

**PAGES
MISSING**

CANADIAN GROCER

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

Vol. XXXII.

PUBLICATION OFFICE: TORONTO, MARCH 15th, 1918

No. 11



Canada's Best Match
Canada's Safest Match

EDDY'S "SILENT 500"

A non-smouldering, chemically self-extinguishing match produced and perfected by a firm with over 66 years' practical match-making experience.

Stocking Eddy's Matches is a paying investment for any grocer. People know the Eddy quality reputation—that's why they buy so readily when Eddy's Matches are mentioned.

There are 30 or 40 brands, including 15 to 20 Domestic lines. Eddy's Safeties, lighting only on the box; Wax Vestas, in several sizes; Gas-lighters, Eddystone Torches, Flamers, etc.

EDDY
ESTABLISHED A.D. 1851.

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



Keep Standard Lines

Your profits depend indirectly on the good-will of your customers. Without that good-will your business cannot permanently prosper.

To earn the lasting good-will of every woman who deals at your store, it is advisable that you depend largely upon Standard Lines of Merchandise—lines that assure the customer value.

O-CEDAR products are among your most profitable Standard lines. They have become standard as a result of their true quality and reasonable price. Their merits are known, their popularity ever on the increase.

Extensive advertising of both the O-Cedar Polish Mop and O-Cedar Polish, results in constantly-increasing sales. You can get your share of this demand by displaying these products about your store and in your window.

We have special Display Stands to help you make an attractive O-Cedar showing. Ask your jobber's salesman about our Special Assortment and Free Deals.

CHANNELL CHEMICAL CO., LIMITED, 369 Spadina Avenue, TORONTO

TO THE FORE IN YOUR STORE

O-Cedar Polish

PROHIBITION BY THE BRITISH GOVERNMENT

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

MUNITIONS OF WAR

This regulation precludes our manufacturing (for the present)

BOTTLE CAPS

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

BETTS & COMPANY, LIMITED

1 Wharf Road LONDON, N., Eng.

Cable Address: CHECKMATE, LONDON



Your Customers
know the meaning
of the
Borden
Eagle Trade Mark



Borden advertising has familiarized them with the quality, the convenience and the utility of the Borden Milk Products.

You can turn this knowledge into good, profitable sales by showing your Borden Stock constantly and prominently.

And, remember, Borden sales are always the kind that counts—quick repeat, money-making sales and satisfied customers.

Your wholesaler supplies Borden's.

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Branch Office : No. 2 Arcade Bldg., Vancouver

A High Quality Favorite

Housewives who pride themselves on the excellent quality of their baking are strong for

COW BRAND BAKING SODA

You can't stock another line of Baking Soda so likely to please particular people.



Church and Dwight

LIMITED

Manufacturers

MONTREAL

CENTURY SALT

---the salt of
satisfaction

Judged from any point of view whatever, comparison will inevitably result in favor of Century Salt, the clean sparkling purity of which recommends it to all.

Every good housewife likes a first class seasoner. That's why Century Salt is such a favorite.

THE DOMINION SALT CO LIMITED

SARNIA. ONT. ©

SUCCESS COMES THROUGH KNOWLEDGE

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

THE GROCERS' ENCYCLOPEDIA

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

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

SEND FOR A COPY TO-DAY

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

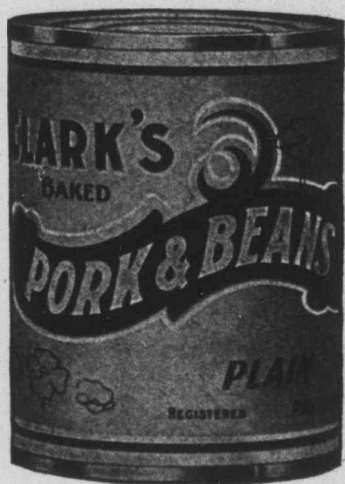
ONLY \$10.50, ALL CHARGES PREPAID

Send Your Order to

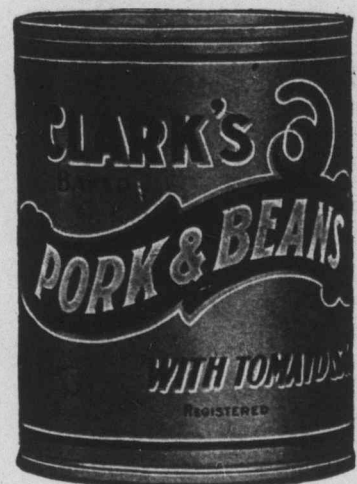
MacLean Publishing Co., Book Dept., 143-153 University Avenue

Toronto, Canada

CLARK'S PORK & BEANS



are still
to the
fore



The Quality of Material
The Perfection of Cooking
The Delicacy of Flavour

make them easily

YOUR BEST SELLERS

W. CLARK, LTD.

MONTREAL

WAGSTAFFE'S



CELEBRATED

Orange Marmalade

WAGSTAFFE'S Pure Raspberry Jam

We have large stocks. Order from your Jobbers.

WAGSTAFFE'S Pure STRAWBERRY

We have fair stocks.

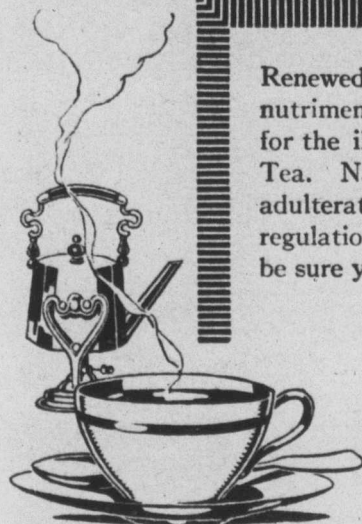
WAGSTAFFE'S Crushed Strawberry in Jelly

Large stocks.

WAGSTAFFE, LIMITED

HAMILTON, CANADA

JAPAN TEA



Renewed vigor in the hour of fatigue, nutriment for the strong and health for the ill are in each cup of Japan Tea. Natural purity and absence of adulteration are Japanese Government regulations. Drink Japan Tea and be sure your tea is pure.

*"Tea tempers the spirit,
awakens thought and
refreshes the body."*

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WHEN a grocer sells Japan Tea his efforts are being constantly strengthened and made fruitful by a forceful series of consumer advertising. This publicity creates the demand and the incomparable quality of the tea retains it, bringing the dealer the steady repeats that count for so much in business-building and profit-making.

There's a demand for Japan Tea in your community.

1918 JAM

The 1918 pack of jams and jellies will soon be in full swing and it will pay the packer now to seriously consider the money he has been losing in the past by spoilage and leakers.

By using glass packages sealed with an Anchor Cap, packers protect themselves against this loss.

Anchor Caps are sealed on the jars by a method that makes the closure absolutely air and liquid tight. The method of sealing eliminates breakage of glass, and the very neat and attractive appearance of the package when completed is a decided factor when it finally appears before the consumer.

Do not delay. Communicate with us now and make sure your new pack is put up under the air-tight Anchor Cap.

Anchor Cap & Closure Corporation

OF CANADA, LIMITED

FACTORY AND
GENERAL OFFICES



50 Dovercourt Road
TORONTO, ONTARIO

COX'S

the people's favorite

That Cox's Instant Powdered Gelatine possesses the confidence and the appreciation of the public may be judged from the increasing sales which it is constantly producing. This popularity is due to the purity and delicate flavor which is a marked characteristic of Cox's. Good grocers everywhere sell Cox's Instant Powdered Gelatine and find it worth featuring. So will you.



BRITISH MADE

Arthur P. Tippet & Co., Montreal

WINNIPEG—Tees & Perse, Limited

VANCOUVER—Martin & Robinson, Ltd.

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

TARTARINE

(Registered)

is *guaranteed* equal to
Cream of Tartar
 for every baking purpose,
 and to conform to all

Pure Food Laws

For household in 4, 8 and 16
 oz. tins, and bakers in pails,
 kegs and barrels.

See Market Quotations for Prices.

Litster Pure Food Co.

1297 Queen Street West

TORONTO

Limited

The Two Big Selling Points of Babbitt's Cleanser



are its size
 and its proven
 quality.

Here is a real 10c
 sized tin of the
 best cleanser on
 the market made
 to retail for 5c.
 And an additional
 selling point of
**Premiums for
 Trade-Marks.**

Don't hesitate to
 feature Babbitt's.
 Every sale is a
 repeat and the
 profits are really
 good. Try it.

Wm.H.Dunn, Limited, Montreal

General Representatives for Canada

DUNN-HORTOP, LIMITED, TORONTO

SPECIAL AGENTS

WETHEY'S MINCE MEATS

WHETHER IN

Bulk or Cartons

ARE THE

**Best Values on the
 Market**

Order from your jobber

Sunsweet Saves Sugar

Rich in fruit sugar—SUNSWEEP Prunes
 make a special appeal to your trade now that
 sugar must be conserved. They are the finest
 prunes it is possible to produce in California—

Nature-flavored Prunes

—sun-sweetened and sun-cured. They can be
 served without the addition of sugar—their
 natural sweetness takes care of that. And—
 they can be used also to sweeten other dishes.

Your customers will appreciate this big,
 timely feature of SUNSWEEP Prunes.

Moral: Get in touch with your jobber now—
 cash in on the demand for this economical,
 sugar-saving food.



**California Prune and
 Apricot Growers, Inc.**
 San Jose, California

*A cooperative growing and marketing associa-
 tion embracing more than 5,000 growers
 engaged in this industry in California.*

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

*Wholesale Grocery Commission
Brokers*

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

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

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

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

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

F. D. COCKBURN CO.

Grocery Brokers
Manufacturers' Agents **WINNIPEG**

MANUFACTURERS:

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

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

402 Chamber of Commerce
Winnipeg - - Manitoba

Trade Papers are
Pioneers of Business
Expansion

Let us connect you with the Western Markets

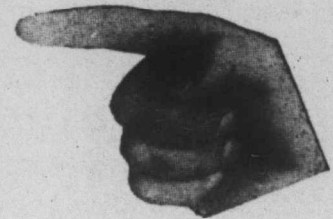
We cover the entire wholesale and retail trade through twelve aggressive men, nine of whom are doing retail work exclusively. Think what a success-making factor these men will be in marketing your product in the West!

May we send you full particulars?

SCOTT-BATHGATE COMPANY, Ltd.

Wholesale Grocery Brokers and Manufacturers Agents.

149 Notre Dame Ave. E., WINNIPEG



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES.

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

WHOLESALE GROCERY BROKERS

*Manufacturers' Agents
Commission Merchants*

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

Est. 1907. Write us.

Correspondence Solicited.

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

WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents

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

120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distri-
bution

C. H. GRANT CO.

*Wholesale Commission Brokers and
Manufacturers' Agents,*

1206 McArthur Bldg., Winnipeg

We have the facilities for giving manufacturers first-class service.

MANITOBA

SASKATCHEWAN

ALBERTA

BRITISH COLUMBIA

TO MANUFACTURERS AND SHIPPERS

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

DONALD H. BAIN Co.

WINNIPEG

Head Office

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

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

DRIED AND EVAPORATED APPLES.

Apple Waste and Chops, Specialties
H. W. Ackerman
BELLEVILLE ONTARIO

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

TO Manufacturers' Agents

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

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

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

Canadian Grocer
143-153 University Ave.
TORONTO

W. F. ELLIOT

Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)
FORT WILLIAM, ONT.
Established 1909.

Are You Interested?

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, just the men to whom you wish to sell or from whom you would buy.

RATES:

(payable in advance)
2c per word, first insertion.
1c per word, subsequent insertions.
5c extra per insertion when replies are to be addressed c/o Canadian Grocer.

No Other Paper Reaches All These Men.

Is Selling a Business?
In Buying a Business?
In Engaging a Clerk?
In Securing a Position?
In Securing a Partner?
In Disposing of Second-hand Fixtures?

Then you should use Canadian Grocer's Classified Ad. Columns.

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer.

Canadian Grocer
143-153 University Ave., 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

Headquarters for Evaporated Apples (In Gallons) and Beans

W. H. Millman & Sons
Wholesale Grocery Brokers
TORONTO

WHEN WRITING TO ADVERTISERS
KINDLY MENTION THIS PAPER

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.

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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**ROSE & LAFLAMME
LIMITED**

Commission Merchants
Grocers' Specialties,
MONTREAL TORONTO

QUEBEC

Complete Trade Connection.

JOHN E TURTON

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

G. B. MacCALLUM & CO.

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

H. D. MARSHALL

Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

Oats—Peas—Beans—Etc.

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

FREEMAN and SHEELY

WHOLESALE GROCERY BROKERS
St. Nicholas Bld. - Montreal

DO YOU WANT TO BUY A BUSINESS? SEE PAGE 63

Let Canadian Grocer—the paper most interested in your business—help you in your Want Ad. Problems.

Its circulation is among Business Men, interested in the same way as you are. Consequently, any replies you received would be earnest enquiries after business. You would thus eliminate the curious.

Use the Want Ad. Page of Canadian Grocer frequently to fill your needs. It will pay you.

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

Conservation of Food



Made in Canada



Made in Canada



DOMESTIC ECONOMY is impossible without FRUIT JARS.

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

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

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

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

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

Adv. of Dominion Glass Company, Limited

"Cobban's Herb Tablets"

(The old Reliable Herb Remedy in tablet form)

Do you stock them?

If not order from your jobber

They are advertised in the leading papers and are meeting with big demand from the trade. Put up in carton display box of 1 doz. (50 tablets each). Boxes to each carton to retail at 25 cents per box, every box guaranteed.

MUNCHEY SUPPLY COMPANY

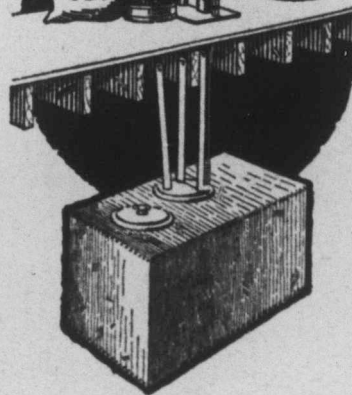
PROPRIETORS

Muncey - Ont.

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



"You'll Do More Business"



in your oil department when you put it on a systematic basis. You'll save the profit that is now lost; oil that is now wasted; you'll have a clean oil room with no danger of fire—and you will increase your trade.

BOWSER

Oil Storage Systems

will place your oil department on an efficient and profitable basis. Bowser will also save the oil now wasted, the unnecessary labor and time now spent in this department and Bowser will also bring you more satisfied customers. Now is the time to make the start—to clean up. Write the letter to-day or a card will do the work.

S. F. Bowser & Co., Inc. TORONTO ONTARIO

Sales Offices in All Centres Representatives Everywhere

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

JAPAN & CEYLON TEA

We have some good lines of these Teas purchased on lower than present import basis. If interested will be pleased to forward samples and quotations.

KEARNEY BROS., LIMITED

TEA
IMPORTERS

COFFEE
ROASTERS

33 St. Peter St.

Montreal

A Real Egg Powder

Packed
one dozen
in attractive
Display
Cartons.

A Profitable
and Quick
Seller,
Reflecting
Satisfaction
on those
who handle
it.



Pure,
Wholesome,
Nutritious.

Gives the
Consumer
the equivalent
of eggs
at 12½c.
per doz.
with the full
food value
of eggs.

It Does the Work

Most Wholesalers Stock It

SELLING AGENTS:

ROSE & LAFLAMME, LIMITED
MONTREAL - TORONTO

PROF. JOHN M. SMITH of Grinnell College

Writes from the trenches:

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

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

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

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

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

Write

Edmund Littler

169 William Street, Montreal, Quebec

for particulars and advertising matter.

Enquiry Department

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

Price of Beef Hides

Kindly let me know the price of beef hides and calf skins, and the prospects for future.—Nova Scotia.

Ans.—The price of beef skins is 12 to 13c per pound, according to quality. The price for veal skins, 20 to 22c per pound, according to quality, and cured calf skins 22 to 25c. The season is now approaching when the cheaper grades of skins are beginning to come on the market.

Handlers of Butter Tubs

Please put us in touch with parties who would likely be able to supply us with a car of butter tubs, both wooden and fibre.—P. E. I., New Brunswick.

Ans.—A list of names have been sent these parties.

Regarding Sugar Buying

I would like your opinion about the sugar situation, as I see the International Sugar Commission are handling all the sugar crops, and I generally buy a quantity of sugar when it is at its lowest price. Last year I had only one hundred bags at the lowest price, but I have a car booked this year, but I would not buy so heavily if I did not think the prices would advance.—Belleville, Ont.

Ans.—Whether you would do wisely in buying a car of sugar depends largely on the price you will have to pay for it. At present sugar is ranging around \$8.54. There is a general feeling among refiners that there may be a decline from this price of possibly 40 cents. As far as an increase goes, there is comparatively little likelihood of this, as 60 per cent. of the great Cuban crop, which is now reckoned as 600,000 tons in excess of last year's output, has been taken over by the International Sugar Commission, and it is on the basis of this buying that the present prices are set. If crop conditions are favorable, it may possibly be that the holders of the 40 per cent. of the crop remaining may be eager to sell, even at a possibly lower figure. Then, too, efforts are being made to obtain Java sugar. If these efforts were successful it might possibly mean cheaper prices. Some disaster to the Cuban crop might result in higher prices, but there is no reason to expect anything of the kind, and the probabilities would seem to indicate somewhat lower prices rather than higher.

At what price per pound would we have to sell Barbadoes molasses, bought at 97c per gallon to make a profit of 33 1-3 per cent.?—Capleton, Quebec.

Ans.—There being 13 pounds in a gallon and the selling price of the gallon, to show a profit of 33 1-3 per cent. being \$1.45½, the price per pound would be approximately 11½ cents.

Where the purchaser brings his own bags, then not more than \$2 a ton may be added to the price of the bulk.

Canadian Merchandise Exchange

Will you give me some information relative to the Canadian Merchandise Exchange?—Quebec.

Ans.—This was a company that began operations in Toronto some time ago. It was never a commercial success, and went out of business about a year ago.

A QUESTION OF INSURANCE.

Would you kindly give me some advice in regard to my insurance. I am insured in one company that charges me \$1.75 a hundred. I am offered insurance by another company at \$1.40. Would you advise me to make any change?—Wallaceburg, Ont.

Ans.—It is impossible to advise as to the value of these two policies without having a copy of each at hand. There may be some clause in the former policy that accounts for the increased cost. As a general thing it is poor business to change policies once they have been taken out.

IS THERE A SET PRICE ON MILL FEEDS?

Is there a law in force compelling merchants to sell flour and feed at a profit of only 10 cents a bag, including cartage?—H. Puslinsky, Shallow Lake, Ont.

Ans.—Regarding flour, no. Regarding feeds, yes.

By order No. 14 the amount that may be charged for bran and shorts is set at the following figures:

When sold by dealers from warehouses not more than 10 cents per bag of 100 pounds may be added to the cost of the product, at the railway station where it is delivered. This would suggest that no cost for delivery from railway to storehouse may be added.

When the delivery is made from the car by the purchaser, not more than 5 cents per hundred pound bag may be added.

Where millers sell direct to the consumer from the mill in less than 10-ton lots, not more than 5 cents per bag of a hundred pounds shall be added to the price at which the miller is permitted to sell.

WILL SUGAR DECLINE?

I would like an expression of opinion as to the prospect of a further drop in sugar?

Ans.—The sugar situation is a very complex one at the moment. There are supplies of raws available in Cuba to ensure a plentiful supply of sugar; 60 per cent. of these have been purchased by the Sugar Commission at a figure that would seem to indicate that existing prices are as high as sugar will go. Some authorities even state that on the contract figures a decline to \$8.14 is within the realms of possibility. On the other hand, transportation difficulties have induced a present shortage, that has resulted in one refinery advancing its price to \$8.79. It would seem, however, that considering all conditions, that \$8.54 ought to be the top buying figure, as probabilities favor a slight decline rather than a continued increase.

MAKERS OF PAPER BALERS

A short time ago I saw an advertisement in CANADIAN GROCER of paper balers for sale. Could you give me the address of the manufacturers?—Quebec.

Ans.—The manufacturers of paper balers are: Climax Baler Co., Hamilton; Stephenson, Blake & Co., Toronto; General Sales Co., Toronto, or Spielman Agencies, Regd., 45 St. Alexander St., Montreal.

POTATO HANDLERS

Please put me in touch with wholesale potato buyers in Toronto.—Antigonish, N.S.

Ans.—The following are some of the wholesale potato buyers in Toronto:—F. J. White, Board of Trade Bldg., Toronto; White & Co., 60 Front St. E., Toronto, Ont.; Wm. Patterson & Son, Colborne St., Toronto; A. A. McKinnon, Colborne St., Toronto, Ont.; McWilliam & Everist, Church St.; Stronach & Sons, Ontario Produce Co.

FURNACES

Please give me names of two or three firms from whom we could purchase hot-air furnaces.—Sober Island, N.S.

Ans.—The following are manufacturers of hot air furnaces: Thos. Davidson Mfg. Co., Montreal, Que.; McClary Mfg. Co., London, Ont.; Clare Bros., Preston, Ont.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191..

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

Name.....

Address.....

**the
food
problem**

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

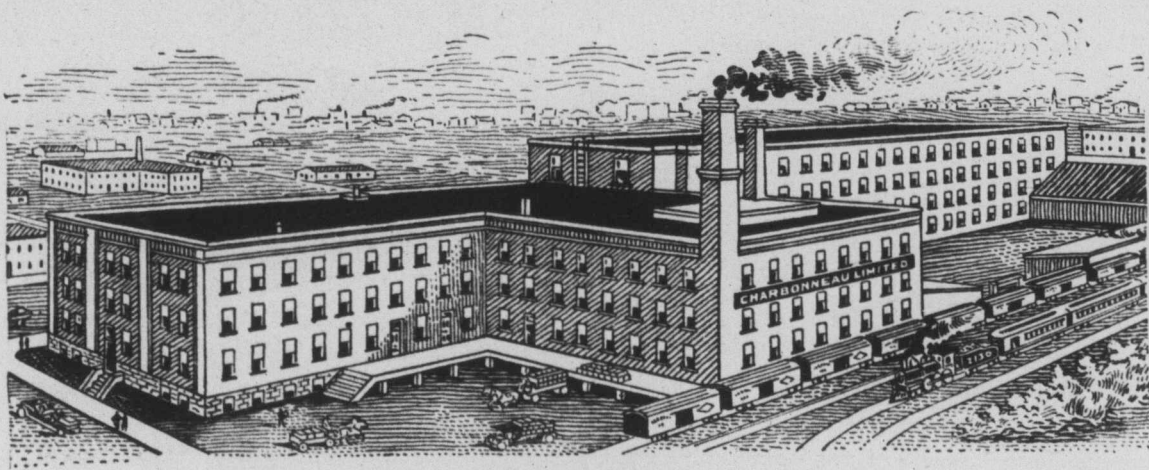
Simcoe Brand Baked Beans
(With Tomato Sauce)

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

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

The various sizes help to sell each other

Dominion Canners, Limited, Hamilton



CHARBONNEAU'S
Imperial Maple Cream Butter is unsurpassed

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

Prompt Shipment.

Get Our Prices.

CHARBONNEAU, LTD., 330 Nicolet St., MONTREAL

Distributors: Robt. Gillespie Co., Winnipeg. Morris & Co., Toronto.

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

Bristol, Somerville & Co., Hamilton

[Formerly Geo. E. Bristol & Co.]

SPECIAL OFFERING

Milady Glycerine Soap, a big cake, size and shape of Pears' Unscented. Glycerine Soaps are getting hard to obtain.

Retails at 10c., worth double.

Bristol, Somerville & Co.

Your Own Advertising

Sun-Maid advertising in the big magazines becomes your own advertising when you display Sun-Maid Raisins. The demand for economical foods has put Sun-Maid Raisins in thousands of new homes. Display your stock; get your share of this new business.



SUN-MAID RAISINS

Three varieties of Sun-Maid Raisins: Seeded (seeds removed), Seedless (grown without seeds), Clusters (on the stem).

California Associated Raisin Co.
Membership 8,000 Growers
FRESNO, CAL.

Dole Bros. Hops & Malt Co. BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS FOR FAMILY TRADE

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

R. E. BOYD & COMPANY

Agents for the Province of Quebec
15 STE. THERESE ST. MONTREAL

DONALD H. BAIN CO.
AGENTS FOR THE CANADIAN NORTH-WEST

We manufacture the highest grade
CANNING BOXES
in Canada

Write for prices.

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

SMALL'S MAPLE SYRUP



World's Standard For Nearly One Hundred Years
—AT ALL JOBBERS—
SMALL'S, Limited - Montreal, Que.

Furnivall's FINE FRUIT PURE JAM

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto; H. J. Sykes, 786 Elgin St., Ottawa, Ont. Montreal—Geo. Hodge & Sons, Limited. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co., Ltd. Saskatoon—The H. L. Perry Co., Ltd. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

The margin of profit on every sale of Furnivall's Jams is big enough to make selling worth while. If you are not now handling Furnivall's, ask any of the undermentioned agents to supply you.

FURNIVALL-NEW, Limited
Hamilton Canada

Dealers: This beautiful color ad. appears in MacLean's Magazine for April. Tear this ad. out and put it in your window as a reminder to your customers.



“My \$100.00 Table—Saved”

“My beautiful dining-room table had been in storage several years and was in very bad condition—dull, dirty, marred, scratched. I had just about decided to sacrifice it to a junk-man. Then, suddenly, I remembered what wonderful results a friend of mine had obtained with

LIQUID VENEER

“A single application with a piece of cheese cloth worked wonders. The ‘bluish’ smokiness, the dirt, the mars and scratches vanished and my table was restored to me in all its original lustre, beauty and newness. I was truly amazed.

“Now I use Liquid Veneer throughout the house on all my furniture and woodwork. I *know* it will keep everything new-looking *twice as long*—will save the expense of buying new furniture and also that of having old pieces refinished.”

You, too, can renew and restore, saving many dollars in refinishing costs. Send for our new booklet, “The Proper Care of Your Furniture” and learn the real secrets of furniture beauty. Sent FREE upon request.

Don't forget, Liquid Veneer sells at the same old prices, 25c and 50c a bottle.



Buffalo Specialty Co., 381 Ellicott St., Buffalo, N.Y.

Canada, Bridgeburg, Ontario

Lloyd George and the War

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

"SIXTEEN MONTHS IN GERMANY.

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

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

"CANADIANS IN MESOPOTAMIA."

By a Canadian Medical Officer.

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

"LABOR THE DOMINANT FACTOR."

By Agnes C. Laut.

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

"CANADA'S NEW BOSS."

By H. F. Gadsby.

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

"A CASUALTY."

By Robert W. Service.

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

Fiction in the March Number

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

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

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

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

Regular Departments and Features

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

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

MacLean's Magazine

At all News Stands—20c.

"Time Will Tell"

Other package teas have come and gone during the twenty-four years that Red Rose Tea has been gaining in sales and fame.

Red Rose Tea has stood the test of time, because—

We put the **QUALITY** in the tea at the start and have maintained the standard ever since.

A time-tested product is a safe one to push.

T. H. Estabrooks Co., Limited

St. John Toronto Winnipeg Calgary



**For Your Own Sake You
Should at Once See to**

it that you keep a stock of KLIM, obtainable from all wholesale grocers.

It is rapidly taking the place in many homes of condensed and evaporated milks, and of liquid milk from the dairy. Its convenience, its purity, its economy, and its taste, appeal to the housekeeper.

It is mainly an added line, not a change from some existing similar line. It is fast becoming a profit-bringing staple, with a definite use in every household.

It is pure, separated milk powder, and our advertising and its own excellence, are making it rapidly and favorably known to hundreds of thousands of people.

It is up-to-date. Can you be up-to-date if you do not carry it? The 10-lb. tins are most economical—10 pounds make 40 quarts.

Canadian Milk Products Limited

10-12 St. Patrick St., Toronto
10 Ste. Sophie Lane, Montreal, P.Q.

Also stocked by
W. H. Escott Co., Winnipeg
Kirkland & Rose, Vancouver

Your Window

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

OCEAN BLUE

Order from your Wholesaler.

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



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

Have YOU One of These Handsome Show Cards?



If not, we will be very glad to forward one, charges prepaid. One of these Cards in a prominent position will catch the eye of every customer.

MAGOR, SON and COMPANY, LIMITED
 30 CHURCH ST., TORONTO Agents for the Dominion 191 ST. PAUL ST. W., MONTREAL



**Whittemore's
Shoe Polishes**

Quality Variety



For a Big Seller

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

And Here's the Paste

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

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



RUSSET—2 Sizes

BROWN—2 Sizes

WHITE—2 Sizes

RED—2 Sizes

BLACK—2 Sizes

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

CANADIAN GROCER

Vol. XXXII.

TORONTO, MARCH 15, 1918

No. 11

Nothing Striking in Grocery Regulations

The Long Expected Order-in-Council is Mainly Devoid of Interest—Makes no Notable Changes in Trade Methods—Save That License is Required Grocer Will Probably Notice no Change

THE full text of the regulations governing the licensing of the retail grocer has been made public turns out to contain few, if any, of the sweeping changes that were expected.

The regulations proposed by the committee appointed by the Hon. W. J. Hanna when food controller, would certainly not be recognizable in their present form. The Food Control Board were evidently timorous about making any very drastic changes, and they have carefully avoided doing so. In fact, as the regulations now appear, barring the fact that every merchant has to be licensed by the first of May and pay a license fee, there is no change from the pre-license system.

There are only two clauses that seem to show a hint of constructive benefit. Clauses 6 and 7, stating that the merchant may be required to make a monthly statement of stocks on hand or in transit, and to maintain such a set of books as will enable his figures to be verified at the request of the Food Control Board may result in some good. It is possible that, being compelled to keep a closer watch on his stock, the merchant may be safeguarded against overbuying, and the requirement of a system of records may induce more systematic methods of handling the business. It is to be hoped that these results will follow. The regulation forbidding buying from unlicensed handlers, too, may possibly result in the elimination of some slight element of speculative handling that may have occurred in the business in the past. This, however, has been practically a negligible factor.

The full text of the regulations follows:

Order No. 21

Whereas by Order in Council No. 3214, dated the fifteenth day of November, 1917, it was, amongst other things, provided that "the Food Controller may prohibit any person from dealing in any food or food products designated by him without a license, and may cancel any license for any violation of any regulation or order."

And whereas, by Order in Council, dated the eleventh day of February, 1918,

His Excellency the Governor General in Council did order:

That all the powers of the Food Controller for Canada are now vested in and are to be exercised by the Canada Food Board.

