

**PAGES
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In This Issue—Saskatchewan R.M.A. Convention Report

CANADIAN GROCER

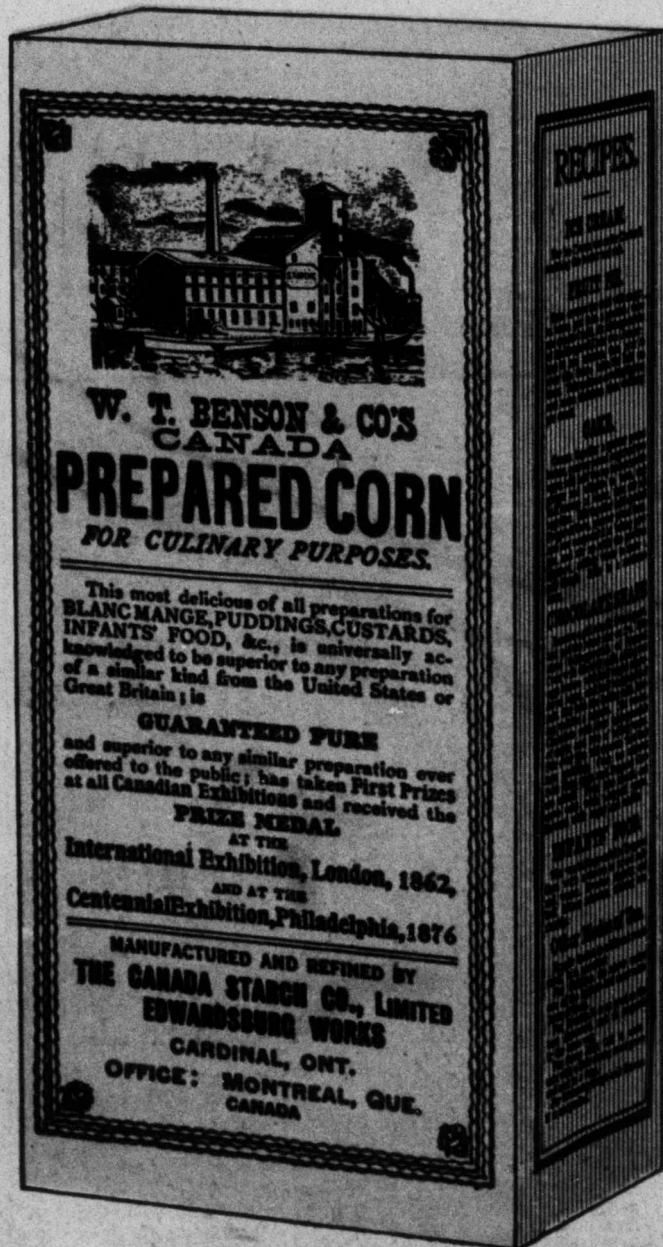
Only Weekly Grocery Paper Published in Canada
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX

PUBLICATION OFFICE: TORONTO, MAY 19th, 1916

No. 20

BENSON'S



For 50 years and more, Benson's Corn Starch has been generally recognized as being the standard of Purity and Quality.

Its prestige as the leader is greater to-day than ever before.

Every grocer who believes in "Quality First" stocks and recommends BENSON'S Corn Starch.

Be sure that the package bears the address:

The Canada Starch Co., Limited

BENSON'S

All The Year Round

O-Cedar Polish is not used in certain seasons only. It is used all the year round by your customers. Whenever dusting is done,

O-Cedar Polish

(Made in Canada)

ASK

your jobber about our different "Profit Deals." It means money in your pocket.

is used. It saves time and work in the home. Keep your shelves well stocked all the time and always have it *prominently displayed*.

Order From Your Jobber.

Channell Chemical Co.
Limited

369 Sorauren Ave., Toronto



JUST YOU NOTICE EVERY 1

of the grocers after the above date, when the Manitoba Temperance Act comes into force in Manitoba, seize the opportunity by pushing

Drewry's Golden Key Brand Soft Drinks, Fruit Wines and Squashes

The beauty of this line is that you have no dead stock on your hands. If you are in the city our driver calls every day if necessary, and if you are in the country a week's supply is plenty. Write to-day for prices and start in handling this line of the grocery trade and get your share of it.

Address Dept. B

E. L. DREWRY, Limited - Winnipeg



You couldn't find a surer way

to bigger Summer business than by featuring the well-known

BORDEN MILK PRODUCTS

A stock of Borden's well-displayed will turn the slow Summer months into a real busy season because these wholesome Canadian-made products are just the right thing for the camper, picnicker or summer cottager. The little trouble involved in preparing Borden's have popularized them with all manner of outing folk, hence these lines are in constant demand all through the Summer season.

A goodly share of this profitable business can be secured in your own town. Counter and window displays of Borden's will secure it for you; Borden satisfaction will give your customers increased confidence in the goods you handle.

Begin featuring Borden Milk Products from now on. Results of the first display will leave no doubt in your mind as to the selling value of Borden's.

Send in your order to-day.

Borden Milk Company, Limited

"LEADERS OF QUALITY"

MONTREAL

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

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

Ceylon and Indian Blacks

Prices on all black teas now afloat have advanced from four to eight cents per pound. The serious freight problem from the East gives no promise of relief, and prices must rule much higher upon all new importations.

We have a large, well-selected stock of Ceylons, Indians, Japans, Congous, Gunpowders, etc., secured before the present situation became acute.

Write us now regarding your requirements and our sample department will be at your service with lowest quotations.

KEARNEY BROS., LIMITED

TEA Importers COFFEE

33 St. Peter St.

ESTABLISHED 1874

Montreal

The House of Good Service

BUYING:

The splendid values that we continually offer the Retail Trade are the result of a careful study of all markets with heavy buying at the opportune moment.

SELLING:

We give our Retail friends every opportunity to get in when the market is right.

GENERAL

POLICY:

We make a point of dealing in a liberal spirit with all contentious matters that come before us. If you are entitled to an adjustment you get it quick. If not, we tell you so frankly.

We pay telephone calls and telegraph messages on all business placed.

We treat one and all the same. Some Wholesalers make exceptions. They give preferential treatment to certain customers. **This is not our policy.** We treat you well, and everybody the same.

PRODUCE:

FRUIT

DEPARTMENT:

Highest market prices; Fair grading; Prompt returns. Try our service in this Department.

We operate independent of all others. For this reason and on the ground of good service, we solicit your patronage.

H. G. SMITH, LIMITED

Wholesale Grocers

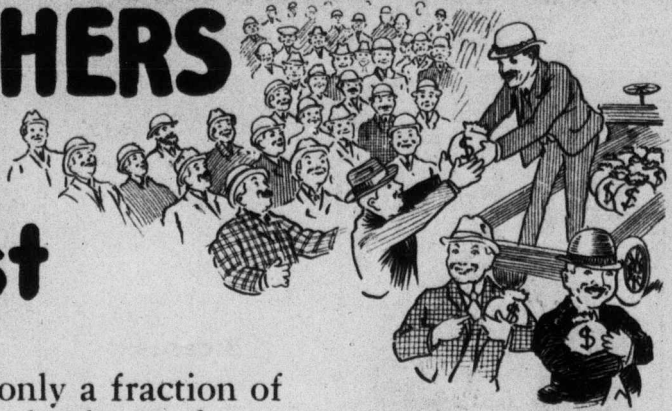
Independent Fruit House

Buyers of Farm Produce

REGINA, SASK.

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

Here are the Prize Winners in LEVER BROTHERS Grand Window Dressing Contest



THE prize-winners below represent only a fraction of those who took part and our heartiest thanks are due to all for their whole-hearted co-operation. The Judges—(editors "Canadian Grocer," "Retail Grocer" and Mr. J. J. Gibbons), worked from numbered photos only, and were of course absolutely impartial, but their work was very difficult, due to the dozens of splendid displays entered. The winners are:—

TORONTO DIVISION:

Grand First Prize, \$35 in cash—J. Wilson, 151 Brock Ave., Toronto.
Grand Second Prize, \$20 in cash—E. Monk, 300 Simeoe St., Toronto.
Grand Third Prize, \$10 in cash—Haffey & Co., 459 Bloor St. W., Toronto.

HAMILTON DIVISION:

Grand First Prize, \$35 in cash—Pebbles, Hobson & Co., Hamilton.
Grand Second Prize, \$20 in cash—D. M. Brown, Herkimer & Caroline Sts., Hamilton.
Grand Third Prize, \$10 in cash—W. Hilton, 41 Quebec St., Guelph.

LONDON DIVISION:

Grand First Prize, \$35 in cash—Wm. McDougall, Ingersoll, Ont.
Grand Second Prize, \$20 in cash—W. J. Hogarth, Ingersoll, Ont.
Grand Third Prize, \$10 in cash—J. McCorvie & Son, 142 King St., Chatham.

BELLEVILLE DIVISION:

Grand First Prize, \$35 in cash—W. O. Webster, Trenton, Ont.
Grand Second Prize, \$20 in cash—Geo. Puckett, Oshawa, Ont.
Grand Third Prize, \$10 in cash—Clair Barnett, Tweed, Ont.

OTTAWA DIVISION:

Grand First Prize, \$35 in cash—W. T. Ackland, 250 Bank St., Ottawa, Ont.
Grand Second Prize, \$20 in cash—Bryson, Graham, Ltd. (Gro. Dept.), Ottawa.
Grand Third Prize, \$10 in cash—Wilson & Greenwood, Sudbury, Ont.

**Announcement of the Montreal City Division Prize
Winners will be made in a later advertisement.**

Hook up with our Big Spring and Summer advertising.
Write us for splendid new window dressing material to-day.

LEVER BROTHERS, LIMITED

Eastern Avenue, Toronto

LUX—LIFEBUOY—SUNLIGHT—TOILET SOAPS—WELCOME SOAP POWDER



These are the real day in and day out Prize Winners for every Canadian grocer. Splendid Canadian products, heavily advertised—It pays to display them.

Winners of \$5 Consolation Prize

TORONTO DIVISION: Geo. T. Apperley, 2020 Queen St. E.; A. J. Butcher, 142 Sackville St.; P. Bone, 195 Avenue Road; W. Black, 1960 Queen St. E.; W. F. Hopkins, Islington, Ontario.

HAMILTON DIVISION: J. Knox, Ray and Peter Sts.; A. Norrington, Streetsville, Ont.; S. B. Hamilton, 154 Sandford Ave., N. Hamilton; C. A. Pothier, c/o M. Cummings, Barton and James St., Hamilton; J. P. Robertson, Grimsby, Ont.

OTTAWA DIVISION: Noel Clarke, 295 Bronson Ave., Ottawa; F. W. Robertson, Almonte, Ont.; A. S. Moreland, Bank and Havre Sts., Ottawa.

BELLEVILLE DIVISION: A. J. McCrodan, 295 Front St., Belleville; Ed. A. Kellaway, 20 W. Bridge St., Belleville; J. F. Holloway, Lindsay, Ont.; J. Wilson, c/o A. E. O'Connor, Kingston; Piper & Young, Oshawa, Ont.

LONDON DIVISION: J. A. Armond, Owen Sound, Ont.; W. E. Palmer, Sarnia, Ont.; L. Jackson, 1006 Dundas St., London; D. N. Duncan, Owen Sound, Ont.; R. W. Jones, 46-48 Blackfriars St., London.

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

For Spring Cleaning Babbitt's Cleanser

The 5 Cent Line



**Cleans, Scours,
Scrubs, Polishes,
Purifies**

Full weight pack-
age sells at

5 cents

giving double
value (and premi-
ums for the trade-
marks as well.)

Shows you a good
profit and is a sure
repeater.

Agents:

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

Brooms of Quality

may always be had by ordering
our brands. We have them at
\$3.00, \$3.25, \$3.50, \$3.75,
\$4.00, \$4.25, \$4.50, \$4.75,
\$5.00, \$5.50, \$5.75, \$6.00
per dozen.

**FACTORY and MILL
Brooms \$3.75, \$4.25, \$4.75
per dozen.**

Walter Woods & Co.

Hamilton - Winnipeg

When you sell

HEINZ 57

VARIETIES

PURE FOOD PRODUCTS

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

H. J. Heinz Company

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

CENTURY SALT

**Century salt put the
cents in the profits**

Century Salt is not com-
bined with cheap ingredients,
the housewife gets full value
for her money. Pure Salt
goes further and gives infinite-
ly better results.

Century Salt
is refined
and purified
to the last
degree. The
dealers who
handle get
the profits.

THE DOMINION SALT CO LIMITED
SARNIA. ONT.

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

Grocer's Salesmanship

versus

The Milkman's Pockets

If you—Mr. Grocer, will tell your customers about "Canada First" Milk, many dimes will be "rung up" on your National instead of slipping away into the milkman's pockets.

We will help you make the sales—Send us your name and address.

You do this—we'll do the rest.



Can be whipped just like fresh cream.

(Chill before whipping)

Aylmer Condensed Milk Co. Limited

AYLMER, ONTARIO

Sales Help Coupon

THE AYLMER CONDENSED MILK CO., Limited
AYLMER, ONTARIO

Send me your Sales Helps.

Name

Address

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

THIS IS ROWLAND R. POPPLETON
HIS SPARE TIME PROFITS AMOUNTED TO \$40 IN THREE WEEKS



*We Have Positions For More Men of
Mr. Poppleton's Ability.*

When Mr. R. R. Poppleton inquired about our representative plan he did it with the intention of turning his spare time into an extra \$5.00 a week. He little thought that an hour now and again would produce \$40.00 in three weeks' time. But this is the exact amount which Mr. Poppleton has earned, and it has interfered in no way with his regular occupation.

The present demand for MacLean's Magazine makes necessary more representatives. To the young men of energy and ambition—students—teachers—young people just starting in business, we offer opportunities equal to the one that hundreds of MacLean representatives have found profitable.

The work is permanent, pleasant and extremely profitable. We teach you—co-operate with you—your success with us is guaranteed if you are very much in earnest.

All particulars free upon request.

The MacLean Publishing Co.
143-153 University Ave., Toronto, Ont. **Limited**

CLARK'S

CONCENTRATED SOUPS



prepared from only the finest of materials and guaranteed absolutely pure.

MADE IN CANADA

and without a rival in either home or imported Soups.

- | | |
|-------------------|---------------------|
| TOMATO | CHICKEN |
| CELERY | MOCK TURTLE |
| PEA | MULLIGATAWNY |
| VEGETABLE | SCOTCH BROTH |
| etc., etc. | |



Ask your jobber for prices or send us a post card, but **STOCK NOW.**

W. CLARK, Limited, Montreal



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

"DO YOUR BIT"

Do your bit in the upbuilding of Canada's industries by supporting Canadian enterprise.
The high quality and trade-creating possibilities of

Malcolm's Made-in-Canada Milk Products

are opening up big business for dealers all over the Dominion. Wherever featured these palatable home-made products have never failed to "make good" with the public.

All our lines are accredited leaders in their respective fields, possessing that delicious, natural wholesomeness which wins the whole-hearted approval of the housewife.

Look over the following. Note our prices and send for trial supply.

St. George Brand Coffee, 2 doz. in case	\$4.80
St. George Evaporated Milk, 4 doz. in case	3.75
Banner Condensed Milk, 4 doz. in case	5.75
Princess Condensed Milk, 4 doz. in case	4.75

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



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

New and Illustrated Edition

Coffee; Its History, Classification and Description

By JOSEPH M. WALSH

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

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

12mo.

Cloth Extra, Net, \$2.00

By Mail, \$2.10

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

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

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

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

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

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

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

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

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

Send your order to Book Department

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

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

If you are about to order your supplies of Laundry Blue, remember that

5 C.

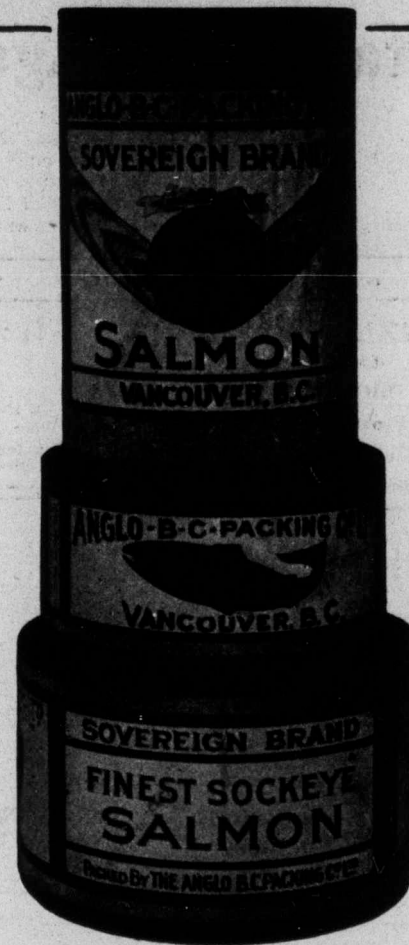
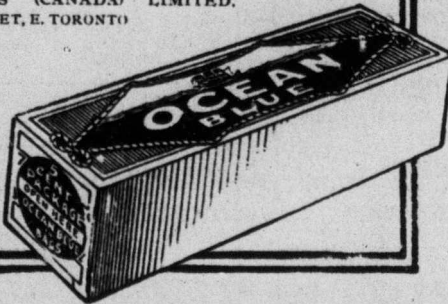
OCEAN BLUE

packets will add to your reputation, as well as your profits. It is the Blue that helps most on washing days.

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED,
38 FRONT STREET, E. TORONTO

Western Agents:
For Manitoba:
O. F. Lightcap,
Winnipeg. For
British Columbia
and Yukon:
Creeden &
Avery, Rooms 5
and 6 Jones
Block, 407 Hast-
ings Street,
West, Vancouver



Have you tried WETHEY'S ORANGE MARMALADE?

It is making
a hit.

In Every Basket

Greater than any possible profit to the up-to-date grocer is the satisfaction of selling a good article.

Shredded Wheat

brings to the grocer both profit and satisfaction. Shredded Wheat in every basket that goes out means satisfied customers. It is always the same high quality — the one universal, staple breakfast cereal. It is ready-cooked and ready-to-serve.



This Biscuit is packed in odorless spruce wood cases which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.

MADE IN CANADA

The Canadian Shredded
Wheat Co., Limited
Niagara Falls - Ontario

60-U

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

Manufacturers' Agents and Brokers' Directory

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

ONTARIO

MACKENZIE & MORRIS
LIMITED
BROKERS
Groceries, Provisions and Produce
C.P.R. Building, TORONTO

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

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

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

ON SPOT
White Beans,
Evaporated Apples
Currants and Raisins

W. H. Millman & Sons
Wholesale Grocery Brokers
Toronto Ontario

If you want the market on
NEW BRUNSWICK POTATOES

Wire or phone
HARRY WEBB, TORONTO
We specialize on potatoes, have warehouses at all buying points in the potato belt. Cars always loaded. New Brunswick, Montreal, Toronto, waiting orders.

If you want some first-class old leaf Tobacco, processed, so that all of that rank smell and taste is taken out of it, put up in five different grades, write

LEWIS WIGLE
LEAMINGTON, ONTARIO

WESTERN PROVINCES

H. P. PENNOCK & CO.,
Limited
Wholesale Grocery Brokers
and Manufacturers' Agents.
WINNIPEG REGINA
We solicit accounts of large and progressive manufacturers wanting live representatives.

O. F. LIGHTCAP
Wholesale Grocery Broker and Manufacturers' Agent. Domestic and Foreign Agencies Solicited.
O. F. LIGHTCAP
179 Bannatyne Ave. - Winnipeg, Man.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
120 Lombard Street
WINNIPEG MAN.
Domestic and Foreign Agencies Solicited

THE H. L. PERRY CO.
214-216 Princess Street, Winnipeg
We can make a success of your Agency. Our STORAGE, DISTRIBUTING and FORWARDING facilities are unexcelled.
Correspondence solicited.
"Always on the Job"

NEWFOUNDLAND

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C., 5th edition and private.

MEN WITH SALES ABILITY.

We have a few desirable openings for men of this type to call on Grocers in connection with Star Egg Carriers and Trays. 63% of the grocers of the country are already using Star Equipment. To men with proven selling ability we can offer an exceedingly interesting proposition.

For particulars, apply

STAR EGG CARRIER & TRAY
MFG. COMPANY
1113 JAY STREET ROCHESTER, N.Y.

The
CONDENSED AD.
PAGE
WILL INTEREST YOU

FEATURE FOR THE TRENCHES

G. Washington's Refined Coffee

Canadian Sales Agents:

Edmund Littler,
169 William St., Montreal, P.Q.
W. Geo. Varty,
29 Melinda St., Toronto, Ont.
W. G. Kyle,
261 Stanley St., Winnipeg, Man.
E. J. Roberts,
215 10th Ave. West, Calgary, Alta.

MARITIME PROVINCES.

J. N. COCHRAN

Manufacturers' Agent and Grocery Broker
FREDERICTON, N.B.

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

British firm having a large connection among best buyers in Great Britain invites correspondence and offers from

Shippers and Packers of
Pork, Frozen and other
Meats, Dairy Produce,
Canned Goods, etc.

CIF, FOB, and landed terms.
Advances against consignments.
References exchanged.

WM. THOMAS & CO.

General Provision Commission Merchants
and Brokers

29 Tooley Street, London, Eng.

Telegraphic and Cable Address:—Prodairos, Tooley
London, A.B.C. Code, 5th Edition.

Want Ads.

There is someone who is looking for just such a proposition as you have to offer. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

TRY IT OUT.

FRENCH CONDIMENTS

Notwithstanding much difficulties, we are receiving High-Class Groceries from France.

L. A. Price & Co., Bordeaux, France

Just received a small shipment:

- BONELESS ANCHOVIES, bottles,
- HARICOTS VERTS, Extra Fins,
- Extra Fins FRENCH PEAS,
- FRENCH MUSTARD, Glass
- TRUFFLES, tins and bottles,
- BAR LeDUC JELLIES, Red and White
- FRENCH WHITE WINE VINEGAR

WHAT ABOUT SEEDED RAISINS?

CALIFORNIA CHOICE No. 16—

"Spot" BO-PA-CO Brand09 pack

CANNED STRAWBERRIES, 2's

Heavy Syrup, Very Reasonable \$1.65 doz.

BARTLETT PEARS, 2's

Heavy Syrup, "PEERLESS" Brand 1.50 doz.

BEETS, 2's, Whole

600 doz.50 doz.

CANNED VEGETABLES and FRUITS

It will be interesting to you to have our prices. We have a large and well-assorted stock.

"PRIMUS" TEAS IN PACKAGES

Nearly 25,000 pounds

Sold and delivered in one month. Repeat orders are numerous. Why not send us a trial order?

L. CHAPUT, FILS & CIE, LIMITEE

Wholesale Grocers and Importers

MONTREAL

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

Tartan BRAND

THE SIGN OF PURITY
Phone Orders at our Expense

Phone Nos.
3595, 3596, 3597, 3598, 4656

We Sell only Goods of Guaranteed Quality —Satisfied Customers are our Best Testimonial

TARTAN BRAND are the most attractively packed goods on the Canadian Market.

We are always ready to meet your requirements in Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts, Jelly Powder and Grocers' Sundries of our own manufacture, the quality of which is backed by our guarantee.

We have a full line of Fancy Groceries, Foreign and Domestic. Mail orders our specialty. Write us to-day.

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO



MILES AHEAD OF SOAP.

Biggest Value on the Canadian Market.

10 ounces net weight, 10 cents retail; 16 ounces net weight, 15 cents retail. Wholesale price \$10.80, and \$14.40 a gross.

GRE-SOLVENT

Instantly dissolves and removes from the hands all kinds of Machine-grease and Grime, Paint, Printers' Ink, etc., etc.

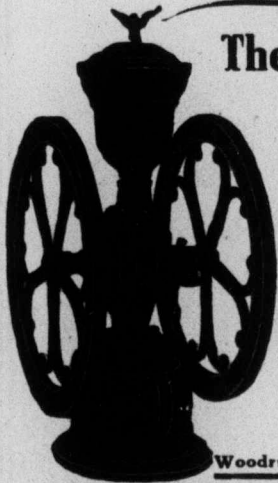
A great Comfort and Time-saver to all who have to face the cleaning-up problem.

It does not chap, roughen or otherwise injure even the most sensitive skin.

A strictly high-grade product prepared for those who want the Best.

Frequently imitated since its introduction in 1903 but never equalled for quality and satisfaction.

ROBERTSONS LIMITED
KINGSTON, ONT.
SOLE CANADIAN DISTRIBUTORS.



The Elgin Coffee Mill will bring you better profits

BECAUSE

- it grinds quickly and easily and eliminates lost time.
- it grinds the coffee in just the grade your customers require.
- the better service it enables you to give them will mean more customer satisfaction and an extension of their patronage.

Why not investigate the merits of the Elgin? A postcard will bring you our free descriptive booklet No. 24-C.

You can order any Elgin National through your jobber.

Woodruff & Edwards Co., Elgin, Ill. U.S.A.

IT IS IMPORTANT!

If you have something to dispose of in goods or service that as many buyers as possible get to know you and your product. This can be accomplished through

Canadian Grocer
143 University Avenue, Toronto

Try a bottle of H.P. SAUCE on your own table

You will see why it's selling so freely—there's a "want-more" fascination about H.P. that is crowding the grocer's store all over the world, besides it shows a good profit.

Wouldn't it be worth your while to stock

H.P. SAUCE

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

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

Give Them the Best

The Preserving Season is coming along

St. Lawrence Granulated

Is the best Sugar on the market

It ensures good Jams, Jellies and Preserves, and avoids disappointments and trouble later on with the housekeeper



The ARNETT Grocery Counter

Bins and Drawers in Rear

**Retailers of
Saskatchewan**
*Arnettize
Your Stores!*

What's that? Well, look here, you heard a lot at the R.M.A. Convention about fighting mail order houses. The best way to

beat these fellows is to have the right goods in your store and to SHOW them right.

There's where you have the advantage. The mail order houses can only show their goods in a catalogue. You can display yours in an Arnett Silent Salesman or in an Arnett Grocery Counter. Thus you hold your old customers and attract new ones. Fixtures like these beautify your store, lessen labor, quicken service, and make it possible to fight the mail order houses effectively.

When you put an Arnett Grocery Counter in your store you will notice a difference in your cash account. That is why so many Merchants are installing them.

STICK UP FOR THE WEST

If you are not asleep and snoring you will write for a descriptive circular, which will be mailed you without obligation.

Thomas Lewis Arnett

Builders of High Grade
Store and Office Fixtures

**SOURIS
MANITOBA**

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



The Wonder Lamp

is the latest and handiest ever placed on the market

it produces a clear, bright, white light of 500 Candle Power for less than 1-3 of a cent per hour.

Mr. Grocer, get this lamp now and have your store lighted as well as the best of city places. Can be installed by anyone.

A child can operate it. Absolutely safe and odorless. Lights with a match. Very convenient. Fully guaranteed.

Local Merchant Agents wanted Everywhere.

Write Now and get an independent plant at cost.

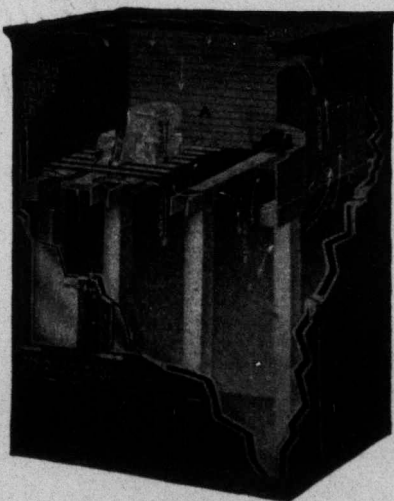
MacLAREN LIGHT CO.
MERRICKVILLE :: :: ONTARIO

Freeman's Dry Air Refrigerator

We have enlarged the air circulating capacity and multiplied many times the air-drying and ice-saving efficiency of present day Butcher Refrigerators until we have produced a Refrigerator measuring inch for inch more air circulating capacity than any other made during the past or present.

This Interior View 

shows our warm air flue arranged along the ceiling, where the largest volume of warm air rises to in all cold rooms. It is placed where warm air flues are most needed. These flues form a hollow recess for receiving the warm air; they discharge the air from both ends and convey it above the ice.

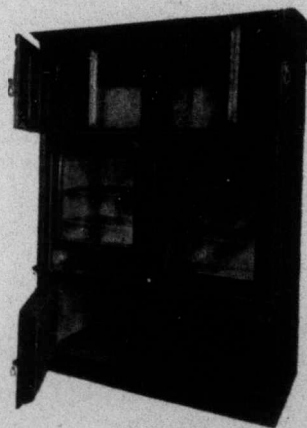


Price list and catalogue free and mailed to any address.

Manufactured by the
W. A. FREEMAN CO., LIMITED
HAMILTON, CANADA

The utmost in refrigeration satisfaction

The Arctic system gives the maximum amount of dry, cold circulating air for the quantity of ice used, whether in silent salesman or refrigerator.



Everything "Arctic" gives refrigeration satisfaction, gives a handsome appearance to the store, and adds to store service.

Send a postcard for the "Arctic" Catalog.

John Hillock & Co., Limited
TORONTO

Agents: Montreal, C. M. Kirby, 2185 Esplanade Ave., Montreal, Que. Manitoba, Jas. W. Hargreaves, Winnipeg. Man. Saskatchewan, Western Butchers' Supply, Regina. Sask. Nova Scotia, Frank Reardon, Halifax, N.S.

