

**PAGES
MISSING**

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXIX

PUBLICATION OFFICE: TORONTO, FEBRUARY 19, 1915

No. 8

Make Your Made-in-Canada Displays Pre-eminently Canadian



PRINCIPAL
DOMINION CANNERS'
BRANDS

"Canada First"

(Aylmer)

"Maple Leaf"

(Delhi)

"Quaker"

"Lynn Valley"

(Simcoe)

"Little Chief"

TO-DAY Canned Fruits and Vegetables are the cheapest and best food value on your shelves. They were **never cheaper**. They **will** be dearer.

BUSINESS with you can be made **more profitable right away** if you **take advantage of your opportunity**.

You will find the **key** to your **increased profits** in this issue of the "Canadian Grocer."

Note particularly **that many Grocers** have quadrupled their sales of Canned Foods by

1. **Demonstration of special lines** to the Housewives—as showing contents of cans in glass dishes.
2. Making reduction in price for **sales in case lots**.
3. **Sticking to well-known, long-established, guaranteed quality Brands** of Canned Foods, such as "Aylmer," "Quaker," "Little Chief," "Simcoe," and "Delhi."
4. Making **attractive window displays**.
5. Stocking **DOMINION CANNERS' Brands** and thus **increasing prestige**.

You can get a **better price** for **DOMINION CANNERS' Brands**.

You have **satisfied customers** by selling **DOMINION CANNERS' Brands**.

QUALITY GUARANTEED.

Dominion Canners, Limited, Hamilton

The Preference for Codou's

reflects the excellence and quality of every ingredient used, and the skill, care and attention bestowed in the making.

Whether you handle the vermicelli, spaghetti, macaroni, or all of the delicious paste products that bear the name "Codou," you'll find them increasing in favor the better they become known in your locality, and especially in these days when economy is an important factor.

Codou's is produced from the heart of the finest Taganrok wheat—the best in the world for the purpose. Made in Marseilles, by French experts who have devoted their lives to the perfecting of paste products of quality.

Codou's will just captivate even your most exacting customers. Codou's never gathers dust on your shelves—it moves *quickly*.

Write your wholesaler *to-day*.

Arthur P. Tippet & Co.
Agents -:- Montreal

COX'S

Instant Powdered

GELATINE

The good housewife will be grateful to you if you will suggest something delicious and appetizing to take the place of preserved fruit until the fresh fruits come in again.

Tell her about the toothsome delicacies she can prepare by using COX'S GELATINE in combination with oranges, bananas, pineapples, richly preserved figs, and various other imported fruits. You can help her out and make a profit at the same time. Try it.



Just ask your wholesaler

Arthur P. Tippet & Co.

Agents

::

Montreal

Better get the
New 1915 Pack



**Home-Made
Marmalade**

to the fore in your
Made-in-Canada dis-
plays.

Same uniform high
quality and popular
favor as all the
"Sterling" Lines.

The popular tum-
bler container with
Anchor Caps sells at
95c.

Three-quarter pound at .. \$1.15
Sixteen ounce at 1.50

Demand "Sterling"
Brand every time.

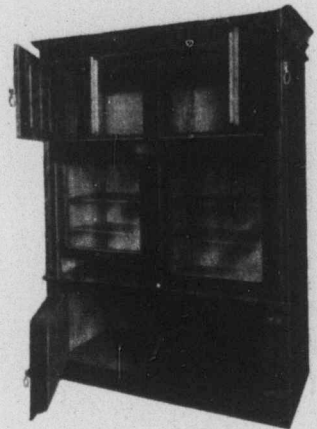
T. A. Lytle Co., Limited
STERLING RD., TORONTO

**A handsome, efficient refrigera-
tor that will assist you in your
1915 economies**

Any refrigerator will keep your perishable victuals cold, but few prevent the spoilage resulting from the moist, stagnant air. Others may meet your requirements so long as you do not consider the ice consumption. This is where the

**ARCTIC
Refrigerator**

excels. Its construction causes the dry, cold air to circulate freely, utilizing every degree of cold air and preventing any semblance of dampness. Arctic in refrigeration means economy. Look into the merits of the Arctic—write to-day. Ask about our new fish display case.



John Hillock & Co., Limited
Makers of High-Grade Refrigerators and Fish Cases
TORONTO

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



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

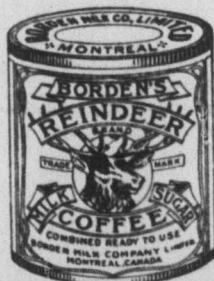
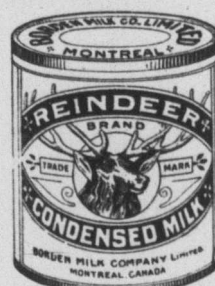
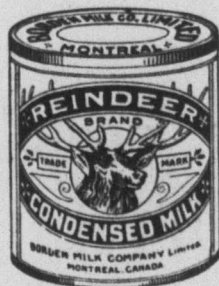
When the name COLES is on your mill you're certain it's "right."

Have you a copy of Catalogue 913C?

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

COLES MANUFACTURING CO.
1615 North 23rd St. PHILA., PA.

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



WITH the Borden Lines pre-dominating your Made-in-Canada Displays you'll come nearest the realization of your **BEST** profits.

Borden popularity is not tied to any movement or dependent on any fancy of the moment.

Borden popularity is grounded on three-score and ten years of giving the public **BETTER** milk products than can be secured from any other source or means.

Once the wide utility of the Borden Lines are thoroughly known in your locality; once their popularity is established, you'll realize just what it means in dollars and cents to feature lines that make every customer a **BETTER** customer and each new order the opener for **MORE** and **LARGER** ones.

The Made-in-Canada Movement offers you that opportunity—**NOW**—and in a most substantial way.

Borden Milk Co., Ltd.
"Leaders of Quality"

MONTREAL

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

FACTORIES:—

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

Do You Realize
How Low the Price
of



Hawaiian Pineapple Is Now?

At this rate it ought to be a household necessity and not a luxury. If you think about it a moment, we are sure you will cut your selling price so as to make much more money on these popular goods.

The fact is, Hawaiian Pineapple Packers' have twice lowered the price of Hawaiian Pineapple in the past fifteen months, and the new pack is ready for you now at this low figure.

The Hawaiian Pineapple Packers' Association of Honolulu, Hawaii, comprises the following companies, being all the packers of Pineapple in the islands of Hawaii:—

HAIKU FRUIT AND PACKING CO., Ltd.
Haiku, Maui, Hawaii
U. S. Sales Agents:
DEMING & GOULD CO., 326 W. Madison St., Chicago, Ill.
HAWAII PRESERVING CO. Honolulu, Hawaii
U. S. Sales Agents:
CALIFORNIA FRUIT CANNERS' ASSN.,
120 Market St., San Francisco, Cal.
HAWAIIAN ISLANDS PACKING CO.,
Wahiawa Oahu, Hawaii
U. S. Sales Agents:
GRIFFIN & SKELLEY CO.,
16 California St., San Francisco, Cal.
HAWAIIAN PINEAPPLE CO., Ltd. . . . Honolulu, Hawaii
U. S. Sales Agents:
HUNT BROS. CO. . . . 112 Market St., San Francisco, Cal.
KAUAI FRUIT & LAND CO. Kauai, Hawaii
U. S. Sales Agents:
KELLEY-CLARKE & CO. Seattle, Washington
LIBBY, McNEILL & LIBBY (Inc.) . . . of Honolulu, Hawaii
U. S. Sales Agents:
LIBBY, McNEILL & LIBBY (Inc.) Chicago
MAUI PINEAPPLE CO. Maui, Hawaii
U. S. Sales Agents:
GRIFFITH-DURNEY CO.,
1 Drumm St., San Francisco, Cal.
PEARL CITY FRUIT CO., Ltd. Honolulu, Hawaii
U. S. Sales Agents:
THEO. H. DAVIES & CO., Ltd.,
260 California St., San Francisco, Cal.
THOMAS PINEAPPLE CO. Honolulu, Hawaii
U. S. Sales Agents:
THE J. K. ARMSBY CO.,
627 Howard St., San Francisco, Cal.

Hawaiian Pineapple Publicity Dept.
9 East 40th Street : : New York, N.Y.

Cleave's

CELEBRATED
DEVONSHIRE CREAM
Chocolate

A high-grade and up-to-date article, showing an excellent profit and giving increasing satisfaction.

THE CHOCOLATE THE PEOPLE WANT.

Also other new and attractive
5 cent lines.

AGENTS:

MONTREAL—F. Davy & Co., 6 St. Sacrament St.
TORONTO Mason's Ltd., 25 Melinda St.
WINNIPEG—Hamblin & Brereton, Ltd., 149 Notre Dame Ave. E.
VANCOUVER—Hamblin & Brereton, Ltd., 842 Cambie St.