Therefore it is hereby ordered:

1. That on and after the first day of May, 1918, no person, firm or corporation shall deal retail in food or food products, which are regarded as necessary for household consumption and commonly designated under the heading of groceries, without having first obtained a license from the Canada Food Board, such license to be known as a Retail Grocer's License, **SAVE AND EXCEPT** those dealing retail, exclusively in bakery products, or flour mill, grist mill or cereal mill products, or fresh fruit, or vegetables, or fish (fresh or canned), or dressed fresh meats, or butter, or cheese, or eggs or poultry, or sugar products **UNLESS OTHERWISE ORDERED THERETO.**

2. That the licensee shall not buy, contract for, sell, store or otherwise handle or deal in any food or food products for the purpose of unreasonably increasing the price, or of restricting the supply, or of monopolizing or attempting

to monopolize either locally or generally any food or food products.

3. That licensee shall not destroy any food or food products which are fit for human consumption and shall not knowingly commit waste or wilfully permit preventable deterioration in connection with the storing or sale of any food or food products.

4. That no licensee shall, directly or indirectly, knowingly buy any food commodities from, or sell any such commodities to, any person required to obtain a license from the Canada Food Board, and who has not obtained such license.

5. That the licensee shall place on every letterhead, contract, order, acceptance of order, invoice, price list and quotation issued, the words, "Canada Food Board License Number," followed by the number of the license, and shall show the name of the licensee or licensees under which business is carried on.

6. That all licensees may be required to make reports monthly, and as often and at such times and in such form as may be in writing directed by the Canada Food Board, showing the stock on hand or in transit to order of licensee, and such other information as may be required by the Canada Food Board from time to time.

7. That every licensee shall keep such books, invoices, vouchers and other papers and records as will enable the Canada Food Board, or any person by them thereto authorized, to verify any report or statement that such licensee is required to make to the Canada Food Board.

8. That application for license must be on form 8 hereto attached.

9. That the following shall be the fees to be paid for licenses granted under this order:

8. That application for license must be on form 8 hereto attached.

9. That the following shall be the fees to be paid for licenses granted under this order:

When the value sold does not exceed \$20,000 per annum.....	\$ 2.00
When the value sold does not exceed \$40,000 per annum.....	4.00



When the value sold does not exceed \$60,000 per annum.....	6.00
When the value sold does not exceed \$80,000 per annum.....	8.00
When the value sold does not exceed \$100,000 per annum.....	10.00

and an additional \$2 for each \$20,000, or fraction thereof, of the value sold in excess of above figures.

10. That all licenses shall expire on the thirtieth day of April in each year.

11. That licenses are not assignable

or transferable without the assent of the Canada Food Board.

12. That licensee shall give notice in writing to the Canada Food Board of any change of address, or of any change in the management or control, or of any change in the character of the business licensed, within ten days of such change or changes being made.

Dated at Ottawa this 25th day of February, 1918.

Canada Food Board,

HENRY D. THOMSON,
Chairman.

put up and sold without any reference to the measure of the contents, or the contents may be indicated by weight in pounds or in ounces, but if any reference whatsoever is made to the contents by measure IT MUST BE IN DOMINION MEASURE.

And here is the section of the law that bears upon this question:

"Weights and Measures Act," Chap. 52, R. S., 1906, provides as follows:—

Sec. 24. Every contract, bargain, sale or dealing made or had in Canada, in respect of any work, goods, wares, or merchandise, or other thing which has been or is to be done, sold, delivered, carried or agreed for by Weight or Measure, shall be deemed to be made and had according to one of the Dominion weights or measures ascertained by this Act, or to some multiple or part thereof, and if not made or had, shall be void, except when made according to the Metric System.

Sec. 60. Every person who sells by any denomination of weight or measure other than one of the Dominion Weights or Measures, or some multiple or part thereof shall be liable to a penalty not exceeding twenty dollars for every such sale.

Watch Out for the Wine Measure

Its Use is Banned and Inspectors Are on the Warpath—The Part of Wisdom to Look Over Stocks and See That Nothing Illegal is Carried

AS NOTED some little time ago in these columns the United States liquid measure or wine measure as it has been known is under the ban.

J. J. McConvey, inspector of weights and measures, advises CANADIAN GROCER that there will be immediate action on this matter and that any one selling goods under this measure will be charged with a breach of the act. Conviction on this charge involves a fine of \$20 for each offence.

This ruling has been in force for some time, but there has been a laxness in its enforcement. As a result there has grown up a feeling that these wine standards are actual legal measure, and many a merchant is handling them in all good faith. That, however, will not be a sufficient plea to protect against the result of any infringement of the act. The department has given full warning of their change in attitude, and inspectors have been called upon to carry out the strict letter of the law.

It would be a wise move under the circumstances for the merchant to go over his stock and make sure that there is nothing on his shelves that would come under the condemnation of the terms of this order, for if he does not the chances are that he will be a poorer, and it is to be hoped a wiser, man, for this regulation having been brought sharply to the attention of the department's inspectors, it is only natural to suppose that they will be keenly on the alert for any infringement of this particular law.

Any goods put up in the United States in liquid measure will probably be in that measure, while there have been a good many cases when Canadian goods have also been put up in this measure. It looked well to call the container a gallon, and it was more or less profitable when this gallon was 20 per cent. short of the gallon standard. It has grown too common a practice and the lid is to be clamped down.

These are the points to remember:

The sale of anything in Canada by Wine Measure is illegal.

The offering for sale of any goods of which the contents are solely marked in some unit of United States Measure is illegal, e.g., "1 Pint U.S.A. Standard."

Representing unmarked container goods as pints, quarts, etc., when their contents are actually United States Measure (Wine Measure) is illegal.

Packages and container goods may be

Tinned Plate Will Be Available for Canners

Arrangements Made With U.S. to Release Sufficient Supplies to Take Care of Full Pack—Price Somewhat in Advance of Last year—Seed Corn Will Also be Provided

THE canners have been definitely assured of adequate supplies of tins to take care of a maximum pack. The War Trade Board of Canada and the United States have been jointly engaged in considering this matter and as a result of their deliberations there has been an assurance given that there will be released sufficient supplies of tin to look after the pack. The canners will be required to send in statements of their requirements and a sworn statement of their output, and strict measures will be taken to see that the very best possible use will be made of the available supplies. As a result of the failure of last year's pack, there is a substantial holding of last year's tins which will materially help the situation. The Dominion Canners have on hand, it is estimated, some 15,000,000 tins, and consequently their requirements will be less this amount.

The supplies of tin plate will be purchased by the government and allocated according to the known requirements.

The price set is \$7.75 per box of 200 pounds. This is in line with the prices being paid by the American canners, and while slightly higher than the prices prevailing last year, is not sufficiently higher to become a large factor. Of course the price shows an enormous advance over the prices of normal times.

This arrangement will, it is expected, result in a considerable saving to the canners and will also assure the most economical and advantageous distribution of the tin, and it is believed that similar arrangements will be made to take care of the requirements for all foods that require tin containers.

Seed Corn Will Be Forthcoming.

The important matter of seed corn to supply the needed production of corn for the canners has also been brought to the attention of the Government and a move is on foot to provide the necessary supplies. At present there are embargoes on export of seed corn from the United States, and it is to the States alone that Canada can look for her supply. Negotiations have reached the stage where it seems reasonable to believe that a sufficient supply of seed corn will be available to meet the needs of the growers.

FRENCH PROHIBIT COFFEE DEALINGS

Upon recommendation of the Minister of Commerce and Industry to prohibit all coffee imports into France, a Ministerial decree prohibits all coffee transactions on Havre Bourse, beginning January 4; also prohibits temporarily all quotations concerning coffee transactions.

The Cash and Carry Idea in Ottawa

Attractive Store of B. G. Crabtree & Co., Elgin Street, Ottawa, Installs Cash and Carry Department—Gives Over One Half of Store to New Departure and Conducts Regular Business in Other Section

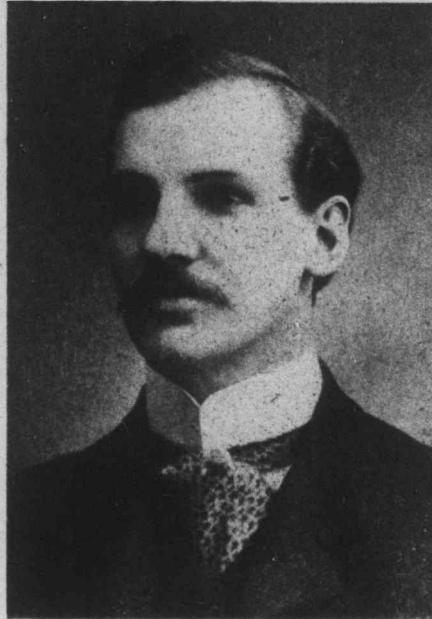
By Canadian Grocer Staff Writer.

“**W**E expect to be able to get along with one delivery wagon less after 1st of May,” said B. G. Crabtree, an Ottawa grocer, in referring to his new cash and carry “grocery” system, which he inaugurated a few weeks ago.

He explained it was somewhat difficult yet to know just how the new idea would wear, but from his experiences of the past week or two he, as well as Mrs. Crabtree, who assists him in managing the business, believes that the cash and carry system is a winner.

When it was eventually concluded to establish it they decided to devote one corner of their store to the system and conduct their other business as they had been doing in the past. The right-hand corner near the window inside the door was fitted up with samples of goods, reductions in price from which were made if the customer carried home the goods and paid cash for them. They included practically everything in the store with exception of bread and sugar. No reduction is given from the price of these two lines no matter whether cash is paid or not. The reason for this will be obvious to every dealer.

There were, of course, other lines which were not put into this department, but from which they agreed to give the



B. G. CRABTREE.

Elgin Street, Ottawa. Mr. Crabtree has been named as one of three retailers to represent Ontario on the Food Board's Advisory Committee.

customer a reduction if they were carried home and cash were paid. For instance, they have an individual meat counter

across the end of the store. A cent or two is taken off each pound of bacon, ham, cooked meats, etc., if paid for on the spot and carried home.

Interferes But Little With Regular Trade

“We decided to adopt the new system,” stated Mrs. Crabtree, “partly from a patriotic standpoint. The Food Control Board has been urging the inauguration of the cash and carry system wherever possible, and we noticed a number of articles in CANADIAN GROCER dealing with the subject. We find it interferes but little with our regular trade. This means that what we are getting from the cash and carry department is nearly all additional business. When we counted up the cash in the register after the first day's business we found \$265 had come in to this department alone. We had a splendid business in the other section of the store as well. We advertised the new idea in the papers and got considerable publicity because of the fact that we were the first in Ottawa to begin it. The department was crowded the first day, and it required four and five clerks to wait on the customers. The trade has kept up splendidly since. The reductions amounted to a couple of cents off a can of tomatoes, a cent or two off something else, and so on. Probably 10



The attractive interior of the B. G. Crabtree store, Elgin Street, Ottawa.

or 12 cents would be taken off a bill of goods amounting to \$1.25. This means considerable to a good many people, and would amount to quite an item during the year."

Mr. Crabtree pointed out that there were some customers who at first thought the new system would cut their grocery bills in two. "We had to explain to these just why this could not be the case. At first, too, some of our regular customers who paid us on credit, and whose goods were delivered, thought we should give them the same prices as we were giving to the cash customer. It was necessary to explain that, having adopted a definite system, we could not very well make any exceptions, and we have had no further difficulties. It seems to me it is the only fair system that customers who want additional service such as credit and goods delivered should pay a little extra for such a service."

As stated above, the Crabtree store anticipates taking off one of their delivery wagons on the 1st of May, which will be a tangible result of the adoption of the new system.

ANOTHER AGENT OF CONSUMERS' ASSOCIATION, WINDSOR, ONT., IN DIFFICULTIES

C. J. Weck, of Kitchener, Ont., was recently haled before the magistrate in that city to give account of his activities in connection with his advertising of the Consumers' Grocery Association of Windsor, Ont.

It appears that the gentleman in question had been very energetic in the matter and had spread circulars broadcast, even as far north as North Bay. It is to be presumed that a considerable number of \$2 bills poured in as a result of this campaign.

Not only so, but there were a number of instances urged against him where substantial orders had been turned in, and where Mr. Weck's activity ceased with the receipt of the order. There were a number of these. One was from a woman in Midland who had sent \$18.

The gentleman, when haled before the magistrate, pleaded that he had severed his connection with the Consumers' Association some time previously, and so had just forgotten to return the money received for orders. The visit to police headquarters, however, convinced him that there was some slight irregularity in this method of doing business, which, while it had operated to his advantage to that moment, exhibited a tendency to turn very much to his disadvantage. Whereupon, the aforesaid Mr. Weck produced enough currency to liquidate the little transactions that the police had become interested in, and he was thereupon let go with a reprimand.

STRATEGY

"Billson, yonder, tells me he trusts his wife implicitly and absolutely, but—"

"Well?"

"Well, I notice he carries his change in the same pocket with his fish-hooks."

Big Demand Expected for Canned Goods

Armand Chaput, of Chaput Fils & Cie., Montreal, Just Home From Extended Trip Through U.S., Speaks of Conditions That Affect Canadian Trade

IN THE course of an interview with Armand Chaput, vice-president of the firm of Chaput, Fils and Co., wholesale grocers, CANADIAN GROCER learned that there would likely be a big demand for canned goods during the present year and that those who have the goods to offer will get the business, even though prices are likely to rule high.

"Western Canada has been able to get a great deal of its needs in canned goods from the United States in previous years," said Mr. Chaput. "That, however, is a thing of the past. There is every likelihood that the demand from the West will have to be filled from Eastern Canada this year, because there is such a heavy drain on the United States supplies for the needs of the government and such large supplies will be requisitioned that there will be little available, probably, for supplying more than the home demand."

"What is the situation there on tin-plate?" was asked. "Just at the present time there are some deliveries being made to the packing concerns in California but these were stated to be small and infrequent. The packers hope to secure what the requirements call for but this will be a factor that depends upon transportation and the facility of arrangements between the British Gov-

ernment and that of the States," was Mr. Chaput's reply.

"The Government is in the market for many commodities and this makes it difficult to say what will be available for the usual trade demands. While I was there," continued Mr. Chaput, "the Government came to one grower and took 50,000 bags of beans and subsequently secured from another source an equal quantity. The Government's needs must be met and if a quantity is available at any time and is wanted this must be supplied at the fixed price. Thus, the difficulty of sizing up the probable situation regarding a given commodity is obvious."

Mr. Chaput emphasized the probability of prices remaining high and stated that the dealer who had the stock was the one who would be in a position to dispose of his goods in a good market and at a profitable return.

While it is early to estimate the probable conditions that will obtain for the dried fruit industry, Mr. Chaput stated that since he had been in California some needed rain had fallen and with continued favorable weather conditions there was likely to be a good yield. Notwithstanding this, in view of the Government's needs, there is likely to be some unusual interest in securing the usual supplies for the trade needs of home markets.

In speaking of the molasses situation Mr. Chaput stated that the small producer was asking a high price for his stocks and that in addition to this the coöperation difficulties were so great as to cause concern. These two factors, in his opinion, have contributed very largely to the present high prices that are being asked.

"The transportation situation in the United States cannot be understood by anyone," said Mr. Chaput. "In Chicago, when there, fourteen inches of snow had fallen, the schools were closed and the citizens were all out doing what was possible to clear the streets and make them passable."

THEFT STILL PREVALENT IN MONTREAL

The stealing mania is still prevalent in Montreal. Henri Latourneau, 19 years of age, was gathered in by the police last week, and with him 20 bags of sugar said to have been stolen from a Grand Trunk car on the river front. The police seemed to have the matter well in hand, having followed Latourneau for a couple of blocks while he had been driving a commandeered sleigh. The sugar was in the sleigh at the time, and when he was charged with having stolen it he denied it, but could give no satisfactory explanation.

Cash and Carry

Here's how we save you money in

"Our Groceteria"

SPECIALS for the Week of February 25th

Beaver Brand Chicken. Regular 50c tin ... 45c	Pure Gold Jelly Powders. Reg. 10c pkg. 3 pkgs. 25c
Chicken a la King. Reg. 65c tin 50c	New Sockeye Salmon, 70 only tins (while they last). Reg. 22c ... 15c
Chicken a la King. Reg. 35c tin 30c	Campbell's Soups. Regular 18c tin ... 16c
Lombard Plums, 2 lb. tin. Very choice. Regular 20c tin 16c	

EXTRA SPECIAL

150 Size Florida Oranges. Regular 60c doz. 52c
Fresh Pork Sausages, 1 lb. package 25c
Lipton's Cocoa, ½ lb. tin. Regular 25c. for 21c

B. G. CRABTREE

LIMITED.

333 ELGIN STREET

Phone Q. 3909-91-92. Accounting Dept. Q. 159.
Note—To save waiting, orders phoned in advance will be ready when called for.

Advertising the Groceteria Idea.

The True Story of Jones & Nixon

Read This Story and Answer the Points Raised — Whether Increased Turnover Can Decrease Costs—Can an Unprofitable Line be Made Profitable by Larger Sales?

JONES was a grocer in the uptown district of one of our large cities. Nixon was the junior clerk. Nixon's duties included doing up parcels, fetching in goods from the storehouse, assisting the other clerks when required, and performing the other numerous odd duties necessary in and around a grocery store.

Jones noticed that Nixon had considerable spare time on his hands, and he therefore turned over in his mind how he could keep him fully occupied, and perhaps at the same time lighten somewhat the work of the other clerks, whose time was fully taken up.

The sugar had always been kept behind a small counter at the end of the store, and this had entailed considerable journeying to and fro on the part of the clerks whenever they required any. The idea occurred to Jones that by placing Nixon in charge of the sugar it would be of material assistance to the other clerks and would, at the same time, keep Nixon busy.

Now sugar was not an item to which Jones attached much importance. He reckoned that he was compelled to sell it at a loss in any case, that is to say, it could not be made to pay its proper share of overhead expenses, and he was by no means anxious to increase its sale. Indeed, were it not for the fact that such a development would mean that every one of his customers was getting his sugar elsewhere, it would not have troubled Jones if his sugar sales had dropped to the vanishing point. He explained this to Nixon, told him that sugar had to be sold at a loss anyhow, cautioned him against giving overweight, mentioned that although Nixon was to be held responsible for the correct management of sugar sales, he would not be expected to show a profit, and left him to do his best.

Making a Business of Sugar

But Nixon was a live wire, and at once set his wits to work to see how he could turn the inevitable loss of which Jones had spoken into a profit. He found that during the previous month, on 2,000 lbs. of sugar there was a profit of \$30, whereas the amount required to cover overhead expenses as figured by Jones was \$40. Nixon therefore came to the conclusion that if he could double or treble his sales without incurring any extra expense he would not only avoid a loss but would show an actual profit. He therefore set to work to increase his sales.

Every person who opened the store door was to Nixon a prospective buyer. He would work his way to the front of the store and would ask each customer either directly or through the clerk serving her, whether any sugar were required. Once

he got into touch with the customer nothing less than an order for a 20 lb. bag would satisfy him, and in one or two cases he managed to sell a 100 lb. bag.

This energetic pushing of sugar soon began to tell, and in two months Nixon had doubled his sales, and in four months they had quadrupled. The sales for the fourth month amounted to just over \$800 as compared with \$200 the month previous to the new arrangement.

Nixon naturally felt somewhat elated at his success in (as he thought) turning a loss into a profit, and felt he was justified in asking Jones to recognize his efforts by an increase in his weekly salary. He figured it out that Jones was now making \$90 a month extra profit, and that an additional \$2 added to his own salary would still leave Jones with \$80 a month clear over and above what he used to make on sugar before the new arrangement was instituted.

Jones was on the whole a fair-minded man, and treated his employees well, so Nixon approached him with every confidence of having his modest request granted; he even felt that Jones, when he came to see how the sugar business had increased, might perhaps make it more than two dollars.

Why He Lost Money on Sugar

Jones listened attentively to what Nixon had to say, and much to the latter's surprise replied,

"Well, Nixon, I am, of course, very glad to see how successful you have been in working up the trade in sugar, but I'm afraid I cannot see my way to give you more money, and I think you'll see why when you consider that I am still losing on every pound of sugar I sell. I know we are selling more of it now, but we are not making any greater profit than we were before. I see last month you got rid of 8,000 lbs., which cost us something like \$680, and brought us in \$800. That makes \$120 gross profit, or 15 per cent. on our sales. But overhead expenses work out at about 20 per cent. on sales, so you will understand that I cannot afford to pay you more on that account when I am losing on every pound I sell. Of course, when you have been here a year I shall be pleased to give you the raise I always give when a clerk's work has been satisfactory. When you get into business for yourself, as you no doubt will if you go on as you are going, you will understand better what overhead charges mean."

Another Viewpoint

Nixon retired crestfallen but by no means convinced. He appeared somewhat absent-minded during the rest of the day, and I am afraid he let three or four sugar purchasers leave with only two or three pounds, when they might

have been induced to take twenty. Night time found him still thinking seriously, and the next morning he again tackled Jones.

"Say, Mr. Jones," he began, "I have been thinking over what you said yesterday about overhead expenses, and there's something I would like you to explain to me if you don't mind. Of course, I know I have not had much experience, and I may be all wrong in my ideas, but last night I was looking through your back numbers of CANADIAN GROCER, and in one of them I found a list of items which they say ought to be included in the overhead expenses, or 'cost of doing business' as they call it. I went through each one carefully and I cannot see where it is costing you any more to sell the amount of sugar we do now than it did to sell the smaller amount we sold six months ago. The freight is included in the price so that is not extra, your pay roll is the same, so is rent, light and heat. It has taken up a little more of my time, but I have not neglected my other work, though I have had to hustle a bit more.

Putting Overhead Where it Doesn't Belong

"As I figure it out it seems to me that if you are making me responsible for sugar you ought not to increase the overhead charges against me unless there actually is an increase, and it seems to me that if overhead expenses six months ago were \$40 on 2,000 lbs. they are now only the same on 8,000 lbs., that is to say, whereas they used to be 20 per cent. they are now only 5 per cent as far as sugar is concerned.

"The only extra expense you will have to incur, as far as I can see, is insurance, and that will not be much. As regards capital outlay, this new trade is practically all cash, and you get the money for the most part before you pay for the sugar. As regards cost of packing, I have sold nearly all in cartons or 20 lb. bags, and I think we have actually used less string and paper bags than we used to. There may be something I have not thought of, but that is how it seems to me."

Jones was silent for fully a minute, then he looked at Nixon and replied:

Now what did Jones reply? What would you have replied had you been in his place? Let us hear from you with your views. Was Nixon right?

MAPLE SUGAR AS A SUBSTITUTE

Maple sugar makers never had such a demand to fill as this year. The shortage of cane and beet sugar makes maple products of great use as substitutes. Every sugar maple tree available should be tapped this spring.



Oranges
for
Health

Orange and Grape-Fruit Sale

JUST ARRIVED—A large supply of California Oranges and Grape-Fruit. California Oranges help you stay in good health, if eaten every day. They are wonderfully good right now—uniformly heavy with golden juice.

There will be NO MARMALADE ORANGES come to Canada this season, but here is

A GRAPE-FRUIT MARMALADE RECIPE :

Cut up 6 pounds of Grape-fruit, thinly sliced. Add 18 pints of water and let stand over night. At the same time put the seeds in a separate dish and cover with water and let stand over night also. In the morning strain the seeds and mix the juice with the other fruit. Boil two hours and then add 1 pound sugar to 1 pound of fruit, and then boil hard for 1½ hours or until it thickens. Place in jars while hot, having jars dry.

We have Oranges at from 20c. to 75c. a dozen, and Grape-Fruit at 50c., 75c., \$1.00 and \$1.15 per dozen. Also a full line of other fruits, green stuff and vegetables.

V. VITALI

Telephone 6 CAMPBELLFORD Front Street

An effective fruit advertisement used by a Campbellford, Ont., merchant.

SUGAR CARDS TO SOLVE PROBLEM J. F. Holloway, Lindsay, Ont., Thinks Card System is Best for Conserving Sugar Supplies

That the present method of distribution as applied to sugar does not conduce to conservation, is the opinion of J. F. Holloway, grocer, of Lindsay, Ont. Mr. Holloway has taken up the matter with officials of the Food Control Department at Ottawa, and has even gone to the extent of reporting general conditions of sugar hoarding in the town. Mr. Holloway has refrained from mentioning specific cases of hoarding, and his information has therefore been categorized by Ottawa as useless.

"What is the use of mentioning specific cases of hoarding when there is no definite law for the prosecution of such individuals?" asks Mr. Holloway.

"The sale of bulk sugar in various quantities encourages extravagance. Sales of sugar should be made in quantities sufficiently small to enable the housewife to closely check the consumption."

Mr. Holloway is in favor of the card system for regulating the sale of sugar. "Americans can only get one pound a week, and why should Canadian grocers be allowed to continue the sale of sugar

by the hundredweight?" he asks.

"A card secured by each individual family through the post office, with the names of all members of the family and the amount of sugar to be allowed weekly is, to my mind, the most practical solution of the sugar problem," says Mr. Holloway. "The card should allow a certain amount of sugar to be purchased from any grocer at certain periods. If the supply of any one family ran out, sugar would have to be borrowed from another and returned out of the next week's supply. That would be real conservation.

"There is no use telling the grocer he can only sell 50c worth of sugar at a time, or any other amount, for customers will simply go from one store to another and purchase as much as they want and still be within the law."

Mr. Holloway thinks that some action should be taken in the matter very soon. Individual attempts of grocers to conserve supplies by refusing to sell sugar in large quantities is getting some grocers "in wrong" with their customers, according to his personal observations. Mr. Holloway sees no necessity for any elaborate machinery in connection with this method of sugar distribution. In his opinion a card allowing a certain number

of pounds for a family each week, the card to be punched or signed by a grocer as each sale is made, is the best solution of the difficulty.

TIN PLATE PRODUCTS MORE PLENTIFUL

Pig Tin and Palm Oil Show Increased Imports in U.S.

According to a report appearing in *The Canner*, Chicago, the imports of pig tin and palm oil, both of which are essentials in the manufacture of tin plate, each showed an increase for the 10 months ending October 31, 1917, as compared with the corresponding period of 1916, while exports of domestic tin plates and terne plates showed a decrease. The figures are as follows:

	1916 Pounds	1917 Pounds
Imports of palm oil	24,976,245	33,703,671
Imports of pig tin	121,048,537	126,125,792
Export to tin plates and terne plates	433,090,173	421,137,657

During October the Argentine and Canada were the largest customers for tin plate, the former country leading in this respect for the first time.

Practically all of the October imports of palm oil came from England, although this commodity originates on the west coast of Africa.

EGG SUBSTITUTES GET SOME ATTENTION

Chief Analyst of Inland Revenue Department Publishes Some Serious Criticisms

In a recently issued report of the Inland Revenue Department Laboratory on Baking Powders there is a section on egg substitutes. In this section the chief analyst, A. McGill, speaks in fairly strong terms. "For the most part," he claims, "these egg powders are merely baking powders, to which has been added wheat flour, rich in gluten, casein, or other proteid matter and a yellow dye. This last is used to simulate egg yolk, and possibly to deceive the customer into the belief that egg is present in the article."

The chief analyst strongly protests against the use of dyes in such products. The strictures are fairly severe, and it is only fair to state that there are egg substitutes on the market that do not come under these condemnations, that make no pretence of being anything but what they are—an egg substitute, and so proclaim themselves on the package. These are certainly legitimate products and legitimately sold.

The retailer should see to it that in selling egg substitutes that the goods he is selling are bona-fide products that have no intention of deceiving the public as to their character.

ALAS, POOR ALGY.

"Have you heard of the terrible misfortune that has happened to Algy?"

"No. What's wrong?"

"Why, Algy, poor chap! has eloped with my wife."

What Lent Means to the Live Grocer

As Religious Observance, Lent Appeals to Many, But "Fish Days" Appeal to All—
The Value of Old Fixtures—Suggestion as to Basis of Arrangement
in Taking in a Partner

By Henry Johnson, Jr.

THE 13th of February was Ash Wednesday, the beginning of Lent. Since that date fish foods have been in demand, for religious reasons, by two large sects. But not for that reason alone is this the time of year to push fish foods; nor is it wise to have only those two sets of people in mind or shape your campaign only to appeal to them. In fact, to feature fish as a matter of religious observance is to utilize only a small part of the present opportunity. For in that case people who have no special convictions on the subject will not be reached by your appeal.

If the grocer appeals to all people to use fish and the ostensible self-denial of such diet on the ground of patriotism he will reach everybody, and he can make the appeal very strong indeed if he shows its economy, its wholesomeness, its high food value. He can clinch every argument by the statement that to eat fish is to save meat for our own soldiers and our associates in the war; and he need not hesitate to do this either, since the fact is indubitable that the patriot who eats fish in preference to flesh actually does help Canada, our boys "over there," his own pocketbook, and promotes his bodily health.

What Shall We Feature?

The mainstay of the grocer's fish business is salmon, canned and salt. Salmon is called by various names—some of them camouflage—but the family is divided into three principal branches: chinook, sockeye and pink. The chinook is altogether the finest, but not so recognized generally by consumers because not so red as sockeye. The sockeye is very red and "handsome," but really much coarser and dryer than the chinook. Then comes the pink, the quality of which may best be illustrated by this anecdote, told by a jobber of long experience and acute faculty of observation.

An important salmon broker was in his sample room and discussion turned on comparative quality. The jobber blindfolded the broker and fed him a spoonful first of pink salmon, and then, after he had entirely eaten it, he was fed with royal chinook. The broker admitted frankly that he did not know which was which. Never was there a more convincing demonstration that we "eat with our eyes"—that we "don't like" what we do not think is "pretty." What's the answer?

This: the thing to push, exploit, open up to demonstration, and get your people started on is pink salmon. Forget all about red salmon. Open a tin of tall pink, make everybody taste it, talk about

its fine texture, its economy, its good flavor. Emphasize the fact that here is a chunk of solid food, cooked, which is without waste, which costs around 25c the pound, and which, at that cost, is much cheaper than beef. Think. A flat can of red salmon must bring about 35c, a tall can about 30c, while the tall pink, every particle as valuable as food and of flavor equal to any can be sold at 23c to 25c.

Next comes salt salmon, in great, thick chunks. Scientists tell us that for actual food value, pound for pound, salt fish nearly if not quite equals meat; and this fish can be sold for 25c to 28c the pound for solid, boneless food.

Salt mackerel is high-priced now, because almost none has come in from Norway and the Irish has to bear excessive freight rates. There is a thoroughly good mackerel taken on the Pacific Coast, but no process has as yet been discovered whereby it can be salt-cured without turning dark; hence, people who seek something as white as fresh white fish shy off from it. Now, here is another opportunity to get consumers weaned away from a false notion.