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

QUALITY The First Consideration

The Red Rose Tea standard has always been a high one, for QUALITY has been the first consideration from the time our first package was put on the market. To-day, in the present unsettled condition of the tea market, we are, if anything, even more careful in maintaining the high standard of Red Rose Tea. The retail trade can sell Red Rose Tea with every confidence that this quality will be strictly maintained.



A condensed ad. in
this paper will bring
results from all parts
of Canada : : : :

Let us give
you proof of
Eureka
superiority



We are refrigerator experts, and the many new ideas we have embodied in the "EUREKA" places it ahead of all others where real economy and absolute security are concerned. Don't depend any longer on that old-fashioned ice box. A good refrigerator is the best investment you can make, and the "EUREKA" is without doubt the most dependable and the most satisfactory obtainable.

In proof of this claim let us mail you list of satisfied users in every part of the world.

No matter what your requirements may be, we have a "EUREKA" just suited to them. Prepare now for the sultry days of Summer.

Send a card for the "EUREKA" catalog.

REPRESENTATIVES: — James Rutledge, 298 Waverley St., Montreal, P.Q.; James Lonsigan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man.; and Hamilton, Ont.; Ed. Dore, 35 Caroline N., Hamilton; W. J. Armstrong, 14 Euclid Ave., London, Ont., etc., etc.

Eureka
Refrigerator
Company, Ltd.

31 Brock Ave.

TORONTO

SAFETY FIRST



Don't burst a blood vessel, or ruin your temper; lifting, tugging, straining, sweating; trying to get the Barrel of Vinegar up for tapping.

Better order a Pump from us—quick; then no lifting, no boring, no venting; a boy can easily do the job. Pumps are proportionately cheaper too, than taps.

Price F.O.B. Toronto, \$1 25 Net

Order from

Wilson, Lytle, Badgerow, Co. Ltd.

112 DUKE STREET, TORONTO

The Largest Vinegar Works
in America
or from any wholesaler.

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

Robinson's "Patent" Barley and Robinson's "Patent" Groats

Your summer window and counter displays should always include these two world-famous foods.

The high-grade quality of these two leaders is well-known to your customers, making sales easy and repeat orders certain.

Stock Robinson's "Patent" Barley and Robinson's "Patent" Groats for bigger family business. Your wholesaler has them.

MAGOR, SON & CO., Limited

St. Paul Street West, MONTREAL

30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA

LARGEST MAKERS IN THE WORLD

Tin Foll—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size,
color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

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

BETTS & COMPANY, LIMITED

Chief Office:—1|Wharf Road

LONDON N., ENGLAND

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

CANADIAN GROCER

VOL. XXX

TORONTO, MAY 19, 1916

No. 20

Retailers Fight for Existence

Most Successful Convention in History of Saskatchewan Retail Merchants' Association Held at Regina—New President Elected — Initiation Fee to be Increased After End of Year.

Reported by Geo. D. Davis, of editorial staff of MacLean Publishing Co.

THE merchants of Western Canada are to-day putting up a strenuous fight for their very existence. This was clearly demonstrated at the third annual convention of the Saskatchewan provincial branch of the Retail Merchants' Association of Canada, held at Regina last week. It is freely admitted by wholesalers and retailers in many lines of business that certain large mail order houses are to-day securing an almost unbelievable amount of business right under the noses of the wholesalers and retailers of the prairie provinces. Unless the gigantic operations of the mail order houses receive a severe check in the very near future, it is not improbable that many retailers will be forced to close out their businesses, or exist on the scrapings which are left after the mail order houses have fine-toothed-combed the community and secured the cream of the business.

Awakened to Serious Condition

Unfortunately for some mercantile firms in the West they have awakened to the seriousness of mail order competition about five years too late.

Despite the repeated warnings of the trade press, and of officials of retailers organizations the majority of the retailers were apathetic, and for a number of years allowed matters to drift, until they were actually forced to take notice of the changed order of things.

To-day they are confronted on every hand with quotations from mail-order catalogues. They see distributing warehouses for mail-order houses being erected in their very midst, and in some cases the retailers are receiving letters from wholesalers who frankly admit that they are unable to supply certain lines to the retailer at a price as low as the mail-order house quotes to the consumer. The keen competition of the mail-order houses is being felt by merchants in almost every line. It is not confined to any one line. It is felt by the dry goods

merchant, hardware merchant, men's wear merchant, grocery houses, harness shops, general store merchants and others.

Merchants Hear How Others Suffer

All the aforementioned branches of trade were represented at the retailers' convention. Dry goods merchants were surprised to hear how hardware merchants were suffering from mail-order competition and vice versa.

Not a few of the delegates were amazed to find out that one of the largest and most modern buildings recently completed in the convention city is to be operated as a mail-order distributing warehouse for one of the largest—not the largest—mail-order houses in Canada.

Saskatoon a Mail Order Centre

Still further surprise was evinced when the members were informed that Canada's largest mail-order house had within the past few months opened a

large mail-order distributing plant at Saskatoon, the city in which last year's convention was held. Thus in the short space of less than a year mail-order distributing plants have been established in the two cities in which the retailers have gathered to discuss mail-order competition and other problems affecting their interests. And it is not improbable that the mail-order houses will in the near future launch other methods of feeding the West in a manner which is at present unthought of, or possibly undreamt of among the retail or wholesale trade.

Working by Well-Devised Plan

That the mail-order houses are working on a carefully thought-out and well defined plan is clearly evident to those who are making a close study of the operations of the mail-order houses. And when their plan of distribution is completed it will be a marvel of merchandising skill and ingenuity.



Victoria Square, Regina, Sask., city in which convention of Saskatchewan Retail Merchant's Association was held.

It is little wonder that the merchants of the West are looking for some relief that will assist them to combat the competition of the mail-order houses, whose numbers are increasing with marked rapidity.

Moose Jaw To Get Next Convention

A great deal of time was taken up at the convention discussing affairs of the Canadian Supply Co., and the Merchants Consolidated. Representatives of both companies addressed the convention and endeavored to show how their respective organizations could help the retailer to buy goods at prices sufficiently low to successfully compete with mail order houses. At times the discussions on these subjects grew rather warm, but the meetings were kept well in hand by President Maybee, and the convention closed by all members singing "Blest be the Tie that Binds," and the National Anthem.

Splendid addresses were delivered by H. O. Roberts, Minneapolis, Minn., secretary Minnesota Retail Hardware Association. The subjects treated by Mr. Roberts were: "Co-operation for Credits and Cash, Community Interests." Reports of the addresses appear elsewhere in this issue.

It was decided to hold next year's convention at Moose Jaw, Sask.

Over 300 Delegates Present

Over 300 delegates attended the convention. The membership is now over 1,500, and there are 168 local branches.

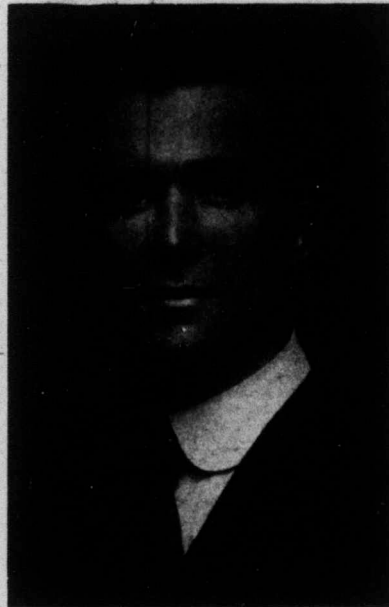
Among other things the association decided to advance the initiation fee to \$25 after December 31. New members will be admitted at the present fee of \$12 until the end of the present year, when the new rate will go into effect. A report of the convention proceedings follows.

The Opening Meeting

No time was lost at the opening meeting of the convention. Promptly at two o'clock on Tuesday afternoon the platform was occupied by the speakers for the occasion. After rendering the retailers' version of O Canada, and the National Anthem, President Maybee called on Mayor Cowan to address the delegates. On behalf of the citizens of Regina, Mayor Cowan extended a hearty welcome to all those present. He hoped and believed the delegates would benefit greatly by their three days' session, and that as a result of their deliberations they would themselves be of greater benefit to the community in which they lived. The mayor referred to the great power and influence of the retail merchants of the province. He stated that he doubted if anyone, not excluding bankers or wholesalers, knew better the financial conditions existing than the retail merchants—the men who

had their fingers direct on the pulse of the purchasing public, and who should be in a better position to advise and direct, than any other body of men.

His worship stated that there were two things the retail merchants could do, that would assist materially in improving financial conditions. They could in the first place, assist in restoring the confidence of the buying public. In the second place they could and should make a strenuous effort to place the business of the province on a cash basis. He believed that the improved methods of cultivation now being carried on would have a good effect on business generally, and that improved methods resulting in



H. D. MACPHERSON
of Regina, Sask., elected 1st Vice-President Saskatchewan Retail Merchants' Association.

greater production were going to restore the financial standing of business.

Regina Going Ahead

W. G. Styles, president Board of Trade, in welcoming the delegates dealt with the financial situation in Regina. Mr. Styles stated that a number of new concerns are now establishing branches in Regina. He referred particularly to the new plant and equipment of the Imperial Oil Co., the building of which is now under way. The plant will cost in the neighborhood of \$1,500,000. Mr. Styles referred also to the value of co-operation between the retailers.

Local President Speaks

J. J. Polson, president Regina branch R.M.A., was the next speaker. He was introduced by President Maybee as the man who had made arrangements which enabled the delegates to enjoy themselves while in the city. Mr. Polson pointed out that in many of the store windows in Regina were to be found show cards bearing the following: "We

are members of the Retail Merchants' Association." "Wherever you see that sign," said Mr. Polson, remember that you are welcome in the store and you will find that the merchants will be glad to give you any information you may desire regarding business problems or places in the city.

Meeting With Wholesalers

President Maybee, announced that the association was now ready to talk to the wholesalers if any were present.

Henry Detchon, general manager Canadian Credit Men's Association, responded for the wholesalers. He was introduced by President Maybee as the man who originated and carried through successfully the Canadian Credit Men's Association.

Mr. Detchon after expressing his thanks for having been given an opportunity to be present, stated that he wanted to talk along lines which should have been taken up many years ago. In reviewing the subjects on the retailers' program Mr. Detchon referred to the similarity of these retailers' problems and those of the wholesalers. He believed that the interests of the wholesaler, retailer and farmer are almost identical. "I may not be able to convince you on that point, but it is my belief," said Mr. Detchon. "Farmers claim that the farm is the basis of all wealth. Canada is an agricultural country and if it were not for the farmer there would be no retailers or wholesalers. On page 12 of your program you say regarding the meeting of mail order and other competition: 'closer co-operation between farmers and retailers. Cater to their demands, rather than oppose them. Your interests are identical. The community needs you both. You believe the farmers and retailers' interests are identical. We believe, as I previously stated, that the interests of the farmer, retailer and wholesaler are identical.'"

Continuing, Mr. Detchon told of the recent formation at Winnipeg, of a joint committee of commerce and agriculture, composed of 20 representatives of the farmers, five from each of the four provinces. Also 20 representatives of the business interests composed of retailers, wholesalers, bankers, manufacturers, loan and mortgage companies, implement and railway companies and lumbermen. When we called a meeting at Winnipeg we found we all had grievances or thought we had. Many of them were petty in character and easily remedied when we got together and talked matters over. We recognized and were late in doing so that the basis of all wealth is the farm. In 1913 retailers, wholesalers and loan companies were doing a big business and making money easily. Business dropped in 1914. Wholesalers' business dropped nearly 50

per cent. and the retailers were not buying. We started to study the reason for the drop in business. It wasn't the war but it came. We called a meeting at Winnipeg and from that conference has grown what I believe will prove of benefit to all branches of trade in the West. Again let me say the interests of retailer and wholesaler are identical. If the retailers are prosperous we believe the wholesalers will share in the prosperity. The wholesalers must take an interest in the welfare of the retailers and not allow the interests of the latter to become endangered.

I have watched with pleasure the growth of your retailers' association in strength and numbers. We formed our association to protect the wholesaler, but soon found out that the retailer must be protected because the former cannot exist without the support of the latter.

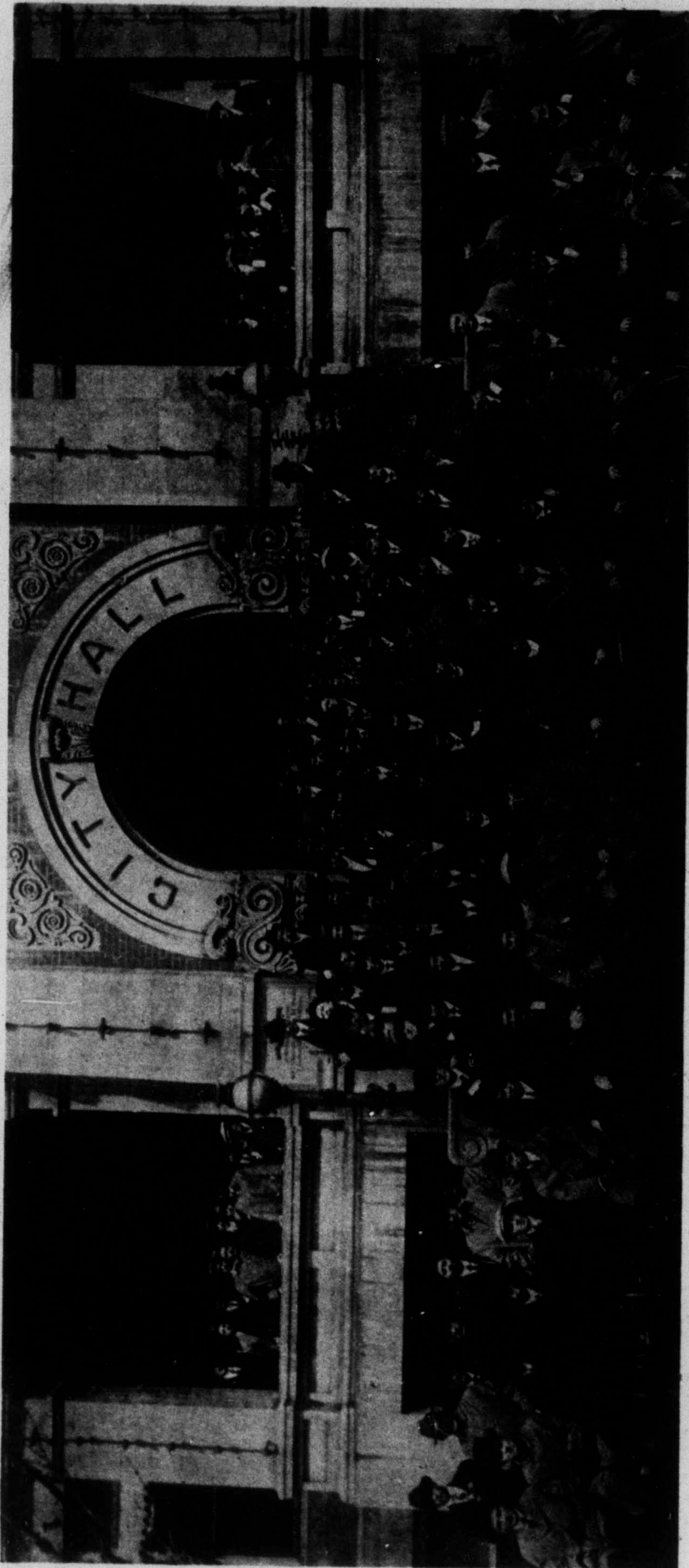
My object in being here to-day is to try and bring about more co-operation between wholesalers and retailers. We have opened in our paper, the Credit Men's Journal, a department in which we will publish communications from retailers, and we request them to write us regarding any criticism they may have to make regarding our work or association. Mail order competition is a big problem in this country to-day. If the retailers are forced out of business by the mail order houses what will happen to the wholesale houses? The mail order houses will not buy from the wholesalers.

Mr. Detchon also referred to the formation in Winnipeg not long ago of the Sales Managers' Association. Details regarding the association and its objects appeared in this paper some time ago.

The Canadian Credit Men's Association is aimed to help the retailer to place his business on a sounder basis. Our chief object is to eliminate the crook from business and thus help all classes of trade.

The Bulk Sales Act has met with some opposition, but it should not, because it simply means that a crook cannot sell his business, put the money in his pocket and decamp without paying his debts. In 90 per cent. of the sales that go through, the Bulk Sales Act would never apply, nor do we want it to apply. We do not want to harass the honest merchant. We would like to discuss the Bulk Sales Act with the retailers and eliminate any portion that is unfair to the honest retailer.

The Bulk Sales Act in Ontario was at first opposed by the R. M. A. We went to them and explained matters and they gave us their support. The legislature turned us down by 32 to 27 but we hope to have the legislation put through at the next session without any trouble.



Group photograph of members in attendance at the annual convention of the Saskatchewan Retail Merchants' Association held in Regina from May 9 to 11, taken in front of the convention hall.

We are wasting time trying to do things individually which should be taken up collectively. Credit men, retailers and farmers should co-operate. Are you gentlemen willing to co-operate with the wholesaler?

Mr. Detchon in referring to the Retailers' Co-operative Fire Insurance Company, which proposes to give the retailers insurance at cost, warned the association to go very carefully into all details. This plan of insurance had been tried, by a number of co-operative bodies but they had made a failure of it.

President Maybee in replying stated that the association's insurance department had made much better progress than they had expected it would. "Results, he said, "have so far greatly exceeded my most sanguine expectations. We have accomplished a great deal for the first year. We are now carrying \$250,000 in insurance and our losses for eight months have been less than \$1,000. If it had been possible to take all that had been offered we could have \$11,000,000 insurance. We have covered the Government reserve, have covered losses

and have a good balance on hand. Just as soon as we have a reserve substantial enough to warrant a reduction, we shall be glad to reduce our rates. I be-



J. L. S. HUTCHINSON

Saskatoon, Sask., re-elected to the position of Treasurer of the Saskatchewan Retail Merchants' Association.

lieve that if the retailers support our insurance department that it will be possible to give as good protection as you can get under the sun and at about half the cost. If we make it a success in this province, it will be followed in other provinces.

Already we have had a proposition put up to us by a party whom I believe is thoroughly responsible, whereby we could pool our insurance and secure a reduction of 25 per cent. from our present rates. We need the support of all our members to make this department of our association a success. Give us the support we deserve and we will give you greatly reduced insurance rates.

Non-Members Kept Out

At this juncture a vote was taken to see whether or not non-members and the newspapers should be permitted to remain for the other sessions. It was decided to close the meetings to all but members in good standing and the trade papers.

After non-members had returned the president's address was delivered.

The address is given in this issue.

What Association Has Done

Secretary Raymond Gives Account of Stewardship—Deals With Separate Western Board Proposal—Tells of Problems of the Western Retailer.

SECRETARY RAYMOND in delivering his address told of the progress made by the association since last year's convention. The membership is approximately 1,500 and the association has 148 branches. Dissatisfaction was expressed with service rendered by the Dominion Board and it is suggested that a western board be appointed. The secretary's report follows:—

It was just a year ago on the 11th of this month that our last convention opened in Saskatoon. Many of you will remember the mass of important business that was transacted at that time, and doubtless many of you who were at that convention are here to-day, because you realize as never before that there is much to be gained by meeting together in this way to discuss problems of mutual interest, and I am sure that before this convention is over you will realize it more than ever, because I can assure you that there are matters of the greatest importance to be discussed and acted upon.

We have many lofty ideals before us, all of which will be explained to you, and after hearing about them you will agree that they are all quite possible, provided we receive the full-hearted support of each individual member of this Association, and moreover the membership of the Association will be thus greatly increased until we become possibly the strongest commercial organization in the Dominion if our aims can be made a reality, as they can be, if our members do their part, and the change that will be brought about will not only be welcomed by yourselves but by the public at large.

At our last convention the following executive was appointed:

G. A. Maybee, President (re-elected); W. W. Copper, 1st Vice-President (re-elected); H. D. Macpherson, 2nd Vice-President; J. L. S. Hutchinson, treasurer (re-elected); F. E. Raymond, secretary (re-elected).

During the year there have been five executive meetings held, and three interviews with the Government, one with the Cabinet Ministers, one with the Agricultural Committee, and one with the Private Bills Committee, the latter of which extended over two days. At all of these meetings the full executive was present, and the matters discussed were of the greatest importance, and, as has always been the case, the best interests of retail merchants generally, was our first consideration.

At our first executive meeting, held in Saskatoon on May 13, 1915, at which B. W. Zieman, Dominion President, was present, the unsatisfactory service rendered by the head office at Toronto was fully discussed, and Mr. Zieman was asked for an explanation. He stated that the Dominion Secretary was overworked, and that it was impossible to engage more help without money, which should be forthcoming from the different Provincial Boards, but speaking for Saskatchewan, we did not feel inclined to send money to Toronto until such time as we were shown that service was being rendered, and immediately this was done we would promptly remit our per capita tax.

Unfortunately, this service was not improved, although at the Dominion convention held in Toronto in July, at which J. L. S. Hutchinson and myself were present, representing Saskatchewan, a secretary was appointed who was to give his whole time to Dominion work. With this appointment it was expected that our difficulty in respect to service would be overcome and we agreed on behalf of the Saskatchewan Board to remit each month all monies due, the other Provinces to be advised of the arrangement and requested to do likewise.

We did this for a time, but noticing no improvement, we have discontinued remitting. It is now proposed to form our own Western Board representing the Association in Western Canada, under the direction of which it is hoped to place our work on an equal footing in all the four Western Provinces. This proposal will be laid before the Dominion convention to be held in Winnipeg in July.

First Westerner on Board

At the last Dominion convention Mr. Hutchinson was appointed vice-president, and is the first Western man to hold office on that board. Having mentioned the last Dominion convention, I may as well state here that there were many matters discussed, including "Selling Adulterated Goods," "Abolition of Coupons," "Abolition of Fees for Scale Inspection," "An amendment to the Absconding Debtor's Act," making it apply to retail merchants' accounts, as well as hotels and boarding houses. These and many other matters were referred to the Dominion executive to deal with, and we will doubtless be advised in due course that a satisfactory adjustment has been obtained, in some cases at least.

Legislation

On June 17, 1915, at which time the Saskatchewan Government was in session, your Provincial executive met with the Cabinet Ministers to discuss with them the various matters of legislation we were anxious to obtain at that session, including an amendment to the Small Debts' Act, an amendment to the Hawkers' and Pedlars' Act, and the Food and Supply Bill.

As you are already aware the Small Debts Act was amended, raising the limit from \$50.00 to \$100.00, with execution against lands for amounts of \$50.00 and up, and also making provision for garnishee proceedings.

The Provincial Hawkers and Pedlars Act was amended slightly, but not to our satisfaction, but the different Municipal Acts were amended so that now any city, town, village or rural municipality can deal quite effectively with hawkers and pedlars, but there is still room for an improvement which we have not lost sight of, and which we propose asking for at the next session. This will effect meat dealers more particularly.

The Food and Supply Bill was laid over from the 1915 session, as it was considered too important a change to make without more consideration than they were able to give it at that time. This, however, was passed at the 1916 session, and you may now take a chattel mortgage or other incumbrance on a future or growing crop to the extent of \$250.00

on a one-quarter section, or \$350.00 on a half-section or any greater amount of land, to secure accounts for meat, groceries, flour, clothing, or binder twine.

Also at the 1916 session we secured a charter for a Retail Merchants' Trust Company, to which there was much opposition by the other trust companies doing business in the Province, but which we successfully overcame. Not being satisfied with opposing this Act of Incorporation, an amendment to the Assignments Act was introduced by which a majority vote of the creditors would decide as to what trust company an assignment should be made. If this amendment had gone through you can readily see that about two trust companies would have held a monopoly of all the assignments in the Province, and our charter would have been of no use to us. Needless to say this amendment was defeated, thanks to your executive.

On the occasion of our visit to Regina in this connection, two full days were occupied. This means that the members of the executive were away from their own business at least that length of time, entirely without remuneration to themselves, a fact which should not be overlooked by any member of this Association. It simply goes to show the willingness that has at all times been displayed in looking after affairs of interest to every retail merchant in Saskatchewan.

Mail Order Competition

During the past year the subject of mail order competition has received a great deal of our attention. It has many times been proposed that we endeavor to have a tax levied on mail order houses for the business done outside of the municipality in which they are located, or on their catalogues. Your executive has never considered that the imposition of such a tax would meet the case, for reasons that have already been explained in the columns of our magazine, "The Retailer." It is considered that the only means by which this competition can be met is to fight mail order houses with their own weapons—that is, improve our buying facilities and service to the public.

A plan has been developed by which this can be done, and which will be explained to you during the course of this convention.

Fire Insurance

As is now generally known the charter for a Retail Merchants' Mutual Fire Insurance Company was secured in August last, and this company has been writing business since the 1st of September, 1915, with fairly satisfactory results, although there are still a great many members of the Association who have not yet placed a policy with us.

The aim of the company is to eventually give members of the Association insurance at cost, in the meanwhile accumulating a surplus in order that the lines written may be increased from time to time as the reserve fund warrants. The first annual meeting of the company is to be held at 10.20 to-morrow morning, when a complete report will be submitted. Mr. J. W. Black, a thoroughly experienced insurance man, is in charge of this department, and in addition to issuing policies he has done a great deal of good work in checking the policies of other companies to see that they are properly worded and that our members are getting the protection for which they are paying. Every member of this Association is urged to take advantage of this service, which is free for the asking.

Traffic Department

Since our last convention a Traffic Department has been added to our service, which is in charge of Mr. F. E. Hamilton, an expert in that line of work. The object of this department is to check railway freight expense bills, for which a commission of 50 per cent. is charged on all refunds recovered; and following up delayed freight claims on a 25 per cent. basis. In short, dealing with all matters in connection with railway freight transportation. This service is greatly appreciated by those who have taken advantage of it.

Advertising

A new departure in connection with our work is that of an advertising department in charge of Mr. W. R. Kell. This has been started as a result of enquiries made which go to show that a great deal of money is wasted annually in worthless advertising. Any member is entitled to free suggestions regarding his advertising campaigns, and to nominal cost.

Both Mr. Hamilton of the traffic department, who is an ex-railroad man, and Mr. Kell, in charge of the advertising department, are taking special courses in their respective work from a leading school in the U.S., with the sole object of placing their

knowledge of these subjects at the disposal of our members. This goes to show the class of men we have in charge of the various departments of the Provincial office.

"The Retailer"

Our magazine, "The Retailer," has been issued regularly every month during the past year, and we have reason to believe is becoming more appreciated as time goes on, in fact this is looked upon as being of so much importance to us in our work that we purpose enlarging it, starting with this month's issue, to standard trade paper size. This, of course, will allow for much additional matter of direct interest to the retail trade, and as a consequence we feel justified in raising our subscription fee to one dollar per annum. This sub-fee, together with such advertising as we are able to obtain, will, we hope, cover the cost of printing and postage.

Members could assist us greatly in securing advertising by giving preference to advertisers, and by mentioning "The Retailer" when ordering goods. In addition to the many exclusive features now running, we shall be glad to receive suggestions as to how the magazine might be still further improved and made of greater service. We might state that the classified ad. page is open to the free use of members.

The general service work of the office covers a very wide scope, including first aid in collections, reports on applicants for credit, reports on produce houses, sales and collection agencies, free legal advice, buying and selling, employing help, tracing lost debtors, and in fact everything and anything in which we can be of any possible assistance.

Since the start of our work in the Province we have never ceased urging upon members to make every possible use of us, and it is with much satisfaction that we note the ever increasing number of enquiries we receive for assistance and advice. The majority of members have come to look on the Provincial office as a centre to which they can refer all their troubles.

One popular feature of this department is the furnishing of rating lists covering any particular district. Members can assist us very materially in the prevention of bad accounts by using collection letters and turning the stubs in to us, from which our records are built up—or by furnishing us direct with a list of the poor-pays in their district—forms for this purpose will be sent upon request.

Membership

We now have 148 branches, with a membership of approximately 1,500 in good standing. It is gratifying to note the increased interest that individual members are taking in our work. There are, of course, a number of active branches throughout the Province, the members of which are deriving every possible benefit from Association work, as they have employed a secretary to look after

their interest locally while the Provincial office is doing the same thing in a general way.

It is unfortunate that all branches do not appreciate the importance of local work, and as a consequence the members of such branches do not get as much out of the Association as they might. To these, however, we are extending every possible service in an individual way, but we wish to impress the fact that this individual service is open to each and every member of the Association. During the year there has been a considerable decrease in membership, which is accounted for by the fact that many of our former members have discontinued business, and the number of new members we have secured has not made up for the deficiency.

In summarizing the advantages to be gained by membership in the Association, these may be classed under the different headings as follows:

- A General Service Department.
- A Traffic Department.
- An Insurance Department.
- Retailers' Trust Company, and last but not least, the proposed scheme for enabling retailers to purchase their goods to better advantage, which is perhaps the most important of all.

With the above departments of our work, which cover every phase of retail trading, we fall to see how any merchant can afford not to become a member of the Association, and moreover as soon as these departments have been developed to such an extent as to make it possible, we have in mind to place qualified efficiency men on the road to educate our members up to better methods of doing business—practically all of the leading firms in the U.S. consider an efficiency expert one of their most available assets.

With the above prospect in view the Saskatchewan Branch of the Retail Merchants' Association of Canada might easily become the strongest commercial organization in existence, and it only requires the support—financially and morally—of each individual merchant throughout the Province to make it such, and the actual cash outlay from any one merchant would be insignificant to the service that could be rendered.

