40's)	

**COW BRAND BAKING SODA**

In boxes only.	
Packed as follows:	
5c packages (96) .....	\$ 3.20
1 lb. packages (60) .....	3.20
½ lb. packages (120) .....	3.40
½ lb. 60 } Packages Mixed	3.30
1 lb. 30 }	

**SYRUP**

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

Perfect Seal Jars, 3 lbs., 1 doz. in case .....	\$3.25
2 lb. tins, 2 doz. in case..	3.45
5 lb. tins, 1 doz. in case..	3.85
10 lb. tins, ½ doz. in case.	3.75
20 lb. tins, ¼ doz. in case	3.70

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

Barrels, about 700 lbs.....	.04½
Half bbls., about 350 lbs..	.05
¼ bbls., about 175 lbs....	.05½
2 gal. wooden pails, 25 lbs.	1.75
3 gal. wooden pails, 38½ lbs. ....	2.50
5 gal. wooden pails, 65 lbs.	3.85

**LILLY WHITE CORN SYRUP**

2 lb. tins, 2 doz. in case....	\$3.95
5 lb. tins, 1 doz. in case....	4.35
10 lb. tins, ½ doz. in case..	4.25
20 lb. tins, ¼ doz. in case..	4.20

**ST. LAWRENCE SUGAR REFINING CO.**

**Crystal Diamond Brand Cane Syrup**

2-lb. tins, 2 doz. in case..	4.80
Barrels, per 100 lbs.....	5.25
½ barrels, per 100 lbs.....	5.50

**INFANTS' FOOD**

**MAGOR SON & CO., LTD.**

**Robinson's Patent Barley and Groats.**

1 lb. tins, per doz.....	\$3.50
½ lb. tins, per doz. ....	1.80

**STOP-ON POLISHES** Doz

Polish, Black, Tan, Ox-blood and Nut-brown .....	0.80
Dressing, White, 4-oz. bottle .....	2.00

**NUGGET POLISHES**

	Doz.
Polish, Black, Tan, Toney Red and Dark Brown....	0.85
Card Outfits, Black and Tan 3 40	
Metal Outfits, Black and Tan .....	3.80
Creams, Black and Tan....	1.10
White Cleaner .....	1.10

**YEAST**

White Swan Yeast Cakes, per case, 3 doz. 5c pkgs..	1.20
Yeast for bakers, 12½ lb. cartons; per carton, \$1.25.	

**IMPERIAL TOBACCO CO. OF CANADA, LIMITED.**

**EMPIRE BRANCH.**

Black Watch, 8s, butts 9 lbs. ....	\$ 0.60
Bobs, 6s and 12s, 12 and 6 lbs. ....	0.40
Currency Bars, 12s, ½ butts, 12 lbs., boxes 6 lbs. ....	0.40
Currency, 6s, ½ butts, 9 lbs. 0.40	
Stag Bars, 6½s, butts, 11 lbs., boxes, 5½ lbs. ....	0.48
Walnut Bars, 8½s, boxes 7 lbs. ....	0.64
Pay Roll, thick bars, 8½s, 6 lb. boxes .....	0.60
Pay Roll, thin bars, 8½s, 5 lb. boxes .....	0.60
Pay Roll, plug, 8½s, 12 and 7 lb. caddies .....	0.60
Shamrock, plug, 7½s, ½ butts, 12 lb. boxes, 6 lbs. 0.51	
Great West, pouches, 9c....	0.72
Forest and Stream, tins, 11s, 2 lb. cartons .....	0.80
Forest and Stream, ½s, ½s and 1-lb. tins .....	0.80
Forest and Stream, 1-lb. glass humidors .....	1.00

# ARRIVALS This Week

One car Fresh Jamaica  
Cocoanuts.

Two cars California  
Oranges (Sunkist)

One car each California and  
Messina Lemons.

Two cars Fancy Bananas.

THE HOUSE OF QUALITY

## HUGH WALKER & SON

GUELPH, ONT.

Established 1861

## Spanish Onions California Lemons Navel and Florida Oranges Tomatoes, Pineapples, Cauliflower

*The best selections from the Southern  
Markets at your service.*

## WHITE & CO., LIMITED

*Wholesale Fruits and Fish*

TORONTO and HAMILTON

## Big Advent Fish Sales

Stock up with our high-grade first quality fish and every customer will be a satisfied customer, every sale a fore-runner of others.