Tuna and fish flakes are high; but when we consider the solidity of the food, the entire absence of waste, the fact that it is ready to serve—in this light both of them are good, economical food. Compare, for example, the cost of clear salt cod with fish flakes. After you have compared it for yourself take pains to compare it to your customer.

Some thoughtful, alert, painstaking work along these lines will enable any grocer to turn these forty fish days into a time of unusual profit, and money-profit will not be all he'll get either. The work will be interesting and instructive to him. It will make him a much broader, better grocer—more useful to himself and his customers.

Value of Old Fixtures

A grocer writes me:

"Dear Sir,—I am about to take in a partner, equal shares. Besides other fixtures, I have two Toledo meat scales, two grocery scales, Hobart meat grinder, American slicing machine, Alaska butter cooler, one horse, wagon, etc. All have been in use eight years, and were new at time of purchase. In my inventory to new partner what percentage of reduction from first cost would be right and fair to both parties? Could I have this information (which, of course, would be confidential) by return mail, as I am about to close the deal? I enclose stamp for reply."

I replied:

"The store fixtures you mention stand you to-day only 20 per cent. of their cost—that is to say, the proper discount thereon is 10 per cent. each year; and, as you have had them eight years, they have sustained an accounting depreciation of 80 per cent.

"The horse and wagon should have been depreciated 20 per cent. annually, since it is rare to have such equipment average more than five years' service. Hence all investment in that equipment was wiped out at the end of five years. From an accounting standpoint, therefore, whatever you get to-day, plus the use thereof during the past three years, is just so much found.

"But there is the other side to consider, now that you are taking in a partner. As a practical matter the scales and butter cooler may be as good as new. It is hard to wear out a cooler. I had one which had been in our store for over thirty years, and when it was scrapped to make room for larger equipment it was as efficient a cooler as the day it was purchased. With proper care the scales will last a lifetime. The grinder depreciates much more through wear, and the slicer may be in for a complete overhauling to-day. If the slicer has been used steadily, even if cared for with unusual intelligence, all the bearings need tightening, probably, at least. Obviously, theory altogether aside, the horse and wagon still are in service; hence are assets, serviceable appliances.

"Taking one consideration with another, therefore, I should say that if you figure all these fixtures together at half what you paid for them you will be giving your new partner an absolutely equitable deal. This will be a deal which need never come up between you as a bone of contention in the future; and that is an important consideration when you are about to link up with a man on a basis about as intimate as that of husband and wife. For surely if two men are to delegate to each other complete power over each other's resources and business possessions—as partners always must do—nothing must be done by either which may tend to lessen their entire mutual confidence when the act or thing comes to light. In other words, one way to measurably insure that vital confidence is to begin by showing the new man precisely the basis on which you are figuring your resources. As Elbert Hubbard used to say: 'To have good neighbors be a good neighbor.'

"This basis not only is fair to the new partner, but it enables the seller to re-

(Continued on page 33.)

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EDITORIAL BRIEFS

APRIL 1 is going to be a poor day for the drouthy chaps.

* * *

FIFTY-SEVEN restaurants have been closed in New York because of their generous persistence in serving beef and pork on prohibited days. Now here we eat veal instead, and everyone apparently is satisfied.

* * *

WHAT this country needs, and needs far more urgently than a Food Commission, or any of those other commissions that flourish so luxuriously at Ottawa, is a commission of skilled men to devise better systems of distribution. There is no good and sufficient reason why the Niagara fruit crop should reach only one or two of the larger cities. There is no reason why there should be an overplus in one section while there is a scarcity in another. There is a very great and urgent need for an improved distribution system. Why not use some of the wasted energy at Ottawa in considering this important matter?

REGULATIONS WITHOUT A PUNCH

THE regulation of the retail grocery trade that has been awaited with such interest and expectancy for some time past, has at last become a fact. A rather feeble and spineless little fact it must be admitted, that seems to get nowhere in particular.

The gentlemen who framed all these recent regulations seem to have been seized with the obsession that every merchant is in the habit of going around destroying things. It's a well-known scientific fact

that when a man loses his sight he gains as compensation a greater acuteness of other faculties. Despite that fact one does not hear of people plucking out their eyes to gain this keener sense. The destruction of food to enhance prices is just as prevalent a practice, and no more so.

So much energy has been expended in chasing this imaginary possum up a tree that there has been little time for anything else.

In the produce regulations there is one clause regarding the buying and selling of bad eggs that should work for the good of the trade and the public. One looks vainly for such a pleasant oasis in the retail grocery regulations. It simply is not there. The grocer is forbidden to do a considerable number of things that he had never the feeblest intention of doing, and he can pay his license fee—a fairly substantial fee for the retailer, an exorbitant charge for the grocery and produce wholesaler.

In scanning these regulations closely, without any desire to be unduly critical, one is faced with the question, What is this money for? The answer to this question certainly does not appear on the surface.

SCARCITY AS A RESULT OF FIXING LOW PRICES

THE fixing of prices too low, it is now admitted by the *Daily Mail*, London, has resulted in scarcity in England. It further admits that officialdom has blundered because it would not take the advice of the merchants or utilize their organizations or the existing distributing agents. It says:

"Mr. Havelock Wilson, the merchant sailors' spokesman, who has never been afraid to say what he thinks, made a day or two ago a statement of great interest. He said that after going up and down the country for the past four months he had been unable to find the "starving poor" who are the staple just now of a good deal of loose talk.

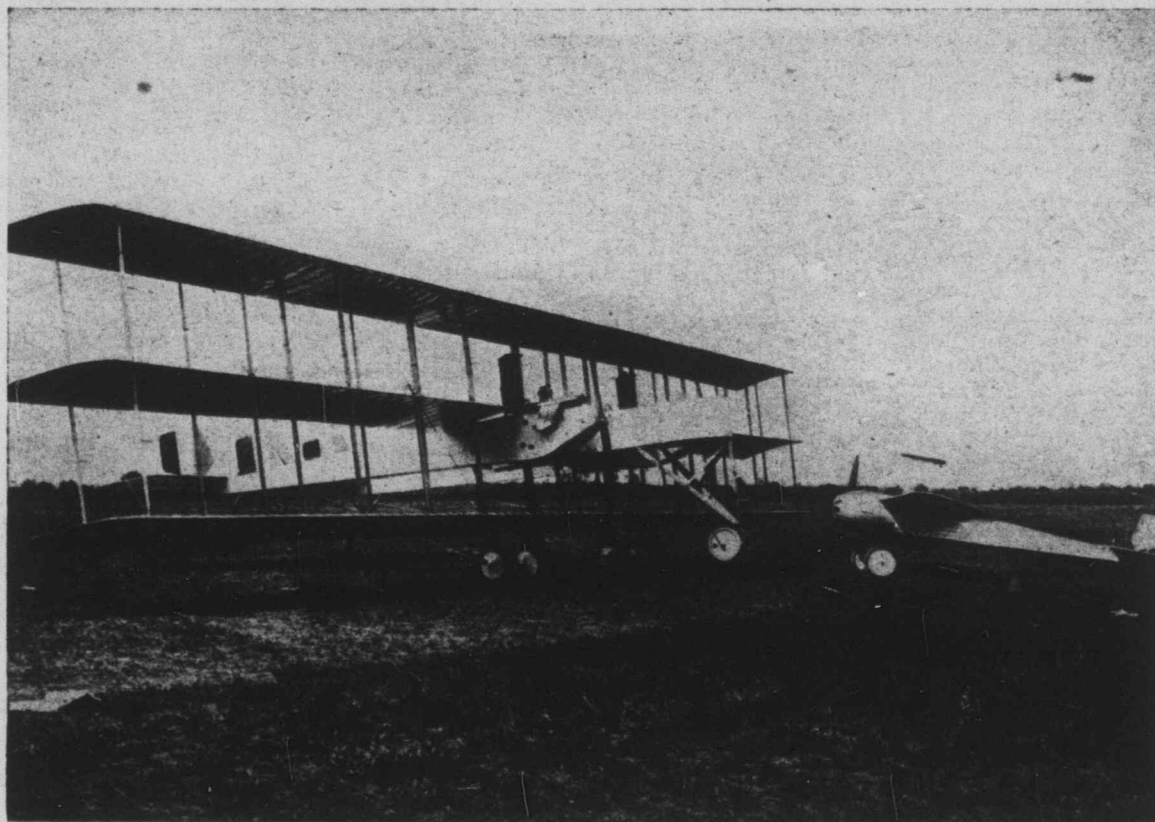
Mr. Wilson, we believe, was right. So far it is not the poor who have been hardest hit by the war, but the middle classes, the people with fixed salaries and incomes that are no larger than before the war. They have suffered, and are still suffering, proportionately, more than any class in the community, and they are suffering in silence.

Of course the Food Controller cannot legislate for them alone. His function is to make food as plentiful and as evenly distributed among all the people of the British Isles as circumstances permit. Roughly speaking, that can only be done by encouraging production. But the Ministry of Food has never, apparently, made up its mind whether abundant supplies or artificially lowered prices were the goal to aim at.

Fixing prices too low results in decreased production. In instance after instance—beef, rabbits, beans, butter, are cases in point—the Ministry seems to have fixed maximum prices at figures that have scared away producers and importers and diminished supplies. That looks like tackling the problem at the wrong end. Given a stimulus to production and prices can largely be left to take care of themselves. But nothing can undo the mischief of a policy that under the pretext of cheapening food really operates to drive it out of the market.

Where officialdom has blundered in this matter it has usually been because it would not take the advice of the merchants or utilize their organizations and the existing distributing agencies. This was very clearly shown in the recent report of the Commercial Committee of the House of Commons. The manufacturer has been comparatively well treated by the government, though there is nothing he looks forward to more eagerly than the day when he will be free from the fetters of bureaucracy. But the merchant has been cold-shouldered and frequently boycotted; his desire to be of public service has met with a grudging response; and many of the mistakes in the handling of the food problem have been due to a failure to make the most of the expert knowledge that was ready to hand."

Current Events in Photograph—No. 11



A MAMMOTH FIGHTING AEROPLANE

ITALY has been well in the van of the discoveries in aeroplane construction. Here is one of the newest developments of this marvelously developing science. This great battle plane will help the Allies hold the line in North Italy. It is known as the Caproni Triplane. These three planes differentiate it from the well-known biplane type that has grown so familiar. Its great wing spread gives it an enormous lifting power. The size of this giant fighting machine may be judged from a comparison with the scouting machine on the right.

Store Windows May be Lighted Saturdays

Some Improvement of Conditions For Users of Hydro Power
—Power Controller Makes Change in Answer
to Merchants' Appeal

THE regulation requiring the users of Hydro power to discontinue the use of window lights in their stores, and to maintain only such entrance lights as were necessary for safety, proved such a burden, and had such a disastrous effect on business in many districts that, as was reported in CANADIAN GROCER recently, energetic representations were made to the Power Controller by the Retail Merchants' Association, pointing out the hardship and actual loss that was entailed by the regulations, and asking for some alleviation of these conditions.

As a result of these activities some

slight measure of relief has been obtained. The usual store window lights may be maintained in stores on Saturday nights until the time of closing.

This change, while it is not by any means as far-reaching as might be hoped, will be of some assistance. The change asked for was that stores might be permitted to have some light in their windows and curtail an equal amount from the store lighting proper. This request was not granted, however, in full, and the permission to light the store windows on Saturday evenings is the best change in conditions that it has been possible to obtain to the present.

MAPLE SYRUP PRODUCTION NOT ONE-QUARTER OF THE POSSIBLE

Not twenty-five per cent. of the available maple trees in Canada are being tapped. Statistics show that out of 55,000 farmers in Eastern Canada who produce maple sugar and syrup at all, only very few tap more than a quarter of the trees they have available on their farms. This 25 per cent. production is worth \$1,500,000 annually. This amount might easily be doubled. One man can take care of boiling the sap from 5,000 trees as easily as from 500.

F. G. O'Grady, manager of the Atlantic Sugar Refineries, was a recent visitor to United States points, including Washington.

Jos. Laporte, of Laporte, Martin & Co., wholesale grocers, Montreal, has been indisposed for the past few days, but is expected to be at his desk shortly.

Further Answers to the Problem

Clerks in Different Sections Display Their Interest — Many Varied Ways of Doing the Problem

IT takes some time for letters to come from the farther sections of the country, but that does not mean that these little problems have only had a local interest. Here is the problem again, and here are answers received from the edge of the Atlantic.

The Ladies Take a Hand.

Eight gallons of molasses to be equally divided into 2 jars, 5 and 8, using 3-gallon jar for measure.

Answer:

First you pour 3 gal. into the 3-gal. jar, and empty into 5-gal. jar. Then you refill the 3-gal. jar and empty into 5-gal. jar, filling 5-gal. jar and leaving 1 gal. in 3-gal. jar. Then you empty 5-gal. jar into 8-gal. jar, making 7 gals. in 8-gal. jar, and then you pour 1 gal. into 5-gal. jar and refill the 3-gal. jar again and empty in the 5-gal. jar, making 4 gal. in 5-gal. jar and 4 gal. in the 8-gal. jar, thus equally dividing the 8 gals. into the 2 jars.

NESSIE GRAHAM.

c/o W. J. Hinchey, New Waterford, Cape Breton.

Another Cape Breton Answer.

Pour 3 gal. out of 8-gal. can into 3-gal. can; pour that into 5-gal. can; again fill your 3-gal. can out of 8-gal. can, and pour into 5-gal. can, thus filling 5-gal. can and leaving 1 gal. in 3-gal. can. You now have 5 gal. in 5-gal. can, 1 gal. in 3-gal. can, and 2 gal. in 8-gal. can. Now pour 5 gal. out of the 5-gal. can into the 8-gal. can, making a total of 7 gal. in 8-gal. can, and leaving 5 gal. can empty. Now pour your 1 gal. out of 3-gal. can into 5-gal. can, then fill your 3-gal. can out of 8-gal. can, and pour into 5-gal. can, thus leaving the 3-gal. can empty, and having 4 gal. in 5-gal. can and 4 gal. in 8-gal. can.

MARY A. CONNOR.

c/o W. J. Hinchey, New Waterford, Cape Breton.

And One From Nova Scotia.

There are 8 gals. of oil in the 8-gal. measure, nothing in the 5 and nothing in the 3. First fill the 5-gal. measure making 3 gals. in the 8-gal. measure, 5 in the 5, and nothing in the 3. Then fill the 3-gal. measure out of the 5, making 3 gals. in the 8-gal. measure, 2 in the 5, and 3 in the 3. Then empty the 3-gal. measure into the 8. making 6 gals. in the 8-gal. measure, 2 gals. in the 5, and nothing in the 3. Then empty the 5-gal. measure into the 3, making 6 gals. in the 8-gal. measure, nothing in the 5, and 2 in the 3. Then fill the 5-gal. measure out of the 8, making 1 gal. in the 8, 5 in the 5, and 2 in the 3. Then empty another gallon from the 5 into the 3, making 1 gal. in the 8, 4 gals. in the 5, and 3 gals. in the 3-gal. measure. By emptying

the 3-gal. measure into the 8 you have 4 gals. in the 8-gal. measure, and 4 in the 5, and nothing in the 3.

DOROTHIRA FORSYTH.

A. Forsyth, Grocery Store, Dartmouth, N.S.

Still Another Solution.

Put contents of 3-gal. jar into the 5-gal. jar; leaves 5 in 8 and 3 in 5. Fill 3-gal. jar out of 8; leaves 2 in 8, 3 in 5 and 3 in 3. Fill 5-gal. jar out of 3-gal. jar; leaves 2 in 8, 5 in 5, and 1 in 3. Empty 5-gal. jar into 8; leaves 7 in 8 and 1 in 3. Put 1 in 3 into 5-gal. jar; leaves 7 in 8 and 1 in 5. Fill 3-gal. jar out of 8; leaves 4 in 8 and 3 in 3 and 1 in 5. Empty 3-gal. jar into 5; leaves 4 in 8 and 4 in 5-gal. jar.

N. PINK.

Mattawa.

An Answer With a Kindly Word.

Take 5 gal. out of 8-gal. measure with it; fill up 3-gal. measure which you put back in 8-gal. measure, having then 6 gals. in it. Take the 2-gal. left in 5-gal. measure and put in 3-gal. measure, then fill up 5 gals. from 8, leaving a balance of 1 gal. in last named. From 5 finish to fill the 3 gal. measure, and put back contents in the 8 gals., leaving 4 gals. in the 8 measure and 4 in the 5 measure.

Really I must congratulate you on the interest you put for everybody in your magazine, the best proof of it being my sending you this and not being concerned much with the grocery business.

Thanking you for your attention,

I remain,

Very truly yours,

PHIL. MERCIER.

Megantic, Que.

Eight-gal. can full; 3 gal. in 8-gal. can; 5 gal. full; 3 gal. empty, 3 gal. in 8-gal. can, 2 gal. in 5-gal. can, 3 gal. can full; 6-gal. in 8-gal. can, 2 gal. in 5-gal. can, 3 gal. can empty; 6-gal. in 8-gal. can, 5 gal. empty, 2 gal. in 3-gal. can; 1 gal. in 8-gal. can, 5 gal. can full, 2-gal. in 3-gal. can; 1 gal. in 8-gal. can, 4 gal. in 5-gal. can, 3 gal. can full; 4 gal. in 8-gal. can, 4 gal. in 5-gal. can.

W. H. SWAIN.

Hamilton.

How Thornbury Does It

Fill the 8-gal. measure with the 3-gal. measure, which will leave 1 gal. in the 3-gal. measure; then fill the 5-gal. measure out of the 8-gal. measure, which will leave 3 gals. in the 8-gal. measure; then pour the 1 gal. still remaining in the 3-gal. measure into the 8-gal. measure, when you will have the 4 gals. in the 8-gal. measure.

FRED V. PARKINSON.

Thornbury, Ont.

It looks as if the first sentence should read fill the five-gal. measure. But if so,

how could it be filled a second time?—Ed.

Prince Edward Island Has This Solution.

First fill the 3-gal. dish and empty it into the 5-gal. one, then fill the 3-gal. one again and with it finish filling the balance of the 5-gal. one, thus leaving 1 gal. in the 3-gal. dish. Now empty the 5-gal. dish back into the 8-gal. one. Then pour the one gal. from the 3-gal. dish into the 5-gal. one, fill up the 3-gal. one again and also pour it into the 5-gal. one and you will have 4 gals. in each dish.

ALPHONSE TIGNISH.

P. E. I.

Another Answer from N. B.

Fill 3-gal. can from 8, leaving 5. Empty 3-gal. can into 5, leaving 5-gal. in 8-gal. and 3-gal. in 5. Fill 3-gal. tin again from the 8. Fill up 5-gal. tin, leaving 2 in the 8-gal. and 1 in the 3. Pour the 5-gal. into the 8-gal. tin, leaving 7 gals. in 8-gal. tin, 0 in 5-gal., 1 in 3-gal. Put 1 gal. into 5-gal., and fill 3-gal. from 8. Then pour 3-gal. into the 5-gal. The oil will be evenly divided in two 4-gal. quantities.

W. W. E. SMITH.

Harvey, N.B.

Letters to the Editor

Editor Canadian Grocer.—We wish to discuss the retail grocery situation here as regards the merchants and farmers clubs. We understand a Toronto wholesale grocery house is supplying farmers' clubs in Western Ontario with sugar, tea, rolled oats, and other groceries, and by so doing making it very bad for retail grocers. Is there no organization among Toronto wholesalers that would deal with such irregular methods? I understand that London, Ontario, has an organization of this kind, and presume Toronto must have also. Would be much obliged if you would bring this matter to the attention of the Retail Merchants' Association to see if anything can be done. Thanking you for any assistance or advice which you may have to offer.

Ontario Merchant

Answer.—There is no organization that can deal with these matters. Often, however, these deals are consummated through brokers, and the wholesaler or manufacturer does not know the kind of business being done. Where definite details can be supplied it is possible to bring the matter to the attention of the shipper and exert some moral suasion that way.—Editor.

WHAT'S THE MORAL HERE?

"We want the doctor, quick!"

"Who's sick at your house?"

"Everybody except me. I'd been naughty, so they wouldn't give me any of the nice mushrooms papa picked in the woods."

POINTS FOR THE WIDE AWAKE STOREKEEPER

The following terse and pithy rules were provided to Canadian Grocer by James W. Whitehead of Walkerton, Ont. They are worthy of careful consideration.

1. Test your scales daily, as often they may get slightly out of order, and you may be losing money or the customer may.
2. Keep your windows clean and change the dressing often; it is the cheapest ad. you have.
3. Keep your place scrupulously clean and above all do not allow flies around.
4. Make it a point to always have first-class butter and eggs on hand; you have no better trade-getter; customers come for good butter and invariably buy something else if not first time it will bring them back.
5. Always be sure that a child is treated fairly and if possible give her the best of everything, especially butter.
6. Use all as if they were steady customers and they may become so, and if they happen, for any reason, to deal somewhere else, treat them with same consideration.
7. Deliver goods promptly. Often the housewife is depending upon you for the family meal.
8. Buy the best always, it is cheapest in the end, although it may be policy sometimes to have a sample of the cheaper article for comparison.
9. Run cash business only or if customer is absolutely reliable, collect it the first of each month, but see that it is collected then.
10. Have set hours for delivery, say have rig leave store at 9.30 and 11.30 a.m. and 3.30 and 5.30 and let your customers understand it and they will soon see that their orders are in on time.
11. Make out counter check for every sale and under no consideration accept the excuse that clerk has lost check as it may be for 5 cents or \$15.00.
12. Keep track of each clerk's sales for the month and show them to clerk and if it takes more than 4 or 4½ per cent. to pay his salary, reduce salary, if it takes less than 2½ per cent. increase salary.
13. Always be quick to acknowledge any error you make, it matters not in whose favor.
14. Always be willing to refund money for goods returned if in good order; a satisfied customer is worth more than the profit on any transaction.
15. Pay all your accounts by cheque on the 15th or first of each month, and take discount and never let it run over that date.
16. Confine your purchases, as far as possible, to not more than a couple of good wholesale houses, but always be ready to accept baits that any travelers have to offer.
17. Last, but by no means least, use printers' ink freely; put a certain amount aside every year for this purpose.

CASH and CARRY

Save the high delivery charges—Buy for less and take it home

CANNED VEGETABLES

1 large tin Kamloops Tomatoes, regular 20c., 1 tin Quaker Corn, regular 25c., 1 tin Quaker Peas, reg. 20c. The 3 for 40c.
 1 dozen, 4 of each \$1.25
 Pumpkin, 3 lb. tin, 2 for 35c.
 Pumpkin, 2 lb. tin, each 14c.

FRUIT

Bartlett Peas, large tin 23c.
 Green Gages, large tin 23c.
 Ontario Peaches, 2 lb. tin 19c.

CANNED FISH

Pilchards, something new, tastes like Sardines, per 1 lb. tin 23c.
 2 tins for 45c.
 Fresh Herrings, 1 lb. flat tin 14c.
 Herring in Tomato, 1 lb. oval tin 17c.

SUGAR—B.C. GRANULATED

10 lbs. \$ 1.05
 20 lbs. \$ 2.10
 100 lbs. \$10.00

ROLLED OATS

8 lbs. 40c.
 20 lbs. \$1.15
 40 lbs. \$2.25

DRIED FRUITS

California Peaches, best quality, per pound 13c.
 New Prunes, 2 lbs. for 25c.
 Seeded Raisins, the best you ever saw, 2 full size packages 25c.

SPICES

All the best brands—usual 2 for 25c. and 15c. tin—now 10c.

EXTRACTS

Lemon, Vanilla, etc., best brands 25c. bottles for 10c.

BAKING POWDERS

Egg-O, 25c. tins now 21c.
 Baking's Best, 25c. tins now 22c.
 Dr. Price's, 45c. tins now 40c.

TEAS AND COFFEES

Our own blends at before the war prices.



KAMLOOPS, FEBRUARY 1st, 1918

Starting today, we discontinue free delivery. We are going to sell goods cheaper, sell more of them, and make a small charge for each order delivered. We will save about \$300.00 per month, which will be taken off the price of the goods we sell.

When goods are too bulky to carry, the small charges we make for delivery will be more than offset by the reduction in prices. The object is to eliminate the delivery of small purchases.

COMBINATION SPECIAL

	Old Price	New Price
1 tin Bartlett Peas	35	23
1 tin Okanagan Apples	20	15
40-lb. sack Five Rose Flour	\$3.25	\$3.10
2 tins Pacific Milk	25	23
2 lbs. Salmon Arm Creamery Butter	\$1.10	\$1.05
1 tin Egg-O Baking Powder	25	20
1 bottle Vanilla	25	19
1 tin White Pepper	15	10
10 lbs. Granulated Sugar	\$1.15	\$1.05
	66.95	\$6.20

Actual saving to customer 85c.
 Add cost of delivery and you still save. These prices are good every day.

FLOUR

Your last chance to get the high-grade White Flour—

Five Rose Flour, 34-lb. sack \$1.60
 Five Rose Flour, 40-lb. sack \$3.10
 Red Rose Flour, 34-lb. sack \$1.55
 Red Rose Flour, 40-lb. sack \$3.00
 Castle Flour, 34-lb. sack \$1.50
 Castle Flour, 40-lb. sack \$2.95
 Castle Flour, 48-lb. sack \$5.00
 King's Quality, 40-lb. sack \$3.05
 Graham and Whole Wheat Flour same price as Castle

PACIFIC EVAPORATED MILK

Made in B.C.—2 tins for 82c.
 9 tins for \$1.80

BUTTER

Salmon Arm Creamery, the very best Butter in B.C., per lb. 52c.
 2 pounds for \$1.05
 Finest Eastern Creamery, per lb. 47c.
 Local Dairy Butter, when procurable, per lb. 44c.

OLEOMARGARINE

Swift's Premium Brand, looks like butter, tastes like butter, costs a lot less, per pound 87c.

JELLY POWDERS

Best brands, 3 packages for 25c.

VEGETABLES

Fruitlands Potatoes, large, smooth, white and mealy, per 100 lbs. \$1.50
 14 lbs. for 25c.
 Pine Table Carrots 100-lb. sack \$1.55
 14 lbs. for 25c.
 Parsnips, per 100-lb. sack \$1.85
 12 lbs. for 25c.
 Fine Local Onions, per 100-lb. \$2.00
 7½ lbs. for 25c.
 Pure Cast's Soap, 7 cakes for 25c.
 Cammer, per tin 5c.
 The New Citrus Washing Powder—
 1-lb. size, 2 for 25c.
 2½-lb. size, each 20c.
 Gem Powdered Lye, per tin 11c.

For Sale

One McLaughlin Delivery Truck; also Ford Delivery Truck, almost new

101 Other Lines at "Carry Your Own" Prices

Wilson Grocery Co.

The Brightest Spot in Town
 Just West of Galloways Drug Store

NOTE—Orders received by phone will be delivered, and delivery charged for at the rates opposite. The more you buy the more you save.

Delivery Charges

Each Delivery

Up to 5 blocks from store 5c.
 West of Public School and south of St. Paul and St. 10c.
 East of Creek to 9th Avenue, south to Columbia Street 7c.
 South of Columbia Street 10c.
 Power House District 10c.
 C.N.R. Depot 15c.
 North Kamloops, Monday and Friday 15c.
 Power's Addition, Tuesday and Saturday 20c.

How the Wilson Grocery Company of Kamloops, B.C., features the cash and carry system. These circulars are issued weekly and afford an effective means of calling attention to the store's goods.

18. Keep stock insured to the full insurable value.

WHAT LENT MEANS TO LIVE GROCER

(Continued from page 29.)

alize a handsome value for his fixtures. Proper Basis for Depreciating Equipment

"This occurrence will serve to indicate how very important it is that a man figure ample depreciation on his equipment every year.

"On the one hand, we know that the minute a slicer, wagon ice box, etc., is bought it is worth only what it can be sold for if you wish to sell it; and that usually is about half-price. On the other hand, we know that it may outlast the user. So we hit a fair balance by charging off 10 per cent. annually on in-

side fixtures and 20 per cent. on the much more perishable delivery outfit.

"Suppose the fixtures cost \$1,000 and the delivery outfit \$500. We shall charge off 10 per cent. of the \$1,000, or \$100, and 20 per cent. of the \$500, or another \$100—\$200 altogether—before we carry any net profit into our surplus or capital account for the year. Of course, we have a F. & F. account into which we have charged all the equipment; also, of course, we credit that account with the \$200 each year. Now, as we go on, it is obvious that in 7½ years nothing will remain of the original investment; but the right way is to continue charging off that \$200 just the same. Then our F. & F. account will be an asset against which we can charge other new fixtures, wagons, horses, etc. Then, too, we are in shape to stand any needful shrinkage in event of the sale of any of those things. That is the way to play safe."

CURRENT NEWS OF THE WEEK

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

Maritime

The addresses at the opening of the New Brunswick Legislature this week indicated that increased food production will be one of the leading matters to be dealt with at this session.

The St. John Board of Trade gives assurance that the plans of the Booth Fisheries, Limited, for the establishment of a sardine packing plant in St. John are progressing favorably.

Discussion of methods of reducing delivery cost among the grocers of St. John has elicited the opinion that the cash and carry system would be difficult to introduce here, but that a centralized delivery system would be of great advantage and details of such a plan are being considered.

George W. C. Oland, of Halifax, has purchased the building, plant and business of Simeon Jones, Limited, St. John, brewers and manufacturers of soft drinks, and will continue operation. During recent years the temperance drinks department has become of increasing importance owing to the introduction of prohibition.

As a result of the order forbidding bakers to wrap bread, the retail grocers of St. John have advanced the price from twelve to thirteen cents per loaf to cover the extra cost of wrapping. The bakers have discontinued the former policy of taking back unsold loaves, and grocers are buying more cautiously.

A bulletin issued by the Provincial Department of Agriculture announces that the cost of producing a barrel of potatoes in New Brunswick last year averaged \$2.25, with 36 1-3 cents profit for the producer, as compared with conditions in 1915, when the average cost of production was 85 cents and the producers' profit was 80 cents.

John S. Wells, ex-M.P.P., of Whitehaven, N.S., while in St. John this week, strongly advocated that lobster fishing should be prohibited this year as a protection for the fisheries which are being depleted. He pointed out that this could be done with little opposition as consumers are getting accustomed to being deprived of luxury foods, and the packers would not object seriously as existing embargoes have limited their business and made it difficult to market a reasonable catch.