In conclusion I wish to thank the members of the executive for the support they have rendered most willingly at all times; the organizers for their untiring efforts in their travels through the Province; and the office staff for their faithfulness in the discharge of their duties, all of whom have freely given of their time and energy in furthering the cause of the Retail Merchants' Association, for the benefit not only of its members, but of every retail merchant engaged in business.

The whole respectfully submitted.
F. E. RAYMOND,
Secretary.

ENTERTAINING THE LADIES

Special arrangements had been made for the entertainment of the visiting ladies. The ladies of Regina gave an "at home," to the lady visitors in the lounge room of the Canada Club on Wednesday afternoon. A splendid musical program was provided and the visitors were royally entertained.

THE TREASURER'S REPORT

The treasurer's report, presented by J. L. S. Hutchinson, was favorably received by the convention. The condensed financial report is as follows:

Revenue Account	
Receipts from all sources ..	\$15,930.26
Total expenditure	14,208.35
Balance	\$1,722.61
Capital Statement	
Cash assets	\$1,824.32
Furniture and fixtures	654.57
	\$2,478.89
Accounts and dues payable...\$	815.09
Surplus	1,663.80
	\$2,478.89



F. E. RAYMOND
Saskatoon, Sask., again elected to the office of Secretary of the Saskatchewan Retail Merchants' Ass'n.

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

**THE MACLEAN PUBLISHING COMPANY
LIMITED.**

JOHN BAYNE MACLEAN, President.

H. T. HUNTER, Vice-President.

H. V. TYRRELL, General Manager.

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No. 20

SASKATCHEWAN RETAILERS MEET

ONE of the things emphasized at the convention of the Saskatchewan Retail Merchants' Association in Regina last week was the seriousness of mail order competition. To the merchants it seems like a fight for existence. Discussion took place there as to the best methods of meeting it.

One of the other important matters which came up was the proposal to establish a Western Board of the Dominion Retail Merchants' Association. The idea is to include Manitoba, Saskatchewan, Alberta and British Columbia. Resolutions were passed bearing on many important matters such as smuggling goods into Canada, lower freight rates, opposing the bulk sales act in its present form, approving the Retailers' Trust Company and endorsing the Bankers' and Canadian Credit Men's Trust Association.

Perusal of the complete report, which appears elsewhere in this issue, will be of value to Eastern retailers in order that they may know what the West is doing and thinking about.

STRONG POSITION OF CANNED GOODS

“IT is doubtful if the old stocks of canned goods on hand in the country to-day will care for the requirements that will arise before the new pack comes in.”

The speaker was one of the foremost authorities in the country on the canned goods line.

Stocks are depleted to such an extent that competition is eliminated, and the whole line is in a very strong position. This scarcity of stocks applies to both retailers, wholesalers, and stocks in first hands and advances are looked forward to until the new pack is ready for marketing.

With regard to new pack goods, conditions are uncertain, uniform only in their indications of a higher level of prices. There is such a scarcity of farm labor in Western Ontario that farmers are throwing up their contracts through sheer inability to get men to do the necessary work of preparing the crop and caring for it in its later stages. Further recruiting demands will intensify this phase of the matter.

The cost of all packing material has advanced tremendously, particularly in the case of tin, and all things point to further increases. The canners, as well as the farmers, will experience great difficulty in getting labor for the new pack.

All of these factors have ruled for some time past, but they are becoming more acute. Spot goods have advanced gradually and steadily since last August, so that at best the opening prices on the new pack are expected to be much above those ruling last year at the same time.

One large canner stated that it would not be surprising to see tomatoes at \$1.25 per doz. for 3's shortly. The check in demand for canned goods that will arise as a result of new vegetables coming in next month is the principal feature of weakness in the market but relatively unimportant at that. The great firmness of the sugar market is influencing the whole line of fruits and jams in an upward direction.

Salmon stocks on the coast are practically exhausted and on good authority it is stated that large quantities of futures for 1916 pack have already been sold for export on a basis of \$10.50 per case of 8 doz. for ½ lb. flats, best sockeye and \$6.50 for

Cohoes halves, and \$3.25 for pink talls, which leads to the conclusion that all grades of salmon will open higher for next season.

GROCCERS AND ICE CREAM PARLORS

APPARENTLY the trend towards nation-wide prohibition has been remarked by the trade and has set a good many grocers thinking. Cases continue to come to our notice of grocers paying special attention to their soft drink department, if they have one. In cases where they have not, they are planning to incorporate some method of getting a share of the trade which, they are convinced, is bound to enter as bars are removed. Many grocers have decided to open ice cream parlors at the rear of their stores, evidently intending to utilize the opportunity. The fact that they have so decided shows that they are believers in preparedness. Several provinces are already dry. Ontario will be dry in September. An eastern Ontario dealer opened a department last week. He is getting in early. He recognizes that many grocers will surely endeavor to get a share of the "certainteed" extra business which will be done in soft drinks and the like after September in Ontario and he is going to get his foundation stone well and truly laid so that, when buying soft drinks at grocery stores becomes more popularized, his store will already be, in some sort, a rendezvous.

As far as several of the other provinces are concerned, prohibition is, of course, a fact this moment. The trade should seize the opportunity of getting in on the soft drink trade *now*. Instal a soda fountain; arrange a department with a few tables and chairs for a cafe trade, if your space permits; better still, build up a trade in case goods sold to the homes of your customers.

And above all, *do it now*.

ORIGINAL DISPLAY OF EGGS

IN the provision department in this issue there is an article showing an attractive window display used by Kavanagh Provision Co., of Montreal. Grocers interested in displaying provisions, eggs, etc., should note the layout of this window and particularly how the window trimmer arranged the eggs.

Most window trimmers simply put the eggs in a basket or in a pile and let them take their chance on attracting customers. Not so with the Kavanagh Provision Co. The eggs in this particular case were arranged attractively in circular and diamond-shaped forms and separated according to size and color. For instance, there was a row of brown eggs all the way along the front of the window. In the central arrangements rows of brown and white eggs were separated respectively, and the window floor was filled up with white eggs.

This is a point which window trimmers might keep in mind in displaying eggs. Of course, the hot season is coming on soon and one must be careful to

see that they are not displayed in the window where the sun can reach them or which is too warm. Some dealers have large provision refrigerators with glass fronts and in these this idea could be carried out throughout the summer season.

The point is that something original or out-of-the-ordinary, generally catches the eye of the passer-by. Get out of the beaten-path; do things a little differently from anyone else and you are bound to get recognition.

CLEAN UP WEEK IN MONTREAL

THE "Clean Up" campaign in Montreal is being urged with greater vigor than usual from May 14 to 20. Particular attention is paid in it to the care of children and the necessity of giving them pure food. The planting of seeds and the cultivation of gardens is also the subject of some advice. Thus the scope of this campaign is enlarged this year.

Montreal grocers are hooking up with this campaign in their advertising and thus forming a direct connection with the front page news for the pushing of seed selling and the emphasis in the purity of their goods. It is urged in the literature issued that "50 per cent. of the newly born babies die before they are one year of age—Do something to stop these needless deaths. It is worse than murder to keep infants unclean—and to give them food that is worse than poison.

"The clean-up campaign two years ago saved the lives of 200 infants. Last year it saved 382 lives more than the preceding year. It may save yours this year."

For the distribution of prizes the scoring counts as follows:—

General appearance of back and front yards relative to cleanliness to score up to 30 per cent.

General exterior appearance to score up to 20 per cent.

Flower and vegetable planting to score up to 25 per cent.

General improvement to score up to 15 per cent.

General appearance to score up to 10 per cent.

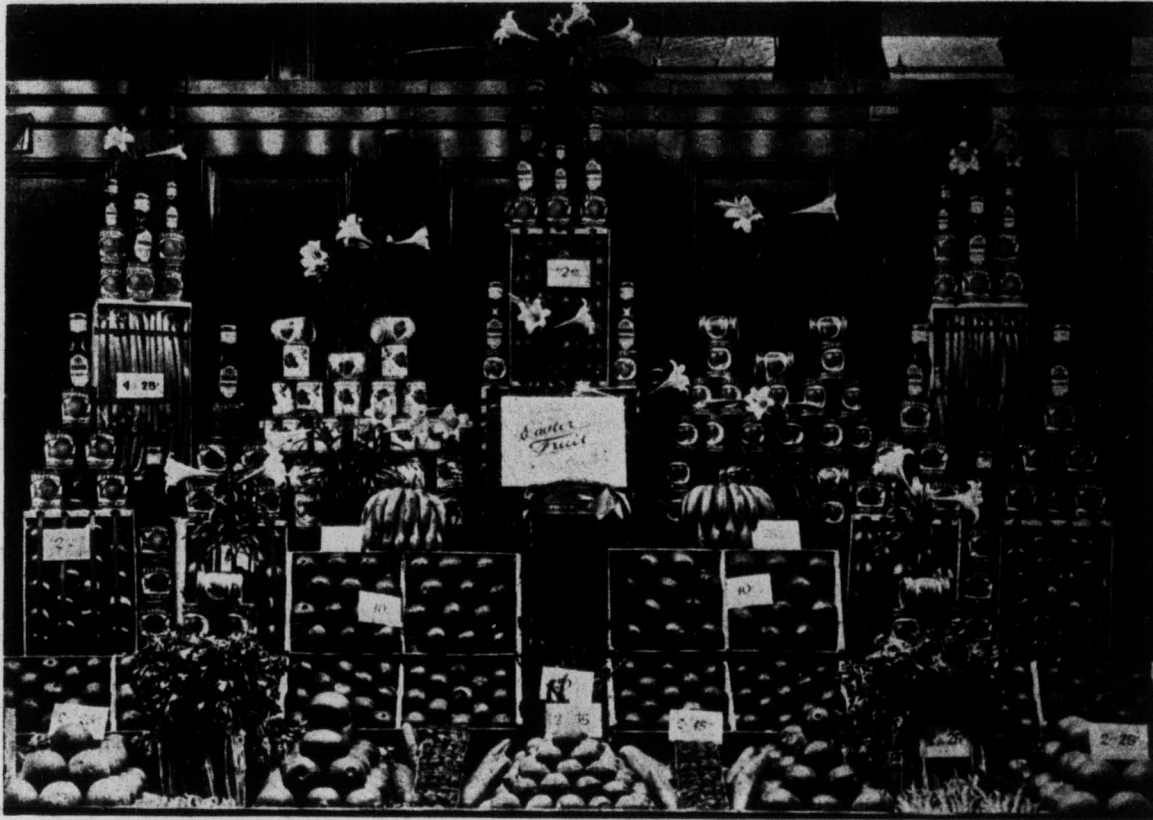
COOL WEATHER TRADE

LATE Spring is not entirely unconnected with advantages. It creates as well as injures opportunities. It presents a splendid opportunity to country dealers to use as an argument for the sale of brans and shorts to farmers while the price of dairy produce is so high and the production of milk retarded by the lateness of the spring.

Equally great is the opportunity created by the variable weather for new sales in garden seeds in both town and country. Usually the seed sale is pretty well over at this time of year, but the recent changes in weather have made many people timid about their gardening operations so that they offer a good prospect for later business.

A Western Fresh Fruit Window

Trim Shown Recently by the Hudson Bay Company, Edmonton — Good Summer Predicted for Fruit—A First Prize Display With Many Admirable Qualities.



An exceedingly attractive fruit and vegetable display shown recently in the grocery department of the Hudson Bay Co., Edmonton, Alta.

NINETEEN-SIXTEEN is going to be a big fruit year. From all accounts the fruit crops in Canada will be good and as there is not likely to be so much exported as usual, the prospects are fruit will be reasonable in price. The retail trade should, therefore, plan to go after good big fruit business during the summer.

The accompanying window display was shown for the Easter season by the Hudson Bay Co., of Edmonton, Alta., and while it was dressed primarily for Easter it presents a number of splendid suggestions for a fruit window at any time during the summer season.

The fresh fruit shown in this window includes oranges, various kinds of apples, bananas, grape-fruit, strawberries and rhubarb and among the vegetables are celery, cucumbers and

asparagus. The glass showing dark in the centre of the illustration contains a large pineapple preserved in natural state. The tins and bottles contain preserved fruits, such as maraschino cherries, apricots, peaches, raspberries and pears. The goods shown at the back of the window are mounted on pedestals. The trimmings of the window are in purple.

A glance at this display shows it to be an exceedingly attractive one and one that is bound to sell the goods. Now that the summer season is practically on, the retailer should make every effort to boost his sales of fruit and no better salesman can be found than the window. This is a display, too, that should be kept on file for suggestions prior to Easter next year. It was trimmed by Walter Worsfold and won first prize in CANADIAN GROCER'S Easter Display Contest for cities over 10,000 population.

President Maybee Suggests Separate Board

Apart From Federal Legislation He Maintains That Problems of the West Are Different From Those in the East—No Definite Action Taken—Tells of Financial Standing of the Association.

"BUSINESS in the East is conducted differently to business in the West," said President G. A. Maybee, of Moose Jaw, in what he termed a heart to heart talk to retailers at the convention. Mr. Maybee claimed that many of the systems in the East are not applicable to the West and vice-versa.

The president also stated that the abolition of the liquor traffic had helped the retailers, and he hoped that the present dispensary system would also be wiped out. Other important matters pertaining to the association's welfare were also referred to by the president, who spoke to the retailers as follows:

Mr. Chairman:

I am glad to meet with you in this your fourth convention of the Retail Merchants' Association of the Province of Saskatchewan. I believe our program is mistaken when it says that this is the third, because, if my memory serves me right, the first convention was held in Regina, the second was held in Moose Jaw, the third in Saskatoon and now this is the fourth, in Regina. Possibly the program is not wrong when it says the third, because the first one in all probability, might be taken as an organization meeting. You will remember that Mr. Bole was the first president. Mr. Bole at that time was the managing director of the Regina Trading Company, and was engaged in the dry goods business. Mr. Bole rendered the Association a very good service indeed, but he has left us as a retail merchant from the dry goods end of it, and is now engaged in the wet goods business.

It is not my intention to deliver an address this afternoon. I was charged during the last convention with having made a speech, but I would much prefer to have with you this afternoon what I would term a heart to heart talk as one business man talks with another, on the different points of interest and on the development of the same, in which we are engaged. I always look upon a prepared speech of the stereotyped style, something the same as I do one of those anthems we hear in our fashionable churches to-day. I was asked one time to describe what an anthem really was and because I am not very much of an experienced musician, I described it from the point of view as it appeared to me. You know what I mean by an anthem, that is where a crowd of musicians get together, a man swings a baton high in the air but they do not start off all at the same time. During the rendering of the same there is some singing frontwards and some singing backwards and still some singing crosswards and sideways and cutting themselves generally, but the people tell me that one of these things take a long time to get ready so I have decided that an anthem is a piece of music that it takes the choir three weeks to prepare, fifteen minutes to deliver, but it takes a congregation two weeks to get over it. I have always been amused when some of those strong anthems have been delivered and I would not wish to criticize it, and have no doubt there is a place for them, but I have generally been amused at the parson looking up from the pulpit, after one of these things have happened, looking the congregation over and after he found everything was all right he said "Brethren, let us pray."

A stereotyped speech has very much the same effect so I hope you will disabuse your mind that I have ever made any attempt to make a speech, but I want right in the beginning to have it understood that we are having a little talk together, and while I am touching on some of the points that have been accomplished by the Retail Merchants' Association of the Province of Saskatchewan, as

well as the Dominion Association of the Dominion of Canada, I want you to be perfectly free as I try and review the different items on our program, which are of vital interest to you. If it should be that anything comes up that you do not fully and completely understand, you may stop me at any time and I will only be too pleased to explain it to you until you understand it thoroughly.

I hope you all have your notebooks with you because if you are representing any local branch they will no doubt be anxious to have a report from you when you go home.

There are a great many things happening in this old world of ours since we met in convention twelve months ago. You will remember at that time we were under the shadow of a terrible gloom, practically the whole world is at war. The European countries are in a most terrible, troubled condition. Our sons are giving up their lives for the defence of our freedom and liberty and our mothers are in mourning. Our young sisters are becoming young widows, and our sweethearts are becoming broken-hearted all because of the phantasm and crazy ambition of one man to whom we attach the entire blame of this terrible calamity without any reserve, and who some day, sooner or later, will not only have to answer to his God for this wholesale slaughter and murder, but will have to answer at the point of the bayonet in the presence of the King and before our representatives, who are to-day so gallantly and so bravely wearing the khaki color.

If we were in a position to make settlement of this calamity on as easy a basis as our friends across the border, we would not settle it in the manner in which it will have to be settled and that for all time and eternity. I was amused the other day when the President of the United States was referred to in conversation with a couple of gentlemen, whom I know well and whom you know well, if I would care to mention their names, who are very fond of making settlements by getting long extensions on payments past due. For some time you could not get any real satisfaction from them; you could not get any real money from them, but they were willing to settle with you at any time by giving you a note and renewing the same note as often as you wish. So while our boys have gone to the front, laid down their lives and while some have gone, others are still going, and we will continue to go until our enemy the Kaiser has been taught that Government by the people, for the people and of the people, shall not be trampled from the earth.

While I say we are laboring under a terrible gloom, we have in this country a great deal to be thankful for, for what kind Providence has given to us in the past twelve months. We have been blessed by the greatest harvest our country has ever known, and prosperity is fast becoming within the reach of every retail merchant, in the Province of Saskatchewan. And times are very much different commercially than they were a year ago, due to bank reserves having accumulated, trade and commerce developed and we are enjoying, at the present time a commercial condition far superior to the one in which we were in twelve months ago to-day. So at this convention this afternoon we have a great deal to be thankful for indeed.

We owe a great deal to the present Government of the Province of Saskatchewan for taking upon itself the responsibility of wiping from this province, and I believe for all time to come, the liquor traffic as it was being conducted by the bar room system of the Province of Saskatchewan. I don't know of any commercial institution that received as much direct benefit from the eliminating of this wholesale waste of money as the retail merchants of the Province of Saskatchewan. We are told, and quite rightly told, that this manner was brought about by the people. I heartily agree with every man, that there never was a piece of legislation worthy of the name of legislation in any Province but was placed there by the hands of the people themselves. I refer to majority rule, and I will be glad, Mr. Chairman, and the time is not far off, and resolutions of that kind are very

acceptable to this convention, when the present dispensary system as operated by our Government to-day shall be wiped out absolutely. I want to be fair in my comments. I want to give honor to whom honor is due. I compliment the Government very highly indeed for wiping out the bar rooms in Saskatchewan, but upon my standing as a man, I hereby condemn and abhor the dispensary system as it is being conducted at the present time, it grieves me, it hurts me from both sides and within, to see our people, our retail merchants, taxed to the limit by levies of one kind and another in order that our boys in khaki may be fully and properly equipped for the task that is before them, and to see an institution pouring that accursed liquid of fire into our boys in khaki freely and fully in wholesale quantities. I will ask this convention in the first place to consider if it is not within our rights that we should ask this Government of the Province of Saskatchewan that if it is not an opportune time to wipe out this dispensary system absolutely and altogether. It certainly must be time when they shall cease to hand out in any shape or form to the soldiers of the King the free will offerings of the boozeries.

I am glad to announce to you to-day in spite of all things that have happened during the last twelve months, as I have said before, we have a great deal to be thankful for. We have a wonderful lot to be thankful for as an association. You were good enough at the last convention by unanimously voting to raise the fee from \$10 to \$12. We knew as soon as we left the convention hall that we were eyes front for the next few weeks, with possibly the hardest time Canada has ever seen since the days of the Pioneers. So hard have been the times and so stringent the financial situation that we find the churches have suffered. The fraternity throughout the West to-day have more arrears on their books for membership than they ever had in their existence. The social clubs and the commercial clubs who are absolutely independent on voluntary support, many have been forced to close their doors, and not one institution do I know of in Western Canada to-day that has showed any progress whatever, and in spite of all these things, we come before you to-day having to combat a raise in fee with a strong, increased membership, with our liability all paid, and with everything in first-class working order, and with a substantial sum of \$1,700 in the bank, without a dollar against it. This had been accomplished because of the fact that we are such a united body.

It has been my object, aim and desire that we must maintain through our Retail Merchants' Association. You saw fit last year to practically re-elect the same executive as you had the year before with practically no change. We come back to you now to make a report as to our stewardship and I am glad to advise you, gentlemen, that your executive have worked out this whole season without a murmur, without a halt, and we come back before you this year more united, more determined to press forward the rights of the retailers of the Province of Saskatchewan, than we have ever done before.

I should I suppose, as a matter of fact, review what the Retail Merchants' Association of the Province of Saskatchewan have done. I went into that very fully last year, and those of you who were not at the convention, if you had one of the May numbers, you can find that report there. You know we work under the charter of the Dominion Board. The Dominion Board is composed of an executive chiefly appointed in the Province of Ontario. Associated with these and acknowledged members of the Dominion Board by virtue of their office, are the different Provincial Presidents. The idea of the Dominion Board is to look after all matters of legislation by the Federal Government. There have been a few things that had to be dealt with before the Federal Government, but as a matter of fact conditions are so different that nearly all our legislation through our different Provinces, has to be looked after through the Provincial Government.

We were honored last year in sending a delegate to the Dominion Convention, held in

Montreal, to have him sent back to us as Vice-President of the Retail Merchants' Association of the Dominion of Canada, our enthusiastic Treasurer, J. L. Hutchinson of Saskatoon.

This Dominion Board situation I might say is not all that it should be. I am going to talk plain to you when I say it is not satisfactory to us at all, because we are called upon to pay into the treasury of this Association a per capita tax, while we as an Association in Western Canada cannot figure anything that we are receiving from them that is of any importance to us in the world, and we promised you last year that we would not invest a dollar of your money in anything, without your consent, where we could not show you that we would receive some direct benefit in return.

The requirements of the East are not fitted to the requirements of the West. Business is conducted in the East very differently from the West. Their system of business is not applicable to ours, and ours is not applicable to theirs. So you will be asked at this convention to consider the advisability of organizing a Western Branch of the Dominion Board, taking in the four Western Provinces, owned, controlled, manned and managed by ourselves. This will not interfere in any way with our strength as a Dominion Board. It will add to our strength, because if it is necessary to go to the fathers at Ottawa to receive anything by way of legislation, the Eastern and Western Boards could unite on the same, but there are some times many things to crop up, that are required in some of the Provincial Parliaments of Western Canada, that we need the united support of every member of the whole Western Branch, to put them through. You can see the sense of that, I am sure. If a certain matter comes up in a certain Province, and it is necessary and fair and useful, it is our duty as a Western Board to assist that province with all the power that is in us, to put that legislation through, because it had the doublefold effect, if it is defeated in the four provinces. If it is carried in the one province, it goes a long way to carry it in the other provinces, but the greatest duty we have to perform as retail merchants in this Province is not so much to seek legislation as it is to prevent legislation that is detrimental to our rights, so the idea of the western board is just as much to prevent legislation as it is to seek legislation.

The preventive part is the brass buttons that you see on the policeman on the street. Our police force are not as useful to us for what they accomplish directly, as to what they accomplish indirectly. People do not undertake anything of a serious nature when they realize they are apt to go up against the brass buttons. We have had in this province the last year one of the wickedest things I ever heard told in my lifetime by way of proposed legislation, and that was when the Credit Men's Association went to Regina and tried to have a measure passed by the Government that all assignees of every nature, by Act of Parliament, should be turned over to the Credit Men's Association of the Province of Saskatchewan. We went to Regina when that possibility came up and we blocked it, and we stopped it. Of course they heard that we had in mind the idea of forming our own retail trust company, and with this idea in view they tried to slip across this legislation. You will be glad to know gentlemen, how this thing turned out. This proposition of theirs failed and the Retail Merchants' Trust Company is to-day on the Statutory Board of the Province of Saskatchewan. The same will be referred to in due time and you will be asked to comment thereon.

Before we ever had a Retail Merchants' Association, there was no protection for the retail trade of any kind. He was a target for any swindler that came along. He was being swindled out of his money, right and left, but I am glad there is a very great difference in the situation of the retailers to-day, and this has come about because of the efforts of the Retail Merchants' Associations of the different Provinces.

First of all you will remember our own Dominion Board, wiped out and forever eliminated, the trade system which you old-timers will remember, was such a detriment to the trade, and the patrons of industry, and the reason of that is quite familiar to you. We are to-day taking a different view of this. We are confronting the Grain Growers' Co-operative Society, and your society took a different stand at this time. We supported them, we encouraged them, we stood behind

them as far as we could. The Grain Growers to-day can never say truthfully, that they received the slightest obstruction from the Retailers' Association of Saskatchewan. We encouraged them, we let them go into the retail business if they wished to go into it, because we knew that as farmers they should know more about agriculture than we do, and as agriculture is the basic industry of this Province, we were only too anxious that this Board receive all the protection and all the legislation necessary to protect the best interests of agriculture. I say we lent them our support, in every measure, but when they advised us they wanted to go into the mercantile business in spite of the fact that it was in opposition to us, we never raised our hands. Because why? There were two reasons: One was we had no fears in the world as to the ultimate result of that venture, but we did have fears that the worthy objects of Mr. Hopkins and Mr. Green might suffer, and we wanted the Grain Growers' situation to improve, but we knew perfectly well that there would only be one result to their business, and while I understand there is still just a little of that in their intentions, I think I am quite safe in saying that as far as the mercantile end of the Grain Growers' Association is concerned, while I would not say it is dead, I am perfectly safe in saying that the pall-bearers for the department are already appointed. And we thought right from the beginning that instead of attempting to kill their purpose, we would leave it alone and let them do their own hanging.

There are many things we have to deal with and I will touch them as quickly as I possibly can. We regret indeed that we have not become equipped enough yet, nor yet well enough educated to gather foresight enough, to face business calamities. We have not developed far enough yet to have foresight enough to prevent some of the merchants becoming bankrupt. I believe the idea of the Retail Trust Company will go a long way to eliminate that evil, but if bankrupt stocks are to be put on the market, we have been assured this much from the different trust companies, and that is, when a bankrupt stock is in your town, that we have the option of purchasing the stock in this manner:

After the assignees receive the highest bid they can get, they had agreed to give the merchants of that town the option of buying the stock, at that price.

Your small debt court, we were successful as you will remember in having legislation passed, whereby all sums up to \$50.00 may be collected, before your police magistrate, and a judgment granted thereon without cost to you. This has been raised to \$100.00. With this additional that any amount, over and above \$50 when judgment has been signed, if there is no other way of collecting it, it may be registered against the land. We are not through with the Small Debt Court yet, as we think it is only right that it should be raised to \$200, and I do hope when we accomplish that, it will be large enough to cover your customers' liabilities. Our food and supply bills. Our Hawkers' and Pedlars Act. Our successful opposition to several items of legislation detrimental to retailers' interests that would otherwise have become law. The formation of the Retailers' Trust Company and its object. Our fire insurance.

What we are still after:

- (a) Alphabetical arrangement of property owners in the Registry Office.
- (b) Enforcement of debtors to return and settle their accounts.
- (c) The life of an execution as it is in Alberta.
- (d) Modification of exemptions to \$5,100.
- (e) Our attitude to the wholesale trade and Credit Men's Association.
- (f) Your opportunities at the head office, free for the asking, general service department.
- (g) Our credit reporting department for exchange of ratings on applicants for credit and first aid in collections.
- (h) A traffic department for the purpose of auditing freight expense bills and in delayed claims and dealing with railway freight transportation.
- (i) A publicity department for the purpose of keeping you wise as to the financial standing of all parties, companies, organizations

that you have to deal with, and giving first hand information of their reliability.

Co-operative Buying:

How can we improve our buying powers? Am I in favor of co-operative buying gentlemen? I hope you may never misunderstand me. I don't give one snap whether you agree with me or not, but I do hope the time will never come, that I may be misunderstood. Co-operative buying certainly, how can we do it? Through the Merchants Consolidated, through the Canadian Supply Company. I do not know, but there is one thing that I want to make plain here, and I want it to be heard in all corners of this building, that the Retail Merchants' Association of the Province never has, and personally I hope will never be, attached in any shape or form with any merchandising institution of any kind. If I understand the Retail Merchants' Association rightly, we are a protective institution, we have tried to harmonize merchants, we have tried to enact laws that will give equal rights to all and special privileges to none. We believe that legislation that is good for the merchant in Saskatoon is equally good for the merchant in Swift Current, and the legislation for the merchant in Grand Coulee is equally good for the merchant in Mortlach. And we are a united family, thank God, and as long as the special privilege part of it is struck out we always will be. There are three things that have broken up families, they have separated man from his wife, they have divided partnerships, they have eliminated friendships, they have busted confidence, and these three things are religion, commercialization and politics. We have eliminated everything of a political nature. You helped me kill that last year so nobly, I will never forget it. If any organizer representing the Retail Merchants' Association is ever found talking politics with you, or identifying himself while on duty with any political party instead of tending to his own business, we ask you to take the bull by the horns, pack him in a box, ship him by express to Saskatoon, and the Retail Merchants' Association at Saskatoon will treat you to canned sardines at the next convention.

I love Christianity. I owe my life to the little I have of it, but I hate religion. The world is chuck full of religion of every kind, stimulated by mighty little of the Calvary kind of Christianity. People will fight just as quick over religion as they will over politics.