JOHN CLEAVE & SON, LIMITED
CREDITON, DEVON, ENGLAND

HERE ARE A FEW OF

McVitie & Price's BISCUITS

established favourites from the Old Country, which every grocer should stock

DIGESTIVE.	"The Premier Biscuit of Britain." Finest wholemeal.
SCOTTISH ABERNETHY.	The Scottish favourite.
ACADEMY CREAMS.	Rich cream-filled short-bread biscuit.
CREAMY CHOCOLATE.	Chocolate biscuit filled with cream.
OSBORNE.	The standard Old Country biscuit, delightful flavour.
RICH TEA.	Popular Scottish tea biscuit.
SMALL PETIT BEURRE.	Fine butter flavour.
CORONATION.	Rich shortcake.
BUNTY CREAMS.	Butterfly shape, cream sandwich, almond flavour.
BUTTERETTE.	Light short-eating cracker.
ROYAL SCOT.	Ideal tea or coffee biscuit.

Recognized Official Agents in the following cities:—
Halifax, Montreal, Toronto, Winnipeg, Calgary, Edmonton, Lethbridge, Vancouver and Victoria.

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

G Washington's INSTANT Coffee

Now You Can Drink All
The Coffee You Want

FOR SALE BY

Canadian Wholesale Grocers

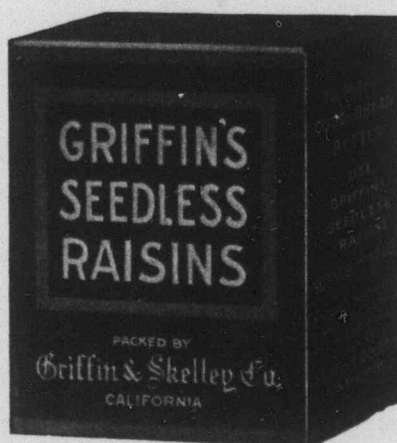


G. WASHINGTON COFFEE SALES CO., 79 Wall St., New York

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

Canadian Sales Agent:

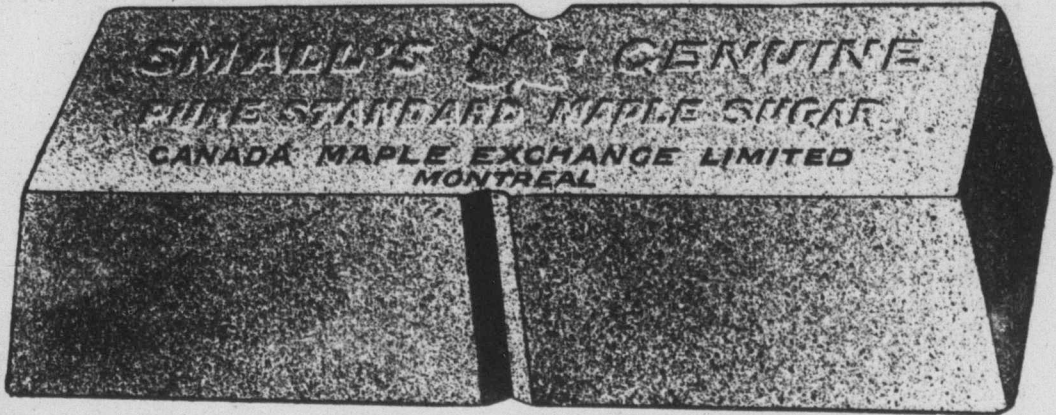
Edmund Littler
169 William Street
MONTREAL, CANADA



GRIFFIN'S Seedless Raisins

To your customers recommend
Griffin's Seedless

You will find carrying others in
stock needless



*May be of interest to those handling
Maple Products*

GRADES

Pure Maple varies widely in quality. In Bulletin No. 2B, page 62, the statement is made that about 75% of Canada's Maple Product grades 3 and 4, which is absolutely unpalatable in its raw state, while only about 15% grade 2, and 10% grade No. 1. The latter is of amber color and mild flavor, and is very palatable in its natural state, and requires little or no refining. We are packing this under Canada's Best Syrup and Maple Leaf Sugar. We believe we have the greater portion of last year's number 1 and 2 grade in cold storage at the present moment, and the re-heating in process of canning and preserving renders a freshness to this stock practically equal to new sap syrup. Have a few cars yet unbooked, of which we can make shipment on short notice, thus placing merchants in advantageous position of being able to secure and furnish the early demand.

STANDARDS

Some Pure Maple, as with some cows' milk, do not meet standards. It is stated in Government Bulletin No. 228 that about 8% of Pure Maple Syrup samples judged to be taken direct from the tree, as experiment by the Government, failed to meet the standards. This is a fact, and demonstrates conclusively that it is not safe to sell untested maple, even if same is drawn from your own orchard and known to be made absolutely from Maple sap. Canada's Best Syrup and Maple Leaf Sugar is, at some expense, analytically tested before packing. Each package sold with a warranty over nozzle. Each block of sugar bears, in plain type, our warranty of purity, coupled with full name and address. Note the accompanying cuts; we thereby relieve merchants in handling same from any responsibility whatsoever.

MIXTURES

Mixture of Maple and Cane may mean 25% Maple with 75% Cane, or the reverse, and is commendable according to the established merits of the brand and skill of the packers. Small's Standard is a blend superior in many respects to much of the Pure Maple Syrup on the market, and will continue to hold and give satisfaction to millions of its admirers.

MARKING

Contrary to a great deal of supposition, the law governing marking Pure Maple has not changed in past 35 years. However, on June 12th, 1914, Act was passed and came into force January, 1915, to effect that the word "Maple" must not in future be used on any substance resembling Maple, even though it consisted of 99% Maple. Certain syrup packers, for some reasons unknown to us, have seen fit to dangle before Canadian merchants the large cash fine or jail, as penalty for selling syrup mis-marked, putting terror into the souls of some to the extent that they shrink, and in some cases absolutely refuse to handle Maple products in any form. We have been marking Standard Mixture according to new legislation since and for some months before it came into force, as we believe legislation was intended to apply to and govern manufacturers in future, and not to harass every small grocer who has a few tins on his shelves. We do not credit the department as being thus stupid. Two years was allowed in United States for disposal when making similar changes. Should department prosecute, as it is their right, where could a judge or jury be found that would levy even a small fine on a merchant for committing the crime of selling that which he or she bought in good faith, a tin of syrup absolutely wholesome, and marked with words that plainly and truly describe it?

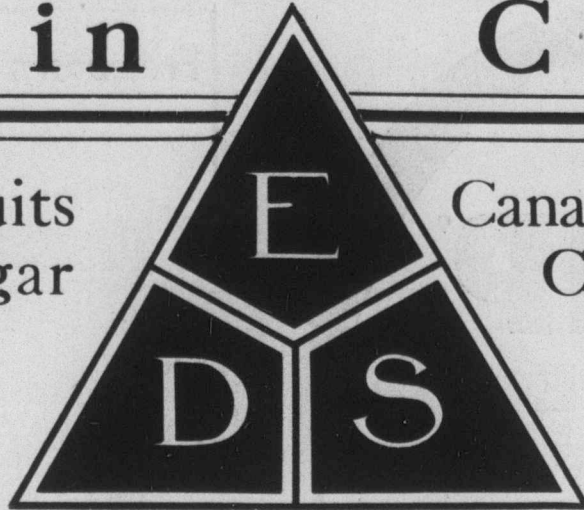
However, we can only recommend that you clear your shelves of the old stock at earliest possible moment, and apply this method, not only to Maple, but any other line of old stock. Further, would recommend that you replenish with fresh and new, drawn without exception from the old reliable, legitimate brands of worth; they are winners in the end every time. Let not once the salesman's "just as good" influence. Canada's Best and Small's Brands may be had through all jobbers.

Canadian representatives are Messrs. Nicholson & Bain, branches throughout the West, and McMillans, Limited, Montreal, for East of the Lakes.

Bottle on this page is actual size, retails at 25c east of lakes; Small's Selected Brand at 20c; Small's Standard at 15c, leaving good margin. Complete list of all lines sent on application to our distributing agents.

Made in Canada

Canadian Fruits
Canadian Sugar
Canadian
Labels



Canadian Containers
Canadian Labor
Canadian
Advertised

Everything Connected with the Producing and Marketing of E.D.S. Products is Canadian

Right from the delicious, fresh-picked, sun-ripened fruits of the Niagara Valley to the purest of cane sugar; from the glass containers to the wooden shipping cases; right from the handsome lithographed labels to the stirring newspaper, magazine and street car advertising, and from the fruit pickers to the grocer who finally distributes the goods to the consumer. Everything and everyone is Canadian.

Every step in the producing and marketing of these famous Jams and Jellies contributes to the prosperity of our Dominion, giving employment to Cana-

dian subjects and enabling the people from East to West to enjoy the deliciousness of fresh-preserved fruits from Canada's finest garden, in the centre of which is situated the famous E. D. S. plant.



Are you cashing in, Mr. Grocer, on the E. D. S. popularity? Are you taking advantage of the growing Made-in-Canada tendency?

Link the two together and reap the benefit by displaying these handsomely labelled goods in your windows and on your counters. The result will be more sales, bigger profits.