The adjourned annual meeting of the Acadia Sugar Refining Company of Halifax has been called for March 22. The financial statement received by shareholders shows a net trading loss of \$67,042.02. The chief reason for this is said to be the continued low prices for refined sugar as compared with the cost of raw sugar, the increased cost of labor

and other materials also contributing. The directors hold out hopes that they will be able to continue manufacturing and show a profit in 1918.

Quebec

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

E. J. Clermont, grocer, Montreal, has sold his stock.

J. A. H. Chevrier, general store, Rigaud, Que., has sold his stock.

Ferland & D'Aragon, grocers, Montreal, will dissolve partnership.

A. Theoret, general store, St. Timothee, Que., has sold stock to W. Viesler.

Lesieur & Freres, general store, Deschailions, Que., have dissolved partnership.

D. & D. National Medicine Co., patent medicines, St. Basile, Que., has dissolved partnership.

McFadden & Bishop, general store, Bishop's Crossing, Que., has sold to C. & F. L. Gilbert.

F. K. Morrow, representing the Morrow Cereal Co. of Toronto, was a Montreal visitor this week in the interests of his firm.

A. Delisle, lately with the firm of Gravel Freres, grocers, Montreal, has opened a grocery on his own account at 8 Bresoles Street.

John T. McBride, importer of fruits and nuts, Montreal, left for Virginia and southern points, where he will spend several weeks.

J. A. Paulhus, proprietor of the D. Hatton Co., fish jobbers, Montreal, has been elected a member of the Chambre de Commerce, one of the active business organizations of the city.

W. Munn, a fish merchant of St. John's, Nfld., and an active member of the board of trade there, spent some time in Montreal this week and will return via some of the U. S. points.

Arthur Boutiller, president of the National Fish Co. of Halifax, visited the Montreal trade with the company's representative, W. R. Spooner. An informal luncheon was tendered Mr. Boutiller by the chairman of the publicity committee of the Canadian Fisheries' Association.

J. R. Winstead, manager of W. L. Chase and Co., fish producers of Norfolk, Va., was in Montreal recently. He reports that one of the most severe winters on record confronted the fishing interests this year, and that the oyster trade was consequently seriously affected.

Ontario

A. Leparick, grocer, Toronto, suffered loss by fire.

John Dobvior, grocer, Hamilton, Ont., has sold out.

J. Stickles, grocer, Toronto, has sold to A. M. Burlton.

S. Doubrough, grocer, Hamilton, Ont., has sold to W. F. Will.

B. Woodcock, grocer, Mt. Dennis, Ont., has sold to Mrs. H. Clegg.

Mrs. N. Clegg, grocer, Toronto, Ont., has sold to M. Genesove.

F. Abbott, general store, Meaford, Ont., is retiring from business.

A. W. Carrick, grocer, etc., Toronto, Ont., is retiring from business.

Hurley Bros., general store, Pt. Edward, Ont., has suffered loss by fire.

Morand Bros., grocers, Windsor, Ont., have dissolved partnership, P. Morand continuing the business.

F. J. Waddell's grocery, St. Thomas, Ont., was entered by burglars. A small amount of money was taken.

Armstrong, Montgomery Co., Ltd., general store, Richard's Landing, Ont., has dissolved partnership. W. J. Armstrong continues.

After an illness of three days, Alex. Tytler, London, Ont., oldest business man, died to-day in his 85th year. Mr. Tytler was well known in that city, where he had resided for the major part of his life. He was formerly a broker and was connected with the wholesale grocery business.

Western Provinces

F. Ebert, grocer, Wilcox, Sask., has discontinued.

Nairn Co., general store, Stoney Beach, Sask., has sold out.

Farmers' Trading Co., general store, Limerick, Sask., has sold out.

J. H. Rylance, general store, Keystown, Sask., has sold to Lane & Co.

J. H. Eby, general store, Radville, Sask., has been succeeded by Eby & Co.

Wasserman & Co., general store, Glen Ewen, Sask., has removed to Saskatoon.

S. Gold, general store, Herbert, Sask., has been succeeded by Gold & Oretzky.

Moffett & Robertson, general store, Ogema, Sask., have dissolved partnership.

M. Thompson, general store, Holdfast, Sask., has been succeeded by Glassman Bros.

J. Rotstein, general store, Wroxton, Sask., has been succeeded by Fingold & Marantz.

D. M. McBeath, general store, Fillmore, Sask., has been succeeded by W. H. Luke & Co.

J. P. Teeple, general store, Angusville, Man., has been succeeded by Rosnstock & Waldman.

J. R. Sanderson, manager of the Regina office of Watson & Truesdale, manufacturers' agents, Winnipeg, was at headquarters on business last week.

R. M. King, in the employ of the Regina Trading Co. for the past five years, has been appointed buyer and manager of the dry goods department. Mr. Childs is the new buyer of the boys' department. A. S. Little, general manager, leaves in a few days for the East.

H. G. Smith, head of the H. G. Smith Company, wholesale grocers, Regina, has returned to the city after two months' absence in California. Mr. Smith reports a good crop of Valencia oranges. Mr. Smith denied the rumor that his firm had been bought by the MacDonald-Harris Company.

Tenders for the supplies for the municipal hospital at Prince Albert have been let to the following firms:—Groceries, Union Trading Company; fuel, Prince Albert Fuel Co.; milk, Prince Albert Creamery Co., Ltd.; bread, Roy Taylor and Kidd's Bakery. The Union Trading Co. have had the contract for groceries for the past two years.

ST. JOHN R. M. A. ADVOCATES DAY-LIGHT SAVING

The annual meeting of the St. John branch of the Retail Merchants' Association was held on March 7, when officers for the coming year were elected as follows:

Honorary president, A. O. Skinner; president, F. W. Daniel; first vice-president, A. E. Everett; second vice-president, S. C. Young; third vice-president, J. H. Vaughan; treasurer, M. E. Grass; secretary, Thomas F. Drummie; additional members of the executive, G. M. Ross, H. Mont Jones, D. J. Barrett, S. E. Fisher, H. C. Brown, William Hawker, George L. Warwick, J. H. Marr, C. H. Smythe, S. E. White, J. A. McKay, F. A. Dykeman, T. A. Armour, A. A. McIntyre, W. F. B. Paterson, H. W. Rising and I. Chester Brown.

Miss F. P. Alward, acting provincial secretary, presented a report on the activities of the St. John branch, showing considerable interest and successful results. The report pointed out that the grocers' was the most active of the subsections of the branch, and that they had held ten meetings during the year.

T. F. Drummie reported on the successful results of the last Dollar Day.

The food controller's order prohibiting the wrapping of bread by bakers was discussed and a resolution adopted as follows:

"Resolved, that this association strongly recommends to the food controller the necessity of bread wrapped at the bakery in order to remove the unsanitary conditions which invariably exist in the transit between the bakery, the retailer and the consumer."

Other resolutions adopted included a pledge to oppose an attempt to raise the rates for electric light and power, gas and street car fares, and one strongly advocating the adoption of Dominion-wide daylight saving.

The meeting showed the association to be vigorous and flourishing, with even better prospects for the coming year than at the beginning of last year.



Sergt. Lorne A. Anderson, 13 Norton avenue, Toronto, who enlisted with the 35th Battalion and proceeded overseas nearly two and a half years ago, has been recommended for a commission. He relinquished his stripes to get quickly to the front, but soon gained them back in the field. He also won the Military Medal for gallantry in action.

He was at Vimy, Hill 70 and Paschendaele, and came through without a scratch. Before enlisting he was employed in the office of Michie & Co., King street, Toronto.

ROBERT GILLESPIE WILL HAVE QUARTERS AT VANCOUVER.

Head of Western House Sells Interest in Winnipeg Business

Robert Gillespie of the Robert Gillespie Co. has sold his interest in Manitoba and Saskatchewan. He is retaining, however, Alberta and British Columbia, representing the same firms in those two provinces. Mr. Gillespie has an office at 323 Homer St., between Cordova and Hastings Sts., in the wholesale district of Vancouver. He has secured some new lines and his staff will cover Alberta and British Columbia thoroughly.

ESTABLISH THREE PLANTS IN B.C.

Union Fisheries and Cold Storage Company, Ltd., a newly organized concern, will establish three plants in British Columbia, with Seattle as a distributing point. Fresh, salted and smoked fish will be handled by the company, which has been formed with a view to placing deep-sea products on the Canadian market and in the interior of the United States. George Brown of Vancouver, B.C., is president of the new company.

ENUMERATE TRAVELLERS?

Hints of a Government Move in the Middle West to Number the Representatives of Wholesalers on the Road

From a commercial traveller covering a Western field a letter was received the other day stating that wholesalers in the middle West were being approached by Government officials with enquiries as to the number of men on the road for them, and whether they could get along with fewer men. CANADIAN GROCER enquired of a number of wholesalers and manufacturers in Toronto with a view to discovering whether this move is being taken by the Dominion Government throughout Canada, but so far absolutely no official notification of the kind had been received by the firms approached,

and nothing had been heard of any such move in Toronto. That the move mentioned was afoot in the West had been heard, but it was believed that this Western enquiry is undertaken by provincial, not Dominion, authorities.

GROCERS PROTEST TOBACCO LICENSE FEE

Sarnia City Council has passed by-law providing a license fee of \$10 per year for stores selling cigars and cigarettes. The clause affects practically every retail grocery store. City merchants are planning some measures for protesting against the tax.

NEW CANADIAN MANAGER FOR LIPTON'S TEA

W. Brindley Davis has assumed the management for all Canada of Lipton's tea. His headquarters will be in Toronto at the Lipton offices on Front street. J. G. Harty, who was formerly in charge of the Canadian territory, has returned to the New York offices of the company.

MONTREAL TEA HOUSE OPENS BRANCH IN TORONTO

John Duncan & Co., Ltd., 296 St. Paul Street, Montreal, tea importers, have opened a branch at 28 Wellington Street East, Toronto.

B. A. S., CALGARY

An enquiry has come to this office asking for a reprint of the Stockdale lectures on Retail Merchandizing. The address given however—B. A. S., Calgary, is not sufficient to meet post office requirements. If the writer will send his full address the lectures will be mailed forthwith.

CANADA ATTRACTS SOLDIERS Many Veterans of the European Conflict Will Cross the Seas to Share in Development of the Dominion After the War

"There will be many time-expired men from my regiment who will want to come to Canada when the war is over," writes Major D. Hector Pearson, of the MacLean Publishing Company's staff, who is now a prisoner of war in Turkey. Major Pearson's words bear out the belief, which gains strength from many similar indications from every camp and fighting front, that after the war the hardy men who have held the lines against the Hun will still want to be in the forefront of the economic battle called 'after-war trade.' Canada's place in that fight, as in this, is over the top every time, and the attractions of the Dominion for the soldier-spirit are immense. Immigration will certainly result.

A. Wellesley Hugman, manager of the Dominion Sugar Refineries for Montreal and Quebec, was a visitor to Ottawa last week. Mr. Hugman expects to visit Quebec in the near future.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

RUMORS of a tax on tea are going the rounds though no particular reason is assigned for the belief in some quarters that this will be put into effect. It is felt that the personnel of the present government would permit action of this kind being taken, though the revenue likely to be collected is not looked upon as great.

The situation in molasses is very firm and higher prices are expected. Present stocks are light but goods now in transit should relieve this condition on arrival.

Dried fruits in many lines are reported very short, and the primary markets are pretty well depleted. Raisins have been received and a few odd shipments of prunes, but transportation is such an uncertainty just now that no plans can be laid for distribution of the goods on arrival.

The primary market on all spices is very firm and an advance on cassia is reported locally. Cream of tartar is stiffer and quotations as high as 96c per pound are being made.

Heavy demands on nuts are reported during the week and wholesalers report stocks which had been heavy reduced to somewhat below normal. The demand has been created owing to the approach of the Jewish holidays.

The higher grades of Japan rices show an advance of $\frac{3}{4}$ c, and seconds $\frac{1}{4}$ c per pound. No change in other varieties is reported as yet but the freight situation will govern these as well and conditions seem to be urging prices upwards.

Future supplies of oranges seem somewhat uncertain. Nova Scotia apples are threatened with absolute waste owing to lack of cars in which to ship. Potatoes have registered a further decline.

The milling situation shows some improvement and one mill reports running to full capacity for the first time in four months. Grain is moving a little more freely. Mill feeds are very scarce and not equal to the demand.

QUEBEC MARKETS

MONTREAL, March 12.—The week has been one of probably a little more quietness in trading than heretofore. Notwithstanding this, there have been many orders from both country and city trade. Deliveries have been very well made to nearby points, the congestion being less manifest than it is farther away. Changes have been very few, but as a general thing there is a firmness of undertone to the market all through. Cereals are very firm, and some revisions were made upward. Feeds are strong and in as great demand as ever. Lemons and oranges in the better grades are firm. A slight reduction was made in one quarter on tomato soups. The sugar situation is tight and supplies are very short. Deliveries of raws were a little better for part of the week, but are still far from ample. A good demand is reported for dried fruits, and these are getting short in some lines. Spices, say the importers, will be very scarce, and

this condition will probably apply to some lines of coffee. Tapioca and rice are firmer. One refiner has withdrawn prices on cane syrup because of being oversold already. Tea prices are very firm, and there seems to be every indication of higher price levels soon. The vegetable markets rule without much change, although there have been a few slight advances. Sal soda is up 20c per 100 lbs.

Line Of Soups Declines; Sal Soda Advances 20c

Montreal.

SOUPS AND SAL SODA.—Sal soda has been advanced this week, and this is now quoted at \$2 per 100 lbs., an advance of 20c. There has been a slight decline in one quarter on Campbell's tomato soup, and this is quoted down 10c per dozen to \$1.65. The high prices of certain lines owing to increased costs seems to have curtailed the demand, and

this is given as the reason for slight reductions that are made.

Sugar Situation Will Gradually Improve

Montreal.

SUGAR.—There will be no speed in the improvement of conditions regarding deliveries of raw sugars immediately. Notwithstanding this, there will be a gradual bettering of the present situation, say the refiners, and with April so near there should be a very much better condition than that obtaining to-day. There is a better outlook in the United States markets as to deliveries, and these are expected to greatly improve with the arrival of supplies via some ships that are due to call at the producing points soon. Locally the market is quite bare. Refiners have been operating in a more or less erratic manner, and the situation is simply one of waiting until raws can be brought in. It was stated to CANADIAN GROCER that there is no possible chance of getting pier accommodation at the moment for extra shipping and that all these piers are in control of the Government. All possible use is being made of the transportation facilities that are available to move needed supplies to the seaboard for export to Britain and her allies. It may be that a little later there will be some relief through the delivery of cargoes of raws at Canadian ports, but this can only be told when conditions are easier. In the meantime there is some likelihood of higher prices for refined sugars, and this will be governed by the conditions with which the refiners are confronted. At the present time, for instance, such raws as are coming to market have to be routed, in many instances, in a roundabout manner, and this increases delivery charges. It has even been stated that the refiners in some cases have been even operating at a loss on the recent basis for the refined product. In a general sense it is felt that prices may be advanced somewhat to meet the immediate needs of the case, but if so that these will be again readjusted when the supplies are available to refine on a normal basis.

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

Paris lumps (50-lb. boxes).....	9 65
Paris lumps (25-lb. boxes).....	9 85
Crystal diamonds, barrels.....	9 10
Crystal diamonds (boxes 100 lbs.).....	9 10
Cut loaf (50-lb. boxes).....	9 30-9 65
Cut loaf (25-lb. boxes).....	9 50-9 85

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

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

Slight Revisions Made In Canned Goods

Montreal.

CANNED GOODS.—It is generally expected through the jobbing trade that canned goods prices are unlikely to decline. This is supported by the fact that a good deal of trading is being done between the jobbers themselves and adjustments are being made in this way to meet the present needs of the various territories so trading. One large jobber told CANADIAN GROCER that he had shipped out several carloads of canned goods recently, and these went to Western Canada points. The same source stated that it was unlikely that the West could get the usual supply of canned goods from the States the coming season, and that they would consequently be drawing more than in other seasons on the pack of the Eastern factories. Among the slight changes for the week Labrador salmon has been reduced 25c per case to \$3. This is entirely due to the fact that there is a limited demand for the Labrador variety, and it is also stated that this is not only as good but superior in quality and flavor to some lines. Slight revisions have been made on canned tomatoes.

Salmon Sockeye—

"Clover Leaf," ½-lb. flats.....	2 45
1 lb. flat.....	4 00
1 lb. talls, cases 4 doz., per doz.....	3 75
½ flats, cases 8 doz., per doz.....	1 50
Chums, 1-lb. talls.....	1 80
Pinks, 1-lb. talls.....	2 40
Cohoos, 1-lb. talls.....	2 65
Red Springs, 1-lb. talls.....	2 70
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.....	2 25
Canadian sardines (case).....	6 75
Norwegian sardines, per case of 100 "¼s".....	20 00

Canned Vegetables—

Tomatoes, 1's.....	1 20
Tomatoes, 3s.....	2 60
Tomatoes, U.S. pack (2s).....	2 10
Tomatoes, 2½s.....	2 45
Peas, standards.....	1 75
Peas, Early June.....	1 90
Beans, golden wax.....	1 85
Beans, Refugee.....	1 85
Corn, 2s. doz.....	2 35
Spinach (U.S.), 3s.....	3 00
Do., (U.S.), gallons.....	10 00
Corn (on cob, gal. cans), doz.....	8 50
Red raspberries, 2s.....	2 90
Simcoes.....	2 75
Red cherries, 2s.....	2 60
Strawberries, 2s.....	2 90
Blueberries, 2s. doz.....	1 35
Pumpkins, 2½s.....	1 60
Pumpkins, 3s.....	1 75
Pumpkins (gallon), doz.....	6 90
Carrots, sliced, 2s.....	1 45
Apples (gallons).....	5 00
Peaches, 2s (heavy syrup).....	2 00
Pears, 2s (heavy syrup).....	2 45
Pineapples, 1½s.....	2 25
Greengage plums (light syrup).....	1 90
Lombard plums (heavy syrup), 2s.....	1 70

Dried Fruits In Good Demand

Montreal.

DRIED FRUITS.—A better and more general demand obtains this week for dried fruits, and these are going forward to both city and country points in fair volume. The scarce varieties are several and comprise prunes, apricots, and evaporated apples, there being a particular shortage in some places of apricots. Trading in the Southern markets is active for immediate delivery, but there is less of the speculative element in view of the Government's regulation and prohibition of speculative trading, except such as may pass between the dealers, and which has to be so confined as to not exceed a fair margin over producing costs.

Currants, old.....	0 24
Do., new.....	0 32
Dates, Excelsior, per case.....	5 75
Do., Dromedary.....	6 50
Figs (new), 100 to case.....	11 00
Figs (layer), 10-lb. boxes.....	1 90
Figs, Spanish (22-lb.).....	0 20
Figs, Portuguese.....	0 13
Figs, Fancy Cal. White (Choice)—	
Pkgs. 16 oz. (10 pkgs.).....	1 75
Pkgs. 10 oz. (12 pkgs.).....	1 45
Pkgs. 8 oz. (20 pkgs.).....	2 00
Pkgs. 6 oz. (50 pkgs.).....	3 60
Pkgs. 4 oz. (70 pkgs.).....	3 70
Prunes—	
30-40.....	0 17
California, 40-50s.....	0 13½
25-lb. cases, 50-60s.....	0 13
60-70s.....	0 12½
70-80s.....	0 12
80-90s.....	0 11
90-100s.....	0 10
Oregon, 30-40s.....	0 15½
40-50s.....	0 15¼
50-60s.....	0 12¾

Some Spices Will Be Scarce

Montreal.

SPICES.—The spice market continues to rule as firmly as ever, and, as one large importer put it to CANADIAN GROCER, "there is going to be a very serious shortage of goods in our line, and it's coming pretty shortly." There is a large and steady distribution being made in the United States market, and this is rapidly absorbing many of the available spot supplies. There is very little trading in futures, but there is a good movement upon the part of manufacturing interests. Red pepper, cloves and pimentos are all firmer. There is difficulty in getting quotations at all on some lines, and it would seem that altogether there will be a condition of barer supplies in many lines than has obtained heretofore. Without change for the week prices are as follows:

Allspice.....	0 16	0 18
Cassia.....	0 25	0 30
Cayenne pepper.....	0 28	0 35
Cloves.....	0 70	
Cream of tartar.....	0 80	0 90
Ginger, pure.....	0 25	0 35
Ginger, Cochin.....	0 25	
Ginger, Jamaica.....	0 30	0 35
Mace.....	0 80	1 00
Nutmegs.....	0 40	0 50
Pepper, black.....	0 35	0 40
Pepper, white.....	0 42	0 45
Pickling spice.....	0 22	0 25
Tumeric.....	0 21	0 23
Cardamon seed, per lb., bulk.....	2 00	
Caraway, Dutch, nominal.....	0 75	
Cinnamon, China, lb.....	0 22	0 25
Cinnamon, per lb.....	0 35	

Mustard seed, bulk.....	0 25
Celery seed, bulk.....	0 46
Shredded cocanut, in pails.....	0 21
Pimento, whole.....	0 12
For spices packed in cartons add 3¼ cents a lb. and for spices packed in tin containers add 10 cents per lb.	0 14

Bean Sales Normal; Prices Unchanged

Montreal.

BEANS.—With the continued firmness of undertone reported last week, beans are selling in a fairly reasonable way. Some large jobbers have been handling nearly all their supplies of the Quebec variety while in other cases there have been various lots imported from Japan. Absorption of supplies is being accomplished gradually but there seems to be no complaint of being unable to get what are required for the immediate trade needs. At the same time the supplies are reported to be just fair.

Beans—

Canadian, hand-picked, bush.....	9 50	10 50
Ontario, new crop, 3 to 4 lbs.....	8 15	
British Columbias.....	8 16	
Do., in 100-lb. sacks, gross,		
per 100 lbs.....	15 00	15 50
Canadian, 3-lb. pickers, per bu.....	9 00	9 50
Canadian, 5-lb. pickers.....	7 40	8 00
Michigan, 3-lb. pickers.....	9 00	10 00
Michigan, hand-picked.....	9 50	10 50
Yellow Eyes, per lb.....	0 14	0 14
Rangoon beans, per bush.....	7 00	7 50
Lima, per lb.....	0 13	0 20
Chilean beans, per lb.....	0 14	0 14½
Manchurian white beans, lb.....	0 15	
South American.....	5 20	5 20
Peas, white soup, per bush.....	5 00	5 50
Peas, split, new crop, bag 98 lbs.....	11 00	11 25
Barley (pot), per bag 98 lbs.....	6 25	7 25
Barley, pearl, per bag 98 lbs.....	7 50	8 00

Rice And Tapioca Show Advances

Montreal.

RICE, TAPIOCA.—The local situation on rice continues to be very firm and a readjustment of prices has been taking place among the jobbers. There is a normal trade for this commodity both for city and country account. The spot supplies are reported smaller also in the New York markets. Tapioca is firmer and is selling fairly well. Prices on this are also a slight shade higher.

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

Prices Withdrawn; Cane Syrup Scarce

Montreal.

MOLASSES AND SYRUPS.—There is a good demand for syrups. In fact this has been so active that one refinery has withdrawn prices, the St. Lawrence being oversold. The fact of there being such a dearth of molasses has served to stimulate the demand for syrups of the various kinds and sales have been large. During the spell of clearer weather there was a better delivery of corn and this is enabling the

mills to operate more uninterruptedly. From enquiries made it would seem that there is no likelihood of supplies of molasses accumulating in the immediate future and in the meantime there is very little supply for distribution here. Prices rule firmly without change.

Corn Syrup—

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

Prices for

Fancy, Choice, Island of Montreal	
Puncheons	0 91 0 93
Barrels	0 94 0 96
Half barrels	0 96 0 98

For outside territories prices range about 3c lower.

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

Cane Syrup (Crystal) Diamond—

2-lb. tins, 2 doz. in case, per case.....	
Barrels, per 100 lbs.....	
Half barrels, per 100 lbs.....	

Maple Sugar And Syrup Supply Small

Montreal.

HONEY AND MAPLE PRODUCTS.

—There is practically no maple sugar or maple syrup to be had in quantity, the trade reports. This is held at firm prices and the trading is naturally light and just odd lots are passing here and there. The new product will be available soon, it is expected, shortly after the milder weather sets in. Preparations have been going forward for tapping trees and these are considered to be on an increased scale this year. Honey is still available in small lots and the prices are held unchanged.

Honey—

Buckwheat, 5-10 lb. tins, lb.....	0 19
Buckwheat, 60-lb. tins, lb.....	0 16½
Clover, 5-10 lb. tins, per lb.....	0 22
Clover, 60-lb. tins	0 21
Comb, per section	0 21

Maple Product—

Syrup, 18 lbs. Imp. meas., gal. 1 70	1 80
11-lb. tins	1 35 1 45
Sugar, in blocks, per lb.....	0 19 0 20

Nut Market Quiet; Peanuts In Demand

Montreal.

NUTS.—There is not a great deal of activity in the nut market although the continued demand obtains for peanuts. These are to be had in various grades although the large demand for peanut butter is absorbing a great deal of the available supply. The only item that shows any change in the outside market is that of Brazil nuts which are slightly easier. The general tone of the market is quiet.

Almonds (Tara), per lb.....	0 20	0 24
Almonds (shelled)	0 42	0 43
Almonds (Jordan)	0 70	
Almonds, Valencia, shelled.....	0 44	0 46
Almonds, soft shelled Tarragonas	0 21½	0 22½
Brazil nuts (new)	0 14	0 18
Brazil nuts (med.)	0 15	0 17
Filberts (Stelly), per lb.....	0 19	0 21
Filberts, Barcelona	0 17½	0 18½
Hickory nuts (large and small), lb.....	0 10	0 15
Peanuts, Bon Ton	0 15½	0 16½
Peanuts, "Diamond G"	0 15	0 16
Peanuts (coon), per lb.....	0 12½	0 13½
Peanuts (Jumbo), per lb.....	0 16	0 21

Peanuts, shelled, Spanish, No. 1.....	0 17
Peanuts, shelled, Virginia, No. 1	0 17½
Do., No. 2	0 14
Pecans (new Jumbo), per lb.....	0 21 0 25
Pecans, New Orleans, No. 2.....	0 21 0 24
Pecans "paper shell," extra large Jumbo	0 40
Pecans (shelled)	0 30
Walnuts (Grenoble)	0 23
Walnuts (new Naples)	0 16 0 18
Walnuts (shelled)	0 61 0 63
Walnuts (Marbots), in bags.....	0 22 0 24
Walnuts (California), No. 1.....	0 24

Cereal Market Shows Some Changes

Montreal.

CEREALS.—There have been some revisions of price in the cereal list and the general tone is firm, as pointed out last week. This is especially true of the various oat products and there would seem to be a general scarcity of the better oats for milling. This, when added to the dearth of stocks, makes firmer prices probable from week to week and the position has continued particularly strong for the last two weeks. Among the revisions made the past week are advances by one jobber on corn flour, pearl and pot barley and also on oatmeal. The market all through is ruling strong and rye flour is inclined to reach higher levels.

Barley, pearl	8 25	8 75
Barley, pot, 98 lbs.	6 25	6 75
Buckwheat flour, 98 lbs.		7 25
Corn flour, 98 lbs.	7 00	7 50
Cornmeal, yellow, 98 lbs.	5 90	6 60
Hominy grits, 98 lbs.	6 75	8 00
Hominy, pearl, 98 lbs.	7 50	7 75
Oatmeal, standard, 98 lbs.	6 55	6 60
Oatmeal, granulated, 98 lbs.	6 55	6 60
Peas, Canadian, boiling, bush.....	5 00	5 50
Split peas	10 25	11 25
Rolled oats, 90-lb. bags	5 50	6 00
Rolled oats (family pack.), case	5 75	5 80
Rolled oats (small size), case.....	2 05	2 12½
Rye flour, small lots, 98 lbs.....		6 25

Flour Demand Large; Feed Supplies Short

Montreal.

FLOUR AND FEEDS.—There is an unabated and somewhat an unsatisfied demand for flour. With transportation somewhat better there is more hopeful outlook that more wheat and other grains will be obtainable soon. "We cannot tell what is ahead of us in the matter of supplies" was one miller's way of sizing the situation. In a general way it seems that a good many of the bakers went on with the use of new war standard flours on the first of March, while some are waiting till the last day of grace to begin its use. As stated last week, there are still some supplies of patent flours on hand and the trade is just wondering what will be done to absorb this. In the case of small lots in an out-of-the-way places it would be ridiculous to have to ship in less than carload lots. This might be overcome in the large centres where surplus supplies could be collected and taken to a given point local for shipment in full cars. It is expected that some arrangement will have to be made which will permit the baker to use up supplies that he has, where he has been unable to get his cars forward promptly this winter, deferred shipments that should

have reached him being delayed for many weeks, in given cases. Some feel that there was no need for anyone within reasonable distance of their supplies to have a surplus of the old flour on hand and that in this all needing large stocks from week to week have had the support of their millers. It is conceded that due allowance will have to be made in given cases and adjustments made by the government in view of the surrounding conditions. Feeds still are very firm and prices have again advanced in some instances. There is an insatiable demand and one miller stated that they could sell their output many times over were it possible to secure it.

War Standard, Graham and Whole

Wheat Flours—	
Car lots (on track)	11 10
Car lots (delivered), Bakers... ..	11 20
Small lots (delivered)	11 30
Bran, per ton	35 00
Shorts	40 00
Crushed oats	69 00 73 00
Barley chop	78 00 87 00
Barley meal	71 00 73 00
Feed oats, per bushel	1 16

Coffee Maintains Price And States' Trading Firm

Montreal.

COFFEE.—The local market situation is unchanged this week, but there is a fairly reasonable demand. Prices are held unchanged, and in sympathy with the spot situation in New York these are firm. Trading there has been active in stocks that are available for immediate or near delivery, and this is being done at well-maintained prices. In the cocoa markets there is a satisfactory demand and orders from the country and from city traders are good.

Coffee, Roasted—

Bogotas, lb.	0 28	0 32
Jamaica, lb.	0 23	0 25
Java, lb.	0 33	0 40
Maracaibo, lb.	0 23	0 24
Mexican, lb.	0 28	0 29
Mocha, lb.	0 34	0 37
Mochas (genuine)	0 47	0 48
Rio, lb.	0 19½	0 20
Santos, Bourbon, lb.	0 24	0 25
Santos, lb.	0 23	0 24

Cocoa—

Bulk cocoa (pure)	0 30	0 35
Bulk cocoa (sweet)		0 25

Tea Going Forward And Prices Are Ruling Firm

Montreal.

TEA.—With a seasonably good demand for teas prices are well held, and there is the continued tendency to firmness. Enquiry indicates that there are but limited stocks in the hands of retail dealers and grocers, and it is thought that the demand will therefore remain active. Some sources report that there has been a better demand from Western centres and this also would indicate a reduced condition of stock there. Prices are unchanged.