We can supply you with Lake Superior Herring, both salted and frozen. All kinds of fresh fish, including Georgian Bay Trout, B.C. Halibut and Qualla Salmon.

Whatever your fruit requirements are we can meet them, and meet them satisfactorily. Apples and all kinds of foreign fruits in stock.

Write us.

## Lemon Bros.

OWEN SOUND, ONT.

## New Crop

### "St. Nicholas"

### "Queen City"

### "Kicking"

are shipped. Get these brands for the best Lemons.

## J. J. McCabe

Agent

TORONTO

*Wholesale  
Fruit and  
Produce  
Merchants*

*Established  
1876*

*McWilliam & Everist, Limited*

Apples,  
Bananas,  
Citrus  
Fruits  
Cranberries,  
etc.

25 CHURCH ST.  
TORONTO

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



When you sell

# HEINZ

## 57

### VARIETIES

PURE FOOD PRODUCTS

You give your customers goods made in Canada from Canadian materials by Canadian employees.

## H. J. Heinz Company

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

?? ? Ask us for

# Wrapping Papers

# Twines

# Brooms Brushes

## Parchment Butter Paper

Printed and Plain

PROMPT SHIPMENT

## WALTER WOODS & CO.

HAMILTON and WINNIPEG

## Merchants Baler

MADE IN CANADA



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

"f.o.b. Toronto."

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

The Reputation and Standing of

## Walter Baker & Co.'s

### Cocoa and Chocolate Preparations



Registered Trade-Mark

Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods, and by extensive and persistent advertising.

This means for the grocer a steady and increasing demand from satisfied customers, in the long run by far the most profitable trade.

All of our goods sold in Canada are made in Canada.

## Walter Baker & Co. Limited

Established 1780

Montreal, Can.      Dorchester, Mass.

One Inch Space  
\$1.00 Per Issue  
on Yearly Order.

## THEY LIKE IT

That is one very good and sufficient reason for

## MAPLEINE

You can order it of your jobber or

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

Mason & Hickey  
287 Stanley Street.  
Winnipeg, Man.



**CRESCENT MFG. COMPANY**  
SEATTLE, WASH.

Kindly mention  
this paper when  
writing advertiser

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

Why You Should Feature

# KING GEORGE'S NAVY

## You deserve the tobacco trade

Is there any earthly reason why you shouldn't be getting the tobacco trade of the men in your community? You are in a splendid position to go and get it. Having the good-will of the women is half the battle. The rest is easy if you stock the right lines.

King George's Navy is a chewing tobacco you can safely bank on for customer satisfaction and decent profits. Get it working for you right now and show the men what real chewing tobacco is like. Our advertising will help you.



Handled by  
the Wholesale  
Trade

Rock City Tobacco Co., Ltd.



## The Reliable Salt

The Salt that your customers know is always just right.

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

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

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

We can add little to all that has been said about

## Cow Brand Baking Soda

When the consumer's confidence in its work is so generally expressed it needs no long argument to point to the advantage of your stocking it.

Cow Brand Soda is the best and as such should always be kept in stock.



Church and Dwight

Manufacturers  
MONTREAL

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

INDEX TO ADVERTISERS



Trade Price, 45c per doz.

A popular seller worth displaying. It brings the customer back for more.



Trade Price, 80c per doz.

A snappy seller everywhere. The beautiful transparency and undoubted quality of this RICHARDS line make it a favorite with everybody.



Write your Wholesaler or

**The Richards Pure Soap Co.**

LIMITED

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# MACLEAN'S MAGAZINE

## *for March*

Sir Gilbert Parker  
 Robert W. Service  
 Stephen Leacock  
 Alan Sullivan  
 Agnes C. Laut  
 H. F. Gadsby  
 Erman J. Ridgeway  
 Madge MacBeth  
 L. M. Montgomery  
 Norman Lambert  
 Hopkins Moorhouse  
 H. M. Tandy  
 Robson Black  
 Adam Barnhart Brown  
 Arthur William Brown  
 Peter McArthur

**B**E thankful that Canada has a magazine of BIG calibre. A magazine fit to be placed alongside the best British and American magazines—by the test of those who contribute to it regularly and of ideals.