Take advantage of our extensive desire-creating advertising. **Order your stock of E. D. S. Jams and Jellies to-day.**

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

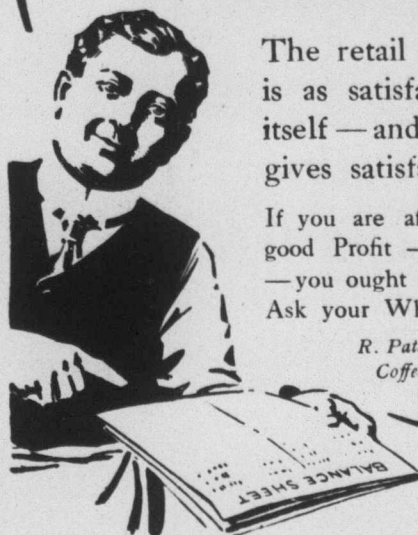


AGENTS

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

Profits !

'CAMP' COFFEE



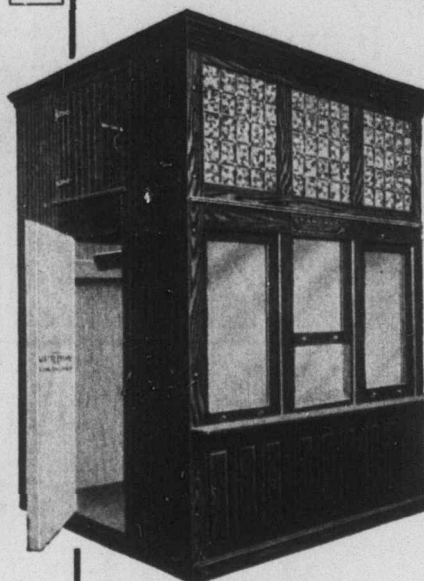
The retail profit on 'Camp' is as satisfactory as 'Camp' itself — and 'Camp' *always* gives satisfaction.

If you are after good Coffee — good Profit — good Customers — you ought to be after 'Camp' Ask your Wholesaler.

*R. Paterson & Sons,
Coffee Specialists,
Glasgow*

Freeman's Improved Standard

Cold Dry Air Refrigerator



for

Butchers
Grocers
Creameries
Householders
Restaurants
Hospitals
and all
Institutions

SATISFACTION GUARANTEED
Send for Catalogue, Price List and Discounts

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



GOOD FLOUR

versus

Indifferent kinds

MAKES GOOD BREAD

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

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

Leitch Brothers' Flour Mills
LIMITED
Oak Lake, Manitoba

Could more tobacco profits be coming your way?

Perhaps you have not tried the three popular leaders. In order to get the better satisfaction and profit you should stock these three favorite brands :

**"Master "King George" "Rose
Mason" Navy" Quesnel"**
SMOKING CHEWING PLUG SMOKING

Rock City Tobacco Co.
LIMITED
QUEBEC, WINNIPEG

CHOOSE!

AND so much depends on right selection, especially if you intend to "round up" more new trade this year.

Amongst Stove Polishes the task is simple. One stands out of the "ruck"—"GIPSY."

Many thousands are confirmed users. More are willing to be convinced—through you if you attempt it. WHY NOT? Hundreds of other Grocers, keen and progressive—like yourself—have secured a better Stove Polish business by choosing

GIPSY Stove Gloss

Order from your Wholesaler.

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

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

"SOVEREIGN" SALMON



**FINEST
BRITISH
COLUMBIA
SCKEYE**

**QUALITY
IS OUR FIRST
CONSIDERATION**

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

Century Salt

**Pure,
even
crystals**

This is the evidence of the extreme care taken in the refining and packing of Century Salt. The salt that is best for table or dairy. Every store should handle Century. Order from your wholesaler or direct. We ship promptly. Get our quotation on assorted carloads.

THE DOMINION SALT CO. Limited
SARNIA - ONTARIO

There is Always a Demand

for good furniture and floor polish. These are staple articles. Just now the housewife recognizes

IOCO LIQUID GLOSS

as the most satisfactory.

IOCO sells because it does more than merely polish furniture and floors. It lays the dust and keeps the varnish from cracking. It is also used extensively on motorcars.

Use our advertising to increase your sales. For prices, write



THE IMPERIAL OIL COMPANY, LIMITED

TORONTO ST. JOHN WINNIPEG SASKATOON
MONTREAL HALIFAX REGINA CALGARY
EDMONTON VANCOUVER



Made in

Canada

BANNER BRAND ORANGE MARMALADE

"Made in Canada"



When you know that nothing but the finest of ripe, juicy Seville Oranges and the best of Granulated Sugar is used in the manufacture of "BANNER" BRAND Orange Marmalade, — Then you know Why,—It has that delicious flavour, and Why every sale brings another, and makes a satisfied Customer. Link Banner Brand



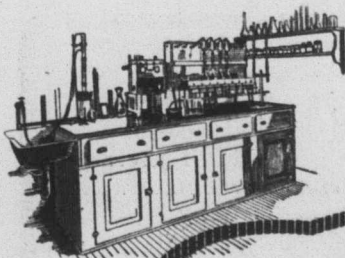
Quality with the Made-in-Canada idea, and you have the surest combination for big and lasting returns. Demand Banner Brand Marmalade of your wholesaler.

LINDNERS LIMITED

306 Ross Ave. WINNIPEG 340 Dufferin St. TORONTO

REPRESENTATIVES:

H. Whissell, 2928 Drolet St., Montreal;
H. D. Marshall, Ottawa; W. L. McKenzie & Co., Edmonton and Regina;
Jacksons Limited, Calgary; H. E. Gross, Vancouver; R. S. McIndoe, Toronto.



CHEMICAL LABORATORY

PURITY FLOUR

More Bread and Better Bread

PURITY FLOUR TALK No. 5. To the Proprietor and his Assistants.

IT WON'T COME BACK!

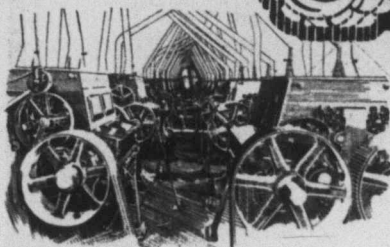
In making PURITY FLOUR we are pleasing two kinds of people—the consumer, and the dealer who handles it. Unless we please BOTH we can't do business. We must produce flour acceptable in quality and price.

In suggesting PURITY FLOUR to the housewife you are clinching a deal that is profitable to all of us. The housewife is purchasing CANADA'S STANDARD FLOUR (and it won't come back); you are making your profit and we are making ours.

That bag marked "PURITY FLOUR" with the three-color trademark is a means of making steady customers for YOU. Do you carry PURITY, the guaranteed flour?

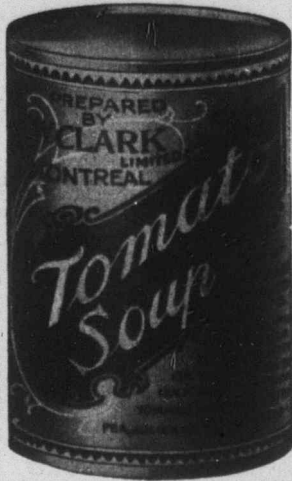
Main Offices: WINNIPEG, TORONTO, VICTORIA

GRINDING ROLLS



WESTERN CANADA FLOUR MILLS CO., LIMITED
MILLERS TO THE PEOPLE

CLARK'S CONCENTRATED SOUPS



prepared from the very finest of materials. All varieties. Retail at a moderate price and give you good margin.

**THE BEST SOUP LINE ON THE
MARKET TO-DAY**

MADE IN  CANADA

Peanut Butter

A food article which is rapidly growing in public favour.

Economical and Highly Nutritious

In Glass Jars, $\frac{1}{4}$, $\frac{1}{2}$ and 1 sizes and in bulk.

If you want to capture the trade in this line **SELL CLARK'S.**

W. CLARK, LIMITED

MONTREAL



Tartan BRAND

THE SIGN OF PURITY

Our annual Tea Sale. All goods bought before advance. If our travellers don't call send for samples—it will pay you.

After-stocktaking bargains. Our travellers have a big list.

'Phone at our expense.

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

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

A store convenience — costs little — gives big service



THE M'GREGGOR PAPER BAG HOLDER.

Holds every size bag from $\frac{1}{4}$ to 10 lbs. Always ready. Saves time, space and waste of bags. Supply of bags is laid in the top; one by one is secured as required. The most practical bag holder made. You cannot afford to be without one. Write for Prices and detailed particulars.

For sale by all first-class Jobbers or
THE O. P. M'GREGGOR PAPER CO., LIMITED,
411 Spadina Ave., Toronto.