Ceylon and Indias—

Pekoe, Souchongs, per lb.	0 38	0 40
Pekoes, per lb.	0 40	0 46
Orange Pekoes	0 43	0 50

Javas—

Pekoes	0 31	0 34
Broken Orange Pekoes	0 33	0 36
Orange Pekoes	0 35	0 40

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Lemons And Oranges Firm Vegetable Market Fair

Montreal.

FRUITS AND VEGETABLES.—The firmness of the local market for citrus fruits reflects the condition in the United States markets. Oranges and lemons are a little higher here, especially in the better varieties. There is a fairly good trade, and supplies are ample for the present needs. Deliveries will probably improve in the near future. In the vegetable markets there is little interest manifested, but a fair seasonable trade is reported to exist. Slight revisions upward are made in the price of Montreal cabbage and California celery, cucumbers, Spanish onions and Boston lettuce, while there is an easier tone for California cauliflower and watercress. Trade is just fair.

Bananas (fancy large), bunch...	3 50	4 00
Oranges, Valencia lates	5 00	5 75
Oranges, Porto Ricos	4 25	5 25
Oranges, California navels	7 00	7 75
Oranges (bitter)	4 00	5 00
Oranges (Seville, bitter)		5 50
Grape fruit, Cuban	4 00	4 50
Grape Fruit, California	5 00	6 00
Grape fruit, Florida	5 00	6 00
Lemons (fancy new Messina), as to size	4 50	7 00
Lemons, California seedless		5 00
Grape fruit (fancy Jamaicas)	3 25	3 75
Grape fruit (fancy Porto Ricos) 80, 96, 64		4 50
Grape fruit (fancy Porto Ricos) 54, 64		4 25
Grape fruit (fancy Porto Ricos) 36		4 00
Pineapples, Cuban, grate		5 00
Grapes, Malaga (keg)	7 00	7 50
Grapes, Malaga (heavy weights, tinted), per keg		12 00
Grapes, Malaga, medium		10 00
Cocoanuts (sack)		7 25
Apples, (bbls.)—		
Wealthy, No. 1	7 00	7 50
Fameuse	7 00	8 50
Ben Davis	4 00	5 00
Russets	5 50	6 50
Apples, boxed		2 75
Pears (eating), small lots only, doz.	0 30	0 60
Ontario Apples—		
Spys, No. 1, per bbl.	8 00	8 50
Do., No. 3 (special), bbl.		5 50
Do., No. 3, bbl.		4 50
Pewaukee, No. 1, bbl.		6 50
Do., No. 2, bbl.		5 50
Baldwin, No. 1, bbl.	6 00	7 00
Do., No. 3 (special), bbl.		5 50
Do., No. 3 (ordinary), bbl.		4 00
Stark, No. 1, bbl.		7 00
Do., No. 3 (special), bbl.		5 50
Do., No. 3 (ordinary), bbl.		4 00
Boxed apples (all sizes)		2 75
Rhubarb, doz.	1 50	1 75
Cauliflower (California), crate, 2 doz.	4 50	5 00
1 doz. crate		2 50
Cabbage, Montreal, per bbl.	2 50	3 00
Cabbage, Montreal, doz.	1 00	1 25
Celery, Canadian, per doz.	0 50	1 00
Celery, Cal., 4, 5, 6 doz. case.	6 00	7 50
Celery (Wash.), doz.		1 50
Celery, Florida	3 00	3 25
Cucumbers (Boston), doz.	2 50	3 00
Horseradish (Can.)		0 20
Endive (Can.)		0 25
Endive (Amer.)		0 50
Mint		0 60
Leeks	3 00	4 00
Onions, Canadian, bag	1 50	1 75
Onions, red, 100-lb. bag	2 50	2 75
Oyster plant		0 75
Parsley (Amer.)		1 50
Parsley (Can.)		0 75
Spanish onions, half cases	2 25	3 00
Spanish onions, large crate	4 50	5 50
Spanish onions (small crate)	1 25	2 75
Potatoes (sweet), per hamper, as to size	2 50	5 00
Potatoes, bag	1 60	1 75
Potatoes (New Brunswick), bag	2 00	2 25
Carrots, bag	0 50	0 75
Beets, bag (60-lb. bag)	0 90	1 00
Paranips (60-lb. bag)		1 00
Turnips (Quebec), bag		1 00
Turnips (Montreal), bag	0 75	0 90
Tomatoes (hothouse), lb.		0 40
Lettuce, curly (3 doz.)		2 50
Lettuce, Boston, hothouse (2 doz.)		

in box)	2 25	2 75
Lettuce (Florida), hamper		2 75
Mushrooms (lb.)		1 00
Cranberries (Cape Cod), box		5 50

Cranberries (new), small size, bbl.	15 00
Watercress (Can.)	0 60
Watercress (Amer.)	1 25

ONTARIO MARKETS

TORONTO, March 13.—In some quarters, speculation is rife as to the possibility of a tax on tea being levied. Where the present rumors originated cannot be determined but views expressed on same are outlined further on. Improvement in the sugar situation is very slow and the present shortage is purely and simply a case of transportation. An advance in Crisco has been reported during the week as well as in many miscellaneous lines such as tanglefoot, sulphur, wash boards, peanut butter, ammonia and dust bane. Marmalade reveals higher tendency and a shortage of raspberry jams is reported. Business in all lines is stated as being very good.

Improvement In Sugar; Situation Slow

Toronto.
SUGAR.—Reports from the United States indicate that the domestic beet crop is nearly finished and that the supply is nearly 200,000 tons less than had been at first estimated. However, the Cuban production has been large, amounting to date to 1,081,447 tons against 892,608 last year. Exports have been, however, only 447,106 tons against 607,041 last year, so it will be seen that transportation is playing a large part in the present shortage. The facilities for storage Cuba are decidedly limited and the raw sugar is being stored in the open fields. Arrangements which were about complete to employ Dutch tonnage in transporting the Cuban crop have suffered a setback but it is thought some satisfactory arrangements will be yet employed to provide some satisfactory arrangements will be yet employed to provide necessary transportation. The immediate situation might be termed acute but this appears to be a temporary condition which should be relieved shortly.

Special licenses have to be secured to conduct business now and information provided as to the probable year's requirements based on purchases of the past three years, in addition to which special customs permits are required covering individual purchases. This adds to the difficulties of getting shipments through promptly.

No advances have been reported in any line of sugar outside of Lantic, notice of which appeared in last week's issue. It would appear as though the present limited output of Acadia sugar is being marketed in the Maritime market as local supplies are practically exhausted and no shipments coming through.

The Wholesale Grocers' Guild of Nova Scotia has circularized the retail trade dealing with the present shortage of sugar. They state that it will be necessary for them to accept one bag of

yellow sugar with every two bags of granulated from the refiners and therefore will be compelled to ask their customers to take sugar from them in the same proportions. Retailers are urged to regulate their sales likewise, otherwise granulated will not be available in sufficient quantities to serve everyone.

Atlantic, extra granulated	8 79
St. Lawrence, extra granulated	8 54
Acadia Sugar Refinery, extra granulated	8 54
Can. Sugar Refinery, extra granulated	8 54
Do., No. 1 yellow	8 14
Dom. Sugar Refinery, extra granulated	8 54
Icing sugar, barrels	8 74
Powdered, barrels	8 64

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

Crisco Higher; New Size In Tanglefoot

Toronto.
CRISCO, TANGLEFOOT.—Many miscellaneous lines have undergone revision during the week, advances being recorded in each instance. Crisco is now being quoted at \$10.80 case. Tanglefoot is being put out in a new size, 8 x 14½ inches, the cartons still containing 25 double sheets, 10 cartons in a case. Prices per case will be \$4.60 and cartons 50c each. Other items on which new prices are being quoted are listed herewith: Sulphur at \$3.75 bag; Diamond King wash boards, \$5.50 dozen; Nonsuch stove paste, 90c dozen; McLaren's peanut butter No. 1, \$1.40; No. 2, \$1.95; No. 3, \$2.40; No. 4, \$3.25 dozen; Squirrel peanut butter, 1 lb. tins, \$3.60 dozen; Star ammonia, \$2.70 case of 3 dozen; Sun ammonia, \$2.50 case of 3 dozen; dust bane, \$7.75 case of 3 dozen, \$2.60 per dozen.

Higher Prices In Molasses Expected

Toronto.
MOLASSES, SYRUPS.—A very firm situation exists in molasses and higher prices are being looked for. The present basis, first cost, on Barbadoes is given as over 90c per gallon, barrel basis, and in this some justification for the present high prices will be evident. No change in the market locally has as yet gone into effect but stocks of Barbadoes are very light. Shipments are in transit but no receipts have been reported during the week.

Corn and cane syrups are holding firm with stocks in fair condition and demand good.

Barrels, per lb.	0 07	
Cases, 2-lb. tins, 2 doz. in case	4 65	
Cases, 5-lb. tins, 1 doz. in case	5 20	
Cases, 10-lb. tins, 1/2 doz. to case	4 95	
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/2c over bbls.		
Cane Syrups—		
Barrels and half barrels, second grade, lt.	0 06	
Cases, 2-lb. tins, 2 doz. in case	5 05	5 25
Molasses—		
Fancy Barbadoes, barrels	0 98	1 00
Choice Barbadoes, barrels	0 88	0 90
West India, 1/2 bbls., gal.	0 55	0 65
West India, 10-gal. kegs.		6 50
Tins, 2-lb., table grade, case 2 doz., Barbadoes		4 75
Tins, 3-lb., table grade, case 2 doz., Barbadoes		6 40
Tins, 5-lb., 1 doz. to case, Barbadoes		5 30
Tins, 10-lb., 1/2 doz. to case, Barbadoes		5 20
Tins, 2-lb., baking grade, case 2 doz.		3 50
Tins, 3-lb., baking grade, case of 2 doz.		4 60
Tins, 5-lb., baking grade, case of 1 doz.		3 90
Tins, 10-lb., baking grade, case of 1/2 doz.		3 75
West Indies, 1 1/2, 48s.		5 00
West Indies; 2s, 36s.	4 00	4 25

Marmalade Advances; Some Jams Scarce

Toronto.
CANNED GOODS.—An advance in Shirriff's marmalade was made during the week and in some quarters the belief was expressed that a shortage of marmalade might be expected. There seems to be a great deal of trouble getting oranges through in good condition, and the difficulties of transportation generally are being felt. Prices on Shirriff's orange marmalade now prevailing are as follows: 1 pound glass jars \$2.85 dozen; 2 pound glass jars \$5.10 dozen; 4 pound tins \$8.85 dozen. Strength in the salmon market is revealed in an upward trend on Cohoes, 1 lb. talls, which are quoted as high as \$3.75 dozen. Tomatoes show a little firmer tendency and \$2.65 is named by some as their lowest quotation. Beans are reported very scarce but no change in prices has been made. Raspberry jam is in very firm market and a shortage of available supplies is reported. Generally speaking the market is firm and shipments of canned goods are being held up by the railroads to some extent.

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

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

Plums, Lombard, 2s	1 75	
Plums, Green Gage	1 80	1 95
Raspberries, 2s, H.S.	3 00	3 25
Strawberries, 2s, H.S.	3 00	3 40
Jam, raspberry, 16 oz., doz.	2 90	3 30
Do., black currant, 16 oz.	2 90	3 20
Do., strawberry, 16 oz.	3 00	3 40
Do., raspberry, 4-lb. tin.	0 83	0 90
Do., black currant, 4-lb. tin.	0 77	0 88
Do., strawberry, 4-lb. tin.	0 83	0 90
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Plums, Green Gage, doz.	2 40	2 95
Do., Lombard, doz.	2 95	2 90
Do., Blue, doz.	2 40	2 90
Black currants, doz.		3 45
Red currants, doz.		3 45
Raspberries, doz.	3 45	3 60
Strawberries	3 60	4 40

Scarcity In Many Lines Dried Fruits

Toronto.
DRIED FRUITS.—Not only are local supplies of apricots and peaches very low but it is said that practically no stocks exists at primary points. Small shipments of prunes come dribbling in but stocks are by no means up to normal. Receipts of raisins are reported during the week. A good movement of the 1917 crop of raisins for fall delivery is now being experienced. With the transportation difficulties now existing, retailers are being urged to cover for their requirements early. Shipment of dates from New York has not yet arrived but some hope is held out that these will soon be received. A shipment of Portuguese figs is expected to arrive during the week. The vessel arrived in New York four weeks ago but congestion in that port has prevented ships being lightered. It is understood some boxes of selected figs are on the same ship for this market and if these are equal to expectations, prices will undoubtedly be higher. It is extremely difficult to place orders for dried fruit in the United States, brokers report having received orders which they are unable to place and do not expect to be able to do much before the first of May or even June. Prices on prunes show a firmer tendency. Seedless raisins, loose in 50 pound boxes, are being offered at 13c and bleached at 14c per pound. A slight change in package raisins has been made upward.

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

Raisins—		
California bleached, lb.	0 14	0 15 1/2
Valencia, Cal.	0 10 1/2	0 10 1/2
Valencia, Spanish		
Seeded, fancy, 1-lb. packets.	0 11 1/2	0 13
Seedless, 12-oz. packets	0 11	0 12 1/2
Seedless, 16-oz. packets	0 14	0 15 1/2
Seedless, screened, lb.	0 13	0 15 1/2

Rumors Re Duty On All Teas

Toronto.
TEAS.—Rumors are prevalent that a duty is likely to be imposed on tea but this is discounted in many quarters. It is pointed out that the revenue to be derived would not be great even at 10c per pound which would be a fairly heavy tax, and the impression generally is that nothing will be done in this regard. However, uncertainty must exist as no information is given out until the Minister of Finance is ready to present his budget. Various views on the effect a duty might have, were gathered and whereas some felt that sales would be curtailed, others seemed to feel that tea at even \$1 per pound was a cheap drink and it is now looked on more as a necessity than a luxury. Business reveals a better distributing demand, practically all being conducted on spot stocks. This is said to be due to the cost of importation being much higher and the difficulty in transportation so great. No change in prices is recorded during the week.

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

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

Coffee Shows Firmer Tendency Again

Toronto.
COFFE.—A very firm situation is revealed in coffee during the week. Business is reported brisk, spot stocks moving freely. Stocks are said to be in good condition and the demand is excellent. No change in price has been made, and any change made is more than likely to be in an upward direction. Prevailing prices are given herewith:

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

Higher Prices Anticipated In Spices

Toronto.
SPICES.—Higher prices in the prima-

ary market on cassia were said to be ruling in last week's issue of CANADIAN GROCER and this has affected the local market in some quarters where the range now runs from 35c to 38c per pound as against 30c to 35c. Cream of tartar is decidedly stiffer, bulk being practically off the market and all packages being extremely scarce. The French pure cream of tartar is now quoted as high as 96c per pound in some instances. A general advance is expected to go into effect almost immediately. In the matter of further supplies, uncertainty exists. Japanese ships will likely be withdrawn from overseas duty and that will affect receipts materially. Present prices are given as follows:

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

**Firmer Trend Evident
In All Nuts**

Toronto.
NUTS.—Nuts on the street reveal a decidedly firmer tone during the week. Heavy demands on local supplies have been made owing to the approach of the Jewish holidays and stocks which were fairly heavy have been considerably reduced. The primary market on filberts is up ½c and Brazil nuts and almonds are reported very strong. Shipments of Brazils are reported in transit. In some quarters an advance of 1c per pound has been made in Tarragona almonds. Walnuts remain firm with the new stock quoted at 75c per pound and the limited quantity of old nuts selling at 65c. Stocks are by no means heavy and a very firm situation can be said to exist. The demand as noted above has been heavy.

In the Shell—		
Almonds, Tarragonas, lb.	0 20	0 22
Walnuts, Bordeaux	0 25	0 26
Walnuts, Grenobles, lb.	0 22	0 22
Walnuts, Manchurian, lb.	0 20	0 20
Filberts, lb.	0 19	0 22
Pecans, lb.	0 25	0 27
Peanuts, Jumbo, roasted	0 22	0 27
Do., No. 1 Virginia, roasted	0 21	0 22
Brazil nuts, lb.	0 14	0 17
Cocanuts, per 100		7 50
Shelled—		
Almonds, lb.	0 44	0 45
Filberts, lb.	0 35	0 40
Walnuts, lb.	0 65	0 75

Peanuts, Spanish, lb.	0 19
Do., Chinese, Japanese, lb.	0 17

**Domestic Beans
Need Careful Picking**

Toronto.
BEANS.—The supply of desirable domestic beans is limited and requires a lot of picking. Supplies are limited and whereas demands are being taken care of, no great surplus is reported. Limas are practically done for and further shipments are not expected prior to November. The stocks of all beans is none too heavy and the market is holding steady. Limas are being quoted at 19 and 20c per pound in the majority of instances though some supplies are procurable at 18c per pound. An imported white bean, hand picked, is being quoted at \$6.50 per bushel and white Japanese, hand picked, at \$6.75 per bushel.

Ontario, 1-lb. to 2-lb. pickers, bu.	8 50	9 00
Do., hand-picked	9 00	9 25
Can. white kidney beans, bush.		
Rangoons, per bush.	6 75	7 00
Yellow eyes, per bushel		
Japanese Kotonashi, per bush.		8 00
Limas, per pound	0 18	0 22

**Japan Rices Up
¾c Per Pound**

Toronto.
RICE.—The rice situation has been covered in a letter sent out by a large importer to the trade as follows: "Higher prices on rice have become inevitable. Quotations from Oriental markets are now being safeguarded and hedged in by various conditions. Steamers are being withdrawn from the Pacific run. The possible clash between Japanese and enemy agents in Siberia has affected values. Everything seems to be urging prices upwards.

"This applies particularly to Japanese grades although the freight situation governs other varieties as well. To meet the mounting values we have had to issue new price lists announcing several increases."

The higher grades of Japans are up ¾c per pound and seconds ¼c. No change in other varieties has been made locally as yet. A good demand exists. Tapioca is still reported scarce though no change in price is reported.

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

**Cornflakes Advance 25c,
Then Decline 10c**

Toronto.
PACKAGE GOODS.—Featuring an otherwise rather quiet market is the fluctuation in Kellogg's corn flakes which advanced 25c per case to \$4.25 and later declined to \$4.15 per case. Rolled oats remained unchanged at the advances recorded last week. A shortage of Cream of Wheat is reported

in many quarters. Though heavy stocks are not the rule in any of the package goods, sufficient to meet the demand in practically all lines is evident. The demand is good and shipments are going forward freely.

Cornflakes, per case	3 90	4 15
Rolled oats, round, family size, 20s	5 05	5 80
Rolled oats, round, regular 18s, case	2 00	2 12½
Rolled oats, square, 20s	5 65	5 80
Shredded wheat, case	4 25	
Cornstarch, No. 1, pound cartons	0 11	
No. 2, pound cartons	0 10	
Starch, in 1-lb. cartons	0 11	
Do., in 6-lb. tins	0 12½	
Do., in 6-lb. papers	0 09½	

**No Change In
Honey And Maple Syrup**

Toronto.
HONEY, MAPLE SYRUP.—No change in the situation in respect to honey and maple syrup is reported for the week. Pure maple syrup, 24/16 oz. bottles, is being quoted at \$3.25 and one brand in a size designated as 36 smalls at \$11.85 per case. Receipts are light and prices are holding firm at figures shown below:

Honey—		
Clover, 5 and 10-lb. tins	0 22	0 23
60-lb. tins		
Buckwheat, 60-lb. tins		0 18
Comb, No. 1, fancy, doz.	3 50	3 60
Do., No. 2, doz.	3 00	3 25
Jars, 7-oz., doz.		
Do., 10oz., doz.		
Do., 12-oz., doz.		
Do., 16-oz.		
Maple Syrup—		
No. 1, gallon tins, 6 to case	11 70	12 60
No. 2, half gal. tins, 12 to case	12 25	14 20
No. 3, quart tins, 24 to case	12 25	15 55
No. 3, quart bottles, 12 to case	5 50	7 00
N.B.—Above are wine measure.		
Gallon tins, Imperial, 6 to case		13 50
5-gallon tins, Imperial, per tin	9 25	10 50
Barrels, 25 or 40 Imp. gals.		2 00

**Supplies Of Oranges
May Be Short**

Toronto.
FRUIT.—The box market on apples is very firm and stocks locally are pretty well cleaned up. An endeavor is being made to secure further supplies, principally Winesaps but dependence generally hinges on the late varieties for import. Reports on the Nova Scotia apples are serious in that a great many may go to waste owing to lack of cars to ship. A reduction of 50c per barrel on Baldwins No. 1 Greenings No. 1 and Northern Spys, tree run is reported in some quarters. The tendency in grape fruit is towards higher prices. Very little Floridas are offering and New York prices on these are deemed almost too high for this market. The range of prices generally on Florida grape fruit is from \$5 to \$5.50 per case for all sizes, though one quotation on 36's and 46's was made at \$3.50 to \$4.50 with 54's, 64's, 80's and 96's from \$4.50 to \$5. Some shipments on California navels are arriving but the supply is practically exhausted. The supply of Florida oranges is reported very light with the primary market higher. This will mean placing hopes on seedlings and Valencias which may be moving in six weeks' time, though that is really two weeks earlier

than they should. The demand, however, is likely to be so insistent that this condition may develop. A car of California seedlings has been received, prices ranging from \$5 to \$6.

Apples—		
Boxes, Spitzenberg	2 75	3 25
Winesaps, box	2 75	3 25
Rome Beauty, box	2 90	3 25
Ontario—		
Baldwins, No. 1, bbl.	6 50	7 00
Greenings, No. 1, bbl.	6 50	7 00
Northern Spys, tree runs	5 50	6 00
Do., No. 1, bbl.	6 00	6 00
Mann, No. 2, bbl.	5 00	5 00
Pewakee, No. 1, bbl.	6 00	6 00
Do., No. 2	5 00	5 00
Starks, No. 1, bbl.	5 50	6 00
Do., No. 2	4 50	5 00
Ben Davis, No. 1, bbl.	4 00	5 50
Do., No. 2, bbl.	3 50	4 50
Spys, No. 3	5 00	5 00
Winter varieties, straight No. 3	4 50	4 50
Nova Scotia—		
Baldwins, No. 1	5 50	5 50
Do., No. 2	4 50	4 50
Wagner, No. 1	5 00	6 50
Do., No. 2	4 00	6 00
Starks, No. 1	5 00	5 50
Do., No. 2	4 50	5 00
Winter varieties, straight No. 3	3 00	3 50
Bananas, yellow, bunch	3 75	4 00
Grapefruit—		
Jamaica, 46s, case	.....	.....
Do., 54s, case	.....	.....
Do., 64s, 96s, case	.....	.....
Do., 80s	.....	.....
Florida, 36s, 46s, case	3 50	5 50
Do., 54s, 64s, 80s, 96s	4 50	5 50
Cuban and Porto Rico, 54s, 64s, 80s, 96s	4 25	4 50
Oranges—		
California Navels—		
80s	4 00	.....
96s	4 25	.....
100s	4 50	5 00
126s	5 50	6 00
150s	6 50	7 00
176s, 200s, 216s, 250s	7 00	7 50
Florida Oranges—		
80s, 96s, 100s	.....	4 75
126s	5 25	6 00
150s	.....	6 00
176s, 200s, 216s, 250s	6 00	6 50
Lemons, Cal., case	.....	7 50
Do., Messinas, box	.....	6 50
Pears, Cal., box	.....	.....
Pineapples, Porto Rican, cs. 30-36s	6 50	7 00
Rhubarb, dozen	1 25	1 50
Malaga grapes, keg	.....	10 00
Strawberries, box	0 60	0 75

Potatoes Again Decline; Tomatoes High

Toronto.
VEGETABLES.—An easier tone is remarked in potatoes during the week, decline of from 10c to 25c per bag being reported in some quarters on all grades, as predicted in CANADIAN GROCER last week. It was thought Florida tomatoes would be available for Easter but the prices have reached such a high figure that the feeling prevails that too much risk is involved in handling. Weather conditions are too uncertain and dealers in the United States prefer to confine their activities to points further South rather than subject buyers in Canada to possible damage from frost. California celery in fair quantity and good quality is available, though some tendency towards Florida is evident, two cars now being reported in transit. Florida cabbage is coming along satisfactorily and the primary market has turned and is firming up. The campaign for increased consumption of Spanish and bag onions is reported as going well and might be termed a success. An easier market on carrots is

reported in a reduction of 10c per bag. Prices prevailing on the various lines are as follows:

Beets, bag	.....	1 50
Brussel sprouts, quart	.....	.....
Cauliflower, Cal., standard crates	4 00	4 00
Cabbage, Canadian, barrel	4 00	4 50
Carrots, bag	0 50	0 60
Celery, Ontario, doz.	0 25	0 60
Do., California, case	6 00	6 50
Cucumbers, Boston, doz.	3 00	3 25
Lettuce, leaf, doz. bunches	0 25	0 35
Do., Boston, head, hampers	.....	3 50
Mushrooms, 4-lb. basket	.....	3 50
Onions—		
Spanish, crates	4 50	5 00
Spanish, half crates	2 25	2 50
Do., Canadian, 75-lb.	2 00	2 50
American, 100-lb. sacks	2 75	3 00
Potatoes—		
New Ontario, bag	2 00	2 10
N.B. Delawares	2 15	2 25
P.E.I., bag	.....	2 00
Sweet, hamper	.....	5 00
Spinach, box	0 60	0 75
Tomatoes—		
Hothouse, No. 1, lb.	.....	0 35
Do., No. 2, lb.	.....	0 25
Parsnips, bag	.....	1 50
Parsley, doz. bunches	0 75	0 85
Peppers, green, dozen	0 50	1 25
Turnips, new, bag	.....	0 75

Grain Moving Better; Capacity Output Again

Toronto.
FLOUR.—A somewhat easier feeling is evident in milling circles as the railways seem to be showing some improvement in handling grain. One mill reports that they are again running to full capacity for the first time in about four months. Some mills report that they are behind with mixed car orders. The government order sending all mill feeds back West from points at the head of the lakes means that full cars of flour must now be made up for shipments. Mills depending on deliveries from farmers are experiencing a slight setback owing to poor roads but the mills served by the railroads are gradually assuming conditions more nearly normal.
War grade, 74% extraction—
 Manitoba spring wheat. 11.10 11.30
 Ontario winter wheat. 10.60 10.80
 Blended, spring and winter 10.85 11.05

MANITOBA MARKETS

WINNIPEG, March 13.—A number of important changes have taken place this week. Higher prices have gone into effect on peanuts, and even higher prices are predicted. Crisco is up 25c per case, effective March 4. Cream of Wheat is temporarily off the market due to shortage of material; manufacturers expect further supply of raw material soon. A number of Campbell's soups have been embargoed by the United States Food Control Department. Considerable difficulty is experienced getting supplies of macaroni from the United States, due to the fact that United States manufacturers are allowing only 70 per cent. of their usual output. The trade here must depend more and more on Canadian manufacturers. MacLaren's peanut butter is up slightly, and Gillett's cream of tartar has shown an advance.

There continues to be difficulty getting

Heavy Demand For Mill Feeds Continues

Toronto.
MILL FEEDS.—The heavy demand for mill feeds continues and exceeds supply. In some quarters the situation is looked upon as being very acute although others again feel that it is somewhat better. Efforts are being made to bring in shipments from the United States and a fair measure of success is reported. Prices remain at the established basis as follows:

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

Corn Shipments Slow; Market Firm

Toronto.
CEREALS.—Shipments of corn have not materialized and a very firm situation exists in corn flour. The market generally is firm and oatmeal records an advance, the range in five bag lots being \$6.50 to \$7, whereas single bag lots run from \$7 in full bags to \$7.50 in smaller quantities. The range in corn meal in five bag lots is increased from \$6.50 to \$6.60 to \$6.50 to \$7. Farina or No. 2 breakfast food is being offered in 24 pound bags at \$1.90 each. Ground rice in 10c packages sells to the retailers at 85c. per dozen.

	Five Bag Lots	Single Bag Lots
	Delivered	F.o.b. Toronto
Barley, pearl, 98s	\$7.35-\$7.95	\$ 8.00-\$ 9.00
Barley, pot, 98s	6.00- 6.50	6.50- 6.75
Cornmeal, 98s	6.50- 7.00	7.25- 7.75
Corn flour, 98s	.....	6.50- 7.35
Farina, 98s	.....	7.00- 8.00
Graham flour, 98s	5.60-	6.00-
Hominy grits, 98s	.....	6.50- 6.60
Hominy, pearl, 98s	.....	6.50- 6.60
Rolled oats, 90s	5.75- 5.90	5.85- 6.10
Oatmeal, 98s	6.50- 7.00	7.00- 7.50
Rolled wheat, 100-lb.	.....	.....
bbl.	.....	7.00- 7.50
Wheatlets, 98s	.....	7.00- 8.00
Peas, yellow, split	9.50 10.00	11.00- 11.50
Blue peas, lb.	.....	..... 0.15

Above prices give range of quotations to the retail trade.

stuff from across the line, and feeling here is that as time goes on conditions will be worse. One jobber states that we are facing a situation for next summer that is not very promising. There have been so many lines that have lasted out until now, but which require replenishing; this it will be impossible to do until the supply from Canada is big enough to fill the demand.

Sugar Shortage Still Acute In The West

Winnipeg.
SUGAR.—The situation is still serious and jobbers' stocks are almost nil. Supplies coming in are very meagre. It is stated conditions will not improve for two or three weeks. The difficulty is entirely one of raw sugar, that is, refiners have little raw sugar from which to manufacture the refined. Poor ship-

ping facilities are also hampering things. The trade generally realize that the refineries are doing the best they possibly can under the circumstances.

**Cane Syrup Withdrawn;
Corn Syrup Firm**

Winnipeg.
SYRUPS.—The B.C. Sugar Refinery Co. advise that Rogers syrup has been withdrawn temporarily from this market owing to shortage of raw sugar. There is a particularly good demand for corn syrup, and jobbers are expecting an advance because the market is firm, and there is difficulty getting corn across the border. It will be remembered that only two weeks ago corn syrup declined considerably, but it was stated then that an advance was not far away.

CORN SYRUP.