**MACLEAN'S MAGAZINE** carries world-famous names in its list of contributors—writers who have an open sesame to any magazine, yet writers that some magazines cannot get, because they fail to measure up to a standard set. Not every or any magazine can have the work of Sir Gilbert Parker, Miss Laut, Stephen Leacock, Arthur Stringer, Arthur E. McFarlane, L. M. Montgomery, Nellie McClung, Robert W. Service, Alan Sullivan, and others whose names are familiar to readers of MACLEAN'S MAGAZINE.

**MACLEAN'S MAGAZINE** is favored by these fine and

high-priced writers because they are Canadian-born or bred and because they are genuinely interested in seeing the land of their birth or adoption have a magazine worthy of the land of their love and of their work and fame. *And they have found this magazine in MACLEAN'S.* MacLean's gives them access to the readership they desire to reach—the man and women of culture and position, of real love for Canada and in earnest to see its nationality enlarge and its destiny advanced.

And so we feel that we have a right to ask you to give MACLEAN'S MAGAZINE a first place in your favor. *It is truly Canadian,* doing a needed service for Canada, and doing this worthily. Doing all that it is doing at a heavy present cost, looking to the future for its larger reward.

You can show your appreciation of what the publishers of MACLEAN'S MAGAZINE are doing by making MACLEAN'S an elect magazine among all magazines enjoying your favor, and by making it better known to others who have your spirit—your sense of Canadian nationality, your purpose to advance Canada in all right and high ways.

---

*At All News - Agents*  
*- Fifteen Cents -*

### Contents of MARCH MACLEAN'S (CONDENSED)

**Jordan is a Hard Road.** Serial by Sir Gilbert Parker.

**The Gulle of Ulysses.** By Peter McArthur.

**Face Up.** By Hopkins Moorhouse.

**The Rabbit Revolution.** By Adam Barnhart Brown, with illustrations by his brother, Arthur William Brown.

#### *The Above are Stories*

**Ten Million for the Asking.** By Stephen Leacock—a serious contribution on a phase of national finance.

**National Policies**—How they are formulated and exploited by Parties and Cabinets. By H. F. Gadsby.

**Prospects for Peace and Peace's Problems.** By Agnes C. Laut. A stirring and thought-provoking article by this wonderful woman writer with a statesman's mind.

#### *The Above are Special Articles*

**Mrs. Hayter Reed**—the woman who is responsible for the decorative schemes of the big C.P.R. hotels. By Madge MacBeth.

**H. C. Brewster**—Premier of British Columbia. By Norman Lambert. A timely sketch of a man of interest to all Canadians. These are brief biographies of interesting Canadians—a feature of every issue of MACLEAN'S MAGAZINE.

**The Review of Reviews** Department condenses for busy readers the cream of the best things appearing in the current magazines of the world. So MACLEAN'S becomes many magazines in one.

**The Business Outlook and Information for Investors** are two features of MACLEAN'S greatly liked and esteemed by many of its readers.

*These are Department Features found in every issue*



# Buyers' Guide

## 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 remittance cannot be acknowledged.

### FOR SALE

A FIRST-CLASS OPPORTUNITY TO SECURE an established business of staple dry goods, crockery and groceries in town of Simcoe. Stock about \$7,000. R. Edmunds, Simcoe.

FIRST-CLASS GENERAL STORE IN heart of Niagara District. Good, clean stock, about \$6,000, at a low rate. Turnover \$30,000 annually. Box 217, Canadian Grocer.

WELL ESTABLISHED GENERAL STORE and dwelling, in a lively western town, turnover \$100,000 yearly. Hardware, Groceries and Dry Goods. A good proposition for the right party. Good reasons for selling. Apply to Box 218, Canadian Grocer.

McCASKEY REGISTER (420 ACCOUNTS) and Grimsby Fruit Stand, both as good as new, will sell cheap for cash, as the owner has given up business. J. A. Gillett, Aylmer, Ont.

A 640-ACCOUNT, McCASKEY REGISTER, practically new will sell cheap for cash, reason for selling, doing a cash business, can recommend register. R. A. Wells, Dresden, Ont.

### AGENCY WANTED

MANUFACTURERS' AGENT WANTS ANOTHER good, saleable line to sell on commission to the grocery trade in London, Ontario, or London and surrounding territory. Energetic representation assured. References given. E. L. Williams, 193 Cheapside St., London, Ont.


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, 97 Ontario St., Toronto.

## Want Ads.

### Try it out

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.

**OAKLEY'S KNIFE POLISH**



20102-7786

JOHN OAKLEY & SONS, LIMITED,  
LONDON, ENGLAND.