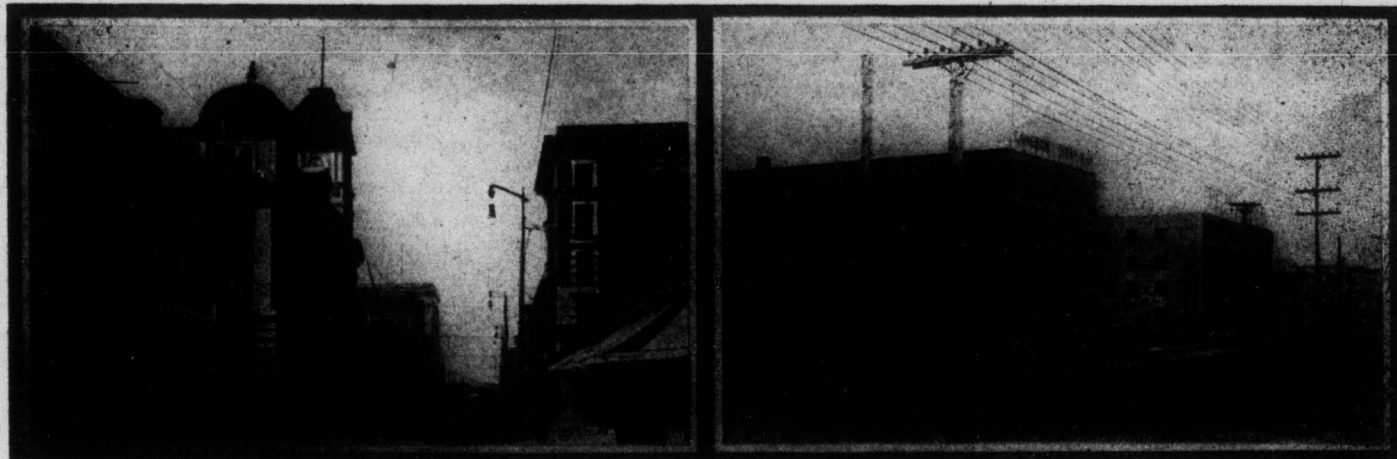
Trading too often breeds jealousy. Partnerships are the fathers and mothers of lawsuits, especially when you get mixed up with a dirty, disloyal bunch. Trading needs financing. Financing means differences of opinion and too often breeds contempt. But fraternity means holy communion, means brotherly love, means confidence, and as long as this Retail Merchants' Association is an Association, I pray God may help us to eliminate any of the three great dangers that I have mentioned before.

Let us never allow our Association to become commercialized. Let us keep it distinct and maintain the honor and dignity we hold so dear.

Regarding the Merchants' Consolidated and the Canadian Supply Company, we have no quarrel with either one but keep them separate.

Many of these things I will have to deal with as they come up during the convention, but right in the beginning I want you to carefully consider who you are going to have for your new officers for next year. I do not wish to be personal, but you have from now until next Thursday afternoon to think as to whom are the most fit and proper persons to represent you on this executive. And I am on the inner circle; I know the innermost secrets of this organization, and I know this much: That your officers will be named, nominated, elected, by a wide open meeting consisting of yourselves, in this convention. As to who the next officers will be that question has never been mentioned by any member of this executive; we haven't any imaginary idea whom they will be; we don't want to know; but I do hope this much, and I am not speaking on behalf of myself, that they will be just as honest, just as earnest, just as persevering, as the executive which now retires, not forgetting to express to you our sincere thanks for the confidence you have placed in us. And if it should be that you see fit the next year to increase their salary a hundredfold, it will not affect your treasury one particle, because the entire salary of Mr. Hutchinson, Mr. Cooper, Mr. McPherson and myself, can be paid upon the price of a postage stamp, and you will have two cents change left in return.

Resolutions Adopted by Convention



Views showing scenes in the city of Regina, Sask., where the convention of the Saskatchewan Retail Merchants was held May 9 to 11. The first is a view of Eleventh Avenue in that city, one of the main business streets, while the second is a view of the wholesale district, Dewdney street.

FORTY-TWO resolutions were drafted by the resolutions committee, and the task of handling them was started just before noon on Thursday. The chairman of the committee complained about the short space of time which remained to handle this important feature of the convention program.

Smuggling Into Canada

It is the opinion of a large number of delegates that a great deal of smuggling is going on in Saskatchewan through border towns between Canada and the United States. It was claimed that the practice is very extensive and that large quantities of goods are being brought in free to the detriment of the retail trade who are often unable to meet the lower prices prevailing on the other side of the border. The executive will take the matter up with the federal government, as a result of a resolution drafted at the meeting.

Lower Freight Rates

In another resolution which passed, it was proposed to ask the commission of conservation to request the proper department at Ottawa to use its influence to secure lower freight rates on waste paper, which at the present time is being collected in large quantities at the request of the Conservation Commission and Department of Agriculture.

To Increase Fees

A resolution which went through after considerable discussion provides for an increase in the initiation fee after December 31. At present the fee is \$12. After December 31 the fee will be \$25 for new members for the first year, and \$12 per year for succeeding years. It

was decided that all non-members in the province should be notified of the impending increase in order to give them an opportunity of joining at present rates.

Bulk Sales Act

A resolution which met with favor after a thorough discussion, follows:—"That this convention is of the opinion that the Bulk Sales Act in its present form is a reflection on the retailers of the province, and should be amended to the extent that it will not apply when the merchant is only selling a minor portion of his business not exceeding one-third.

Retailers' Trust Company

A resolution concerning the formation and operation of the Retailers' Trust Co., was left in the hands of the executive. The charter for the company was received at the last session of the provincial legislature and gives the company wide powers.

Endorse Bankers and Credit Men

The meeting endorsed the effort of the Bankers, and Canadian Credit Men's Associations to secure legislation enabling them to prosecute persons who issue N. S. F. cheques.

Other Resolutions

A resolution providing for a nominating committee of sixteen carried.

A resolution carried approving of the daylight saving scheme now in effect in several Western Canada towns and cities.

No action was taken regarding a resolution concerning an alleged fruit combine.

A resolution regarding wholesalers selling to blacksmiths was dropped.

A resolution regarding Bank Act Reform was withdrawn.

A resolution complaining of a charge of 25c on each letter in answer to inquiries from the sheriff was dropped.

No action was taken regarding soldiers taking advantage of the moratorium to avoid payment of accounts contracted.

A resolution regarding seed houses selling direct to the consumer, was passed on to the executive.

Certificate of Membership

A resolution carried providing for a certificate of membership to be given to every merchant joining the association. The certificate can be framed and displayed in the store if desired.

Increase Subscription to "Retailer"

A resolution providing for an increase in the size of the "Retailer," the association's organ, to regular magazine size, and also for an increase in the subscription price from 50c to \$1 brought forth some questions from the retailers before it carried.

One member wanted to know if it was on a self-sustaining basis, and was assured that it is. It was pointed out that efforts would be made to enlarge the paper both from an editorial and advertising standpoint, and also to increase the circulation in order to secure certain desirable postal privileges.

One member wanted to know if it was the intention to run market reports such as appear in Hardware and Metal, and the Canadian Grocer. The chairman replied that the "Retailer" was a monthly paper but would probably be develop-

ed along somewhat similar lines. The resolution carried.

Referred to Executive

The following were referred to the executive:— Resolution respecting the appointment of a public conciliator. Resolution providing for the establishment of an advertising department at the head office to assist retailers in solving their advertising problem, to criticize ads., etc.

A resolution aiming to make federal government employees liable for debts contracted, not allowing them to be exempt from garnishment as at present, was referred to the western branch of the board.

To Adopt Monogram

A resolution carried, providing for a trade mark, symbol or monogram for use on the stationery of members of the association. Members were also requested

to make use of the mark and have their stationery marked "Members of the R. M. A."

So-Called Wholesalers

A resolution aiming at legislation to prevent so-called wholesalers selling consumers under improper misrepresentation was carried unanimously.

Another resolution referred to the executive was for the purpose of trying to secure legislation to prevent debtors against whom judgments have been registered, leasing land at a nominal rental to avoid payment of debts.

A resolution that carried unanimously requested legislation which would make a husband and wife jointly responsible for debts contracted in purchasing the necessities of life.

A resolution was presented advising members to forward their freight bills to the head office of the association to be checked up.

held his own ever since. Mr. Evans thanked the members for the honor conferred upon him and assured them that his best efforts would be used to further the interests of the association. Mr. Evans eulogized the work of the retiring president, Mr. Maybee, and referred to the splendid progress which had been made during the latter's term as president.

Subsequently by a unanimous vote Mr. Maybee was elected honorary president of the association.

Moose Jaw Next Meeting Place

A number of places were anxious to secure the next convention, and invitations were extended by representatives from Saskatoon, Moose Jaw, Weyburn, Swift Current.

One member caused considerable merriment, when in a neat and witty speech he extended a hearty invitation to the members to hold their next convention at Willow Bunch, a place 35 miles from a railroad station.

In the voting which followed, Swift Current and Saskatoon were almost a tie, the latter city having a majority of only one. The final vote showed a large majority in favor of Moose Jaw, the home of Past President G. A. Maybee.

The convention will be during the second week in May on dates to be selected by the executive of the association.

Towards the close of the meeting a member, again brought up matters regarding one of the companies referred to elsewhere in this issue. What promised to be a rather warm discussion over matters which had previously been taken up, was nipped in the bud by the new president amid applause from most of the members present.

CONVENTION NOTES

President Rannard of the Manitoba Retail Merchants' Association, extended a hearty invitation to all to be present at the Manitoba convention in June.

The trade papers were represented at the convention by C. D. Lang, The Commercial, Winnipeg; G. D. Davis, and E. J. Dodd, of the MacLean trade papers, Toronto.

A meeting will be held in the near future of representatives from the Manitoba, Saskatchewan and Alberta associations with a view to forming a Western Board of the R. M. A.

The delegates were received with open arms by the citizens of Regina. An ideal place for holding meetings was afforded in the auditorium of the city hall and additional room was placed at the disposal of the various committees.

Next Convention at Moose Jaw

New President of Association is A. A. Evans, Retailer for 28 Years—Several Places Wanted Next Convention—G. A. Maybee Made Honorary President.

THE election of officers and task of selecting a meeting place for next year's convention took place at 4 o'clock Thursday afternoon.

In the early stages of the convention President Maybee told the members that he would not be available for president next year. In saying this he did not want to infer that they had even thought of having him for president next year. He simply wanted to let them know well in advance in order that they would have plenty of time to consider who the next president would be.

W. W. Cooper, Swift Current, 1st vice-president, also intimated that although he would continue to be one of the association's most faithful workers and members, he would be unavailable next year, owing to pressure of other business matters which had developed.

Many members expressed their sincere regret at losing these two men from the list of officers.

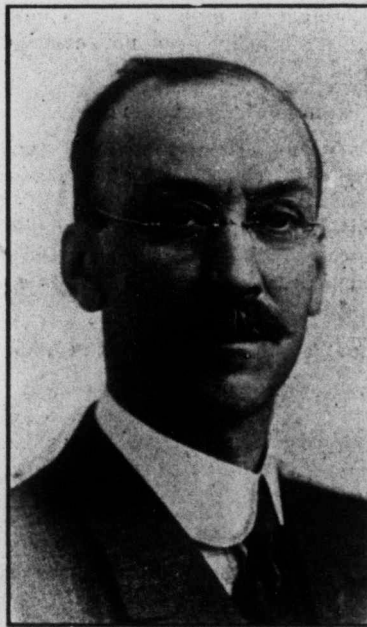
All efforts to induce Messrs. Maybee and Cooper to remain in office were unavailing and a nomination committee of sixteen was appointed to bring in a report.

The New Officers

The nominees of the committee were elected as follows—:President, A. A. Evans, Outlook, Sask.; first vice-president, H. D. MacPherson, Regina, Sask.; second vice-president, F. W. Smith, Weyburn, Sask.; secretary, F. E. Raymond, Saskatoon; treasurer, J. L. S. Hutchinson, Saskatoon, Sask.; or-

ganizers, J. M. Brayley and G. W. Anderson.

A. A. Evans, the new president, is a member of the firm of Evans & Lougheed, Outlook, Sask., and has always taken a deep interest in the work of the association. He has been a retailer for 28 years. He started in business with \$317 in cash and as he says himself, has



H. O. ROBERTS

of Minneapolis, Minn., who led the discussion on the question, "Would the elimination of the retail merchant kill the town?"



CURRENT NEWS OF WEEK

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



Western Canada

C. F. McGhie, of St. James, Man., grocer, is succeeded by Wm. Dawes.

May 8 was Arbor Day, and a public holiday in Manitoba.

Senior Bookhalter, Pangman, Sask., was a visitor in Winnipeg last week.

Thomas Mallard succeeds Edith Schweid in Norwood, Man., in the grocery business.

Olive Burgoyne succeeds Thomas McFarlane in his grocery business in Winnipeg, Man.

Westbourne Trading Co., of Westbourne, Man., have moved to Lanigan where they continue as Panitz & Co.

W. O. Randolph, western manager of the Harper-Presnail Cigar Co., Hamilton, Ont., who suffered severe injuries in a street car accident on Feb. 18, is still under specialists' care at the Winnipeg General hospital.

W. W. Hutchinson, of the Lake of the Woods Milling Co., was in Winnipeg last week. The object of Mr. Hutchinson's visit to the West is in connection with the rebuilding of the firm's mill at Medicine Hat, which was destroyed by fire recently.

A. A. Menely & Co., of Maple Creek, Sask., announce that on May 17, they are handing over their stores to the ladies of the Imperial Order Daughters of the Empire. These ladies will be in charge of all departments. Ten per cent. of the day's sales will be turned over to them for patriotic purposes.

Ontario

David Johnston, of 413 Jones avenue, Toronto, grocer, has sold to F. Sullivan.

W. H. Perrin, grain merchants, of Clinton, passed away last week.

D. A. Hewgill, grocer, Milton, Ont., has installed a new display counter.

Sam Zehr has opened an ice cream parlor in the rear of his grocery store in Perth, Ont.

J. F. Pedlar has sold his grocery and bakery business in Creemore, Ont., to James Finlay, of Georgetown, Ont.

Chapleau, Ont. merchants will close Wednesday afternoon after May 24 and continue till middle of September.

Arthur Norrington has sold his grocery and ice cream business in Streetsville, Ont., to W. A. Campbell, and has bought a confectionery and ice cream parlor at 413 Parliament street, Toronto.

All stores in Guelph, Ont., are to be closed on Thursday afternoons during

July and August. At a meeting of the Retail Merchants' Association held recently this course was decided on.

Tackaberry & Tackaberry, Lion's Head, Ont., sustained a fire loss recently. They have purchased a site and will proceed at once to erect a new store about 33 x 48 feet in dimension and 22 feet high.

Frederick Wells Avery, a director of the C. H. Catelli Co. and the Riordon Paper and Pulp Co., vice-president of the Canadian Lumberman's Association, and a partner in several lumber companies, passed away on May 11 at his residence in Ottawa.

Breaking the glass panels in the front doors, two thieves entered the store of the Whyte Packing Co., in Stratford, Ont., about midnight one night and carried off a quantity of tobacco, gum and other articles. This is the second or third burglary which has taken place at this store.

An unusual case was brought to light in Windsor recently. Cross-questioning by the police brought a confession from Nour Nassir, a 9-year-old Syrian girl, that she had stolen \$100 from the store of Frank Hadra, a grocer. She showed the officers where \$60 of the money was hidden beneath the steps of her parents' home, but was unable to account for the balance.

The death occurred recently at Toronto, of Wm. J. McCormack, a former grocer but lately grand treasurer of the Grand Lodge of Ontario, of the Independent Order of Oddfellows, after an illness extending over several months. Mr. McCormack was born in Canada in September, 1835. After spending his earlier years as a boy on the farm the late Mr. McCormack entered the building trade, and then the grocery business on Yonge street, north of Bloor.

Quebec and Maritime Provinces

Napoleon Quintin, of Iberville, Que., has sold to John McGibbon.

C. Beaudry, grocer and restaurateur, of Montreal, Que., has suffered loss by fire.

J. D. Hutchins, president of the John Duncan Co., of Montreal, is a visitor to New York this week.

Alexandre Collette, a Montreal city traveller for Hudon Hebert & Cie, was married on May 15.

The National Coffee and Spice Co., at 254-262 St. Paul W., Montreal, have enlarged their quarters.

W. R. Spooner, wholesale fish merchant, has moved his Montreal office to 119 Place d'Youville.

Edward McGowan, of McGowan, James & Sons, general store, butter and cheese factory, of St. Martine, Que., is dead.

The friends of I. Tenet, city sales manager of Hudon Hebert & Cie, of Montreal, are congratulating him on the arrival of a 12-lb. boy.

Albert Cawthorne, of the travelling staff of D. Hatton & Co., Montreal, has started on his annual trip into Northern Ontario.

The Pure Food Supply Co., of Montreal, is the latest co-operative store to go out of business under the Winding-up Act. W. D. Ayling & Co., of 212 McGill Street, are the liquidators.

Baird & Peters, G. W. Hodge, Kitchen Bros., and A. F. Randolph & Sons, of Fredericton, N.B., have announced their intention to close at 1 p.m. on Saturdays, from May 6 to September 30, this year.

The Reed Company, wholesale grocers, of Moncton, N.B., suffered loss by fire to the extent of \$2,200 this week. The fire caught their business place from the I. C. R. shops which suffered the biggest blaze in years in the Maritimes.

B. J. Preston died at Yarmouth, N.S. He was 90 years old and was born in Dewsbury, Yorkshire, England. He came to this country almost half a century ago, and had been in mercantile business for many years.

The Sackville, N.B., branch of the Retail Merchants' Association have the following board of officers for 1916:—President, G. E. Ford; first vice-president, C. M. Cahill; second vice-president, G. T. Estabrooks; treasurer, H. H. Woodworth; secretary, E. P. Smith.

Victor Simard, a partner in J. A. Simard & Cie, tea, coffee and spice merchants, of Montreal, was married May 16 to Miss Delte Corinne Daignault. Mr. and Mrs. Simard left on a three weeks' trip to Albany, Atlantic City, and Newport.

Sir Robert Borden and Minister Hazen, of the Fisheries Department, were in Montreal on Monday in connection with the opening by the Harbor Commissioners of the new grain elevator, the largest on record, and the launching by the Canadian Vickers of the new Government ice-breaker.

Canned Goods Strengthening; Sugar Stands Still

Prospects Are Not Good for Large Pack of Vegetables and Fruits This Year—Shortage of Labor and High Sugar Are Handicaps—Shortage Still Exists in Molasses—Ginger Prices Higher—Interesting Dried Fruit Situation — Condensed Milk Higher.

Office of Publication, Toronto, May 18, 1916.

FEATURE of the markets this week is an advance of 20c per barrel in flour. The chief reason for this, apparently, is that we are likely to see a considerable drop this year in the production of wheat throughout the world. As everyone knows, last year was a phenomenal one from the standpoint of wheat production and particularly on the North American continent. Canada reaped its best crop in history; so did the United States. However, from all appearances, there will be a different tale to tell at the end of 1916. The cause is the considerably lower acreage throughout the Canadian West, partly due to labor shortage and to fact that the weather is from three weeks to a month late. This has hindered work of seeding. In view of these circumstances millers are looking forward to a comparative shortage of wheat and already the demand is being enlarged. This accounts for the firming up of the flour market which, while it may not advance abruptly, is likely to tend gradually upwards throughout the year.

For a wonder we did not have any advance in sugar during the past week. Up to time of going to press sugar maintained its former price and while the market is still firm, situation does not appear to be quite so acute. At the price retailers in Eastern Canada are paying for sugar, they should be retailing it close on to the ten-dollar per cwt. mark in order to make a net profit above cost and operating expenses.

The situation in eggs, contrary to former years, continues quite firm. Prediction was made in this paper some weeks ago that we would not see much less, if any, than 20c paid for eggs in the country. This prediction has been borne out by fact. Eggs costing around 20 to 22c for packing purposes are going to sell rather high during the coming winter.

The situation in imported lines continues firm. Such articles as imported pickles, jams, marmalade, etc., are considerably higher than a year ago and there seems to be no outlook for lower figures in the near future. Freights are still high and when extra risks are added, it will be unreasonable to expect prices to be same as they were prior to the war.

Quebec Markets

Montreal, May 18.—A backward season and a week of unusually cold weather have aided in making past week a rather quiet one in grocery circles except in lines that have been affected by price changes as in case of flour which has been active.

Navigation is in full swing and has caused development of usual down river and Maritime trade of this time of year. Strike is technically off but some slight inconveniences are still noted on part of shippers. Indications are favorable for large fruit crop and high price of sugar is only factor mentioned as unfavorable for a good preserving season.

Vegetables and fruit continue to feel effect of cool weather the most of any lines. Many products show firmness and advances; cheese is firmer and flour and rolled oats have developed strength and in the case of the former a very active demand as a result of the 20c advance.

Feeling of strength in sugar market is less acute than for some time past although firmness still rules. Molasses importers continue to look forward to specially arranged shipment to relieve market and in mean time manufacturers of corn syrup are doing an unusually large business. There has been an advance on shelled walnuts during week following advices from France of exhaustion of crop. Canned goods are quiet but are firmly held at prevailing prices. Usual numbers of advances continue to occur especially in imported

MARKETS IN BRIEF

QUEBEC MARKETS.

FRUITS AND VEGETABLES—

Apples firmer.
Tomatoes scarce and firmer.
Cabbage firmer and lower.

PRODUCE AND PROVISIONS—

Lard up ¼c.
Hams 2c higher and scarce.

FISH AND OYSTERS—

Lake fish coming forward freely.
Haddock scarce.
Lobsters low and firmer.

FLOUR AND FEED—

Flour up 20c, and good demand.
Cereals up 20c.

GENERAL MARKETS—

Dates and shelled walnuts firmer.
Sugar firm, but less acute.
Scarcity still exists in molasses.

ONTARIO MARKETS.

FLOUR AND CEREALS—

Flour up 20c.
Several cereals change.
Rolled oats firm.
Barley in demand.

FISH AND OYSTERS—

Lake fish late.
Halibut going down.
Decline in lobster prices.

PRODUCE AND PROVISIONS—

Butter steady; make heavy.
New lays slightly up.
Demand for poultry.
Cheese firm and high.
All meats up.

FRUITS AND VEGETABLES—

Decline in lettuce.
Parsley prices down.
Radishes a drug.
Cherries cheaper.

GENERAL GROCERIES—

Teas high in London.
Big exports in sugar.
Future prunes firm.
Beans very strong.

MANITOBA MARKETS.

FLOUR AND CEREALS—

Big advance in rolled oats.
Oat market very strong.
Package oats unchanged.
Demand for bran and shorts.
Cornmeal tends upward.

PRODUCE AND PROVISIONS—

Hogs remain at \$11.
Advance in cooked hams.
Advance in egg quotations.
Cold weather upsets market.
Decline in creamery butter.

FISH AND POULTRY—

Fresh salmon declines.
Fresh lake trout at 12c.
Poultry still scarce.
Fresh halibut now 12c lb.

GENERAL GROCERIES—

Sugar still tending up.
Advance in corn syrups.
Evaporated apples are down.
Washing soda price doubled.
Further advance on pickles.
All California fruits firm.
Higher pepper quotations.
Package teas higher.

goods. Condensed milk has been advanced from 15c to 20c a case by large manufacturers. Drugs that are handled by grocers continue to advance and sena leaves have doubled in value and are now 60c a lb. Norwegian sardines are up 50c. Candies 1c a lb. on account of sugar prices. Ginger, pecans and dates have all advanced. Package currants are a trifle easier and with exception of some fruits and vegetables constitute the only decline of the week. Advances have occurred in tinned meats including corned, roast and boiled beef, pork and beans in several sizes and chili sauce.

SUGAR.—Market remains unchanged in price and ruling factors with firmness maintained but less evident. An inactive trade is reported and business marking time with no sign of any weakness however. Sellers are holding firm and buyers are holding off so that concessions are not being made either way and market is still in a fluid state, with a break threatened one way or the other as present condition is unusual for any length of time. Raw cubas are reported passing in New York at 5½ for immediate and 5⅝ as the lowest for future delivery. Cane crop is reported to have been pretty well finished for season with only 89 "Centrals" grinding in Cuba now as against almost double the number a year ago. Retail prices are running firm with purchases based on requirements of moment only otherwise no considerable check of consumption has occurred although indications point to curtailment of buying for preserving purposes during coming sugar months if prices hold up.

Extra Granulated Sugars—		Per 100 lbs.
100 lb. bags	.....	8 20
20 lb. bags	.....	8 30
2 and 5-lb. bags	.....	8 50
Extra Ground Sugars—		
Barrels	.....	8 65
50 lb. boxes	.....	8 75
25 lb. boxes	.....	8 95
Yellow Sugars—		
No. 1, 100 lb. bags	.....	7 80
Dark yellow, 100 lb. bags	.....	7 60
Bright yellow, bbls. only, cwt.	.....	8 05
Powdered Sugars—		
Barrels	.....	8 35
50 lb. boxes	.....	8 55
25 lb. boxes	.....	8 75
Paris Lump—		
100 lb. boxes	.....	8 80
50 lb. boxes	.....	8 90
25 lb. boxes	.....	9 10
Crystal Diamonds—		
Barrels	.....	8 50
100 lb. boxes	.....	8 90
50 lb. boxes	.....	9 00
25 lb. boxes	.....	9 20
Cartons	.....	9 45
Half cartons	.....	10 15
Crystal Dominoes, cartons	.....	9 65

MOLASSES AND SYRUP.—There are no developments of importance to report on local market which remains unchanged in price, and in scarcity of supplies of which the market is practically bare. The Royal Mail Steam Packet Co., is allowing an equal amount of space for molasses, carrying on one of their boats in exchange for the Govt. sugar boat which was to have carried molasses to Montreal. This mail boat will carry 2800 puncheons and further reports are that she will be soon taking

on cargo. Large supplies are held on the Islands awaiting shipment.

Corn and cane syrup remains unchanged in price and demand. Corn syrup is moving freely and additional interest being shown in starch products of all kinds.

	Prices for	
	Fancy.	Choice.
Barbadoes Molasses—		
Puncheons	0 59	0 51
Barrels	0 62	0 54
Half barrels	0 64	0 56
For outside territories prices range about 3c lower.		
Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.		
Corn Syrups—		
Barrels, per lb., 3¼c; ¼ bbls., 4c; ¼ bbls....	0 04¼	
Pails, 8¾ lbs., \$1.95; 25 lbs.	1 40	
Cases, 2 lb. tins, 2 doz. in case	2 65	
Cases, 5 lb. tins, 1 doz. in case	3 00	
Cases, 10 lb. tins, ¼ doz. in case	2 90	
Cases, 20 lb. tins, ¼ doz. in case	2 85	
Cane Syrups—		
Barrels, lb., 5¼c; ¼ bbls.	0 05¼	
Cases, 2 lb. tins, 2 doz. in case	4 87	

DRIED FRUITS.—Dromedary dates have advanced 1c for 1 lb. packages which are now sold at 10c; Hallowee are now 9½c for loose and 9c a lb. in packages. Other prices remain unchanged and demand in general is inactive with exception of seedless raisins which are in normal and all year round demand. Prune and currant stocks on hand continue to be low. Strengthening reports from California are lacking this week and less firmness is noted in feeling here for American fruits.

	Per lb.
Apples, choice winter, 25-lb. boxes	0 09¼
Apples, choice winter, 50-lb. boxes	0 09
Apricots	0 14
Nectarines, choice	0 11¼
Peaches, choice	0 08
Pears, choice	0 13¼

DRIED FRUITS.		Per lb.
Candied Peels—		
Citron	0 24	0 25
Lemon	0 20	0 21
Orange	0 19	0 20
Currants—		
Filiatras, fine, loose, new	0 12¼	
Filiatras, packages, new	0 13	
Dates—		
Dromedary, package stock, old, 1-lb. pkg.	0 10	
Faria, choicest	0 12¼	
Hallowee, loose, new	0 09¼	
Hallowee, 1-lb. pkgs.	0 09	
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	0 12	
7 crown, 12-lb. boxes, fancy, layer, lb.	0 12	
8 crown, 12-lb. boxes, fancy, layer, lb.	0 11¼	
1 lb. glove boxes, each	0 12	
Cal. bricks, 16 oz.	0 09¼	
Cal. bricks, 16 oz.	0 10	
Cal. layers	0 10	
Cal. fancy, table, 10 lbs.	1 50	
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 11	0 12
40 to 50, in 25-lb. boxes, faced	0 10	0 10¼
50 to 60, in 25-lb. boxes, faced	0 10	0 10
60 to 70, in 25-lb. boxes, faced	0 09	0 09¼
70 to 80, in 25-lb. boxes, faced	0 08	0 08¼
80 to 90, in 25-lb. boxes, faced	0 08	0 08¼
90 to 100, in 25-lb. boxes, faced	0 08	0 08¼
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$2.80; 4-crown cluster	3 75	
Muscateis, loose, 3-crown, lb.	0 09	
Muscateis, 4-crown, lb.	0 09¼	
Cal. seedless, 16 oz.	0 12¼	
Fancy seeded, 16 oz. pkgs.	0 10¼	0 11
Choice seeded, 16 oz. pkgs.	0 10¼	0 10¼
Valencias, selected	0 11	
Valencias, 4-crown layers	0 11¼	

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

SPICES.—Ginger has advanced recently 6c and is now offered at 28c a lb. Other prices remain unchanged with steady market in which firmness is well maintained in spite of an inactive demand that reflects dullness of New York market which is result of recent heavy buying and present condition of market is said to be natural reaction of same.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	—0 16	—0 09	—0 23
Cassia	—0 29	—0 85	—0 35

Cayenne pepper	—0 26	—0 35
Cloves	0 30—0 32	—0 93
Cream tartar—55 to 67c.		—0 39
Ginger, Cochin	—0 28	—0 29
Ginger, Jamaica	—0 25	0 93—1 00
Mace	—0 80	—1 00
Nutmegs	0 45—0 45	—0 80
Peppers, black	—0 28	0 85—0 90
Peppers, white	—0 35	1 15—1 20
Pastry spice	—0 22	0 95—1 20
Pickling spice	0 15—0 18	—0 29
Turmeric	0 21—0 23	—0 29

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

Cardamon seed, per lb., bulk	2 00	2 50
Caraway—		
Canadian	.....	0 13
Dutch	.....	0 20
Cinnamon, China, lb.	.....	0 14½
Mustard seed, bulk	.....	0 19
Celery seed, bulk	.....	0 35
Shredded cocanut, in pails	.....	0 21
Pimento, whole	.....	12-15

RICE AND TAPIOCA.—These lines are unchanged in price and ruling factors with firmness well maintained by an active demand. Outside advices are to effect that quality of Rangoons this year is excellent and is superior to last year. A large crop is reported but freight shortage continues to rule so that feeling of market has not been adversely affected. Tapiocas continue to be scarce and prices maintained by holders of small stocks available.