Beehive and Crown—	
2-lb. tins, 2 doz. case, per case.....	4 25
5-lb. tins, 1 doz. case, per case.....	4 90
10-lb. tins, ½ doz. case, per case.....	4 65
20-lb. tins, ¼ doz. case, per case.....	4 65
Barbadoes Molasses—	
In half barrels, per gal.....	1 15
New Orleans Molasses—	
Blackstrap, half barrels, wood, per gal.	0 63

**Raisin Prices Fixed;
Large Prunes Firm**

Winnipeg.
DRIED FRUITS.—Prunes are very firm in California, especially on large sizes. Raisins.—Price has been fixed in California until the fall; an advance here therefore is out of the question, as jobbers cannot replace their stocks at the same figure. Dates are very high and advancing. Evaporated Apples.—The demand is light, but the market is steady.

**Green Peas \$6.80;
Split Peas Down, \$10.25**

Winnipeg.
BEANS.—While the price of white beans runs around \$6.25-\$6.50, some jobbers are selling as low as \$5.80. It is also stated there are good stocks held in Winnipeg. Split peas are weaker, selling this week as low as \$10.25. Whole green peas are worth more, being quoted at \$6.80.

Barley—	
Pearl, 98-lb. bags, per bag.....	7 25
Pearl, 49-lb. bags, per bag.....	3 65
Pot. 98-lb. bags, per bag.....	5 20
Pot. 49-lb. bags, per bag.....	2 65
Pot. 24-lb. bags, per bag.....	1 35
Beans—	
Lima, large, about 80-lb. bags, per lb.	0 17½
Lima, small, 100-lb. bags, per lb.....	0 14
Fancy white, bushel.....	5 80 6 50
Peas—	
Split, 98-lb. bags, per bag.....	10 25 10 60
Whole, yellow, soup, 2 bush.	
bags, bush.....	4 50 5 00
Whole, green, bush.....	6 80

**Sago Down A Cent;
Tapioca Is Unchanged**

Winnipeg.
RICE.—A splendid demand is experienced by jobbers for rice, and the market is firm. It would not be safe to say that price will be higher later on; everything depends on tonnage, as there is lots of rice if it can be brought from the Orient. A decline has taken place

in the price of sago, which is now bringing 11c, a drop of a cent per lb. Tapioca is selling at the same price, viz. 14c.

Extra fancy Japan, 100-lb. bags.....	0 09
Fancy Japan, 100-lb. bags.....	0 08½
Choice Japan, 100-lb. bags.....	0 07¾
Siam, 100-lb. bags.....	0 07½
Tapioca, lb.....	0 13½ 0 14
Sago, lb.....	0 11

**Jumbo Peanuts 21c;
In 1917 Were 14c**

Winnipeg.
NUTS.—Further advances have taken place in the price of peanuts. Before the war, and until eighteen months ago, peanuts cost 3¾c per lb. f.o.b. source. They are now 12c and lines which cost 5½c-6c are now selling at 15c. There is every indication of still higher prices owing to the difficulty of getting stocks. Quotations on peanuts to-day are: Fancy roasted 19c, special Jumbos 21c. A year ago jobbers were selling better quality Jumbos for 14c. It is interesting in view of the above to notice that MacLaren's peanut butter advanced again recently, although the advance was only slight.

**Embargo Placed
On American Soups**

Winnipeg.
SOUPS.—It is announced that Campbell's soups are partially embargoed. It is expected that as time goes on the list of embargoed soups will be enlarged. The following are on the list at present: Chicken, clam chowder, mutton, clam bouillon, mock turtle, ox tail and tomato.

**West Expects A
Canned Goods Shortage**

Winnipeg.
CANNED GOODS.—The demand is fairly steady considering the high prices prevailing. However, while the demand is not heavy, everyone realizes there is not enough canned goods in stock here to last until the new crop. This applies to canned vegetables, fruit and salmon.

**Advance On Sealers;
Demand Is Heavy**

Winnipeg.
GLASS SEALERS.—Sealers have advanced 50c per gross on Gem jars and one dollar per gross on Perfect seal. Judging by the way orders have been booked ahead on these lines, the retail trade are looking forward to a very heavy preserving season this summer.

**Cornmeal Up To \$6;
Flour Sales Improving**

Winnipeg.
FLOUR AND FEEDS.—There is no change, of course, in flour prices, these having been fixed for the balance of the season. Domestic demand for flour has picked up considerably during the past week. Rolled Oats.—Price on 80's is slightly higher and the range should be now \$4.50-\$4.75. Much of the cheap stuff has been got rid of, but some of the

mills are still fighting one another. The big difference between Saskatchewan and Alberta quotations still exists, and the outlook is that there will soon be no milling oats, especially in Alberta, where the supply is short. An advance has taken place in the price of cornmeal, no doubt due to the difficulty getting corn across the border. The price to-day is \$6 for 98's. Feeds.—There is nothing new to report here, same conditions exist, i.e. big demand, short supply.

Govt. Standard Flour—	
Cash carload price.....	10 50
To bakers and flour and feed dealers.....	10 50
To storekeepers paying cash or 30 days, ton lots.....	10 60
Do., less than ton lots.....	10 70
Cereals—	
Rolled oats, 80's.....	4 50 4 75
Rolled oats, pkgs., family size.....	5 65
Cornmeal, 98's.....	6 00
Oatmeal, 98's.....	5 50
Feeds—	
Bran, per ton.....	30 80
Shorts, per ton.....	35 80

**Expect Decline In
Price Of Potatoes**

Winnipeg.
FRUIT AND VEGETABLES.—The most important fact in connection with this market is the likelihood of a drop in the price of Alberta potatoes. Farmers are apparently holding on to their supplies, expecting higher prices and before long there is a possibility of the market being flooded, and prices dropping. To-day good potatoes can be bought at \$1 per bushel. The demand is still light, but is expected to improve before long. California head lettuce has dropped to \$3 per case; Valencia onions are down to \$6. The few Florida tomatoes arriving are bringing \$10.50 per six basket crate. A new line on the market is artichokes at \$2.50 per dozen. Fruits.—Higher prices can be expected on all lines of apples, the demand being very heavy, and supplies rapidly cleaned up. Spies have jumped to \$3 per box, and all lines are firm. Bananas are scarce and have advanced to 7c per lb. Dealers look for higher prices on lemons; Messinas are bringing \$7.50. Grape fruit has dropped to \$5.50 per case. A new line on the market is Porto Rico oranges at \$5.50 per case.

Artichokes, doz.....	2 50
Cabbage, lb., local.....	0 05
Cabbage, imported.....	0 08
Cauliflower, Cal., doz.....	2 50
Celery, Cal., crate 100 lbs.....	6 50
Potatoes, Albertas.....	1 00 1 10
Potatoes, sweet, lb.....	0 06
Carrots, cwt.....	2 50
Carrots, new, doz.....	1 25
Turnips, cwt.....	2 00
Head lettuce, Cal., doz.....	1 00
Head lettuce, Cal., case 4 doz.....	3 00
Tomatoes, Cuban, 6-bkt. crate.....	11 00
Onions, Valencias, large case.....	6 00
Onions, yellow and red, cwt.....	3 00
Radishes, doz.....	0 70
Parsley, imported, doz.....	1 00
Parsnips, bag.....	4 50
Brussels sprouts, lb.....	0 20
Rhubarb, lb.....	0 14
Shallots, doz.....	1 00
Fruits—	
Apples, Nova Scotia, bbl.....	6 25
Apples, Wash. Jonathans, box.....	2 25
Apples, Rome Beauties, box.....	2 25
Apples, Spies.....	3 00
Apples, Wagners.....	2 25
Oranges, Porto Rico.....	5 50
Oranges, navels.....	7 50
Lemons.....	7 50
Bananas, lb.....	0 07
Grapefruit, Florida, case.....	6 50

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., March 12.—Local fresh eggs are still very scarce, though dealers are offering a lower price for them. Petaluma eggs from California are now selling freely at 49c a dozen wholesale. B. C. storage and Washington eggs, fresh, are off the market. The best butter is now 56c and the very cheapest is 53c. Hams are selling at 32c a pound, and bacon at 40c, and are firm at these figures. Lard is very firm at 28½c. There is a well-defined feeling that the potato market, which has been remarkably firm all season, is due for a slump. Very little buying is going on in these goods. Small size oranges are up to \$8.25 and \$8.50 a box. Eighties, a very large sized orange, can be had for \$5. Apple prices are very firm. Rice stocks are very low, but prices unchanged.

VANCOUVER, B.C.—

Sugar, pure cane, gran., 100 lbs.	9 45
Flour, war grade, Manitoba, per	
per bbl., in car lots	10 85 10 95
Rice, Siam, No. 1, per ton	165 00
Do., Siam, No. 2	150 00
Beans, Japanese, per lb.	0 14½
Beans, B.C., white	0 18
Potatoes, per ton	27 00 35 00
Lard, pure, in 400-lb. tierces, lb.	0 28½
Butter, fresh made creamery, lb.	0 53 0 56
Eggs, new-laid, in cartons, doz.	0 60
Eggs, California	0 49
Cheese, new, large, per lb.	0 25
Oranges, box	8 25 8 50

Salmon—

Sockeye, halves, flat case	16 50
Tall, case	14 00
Pinks, case	8 25 10 25
Cohoos	11 00 13 00
Chums	7 50 9 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., March 12.—There is a report current that Swift & Company are likely to open a factory for the manufacture of margarine in Alberta some time this month. In any event it is again being offered. Dominion cornflakes are now quoted at \$4.25. Kellogg's have again advanced this time 25c. Peanut butter is up 2c per pound. Peanuts are almost cleaned up locally. Lard 3's are now \$17.70, while peamealed bacon is ½c higher. New-laid eggs are selling at \$16 a case. Local potatoes have declined to \$36 per ton. Lemons are selling at \$8.50, navel oranges at \$4.50 to \$8.50. Evaporated apples, 50's, are quoted at

22 to 23½. Siam rice quoted at 8 and 9.

CALGARY:

Beans, small Burmah, lb.	0 11
Flour, 98s, per bbl.	10 45
Molasses, extra fancy, gal.	1 05
Rolled oats, 80s	5 25
Rice, Siam, cwt.	8 00 9 00
Rice, China, per mat, No. 1	4 00 4 25
Do., No. 2	3 85
Tapioca, lb.	0 14½
Sago, lb.	0 14½
Sugar, pure cane, granulated, cwt.	10 20
Cheese, No. 1 Ontario, large	0 25
Butter, creamery, lb.	0 50
Do., dairy, lb.	0 40
Lard, pure, 3s, per case	17 70
Eggs, No. 1 storage, case	13 00 13 50
New laid, per dozen, case	16 00
Candied peel, lemon, lb.	0 30
Tomatoes, 2½s, standard case	4 90 5 50
Corn, 2s, standard case	5 25 5 50
Peas, 2s, standard case	4 00
Apples, gals., Ontario, case	3 50
Strawberries, 2s, Ontario, case	6 50 6 80
Raspberries, 2s, Ontario, case	6 50 6 80
Apples, evaporated, 50s, lb.	0 22 0 23½
Apricots, evaporated, lb.	0 28½
Peaches, evaporated, lb.	0 16
Peaches, 2s, Ontario, case	4 75
Salmon, pink, tall, case	9 50
Salmon, Sockeye, tall, case	16 25
Do., halves	18 25
Potatoes, per ton	36 00
Navel oranges, case	4 50 8 50
Lemons, case	9 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., March 12.—A very noticeable advance in lard has occurred, bringing three's up to \$18 per case. Creamery butter has advanced and is now selling at 50 cents. Eggs remain firm and are coming in slowly. Rice is at \$9 per cwt. Beans have taken a decided advance and are quoted at \$7.50 per bushel. Crisco is higher at \$11.15 case. Potatoes are \$1.50. A further advance has occurred in Kellogg's corn flakes, the price now being \$4.25, an advance of 25 cents, and evaporated apples are a cent and a half higher at 21c. Black Jack stove polish is 15c dozen higher. Prunes also are a half a cent a pound in advance of old prices.

REGINA—

Beans, small white Japans, bu.	7 50
Beans, Lima, per lb.	0 22
Flour, standard, 98s	5 27½
Molasses, extra fancy, gal.	0 70
Rolled oats, bails	4 95
Rice, Siam, cwt.	9 00
Sago and tapioca, lb.	0 15½
Sugar, pure cane, gran., cwt.	9 89
Cheese, No. 1 Ontario, large	0 25½
Butter, creamery	0 50
Lard, pure, 3s, per case	18 00
Bacon, lb.	0 42
Eggs, new-laid	0 48 0 50
Pineapples, case	5 75
Tomatoes, 3s, standard case	5 25
Corn, 2s, standard case	4 60
Peas, 2s, standard case	4 20 4 25
Apples, gal., Ontario	2 90
Apples, evaporated, per lb.	0 21
Strawberries, 2s, Ont., case	6 30
Raspberries, 2s, Ont., case	6 30
Peaches, 2s, Ontario, case	4 30
Plums, 2s, case	3 40

Salmon, finest sockeye, tall, case	15 50
Salmon, pink, tall, case	9 00
Pork, American clear, per bbl.	40 75 41 00
Bacon, breakfast	0 41 0 42
Bacon, roll	0 22 0 24
Potatoes, per bush.	1 50

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., March 12.—There have been but few notable changes on this market during the past week. Rolled oats have made an advance of 75c, being quoted now at \$12.50. Yellow eyed beahs are slightly higher at \$10.25. Onions are selling at \$2.50 per 75 lb. bag. New laid eggs are somewhat easier, being quoted now at 55 to 60, while case eggs are at from 50c-54c. Apples are plentiful and are selling at from \$2.50-\$3.50 a barrel. Oranges are selling from \$7.50 to \$8.50 and grape fruit at from \$5.50 to \$6.00.

ST. JOHN, N.B.

Flour, No. 1 patents, bbls., Man.	12 55
Ontario	11 95
Cornmeal, gran., bbls.	14 50
Cornmeal, ordinary, bags	4 75
Molasses, extra fancy, gal.	0 87
Rolled oats, bbl.	12 50
Beans, yellow-eyed	10 25
Beans, California white	10 00
Beans, British Columbia white	9 75 10 00
Rice, Siam, cwt.	9 00
Sago and tapioca, lb.	0 17 0 18
Sugar—	
Standard granulated	8 60 8 65
No. 1 yellow	8 10 8 15
Cheese, N.B., twins	0 24 0 25
Eggs, new-laid	0 55 0 60
Eggs, case	0 50 0 54
Breakfast bacon	0 38 0 40
Butter, creamery, per lb.	0 47
Butter, dairy, per lb.	0 40 0 42
Butter, tub	0 38 0 40
Margarine	
Lard, pure, lb.	0 32 0 32½
Lard, compound	0 27 0 27½
American clear pork	67 00 70 00
Beef, corned, ls	4 25
Tomatoes, 3s, standard, case	5 40
Raspberries, 2s, Ont., case	6 20 6 45
Peaches, 2s, Ontario, case	4 40
Corn, 2s, standard case	5 00
Peas, standard case	4 00
Apples, gals., N.B., doz.	4 50
Strawberries, 2s, Ont., case	6 00 6 20
Pork and beans, case	4 00 5 50
Salmon, Reds	15 50
Potatoes—	
New, native, barrel	4 00
Onions, Canadian, 75 lbs.	2 50
Lemons, Cal., Messina, case	7 50 8 00
Oranges, California, case	7 50 8 50
Grapefruit, case	5 50 6 00

GOING SOME.

"I was outspoken in my sentiments at the club this afternoon," said Mrs. Garulou to her husband the other evening.

With a look of astonishment he replied, "I can't believe it, my dear! Who outspoke you?"



PRODUCE AND PROVISIONS

Cheese Handlers Must Carry Only 40,000 lbs. Announcement of Food Board Restricts the Amount to be Held by Handlers After April 1—Probably Forecasts Increased Prices

ARATHER surprising communication has been received by cheese handlers from the Canada Food Board at Ottawa.

This letter contains a notification that the stocks of all dealers on April 1 must be reduced to a maximum of 40,000 pounds. This notification dropped something like a bomb while the produce trade was recovering from the effects of the licensing regulations. In effect it is anything but a pleasing regulation. It is pointed out by one handler that the trading in cheese of an average sized business would be 500 boxes, while some firms would double that amount. The 500 boxes would represent the 40,000 pounds that the trade is permitted to carry. In other words, if no change is made, the cheese merchant will have on hand just one month's supply. New cheese will be coming at that time of course, but there is a comparatively limited demand for new cheese, and the complications possible in this situation are obvious.

Moreover there has apparently been no thought of making a difference between the small handler and the large. In other words the small dealer will have a pronounced advantage over the larger handler. His 40,000 lbs. may mean a five months' supply or even more.

The probability is that with the new pack of cheese there will be a new price set. It is probably the idea of the Food Board that the supplies of old cheese will have to increase in price in sympathy with this change, and that therefore they will force on the market as much as is possible before that time. That is the only solution that seems to present itself at the moment.

The following is a copy of the notification referred to:

Re Cheese

Under the powers vested in the Canada Food Board we require from you the following information:

1. The quantity of cheese on the 1st of March, 1918, in your custody or control.
2. The names of the owners thereof.

3. The length of time that same has been in your possession.

The new supply of cheese will be available for the Canadian market from the 1st of April, 1918, onwards.

We notify you that it is the intention of the Canada Food Board to have all stocks of cheese reduced to a maxi-

Western Produce Men Protest Strongly Against New Egg Standards Claim New Regulations Favor East at Expense of Western Producer—New Regulations Would Eliminate Alberta and Saskatchewan Handling Special Eggs

WESTERN produce men are up in arms over the proposed regulations respecting the grading and marking of eggs under the provisions of the Livestock and Produce Act. The claim is made that if the proposals to change the Canadian standards on specials from 45 to 47 lbs. per case, and on No. 1's from 44 to 45 lbs. per case go through, it will practically eliminate Saskatchewan and Alberta in the handling of special eggs.

Strong exception is taken to the fact that Saskatchewan produce men have not been consulted with reference to the proposed changes, and at a meeting of the Regina Board of Trade on March 7, a resolution was passed protesting against the proposed changes until Saskatchewan, as one of the leading poultry provinces of the Dominion, has been consulted. Saskatchewan produce men in common with produce men from Alberta and Manitoba object strongly to the proposed increase in weights, and wires to this effect are pouring into Ottawa from all parts of the West.

N. H. Eden, of the produce department of the P. Burns Company, Regina, in discussing the question, states that the suggestion came from a meeting of Eastern dealers held recently at London, Ontario. The proposed changes might be beneficial to Eastern dealers, but conditions in the West are entirely dissimilar, and it would not be in the best interests of the West to raise the standards, as pro-

posed, from 45 to 47 lbs. for specials and from 44 to 45 lbs for No. 1's. In the West the poultry industry is not so long established as in the East, with the result that not so many large eggs are obtainable. Where too many big eggs are packed in a case they cannot be handled without heavy loss from breaking. There was no need to go under 45 pounds for specials, the standard in the United States, but a certain leeway should be allowed, which would not be possible if the standard was raised to 47 pounds.

James Strathdee, of Campbell Wilson and Strathdee, wholesale grocers, agreed that there should be some improvement in the handling of eggs, but he protested strongly at any action being taken without the logical centres for egg handling being notified.

J. B. Fodie, of the Western Producers, Regina, was of the opinion that the proposed regulations, if enforced, would make shipments to Eastern points impossible. The percentage loss through breakage, he stated, would also be greatly increased.

H. G. Smith, of the H. G. Smith Company, Regina, said it was a radical change. Saskatchewan was coming to the forefront very rapidly as an egg shipping province, and the proposed increase in weight might result in a large number of eggs going out of the province

mum of forty thousand pounds to be owned by any dealer on the 1st of April, 1918.

The Allies desire to purchase cheese, and it is the duty of this Board to facilitate the export of any surplus to Great Britain and the Allies.

We also beg to advise you that any surplus over and above forty thousand pounds in the hands of any one dealer on the 1st of April, 1918, except by written permission from the Canada Food Board, will be dealt with by this Board under the powers vested therein.

as No. 2's, thus practically eliminating the specials.

At a meeting of the Regina Board of Trade it was stated that it appeared as if copies of the proposed regulations

had been sent only to those districts which had representation at the London conference, the regulations having been received in Regina through a round-about source.

Canadian Packing Houses Under Regulation

Limited to 2 Per Cent. on Turnover or 11 Per Cent. on Invested Capital—Much More Stringent Than American Legislation on Same Subject

THE order-in-council regulating the profits of the packers was made public early this week. These regulations are of a very stringent character, and provide what appears like a double check. Businesses having an annual turnover of more than \$750,000 must not make more than 2 per cent. profit on that turnover, or 11 per cent. on their invested capital. In other words, the practical application of the double regulation would seem to be that the packer can have only such profit as is represented by the lowest of these two. Under the regulations, which apply as from January 1 of this year, packing houses having a gross annual turnover of \$750,000 or more must not make more than 2 per cent. on their gross annual sales, or more than 11 per cent. profit on actual capital investment.

Another feature of the new regula-

tions is that where capital stock has been increased since January 1 last the Minister of Finance may determine whether or not such increase shall be allowed in whole or in part in fixing the true amount of actual working capital on which the limited dividends may be fixed.

Additional safeguards are also provided to prevent any evasion of the spirit of the regulations through the payment of excessive salaries or the setting aside of undue amounts for repairs, maintenance, etc.

As compared with the United States regulations, the new Canadian tax on packing houses is more onerous. In the States the regulations apply only to packing houses with an annual turnover of one million dollars or more, and the profit allowed is 2½ per cent. on total sales, as compared with only 2 per cent. in Canada.

They argue that Canada is not in any pronounced need of these supplies, while Britain and the other allies distinctly are. The needs of the allies across the seas is emphatically stated to be the first demand. At present, owing to the restrictions that have been imposed in Britain, there is believed to be a small surplus of edible fats. This condition, however, might be changed at any moment by increased difficulties of transportation. Should it be found, however, that this condition is maintained it will be possible to release some supplies for export to Canada. That is about the best hope that is held forth at the moment for any further licensing of supplies of margarine for Canada, there is a fairly general feeling, however, that there will be found to be a sufficient surplus in the United States to ensure the Allies against any shortage, and at the same time permit of some measure of export to this country. At the best, however, there is not likely to be any heavy supply of stocks available, and that probably not before the beginning of the month.

LARGE PACKING HOUSE MERGER

Harris Abattoir Company Secures Control of Large Western Plant

It is announced from Winnipeg that the Harris Abattoir Company had secured the control of the Gordon Ironside and Fares Company by the purchase of 51 per cent. of its stock.

It is reported further that the move into the Western field is part of a big plan to increase the output of Canadian packing facilities and that British capital is available in large sums for the purpose.

Use Smoked Fish for Breakfast

This is an Opportunity to Advise Departure From Use of Bacon and Eggs Two or Three Days a Week—Is Very Appetizing.

MORE fish on the breakfast table, that is a sensible suggestion and one that the merchant may well foster. Fish is a natural breakfast food. Being light and appetizing it will appeal to the man of the house and to the members of the family generally.

The varieties that are now palatable and seasonable are smoked kippered herring and finnan haddie. The promptness with which they may be prepared is a great talking point and this will be the basis of many a sale to the grocer or provisioner who will go after business.

It is well for the grocer to take more interest in the sale of fish. The food controller is advising it and with the splendid advertising assistance thus given grocers can follow up the matter very readily and by so doing build up a substantial business that will mean money in the merchants' pockets and satisfaction in the customers' homes. A little might be said by way of suggestion regarding making it even more appetizing. The merchant might for instance suggest that a little sauce be added or some lemon juice. In many homes where bacon and eggs have been in daily use this suggestion would make possible the adoption of a varied diet and the results would be better for both the dealer and the family.

In speaking with a large fish merchant in Montreal the other day, CANADIAN GROCER learned that the importer feels that more stress might be laid by the merchant on selling the fish best suited to the needs of the housewife. Certainly this is one of the ways the merchant has of making sales larger and more general, and of adding a very suitable department to the store.

PROSPECTS FOR MARGARINE NOT BRIGHT

European Allies to Get First Call—Possibility That Small Quantity May Be Licensed for Export.

THERE has been a good deal of interest taken of late in the question of the likelihood of further licensing of margarine for import to Canada.

The prospects at this time are not particularly bright. In response to enquiries of American manufacturers, as to why they have been permitted to enter a market and make efforts to build up trade if they were not to be permitted to continue that business the United States War Trade Board has notified all manufacturers of margarine that the export of margarine to Canada is entirely dependent on the demand for the product from the other allies.

TO REVISE FISHERIES' TREATY

Many long-standing international questions arising out of treaties governing the Atlantic fisheries will be settled at the present session of the Federal Parliament between the Canadian and United States Governments by an order promulgated in both countries as a war measure. Under the arrangement, fishermen from one country will enjoy new privileges in the ports of the other. Canadian fishing vessels will be permitted to land their catches at United States ports for sale on the United States market. Fishermen from the United States will have similar rights in Canadian ports and on the Canadian market. Fishing vessels will be allowed to clear directly from the ports of either country for the fishing grounds instead of being required to clear for a point in their own country. Under the new arrangement the license fee of \$1.50 per ton of registered tonnage of fishing vessels wishing to land their catches in the United States for shipment in bond to Canada will be reduced to a nominal figure. The same will apply to United States boats landing their catches in Canadian ports for shipment to the States. Licenses will be issued to power vessels as well as to sailing vessels.

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

REGULATIONS in respect to the handling of cheese have been issued by the Food Control Board, which sets a limit of 40,000 pounds as amount of stock wholesalers will be permitted to have on hand on April 1. This is going to work a decided hardship on the larger handlers, many of whom carry more than this quantity at all times for "old" cheese. This ruling is interpreted as meaning higher prices on April 1, when the new make will be available.

Dressed meats record advances nearly all along the line. The market is very firm and the demand good. Live hogs show no advance in price, and receipts are limited. Shortening is very scarce and manufacturers intimate that there is great difficulty in supplying regular customers.

Supplies of margarine are dwindling, and no definite word has yet been given out in respect to further shipment from the United States. If a surplus of edible fats over and above the requirements of Great Britain and her allies exists, it may be used in the manufacture of margarine. Canada is assured supplies if at all possible to ship same, and the first of April may see some margarine released.

Further declines are recorded for the week in new-laid eggs. Storage eggs are practically off the market. Butter seems somewhat easier though no change has been made. Poultry of all kinds remains high and some advances have been put into effect. Fish is in fair demand and prices show little fluctuation.

Hog Prices Up; Bacon Higher.

Montreal.

PROVISIONS.—There is no reported scarcity of hogs but the deliveries are limited still and this has kept prices to a high level of \$20.50 to \$21 per 100 pounds. If anything there is a stronger tone to the market than last week, and while the condition of the hogs received is better than it has been, larger receipts would have the effect of easing prices. In some quarters the dressed product is selling as high as \$28 for choice grades. Excessive prices are thought to have caused a restricted demand but even at this the surplus is not great. Backs and roll bacon are both higher.

Hogs, dressed—		
Abattoir killed	27 00	28 00
Hogs, live	20 50	21 00
Hams—		
Medium, per lb.	0 32	0 33
Large, per lb.	0 29	0 29½
Backs—		
Plain	0 41	0 42
Boneless, per lb.	0 44	0 45
Bacon—		
Breakfast, per lb.	0 40	0 42
Roll, per lb.	0 32	0 33
Dry Salt Meats—		
Long clear bacon, ton lots..	0 27	0 29
Long clear bacon, small lots..	0 28½	0 29½
Fat backs, lb.	0 27	0 28
Cooked Meats—		
Hams, boiled, per lb.	0 47	0 48
Hams, roast, per lb.	0 47	0 47
Shoulders, boiled, per lb.	0 40	0 40
Shoulders, roast, per lb.	0 42	0 42

Lard Market

In Strong Position

Montreal.

LARD.—With demand continuing good and supplies of hogs a big factor because of their scarcity lard holds firm. There is a less spread this week and supplies

will be light until hog receipts improve. The trade from country points continues good as well as that within the city, and while there is ample to meet this, there is still no great surplus. Prices hold without change as follows:

Lard, Pure—		
Tierces, 400 lbs., per lb.	0 30½	
Tubs, 60 lbs.	0 30½	
Pails	0 31	
Bricks, 1 lb., per lb.	0 32	

Congestion Limits Cottonseed Oil Delivery

Montreal.

SHORTENING.—An easier condition would prevail in the shortening market were it possible to get shipments forward that are on the way. There is a more promising outlook, and just so soon as delivery can be facilitated the jobbers expect to get the supply that they so much want. A good demand still exists and this will likely be active in view of the shortage of other substitutes. City and country trade is satisfactory for this product, and prices are as follows:

Tierces, 400 lbs., per lb.	0 26
Tubs, 50 lbs.	0 26½
Pails, 20 lbs., per lb.	0 26½
Bricks, 1 lb., per lb.	0 26 0 27½

Stiffer Prices For Poultry—Receipts Light

Montreal.

POULTRY.—There have been some advances this week for poultry. With the continued good demand and the lighter receipts this has been inevitable and the increases are from one to three cents per pound on various kinds. Now that the egg producing season is on there will be a short supply of chickens, it is expected, and ruling quotations are

likely to remain firm and to advance in some instances. Some jobbers feel that a great many of the poultry men will keep considerable of their flocks for their own use, other products being so high. With the week's revisions upward on old fowls, milk-fed chickens, ducks and turkeys, prices are as follows:

Poultry—		Dressed	
Old fowls	0 30	0 31	
Chickens (milk-fed)	0 37	0 38	
Roasting chickens	0 35		
Young ducks	0 30		
Turkeys (old toms), lb.	0 38		
Turkeys (young)	0 38		
Geese	0 28		

Egg Market Erratic Revisions Downward

Montreal.

EGGS.—The fluctuations on the Chicago market have had a like effect here and the prices have ranged from 38c to 33½c in Chicago and finally settled down to around 35c. A great percentage of the new-laid received and sold here are from the United States markets. Weather conditions in the south have permitted the shipment of large supplies to Chicago and other northern points, and in view of the fact that the Canadian production is not large as yet, these have been drawn on by some of the local produce men to the extent of 90 per cent. of their needs. Prices still range here around 52c per dozen for the new laid, while the old storage stock is reported to be very well cleaned up. If the production continues to improve as it has done recently, there will doubtless be a more favorable market still.

Eggs—	
New-laid	0 52
No. 1's	0 47

No Supplies Margarine Except From Home Makers

Montreal.

MARGARINE.—The margarine market is still bare of supply in many quarters as none is coming forward from the States. The local produce men state that what is being sold is either the local or Canadian product, or that the limited offerings are such as have been available out of imports made when the product was permitted to come forward under license. Prices are maintained without change and the demand is fairly good.

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

Better Receipts Butter, Prices Easier

Montreal.