BLACK JACK

**QUICK
CLEAN
HANDY**

$\frac{1}{2}$ -lb. tin—
3 doz. in case



TRY IT

**SOLD BY
ALL
JOBBERS**

“SHELL” BRAND

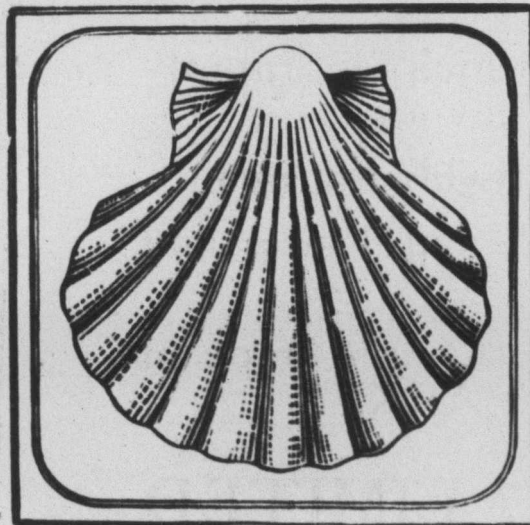
(La Coquille”)

Genuine Imported French Castile Soap

The Standard of Purity

Has the largest sale of any Castile Soap in the Dominion.

For sale by all wholesale houses.



A Pure Oil Soap

This soap is especially manufactured by

Messrs. Couret Freres
Marseilles, France
for
Messrs. Estrine & Co.

P. L. MASON & CO., Toronto, General Agents

CANADIAN GROCER

St. Lawrence

Granulated

The Canadian Standard of Quality. 100 Per Cent. Pure Cane Sugar.

We Can Supplant German and Austrian Woodenware Specialties

If we know what you have been getting from this source in the past, and would be pleased to have suggestions from the wholesale and retail trade and to pay for samples they would submit of anything we could make here, in the hope of supplying a proper demand, of keeping our plant running in these unusual times, and especially to afford all the work possible to our employees during the coming winter.

All our standard products are stocked to render prompt shipment, and merchants are asked to provide a stock of "Cane's" wash-boards, pails and tubs against a sure demand that will be created this coming winter. More washings will be done at home for a time now than have been for some years. We are ready to supply you, are you ready to buy? Order from our wholesale.

THE WM. CANE & SONS CO., LIMITED

W. H. Escott Co., wholesale western representatives for Winnipeg, Regina, Calgary and Edmonton.
G. H. Gillespie, 392 Richmond St., London, Ont.
J. W. Bickle & Greening, Hamilton.

F. M. Baker, 27½ Front St. East, Toronto, Ont.
Wm. C. Christmas & Co., St. Nicholas Bldg., Montreal.
H. D. Marshall, 197 Sparks St., Ottawa,

W. S. Clawson & Co., South Wharf, St. John, N.B.
Pyke Bros., Halifax, N.S.
Oppenheimer Bros., Vancouver and Victoria, for British Columbia.

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

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

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road

LONDON N., ENGLAND

MILD—NON-BITING

Smooth Smoking—Fragrant



This, the latest addition to the Tuckett family of smoking tobaccos, meets the increasing demand for a mild, non-biting, smooth-smoking, fragrant tobacco.

It is the result of a long period of experimenting with all kinds of tobacco blends and its high standard is one that is hard to equal. It bears the Seal of Approval of the most discriminating tobacco users in the country.

Your wholesaler carries it

Tuckett Limited, Hamilton, Ontario



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

How is it Affecting You?

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

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

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

Note these prices:

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

ORDER NOW.

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

CANADIAN GROCER

TEA

Ceylons, Indians, Japans, Chinas, Formosas.

At first hand costs.

Specially selected for the Canadian Trade.

Large selection from Stock or Afloat Teas.

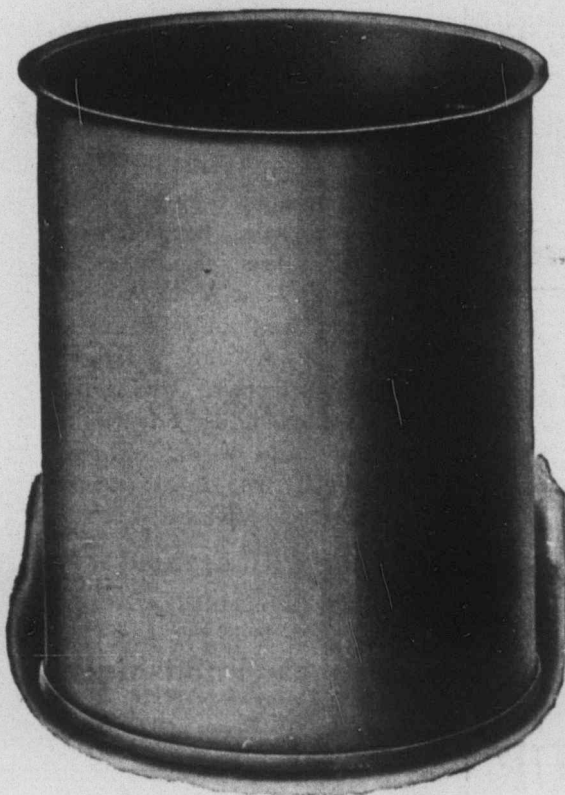
IMPORT ORDERS A SPECIALTY.

Write for samples and quotations, or send us your samples to match. We are Tea Experts with over 40 years' successful trading with Canadian Merchants.

John Duncan & Co.

Established 1869

MONTREAL



Sanitary Cans

"The Can of Quality"

Baked Beans,
Soups,
Meats and Milk.

Sanitary Can Company

LIMITED

NIAGARA FALLS, ONTARIO

Manufacturers' Agents and Brokers' Directory

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

ONTARIO.

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

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

The Harry Horne Co.
GROCERY BROKERS
Manufacturers' Agents and Importers
 309-11 King W., Toronto, Can.
 We can place your goods on the market successfully.
(Correspond with us.)

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

Established 1859.
GEO. STANWAY & CO.
TORONTO
 Agents for Pritchard Rice Milling Co., Houston, Texas, Rice. Alexander Molasses Co., Cincinnati, for best grade Molasses. Phoenix Packing Co., California dried fruits.

HENRI DE LEEUW
 28 Front Street E. **TORONTO**
 Importer - Foodstuffs - Exporter
 I am a buyer for Beans, Peas, Seeds, Dried and Evaporated Apples, and pay cash. Send me samples and wire what you have to offer.

WESTERN PROVINCES.

GEORGE E. MEASAM
COMMISSION MERCHANT
 Agencies for confectionery lines solicited. My representatives canvass the retail trade every six weeks in the Country and every two weeks in the City.
 P. O. BOX 1721,
 Edmonton, - - - - - Alberta.

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

W. H. Escott Co.,
LIMITED
 Wholesale
 Grocery Brokers and
 Manufacturers' Agents
 Commission Merchants
WINNIPEG REGINA
CALGARY EDMONTON

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

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

RUTTAN, ALDERSON & LOUND, Ltd.
COMMISSION BROKERS
 Representing Canadian and British Houses
 Agencies Solicited
WINNIPEG. MAN.

MAPLE SYRUP
 See Advt. Page 6

BRITISH COLUMBIA.

The Campbell Brokerage Co.
 Manufacturers' Agents and Commission Brokers.
 We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.
 857 Beatty Street, - Vancouver, B.C.

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.

QUEBEC.

W. J. MCAULEY
 Commission Broker
 Flour, Feed, Grains, Potatoes.
 We are open for a good agency in food-stuff line, calling on the retail trade.
 522 Board of Trade Bldg., Montreal.

Grocery Advertising
 By Wm. Borsodi
 It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.
 PRICE, \$2.00.
 ALL ORDERS PAYABLE IN ADVANCE
MacLean Publishing Co.
 143-153 University Ave., Toronto

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

Our long experience teaches us that **QUALITY** and **PRICE** count for much, therefore the combination is easy when you know **WHERE** to buy. We have an excellent stock of Tea and Coffee to select from. Your valued orders or inquiries will be cheerfully and promptly taken care of. Don't forget to add a few cases of

MELAGAMA Tea and Coffee

to your order. See quotations in the back of this issue.

MINTO BROS., Limited, TORONTO



Don't think popularity can be won by high quality alone—

Unless you can give **POSITIVE** assurance that your product will fully retain all the delicious flavor and delicious goodness you claim to obtain for it. Anchor Caps, the perfect seal, can help you to secure this popularity.

Dealers, careful of the consequences that attend the sale of their goods, keep to the

fore in their windows and displays, goods sealed with **ANCHOR CAPS**.

Users, desirous of getting the best flavors, the most satisfying goods, just as they come from your cauldrons, have a strong preference for **ANCHOR CAPS**.

If you want to win satisfying popularity for your product, write to-day for complete information regarding Anchor Caps.

Anchor Cap & Closure Corporation of Canada
LIMITED

Sudbury St. West, Foot of Dovercourt Road

TORONTO, CANADA

CANADIAN GROCER



Cream Tartar, 4-oz. pkgs., 4 doz. to case, \$1.50 per doz.



Black Pepper, 4-oz. pkgs., 4 doz. to case, 80c per doz.



Ginger, 2-oz. pkgs., 4 doz. to case, 45c per doz.