	Per cwt.
Rangoon Rices—	
Rangoon, "B"	4 30
"C.C."	4 10
India bright	4 45
Lustre	4 50
Fancy Rices—	
Mandarin, Patna	4 90
Pearl	5 10
Imperial Glace	5 80
Sparkle	6 40
Crystal	5 70
Snow	5 30
Ice drips	5 40

Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (½ lbs.).

Imported Patna—	Per lb.
Bags, 224 lbs.	0 06
Half bags, 112 lbs.	0 06½
Quarter bags	0 06¼
Velvet head Carolina	0 08
Sago, brown	0 06½
Tapioca—	
Pearl, lb.	0 11
Seed, lb.	0 10¼

DRIED VEGETABLES.—Beans are firmly held although no direct advances have occurred following the stronger feeling which has ruled in market of late, and a fair amount of business continues to pass. Peas remain unchanged in prices and inactive demand.

Beans—	
Canadian, 3-lb. pickers, per bushel	4 30 4 45
Canadian, hand-picked	4 90 5 10
Canadian, 5-lb. pickers	4 10
Yellow eyes, per bushel	4 20
Lima, per lb.	0 08 0 08¼
Peas, white soup, per bushel	3 00 3 25
Peas, split, bag, 95 lbs.	6 00
Barley, pot, per bag	3 00
Barley, pearl, lb.	0 04¼ 0 05

TEA.—A strong feeling continues to rule undertone of market based on difficulties of securing prices here in keeping with primary costs. An active demand is reported and inquiries are coming forward from outside points as well as fairly active demand among wholesale houses here. Cable advances just received state Japan market opened on the 11th, with good quality and prices of the earliest tea, ½c to 1c lower than last year. Importers here have received by the first incoming steamer the "first runners," or early shoots of tea which are naturally best grade of crop.

COFFEE MARKET.—Is unchanged, quiet and steady with firmness well

maintained in all lines. Delivery is hard to get from primary points and freights unchanged but supplies are coming forward for local demand in ample quantity to care for requirements.

Coffee, Roasted—

Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 22	0 24
Java, lb.	0 33	0 38
Maracaibo, lb.	0 22	0 23
Mexican, lb.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 18½	0 21
Santos, lb.	0 21	0 23
Chicory, lb.	0 12	0 14

NUTS.—Orders have been coming in freely during past week following advances in pecans of 1c which are now from 19c to 20c and a sudden advance of 1c to wholesale trade for shelled walnuts on report from France which indicates that supplies are exhausted. This has resulted in great firmness in whole lines and good demand. Filberts are also up 3c a lb., Brazil, almonds and walnuts continue unchanged in price to retailers but firmness rules.

Almonds, Tara, new	0 15	0 15½
Grenobles	0 16	0 16½
Marbots	0 13½	0 14
Shelled walnuts, new, per lb.	0 33	0 34
Shelled almonds, 28-lb. boxes, per lb.	0 40	0 42
Sicily filberts	0 14½	0 15
Filberts, shelled	0 32	0 34
Pecans, large	0 18	0 19
Brazils, new	0 15	0 16
Peanuts, American, roasted	0 08½	0 12½

CANNED GOODS.—There are no price changes to report but considerable variation occurs in those offered, owing to differences in state of various wholesale stocks. Prices on tomatoes range from \$1.10 to \$1.20 and market is in fluid state so that some retailers are paying less for supplies than some wholesalers. Market in general has settled down following recent activity buyers have practically covered their requirements as far as possible.

Firmness continues to rule in salmon and fish lines in general and Norwegian sardines have advanced 50c and are now \$13.00 a case.

Ontario Markets

Toronto, May 18.—That the trade is having a good year so far, is the opinion of most wholesalers. One man put it forcefully and shortly. "If this keeps up I shall be 50 per cent. ahead in 1916," he said; "my first four months have been crackerjacks." No doubt some retailers, and wholesalers, too, are inclined to think that perhaps the fact of so many men leaving the country is hitting the trade a bad blow. Most, however, take the view that this is not so. Undoubtedly there are not only many thousands of men who have left the country during this last year and a half, but also many thousands of women and children since there has been quite a large exodus of these latter, so that they may be near their men folk in England. Undoubtedly the absence of this aggregate of people

has been felt. Nevertheless the trade is better off, even at that.

Why? The reason is obvious. The country is undergoing a wave of prosperity. For six months and longer business the country over has been good, and steadily getting better. This has meant much more money in circulation. This in its turn has meant more money for the woman customer to spend. Retailers corroborate the opinion that their customers are spending more money at the stores than at any time since the palmy days of 1911 and 1912. They have this extra to spend. The public is buying luxuries to-day, where a year ago they would only buy necessities, and those in as small quantities as barely needful. There is a spirit of commercial prosperity abroad, and men and women are spending. Thus, while considerable has been lost by the big exodus of troops and womenfolk appertaining thereto, it has been more than made up by the increased size of the orders of the great majority who remain. Grocers—that is the aggressive dealers—are in a sound and healthy condition financially. This year, if it keeps up as it started out, and there is no reason to surmise that it won't, should write it off on December 31st as the best yet!

Attention of readers is directed to the increase in prices of all hog products again this week. Lard, cooked and dry salt meats, bacons and backs, have all advanced, and are quoted very firm. This is again the result of the enhanced value and strength of hogs. These are slightly higher, and a firm feeling prevails.

Apropos the subject of hogs, it is interesting to observe that here is a case where one market interdepends upon another, each affecting the other. The unprecedented strength in hogs is responsible for farmers going into raising hogs, and concentrating on this work. An increasing number of farmers are so doing these days. Consequently the feed men benefit. Farmers feeding more hogs must needs buy more feed, and thus another market—i.e., the feed market, is affected.

SUGAR.—For once a week has passed without any noticeable upward movement, and while sugars are firm, they have not advanced locally. The New York situation is generally easier, too. According to an authority, a maximum Cuban crop of 3,000,000 tons is by no means improbable. Sixty-nine mills have now finished grinding their crop and their out-turn is about 6 per cent. more than the same mills last year. If this increase is maintained and the other mills come up to scratch, this estimate (Mr. Himely's) will be reached.

Refiners point out that Cuban shipments to Europe now total 353,000 tons, as against 151,000 a year ago. This puts in a terse way the export situation. No wonder sugar is high in price!

A spell of dry weather, it is forecast, will follow the present heavy rains.

Extra Granulated Sugars, Montreal Refined—per 100 lbs	
100 lb. bags	8 25
25 lb. bags	8 36
10 lb. bags	8 41
2 and 5-lb. cartons	8 41
Nova Scotia refined, 100-lb. bags	8 16
New Brunswick refined, 100-lb. bags	8 16
Extra Ground Sugars—	
Barrels	8 26
50 lb. boxes	8 66
25 lb. boxes	8 96
Powdered Sugars—	
Barrels	8 36
25 lb. boxes	8 86
Crystal Diamonds—	
Barrels	9 81
100 lb. boxes	8 91
50 lb. boxes	9 06
Cartons (26 to case)	9 86
Cartons (50 to case)	10 96
Crystal Dominos, carton	10 21
Paris Lumps—	
100 lb. boxes	8 91
50 lb. boxes	9 11
25 lb. boxes	9 11
Yellow Sugars—	
No. 1	7 56
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

SYRUPS AND MOLASSES.—Molasses shows no change at all. The market is firm and generally regarded as an advancing one. A few odd lots, small in bulk, get to Canadian ports, but they do not ease the market tone appreciably, as they are all spoken for long before they reach here. It is said that about end of May we may expect better arrivals when demand will be appeased and prices weakened. There is nothing definite yet, however, as to dates of arrival.

Corn syrup is in good demand, and corn market, in this connection, is worth noting. It is very firm. Already this year there has been an advance in corn syrups following the strength in the corn market, and were it to happen again it would surprise no one.

Corn Syrups—	
Barrels, per lb., 4c; ¼ bbls., 4½c; ½ bbls.	0 04½
Falls, 35½ lbs., \$1.50; 25 lbs.	1 50
Cases, 2 lb. tins, 2 doz. in case	2 75
Cases, 5 lb. tins, 1 doz. in case	3 15
Cases, 10 lb. tins, ¼ doz. in case	3 05
Cases, 20 lb. tins, ¼ doz. in case	3 00
Cane Syrups—	
Barrels, lb., 4½c; ¼ bbls.	0 05½
Cases, 2 lb. tins, 2 doz. in case	4 80
Molasses—	
Fancy, gallon	0 60 0 65
West India, bbla.	0 35 0 38

TEA.—Cables from London report situation at the auctions there as exceedingly firm, and tending higherwards all the time. Consumption grows, and this seems to be the fundamental condition governing the market. Thus teas are actually higher of themselves, as the weeks and months pass. Extraneous influence, such as a tightening freight situation and scarcity of labor, play an important part. All these things, and such incidentals as extra war risk and insurance, help to put prices up for the importers here, and tea men, at present prices, cannot be wallowing in money!

Locally, demand and supply have no new feature. Quality is said to be extra good just now, a condition corroborated by London.

DRIED FRUITS.—All fruits locally pursue the even tenor of their way, and show little feature. This is, of course, the slack season of the year. Fresh fruit daily becomes more abundant, and demand for dried stuff slackens in consequence.

Situation in future prunes, however, is worth remarking. At the Coast they are advancing. It is figured that old stocks will be disposed of by the time new stuff arrives, and as the crop is short, packers generally are holding for high prices. There is, of course, another side to the question of prune prices. For, though crop is short, export demand has practically ceased to exist, and 110,000,000 pounds, say the bears, is sufficient for domestic needs. They argue for lower levels, therefore. There are the two sides to the question of future prunes.

Firm spot on this market is peels. Stocks are light and the basic reason for strength is that since 'way before Christmas stocks have never been anything else than light. Peels have been consistently firm in price for six months. There will be no new stocks till September either. It is thought that prices, when and if they move, will go up—no down.

Apricots are firm and tightly held. Stocks are low and demand has suddenly brisked up quite a bit. Buyers and sellers at the Coast appear to be at daggers drawn, and are certainly holding up business.

Apples, evaporated, per lb.	0 09½	
Apricots—		
Std., 25's, faced	0 12	0 12½
Choice, 25's, faced	0 13½	0 14
Extra choice, 25's, faced	0 14½	0 15
Fancy, 25's, faced	0 15½	0 16
Candied Peels—		
Lemon	0 18	0 20
Orange	0 18	0 20
Citron	0 23½	0 25
Currants—		
Fillistras, per lb.	0 13½	0 14½
Amalas, choicest, per lb.	0 14½	0 15½
Patras, per lb.	0 14	0 15
Voetizaa, choicest	0 14½	0 15½
Cleaned, ¼ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09½
Pa.ckage dates	0 10	0 10½
Hallowees	0 08½	0 09
Prunes—		
30-40s, California, 25-lb. boxes	0 13	0 13½
40-60s, 25-lb. boxes	0 10½	0 11
50-60s, 25-lb. boxes	0 09½	0 10
60-70s, 50-lb. boxes	0 09½	0 09½
70-80s, 50-lb. boxes	0 08½	0 08½
80-90s, 50-lb. boxes	0 08½	0 08½
90-100s, 50-lb. boxes	0 08	0 08½
25-lb. boxes, ¼c more.		
Peaches—		
Choice, 50-lb. boxes	0 07	0 07½
Stds., 50-lb. boxes	0 06½	0 07
Choice, 25 lbs., faced	0 07½	0 07½
Extra choice, 25 lbs., faced	0 07½	0 08
Fancy, 25 lbs., faced	0 08½	0 09
Raisins—		
Valencia, Cal.	0 09	0 09½
Seeded, fancy, 1 lb. packets	0 10	
Seeded, choice, 1 lb. packets	0 09½	0 10½
Seeded, choice, 12 oz.		0 08
Seedless, 16 oz. packets	0 11½	0 12
Seedless, 12 oz. packets		0 10
Raspberries, black, dried, 25-lb. boxes....	0 40	0 42

NUTS.—Shelled walnuts here are lower, and sell around 35c to 37c. Nobody much is buying nuts of any kind, and shelled stuff apparently is slow. Almonds are slow sellers, too, just now, and sell anywhere from 40c to 43c. The shell lines have the average demand for this time of year; that is very little. Nuts in May are not a seasonable line.

BEANS.—Choice prunes are firm at \$4.50. Here and there they are slightly higher. Supplies are still difficult to get, and demand is fair to middling. In or-

dinary years such a demand as exists at present would result only in an easy market. But it is supply, rather than demand, which rules this year.

There is no change in split peas except that they are noticeably easy. There was a decline last week, and an easier feeling still prevails.

Beans, choice primes, busel	4 40	4 50
Beans, hand-picked, bushel		4 75
Peas, blue, bushel	3 50	3 60
Split, lb.	0 05	0 05½

CANNED GOODS.—A markedly good demand exists for prints, trade evidently being fully aware of the fact that housewives as a rule will not bother with their own fruit this year. All fruits have received a stimulus. Reports of the Holding Company taking over fruits have helped, of course.

Demand for vegetables continues to be excellent. All lines rule firm, and tend to advance.

Manitoba Markets

WINNIPEG, May 18.—It seems that, almost without exception, every line of imported goods is going up, and that what a Winnipeg jobber stated a few months ago was true, viz. that it would pay buyers to anticipate their requirements on all imported goods, as, owing to the freight situation, the price would be a secondary consideration before long, the difficulty being to get the goods. The truth of this is seen in the case of sugar to-day; the question seems to be not whether sugar is safe at present prices, but how high it will go. Local men are certainly looking for much higher prices.

One of the few lines that has registered a decline is evaporated apples, which have dropped to a basis of 8½c for choice 50's in Winnipeg. This is a decline of about 3c in the last two months, and is due to large quantities being thrown back on the market when the British embargo came into effect. It was expected that the price would be 30 per cent, higher than it is to-day.

The greatest difficulty is being experienced both by the wholesale and the retail trade is securing sickles and similar lines. A Winnipeg manufacturer advanced his quotations again this week, bringing his figures up 25% higher than they were a year ago. He has been compelled to do this he says, because of the increase in cost of sweetening matter, chiefly sugar, and because of advance in glass. Another feature entering into the case is advance in vinegar, to say nothing of the labor problem, which is assuming serious aspects. All pickle manufacturers are finding difficulty meeting an unprecedented demand. Pickles are said to be good value at to-

day's prices if properly bought. Vinegar is steady at present figures, but future is uncertain.

Washing soda has doubled in price. It used to be quoted at 45c for 50 lb. sacks; it is now 90c. This means that all soaps and washing compounds will advance. Lye will also go up, Gillett's having already advanced 20 per cent., and is quoted \$4.60 per case.

A notable feature of market this week is an advance in Blue Ribbon Tea. This has been expected for a long time, as it was known that, with a rising market, it would not be possible to continue sale of package teas at old figures. The advance amounts to a cent per lb.

SUGAR.—The market jumped twice last week, eventually landing at \$8.80, as already announced in this column. This brings 10c sugar on the market as far as the consumer is concerned. It is still believed that the retailer will be paying 10c before long. A jobber here stated this week, "In New York it is not a question of whether present prices are safe, as how high they will go. I certainly look for much higher prices unless something unforeseen happens, such as peace. It appears that there is much less raw sugar coming out of Cuba than is required." An Eastern refiner, in his report to local wholesalers, states that Cuba figures are very bullish. On the week ending May 8, receipts in New York were 95,000 tons, this being a falling off of 35,000 tons since the previous week, and 22,000 tons less than the same week year ago. The crop is being wound up, and only 123 centrals grinding against 167 same time last year. About 65 centrals have finished their crop. Refiners advise buyers to anticipate their requirements and state that they may have to limit the quantity sold at present prices before the advance.

Sugar, Eastern—		in sacks.
		Per cwt.
Standard granulated	8 80	
Extra ground or icing, boxes	9 65	
Extra ground or icing, bbls.	9 35	
Powdered, boxes	9 45	
Powdered, bbls.	9 25	
Hard lump (109-lb. case)	9 75	
Montreal yellow, bags	8 40	
Sugar, Western Ontario—		
Sacks, per 100 lbs.	8 75	
Halves, 50 lbs., per cwt.	8 85	
Bales, 30 lbs., per cwt.	8 85	
Powdered, 50s, per cwt.	9 40	
Powdered, 5s	9 65	
Icing, barrels	9 40	
Icing, 50s	9 60	
Cut loaf, barrels	9 70	
Cut loaf, 50s	9 90	
Cut loaf, 25s	9 95	
Sugar, British Columbia—		
Extra standard granulated	8 80	
Bar sugar, bbls.	9 25	
Bar sugar, boxes, 50s	9 35	
Icing sugar, bbls.	9 35	
Icing sugar, boxes, 50s	9 65	
H. P. lumps, 100-lb. cases	9 75	
H. P. lumps, 25-lb. boxes	10 40	
Yellow, in bags	8 40	

SYRUPS.—With the heavy demand for all kinds of syrups, and the high prices prevailing for cane syrup on account of the high sugar market, it is not surprising to learn that corn syrups have jumped another 15c per case. New quotations are:—2's, 2.88; 5's, 3.23

10's, 3.11; 20's, 3.12, and half lb. barrels by the lb. 4.65.

Corn Syrup—

2s, per case 2 doz.	2 88
5s, per case 1 doz.	3 20
10s, per case 1/2 doz.	3 11
20s, per case 1/2 doz.	3 12
1/2 barrels, by the lb.	4 65

B. C. Cane Syrups—

2-lb. tins, 2 doz. to case, per case	4 65
5-lb. tins, 1 doz. to case, per case	4 75
10-lb. tins, 1/2 doz. to case, per case	4 45
20-lb. tins, 3 tins to case, per case	4 35

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

Molasses—

Barbadoes, 1/2 bbls., per gal.	0 65
New Orleans	0 28
Tins, 2s, \$3.50; 2 1/2s, \$3.10; 5s, \$3.05; 10s, \$2.75.	

DRIED FRUITS.—Prunes, peaches, apricots all firm at present prices. Raisins can also be included in the list, and, in fact, all California fruits. The retail trade will have difficulty securing Fard dates, as wholesalers state that they are unable to get them at any price. There are very few 30-40 prunes available. Currants continue to advance, and purchases by jobbers on the basis of today's New York prices, would mean that they will be compelled to sell at considerably over to-day's prices. Evaporated apples have declined again, and are being quoted here at 8 1/2c for choice 50's, and 8 3/4c choice 25's. They are considered good value at these figures. The decline was made necessary on account of falling off in export demand. New York State is a heavy exporter of evaporated apples, and when the British embargo was placed, it meant that large quantities came back on the market, with a fall in prices. The Canadian market declined in sympathy. It was expected that prices of evaporated apples would be 30 per cent. higher than they are to-day. Quotations on currants to the retail trade are: Filiatras, fresh cleaned, 13c; Amalias 1 lb. pkgs., 13c; uncleaned Filiatras are hard to procure.

Dried Fruits—

Evaporated apples, choice, 50's	0 08 1/2
Evaporated apples, choice, 25's	0 06 1/2
Pears, choice, 25's	3 12 1/2
Apricots, choice, 25's	0 13 1/2
Apricots, choice, 10's	0 14 1/2

Peaches—

Choice, 25-lb. boxes	0 07
Choice, 10-lb. boxes	0 08

Currants—

Filiatras, fresh cleaned	0 13
1 lb. package Amalias	0 13
2 lb. package	0 26

Dates—

Hallowee, loose, per lb.	0 09
Hallowee, 12-oz. pkgs.	0 08 1/2

Raisins, California—

16 oz. fancy, seeded	0 10 1/4
16 oz. choice, seeded	0 09 1/4
12 oz. fancy, seeded	0 08 1/4
12 oz. choice, seeded	0 07 1/4

Raisins, Muscatels—

3 crown, loose, 25's	0 08 1/4
3 crown, loose, 50's	0 08 1/4

Raisins, Sultans—

California, 50's, fancy bleached	0 16 1/4
California, 25's, fancy bleached	0 17
16-oz. pkgs.	0 17 1/4

Raisins, Cal. Valencias—

25-lb. boxes	0 09
50-lb. boxes	0 08 1/2

Prunes—

90 to 100, 25s	0 07 1/4
80 to 90, 25s	0 07 1/4
70 to 80, 25s	0 08 1/4
60 to 70, 25s	0 09
50 to 60, 25s	0 09 1/4
40 to 50, 25s	0 10 1/4

Peels—

Orange, lb.	0 15 1/4
Lemon, lb.	0 13
Citron, lb.	0 21 1/4

RICE.—Conditions are same as have existed for some time. Rice, tapioca and sago are all firm on account of diffi-

culty in securing freights at reasonable rates.

Rice and Tapioca—

No. 1 Japan, per lb., 100-lb. bags	0 06 1/2
No. 2 Japan, per lb., 100-lb. bags	0 04 1/2
Siam, per lb., 100-lb. bags	0 04 1/2
Patna, per lb., 100-lb. bag	0 06 1/2
Carolina, per lb., 100-lb. sacks	0 07
Sago, pearl, sacks, per lb.	0 07
Tapioca, pearl	0 08

SPICES.—Local jobbers raised their prices on peppers this week and quotations now on ground black in 10 lb. boxes are 27c, ditto white 31c.

Allspice, ground	0 11 1/2	0 14 1/4
Cassia, ground	0 22	0 22
Cream of tartar, 98% guaranteed	0 56	0 58
Cloves, whole	0 26	0 26
Cloves, ground	0 28	0 28
Ginger, Jamaica, ground	0 22 1/2	0 23 1/2
Nutmegs, ground	0 25	0 30
Pepper—		
Ground, black, 10-lb. boxes	0 27	
Ground white, 10-lb. boxes	0 31	
Whole, white	0 31 1/4	

COFFEE.—The market is firm and advancing all the time. It is stated that green coffee would cost the jobbers more to-day than they are selling at to the retailer. Indications are that we shall see higher prices on cheaper grades of Rio.

Coffee—

Green, choice, No. 7 Rio	0 11
Green, choice, No. 5 Rio	0 15 1/2
Green Santos	0 18 1/2
Roasted Rio, in bulk, bbls.	0 18
Roasted Santos	0 23
Whole, black	0 23
Maracaibo	0 21 1/2
Chicory, lb., by bbl.	0 09 1/2
Chicory, lb., 14-lb. tins	0 12 1/2

TEA.—Like all imported lines, tea is firm, and there is an advancing market. Blue Ribbon tea was put up 1c per lb. to the retailer last week, prices to the consumer being unchanged. The new quotation on last seller is now 35c, 1 lb. pkgs., and 36c per lb. 1/2 lb. pkgs.

CANNED GOODS.—Prices of both fruit and vegetables are holding up, and still show an upward tendency. There is a good demand. Fair stocks of all lines are held in Winnipeg, but tomatoes are almost cleaned up in the East, according to reports. If Winnipeg jobbers bought to-day it would cost them 10c per case more than the jobbers are selling for; in other words, jobbers are selling at \$2.45 per case, whereas it would cost them \$2.54 to bring them in. Quotations on a few lines of canned goods are as follows: Peas, first quality standard, \$2; peas, sweet wrinkled, \$2.30-2.35; corn, \$2; strawberries, \$4.25. Strawberries are scarce, but they have been selling at this price in Winnipeg right along.

ALBERTA MARKETS (EDMONTON)

By Wire

Edmonton, May 18.—Local jobbers, closely in touch with Japan bean situation, report that all Kotenashi and Otenashi beans in Orient are cleaned up. Few small lots of California beans have arrived during past two weeks and prices are high. Condensed milk has advanced 15c per case. Rolled oats increased 20c bail. Several lines of package teas have advanced a cent per pound. Sugar is now nine thirty. Evaporated peaches show firm tendency, owing to fact of peach association in

California, controlling eighty per cent. of the 1916 crop having bearing value.

Dairy butter is scarce and there is practically none on the market. Eggs are twenty-two cents dozen. Molasses are up to 77c gal. Rolled oats, bail are \$3.00 and eighties \$2.60. Rice is three ninety and sago ten cents. Potatoes fifty-five to sixty. Shelled walnuts are 38c and broken 28c. This is a decline. Lard, threes, is \$10.35 case. Canned tomatoes are up to \$3.10, and apples \$1.95. Salmon, Sockeye, is now \$9.65 and pinks \$4.25. Currants are 13 1/2c and evaporated apples 12c. Prunes are 7 1/2c lb. for 90-100.

General—

Beans, small white Japan, lb.	0 08
Flour, No. 1 patent, 98's	3 40
Molasses, extra fancy, gal.	0 77
Rolled oats, bail	3 00
Rolled oats, 80s	2 60
Rice, Siam, cwt.	3 90
Potatoes, local, per bush.	0 55
Sago and tapioca, lb.	0 10
Sugar, pure cane, granulated, cwt.	9 30
Shelled walnuts, finest halves, lb.	0 38
Shelled walnuts, broken, lb.	0 28

Produce and Provisions—

Cheese, No. 1, Ontario, large, per lb.	0 19	0 22
Butter, creamery, lb.		0 36
Butter, No. 1, dairy, lb.		0 25
Lard, pure, 5s, per case		10 30
Bacon, smoked backs, per lb.		0 23 1/2
Bacon, smoked bellies, per lb.		0 24
Lard, pure, 3s, per case		10 35
Eggs, new laid, per doz.		0 22

Canned Goods—

Tomatoes, 3s, standard, case	3 10
Tomatoes, gals., case	2 25
Corn, 2s, standard, case	2 35
Peas, 2s, standard, case	2 45
Apples, gals., Ontario, case	1 95
Strawberries, 2s, Ontario, case	4 90
Raspberries, 2s, Ontario, case	4 60
Salmon, finest sockeye, talls, 48x1s, ca.	9 65
Salmon, pink, talls, 48x1s, per case.	4 25
Lobster, 1/2s, per doz.	3 00

Dried Fruits—

Currants, lb.	0 13 1/2
Evaporated apples, 50s, per lb.	0 12
Peaches, choice, 25s, per lb.	0 07 1/2
Apricots, choice, 25s, per lb.	0 15
Pears, choice, 25s, per lb.	0 14
Prunes, 90-100	0 07 1/2
Sultana raisins, Cal., extra fancy	0 15
Valencia raisins, Cal., lb.	0 10

Fruits and Vegetables—

Apples, No. 1, box	2 00	2 25
Apples, cooking, box	1 75	2 00
Bananas, lb.		0 05
Grapefruit, Florida, case	4 75	5 00
Oranges, navel, case	3 75	4 25
Onions, B.C., ton		25 00
Lemons, case	4 50	5 00
Strawberries, 20 baskets, Cal.		3 50
Strawberries, Louisiana		3 35
Rhubarb, 40 lbs.		1 60

ALBERTA MARKETS (CALGARY)

By Wire

Calgary, May 18.—Arkansas strawberries, twenty-four quarts, are selling at \$5.00, and California pints at \$3.25. Rhubarb is now \$1.00. Sugar took a small advance of five cents Tuesday. Rolled oats are up 20 cents. Certain sizes of matches are up ten to fifteen cents case. Condensed milk is up fifteen cents and certain brands of tea up a cent per pound. Bacon bellies are now quoted at 26c generally. This is an advance of 2c. New laid eggs have taken a sharp advance and are now \$7.25. There is a much smaller quantity of eggs in storage now than year ago and prices are much higher.