BUTTER.—While there are no new quotations available for butter there is an evident weakness in the market and this has been the result of better receipts and of a slightly smaller demand. In some instances it is reported that more favorable prices than those quoted below, to the extent of one cent. per pound, are available. There has been some uneasiness with regard to the supply, and

in certain quarters this was thought as probably inadequate for the need until early summer. Now, it is stated that there is likely to be sufficient for the local and country demand until new grass made is available.

Butter—

Creamery prints, storage	0 52
Creamery solids, storage	0 51
Creamery prints (fresh made)	0 49
Creamery solids (fresh made)	0 48½
Dairy prints, choice	0 41½
Dairy, in tubs, choice	0 39

Government Looking For Exportable Lots Cheese

CHEESE.—There is a fair volume of business and plenty of stock to meet the needs of the local and country demand. It was stated to CANADIAN GROCER that there is some enquiry by the Cheese Commission as to the surplus stock that may be available for export to Great Britain. No new cheese is now being offered, excepting probably a few lots of fodder-made product.

Cheese—

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

Oysters Down, Fish Demand Easier

FISH.—There was a general large demand for fish during the opening days of Lent and dealers stocked up well. This is thought to have had an effect on demand for the past week, which has lessened somewhat. There is still a satisfactory volume of business notwithstanding. Lobsters are scarce and very high. Frozen tom cods are lower at \$3.80 to \$4. Smelts are less and oysters are very much lower as shown below. In fresh fish haddock is quoted lower, while steak cod, dore and flounders are firmer. Supplies of frozen sea and lake fish are decreasing in some varieties. Among these are herring, dore, haddock and mackerel. Fairly good supplies of frozen salmon, halibut and sea trout, as well as of mackerel are still available. Eastern fresh fish is coming in more freely. Demand for bulk and shell oysters is smaller, and this is reflected in the reductions made below.

SMOKED FISH.

Haddies (fresh cured)	0 18	0 19
Haddies (frozen)	0 16	0 17
Haddies, fillet	0 19	0 20
Smoked herrings (med.), per box	0 23	0 24
Smoked cod	0 15	0 15
Bloaters, per box 60/100	1 50	1 75
Kippers, per box 40/50	2 40	2 50

SALTED AND PICKLED FISH.

Haddock	0 07
Herring (Labrador), per bbl.	12 00
Herring (Labrador), ½ bbls.	6 50
Do., half barrels	7 00
Herring, No. 1 lake (100-lb. keg)	5 25
Salmon (Labrador), per bbl.	24 00
Do., tierces	34 00
Salmon (B.C. Red)	25 00
Sea Trout, red and pale, per bbl.	19 00
Sea Trout (½ bbls.)	9 50
Green Cod, No. 1, per bbl.	15 00
Green Cod (large bbl.)	16 00
Mackerel, No. 1, per bbl.	22 00
Mackerel (½ bbls.)	12 00
Codfish (Skinless), 100-lb. box	12 00
Codfish, 2-lb. blocks (24-lb. case)	0 17
Codfish (Skinless), blks. "Ivory" Brd., lb.	0 15
Codfish, Shredded, 12-lb. box	2 20
Eels, salted	0 12
Pickled tarbot, new, bbls.	15 00
Do., half barrels	8 50
Cod, boneless (20-lb. boxes), as	

to grade	0 14	0 18
Cod, strip (30-lb. boxes)	0 16	0 16

SHRIMPS, LOBSTERS

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

FRESH FROZEN SEA FISH.

Herring, large sea, lb.	0 08	0 08
Herring, frozen lake, lb.	0 06	0 06
Halibut	20	21
Haddock	9	9½
Mackerel	17	18
Cod steak, fancy, lb.	09½	10
Cod—Toms	3 80	4 00
Salmon, Red	19	20
Salmon, pale	14½	15
Salmon, Gaspe		26

FRESH FROZEN LAKE FISH

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

Oysters—

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

Cape Cod Shell Oysters—

5 gal. (wine) cans	7 50
3 gal. (wine) cans	4 50
1 gal. (wine) cans	1 60
Oyster pails (pints), 100	1 50
Oyster pails (quarts), 100	2 10
Clams, med., bbl.	9 00
Clams (med.), per bbl.	9 00

FRESH FISH

Haddock	0 09½	0 10
Steak cod	0 12½	0 13
Market cod	0 08½	0 09
Carp	0 12	0 13
Dore	0 18	0 16
Lake trout	0 18	0 20
Pike	0 10	0 12
B. C. Salmon	0 22	0 24
Gaspereaux, each	0 07	0 07
Western Halibut	0 26	0 26
Eastern Halibut	0 25	0 26
Flounders	0 08	0 10
Perch	0 09	0 09
Bullheads	0 15	0 15
Whitefish	0 13	0 16
Whitefish (small)	0 09	0 09½
Eels	0 10	0 10
Mackerel (large), each	0 20	0 20
Mackerel (medium), each	0 19	0 19
Mackerel, per lb.	0 14	0 14

Advances Made in Dressed Meats.

Toronto. **PROVISIONS.**—A decidedly firmer situation exists in all dressed meats, and an advance in practically all lines of from one to two cents per pound has been made. Stocks are very light and no improvement in this condition is expected for some little time.

Shipments of live hogs are slow and uncertain, and the market remains unchanged at prices ruling last week of \$19.75 fed and watered and \$20.00 off cars. No difficulty in disposing of hogs is evident, all arrivals being quickly taken delivery of.

Hams—		
Medium	0 34	0 35
Large, per lb.	0 27	0 32½
Backs—		
Plain	0 40	0 46
Boneless, per lb.	0 44	0 49
Bacon—		
Breakfast, per lb.	0 39	0 41
Roll, per lb.	0 33	0 34
Wiltshire (smoked sides), lb.	0 35	0 41
Dry Salt Meats—		
Long clear bacon, lb.	0 28	0 31
Fat backs		
Cooked Meats—		
Ham, boiled, per lb.	0 46	0 47
Hams, roast, without dressing, per lb.	0 48	0 50
Shoulders, roast, without dressing, per lb.	0 45	0 47

Barrel Pork—

Mess pork, 200 lbs.	56 00	58 00
Short cut backs, bbl., 100 lbs.	60 00	62 00
Pickled rolls, bbl., 200 lbs.	55 00	58 00

Hogs—

Dressed, 70-100 lbs. weight...	27 50
Live, off cars	20 00
Live, fed and watered	19 75
Live, f.o.b.	19 00

Very Firm Situation In Shortening

Toronto. **SHORTENING.**—"We are taking care of our old customers as best we can and nominally quotations remain unchanged, but a district shortage exists and we are soliciting no new business whatever for shortening materials. A very firm situation exists, and the railways are tied up so that we cannot figure on getting deliveries at all." This view, expressed by one manufacturer, was that held by all in respect to shortening. The price basis maintained from last week is 26c to 26¾c per pound, tierces.

Shortening, tierces, 400 lbs., lb. 0 26 0 26¾
In 60-lb. tubs, ¼c per lb. higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1½c higher than tierces.

Lard Goes Higher; Stocks Light

Toronto. **LARD.**—An advance of about ¼c per pound over quotations ruling last week is evident in prices on lard. The market is very firm but stocks are extremely light. The restricted receipts of hogs is exerting a firmer influence and more than that is helping in keeping stocks below normal. The demand is good and quotations now range from 30¼c to 31c per pound tierce basis.

Lard, pure tierces, 400 lbs., lb. 0 30¼ 0 31
In 60-lb. tubs, ¼c higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1½c higher than tierces.

Margarine Shipments Depend On Allies

Toronto. **MARGARINE.**—Latest advices from the United States indicate great uncertainty in respect to shipping further supplies of margarine to Canada. It depends altogether on whether a surplus of edible fats exists that will not be required by Great Britain and her allies. A recent letter from the War Trade Board to manufacturers states that they expect to be able to let Canada have a limited supply of margarine after April 1. However the position taken by the Board is that the European Allies are in need of all surplus foods and they will be given first call on all supplies in the United States. Shipments of margarine as a manufactured product overseas are not likely to be heavy.

Locally stocks of margarine are very limited, and in some quarters the view is freely expressed that further shipments are unlikely. Others again seem to think that permits will be issued and that margarine will soon be available in reasonable quantities. It is at least gratifying to note the spirit of co-operation, which is being exhibited between the United States and her European

allies and Canada cannot raise any great objection to their being first on the list.

Margarine—

1-lb. prints, No. 1	\$0 32	\$0 33
Do., No. 2	0 30	0 31
Do., No. 3	0 27	.....

Solids, 1c per lb. less than prints.

Easier Feeling In Respect To Butter

Toronto.
BUTTER.—An easier feeling exists in respect to butter this week, and no change in price has been recorded. Reports from Montreal indicate that fairly heavy stocks are available and this will serve to keep prices from going higher though no immediate drop is anticipated.

Should margarine be available the consensus of opinion is that dairy butter will decline. No standard has been set for this, and, whereas some dairy butter is of excellent quality, there is a great deal that is very poor. The tendency would seem to be that the class of dairy butter offered in competition to margarine will be of the better grade. Prices remain unchanged as follows:

Creamery prints, fresh made....	0 52	0 53
Creamery solids, fresh made....	0 49	0 50½
Creamery prints, storage	0 50	0 52
Creamery solids, storage	0 49	0 50½
Dairy prints, choice, lb.	0 40	0 46
Dairy prints, lb.	0 36	0 40

Lower Prices Rule On New-Laid Eggs

Toronto.
EGGS.—Shipments of eggs show improvement during the week. Canadian production has increased and an easier tone is evident in the market. Prices show further declines, and this is due to improved weather and transportation conditions. In some quarters quotations have been withdrawn altogether on storage eggs. Stocks are reported to be short, the fag-end of Western eggs now being offered.

Eggs—

New-laid, in cartons	0 48	0 51
Do. loose, doz	0 47	0 48
Storage, No. 1, ex-cartons	0 38	0 40

New Ruling On Cheese To Be Adopted

Toronto.
CHEESE.—The Canada Food Board has circularized the trade regulating the sale of cheese, and stipulates that no more than 40,000 pounds must be in stock on April 1 when the new make will commence to arrive. This is going to work a hardship on many of the large dealers, many of whom keep more than this quantity on hand for "old" cheese. Stocks are fairly heavy and one interpretation of the order is that cheese is to advance on April 1. A permit will have to be secured for any stock over and above the amount provided for in the circular.

The market held firm and no change in price has been recorded for the week:

Cheese—

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

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

Poultry In Firm Market; Good Demand

Toronto.
POULTRY.—A good demand is evident for frozen poultry of all kinds and an advance in prices paid for live poultry

has been made to 28 cents per pound. The tendency throughout is for firm prices, and an upward trend is shown in quotations given herewith:

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks	\$0 24-30 25	\$0 25-30 27
Geese	0 16-0 18	0 22-0 24
Turkeys	0 20-0 22	0 29-0 40
Roosters	0 20-0 22	0 22-0 24
Hens, over 5 lbs.	0 27-0 28	0 30
Hens, under 5 lbs.	0 25-0 27	0 26-0 28
Chickens, 4 lbs. and up ..	0 25-0 27	0 28-0 35
Chickens, under 4 lbs. ..	0 22-0 25	0 26-0 30
Squabs, dozen	4 50	.....

Prices quoted to retail trade:

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

Haddock Decline; Market Steady

Toronto.
FISH, OYSTERS.—The strike of the Grand Trunk freight handlers is resulting in an accumulation of local shipments in warehouses, and the improved receipts of Western fish are not being distributed over as large a territory as might otherwise have happened. The demand is very fair and receipts of all lines are equal to the calls. The market remained steady and very few changes are reported. Frozen herrings are being quoted as high as 9½c to 10c per pound, while haddock, headless and dressed, show a wider range with a reduced price of 7c per pound to the higher figure of 10c per pound.

SMOKED FISH.

Haddies, per lb., new cured....	0 14	0 16
Chicken haddies, lb.	0 10½	0 12
Haddies, fillets, per lb.	0 14	0 20
Ciscoes, per lb.	0 16	0 17
Kippered herring, per box ..	1 75	2 65
Digby herring, skinless, 10-lb. .	2 20	2 25

PICKLED AND DRIED FISH.

Acadia cod, 20 1-lb. blocks	3 40
Acadia cod 12-2-lb. blocks	4 25
Strip cod, lb.	0 12
Quail on toast, 24 1-lb. blocks, lb.	0 12½
Skilless cod, 100-lb. boxes, lb.	0 11
Hallifax shredded cod, 24s.	2 20
Salt mackerel, kits, 15 lbs.	4 50
Labrador salt herring, barrels....	11 00
Do., half barrels	5 50
Herring, pickled, keg 100 lbs.	6 00

FRESH FROZEN SEA FISH

Halibut, frozen	0 19	0 20
Salmon, Qualla, lb.	0 12½	0 15
Do., red spring	0 21	0 25
Do., Cohoe	0 20	0 20
Do., Restigouche	0 27	0 27
Haddock, headless and dressed, lb.	0 07	0 10
Herrings, frozen	0 09½	0 10
Steak cod, lb.	0 09	0 10½
Haddock, market, lb.	0 07	0 10
Cod, market, heads on, lb.	0 06	0 10
Mackerel, frozen, lb.	0 07	0 12
Flounders, frozen	0 07	0 10
Tulibeas, lb.	0 08½	0 09
Smelts, extras, lb.	0 12	0 22
Do., No. 1, lb.	0 12	0 17
Do., No. 2, lb.	0 12	0 12

FRESH FROZEN LAKE FISH

Herring, Lake Superior, bags, lb.	0 10
Herring, Lake Erie, pan frozen ..	0 10
Pike, dressed	0 08½
Do., round	0 12½
Whitefish, frozen	0 12½
Trout, lb.	0 06½
Mullets, frozen, lb.	0 12½
Yellow pickerel, frozen, lb.	2 60
Oysters, per gal.	11 00
Blue points, bbl.	14 00
Malpeque, bbl. ....	.....

American New-Laid Eggs Open At 48-50c

Winnipeg.
PRODUCE AND PROVISIONS.—The hog market continues very firm, prices ranging from \$19.10 to \$19.25. The demand is good from local packers. No change has been made in provision

prices; the market is firm, although with Lent now on trade has been somewhat slow on all lines. Eggs.—Storage stocks are almost entirely cleaned up, but quite a few American new laid eggs are arriving, bringing 48c-50c. This is about the same price as American new laids opened last year. The arrival of American eggs will help to look after the demand until our own new laids begin to arrive. These should not be long in coming if the present mild weather continues. Butter.—In view of the high price being paid for good creamery and the present shortage, a good demand has arisen for margarine. Price of American butter is too high to bring in and for that reason the trade will have to get along with what Canadian butter there is until the new make arrives.

Hams—

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

Bacon—

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

Dry Salt Meats—

Long clear bacon, light	0 29
Backs	0 33

Barrelled Pork—

Mess pork, bbl.	52 00
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Lard, Pure—

Tierces	0 28½
20s	5 95
Cases, 5s	17 48
Cases, 3s	17 55

Shortening—

Tierces	0 26½
Tubs, 50s, net	13 25
Pails, 20s, net	5 55

Fresh Eggs—

New laids, American	0 48	0 50
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Cheese—

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

Butter—

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

Margarine—

No. 1	0 32½
No. 2	0 30½
No. 3	0 29½

Big Fish Sales; Poultry Market Quiet

Winnipeg.
FISH AND POULTRY.—There are no changes in quotations, and prices which have been quoted for the past two or three weeks will probably continue for some time. Everything is selling well, this being Lent. Lenton season ends with March. Whitefish, being the lowest priced of good fish, is selling exceptionally well. All lines of fish are in good supply. The poultry market is still very quiet, and practically nothing doing.

Pickrel, box lots	0 10½
Whitefish, box lots	0 10½
Haddock, frozen	0 10
Salmon, frozen	0 23
Halibut, frozen	0 20
Cod, frozen	0 12
Kippers, boxes	2 25
Bloaters, boxes	2 40
Lake trout, box lots	0 10½
Mackerel, frozen	0 15
Finnan haddie, 30-lb. boxes	0 17
Finnan haddie, 15-lb. boxes	0 17½
Salt herrings, new, ½ bbl.	7 25
Salt herrings, 20-lb. pails	1 85
Smelts, Pacific Coast	0 18
Brook trout, frozen	0 35
Sea herring	0 07½
Flounders	0 09
Jackfish, box lots	0 07½
Tulibeas, box lots	0 07½
Mullets	0 05
Perch	0 10½
Soles, lb.	0 11

Poultry—

Roasting chickens, lb.	0 22
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The refrigeration principles embodied in this Eureka model make it the most thoroughly dependable refrigerator on the market.

Whatever your refrigerator requirements may be we can help you solve them satisfactorily.

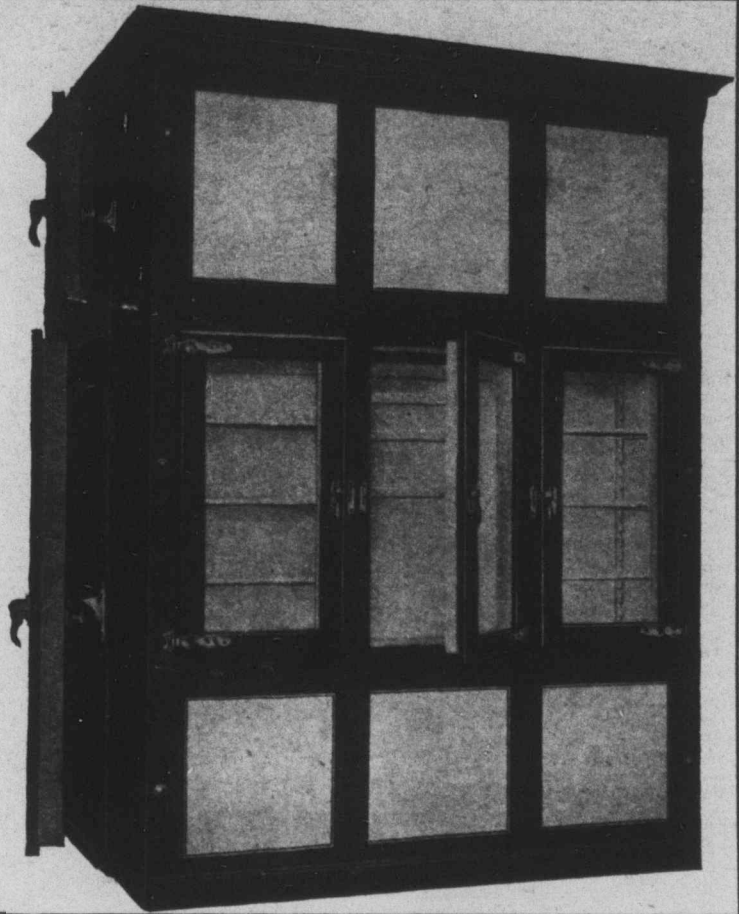
Our 31 years' experience is at your disposal FREE—to help you plan and decide on the system best suited to your wants.

Send for our catalogue.

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

Phone Main 556

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



Easter

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

F. W. FEARMAN CO.
Limited
HAMILTON

More Fish, Less Meat

Save the Meat for our Soldier
Boys in the Trenches

Encourage the Government in the good work of solving the food question. This can only be done by installing a good FISH BOX for storage of same.

FREEMAN'S FISH BOX



Complies with the Government requirements. Easily moved and an attractive fixture, finished in WHITE ENAMELLED or MISSION. Built on the same STANDARD as our REFRIGERATORS. We can build them CHEAPER, but we won't. We would build them BETTER, but we can't.

Do not neglect to write to-day for C A T A LOGUE showing FISH BOXES, sent free.

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

MONTREAL — David H. H. Neil, 16 Notre Dame St. E.
Uptown 8547

TORONTO—114 York Street, near King

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



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

The New Buildings are on the Left Side of the Illustration

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

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

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

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

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

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

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

**THE DAVIES COMPANY
WILLIAM DAVIES LIMITED**

TORONTO

Montreal

Winnipeg

Hamilton

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

BRUNSWICK BRAND KIPPERED HERRINGS



You will sell lots of this Quality Line

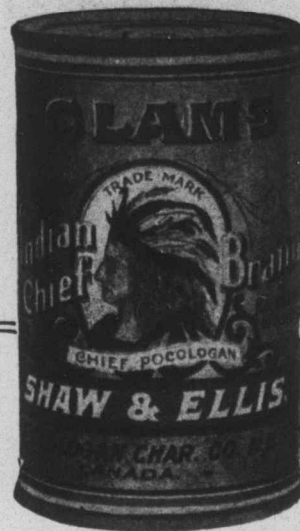
Its delicious goodness will appeal to the most fastidious taste. It will pay you to display it regularly and to recommend it strongly.

Get stocked to-day. Packed 4 doz. No. 1 tins to the case.

Include a supply of the following in your order. They're good sellers—tip-top quality every one.

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

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



Every customer will like Indian Chief Brand Clams

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

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

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

SHAW & ELLIS
POCOLOGAN, N.B.



Every drop will satisfy

Customer-satisfaction is one of the biggest features of Marsh's Grape Juice.

Don't fail to recommend it and get your share of the Marsh demand.

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

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

Rose & Laflamme, Ltd.
Montreal, Que.



The "tang" of the Sea
EASTERN BRAND LOBSTERS

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

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

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

Eastern Canada Fisheries, Limited
CORISTINE BLDG., MONTREAL

Get stocked now with
MacKay's Pearl Barley Flour

This is a delicious, nourishing BARLEY FOOD that's easy to sell and certain to satisfy.

For Infants, Invalids and Aged People it is particularly suitable. The nursing mother's best friend.

Very desirable in the kitchen for thickening soups and gravies. Gives them a delightful flavor.

It's the real MacKay

If your wholesaler hasn't got MacKay's, write to-day to



Recommended by Dr. McGill, the Dominion Chief Analyst, Ottawa.

John MacKay Co., Limited
BOWMANVILLE, ONT.

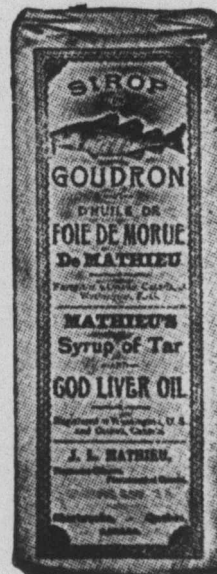
Only Exclusive Pot and Pearl Barley Mill in Canada

Good Live Sellers

These two handy little preventives are not "cure-alls," but they always give excellent results and people always come back for further supplies.

Mathieu's "Syrup of Tar" and Mathieu's "Nervine Powders" should be constantly displayed in every good grocery store.

Gratified customers and good profits result.



J. L. MATHIEU CO.

PROPRIETORS

SHERBROOKE, QUEBEC



Have No Hesitation

in choosing

'Bluenose' Butter

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

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax . N.S.



"Riteshape"

The choice of containers for various bulk foods now offered for sale is important.

Dishes and cartons should be available in all sizes for the largest to the smallest order.

The "Riteshape" is the only dish available in a wide range of sizes.

Frequently a number of items can be put into the same "Riteshape".

This eliminates the necessity of making several small packages.

The smaller "Riteshapes" give perfect service on little purchases and do not add unduly to the cost.

With all sizes of "Riteshapes" in his store, the dealer can give each and every customer a sanitary, tidy and economical package.

No other dish line offers these advantages.

Victoria Paper & Twine Company

LIMITED

Head Office:
TORONTO, CANADA

Branches:
Montreal, Halifax and Winnipeg

THE OVAL WOOD DISH COMPANY

Manufacturer

Main Office: Tupper Lake, N.Y.



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

It is Easy to Sell People What They Want

That is why SUNSET SOAP DYES sell so readily. They appeal because they are practical home dyes, simple, cleanly and most economical. Display



on your counter and see how wonderfully successful they are in making sales. They give such splendid results that a person trying one cake is sure to return for more. They make trade and hold it. They cannot spill like powdered dyes. Colors are true, brilliant and lasting. They contain no acids, therefore will not injure the finest material. Satisfactory and most profitable. A trial order will quickly show you their selling qualities.

FOR PRICES AND TRADE DISCOUNTS WRITE

HAROLD F. RITCHIE & CO. LTD., Canadian Distributors **TORONTO, ONT.**

Manufactured by SUNSET SOAP DYE CO. Inc., New Rochelle, N.Y.

“COME IN AGAIN”

It is quite right to say this to a customer, but whether she does or not depends on how well satisfied she is with what you sell her.

**“KEYSTONE”
Household Brushes**

will build up profitable trade for you. Every one in the hands of a customer is a constant reminder that you give good, reliable quality for moderate price.

Write for Prices, Etc.

STEVENS-HEPNER CO.
LIMITED
Port Elgin, Ont.

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

LICORICE

Owing to the critical situation in the Licorice industry occasioned by the scanty importations of Licorice Root and the unparalleled advances in the cost of same, due to war conditions, we have found it necessary to conserve our stocks and confine the sale of our Y & S brand of STICK LICORICE to the new 10c carton package *only*. These will contain 30 individual cartons to box; 20 and 32 boxes to case. Deliveries beginning about the middle of December.

National Licorice Company
MONTREAL, CAN.

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

These are the Malcolm Milk Products



Made-in-Canada by the All-Canadian Condensed Milk Company.



Sweet, pure and delicious these All-Canadian Condensed Milk Products, are exceedingly popular and good grocers in every community find them worth pushing constantly.

A trial supply of Malcolm's will show you the real selling value of their superior quality.

You can always recommend the Malcolm lines fully confident that every sale will satisfy.

Moreover in selling these lines you are doing a lot towards encouraging Canadian capital and Canadian enterprise.

Send for your supply to-day.

The
Malcolm Condensing Co.
Limited
ST. GEORGE, ONTARIO

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER

ROYAL BAKING POWDER

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

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

JAMS

DOMINION CANNERS, LTD.

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

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

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

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

BAKE DBEANS WITH PORK

Brands—Canada First, Simcoe Quaker

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

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	\$1 90
12-oz. Glass, Screw Top, 2 doz. in case	2 25
16-oz. Glass, Screw Top, 2 doz. in case	2 75
16-oz. Glass Tall, Vacuum 2 doz. in case	2 75
2's Tin, 2 doz. per case	3 90
4's Tin, 12 pails in crate, per pail	0 68
5's Tin, 8 pails in crate, per pail	0 84
7's Tin or Wood, 6 pails in crate	1 15
7's Tin or Wood; 4 pails in crate, per lb.	0 16
30's Tin or Wood, one pail crate, per lb.	0 16

BLUE

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

COCOA AND CHOCOLATE THE COWAN CO., LTD. COCOA

Empire Breakfast Cocoa, 2 doz. in box, per doz.	\$2 45
Perfection, 1/2-lb. tins, doz.	2 45
Perfection, 1/4-lb. tins, doz.	1 35
Perfection, 10c size, doz.	95
Perfection, 5-lb. tins, per lb.	37
(Unsweetened Chocolate)	
Supreme Chocolate, 12-lb. boxes, per lb.	36
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	90
Sweet Chocolate— Per lb.	
Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 80
Diamond Chocolate, 7's, 4-lb. boxes	1 15
Diamond, 6's and 7's, 8 and 12-lb. boxes	0 28
Diamond, 1/4's, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in 1/2 lb. packages, 2 and 4 doz. in box, per doz.	1 30
Chocolate Confections— Per doz.	
Maple Buds, 5-lb. boxes	\$0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 39
Chocolate wafers, No. 2, 5-lb. boxes	0 35
Nonpareil wafers, No. 1, 5-lb. boxes	0 33
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 42
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 95
Nut milk chocolates 1/2's, 6 lb. boxes, lb.	0 39
Nut chocolate squares (20 divisions to cake), packed 2 and 3 cakes to a box, per cake	0 75
Almond nut bars, 24 bars, per box	0 95

Don't Let Your Profits Leak Through Your Scales

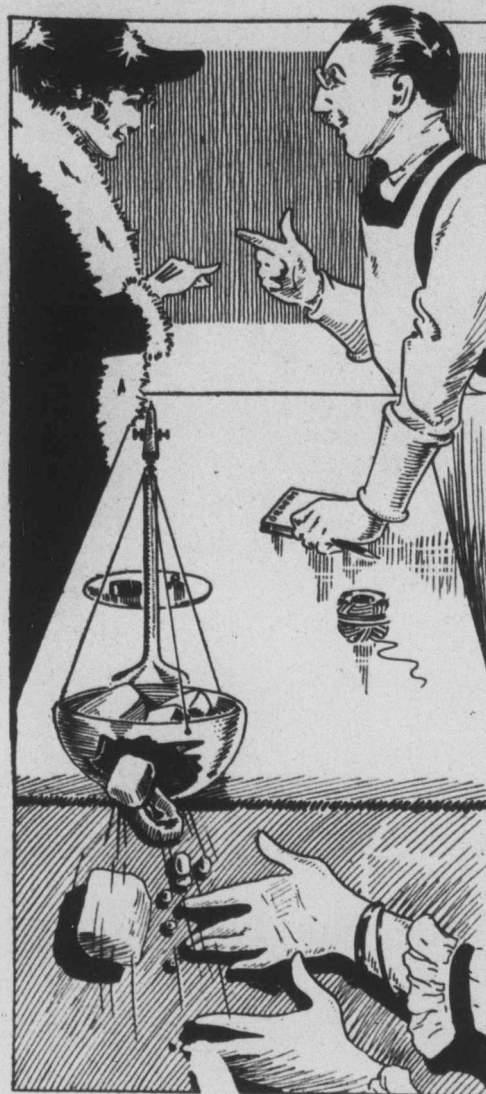
Weigh about one hundred items a day and give but a quarter of an ounce over weight each time and you will have wasted a pound and a half of merchandise.

Some may say "This doesn't matter." But it certainly does. In a year it will amount up to about 450 pounds of merchandise.

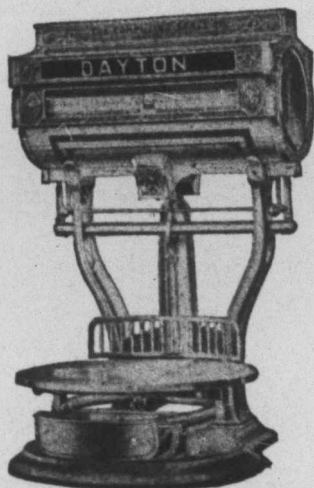
It has been shown after investigating countless failures in grocery stores that the average merchant is more prone to give overweight than he is to give underweight, and eventually the practice of "guessing the weight," so to speak, results in bankruptcy.

Large stores don't weigh groceries by guesswork. They use Dayton Automatic Scales, so that each customer receives and pays for accurate weight every time.

Why not be influenced by successful merchants and use a



Dayton Automatic Scale



Away with antiquated scales! Start now to weigh and sell goods by the Dayton Automatic Scale method.