Pickling Spice Window Front, 4-oz. pkgs., 4 doz. to case, 75c per doz.



Epsom Salts, 1/2-lb. pkgs., 4 doz. to case, 45c per doz.



Barley Crisps, 3 doz. to case, \$3.00 per case.



Pancake Flour, 3 doz. to case, \$3.00 per case.



Lye, 4 doz. to case, \$3.50 per case.



Bi-Carb Soda, 8-oz., 4 doz. to case, 35c per doz.



Borax, 4-oz. pkgs., 4 doz. to case, 45c per doz.



Yeast Cakes, 3 doz. to case, 50 pkgs., \$1.20 per case.



Cake Icing, 1/2-lb. pkgs., 4 doz. to case, 90c per doz.



Cloves, 4-oz. Dredge Tins, 4 doz. to case, \$1.00 per doz.



Buckwheat Flour, 3 doz. to case, \$3.00 per case.



Cayenne, 2 1/2-oz. Dredge Tins, 4 doz. to case, 85c per doz.



Herbs, 4-oz. tins, 4 doz. to case, 85c per doz.



Flaked Rice, 3 doz. to case, \$3.00 per case.



Mustard, 4-oz. tins, 4 doz. to case, 90c per doz.



Health Flour, 1 doz. 5-lb. bags to case, \$3.00 per case.



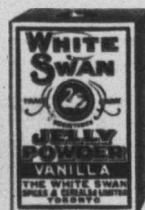
Diet Flour, 1 doz. 5-lb. bags to case, \$4.80 per case.



Biscuit Flour, 2 doz. to case, \$3.00 per case.



Paprika, Nickel Top Bottles, \$1.00 per doz.



Jelly Powders, 4-oz. pkgs., 90c per doz.



Breakfast Food, 2 doz. to case, \$5.00 per case.



King's Food (premium), 2 doz. to case, \$6.00 per case.

Every sale is accompanied with our money back guarantee which permits you to return at any time any WHITE SWAN Goods that are not found exactly as represented or which prove unsatisfactory in any way.

We never consider a sale complete until the customer is entirely satisfied, and if there is anything wrong—we make it right.



Wheat Kernels, 2 doz. to case, \$3.75 per case.



Florida Water, 8-oz. bottles, \$3.25 per doz.



Flaked Peas, 3 doz. to case, 3.00 per case.



Flavoring Extracts, 2 1/2-oz. bottles, \$2.30 per doz.



Dredge Canister, 4 doz. to case, 90c per doz.



Baking Powder, 16-oz., 4 doz. to case, \$2.25 per doz.



Bay Rum, 8-oz. bottles, \$3.50 per doz.



Spices, 1-oz. Dredge Tins, 4 doz. to case, 45c per doz.



French Mustard, 8-oz. bottles, 4 doz. to case, 90c per doz.



Chloride of Lime, 25 lbs. tins to case, \$2.00 per case.



Coffee, 1-lb. tin, 4 and 2 doz. to case, 36c per lb.

WHITE SWAN SPICES & CEREALS, Limited, Pearl Street, Toronto

An Indian Ally For the Grocer



Britons and Canadians alike have been thrilled with the deeds of the Indian troops. They are allies worth beyond price.

Wouldn't you like to have an Indian Ally in your business? You will find a faithful one in Red Rose Tea, which is largely composed of the rich, vigorous teas of Northern India, particularly of Assam. It is these Indian teas, which are blended with the Ceylons, that give Red Rose Tea its dominant qualities—its distinctive rich flavor and superior strength.

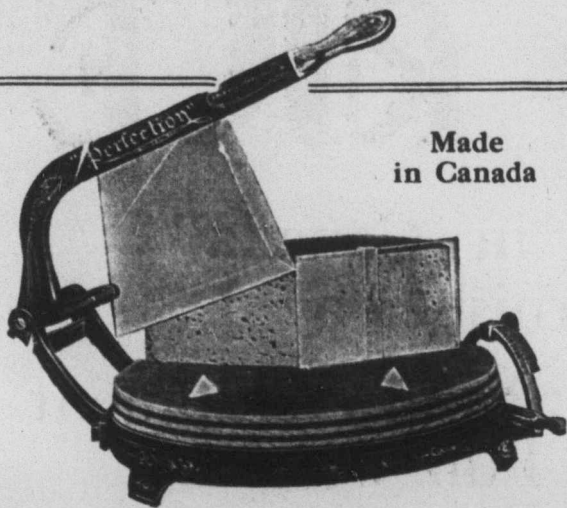
With the Indian qualities of Red Rose Tea as an Ally, you can win a larger success with the tea end of your business. Other grocers are doing so.

Red Rose Tea

“is good tea”

T. H. Estabrooks Co., Limited, Toronto
 Montreal St. John Winnipeg Calgary

Simplicity + Accuracy



Made
in Canada

Perfection Cheese Cutter

If a customer asks for 5c worth of cheese, she can have it—no more, no less—and with a very simple operation.

Note the simplicity of the cutter, no intricate or delicate parts, the five-ply nonwarped Birch board, heavy double-edge steel knife, glass shield, graceful appearance, blue enamel finish.

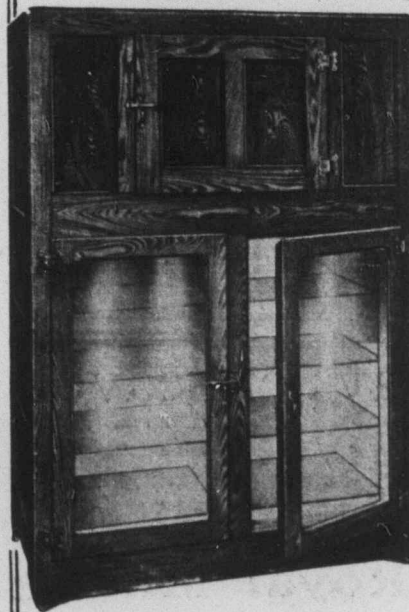
Order from nearest jobber, agent or direct.

AMERICAN COMPUTING CO. OF CANADA
 HAMILTON, ONT.

SOLD TO SATISFY

that's why

Eureka Refrigerators



are used in the best

Grocery and
Butcher Stores
Hotels,
Restaurants,
Clubs,
Steamships,
Creameries

in all parts of the
Dominion.

There is nothing
made that will
keep eatables in as
good condition,
and it does not pay
to experiment with
something said to be
just as good.

Eureka Refrigerators
are built in all
sizes for all purposes.

A guarantee of 28
years of experience

stands behind every Refrigerator turned out.

Call at the new Show Room, 31 Brock Ave., Toronto,
or write for new catalogue.

EUREKA REFRIGERATOR CO., LTD. TORONTO CANADA

His wife makes such good coffee

She uses Symington's Coffee Essence—her grocer introduced this quick and easy way of making delicious coffee to her. He sells the regular supply to this home, as well as hundreds of others. The customers like it and he makes a good profit. You can get it from your wholesaler.



SYMINGTON'S
Reg'd Trade Mark
COFFEE ESSENCE

Agents: Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec
—Messrs. F. L. Benedict & Co., Montreal. Vancouver and Winni-
peg—Messrs. Shallock, Macaulay & Co.

THOS. SYMINGTON & CO., Edinburgh and London



CANNED GOODS

Green or Wax Beans, 2-lb. Tins (Cases 24).....	\$0.75 Doz.
Standard Peas, 2-lb. Tins (Cases 24).....	0.65 Doz.
Pork and Beans, 2s, Tall (Cases 24).....	0.85 Doz.
Cohoe Salmon, 1s, Tall (Cases 48).....	1.45 Doz.
Sockeye Salmon, 1s, Tall (Cases 48).....	2.45 Doz.

Write, Wire or 'Phone at Our Expense—Adelaide 867, 1057, 941.

WARREN BROS. & CO., LTD., QUEEN AND PORTLAND STS. **TORONTO**

Remember that—

for cheapness and nutritive value
you can't beat

RICE

And the "Milled in Canada"
article is the one furnished by us.

We always endeavor
to give:—

Prompt shipment
Full weight
Fair treatment

Mount Royal Milling & Manufacturing Co.

D. W. Ross Company, Agents

MONTREAL

This editorial from
The London "Advertiser"
was absolutely unsol-
icited.

THE ADVERTISEMENT REFERRED TO WAS our Annual Circular and 'History of Salada' chart, tracing the growth of our business since its inception. We will be pleased to forward a copy to anyone interested.

When it is appreciated how sacred are the editorial columns of a reputable newspaper, the esteem in which the public hold this remarkable tea is best understood. This spontaneous editorial ably voices the national reputation of 'SALADA'.

~~papers will be~~
~~to the farmer how important~~
~~part he plays in times of peace~~

TWO MILLIONS DRINK IT.