### AGENTS:

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

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

### CHIVER'S

JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

### Toronto Butchers' Supply Co. LIMITED

Cleaners, Importers, and Exporters of Sausage Casings, Packers and Butchers' Supplies, Outfitters of Meat Markets. Pure Spices a Specialty. Butchers' Coats and Aprons.  
49 DUNDAS STREET. - - TORONTO

LARGEST CANADIAN DEALER



**WASTE PAPER**

E. PULLAN TORONTO

We are Wholesale Importers of  
**Peanuts Canned Crab**  
Oriental and Australian Goods

Canadian Distributors of  
**"WASHCLEAN"**  
Gold Medal Labor Saver for  
Washing Clothes Without Rubbing  
(2,000,000 users)

Direct Supply Association  
509 Belmont House Victoria, B.C.

**Jenkins & Hardy**

Assignees, Chartered  
Accountants, Estate and  
Fire Insurance Agents  
15 1/2 Toronto St., Toronto  
52 Can. Life Bldg., Mont

## Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include:

Cultivation and Preparation.  
Commercial Classification and Description.  
Adulteration and Detection.  
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you post-paid on receipt of

**\$2.00**

It Will Pay You to Send at Once.

MacLean Publishing Co.

Technical Book Department  
148-150 University Avenue, Toronto.

# LARGEST MAKERS IN THE WORLD

*Tea Lead*—all gauges and sizes

*Metal Bottle Capsules*—any size,  
color or stamping

*Collapsible Tubes*—plain or colored

ALL BRITISH MADE

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

**BETTS & COMPANY, LIMITED**

Chief Office :—1 Wharf Road, LONDON, N., ENGLAND

## TO INVESTORS

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

## **DOMINION OF CANADA DEBENTURE STOCK**

IN SUMS OF \$500, OR ANY MULTIPLE THEREOF

Principal repayable 1st October, 1919.

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

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

Proceeds of this stock are for war purposes only.

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

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

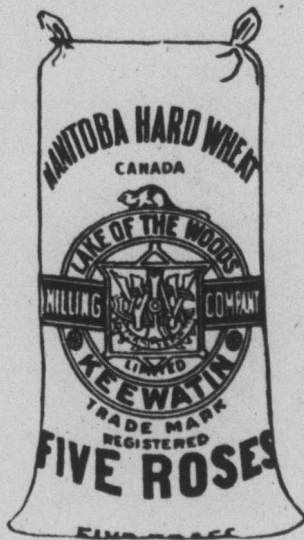
DEPARTMENT OF FINANCE, OTTAWA  
OCTOBER 7th, 1916.

## IN EVERY SECOND ENGLISH-SPEAKING HOME in Canada, there is ONE FIVE ROSES Cook Book

According to the 1911 Census, there are in Canada slightly over 600,000 English-speaking families.

According to our records, we have so far distributed (almost entirely direct to the individual housewives) over 300,000 FIVE ROSES Cook Books.

P.S.—This does not consider the 410,000 French-speaking families of Canada, amongst whom our famous LA CUISINIÈRE FIVE ROSES is even now exerting an ever-widening sales influence.



# What would it be worth to YOU?

- right in the home of every possible retail flour buyer in YOUR district,
- to have a daily reminder of compelling interest, filled with useful daily suggestions,
- a daily incentive to buy the flour YOU sell!

And yet that is what this FIVE ROSES Cook Book distribution means to the distributor of FIVE ROSES flour.

And it costs him—NOTHING!

It is an automatic part of the greater salesability of FIVE ROSES—it comes with the flour—part of the FIVE ROSES service and co-operation.

*And we will continue to issue, improve and advertise this famous kitchen companion until in every Canadian home there is a particular peg to hang it on.*

- a constant source of flour-consuming suggestions
- the point of origin of countless retail profits.

And all this is only a small part of our sales co-operation with the dealer who is willing to profitably fill the FIVE ROSES demand.

Logically, the dealer who profits most is he who early recognizes the great selling forces at work behind the FIVE ROSES trade mark, and capitalizes them to his immediate advantage! If your jobber cannot supply you, write our nearest office. We will make every effort to supply your demand.

**LAKE OF THE WOODS MILLING COMPANY, LIMITED**  
MONTREAL "The House of Character" WINNIPEG

Toronto Ottawa London St. John Sudbury Quebec Calgary  
Vancouver Fort William Keewatin Medicine Hat Portage la Prairie