War time demands the utmost efficiency in store-management. Your stock represents more money now than it used to. See that every ounce brings its full value to your cash register.

Let us send you our latest folders.

Dayton Computing Scales

Royce and Campbell Avenues, TORONTO, ONT.

LESLIE A. DAVIDSON, Sales Manager

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

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

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



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

Saves Money
Saves Time
Saves Waste
Better than Eggs

POPULAIRE'S EGG POWDER

Good Profits
Steady Sales
Pleased Customers
No Loss

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

CALIFORNIA FRUIT CANNERS ASSOCIATION CALIFORNIA RIPE OLIVES DEL MONTE BRAND

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

YUBA BRAND
2½-quart Tall Cylinder Can..
No. 1 Pint Cylinder Can....
No. 10 Can.....
Picnic Can.....

BORDEN MILK CO., LTD. CONDENSED MILK

Terms net 30 days
Eagle Brand, each 48 cans...\$8 75
Reindeer Brand, each 48 cans 8 45
Silver Cow, each 43 cans... 7 90
Gold Seal, Purity, each 48 cans 7 75
Mayflower Brand, each 48 cans 7 75
Challenge Clover Brand, each 48 cans 7 25

EVAPORATED MILK

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

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans 5 75
Reindeer Brand, "Small," each 48 cans 6 00
Regal Brand, each 24 cans... 5 40
Cocoa, Reindeer Brand, large, each 24 cans 5 75
Reindeer Brand, small, 48 cans 6 00

CARNATION MILK PRODUCTS CO., LTD.

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

EVAPORATED MILK

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

GELATINE

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

W. CLARK, LIMITED MONTREAL

Assorted meats, 1s, *\$4.25.
Compressed Corn Beef—½s, *\$2.90; 1s, *\$4.25; 2s, 3s, 6s, *\$4.75; 14s, *\$7.50.
Lunch Ham—1s, *\$4.25; 2s, \$3.
Ready Lunch Beef—1s, *\$4.25; 2s, \$3.
English Brawn—½s, \$2.50; 1s, \$3.50; 2s, \$5.50.
Boneless Pigs' Feet—½s, \$2.50; 1s, \$3.50; 2s, \$5.50.
Roast Beef—½s, \$2.90; 1s, \$4; 2s, *\$3.85; 6s, *\$4.75.
Boiled Beef—1s, \$4; 2s, \$3.85; 6s, *\$4.75.
Jellied Veal—½s, \$2.90; 1s, \$4.25; 2s, \$3.
Corned Beef Hash—½s, \$2; 1s, \$3.50; 2s, \$5.50.
Beefsteak and Onions—½s, \$2.90; 1s, \$4.25; 2s, \$5.50.
Cambridge Sausage, 1s, \$4; 2s, \$3.
Lambe' Tongues, ½s.

Sliced Smoked Beef, tins, ½s, \$2.35; 1s, \$3.35; 4s, \$20.
Sliced Smoked Beef, glass, ½s, \$1.75; ½s, \$2.75; 1s, \$3.50.
Tongue, Ham and Veal Pate, ½s, \$1.95.

Ham and Veal Pate—½s, \$1.95.
Potted and Devilled Meats, tins—Beef Ham, Tongue, Veal, Game, Beef, Meats Assorted, ½s, 70c; ½s, \$1.35.

Potted Meats, Glass—Chicken, Ham, Tongue, Venison, ½s, \$2.
\$7.50; 1½s, \$12; 2s, \$15.50; 2½s, \$17.50; 3s, \$19.00; 3½s, \$20.50; 6s, \$45.00.

Mincedmeat, in tins, 1s, \$2.70; 2s, \$3.80; 5s, \$12.
In Pails, 5 lbs., 20c; 10 lbs., 19½c; 25 lbs., 17c lb.

In 50-lb. Tube, 17c lb.
In 85-lb. Tube, 16½c lb.

Clark's Peanut Butter—Glass Jar, ¼, \$1.22; ½, \$1.70; 1, \$2.25.

Clark's Peanut Butter—Pails, 5 lbs., 27c; 12-lb. pails, 25c; 24-lb. pails, 24c.

Clark's Tomato Ketchup, 8-oz., \$2.25; 12-oz., \$2.80; 16-oz., \$3.50.

Pork and Beans, Plain (pink label), Talls, ind., 85c; 1s, \$1.15; 1½s, \$1.60; 2s, \$1.75; 3s, \$2.45; 3c, talls, \$2.75.

Pork and Beans, Tomato Sauce, blue label, Individuals, 95c doz. 1s, \$1.25; 1½s, \$1.85; 2s, \$2; 3s, talls, \$3.20; 3s flat, \$2.90.

Pork and Beans, Chili (red and gold label), Individuals, 95c; 1s, \$1.25; 1½s, \$1.85; 2s, tall, \$2; 3s, flat, \$2.90.

Vegetarian Baked Beans, Tomato Sauce, 2s, talls, \$2.

Clark's Chateau Chicken Soup, \$1.75.

Clark's Chateau Concentrated Soups, Vegetable, Mulligatawny, Oxtail, Scotch Broth, Mock Turtle, Consommee, Tomato, Mutton Broth, Pea, Julienne, Vermicelli Tomato, Green Pea, Celery, \$1.55.
No. 1 assorted, \$1.50; No. 2 assorted, \$1.30.

Spaghetti with Tomato and Cheese, ½s, \$1.30; 1s, \$1.75; 2s, \$2.90 doz.
Fluid Beef Cordials, 20-oz. bottles, 1 doz. per case, at \$10 per doz.; 10-oz. bottle, \$5.

Canadian Balled Dinner, 1s, \$2.50; 2s, \$5.95.

English Plum Pudding—½s, 1s, 2s.

Ready Lunch Veal Leaf—½s, \$1.95; 1s, \$3.90.

Ready Lunch Beef Ham Leaf—½s, \$1.95; 1s, \$3.90.

Ready Lunch Beef Leaf—½s, \$1.95; 1s, \$3.90.

Ready Lunch Assorted Leaves—½s, \$2.00; 1s, \$3.95.

Geneva Sausage—1s, \$4.25; 2s, \$8.25.

Roast Mutton—1s, 2s, 6s.

Boiled Mutton—1s, 2s, 6s.

Cooked Tripe—1s, \$2.50; 2s, \$4.25.

Stewed Ox Tail—1s, \$2.50; 2s, \$4.50.

Stewed Kidney—1s, \$4.00; 2s, \$7.00.

Minced Collops—½s, \$2.00; 1s, \$3.25; 2s, \$6.00.

Sausage Meat—1s, \$3.50; 2s, \$5.50.

Jellied Hocks—2s, \$3.00; 6s, \$35.00.

Irish Stew—1s, \$3.50; 2s, \$5.50.

Boneless Chicken—½s, \$6.00; 1s, \$9.00.

Boneless Turkey, ½s, \$5.90; 1s, \$8.95.

Lunch Tongue—½s, 1s, 2s.

Tongue, Lunch—1s.

Ox Tongues, in tins, ½s, \$3.75; 1s, \$7.50; 1½s, \$12; 2s, \$15.50; 2½s, \$17.50; 3s, \$19; 3½s, \$20.50; 6s, \$45.

Chateau Brand Pork and Beans, Tomato Sauce—Individual, \$1.10; 1s, \$1.60; 2s, \$2.30; 3s, \$3.50; individual, 95c; 1s, \$1.50; 2s, \$2.05; 3s, \$3.25. Plain Sauce.

Smoked Sausage, Vienna style—½s, \$1.95.

Pate de Fois—½s, 65c; ½s, \$1.30.

Lunch Tongue, in glass, 1s.

Ox Tongues, glass, 1½s, \$14; 2s, \$17.

Mincedmeat, in glass—1s, \$3.25.

Brisket Beef, in glass—1s.

Chicken Breasts, in glass—1s.

COLMAN'S OR KEEN'S MUSTARD.

Per doz. tins
D. S. F., ¼-lb. \$ 2 15
D. S. F., ½-lb. 4 20
D. S. F., 1-lb. 7 50
F. D., ¼-lb. 1 15

Per jar
Durham, 1-lb. jar, each 0 50
Durham, 4-lb. jar, each 1 75



Face Your Telephone

and speak distinctly and directly into the mouth-piece. The person you are speaking to will have no trouble in hearing and understanding you no matter how far away he may be.

The Bell Telephone Co. of Canada

"Good Service our true intent."



S. DAVIS & SONS, LTD.

CIGAR MAKERS MONTREAL

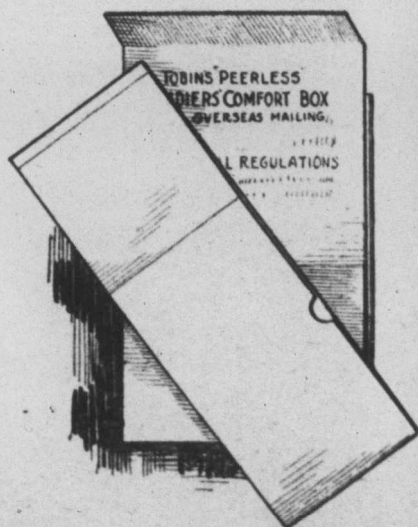
You will do well to stock the following brands, as they are recognized as the standard of perfection among discriminating Cigar Smokers:—

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.
" Grant 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



HIGH-GRADE SPECIALS IN OVERSEAS TRADE

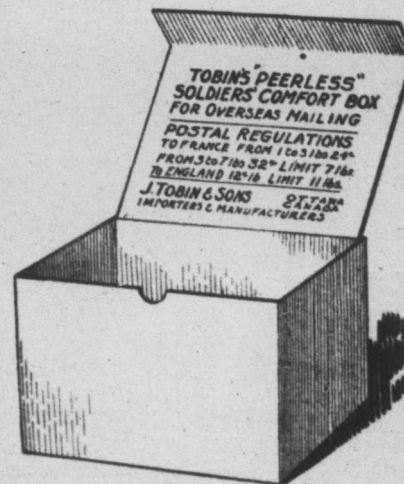
Tobin's "Peerless" Overseas Mailing Boxes, etc., etc.

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

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

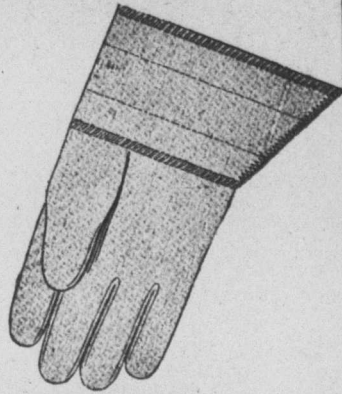
Are you getting any of this trade, Mr. Merchant. If not, GET BUSY and write J. TOBIN & SONS, OTTAWA, ONT. They are keenly alive to your wants or enquiries, whether by mail, phone or wire. Circular for the asking, with other trench specialties.

J. TOBIN & SONS, Ottawa, Ont.

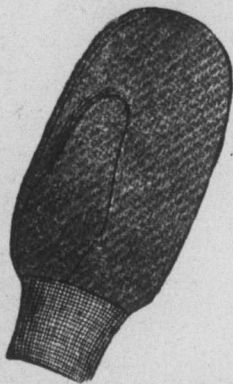


Every Man In Your Town

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



TAPATCO
REGISTERED BRAND TRADE MARK



Ask Your Jobber

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

The American Pad and
Textile Company
Chatham, Ontario

Suggest this line to every housewife

Critical people everywhere who have tried our

Pure Tomato Paste

find it particularly appetizing and "Delightfully different."

The simple directions on the can will enable the housewife to bring out the full, rich, delicious qualities of this incomparable Tomato Sauce.

Our price leaves you a good margin of profit. Send for trial dozen.

E. W. Jeffress, Limited
Walkerville, Ont.

JELL-O

GENESEE PURE FOOD CO.

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

JELL-O ICE CREAM POWDERS.

Assorted case, 2 dozen.....	\$2 70
Chocolate, 2 dozen	2 70
Vanilla, 2 dozen	2 70
Strawberry, 2 dozen	2 70
Lemon, 2 dozen	2 70
Unflavored, 2 dozen	2 70
Weight, 11 lbs. to case. Freight rate, 2d class.	

KLIM

Hotel size, 6 10-lb. tins to case	\$15.50
Household size, 1-lb., 24 to case	6.30
Sample size, 4-oz., 48 to case	4.50

THE CANADA STARCH CO. LTD., EDWARDSBURG BRANDS and

BRANTFORD BRANDS

Laundry Starches—	Cents
Boxes	
40 lbs. Canada Laundry....	.09½
40 lbs., 1 lb. pkg., White Gloss .....	.10
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons.....	.10½
100-lb. kegs, No. 1 white..	.10
200-lb. bbls., No. 1 White..	.10
30 lbs., Edwardburg Silver Gloss, 1-lb. chromo pkgs...	.11
48 lbs., Silver Gloss, in 6-lb. tin canisters .....	.12½
36 lbs. Silver Gloss, in 6-lb. draw lid boxes .....	.12½
100 lbs., kegs, Silver Gloss, large crystals .....	.10½
40 lbs., Benson's Enamel, (cold water), per case....	3.25
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs. ....	.15
Celluloid, 45 cartons, case..	4.50
Culinary Starch.	
40 lbs., W. T. Benson & Co.'s Celebrated Prepared .....	.11
40 lbs. Canada Pure Corn..	.10
20-lb. Casco Refined Potato Flour, 1-lb. pkgs. ....	.18
(20 lb. boxes, ¼c higher, except potato flour)	

BRANTFORD STARCH

Ontario and Quebec.

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

Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs. 6.10

SYRUP

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

Perfect Seal Jars, 3 lbs., 1 doz. in case	\$4.25
2-lb. tins, 2 doz. in case....	4.65
5-lb. tins, 1 doz. in case....	5.20
10-lb. tins, ½ doz. in case..	4.95
20-lb. tins, ¼ doz. in case..	4.90

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

Barrels, about 700 ⁰⁰ lbs.....	\$0.07
Half bbls., about 350 lbs....	0.07½
¼ bbls., about 175 lbs.....	0.07½
2-gal. wooden pails, 25 lbs.	2.15
3-gal. wooden pails, 28½ lbs.	3.25
5-gal. wooden pails, 65 lbs.	5.25

LILY WHITE CORN SYRUP

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

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup	
2-lb. tins, 2 doz. in case....	\$5 05
Barrels, per 100 lbs.....	7 50
½ barrels, per 100 lbs.....	7 75

INFANTS' FOOD

MAGOR, SON & CO., LTD.

Robinson's Patent Barley—	Doz.
1 lb.	\$4 00
½ lb.	2 00
Robinson's Patent Groats—	
1 lb.	\$4 00
½ lb.	2 00

NUGGET POLISHES

Polish, Black, Tan, Toney	Doz.
Red and Dark Brown.....	.90
Card Outfits, Black and Tan.	3.80
Metal Outfits, Black and Tan.	4.50
Creams, Black and Tan	1.35
White Cleaner	1.25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRANCH

Black Watch, 8½s. lb.....	\$ 0 65
Bobs, ½s	0 64
Currency, 8s	0 62
3tag Bar, 8s, boxes 5 lbs....	0 61
Pay Roll, thick bars, 1-10s..	0 80
Pay Roll, plug, 10s and 6-lb. caddies	0 80
Shamrock 9s. ½ cads., 12 lbs., ¼ cads., 4 lbs.....	0 70
Great West Pouches, 10s, 2-lb. boxes, ½ and 1-lb. lunch boxes	0 80
Forest and Stream, tins, 12s, 2 lb. cartons	0 95
Forest and Stream, ¼s, ½s and 1-lb. tins	0 95
Forest and Stream, 1-lb. as standard	1 15
Master Workman, 10s, 2 lb. cartons	0 80
Master Workman, bars, 6s, 2/3s, ½ butts, 9-lb. boxes, 3 lbs.	0 70
Derby 8½s, ½ butts, 8½-lb. boxes	0 70
Golden Rod, 8s.....	0 64
Ivy, 8s, ½ butts, 9 lb. boxes	0 64
Old Virginia, 10s	0 87
Fig Leaf, 8s.....	0 64
Old Kentucky (bars), 6½s, boxes, 6 lbs.....	0 80
Queen's Navy (bars), 6½s, 5½-lb. boxes	0 72
Walnut, 9s	0 70

DIRECT IMPORTER

OF

BEANS, RICE, PEANUTS

And other Oriental Products

We invite your inquiries

Established
1883

S. TAMURA

Head Office
KOBE

Tamura Bldg.,
VANCOUVER, B.C.



Knox Sparkling Gelatine Sells!

KNOX SPARKLING GELATINE has such a steady, lively sale, due to its great popularity and our steady advertising, that a grocery order is hardly complete unless it contains a package. It is known to be the biggest selling gelatine in the United States and Canada, which proves that it will please your customers and should be your best seller. Remember these facts and push its sale. Try to get a package into every order because

Every Package Pays You a Good Profit

Charles B. Knox Gelatine Company, Inc.

Johnstown, N. Y.

BRANCH FACTORY, MONTREAL, CANADA



ROSE'S LIME JUICE

*The Original and Genuine
Brand*

The easy-selling, customer-pleasing qualities which characterize Rose's Lime Juice should recommend it to every dealer appreciating lively sales and decent profits.

Rose's Lime Juice has set the standard for upwards of 50 years.

HOLBROOK'S Imported WORCESTERSHIRE SAUCE

—the deliciously different sauce that repeats and always satisfies.

Our prices are very attractive, being based on pre-war conditions.

We also supply:

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

Holbrooks, Ltd.
Toronto and Vancouver

FISH

Lake Superior
Herring in kegs
half-kegs and
pails.

APPLES

Nova Scotia stock
and Georgian Bay
brand, Ontario
stock.

Write us to-day

Lemon Bros.
OWEN SOUND, ONT.

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 postpaid on receipt of

\$2.00

It Will Pay You to Send at Once.

MacLean Publishing Co.

Technical Book Department.
143-153 University Avenue, Toronto.

Business Problems During the War and After

JUDGE ELBERT H. GARY, clerk in a general store, student of law, and head of the United States Steel Corporation, warns business men:

"It is probable that the Russian Revolution and its consequences were planned in Germany, and have been financed and directed by German money and brains. Germany is now endeavoring to 'Russianize' several other countries."

LABOR IS IMPORTANT

Above is one of Judge Gary's warnings. Another refers to labor-power for production of food and munitions of war. Another calls business men to organize for efficiency. The whole article is head and shoulders above average 'war-business' articles because Judge Gary is head and shoulders above even his peers in big business.

IN THE FINANCIAL POST

You can get the business value out of this powerful article to-day, for it appears in THE FINANCIAL POST for this week. Some one you know subscribes for THE FINANCIAL POST. Think of the most efficient friend you have. Phone him and borrow his copy.

OTHER CONTENTS TO NOTE

Besides Judge Gary's article in this week's FINANCIAL POST, look for these headings. There's worth-while business news for you in every one of these items:

Outlook for Trade in Russia after War.

Sir Robert Borden and Luxury Imports.
Ontario Guarantees Loans to Farmers.

The Future of the Grand Trunk and
C.P.R.

The "Muddling Along" Policy with the
War.

The Making of a Mail Order King.

Canadian Car Co. Had Big Profits.

Larger Profits for Dominion Cannery.

These articles and many others on current business affairs appear in THE FINANCIAL POST of date March 9th. To read THE FINANCIAL POST this week and every week is to place yourself head and shoulders higher in business information than the rank and file whose news comes to them haphazard. THE FINANCIAL POST has a staff of expert editors with representatives in important centres. The Editors of the strong group of THE MACLEAN BUSINESS NEWSPAPERS add their intensified practical knowledge of the different business fields each week to the news columns of THE FINANCIAL POST.

Sign this coupon. Send it, and secure POST service.

.....
The MacLean Publishing Co.,
153 University Ave., Toronto.

Send me THE FINANCIAL POST each week till further ordered. I will send subscription price (\$3.00 per year) on receipt of bill, or you may draw on me for this.

Send me sample copy of THE FINANCIAL POST (current issue). Cross out if not required.

Name

Address

C.G. 3C

Fish for Good Friday

Anticipate your wants ahead. We are booking orders now so as to avoid delays and disappointments.

Will have full supplies:

Fresh Cod, Haddock, Frozen Whitefish, Tulibeas, Smelts, Halibut, Qualla, Sea Salmon, Haddies, Fillets, Ciscoes.

Celery, Cauliflower, Pineapples, Bananas, Apples, Lettuce, Oranges, Lemons, Etc.

The Best of Everything.

WHITE & CO., LIMITED

WHOLESALE FRUITS AND FISH

Toronto

ORANGES

Finest Sunkist Navels
Extra Fancy Florida Valencias
Sweet, Juicy, Fine Color
All Desirable Sizes

APPLES

Finest Western Box Apples
Rome Beauty, Winesap, Ben Davis
Best Ontario and Nova Scotia Packs in
Barrels
Starks, Baldwins, Ben Davis

CELERY

California's Best Stock Always on
Hand

FISH

We carry a full stock of all the best
selling lines

Send us your order

DUNCANS LIMITED

North Bay, Sudbury, Cobalt, Timmins

FOR THIS WEEK

Fresh Car
New Florida Cabbage

3 Cars

Extra Fancy

California Navel Oranges

mostly large sizes.

2 Cars

Extra Fancy

Florida Grape Fruit

All sizes, 36s. to 96s.

"The House of Quality"

HUGH WALKER & SON

GUELPH, ONTARIO

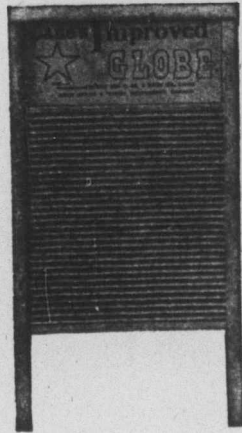
Established 1861

Sell Cane's Zinc, Tin and Glass Washboards

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

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

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



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



**There's
Quality and
Quantity in
"BULLDOG"
CLEANERS**

The exacting chemical supervision under which they are produced is a thorough guarantee of good quality in every "Bulldog" Cleaner.

Attractively labeled generous sized packages attract attention and make sales easy. And every sale is a "repeat" getter.

Grocers everywhere are making good profits pushing the 19 "Bulldog" Cleaners.

Be one of them.

The John B. Paine Co., Limited

MANUFACTURERS

Factories at Toronto and Winnipeg

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Wanted

CLASSIFIED ADVERTISING

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

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

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

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

BUSINESS FOR SALE

FOR SALE—GROCERY BUSINESS; ABSOLUTELY the most up-to-date store in Western Ontario city with population of about 15,000, doing a good business. Owner has other interests. Apply Box 286, Canadian Grocer.

GENERAL STORE BUSINESS IN WESTERN Ontario. Good clean stock of \$6,000. Turn-over last year \$20,000. Solid brick store and dwelling attached. Apply Box 280, Canadian Grocer.

A NO-CREDIT GENERAL STORE BUSINESS of 23 years' establishment, with store, house, stable and warehouse all about or good as new. Situated in Annapolis Valley, Nova Scotia. Address Box 288, Canadian Grocer.

GENERAL STORE BUSINESS—WESTERN Ontario village; \$7,000 stock in best condition; \$95 brick store. Have been in business here for 25 years. Steady, comfortable living. Apply Box 284, Canadian Grocer.

A GENERAL STORE BUSINESS OF 24 YEARS' standing for sale. Stock about \$8,000; cash business last year \$24,800; dwelling in connection; stock clean and up-to-date; good country trade. Also for sale meat shop, stable and drive barn. Situated half mile from station on C.P.R. Good chance for a good live man as I am retiring. Box 282, Canadian Grocer.

CORNER GROCERY BUILDING FOR SALE. Now rented and doing good paying business; no horse; good locality, overlooking park, 8 rooms. Apply owner, McCaw, Galley and Roncesvalles Ave., Toronto.

AGENTS WANTED

TRAVELLERS—GOOD SIDE LINE, SOLICIT from merchants accounts for us to collect. Reliable agency. Nagle Mercantile Agency, Westmount, Que.

HELP WANTED

WANTED—EXPERIENCED GROCERY SALES- man, permanent position at a good salary for the right man. Baker & Baldwin, Lindsay, Ont.

SITUATIONS WANTED

YOUNG MARRIED MAN WITH TEN YEARS' retail experience, desires position as traveller with good wholesale house. Highest references. Apply Box 285, Canadian Grocer.

RETURNED SOLDIER WHO HAS HAD 9 years' grocery experience, desires position. Can furnish first-class references. Apply Box 287, Canadian Grocer.

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

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

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

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

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

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

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

MISCELLANEOUS

GROCERS—INCREASE YOUR PROFITS selling Neal's Bread; shipping service unexcelled (Western Ontario delivery only); four factories: Windsor, London, Sarnia, St. Thomas. Neal Baking Co.

HAVE YOU KNOWLEDGE ALONG SOME special lines useful in the grocery business, such as Window Display, Card-Writing, Tea Blending, etc.? Men who are experts in any line are always in demand. Use Want Ad. page of The Canadian Grocer, with its Dominion-wide distribution, as the medium through which you offer your services. Try a condensed ad. Rates, payable in advance, are 2 cents per word first insertion, and 1 cent each additional, with charge of 5 cents extra per insertion for Box Number.

YOU MAY BE ENLARGING YOUR STORE and probably have some fixture which will be of no further use to you, but could be used by someone else. Do not let the value of them be lost to you. Describe the article you have for sale as condensed ad. in Canadian Grocer. Rates, payable in advance, 2 cents per word first insertion and 1 cent per word for each subsequent insertion with 5 cents per insertion extra for box number.

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

FIXTURES FOR SALE

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

Grocery Clerks

Old-established Regina, Saskatchewan, Wholesale Grocery House has opening in office for two experienced and thoroughly competent grocery men. Applicants please state length of experience and positions held during past five years. None but capable grocery men need apply. Apply in own handwriting, if possible enclosing latest photo, which will be returned. Excellent opportunity for progressive men to enter wholesale trade. Applications strictly confidential. Apply Box 289, Canadian Grocer.

Buyers' Guide

FOR SALE

CHOICE DRESSED POULTRY,
SELECTED EGGS, MARGARINE,
CHOICE DAIRY BUTTER.

C. A. MANN & CO.
78 KING ST. LONDON, ONT.

BARRELS

(The best shipping package.)

We make them all sizes and for all purposes. For apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc. Get our prices.

THE SARNIA BARREL WORKS, SARNIA, ONT.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
3/4-INCH CUSHION FILLERS
CORRUGATED FLATS

THE TRENT MFG. CO., LTD.
TRENTON ONTARIO

HO-MAYDE BREAD IMPROVER

Makes bread of better color and quality. Means a larger loaf. It makes the sponge rise sooner, even if chilled.

We are inundated with letters from housewives who want it. YOU supply them. Sells in 15c packets.

Makers: Ho-Mayde Products Co. TORONTO
Western Agents: C. & J. Jones WINNIPEG

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.

FRANK L. BENEDICT & CO.
Agents Montreal

GRAHAM FLOUR

"Ye Olde Process"

STONE - GROUND

From Choicest Ontario Wheat.
The Most Wholesome Flour Made.
\$5.75 per 98 lb. sack.
Freight paid (Montreal rates) 5 sack lots.

Made by

T. A. KIDD & SONS
BURRITT'S RAPIDS ONTARIO




PAPER BALERS

All-Steel
"Fireproof"

Made in 12 sizes.
Send for catalog.

Climax Baler Co.
Hamilton Ontario

 **TANGLEFOOT** 
The Non-Poisonous Fly Destroyer
Safe, Sanitary, Sure. Catches 50,000,000,000 Flies each year

OAKLEY'S **KNIFE POLISH**
20-102-7196

JOHN OAKLEY & SONS, LIMITED
LONDON, S.E. 1, ENGLAND

AGENTS:

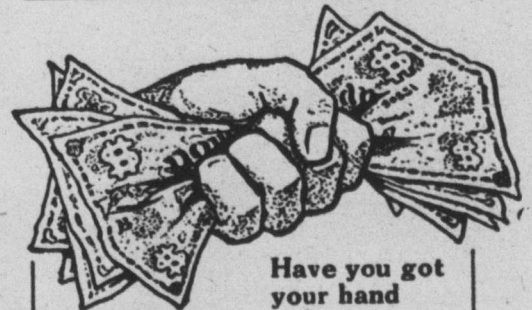
Geo. B. Jenkinson, 43 Queen St. East,
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McDermid St., Winnipeg.

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

60-62 JARVIS ST.

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GEO. J. CLIFF



Have you got
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tight on all your money? If you are owed
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LET US COLLECT YOUR BILLS

We have the organization. We can reduce
your "Bad Business" account to an insigni-
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province, is the best authority in
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Easily applied with the finger and ready for use in
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When you handle King George's Navy Chewing Tobacco you are handling a line that is known to all lovers of a good satisfaction-giving chew.

So that you won't have to lose precious time talking up King George's Navy. Just let the men know you handle it and it will sell quickly and profitably.

At your wholesalers.



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necessitates the prohibition
of export of all foodstuffs
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*Poultry Foods, Canary
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Wrapping Paper
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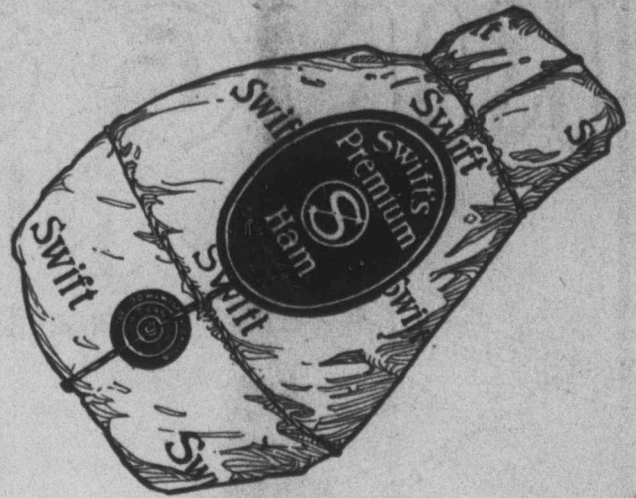
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Grocers' Sundries

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for YOUR
Customers



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**SPECIAL EASTER
ADVERTISING**

to tell the Canadian Housekeeper why

**“Swift’s Premium”
Ham**

represents maximum Ham value, resulting from outstanding qualities that distinguish it from all other hams. In newspapers and magazines all over Canada they will read this message, and will seek the dealer who can supply Swift's Premium Ham. Remember that a store is known by the grade of goods handled—and Swift's Premium Brand will enhance your reputation for high-class merchandising. Anticipate the demand by stocking

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