A REMARKABLE advertisement in The Advertiser of Saturday shows the growth in the sales of "Salada" tea. In 1892 when this brand was put on the market the sales were 12,658 pounds; last year the sales amounted to 1,192,063 pounds, or nearly one-quarter of the total consumption in Canada. In some years the growth has been more than a million pounds. This brand of tea has been consistently advertised in daily newspapers since it was put on the market. Backed by quality, once it was given a trial it became a staple article in thousands of homes. The name has become a household word. The firm continues to advertise its product in reputable newspapers of wide circulation and even this early in 1915 its sales have reached a new high-water mark for the period.

Give an article a name, add to it the distinctiveness of proper marketing, sanitary packing, etc., advertise it in the proper mediums, and the public will test your advertised promises. If your "promissory notes" are redeemed in the quality of your goods, your business will grow.

What would the kind of tea sold by the Salada people amount to in sales if it were a nameless product, sold from the

What distinction over other brands would it gain unless by a slow process of finding favor through hidden quality? The light of "Salada" has not only under a bushel. Therefore this brand of tea fills the cups of two million Canadians each day?

So in a word is found the whole story of legitimate advertising—the firm builds an enormous business, the public secures the benefit of a first-quality article with a large production and the newspaper by the advertising patronage is enabled to become a better newspaper and to carry a legitimate enterprise to splendid success.

WELL'S FINE WORK

ing address m
Canadian

—From the London (Ont.) Advertiser.

"SALADA"

TORONTO MONTREAL
LONDON, ENG.



The Life of a Child is to Eat

From the time he first rests in the cradle up until boyhood a child's every existence is to Eat. The nutritious, healthfulness of Robinson's "Patent" Barley and "Patent" Groats have won for both unprecedented favor. Robinson's foods constitute the main portion of a child's diet and you'll be surprised how many tins he can tuck away in a week or so. Get both Robinson's "Patent" Barley and "Patent" Groats on display and meet this big demand NOW.

Agents for the Dominion of Canada

MAGOR, SON & CO., LIMITED
403 ST. PAUL ST., MONTREAL 30 CHURCH ST., TORONTO



IS WIDELY ADVERTISED

In the leading women's magazines and newspapers your customers are being constantly told about

KNOX GELATINE

Our extensive advertising describes its many uses; suggests the convenience of always keeping it on hand, and shows how to easily make delicious desserts, jellies, puddings, ice cream, salads, candies, etc., with it. This effective advertising can have only one result,—new customers and more sales for you. There's a good profit in KNOX GELATINE for you and it will pay you to push its sale. Let our general advertising help you build up a bigger and more profitable Gelatine business.

CHARLES B. KNOX CO., JOHNSTOWN, N.Y.

Branch Factory: Montreal, Canada

CANADIAN GROCER

VOL. XXIX

FEBRUARY 19, 1915

No. 8

A Great Canadian Industry

The Importance of the Canning Industry to Canadians — Average of More Than 400 Tins Turned Out Every Minute in the Year—Many Other Industries Benefited Directly —Advantages Accrued to About 75,000 Canadian People Annually —An Industry the Trade Should Support.

CAN you imagine 125,000,000 vegetable, fruit and fish cans placed end to end?

How far do you think the line would reach?

It has been estimated that in Canada the annual production of tinned foods alone amounts to the above enormous quantity, and that if these tins were placed end to end they would mean a ribbon of cans from Toronto to New York, down to and through the Panama Canal, up the coast to Vancouver, and back to Toronto.

This gives one a glimpse of the importance of the canning industry in Canada, and when it is further considered that practically all the benefits of the industry accrue to Canadian workmen, Canadian farmers and fishermen, and Canadians in general, the necessity of the retail trade getting behind it with their selling power is self-evident. There is, too, possibly no other industry in this country drawing so largely on the goods of other producers. The making of the 125,000,000 tin cans in which to pack the goods is a big industry in itself. Added to that, the manufacture of cases for those goods and the labels, the transportation of the goods from place of production to where they will go into consumption, and you have somewhat of a conception of the vastness of the canning and subsidiary industries.

The mining of the tin—a good percentage of which comes from Wales—the rolling of the plate and the manufacture of the cans constitute the first operation. Then the millions of cans require fancy labels, utilizing immense quantities of paper, the skill and labor of artists, lithographers and mechanics.

Every twenty-four cans—or forty-eight in the case of fish—require a wooden container. This draws on our Canadian forests and provides work for our lumbermen, our mills and our box factories. Five million cases would re-

THE CANNING INDUSTRY AT A GLANCE.

Annual production in Canada—about 125,000,000 tins — more than 200 every minute of the year.

Capital invested—\$10,000,000, approximately.

Land required for growing fruits and vegetables—40,000 acres.

Number of persons engaged in growing raw materials—12,000.

Value to growers—\$1,250,000.

Cost of manufacturing—\$1,000,000.

Number of Canadian people benefited annually by the canning industry—75,000.

Classes of persons benefited—manufacturers of tin cans and their employees; the growers of fruits and vegetables; the fishermen; the farmers who raise cows for milk and cattle for canning; lumbermen; employees of lumber mills and of box factories; the makers of nails; artists who design, and lithographers who manufacture the labels; the Canadian railways; wholesalers and retailers.

quire sufficient lumber to make a sidewalk two feet wide from Montreal to Vancouver. And the almost insignificant nail required to put the boxes together when multiplied by millions means 150,000,000 or more nails.

In addition to the manufacture of the packages there must be considered what

goes into them—fruits, vegetables, sugar, fish, etc.

It is estimated that there is at least \$10,000,000 actual capital invested in the canning industry in Canada, and that upwards of 40,000 acres of land are used for the growing of fruits and vegetables for canning purposes, requiring the labor of about 12,000 persons; the value of this raw material nets Canadian growers in the neighborhood of \$1,250,000. This last item is entirely apart from the labor involved in fish canning.

When the raw material reaches the factories, about 12,000 people are required to prepare it for the market as canned food, involving an expenditure of another million dollars. Averaging three to a family, there are nearly 75,000 people more or less benefited annually by the industry.

The season for the big consumption of canned goods is near at hand. Home supplies are wearing low; spring is in, almost in sight, and with it will come spring work on the farms and a certain revival of industry throughout the country. Experts in foods declare that canned goods are healthy, wholesome foods; they are, as well, easily prepared for the table, in many cases only a can opener being necessary. And because of their economical character they are a splendid line for the consumer to buy and buy plenty of. From a patriotic standpoint every retailer should lend his power to the promotion of canned food sales. There are few industries in this country more essentially Canadian. When a can of tomatoes or a can of fish is placed on the table of a Canadian consumer it means a benefit to the retailer, the wholesaler, the manufacturer, the grower, or the fisherman, the box factory, the lumber mill, the lumberman, the maker of nails, the manufacturer of tin plate and tin cans, the miner of the tin, and the

(Continued on page 28.)

More Than a Million Cases

The Canned Salmon Pack of 1914 Gives Good Idea of Importance of British Columbia's Fisheries—More Than 50,000,000 Tin Cans Required—\$7,000,000 an Estimate of Value at The Coast.

THE magnitude of the canned salmon industry in Canada is pretty well exemplified by the figures presented herewith. They show that last year there were no less than 1,111,039 cases of salmon packed in the Pacific Coast province. Further figures available go to show that of that quantity 711,071 cases were made up of pound

dustry is to Canada and British Columbia in particular.

An average value of \$7 per case at the coast would bring the value of the 1914 pack up to almost eight million dollars. It is interesting to note that it costs about 60 cents freight to bring a case from Vancouver to Toronto or Montreal. Nothing in the above has yet been said

the sales of his goods, and the money he must get to carry on a successful business.

A VICIOUS RODENT.

While a Los Angeles grocer was asleep over his store on morning early recently, he was attacked by a large rat which

1913.	1912.	1911.	1910.	1909.	1908.	1907.	1906.	1905.
1,353,901	996,576	948,965	762,201	967,920	542,689	547,549	629,460	1,167,460

Above figures show packs in cases of canned salmon for past 9 years.

tins and the balance of 399,968 were halves.

Salmon is put up in 4 and 8 dozen tins to the case, the talls in the former and flats in the latter. Supposing that each case contains a quantity of salmon either of 48 tins or equal in volume to that number, the total pack in tins would be 48 times 1,111,039, or 53,329,872. If each tin is 4½ inches long, the total length of them placed end to end would be 239,984,424 inches. Figured in miles, the distance would be no less than 3,787 of 63,360 inches each.

These figures alone do not show the extent of this salmon industry and its importance to Canada. To pack the quantity mentioned above, 1,111,039 cases and about 59 times that many tins were required, the manufacture of which gave employment to a large number of Canadian people, apart altogether from the labor of moving the goods from the canneries to the points of shipment, and from the depots all over the country to

of labels for those cans. Everyone knows that Great Britain is a large buyer of Canadian salmon and in speaking of labels it should be said that goods for export to Britain are sold unlabeled. The reason is that the salt water spoils

Sockeyes	536,696
Red Springs	32,908
White Springs	16,420
Chums	184,474
Pinks	220,340
Cohoos	120,201
Totals	1,111,039

Total of various kinds of salmon packed in 1914.

them in passage. But apart from that the lithographic work on labels for salmon for home consumption amounts to large proportions and means that much more expenditure to benefit Canadian workmen. There are, in fact, few in-

seized his lower lip in its teeth. When the grocer awakened the rat then directed his attack to his bare feet, biting and scratching him severely.