General—

Beans, small white Japan, lb.	0 08
Flour, No. 1 patent, 98's	3 40
Molasses, extra fancy, gal.	0 75
Rolled oats, bail	3 05
Rolled oats, 80s	3 05
Rice, Siam, cwt.	4 50
Potatoes, local, per bush.	0 60
Sago and tapioca, lb.	0 08
Sugar, pure cane, granulated, cwt.	9 25
Shelled walnuts, finest halves, lb.	0 45
Shelled walnuts, broken, lb.	0 30

Produce and Provisions—		
Cheese, No. 1, Ontario, large, per lb.	0 19	0 22
Butter, creamery, lb.		0 35
Butter, No. 1, dairy, lb.		0 25
Lard, pure, 5s, per case		10 30
Bacon, smoked backs, per lb.		0 23 1/2
Bacon, smoked bellies, per lb.		0 25
Lard, pure, 3s, per case		10 50
Eggs, new laid		7 25
Canned Goods—		
Tomatoes, 3s, standard, case		3 00
Corn, 2s, standard, case		2 35
Peas, 2s, standard, case		2 45
Tomatoes, gals., case		2 25
Apples, gals., Ontario, case		1 75
Strawberries, 2s, Ontario, case		4 90
Raspberries, 2s, Ontario, case		4 50
Salmon, finest sockeye, tails, 48x1s, cs.		10 00
Salmon, pink, tails, 48x1s, per case		4 50
Lobster, lbs, per doz.		3 00
Dried Fruits—		
Currants, lb.		0 13
Evaporated apples, 50s, per lb.	0 11	0 11 1/2
Apples, choice, 25s, per lb.		0 07 1/2
Apricots, choice, 25s, per lb.		0 13
Pears, choice, 25s, per lb.		0 14
Prunes, 90-100		0 07
Sultana raisins, Cal., extra fancy		0 15
Valencia raisins, Cal., lb.		0 10
Fruits and Vegetables—		
Apples, No. 1, box	2 00	2 25
Apples, cooking, box	1 75	2 00
Bananas, lb.		0 05
Grapefruit, Florida, case	4 75	5 00
Oranges, navel, case	4 25	4 50
Onions, B.C., ton	25 00	25 00
Lemons, case	4 50	5 00
Strawberries, 20 baskets, Cal.	3 25	3 25
Strawberries, Arkansas, qts.	5 00	5 00
Rhubarb, 40 lbs.	1 50	1 50

SASKATCHEWAN MARKETS

By Wire

Regina, May 18.—Biscuits and many lines of confectionery are advancing. Sal soda advanced 18 cents per hundred lbs. Lard is higher. New prices are: 3's, \$10.50; 5's, \$10.45; 10's, \$10.35 and 20's, \$13.60. Lower prices on salmon are being quoted. Brooms are higher. Tapioca and sago are up to 10 1/2c lb. Rio coffee is higher. Imported sardines are practically unobtainable. Canned meats have advanced from 15 to 20 per cent. Jams and marmalades are higher. Pineapples, Porto Rico are \$5.50 case. Oranges are \$3.75 to \$4.50 and lemons \$4.50. Alberta and B.C. potatoes are lower at 90c. Garlic is 20c lb. Florida tomatoes are easier at \$4.75; cucumbers \$2.35 dozen; rhubarb \$1.50 and celery 9c lb.

Produce and Provisions—		
Butter, creamery, per lb.		0 33
Butter, dairy, No. 1		0 26
Cheese, per lb.		0 21 1/2
Eggs, new laid		0 23
Lard, 3s, per case		10 50
Lard, 5s, per case		10 45
Lard, 10's, per case		10 35
Lard, 20's, per case		13 60
General—		
Beans, Ontario white, per bush.	4 50	4 50
Coffee, whole roasted, Rio	0 17	0 17 1/2
Cream of tartar, lb.	0 50	0 60
Cocoanut, lb.	0 23	0 23
Cornmeal, ball	2 80	2 80
Flour, 96's	3 35	3 35
Rolled oats, 40s	1 22	1 22
Rolled oats, 80's	2 40	2 40
Rice, per cwt.	4 35	4 35
Onions, B.C., 100 lbs.	3 00	3 00
Sugar, standard gran., per cwt.	9 19	9 19
Sugar, yellow, per cwt.	8 75	8 75
Tapioca and sago, lb.	0 10 1/2	0 10 1/2
Walnuts, shelled, 47-49c; almonds	0 45	0 47
Canned Goods—		
Apples, gals., case	1 80	1 80
Beans	2 25	2 25
Corn, standard, per 2 dozen	2 25	2 25
Peas, standard, per 2 dozen	2 40	2 40
Plums, Lombard	2 10	2 10
Peaches	3 10	3 10
Raspberries, \$4.33; Strawberries	4 75	4 75
Tomatoes, standard, per case	2 40	2 40
Salmon—		
Sockeye, 1's, 4 dozen case	9 55	9 55
Sockeye, 1/2's	12 35	12 35
Chinook, 1's	6 00	6 00
Humpbacks, 1's	4 60	4 60
Fruits and Vegetables—		
Apples, Washington, bbl.	1 75	2 25
Celery	0 06 1/2	0 06 1/2
Grapefruit, case	4 00	4 50
Lemons	4 50	4 50
Navel	4 00	4 75
Oranges, case	3 75	4 50
Pineapples, Porto Rico, case	5 50	5 50
Potatoes, bushel, B.C. and Alberta	0 80	0 80
Rhubarb	2 00	2 00

Tomatoes, Florida, 6-basket crate	4 75
Strawberries, crate	5 00
Dried Fruits—	
Apricots, per lb.	0 12
Citron peel, lb.	0 24
Lemon peel, lb.	0 17
Orange peel, lb.	0 17 1/2

NEW BRUNSWICK MARKET

By Wire

St. John, May 18.—Trade conditions generally are satisfactory. Market changes this week continue to reflect upward tendency. Beef (corned) is now \$2.90 to \$3.00. American pork is \$31 to \$32.50. Manitoba flour has advanced to \$7.50 per bbl. Paris lumps show only change in sugar situation now \$9.25 to \$9.50. Pork and beans are firmer at \$3.20 to \$3.40.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 22	0 23
Bacon, roll, per lb.		0 17
Beef, corned, 1's	2 90	3 00
Pork, American clear, per bbl.	31 00	32 50
Butter, dairy, per lb.	0 27	0 30
Butter, creamery, per lb.	0 32	0 34
Eggs, new laid, per doz.	0 22	0 23
Lard, pure, lb.	1 14	0 18
Lard, compound, per lb.	0 14	0 14 1/2
Cheese	0 19 1/2	0 20 1/2
Flour and Cereals—		
Cornmeal, gran.		6 35
Cornmeal, ordinary		1 90
Flour, Manitoba, per bbl.		7 65
Flour, Ontario		7 05
Flour, buckwheat, western, 98-lb. bag		3 50
Rolled oats, per bbl.		6 25
Fresh Fruits and Vegetables—		
Apples, bbl.	4 00	6 00
Lemons, Messina, box	3 50	4 00
Lemons, Cal., box	5 00	6 00
Oranges, Cal., case	4 00	4 50
Oranges, Florida, case	3 25	4 50
Potatoes, bbls.		3 50
Sugar—		
Standard granulated	8 25	8 30
United Empire	8 15	8 20
Bright yellow	8 05	8 10
No. 1 yellow	7 85	7 90
Paris lumps	9 25	9 30
Beans, white, per bush.	4 00	4 50
Canned pork and beans, per case	3 00	3 40
Molasses, Barbadoes, gal.	0 60	0 65
Cream of tartar, per lb., bulk	0 51	0 53
Currants	0 12 1/2	0 13 1/2
Pork and beans, case	3 20	3 40
Rice, per cwt.	5 75	6 00

LEVER BROS. CONTEST WINNERS

Winners in the Lever Bros. window dressing contest are announced this week. The competition was divided into six divisions, namely, Montreal, Ottawa, Belleville, Toronto, Hamilton and London. The judges were J. J. Gibbons (president of the J. J. Gibbons Advertising Agency), W. J. Bryans (Retail Grocer), and B. T. Huston (Canadian Grocer), the judging being done strictly by numbered photograph, so that names of contestants were unknown until the winners had been chosen.

Following were the Grand Prize winners in each division, except Montreal, which will be announced later:

Grand First Prize, \$35 in cash—W. T. Ackland, 250 Bank Street, Ottawa, Ont.

Grand Second Prize, \$20 in cash—Bryson, Graham (grocery department), Ottawa.

Grand Third Prize, \$10 in cash—Wilson & Greenwood, Sudbury, Ont.

Grand First Prize, \$35 in cash—W. O. Webster, Trenton, Ont.

Grand Second Prize, \$20 in cash—Geo. Puckett, Oshawa, Ont.

Grand Third Prize, \$10 in cash—Clair Barnett, Tweed, Ont.

Grand First Prize, \$35 in cash—J. Wilson, 151 Brock Avenue, Toronto.

Grand Second Prize, \$20 in cash—E. Monk, Simcoe Street, Toronto.

Grand Third Prize, \$10 in cash—Haf-fey & Co., 459 Bloor Street W., Toronto.

Grand First Prize, \$35 in cash—Pebbles, Hobson & Co., Hamilton.

Grand Second Prize, \$20 in cash—D. M. Brown, Herkimer and Caroline Streets, Hamilton.

Grand Third Prize, \$10 in cash—W. Hilton, 41 Quebec Street, Guelph.

Grand First Prize, \$35 in cash—Wm. McDougall, Ingersoll, Ont.

Grand Second Prize, \$20 in cash—W. J. Hogarth, Ingersoll, Ont.

Grand Third Prize, \$10 in cash—J. McCorvie & Son, 142 King Street, Chat-ham.

Winners of the various \$5 prizes were as follows:

Ottawa Division—Noel Clarke, 295 Bronson Avenue, Ottawa; F. W. Robertson, Almonte, Ont.; A. S. Moreland, Bank and Havre Streets, Ottawa.

Belleville Division—A. J. McCro-dan, 295 Front Street, Belleville; Ed. A. Kel-laway, 20 W. Bridge Street, Belleville; J. F. Holloway, Lindsay, Ont.; J. Wil-son, c/o A. E. O'Connor, Kingston; Piper & Young, Oshawa, Ont.

Toronto Division—Geo. T. Apperley, 2020 Queen Street E.; A. J. Butcher, 142 Sackville Street; P. Bone, 195 Avenue Road; W. Black, 1960 Queen Street E.; W. F. Hopkins, Islington, Ont.

Hamilton Division—J. Knox, Ray and Peter Streets; A. Norrington, Streets-ville, Ont.; S. B. Hamilton, 154 Sandford Avenue, N. Hamilton; C. A. Pothier, c/o M. Cummings, Barton and James Streets, Hamilton; J. P. Robertson, Grimsby, Ont.

London Division—J. A. Armond, Owen Sound, Ont.; W. E. Palmer, Sarnia, Ont.; L. Jackson, 1006 Dundas Street, London; D. N. Duncan, Owen Sound, Ont.; R. W. Jones, 46-48 Blackfriars Street, London.

PAINT CASE TO BE TAKEN INTO COURT

At a meeting on Monday night, the Toronto branch of the Retail Merchants' Association decided to carry to the courts the case of the T. Eaton Co. in regard to selling of paint at 33c per quart. The analysis of this paint was gone into fully in a recent issue of Canadian Grocer, and readers are familiar with the details. It will be interesting to follow the results.

TO INTERVIEW EGG EXPORTERS

H. W. Horrocks, of Geo. Little, Man-chester, Eng., is at present on a visit to Canada with the object of interviewing exporters of eggs and other products.



FRUIT AND VEGETABLES



New Potatoes Lower: Radishes a Drug

Prices for Radishes a Matter of a Man's Conscience—Larger Stocks of All Fruits and Vegetables Send Prices Down Generally—Tomatoes, Parsley and Lettuce Decline—Fresh Cherries Down

MONTREAL

FRUIT.—Market is quiet, steady and unchanged in ruling factors and with few price changes to record. An inactive demand that has been added to by a backward season and continued cool weather is chief feature of market. Ben Davis apples are up 50c and No. 1's are now \$4.50 and 2's \$3.75, as a result of low state of spot stocks which generally tend to stronger market at this time of year. Spys remain in best demand and Baldwins the only other variety in market in any quantity. Bananas advanced during week but went back to former level. Quart strawberries are easier and are now 18c to 20c each.

Limes are unchanged and with demand restricted by cool weather.

Apples—	
Spies	7 00
Ben Davis, No. 1	4 50
Ben Davis, No. 2	3 75
Baldwins	4 00 4 25
Bananas, bunches	2 00 2 25
Cranberries, Cape Cod, bbl.	12 00 12 00
Grapefruit, 46-54-64-80-96	3 50 4 00
Lemons—	
California	2 75
Verdellis	2 75
Messina, 300 size, box	2 50 3 00
Oranges—	
Navels	4 00
Jamaica, 196-200-216	2 50
Porto Rico, 126-150-250-288	2 50
Pineapples, 18-24 and 30-36	2 75 3 25
Strawberries, Carolina, box	0 18 0 22
Strawberries, Louisiana	0 10 0 13
Limes, per box	1 00

VEGETABLES.—Usual number of price changes have occurred during week but general factors ruling market remain unchanged with a backward season and cold weather chief cause of quiet condition of market. Green beans have declined slightly to \$4.50 per basket, owing to larger supplies coming forward. New cabbage is up from \$4.50 to \$4.75 a dozen and old stocks have made a sharp advance in sympathy and are now selling at \$3 a dozen owing to the increased demand that has sprung up for them. Boston head lettuce has declined and is now selling at \$3 a box and the first Mtl. head lettuce at the same price. The first car of Texas Bermuda onions is on the market at \$2.25 per crate and the first car of Egyptian onions is arriving and is quoted at \$5 a 100 lb. bag. Fancy Boston cucumbers have declined and are now selling at

from \$1.50 to \$1.75 per doz., owing to arrival of cucumbers at lower prices in baskets. New potatoes have declined and are \$9.50 per barrel, but old stocks have remained firm and unchanged in price and continue to dominate market. Rhubarb is very plentiful and is down to 75c per doz. bunches. Tomatoes are up 50c and selling at \$3.75 to \$4.25 a crate. They are scarce and firmness rules as crop reports from coast points are unfavorable.

Artichokes, bag	1 50
Beets, bag	1 50
Beets, new, per doz. bchs.	1 25
Beans, wax, N.Y., per basket	4 00
Beans, green, N.Y., per basket	4 50
Cabbage, Montreal, per bbl.	2 25
Cabbage, red, doz.	3 00
Cabbage, new	4 50 4 75
Carrots, bag	0 50 0 75
Carrots, new, per doz. bchs.	0 75
Cauliflower, crate, single, doz. bchs.	3 50
Cauliflower, 18 to hamper	1 00
Celery, Florida	2 25
Cucumbers, fancy, Boston, doz.	1 75
Cucumbers, per basket	5 00
Egg plant, N.Y., doz.	1 75
Endive Can., per lb.	0 25
Garlic	0 30
Horse radish, per lb.	0 15
Leeks, bunch	0 10
Head lettuce, Boston, box	3 00
Head lettuce, Montreal, per 2 doz. box	3 00
Curly lettuce, box, 4 doz.	3 00
Mint, doz.	0 60
Mushrooms, 4-lb. basket	2 00 2 50
Oyster plant, doz.	0 50
Onions—	
Montreal, 100 lbs., bag	4 00
Spanish, crate	6 50
Silver, per 50 lb. crate	3 00
Red, per 100 lb. sack	4 00
Texas Bermuda, per crate	2 25
Parsnip, bag	1 00
Parsley, Bermuda	0 75
Parsley, Montreal, per doz.	0 40
Potatoes—	
New, per bbl.	9 50
Montreal, Red, 80 lbs., bag	1 75
New Brunswick, 80 lbs., bag	2 00
Green Mt.	2 00
Sweet, hamper	1 75 2 00
Radishes, per doz.	6 40
Rhubarb, per doz.	0 75
Spinach, New York, bbl.	3 00
Shalots, Mtl., per doz. bchs.	0 60
Turnips, bag	1 00
Turnips, bag, Quebec	1 75
Tomatoes, hothouse, lb.	3 25 3 75
Tomatoes, Florida, 6 basket crate	4 25 4 75
Watercress, Roston, hothouse, doz.	0 75
Watercress, Canadian, doz.	0 30

TORONTO

FRUIT.—Apples are cleaning up a good deal, and such as remain are firm, and in some cases higher. Ben Davis are up to \$3.50, for instance. California cherries are now arriving more freely, and \$3—\$3.25 is now quoted. Bananas have stiffened again, upon state of meagre supplies recurring and quotation is as high as \$2.75. Cuban grapefruit sells freely at \$3.50; Florida stuff, of

very fine quality, is rather higher. Just now Cuban is getting a lot of trade. Oranges have firmed up all-round. Trade is buying heavily and both navels and late Valencias are higher, at \$4.25 and \$4 respectively. Strawberries are worth 14-18c. These are chiefly Carolinas. Louisiana staff sells a little under that. Pineapples, though in good demand, are now more plentiful and we quote \$3.50 to \$3.75. Trade is good for all lines. Market undertone is easy. More stocks are coming as weather further opens and prices are grading down accordingly.

Apples, No. 2, bbl.	3 50	3 75
Apples, No. 3, bbl.	2 50	3 00
Apples, snow, bbl.	3 00	6 00
Apples, Spies, bbl.	4 00	6 00
Apples, Ben Davis, bbl.	3 00	3 00
Apples, 11-qt. basket	0 25	0 25
Apples, B.C., box	2 00	2 75
Cherries, Cal., box	3 25	3 50
Dates, lb. box		0 00
Grapefruit—		
Cuban, case	3 50	3 75
Florida, case	4 00	4 00
Oranges—		
Navels	3 75	4 25
Mediterranean sweets	3 50	3 75
Late Valencias, case	3 75	4 00
Lemons, new, California, box	3 00	3 50
Lemons, new, Messina, box	2 75	3 00
Limes, per 100		1 50
Pineapples, Porto Rico	3 00	3 75
Strawberries, North Carolina	0 14	

VEGETABLES.—Radishes are a drug on the market. Loads are coming: more than the trade can take care of. Price is more a matter of a man's conscience than anything else. Quotation is 20c, but less or more may be asked, and gotten. Head lettuce is coming down in price, and \$4 is asked, with \$3.75 as a lower possibility. Bermuda onions are down slightly to \$2.25. A couple of cars came in and stocks are fuller than last week. Parsley is lower, and is worth about a dollar a dozen. This is down 25 cents from last week. Hothouse cucumbers are more plentiful than last week, though price at writing is not reduced at all. They are still on the scarce side, compared with demand. Tomatoes are coming down in price as stocks become heavier. Potatoes remain easy at last week's lower levels, and it is thought they may be lower yet. Rhubarb is worth about 65 cents a dozen. Rest of list shows no quotable change, but the tone is generally easier and lower. Same

(Continued on page 41.)



FISH AND OYSTERS



Declines in Many Fish Prices

Scarcity of Eastern But Plethora of Western—Gaspé Salmon at High Levels—Whitefish, Halibut and Haddock Lower—Lake Fish Still Somewhat Slow

MONTREAL

FISH.—Market is unchanged, and quiet with normal amount of trade passing for this time of year and slight improvement in some lines although supplies in general are not coming forward very freely. High price of meat continues to be ruling factor in maintenance of demand. Fresh fish such as western halibut are more plentiful, although eastern fish of all kinds are inclined to be scarce. Haddock is hard to get but a few Gaspé salmon have been available for the last few days at prohibitive prices and some good British Columbia salmon has been arriving more freely lately and sold at comparatively low prices. Lake fish are coming forward more freely and fairly good sized shipments of lake trout and white fish have changed hands at very good prices. Trout is coming forward in normal quantities but continued cold weather is curtailing supplies somewhat. Lobsters have dropped to what is said to be bottom level of prices and a firmer feeling rules for the future in this line. Smoked, cured and pickled lines and bulk and shell oysters are quiet with inactive demand. Weakness occurs in advices from St. Johns, owing to Portuguese Government fixing of maximum price which is expected to affect a large export trade from this country and possibly react on other lines.

TORONTO

FISH AND OYSTERS.—There is a noticeable gain in business done this last week in all lines of fish. Dealers put it down very largely to prevailing high levels of butcher's meat and also to the fact that all cooked meats are higher than usual. Public is certainly buying more fish. Hotel and restaurant trade also increases larger orders as well as more frequent being placed.

Stocks of fresh fish are now normal for the time of the year. Supplies of halibut are particularly large, and price has dropped from 15 to 13 cents. Here and there 14c is charged, but 13c is average price. Lake fish is slow in coming in.

Lake Erie sends nice quality whitefish down, but in small quantities, considering that this is the middle of May. It is worth 27 cents, which is a decrease of about 3 cents from recent levels. Haddock is more abundant. There is a big demand for it, however, and price of 7c is quite firm. Bad fishing weather continues in Canadian grounds, and supplies are being supplemented by United States products. Some trout is arriving, but deliveries are slow for time of year. There is more interest displayed in lobster as price shows decrease. Quotation is now 40 to 45c.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.09	.09
Haddies, 15-lb. and 30-lb. boxes, lb.	.09	.10½
Haddies, fillets, per lb.	.11	.10
Herring, Ciscos, baskets	1.25	1.50
St. John bloaters, 100 in box	1.20	1.25
St. John bloaters, per box of 60	1.00	1.00
Smoked herrings, medium, box	.15	.15
Smoked herrings, medium, box	.16	.15
Smoked boneless herrings, 1-0-lb. box	1.40	1.40
Kipped herrings, selected, 60 in box	1.25	1.50
Smoked salmon, per lb.	.16	.15-17
Smoked halibut	.10	.10

FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—		
Gaspé, large, per lb.	.13	.13
Red, steel heads, per lb.	.12	.13
Red, sockeyes, per lb.	.12	.12
Red Cohoes, dressed, lb.	.11	.11
Red Cohoes, dressed, lb.	.12	.11
Pale qualla, dressed, per lb.	.10	.11
Halibut, white western, large and medium, per lb.	.11	.15
Halibut, eastern, chicken, per lb.	.12	.12
Mackerel, bloater, per lb.	.09-10	.10
Haddock, medium and large, lb.	.06	.10
Market codfish, per lb.	.06	.08
Steak codfish, per lb.	.07	.10
Canadian soles, per lb.	.06	.08
Blue fish, per lb.	.15-16	.18
Smelts	.11	.13
Smelts, extras	.15	.20
Herrings, per 100 count	2.50	3.25
Round pike	.07½	.....
Grass pike, dressed	.07	.....

DRIED AND PREPARED FISH.

	Montreal	Toronto
Dried Haddock	6 00	6 00
Dried codfish, medium and small, 100 lbs.	7 00	7 00
Dried hake, medium and large, 100 lbs.	6 00	6 00
Dried pollack, medium and large, 100 lb.	6 00	5 00
Dressed or skinless codfish, 100-lb. case.	6 50	3 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 10
Boneless codfish, 2-lb. blocks, 20 lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20 lb. boxes.	0 10	0 12
Boneless codfish, in 2-lb. and 3-lb. boxes, a box	0 15	0 15
Boneless codfish, in 2-lb. and 3-lb. boxes	1 80	1 80

BULK OYSTERS, CLAMS, ETC.

	Montreal	Toronto
Standard, solid meats, gal.	1 70	1 75
Standard, bulk, gal.	1 50	2 75
Selects, per gal., solid meat	2 00	2 25
Best clams, imp. gallon	2 00	.....
Best scallops, imp. gallon	2 25	3 50
Best prawns, imp. gallon	2 25	.....
Best shrimps, imp. gallon	2 00	.....
Sealed, best, pt. cans, each	0 40	0 40
Sealed, best, select, quart cans, each	0 50	0 75
Rockaways, 100	1 50	.....
Blue points, small	1 00	.....
Blue points, large	1 00	.....

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

Cape Cod shell oysters, per bbl.	12 00	.....
Canadian cultivated oysters, bbl.	10 00	10 00
Clams, per bbl.	7 60	8 00
Malpeques, ordinary, bbl.	9 00	9 00
Live lobsters, medium and large, bbl.	0 53	0 43
Little necks, per 100	1 25	1 50

FRESH SEA FISH

	Montreal	Toronto
Halibut	12 -13	13
Haddock, fancy, express, lb.	06 -06½	7
Mackerel, medium, each	22	.....
Steak cod, fancy, express, lb.	8	8
Herrings, each	2	2
Flounders	6	12
Flounders, New York	9	14
Salmon, Western	22 -23	.....

FRESH LAKE FISH

Carp, lb.	0 08	.....
Pike, lb.	0 09	0 07
Perch	0 05	0 07
Suckers, lb.	0 06	0 10
Suckers, lb.	0 06	0 08
Whitefish, lb.	0 13	0 15
Lake Erie whitefish	0 27	.....
Herrings, each	0 02	0 02
Gaspereaux, each	0 02½	0 03
Lake trout	0 12	0 14
Eels, lb.	0 10	0 08
Dore	12-13	0 13

FROZE LAKE AND RIVER

Whitefish, large, per lb.	.09-.09½	.09-.10
Whitefish, small tullibees	.07-.07½	.06
Lake trout, large and medium, lb.	.10	.10
Dore, dress or round, lb.	.08½-.09	.09-13
Pike, dressed and headless, lb.	.07-.07½	.07
Pike, round, per lb.	.06½-.07	.06-.07

WINNIPEG

FISH AND POULTRY.—Fish is more plentiful than it has been for a long time, and there were two important declines in fresh fish, viz., fresh salmon, now 18c, and fresh halibut, 12c. Both these lines are arriving more freely. Fresh Lake Superior trout is coming in at 12c. Haddies, which have been scarce, are still bringing 12c. Poultry, both live and dressed, continues to be scarce, and high quotations are current.

Fish—		
Frozen salmon	0 11	.....
Fresh salmon	0 18	.....
Frozen halibut	0 08½	0 09
Fresh halibut	0 12	.....
Pickered	0 07½	.....
Steak cod, per lb.	0 08	.....
Lake Winnipeg whitefish	0 09	.....
Fresh finnan haddock	0 11	0 12
Kippers, per box	2 00	.....
Fresh lake trout, per lb.	0 12	.....
Bloaters, per box	2 00	.....
Salt mackerel, 20-lb. kit	3 00	.....
Smoked gold-eyes, doz.	0 50	.....
Oysters, per gal.	2 80	.....
Oysters on shell, doz.	0 25	.....
Poultry, Live—		
Fowl	0 15	.....
Roosters	0-11½	.....
Chickens	0 15	.....
Turkeys	0 19	.....
Ducks	0 13	.....
Ducklings	0 14	.....
Geese	0 12	.....
Poultry, Dressed—		
Ducks, No. 1	0 24	.....
Fowl, No. 1	0 24	.....
Turkeys, No. 1	0 33	.....
Geese, No. 1	0 25	.....



FLOUR AND CEREALS



Flour and Rolled Oats Higher

Manitobas Up 20c, Though This is Unusual For Time of Year—Export Demand and World Condition the Reason—Oats Very Firm: Tending Upwards—Barley Being Bought By Military Authorities

MONTREAL

FLOUR.—Spring wheat flour has advanced 20c a barrel and first patents are now \$6.80 and others in proportion following recently developed strength on wheat market. Advance of prices has stimulated buying for local and country consumption and export trade continues good with some millers sold up well ahead and mills previously closed are now starting up again. Stocks all over are reported low.

Winter wheat is steadier in sympathy with spring lines and an advance of 10c has been noted in some quarters, but is far from general. Stocks are heavy for this time of year. Orders are coming in more frequently from down river points more particularly since recent advance which has stimulated buying in both spring and winter lines.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	6 80
Second patents	6 30
Strong bakers	6 10

Winter Wheat Flour—	Car	Small
Fancy patents	5 95	6 15
90 per cent. in wood	5 80	6 00
90 per cent. in bags	2 70	2 75

CEREALS.—Rolled oats have firmed up 20c in all lines but new prices are not strictly adhered to. Advance occurred following that in raw oats market and demand continues to be inactive in keeping with season of year. Firmness rules undertone on basis of continued disparity between raw and rolled oats prices. The former are now 47½ an advance of 4c or a difference of 40c in rolled oats. Export business continues to be chief factor of market. Prices continue to be erratic in corn meal.

Cornmeal—	Per 90-lb. sack
Gold dust	2 35
2 75	

Rolled Oats—	90's in jute.
Small lots	2 75
25 bags or more	2 80
Packages, case	3 90
4 00	

Oatmeal—fine, standard and granulated, over rolled oats in 90's, in jute.	10 per cent.
	10 00

Rolled Wheat—	100-lb. bbls.
Hominy, per 90-lb. sack	4 90
Hominy, per 90-lb. sack	2 75
Corn flour, bag	2 80
Rye flour, bag	2 65
Barley, pot	3 00
Barley, pearl, lb.	0 04½

FEEDS.—Market remains firm and unchanged in price with a demand stimulated by advances in flour market. Firmness is well maintained particularly in shorts. Owing to approach of end

of season stocks are being cleared out as rapidly as possible while conditions are favorable.

Mill Feeds—	Per ton
Bran	24 00
Shorts	26 00
Middlings	29 00
Wheat moulee	34 00
Feed flour, bag	35 00
Mixed chop, ton	32 00
Crushed oats, ton	34 00
Oats, chop, ton	34 00
Harley, chop, ton	32 00
Feed oats, Manitoba, bush.	0 57
Feed wheat, bag	1 90

TORONTO

FLOUR.—Manitoba flour is up 20c this week, and first patents are worth \$6.70. This will probably be a surprise to the trade. This season of the year is not usually one when advances take place. No doubt the fact that No. 1 Northern, track bay ports is up a couple of cents from last week to \$1.28 has something to do with it. The wheat market shows signs of firmness, and of course flour follows suit, in addition to having considerable strength on its own account. It is interesting to observe that flour is a dollar or more below last year's level at this time. Last year's good crop, of course, has been largely responsible for low levels being maintained even thus far. Export orders, however, are now coming thick and fast. Domestic demand has brisked up some too. There is, indeed, a strong feeling all round.

Readers are directed to the long article on another page on the future of flour prices.

Manitoba Wheat Flour—	Small lots.	Car lots.
First patents	6 80	6 70
Second patents	6 40	6 20
Strong bakers	6 20	5 80

Ontario winter wheat flour, 90 per cent. (Board of Trade quotation)	Small lots.	Car lots.
	4 55	4 45

CEREALS.—There are many minor changes in prices recorded this week. Barley is particularly important. Military requirements are demanding both pearl and pot, and some strength is derived from that direction. Domestic demand is fair to middling. Rolled oats are higher again on active demand coupled with bare stocks. We quote \$2.65. Whole wheat flour, sympathetic alike to wheat and flour, is up to \$3, and strong at that. Split peas are find-

ing some demand. We quote \$4.85. Wheatlets are easier at \$3.30.