HALF MILLION CASES CONDENSED MILK.

A Canadian authority estimates that there are between 400,000 and half a million cases of condensed and evaporated milk made in Canada every year.

Each case contain four doz. tins. Every case contains fifty labels, all of which are made in Canada. Another important item is the sugar, which is granulated, and of Canadian manufacture. Considerable money is spent with the railways for freight, and over a million dollars per year are paid to farmers in the dairy sections for milk. Manufacturers of milk usually make their own cans. Boxes are generally made by the box manufacturers and give employment to lumbermen, lumber mills and box

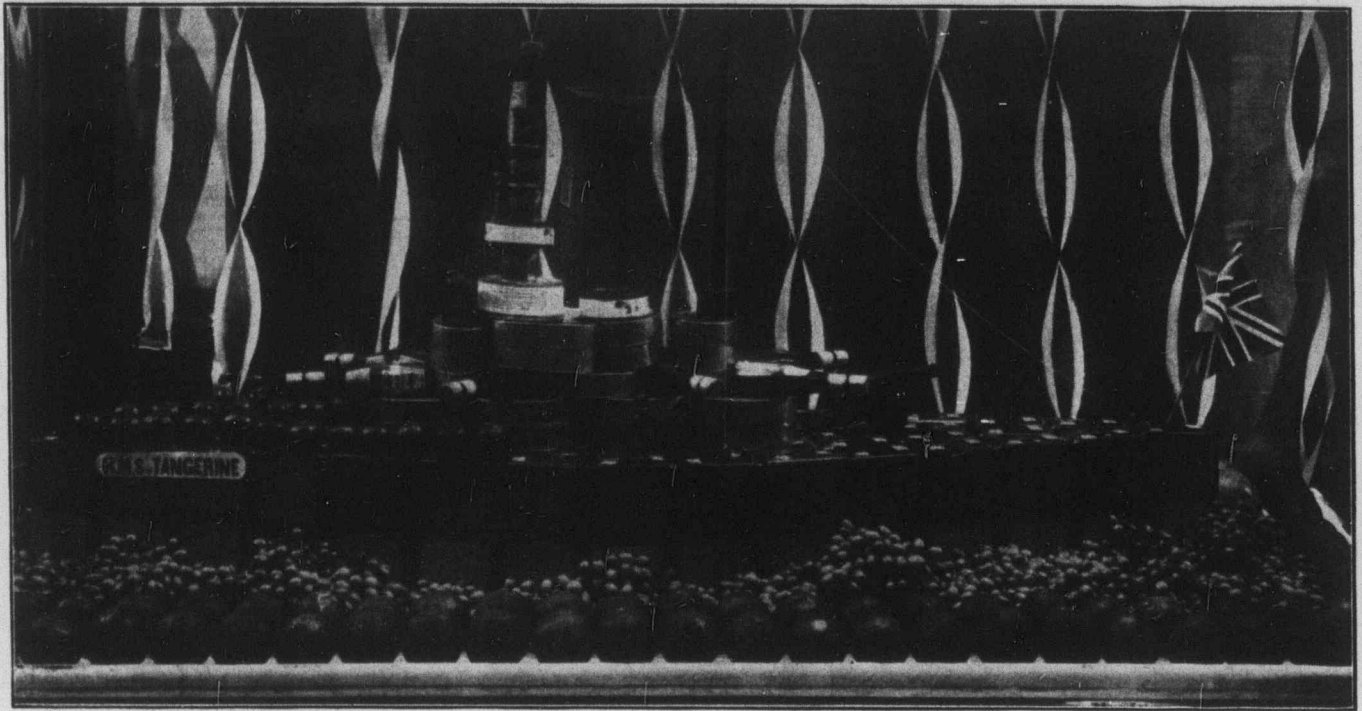
	Sockeyes.	Red Springs.	White Springs.	Chums.	Pinks.	Cohoos.	Totals.
Fraser River	185,483	9,485	14,000	74,726	6,057	38,639	328,390
Skeena River	130,166	11,529	211	8,329	71,021	16,378	237,634
Rivers Inlet	89,800	566		5,023	5,784	7,789	109,052
Naas River	31,327	2,660	725	25,569	25,333	9,276	94,890
Outlying	99,830	8,668	1,484	70,827	112,145	48,119	341,073
Totals							1,111,039

The packs of canned salmon in 1914 by districts in British Columbia and the Totals of the various kinds.

the wholesale establishments and thence to the retail stores. When one thinks over the route a case of salmon has to take and the money expended in getting it to the ultimate distributor, he begins to see the enormous value the salmon in-

dustries so typically Canadian as that of canned goods manufacturing, and every retailer should realize that the more canned goods he sells, the more money reaches the pockets of the workmen upon whom he depends largely for

makers. Altogether, the industry means \$2,000,000 annually to Canada, distributed between farmers, sugar refiners, tin manufacturers, lumbermen, manufacturers of labels and boxes, and the railways.



Battleship window trim built of tins of canned goods and bottles of ketchup which drew large crowds. Shown by Murphy & DeMont, Nova Scotia.

A Canned Goods Cruiser

An Original Window Trim From Windsor, N.S., Representing a British Battleship Made Principally of Canned Meats, Pork and Beans, Tinned Fish and Bottles of Ketchup—A Clever Piece of Work.

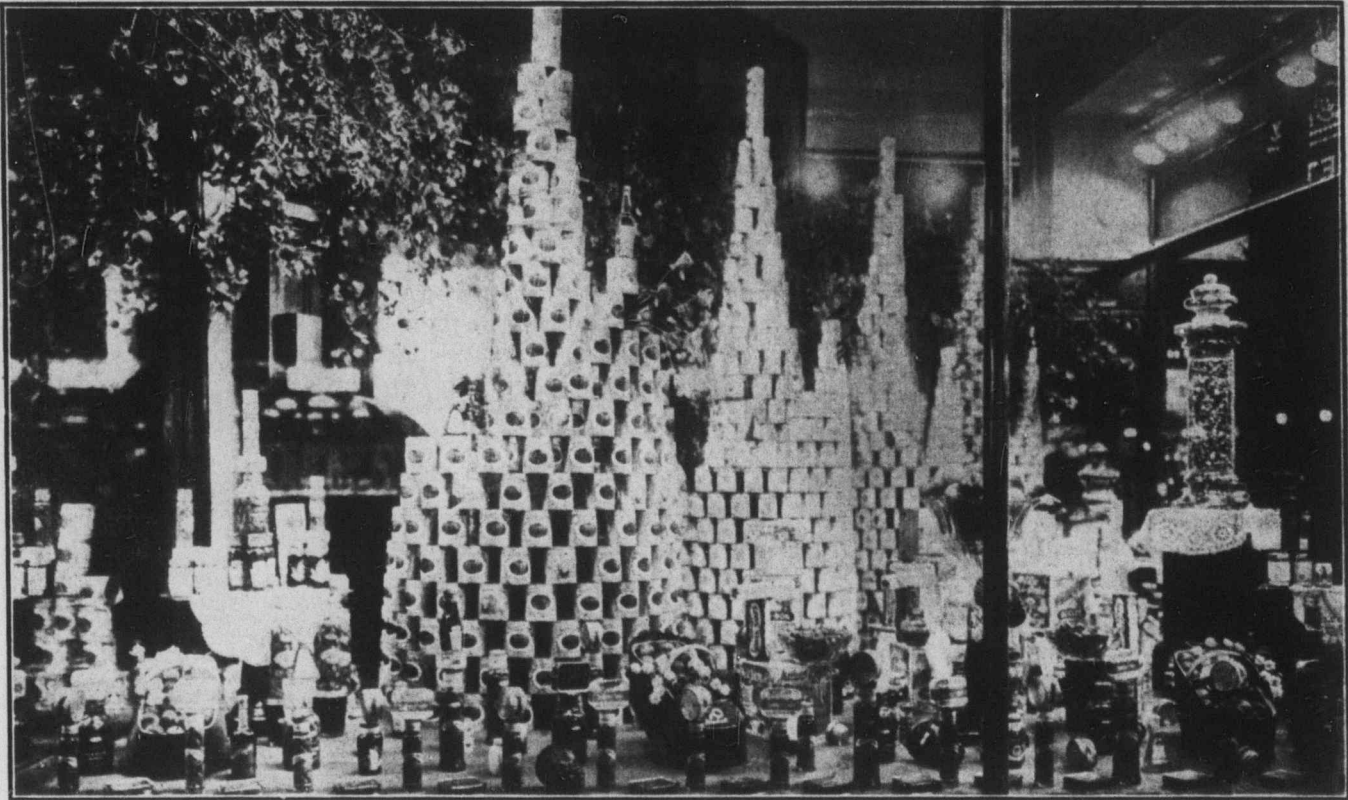
“THE window attracted great crowds especially on Saturday night.” That is what a representative of Murphy & DeMont, grocers, Windsor, Ont., say of the display represented here. It was the work of their head salesman, Walter Cochran and is certainly one of the most unique and original that has ever appeared in Canadian Grocer. It demonstrates that there are no limitations to which a window trimmer can go in the matter of originality. During the present war there have been occasional hardware windows trimmed in the shape of a British cruiser, but few would ever have thought that a Canadian grocer could pick goods from his shelves to represent the powerful battleship. No wonder this display attracted the crowds.