Barley, pearl, 98 lbs.	4 20	4 40
Buckwheat grits, 98 lbs.		4 60
Corn flour, 98 lbs.	2 55	2 75
Cornmeal, yellow, 98 lbs.		2 80
Graham flour, 98 lbs.		2 75
Hominy, granulated, 98 lbs.		3 00
Hominy, pearl, 98 lbs.		3 00
Oatmeal, standard, 98 lbs.		2 75
Oatmeal, granulated, 98 lbs.		2 75
Peas, Canadian, boiling, bush.		3 60
Peas, split, 98 lbs.		4 85
Rolled oats, 90-lb. bags		2 65
Rolled wheat, 100-lb. bags		3 25
Rye flour, 98 lbs.		2 80
Whole wheat flour, 98 lbs.		3 00
Wheatlets, 98 lbs.		3 30

FEEDS.—There is no quotable change in feeds, though all values are well supported. There is a good firm demand for all lines, noticeably shorts and middlings. Farmers are feeding more and more stock: it is profitable with hogs quoted as high as they are at present. Ontario oats remain very firm and active. They show no sign of easing at all, and we quote 45c to 46½c.

Mill Feeds—	Mixed cars per ton
Bran	24 00
Shorts	26 00
Special, middlings	26 00
Feed flour, per bag	1 60
1 70	

Oats—	No. 3, Ontario, outside points
	0 45
	0 46½

WINNIPEG

FLOUR AND CEREALS.—Domestic business still quiet largely owing to fact that farmers are busy seeding, and that practically no business going on in country towns. Export business is quiet owing to lack of bottoms. British Government orders which were placed with mills are moving forward slowly, as the Government is unable to provide bottoms for their movement. Wheat market is fairly firm, and during the week fluctuated between \$1.18 and \$1.20. A feature of the market is an advance in rolled oats, which have jumped to \$2.25-2.30. This was caused by an advance in the oat market, which is strong, and has every indication of going higher for good milling oats. Quotations on packages are unchanged. The feed market is strong, and all mills are pretty well sold ahead, the biggest demand being for bran and shorts, both East and West. The tendency of the corn market is upward, and there has been a slight ad-

(Continued on page 42.)



Bread, Buns and Rolls

*are always light, fluffy
and of a fine flavor when made with*

Rainbow Flour

—the flour that represents the acme of quality—the flour that's Tillson's (Quality, then Price).

Feature Rainbow Flour (for bread) Gold Seal Flour (for pastry)—the two favorites of the good housewife.

At attractive eye-catching, dollar-getting window display will be sent prepaid on request.



Place a trial order to-day.

Canadian Cereal and Flour Mills Co.
LIMITED

TORONTO

CANADA



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



PRODUCE AND PROVISIONS



Meats Higher: Butter Steady: Eggs Firm

Firmness in Hogs Again With Strengthening Effect on Products—Lard Up 1/2 to a Full Cent—Cheese Firm and Likely to Advance—Demand for Live Poultry

MONTREAL

PROVISIONS.—Lard has advanced 1/2c and firmness noted for last few weeks is still well maintained; 350 lb. tierces are now selling at 17c and other sizes in proportion. Supplies are scarce and demand good. Prices continue to be well maintained for hogs. Live stock is selling at 12 1/4c and dressed abattoir killed at 16 3/4c. A fair trade is passing in both. Boiled hams are scarce and higher and are now 34c. All smoked and cured lines are fairly active for local and country account in addition to export trade and firmness rules in undertone of market in all lines.

Hams—		
Small, per lb.	0 22	
Medium, per lb.	0 20	0 21 1/2
Large, per lb.		0 20
Bacon—		
Plain, bone in	0 24	
Boneless	0 29	
Peameal	0 29	
Bacon—		
Breakfast, per lb.	0 26	
Roll	0 18	
Shoulders, bone in	0 16	
Shoulders, boneless	0 17	
Cooked Meats—		
Hams, boiled, per lb.	0 34	
Hams, roast, per lb.	0 35	
Shoulders, boiled	0 26	
Shoulders, roasted	0 27	
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	0 15 1/2	
Long clear bacon, 80-100 lbs.	0 14 1/2	
Flanks, bone in, not smoked	0 15 1/2	
Barrelled Pork—		Per bbl.
Heavy short cut mess	30 00	
Heavy short cut clear	27 50	
Clear fat backs	33 00	
Clear pork	33 00	
Lard, Pure—		
Tierces, 350 lbs., net	0 17	
Tubs, 50 lbs., net	0 17 1/2	
Tins, 50 lbs., net	0 17 1/2	
Pails, wood, 20 lbs., net	0 17	
Pails, tin, 20 lbs., gross	0 17 1/2	
Cases, 10 lbs. tins, 60 in case	0 17 1/2	
Cases, 3 and 5-lb. tins, 60 in case	0 17 1/2	
Bricks, 1 lb. each	0 19 1/2	
Lard, Compound—		
Tierces, 375 lbs., net	0 14 1/2	
Tubs, 50 lbs., net	0 15	
Tins, 50 lbs., net	0 15	
Pails, wood, 20 lbs., net	0 15 1/2	
Pails, tin, 20 lbs., net	0 15 1/2	
Cases, 10-lb. tins, 60 in case	0 15 1/2	
Cases, 3 and 5-lb. tins, 60 in case	0 16	
Bricks, 1 lb. each	0 17	
Hog—		
Dressed, abattoir killed	0 16 1/2	

BUTTER.—Market remains unchanged in price locally although slight firmness is reported from country points. Development of western demand kept down easy feeling that occurred in early part of last week and five cars have been shipped to Vancouver since May 1st. At Cowansville sales were made at 28 3/4c, and Quebec co-operative sales at 28c to 28 7/8c, and St. Hyacinthe prices ad-

vanced from 3/4c to Cowansville level. Production is increasing and receipts for last week amounted to 7,694 packages as against 6,293 for the week previous, but with a decrease in amounts received as compared to same period for last year.

Butter—	
Finest creamery, September make	0 25
Finest creamery, fresh make	0 30
Dairy prints	0 27
Dairy, solids	0 26
Separator prints	0 27
Bakers	0 24

EGGS.—Supplies are coming forward freely but prices are unchanged owing to good demand from packers for export purposes later on. Market in country is steady with general trade to stores a shade higher than last week with 22c as present top price. Storing is general throughout country so there is no surplus in market. Receipts for week were 24,047 against 21,103 for the previous week.

Eggs, case lots—	
New laid, stamped	0 25

CHEESE.—Recent firmness has culminated in advance so that 1916 make is offered at from 20 to 21c, and 1915 at 21c to 22c, and Stilton at 24c and a very firm feeling continues to rule owing to shortage in all markets as no surplus is expected here until June as export trade will continue to absorb arrivals which show a decrease of over 10,000 boxes since May 1st as compared with same period last year. Although receipts for last week were double that of week before. Local demand for stocks also continues good. Cable advances for finest Canadian white and colored cheese have advanced 1 shilling making it 110 shillings per cwt., the highest recorded price in Liverpool.

Cheese—		
1915 make	0 21	0 22
Stilton		0 24
1916 make	0 20	0 21

POULTRY.—Market for live large fowls shows firmness and they are now offered at from 23c to 24c owing to curtailment of supplies coming forward as very few live fowls of any kind are arriving. Frozen stocks are rapidly being cleaned up on market, and frozen fowls have entirely disappeared so that fresh stocks will soon be only source of supply. There is a good call for all lines

which with the lack of supplies continue to make a general firmness in market.

Poultry—		
Frozen Stock—		
Turkeys	0 29	0 30
Fowl, large	0 20	0 21
Fowl, small	0 23	0 24
Ducks	0 17	0 18
Geese	0 17	0 18
Roasting chicken, milkfed, 4 lbs. or over	0 23	0 27
Roasting chicken, ordinary	0 18	0 22
Spring broilers, dressed, pair	0 75	1 00
Squabs, Canadian, pair	0 40	0 40
Squabs, Philadelphia, pair	0 70	0 70
Pigeons, pair	0 25	0 30
Live Stock—		
Fowl, 5 lbs. and over	0 22	0 22
Fowl, small	0 18	0 21
Turkeys	0 22	0 25
Ducks	0 30	0 32
Geese	0 16	0 18
Chicken	0 15	0 18

HONEY.—Market is quiet, steady and unchanged with firmness fully maintained although demand is again normal and stocks ample for requirements.

Honey—		
Buckwheat, tins	0 09 1/2	
Strained clover, 60-lb. tins	0 12	
Strained clover, in 10-lb. tins	0 12 1/2	
Strained clover, in 5-lb. tins	0 12 1/2	
Comb honey, white clover, per section	0 15	
Comb honey, buckwheat, per section	0 13	

MAPLE SYRUP.—Prices remain unchanged with no increase of supplies coming forward from country. Firmness rules and feeling locally has been strengthened by presence of U.S. buyers on market owing to shortage of Vermont crops.

Maple Sugar—		
In blocks, bright, per lb.	0 14	0 15
In blocks, dark, per lb.	0 10	0 12
In tubs, per lb.	0 09	0 10
Maple Syrup—		
In 8 1/2 lb. tins, each	0 80	0 85
In 13 1/2 lb. tins, each	1 40	1 50

TORONTO

PROVISIONS.—Last week's slight easing in the hog market was a temporary condition only, apparently. Hogs are quite firm again, and, if anything, are tending upwards. All bacons, hams, cooked and dry salt meats are higher, variously half a cent to a cent. Readers will please note that if anything prices following are a trifle high. There is some discrepancy among different houses and the low quotation in cases following is often the most common, though the higher is charged in some quarters. All pure lard prices are up a full cent.

Ham—		
Light, per lb.	0 24	0 25
Medium, per lb.	0 23	0 24
Large, per lb.	0 21	0 22
Bacon—		
Plain	0 27	0 28
Boneless, per lb.	0 25	0 26
Pea meal, per lb.	0 28	0 29

Bacon—		
Breakfast, per lb.	0 26	0 29
Roll, per lb.	0 20	0 21
Shoulders, per lb.	0 20	0 21
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 18	0 19
Long clear bacon, small lots	0 18½	0 19½
Fat backs, lb.	0 16	0 17
Cooked Meats—		
Hams, boiled, per lb.	0 33	0 34
Hams, roast, per lb.	0 33	0 34
Shoulders, boiled, per lb.	0 28	0 29
Shoulders, roast, per lb.	0 28	0 29
Barrelled Pork—		
Heavy mess pork, per bbl.	30 00	31 00
Short cut, per bbl.	32 00	33 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 17	0 17½
Tubs, 50 lbs., per lb.	0 17½	0 17½
Pails, 20 lbs., per lb.	0 17½	0 18
Bricks, 1 lb., per lb.	0 18½	0 19
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 14	0 14½
Tubs, 50 lbs., per lb.	0 14½	0 14½
Pails, 20 lbs., per lb.	0 14½	0 14½
Bricks, 1 lb., per lb.	0 15½	0 15½
Hogs—		
Live	12 00	12 50
Dressed, abattoir killed	15 50	16 00

BUTTER.—Creamery is steady, with no fluctuation either one way or the other. Make continues good, and demand keeps on absorbing it. Price in country is about 27c. Dairy butter is now accumulating, but quality is not good enough for storing, so that demand is the normal trade one only. Make of dairy should keep on increasing from now on for a while: cows go out usually after the 10th of May or thereabouts. No other new feature presents itself, and prices remain steady but quotably unchanged.

Creamery prints, lb.	0 29	0 31
Creamery, solids	0 28	0 29
Dairy prints, choice, lb.	0 25	0 27
Dairy prints, lb.	0 24	0 26
Bakers	0 22	0 24

CHEESE.—"Very firm" sums up the cheese market. Export needs continues to grow and enquiries turn into orders in almost every case. Opening of navigation spurred the market up considerably. Domestic demand rules heavy, and cheese boards are unusually firm at 19½ to ¾c. Prices to the trade are therefore on a firm basis, and liable to advance.

Cheese—		
New, large, per lb.	0 19½	0 20
New, twins, per lb.	0 20	0 21
June and Sept., large, per lb.	0 20½	0 21
June and Sept., twins, per lb.	0 21	0 22
June and Sept., triplets, per lb.	0 21	0 21½

EGGS.—There is a markedly stronger feeling in this market. Delivery has slackened somewhat, and in any event, for the season has not been up to last year, by a long margin. As was contended last week, it looks as if we shall have high-priced eggs later on this year. Storage is being conducted at what are undoubtedly high levels.

Prices just now are prone to advance. There are only about a couple more weeks of good eggs, because the weather will then likely be hot. This fact causes a big storage demand right now, and prices are up a cent this week.

Eggs—		
New laid, specials in cartons	0 25	0 26
New laid, ex cartons	0 24	0 25

POULTRY.—There are several notable changes in price. Spring broilers—which must be 1½ lbs. or over — are worth 45 to 50c live, and dressed, 10c higher. There is a good demand, though deliveries are fairly heavy. Old fowl,

both live and dressed are lower. Hens are beginning to cackle now, and are promptly shipped to market; 18c to 20c is price for live. The big call is for live stuff, not dressed, though latter gets some call.

Poultry—		
Spring broilers (1½ lbs. and over)	0 45-0 50	Dressed 0 55-0 65
Old fowl, lb.	0 18-0 20	0 22-0 24
Chickens	0 18-0 20	0 25-0 27
Milk-fed	0 17-0 20	0 25-0 26

HONEY.—There is no quotable change. Demand and supplies dovetail in a normal manner.

Honey—		
Buckwheat, bbls., per lb.	0 07½	0 07½
Buckwheat, tins, per lb.	0 07½	0 08½
Clover, 50 lb. tins, per lb.	0 13½	0 13½
Clover, 10 lb. tins, per lb.	0 14	0 14½
Clover, 5 lb. tins, per lb.	0 14	0 14½
Comb, No. 1, doz.	2 50	3 00
Comb, No. 2, doz.	2 00	2 40

WINNIPEG

PRODUCE AND PROVISIONS.—The hog market remained practically stationary during past week, and was firm at \$11. Receipts were light the first half of week, but more liberal the latter half. There were no radical changes in the provision market, the only one worth noting being an advance in cooked hams, which are now 31c.

The egg market is causing some concern to packers, which has been abnormally firm all week. The cool weather held back country deliveries, and an advance took place to the dealer of 1c per doz., bringing quotations to 22-22½c. It is not expected that these prices will be maintained, as heavier receipts are anticipated. However, it is not expected that eggs will go much lower, i.e., country eggs. Hot weather eggs in July, of course, will take the usual slump. Prices to-day are about 4c higher than they were this time last year. There has been an exceptional outside demand, and local wholesale houses sold heavily anticipating warmer weather and plenty of eggs, but were caught short. This accounts for the high level prevailing to-day. The weather is blamed for this, being a month late all over the world.

New-made butter is arriving in fairly liberal quantities, quality being fairly good. The market is easier, No. 1 stock being quoted at 33c and No. 2 31c. There is no change in cheese.

Hams—		
Light, per lb.	0 21	0 23
Medium, per lb.	0 20	0 21
Large, per lb.	0 19	0 20
Bacon—		
Breakfast, per lb.	0 22	0 23
Breakfast, select, lb.	0 26	0 26
Backs, per lb.	0 22	0 25
Dry Salt Meats—		
Long clear bacon, light		0 16
Cooked Meats—		
Hams, boiled, per lb.		0 31
Shoulders, boiled, per lb.	0 23	0 24
Barrelled Pork—		
Mess pork, bbl.		27 00
Lard, Pure—		
Tierces	0 16	
Pails	3 32½	
Cases, 10s	10 05	
Cases, 5s	10 13	
Cases, 2s	10 20	
Cartons	0 17½	
Lard, Compound—		
Tierces	0 19½	
Tubs, 50s, net	6 37	
Pails, 20s, net	2 65	
Butter—		
Fresh made creamery	0 33	
Rest dairy	0 26	
Creamery, No. 2	0 31	

Cooking	0 18	0 22
Eggs—		
New laid	0 21½	0 22½
Cheese—		
Ontario, large		0 30
Ontario, twins		0 29½

FRUIT AND VEGETABLES

(Continued from page 36.)

cause affects vegetables as fruits. Deliveries are getting heavier all the time, as weather opens, and roads to city get better.

Asparagus, doz.	4 25	5 00
Cabbage, bbl.	1 00	1 50
Beets, Canadian, bag	0 80	0 85
Carrots, new hamper	1 10	1 15
Cauliflower, case	3 25	3 80
Celery, Florida, case	2 35	2 50
Cucumbers—		
Hothouse, doz.	1 75	2 00
Florida, hamper	4 50	5 00
Onions—		
Texas, Bermuda, crate	2 00	2 25
Choice, Canadian	2 25	2 50
Green, doz., bunches	0 10	0 20
Lettuce, leaf, doz.	0 25	0 35
Lettuce head, hamper	3 75	4 00
Mushrooms, imported, 6 qt.	2 00	2 25
Parsnips, bag	0 80	0 90
Parsley, doz.		1 00
Peppers, green, basket	0 80	0 65
Potatoes—		
N.B. Delaware, bag	1 85	1 90
Ontario, bag	1 70	1 75
Radishes, doz.		0 20
Rhubarb, doz.	0 50	0 65
Spinach, hamper	1 00	1 35
Tomatoes, crate	3 00	3 75
Tomatoes, hothouse	0 15	0 20
Turnips, bag	0 50	0 60

PERCENTAGE AND PROSPERITY

By W. M. Flanders.

A note of warning should be sounded to the retail trade in general regarding the danger of cutting their percentages of profit during the present reigning period of high prices. Many grocers have been heard to exclaim when a certain article had advanced in price, "But I can't get any more," an admission which is not only a confession of weakness, but bad from the standpoint of sensible business judgment.

With the higher market for many articles which before the advance paid handsomely and even at the higher figure pay fairly well, yet the "handsome" profit was necessary to offset certain lines from which there never is margin enough.

It will be time well spent, indeed, it is imperative that retailers take the initiative and closely compare what certain classes of goods are costing to-day with what has been paid for them in normal times; for costs creep up so stealthily and insidiously that their presence is many times unperceived.

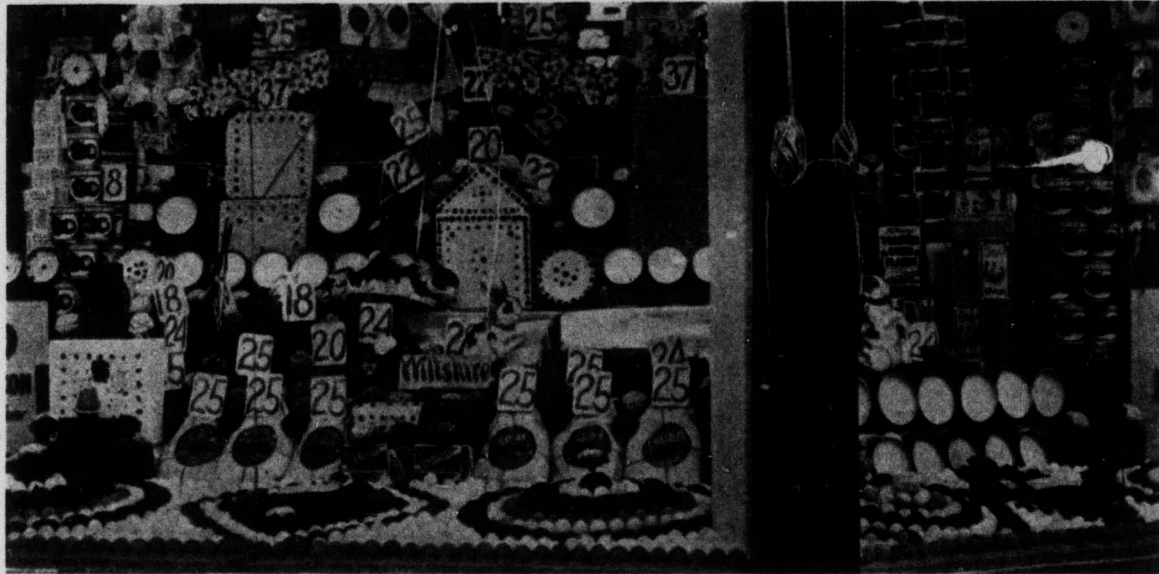
If \$2.25 per dozen has been paid for a 25c article and the price advances to \$2.50, with the price still maintained at 25c, unless this 25c per dozen is placed upon some other article to still keep up the average percentage of profit, success is being trifled with. This example is only one of dozens which might be cited.

When told you are obliged to ask more for this or that article, it occasions no surprise. But weak knees won't do it; neither will simple guess work secure to you that which is your due.

This Window Brought Fifteen New Accounts

Montreal Dealer Demonstrates Importance of Showing Meats, Butter and Eggs in the Window
 —One Display Brought Increased Business of \$250—Eggs Arranged According
 to Size and Color—Best Quality Butter Only Backed Up

From an interview by Canadian Grocer with T. J. Kavanagh, Montreal.



This illustration shows tasty provision window of Kavanagh Bros., Montreal, dressed by J. G. Murphy. It got 15 new customers for the store.

THE window shown in the accompanying illustration was meant primarily to be one of contrasts, so as to present a rich and variegated picture that would arrest attention by its sheer attractiveness. Also that it sell goods later by the profusion of price tags on the offerings.

It is impossible for a photograph to reproduce the exactness of detail that was present in this window. For instance, the eggs were all sorted by sizes as well as color, and the design worked out in contrasting rows of colors and sizes. Apples, oranges and eggs form the basis of the design. This combination offers great possibilities in building diamonds, stars, crescents and other fancy designs. Carefully-selected sprigs of parsley were used to enhance the snowy whiteness of the lard as well as the darker color of the blocks of butter.

\$250 Sales and 15 New Accounts

The direct results of this window consisted of an increase of \$250 in sales of the lines displayed and the opening of fifteen new accounts in the ten days immediately following. Five new accounts were opened in one day, and all of the fifteen were of a highly desirable class of trade. Further proof of the direct

effect of the window on sales was the fact that lard, butter and bacon were sold to people who had never bought them of us before, although they were buying other lines here before; also the number of passersby who stopped to look at the window, testified to its pulling power, and the number of times it was mentioned by buying customers indicated its influence on regular trade.

We specialize on the best brands of the most widely advertised goods, especially in such lines as butter, in which any inferior quality is so easily detected by the purchaser. We only break this rule in response to a direct request for an inferior brand, and then are careful to sell it as such. If encouraged to do so, people will buy the better quality nine times out of ten.

Cleanliness is a feature of this window, and greatly enhances its appearance, as it does the flavor of the goods. One small wrinkle of inestimable advantage to us is the constant use of parchment paper for the wrapping of ham and bacon before wrapping them up in brown paper. Newspapers, every one knows to be injurious for this purpose, but it is not generally known that brown paper carries injurious matter that is easily

sweated on to any food matter. This applies to fish, all smoked meats and other similar products.

We devote considerable study to our 'phone business. For this reason we only allow the 'phone to be answered by the most competent clerks who have prices at their finger tips, and will not require to keep a customer waiting whilst they look up prices, etc. To assist in this highly-desirable state of efficiency, we look up invoice on each fresh shipment of goods as it arrives and issue new prices to clerks, so that they may quote promptly on all occasions.



FLOUR AND CEREALS

(Continued from page 38.)

vance by Southern mills on cornmeal, but this has not affected local prices.

Flour—	
Best patents	6 00
Bakers	6 10
Clears	5 47
XXXX	4 40
Cereals—	
Roller oats, 80 lbs.	2 25
Roller oats, pkg., family size	3 75
Wheat flakes, case	3 75
Oatmeal, standard and gran., 98 lbs.	2 75
Cornmeal, 98 lbs.	2 45
Feeds—	
Bran, ton	20 00
Shorts, ton	21 00
Middlings, ton	21 00
Mixed chop, ton	20 00

Firm Prospects for Future Flour Prices

Why an Advance Took Place This Week—Facts and Fancies Anent Crops for This Year—1916
A Reversal of 1915—Probability of High Prices for Flour—Farming World Short
About 20,000,000 Men

Written from interview with flour authorities.

READERS of Canadian Grocer will find in the market report appertaining to flour that this week there has been an advance of 20c in Manitoba flour. This is an unusual thing for this time of year. It is an infrequent happening that flour should go up at this season.

The fact of the matter is that it is not so much an outcome of local conditions as an indirect result of world conditions. This brings us to a study of flour prices and their probable trend during this year of 1916.

This advance seems a direct indication of future values. It was made because flour men generally are taking a wide and international view of world conditions with regard to wheat and flour rather than a national and narrow. A year ago at this time we were nearing the end of a normal crop, and we had an abnormal demand for wheat and flour. If anything, the crop on which we were living was below normal at this time last year. And if anything, too, the demand was abnormal. Therefore, prices were about \$1 to \$1.50 higher at corresponding time last year than they are right now. We were, however, running in May, 1915, into a new crop period of good prospects; acreage was good, seeding was duly and truly performed at its proper time; and there was every indication, not only in Canada, but also throughout the States in the spring wheat section and in the winter wheat section, that the United States and Canada together would have excellent crops. These excellent crops materialized, and grocers are aware of the splendid crops which Canada and the United States both produced last year.

A Complete Reversal

This year we see a complete reversal of those conditions. Whereas last year's crop was a normal one, this year's crop will likely be smaller than normal. Whereas last year at this time we were coming to the end of a normal crop and had an abnormal demand, this year we are coming to the end of an abnormal crop, and are having a normal demand, more or less. Last year whereas we were running at this time into a new crop period of good prospects, indeed of excellent prospects, this year we are running into a crop period of at best normal prospects, and in all probability prospects not even as attractive and satisfactory as that.

What Are Indications?

What are the indications, so far as one may observe, at this early date for crops this year? As far as the United States is concerned, the Southern States are distinctly gloomy. Kansas reports bad weather conditions and decreased acreage. It is the same with some of the other Southern States. As far as the spring wheat section in the North-West is concerned, there has been very bad weather for seeding and a decreased acreage is reported, so that the United States will probably be below normal in production of crop.

The state of affairs existing in Canada is virtually the same. Seeding in Canada is late. The weather has been extraordinarily wet, and farmers are unable to get on the land. Add to that the fact that in most sections a decreased acreage is reported which will amount at least to 15 per cent.—this is a conserva-

tive estimate—and also the fact of bad growing conditions, on account of the lateness of seeding, and prospects do not look hopeful for a crop this year which will equal by any means the crop we had last year.

Affects Present Conditions

But how, the reader naturally queries, does this affect present conditions, and how does it explain an advance in flour at the present time? The question is natural. It is true that we have abundant stocks of wheat on hand at present. Nevertheless wheat is being exported at this time to Europe to something like the tune of 10,000,000 bushels a week. At this rate our surplus, large as it is, cannot last indefinitely. We are, therefore, living, as stated in the opening paragraphs of this article, upon the end of an abnormal crop. This abnormal crop, coming to an end, will flicker out if demand continues to be made upon it to the tune of 10,000,000 bushels of wheat a week, and we are coming not to an abnormal crop again this year, but to a normal one at best.

Here is another fact worth while consideration. The farming world generally is short something like 20,000,000 men, who would otherwise have been employed in the field and on the land, who are under arms, and are, therefore, not giving their time to the land this year. That means that, generally speaking, European crops will be slight. This basic fact has been at the bottom, of course, of such firmness and strength which have existed on the market to this time. It will continue to be a factor, and it will become a growingly important factor. Twenty million men away from the farm lands of the world are bound to make a difference in farm returns. Therefore, export business in Canada as well as the States, instead of growing less will get heavier. That means less for domestic consumption, and this taken into conjunction with the fact of a smaller crop this year than last will naturally infer higher prices. Prices on flour at present are considered low. Compared with a year ago they are lower by about \$1.50 per barrel. Wheat prices are commensurately low. We cannot expect, if conditions materialize as they have been mapped out in the foregoing, that wheat and consequently flour towards the tail end of this year will be cheap. They will in all probability be dear.

HOLIDAYS FOR THE YEAR

During the remainder of the year, the following holidays, feast days, anniversaries, etc., will be held:—

May 24—Victoria Day.

May 26—Queen Mary's Birthday.

May 28—Rogation Sunday.

June 1—Ascension Day.

June 3—King George V.'s birthday.

June 11—Whit Sunday.

June 18—Trinity Sunday.

June 22—Corpus Christi.

June 23—Prince of Wales's birthday.

June 24—St. John Baptist.

July 1—Dominion Day.

Sept. 4—Labor Day.

Sept. 29—Michaelmas.

Nov. 1—All Saints.

Nov. 30—St. Andrew.

Dec. 1—Queen Alexandra's birthday.

Dec. 3—1st Sunday in Advent.

Dec. 8—Conception.

Dec. 21—St. Thomas.

Dec. 25—Christmas.

This list will assist the dealer in arranging his summer and fall campaign and should be kept on file.



STERLING PRODUCTS

sell quickly and
give top-notch
satisfaction

And repeat sales invariably follow first orders because their "Sterling" high-grade qualities win the unstinted approval of every customer.

"STERLING" Products are no experiment in the grocery world — wherever featured they have clearly demonstrated their unusual selling value. The buying public have come to realize for a certainty that every "STERLING" product is as pure and as palatable as selected ingredients can make them. It only requires a little suggestion through a window or counter display to start big "STERLING" sales coming your way.

See for yourself whether these popular lines are worth concentrating on. A representative trial shipment will give you an idea as to the selling merits of "STERLING" Products.

Drop a line for free particulars.

T.A. LYTLE CO.
LIMITED

STERLING ROAD - - TORONTO



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

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. to case, weight 10 lbs.	\$ 0 45
4 oz. Tins, 4 doz to case, weight 20 lbs.	0 75
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 75
16 oz. Tins, 4 doz. to case, weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 60
5 lb. Tins, 1 doz. to case, weight 75 lbs.	9 50

ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	\$.95	\$.90
4-oz.	1.40	1.35
6-oz.	1.95	1.90

DOMINION CANNERS, LTD.

JAMS

"Aylmer" Pure Jams and Jellies
16-oz. Glass Jars.

	Per doz.
Apricot	\$ 2 30
Assorted	2 20
Blackberry	2 25
Blueberry	2 25
Currant, Red	2 20
Currant, Black	2 25
Cherry	2 20
Gooseberry	2 10
Plum	2 10
Plum, Green Gage	2 20
Pear	2 10
Peach	2 10
Raspberry, Red	2 25
Raspberry, Black	2 25
Rasp. and Red Currant	2 20
Rasp. and Gooseberry	2 20
Strawberry	2 30

CATSUPS

In Glass Bottles

	Per doz.
1/2 Pts. Delhi Epicure	\$ 1 20
1/2 Pts., Red Seal, screw tops	1 00
1/2 Pts., Red Seal, crown tops	0 90
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 90
Pts., Tiger	1 15
Qts., Delhi Epicure	2 40
Qts., Red Seal	1 75
Qts., Lynn Valley	1 75

BAKED BEANS WITH PORK.

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

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47 1/2
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to ca.	1 05

Family, Plain, \$1.20 doz.; Family, Tomato Sauce, \$1.30 doz.; Family, Chili Sauce, \$1.30 doz.; 3's, Plain, Flats, Aylmer only, \$1.40 doz.; 3's, Tomato Sauce, Flats, Aylmer only, \$1.50 doz.; 2's, Chili Sauce, Flats, Aylmer only, \$1.50 doz.; 2 1/2's, Plain, \$1.45 doz.; 3's, Plain, Tall, \$1.60 doz.; 3's, Tomato Sauce, \$1.75 doz.; 3's, Chili Sauce, \$1.75 doz. The above 2 doz. to case, 10's, 1/2 doz. per case, for hotel and restaurant use (gals.), \$5.25 doz.

Terms net—no discount.
Prices subject to change without notice. This cancels all previous lists.
Freight prepaid on 10 case lots to Windsor, Montreal, North Bay, Sudbury and intervening points. To all other points 25c per cwt., freight allowance.

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case, per doz.	\$ 1 10
12 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 20
16 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 60
16 oz. Glass, Tall, Vacuum Top, 2 doz. per case, per doz.	1 60
2's Glass, Vacuum Top, per doz.	2 80
2's Tin, 2 doz. per case, per doz.	2 30
4's Tin, 12 pails in crate, pail	0 40
5's Tin, 8 pails in crate, pail	0 47 1/2
7's Tin or Wood, 6 pails in crate, pail	0 65
14's Tin or Wood, 4 pails in crate, lb.	0 48
30's Tin or Wood, one pail only, lb.	0 48

BLUE

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

CEREALS

WHITE SWAN

	Per case
Pancake Flour (Self-rising), 2 doz. to case, weight 50 lbs.	\$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Buckwheat Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Diet Flour, 5 lb. bags, per doz.	4 80
Breakfast Food, 2 doz. to case, weight 85 lbs.	3 60
Health Flour, 5 lb. bags, per doz.	2 40
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 60



The WHITE
Naphtha Soap

in the BLUE
Wrapper



THERE is no substitute for P. & G.—The White Naphtha Soap. Its ability to wash clothes without hard rubbing and boiling, its ability to work in cold or lukewarm water, its quick lather, its freedom from injurious chemicals, its combination of labor-saving, time-saving, hand-saving, clothes-saving, trouble-saving qualities gives it a place in housework that no other soap can fill.

All this makes it easy to sell—and the price is *right*.

The Procter & Gamble Distributing Co.
of Canada, Ltd.
Hamilton, Canada

Send for advertising matter for your local use.

You save 10 cents a box in buying assorted 10 box lots of the following: Ivory Soap, Gold Soap, P. AND G.—The White Naphtha Soap, Pearlina and Sopaide. For a well-rounded line you need them all.

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

Is the Money Always There?

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

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

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

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

The MacLean Publishing Co.
LIMITED

Division B.

143-153 University Avenue

TORONTO

ONTARIO

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—
Perfection, 1-lb. tins, doz... 4 50
Perfection, ½-lb. tins, doz... 2 40
Perfection, ¼-lb. tins, doz... 1 25
Perfection, 10c size, doz... 0 90
Perfection, 5-lb. tins, per lb. 0 37
Soluble bulk, No. 1, lb. 0 22
Soluble bulk, No. 2, lb. 0 20
London Pearl, per lb. 0 24
Special quotations for Cocoa in barrels, kegs, etc.

(Unsweetened Chocolate)

Supreme chocolate, ½'s, 12-lb. boxes, per lb. 0 37
Perfection chocolate, 20c size, 2 doz. in box, doz... 1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz. 0 90
Sweet Chocolate— Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes 0 40
Queen's Dessert, 6's, 12-lb. boxes 0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes 0 37
Diamond, 8's, 6 and 12-lb. boxes 0 30
Diamond, 6's and 7's, 6 and 12-lb. boxes 0 28
Diamond, ¼'s, 6 and 12-lb. boxes 0 28
Icings for Cake—
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz. 1 00
Chocolate Confections, Per doz.
Maple buds, 5-lb. boxes ... 0 39
Milk medallions, 5-lb. boxes 0 39
Chocolate wafers, No. 1, 5-lb. boxes ... 0 32
Chocolate wafers, No. 2, 5-lb. boxes 0 28
Nonparell wafers, No. 1, 5-lb. boxes ... 0 32
Nonparell wafers, No. 2, 5-lb. boxes 0 28
Chocolate ginger, 5-lb. boxes 0 36
Milk chocolate wafers, 5-lb. boxes 0 39
Coffee drops, 5-lb. boxes... 0 39
Lunch bars, 5-lb. boxes... 0 39
Milk chocolate, 5c bundles, 3 doz. in box, per box 1 40
Royal Milk Chocolate, 5c cakes, 2doz. in box, per box 0 90
Nut milk chocolate, ½'s 6, lb. boxes, lb. 0 39
Nut milk chocolate, ¼'s, 6-lb. boxes, lb. 0 39
Nut milk chocolate, 5c bars 24 bars, per box 0 90
Almond nut bars, 24 bars, per box 0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

5 Box lots and upward—Freight prepaid up to 50 cents. Any excess will be charged on invoice. Per case
Eagle Brand, each 48 cans...\$6 75
Reindeer Brand, each 48 cans 6 50
Silver Cow, each 48 cans... 6 00
Gold Seal, Purity, each 48 cans 5 85
Mayflower Brand, each 48 cans 5 85
Challenge, Clover Brand, each 48 cans 5 35

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans 4 60
Jersey Brand, Hotel, each 24 cans 4 60
Peerless Brand, Hotel, each 24 cans 4 60
St. Charles Brand, Tall, each 48 cans 4 70
Jersey Brand, Tall, each, 48 cans 4 70
Peerless Brand, Tall, each, 48 cans 4 70
St. Charles Brand, Family, each, 48 cans 4 10
Jersey Brand, Family, each, 48 cans 4 10
Peerless Brand, Family, each 48 cans 4 10
St. Charles Brand, small, each 48 cans 2 00
Jersey Brand, small, each 48 cans 2 00
Peerless Brand, small, each, 48 cans 2 00

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans\$4 80
Reindeer Brand, "Small," each 48 cans 5 50
Regal Brand, each 24 cans... 4 50
COCOA, Reindeer Brand, each 24 cans 4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs. 0 36
1 lb. round tins, 4 doz. to case, weight 70 lbs. 0 34½

ENGLISH BREAKFAST COFFEE.

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

MOJA

½ lb. tins, 2 doz. to case, weight 22 lbs. 0 21
1 lb. tins, 2 doz. to case, weight 35 lbs. 0 20
2 lb. tins, 1 doz. to case, weight 40 lbs. 0 30

PRESENTATION COFFEE.

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

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.\$ 1 05
2 oz. bottles, per doz., weight 4 lbs. 2 00
2½ oz. bottles, per doz., weight 6 lbs. 2 30
4 oz. bottles, per doz., weight 7 lbs. 3 50
8 oz. bottles, per doz., weight 14 lbs. 6 50
16 oz. bottles, per doz., weight 23 lbs. 12 00
32 oz. bottles, per doz., weight 40 lbs. 22 00
Bulk, per gallon, weight 16 lbs. 10 00

PINEAPPLES

Next week will be Pineapple Week. Havanas are now coming in liberal quantities, quality very fine, prices reasonable. Let us have your orders.

STRAWBERRIES

We are now receiving in full carloads, by express, in refrigerator cars. They are arriving in prime condition and beautiful fruit.

PRICES LOWER.

Will invoice at lowest possible price.

The House of Quality

HUGH WALKER & SON

GUELPH - ONTARIO

Fresh Fruits and Vegetables

Selections from the Southern Markets arriving daily.

**Strawberries, Pineapples,
Tomatoes, New Carrots,
Spinach, Asparagus,**

Oranges, Navels and Late Valencias.

New Cabbage and Celery.

Texas Onions in Crates.

Quality First—always. Largest assortment to choose from.

WHITE & CO., LIMITED

Wholesale Fruits and Fish

TORONTO

Branch at Hamilton.

Every Minute Pays

→ YOU ←

IS every minute of your spare time bringing you profitable returns? Through the day time you earn money—why shouldn't your spare time be devoted to bringing you in an extra income?

We would be pleased to tell you about a plan, that although not interfering in the least with your regular duties, will produce for you an extra \$10.00 a week. That amount can be increased as you become proficient in the work, and bring into play the salesmanship that your regular occupation gives you.

We need a man in your home town to represent us, and for that service, his earnings will be liberal. That, we will tell you all about when you write us.

Do so to-day—next week every minute of your spare time will count for you in cash.

The MacLean Publishing Co.

143-153 University Ave.

Dept. C. G. Toronto, Can.

Fruits

Bananas

Lemons

Oranges

and also

All Early

Vegetables

Lemon Bros.

OWEN SOUND, ONT.

Keep Your mind active

It's unthinking moments that allow merit and value to pass unnoticed—when you fail to mention

“St. Nicholas”

when ordering your Lemons—Oh! by all means keep your mind active and specify “St. Nicholas” in all your orders for Extra Fancy Lemons.

It will pay us both.

J. J. McCabe

Agent

TORONTO

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

A FEW HOURS TIME

Netted Him \$13.75

Arthur W. Rundle of Toronto recently read in one of our advertisements that we wanted to get into touch with young men to represent us. He applied in person for a position, was accepted, and has since qualified in every sense of the word—by making good, both for himself and for us.

During his first three days, he worked on an average of five hours a day. The results of his efforts netted him \$13.75 in Cash. We paid Mr. Rundle better than \$1.00 an hour, for every hour he worked. He came to us without previous selling experience; he had no first-hand knowledge of business, but he did have confidence in himself and in our plan. This is one of the few instances of how our boys are making good.

The results of Arthur W. Rundle's success can easily be duplicated in your town and by you. We want more young men who are possessed of lots of energy and an ambition to get ahead. We want to make an appointment right away in your community — who knows but what you are just the man we are looking for?

Anyhow write us and let us explain our plan to you. Simply say: "Show me how to make profits out of my spare time."

**The MacLean Publishing Co.
Limited**

143-153 University Ave.

TORONTO

CANADA

JELLY POWDERS
WHITE SWAN SPICES AND CEREALS, LTD.
White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz.\$ 0 90
List Price

SPICES
WHITE SWAN SPICES AND CEREALS, TORONTO

	5c	10c
	Round Oval lith.	litho. dredge.
SPICES	dredge. 2 1/2 oz.	Per doz. Per doz.
Allspice	\$0 45	\$0 90
Arrowroot, 4 oz. tins, 85c		
Cayenne	0 45	0 90
Celery salt		
Celery pepper		
Cinnamon	0 45	0 90
" whole, 5c. pkgs., window front, 45c		
Cloves	0 45	0 90
Cloves, whole, 5c. pkgs., window front, 45c		
Curry powder		
Ginger	0 45	0 90
Mace	1 25	
Nutmegs	0 45	0 90
Nutmegs, whole, 5c pkgs., window front, 45c		
Paprika	0 45	
Pepper, black	0 45	0 90
Pepper, white	0 50	0 95
Pastry spice	0 45	0 90
Pickling spice, window front, 90c		
Dozens to case	4	
Shipping weight per case	10 lbs. 15 lbs.	
We pay freight on 5 cases or orders weighing 250 lbs.		

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

Laundry Starches—	
Boxes—	Cents
40 lbs., Canada Laundry ..	.06 1/4
40 lbs., boxes Canada white gloss, 1 lb. pkg. ....	.06 1/4
48 lbs. No. 1 white or blue, 4 lb. cartons .....	.07 1/4
48 lbs. No. 1 white or blue, 3 lb. cartons .....	.07 1/4
100 lbs., kegs, No. 1 white ..	.06 1/4
200 lbs., bbls., No. 1 white ..	.06 1/4
80 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs. ....	.07 1/4
48 lbs., silver gloss, in 6-lb. tin canisters .....	.08 1/4
36 lbs., silver gloss, 6-lb. draw lid boxes .....	.08 1/4
100 lbs., kegs, silver gloss, large crystals .....	.07 1/4
28 lbs., Benson's Satin, 1-lb. cartons, chrome label ...	.07 1/2
40 lbs., Benson's Enamel (cold water), per case ..	3 00
20 lbs., Benson's Enamel (cold water), per case ..	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch	
40 lbs. W. T. Benson & Co.'s prepared corn .....	.07 1/4
40 lbs. Canada pure corn starch .....	.06 1/4
(120-lb. boxes 1/4c higher.)	
Casco Potato Flour, 20-lb. boxes, per lb. ....	.10

BRANTFORD STARCH Ontario and Quebec

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs. ....	.06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs. ....	.06 1/4
First Quality White Laundry—	
3-lb. canisters, cs. of 48 lbs. ....	.07 1/4
Barrels, 200 lbs. ....	.06 1/4

Kegs, 100 lbs. ....	.06 1/4
Lily White Gloss—	
1-lb. fancy carton cases 30 lbs. ....	.07 1/4
8 in case .....	.08
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ...	.08 1/4
Kegs, extra large crystals, 100 lbs. ....	.07 1/4
Canadian Electric Starch—	
Boxes, containing 40 fancy pkgs., per case	3 00
Celluloid Starches—	
Boxes containing 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs. ....	.06 1/4
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs. ....	.07 1/4
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes of 40 lbs. ....	.07 1/4
(20-lb. boxes 1/4c higher than 40's)	

COW BRAND BAKING SODA In boxes only.

Packed as follows:
5c packages (96)\$ 3 20
1 lb. packages (60) 3 20
1/2 lb. packages (120) 3 40
1/2 lb. 60 } Packages Mixed \$ 3 20
1 lb. 30 }

SYRUP

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

2-lb. tins, 2 doz. in case ...	\$2 65
5-lb. tins, 1 doz. in case ...	3 00
10-lb. tins, 1/2 doz. in case ...	2 90
20-lb. tins, 1/4 doz. in case ...	2 85
Barrels, 700 lbs.	3 1/2
Half barrels, 350 lbs.	4
Quarter barrels, 175 lbs.	4 1/4
Pails, 28 1/2 lbs.	1 95
Pails, 25 lbs. each	1 40
3 lb. Perfect Seal Jar, 1 doz. in case	2 70

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case ...	3 00
5-lb. tins, 1 doz. in case ...	3 35
10-lb. tins, 1/2 doz. in case ...	3 25
20-lb. tins, 1/4 doz. in case ...	3 20
(5, 10 and 20-lb. tins have wire handles.)	

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup	
2-lb. tins, 2 doz. in case ...	3 60
Barrels	0 04 1/2
1/2 barrels	0 05

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

'ROGERS' GOLDEN SYRUP
Manufactured from pure cane sugar.
2 lb. tins, 2 doz. in case ...\$4 05
5 lb. tins, 1 doz. in case ... 4 75
10 lb. tins, 1/2 doz. in case ... 4 45
20 lb. tins, 1/4 doz. in case ... 4 35
Delivered in Winnipeg in carload lots.

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES DEL MONTE BRAND
Size Mam. Large Med.
2 1/2 Can.\$ 4.75 \$ 3.75 \$2.50
No. 1 Tall Can 2.75 2.25 1.60
No. 16 Jar 3.00 2.25 1.80
No. 4 Jar 1.50 1.25 1.15
No. 10 Can ... 14.00 12.00 9.00

YUBA BRAND
2 1/2 Can\$3.00 \$2.25
No. 1 Tall Can 1.50 1.20
No. 10 Can 9.00 8.00
Picnic Can90

All prices per dozen—F.O.B. Jobbing Points

ROYAL BAKING POWDER

ABSOLUTELY PURE

Advertising that has encircled the globe for generations has taught women everywhere that ROYAL BAKING POWDER is absolutely pure.

Wherever there is a grocery store there are also many women who will buy ROYAL BAKING POWDER more often and use it with more satisfaction than any other brand.

Contains No Alum



No. 49

Chats with "Old Baba"

(Canada's 105-year-old Pioneer)

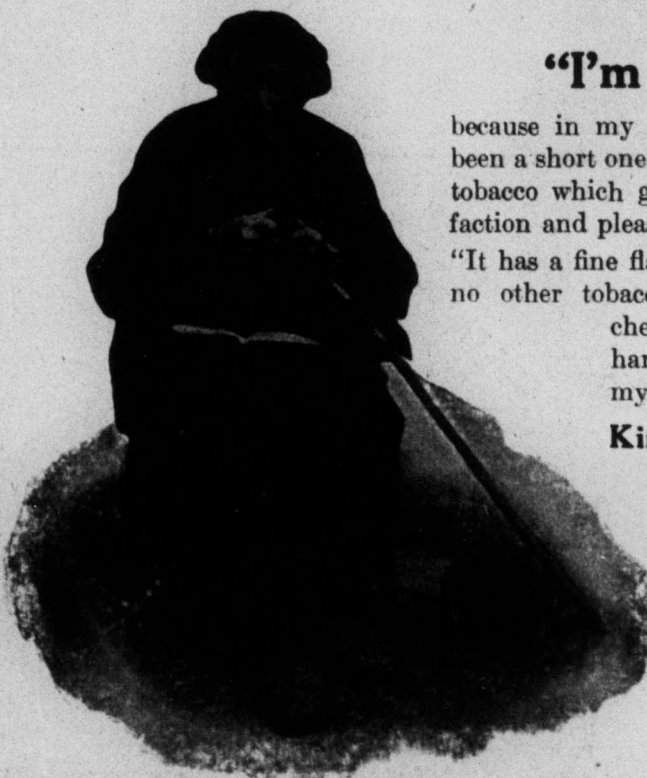
"I'm for King George's Navy

because in my lifetime, and it hasn't been a short one, I have never chewed a tobacco which gave me so much satisfaction and pleasure.

"It has a fine flavor which is found in no other tobacco I know of. It is chewy — doesn't get so hard that the heat from my hand won't soften it."

King George's Navy

Chewing Tobacco is a valuable asset to any grocery tobacco department. It gets the trade of tobacco-using men—(they're growing in number every year).



Rock City Tobacco Co., Ltd.
Quebec and Winnipeg

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

MACLEAN'S

JUNE
1916

Starting —
Arthur Stringer's
Splendid
New Canadian story.
"The Anatomy of Love"

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

Please enter my subscription to Maclean's Magazine for one year, beginning with your June issue. I will remit \$1.50 on receipt of your bill.

Name
Address

On Sale at all News Stands

15 CENTS A COPY

Buyers' Guide

CLASSIFIED ADVERTISING

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

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

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

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

WANTED

WANTED — INFORMATION REGARDING good grocery or meat market for sale. Send particulars. R. G. List, Minneapolis, Minn.

A BRITISH REFINING COMPANY MAKING butter substitutes, beef lard, vegetable lard, beef suet, etc., need agent or purchasing distributor for Canada. Write: Refiner, c/o Canadian Grocer, University Avenue, Toronto.

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



WANTED, MEN—YOUNG MEN AND BOYS in every town to represent our publications. A liberal commission and bonus on all orders. As a whole or spare time "money maker" the opportunity is unexcelled. Write to-day for full particulars. The MacLean Publishing Co., Dept. F, 143-153 University Ave., Toronto, Ont.

WANTED — MEN. ARE YOU CAPABLE OF organizing and controlling a subscription sales force? If you are, you are the man we want to get in touch with. We have a plan that will make you "real money." Part or whole time accepted. Drop us a card for full particulars. The MacLean Publishing Co., 143-153 University Ave., Dept. F, Toronto, Ont.


FOR SALE

FIRST-CLASS GENERAL STORE BUSINESS for sale—in prosperous village in the heart of the Niagara fruit district. Well assorted, clean stock. Turnover \$32,000. Stock about \$8,500, also store with dwelling and other buildings, \$7,000. This is worth an investigation. Owner discontinuing retail business. Box 143, Canadian Grocer.

McCASKEY 200 ACCOUNT REGISTER — nearly new; complete with books and files. Cash \$85.00. Time payments, \$90.00. Apply Box 82, Plattsville, Ont.

 **TANGLEFOOT** 
The Non-Poisonous Fly Destroyer
 Safe, Sanitary, Sure. Catches 50,000,000,000 Flies Each Year

OAKLEY'S KNIFE POLISH
 JOHN OAKLEY & SONS, LIMITED,
 LONDON, ENGLAND.



AGENTS:

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

This space \$1.00
 per insertion on
 yearly order.

KINDLY MENTION THIS
 PAPER WHEN WRITING
 ADVERTISERS

Toronto Butchers' Supply Co. LIMITED

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

EGG FILLERS

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

ASSIGNEES AGENTS LIMITED

154 Simcoe Street TORONTO
 COLLECTIONS ASSIGNMENTS

Book-debts are moneys in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

CHIVER'S

JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

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

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

GIVE YOUR CUSTOMERS BEST VALUE IN BROOMS

If you investigate our line you will find that we can offer you a splendid proposition. Good brooms, well made from the finest American corn—Brooms that will last—Brooms that will give entire satisfaction to your customers. It will pay you to investigate.

American Broom Works, St. Basil de Portneuf, P.Q. 309 King St. West, Toronto
 167 Commissioners St., Montreal

VICTORIA DAY

WEDNESDAY NEXT

Fruits and Vegetables

In abundance for this Holiday.

Our stocks are large and well assorted.

Strawberries Tomatoes Pineapples
Cherries Cabbage Cucumbers
Bananas Navel and Valencia Oranges
Asparagus Beets Carrots
Peas, Etc.

White & Co., Limited

Importers

Toronto and Hamilton

We'll Prove It

GIVE us a chance to prove to *you* that you can make money by working our plan. Hundreds of men and women in Canada are making splendid salaries by working for us a few hours each day. Why not learn all about it?

If your regular position isn't producing enough money to take care of a few added luxuries—our plan will fit in splendidly, giving you as *much* extra money as your spare time will allow for. The more time you devote to the plan the more money you can make. To learn all about it—drop us a *Post Card*,—back to you by return mail will come full particulars. This will not obligate you in any way. Simply say, "Send me full particulars of your money-making plan."

Name.....

Address.....

The MacLean Publishing Co., Limited
 143-153 University Avenue - Toronto, Ontario

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RICE



From one to two cents above prices would have to be paid for newly imported rice.

But we have just received from the local mills two new lines of fancy rice milled from rice bought last winter before the rise.

We offer these at lower prices than directly imported rice could be bought for to-day.

Ask our representant, or get in touch with us about prices and samples.

We are at your service.



Laporte, Martin, Limitée

584 St. Paul Street

MONTREAL



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



The public have confidence in Brunswick Brand

And this confidence is bringing big, profitable sales to dealers who are featuring these palatable and popular sea foods.

Our location is ideal and the up-to-the-minute equipment of our modern factory eliminates possibility of inferior processing or packing.

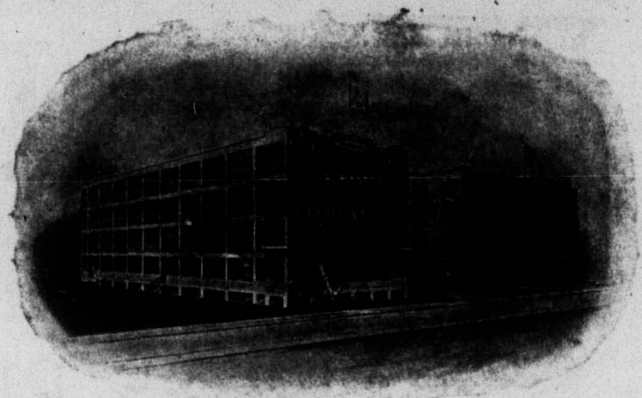
The leading place in Canadian packed sardines has long been held by *Brunswick Brand Sardines in Oil*—a dependable line selling at a moderate price and leaving a nice margin of profit.

The fact that our sales are constantly increasing is the best reason we can advance why you should begin selling Brunswick Brand Sea Foods. In doing so you will not be experimenting with any new fangled idea—you'll be handling a line of popular, appetizing quick sellers that are favorably known throughout the Dominion.

Begin now, replenish your stock from the following:

¼ Oil Sardines	Herring in Tomato
¾ Mustard Sardines	Sauce
Finnan Haddies	Clams
Kippered Herring	Scallops
(Oval and Round Tins)	

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



Have no fear about stocking this cocoa heavily. The national advertising campaign it receives, stimulates the demand — once bought always bought.



Therefore push it thoroughly this year — the demand lasts.

Made in the most up-to-date chocolate plant in the world.

COWAN'S
COCOA —
"Perfection Brand" Purest and Best

A-70

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



“Anchor Caps

eliminate risk of
spoilation or spill-
ing, keeping the contents
fresh and sweet.”



The above is an extract from the advertising of a well-known firm of pickle manufacturers, and goes to show the value placed on the absolute security of the well-known Anchor Cap. Besides this positive assurance of absolutely fresh contents Anchor Caps so add to the appearance of a line of bottled goods that sales are easier and profits are made more certain by eliminating loss through spoilation or spilling of contents.

Every manufacturer desiring to present his goods in the most attractive manner possible should investigate the many splendid advantages of Anchor Caps. Their neat, attractive appearance will very materially add to the selling value of a line of bottled goods.

Dealers should insist on having Anchor Caps supplied on their stocks of bottled goods. Wholesale houses can furnish these caps on any line whatever.

Anchor Caps for appearance and security.



ANCHOR CAP AND CLOSURE CORPORATION of CANADA, Limited
Sudbury Street West, Foot of Dovercourt Road TORONTO, CANADA

Costs More—Worth It

The consumer of flour asks for PURITY in spite of its higher price because she knows it is a superior product.

Why not cash in on this knowledge?

PURITY FLOUR

More Bread and Better Bread

WESTERN CANADA FLOUR MILLS CO., LIMITED

Millers to the People

Only one bad bag in nine years—read what he says:

Moss Lake, Sask.,
April 21st, 1916.

Gents,—

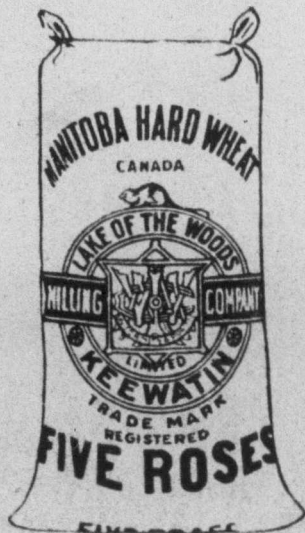
"Kindly send me your cook book, I think I deserve one. I've been on this blessed old homestead nine years now, batching, and during the whole of that time, I've only had one and a half sacks of flour which were not FIVE ROSES. The first was either XXX or else XXXX, anyway it would have killed a dog. I didn't understand either flour or cooking and bought it on the advice of a so-called friend. I think he must have wanted my land; anyway I survived and cheated him. The last 100 lb. sack of FIVE ROSES I got a few months ago was pretty bum, and I could make nothing decent at all with it, but I must say in all honesty it's the only bad sack I've ever had. So I think you owe me a cook book. Anyway I've no stamps handy, but please yourselves."

Yours truly,

J. W. D.

(Name on request.)

P.S.
He Got the
Book



IN THE trade the loyalty of FIVE ROSES users is proverbial. And when you seek the source of this loyalty—upon which the retailer's turnover is built as solidly as upon a rock—it is traceable to the consumer's confidence in the brand born of unvarying satisfaction. Only one bad sack in nine years shows that even FIVE ROSES flour is not spared the vagaries of the human element; but it also demonstrates that the one logical flour to sell profitably and permanently is the brand that disappoints the least.

LAKE OF THE WOODS MILLING CO., LIMITED
MONTREAL "The House of Character" WINNIPEG

Toronto	Ottawa	London	Sudbury
Quebec	St. John, N.B.	Calgary	Keewatin
Fort William	Medicine Hat		Vancouver
	Portage La Prairie		