It will be seen that the cruiser was composed chiefly of canned foods. The ponderous hull was built of large tins of corned beef placed on top of each other and end to end. The tins taper off from the centre to the bow and stern. The gun towers were built of tins of canned fish from between and under which stick out the guns (bottles of ketchup.) This alone was a clever piece of work. On top of the tins of fish is the look-out tower made of cans of pork and beans, potted ham in tins and a bottle of sauce.

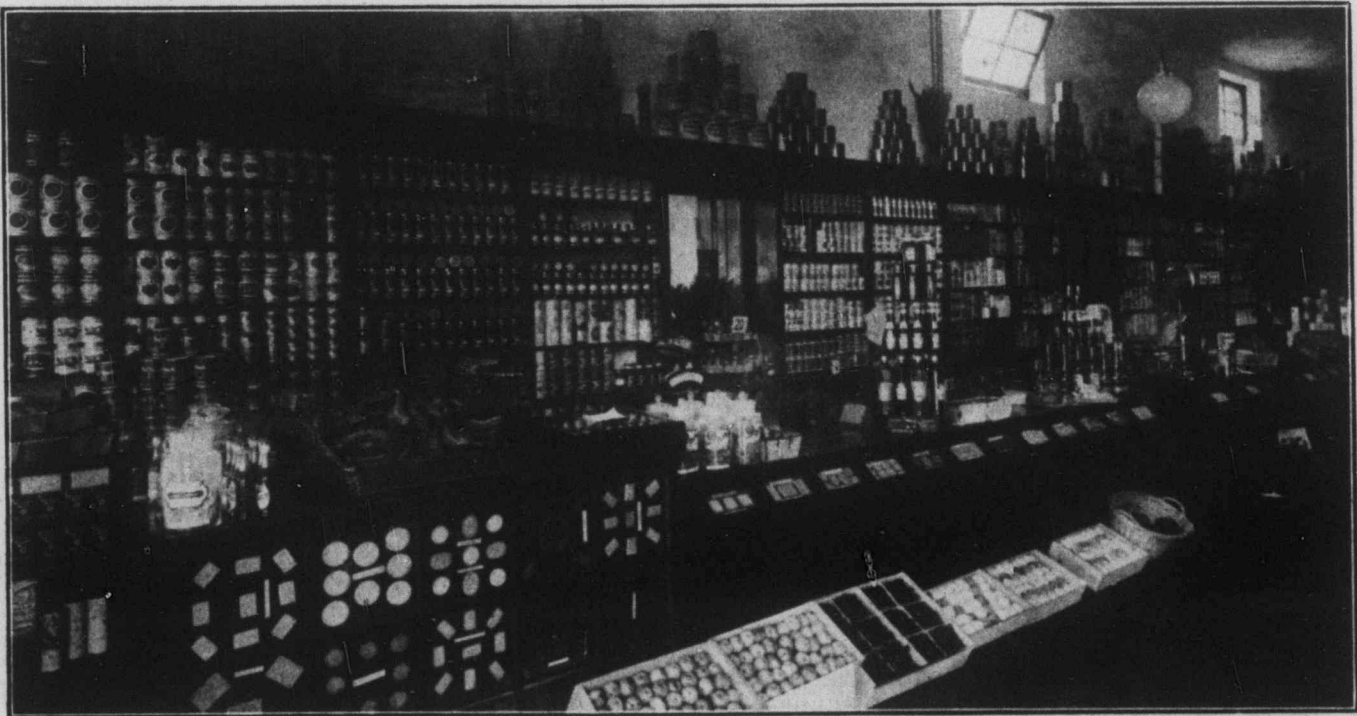
The bullets for the guns are tangerines and from these the big vessel gets its name—H. M. S. Tangerine. The grapes below represent the ocean waves. “The entire display,” states Murphy & DeMont, “was built from goods in stock with the exception of two toy guns and a few sailors.” The window in this store is changed every week because the firm believe in presenting something new all the time.

From the standpoint of patriotism here was a display that would get the attention of every resident of Windsor, N.S., because of its unique character and its appropriateness. It presents a case of good, permanent advertising.

CANADIAN GROCER



Attractive array of canned and preserved foods shown by Goodwins, Limited, Montreal.



An interior view of the Burrige Mercantile Co., Victoria, B.C., showing an exceedingly neat arrangement of canned foods in tins and glass on the shelves.

Methods That Sold Canned Goods

A Campaign That Grippled the Public Because It Presented the Goods in the Proper Light and Because The Store Staff Gave Sound Reasons Why They Should Be Used in the Home—The Higher Quality Lines Got Behind by the Dealer and They Were Sold by the Dozen and the Case.

Written by HENRY WILLIAMS for Canadian Grocer.

Fifth of the Williams' Series.

THOS. JEPSON'S head salesman decided to make a supreme selling effort on canned goods. For that reason he began planning two weeks in advance. In this sale he wanted the co-operation and enthusiasm of the entire staff, and to get it he suggested to the proprietor that a staff conference be held for the purpose of establishing a common plan of campaign—one in which all would be thoroughly posted.

qualities of the different lines and we must use a little tact and enthusiasm in talking to our customers about them."

The young man brought with him samples of the goods, explained fully, for instance, the difference between Sockeye salmon and pinks; told them why they should endeavor to sell fine sifted peas rather than standards to customers who could well afford the finer grades; suggested selling points on pushing canned

But as the working out of the plans will be of more value to the reader than the mere recital of what occurred at the conference, we shall follow the operation of the plan of campaign and see whether victory or defeat was the ultimate result.

Showed the Actual Goods

On the afternoon of the first day of canned foods week, both windows of the

A Hundred Million Tins of Canned Foods Consumed in Canada Every Year

WHY? Because they are recognized the country over to be sanitary, easily prepared, wholesome and nutritious foods—because the busy housewife finds them one of the best foods that can be placed on the table. Practically every household now consumes several cases of canned foods every season. Why not then buy them by the case? They are always handy and ready for any emergency and there is absolutely no waste—and you save money buying them that way. All are Canadian-made goods.

CANNED TOMATOES—Best brands only—a steaming hot plate makes a good meal in itself, and they are ever ready for luncheon and dinner. Per tin, .c; per dozen, .c; per case of 24 tins, .c.

CANNED PEAS—We would recommend the finer grades of peas—they are smaller and more tender than the others, because they are picked when younger and sweeter. Ever try baking them in the center of a dish of mashed potatoes? Nothing nicer. Per tin, .c; per dozen, .c; per case, .c.

CANNED CORN—This corn is just as tender and sweet as the day it was canned. A tasty vegetable with any kind of meat, and, like the others, can be prepared for the table in a few minutes. Per tin, .c; per dozen, .c; per case, .c.

SALMON—The Sockeye is the best salmon packed in British Columbia—the color is bright and the flavor very fine. Salmon is packed in the most sanitary sur-

roundings, and is one of the most nutritious foods available. Per tin, .c; per dozen, .c. Other grades are cheaper.

PORK AND BEANS—Here is a food that has gained a wide reputation for nutrition. Our brands are packed with the finest beans in tomato sauce and flavored with pork. A tin to suit any sized family. Per tin from .c up to .c; per dozen, .c.

FRUITS IN TINS AND GLASS, AND MARMALADES—Is the home supply getting low? If so we can show you some splendid substitutes. Fruits of all kinds made by reputable manufacturers. Per tin from .c to .c, and in glass jars you can use again at from .c to .c. Marmalade .c a pint jar.

CONDENSED MILK—Every housewife should have a supply of condensed milk in the cellar. There is no purer form, and it is always ready for household use and in case of emergency. Per tin from .c to .c.

DON'T FORGET TO ORDER YOUR CANNED FOODS BY THE CASE—IT SAVES MONEY AND YOU HAVE THEM ALWAYS ON HAND.

87 Bradley St.

THOS. JEPSON

Phone 111

Above is suggestion for a canned foods newspaper advertisement that retailers should try out, with changes to suit them, and prices added.

So the "council of war" was held at headquarters. It was up to Haslam to expound his plans.

"My idea," he told the assembled members, "is to make the week after next a canned goods week. If we talk and display canned foods and tell the people why they should buy them, I see no reason why we cannot dispose of 75 or a 100 cases. To sell them we must have a thorough knowledge of the stock, the

vegetables by the case and dozen rather than by the single tin; pointed out that because the winter was fast disappearing into spring, the home supply of preserves would be on the wane and therefore a hint here and there would frequently make a sale of preserved fruits, jams, jellies, marmalades, etc., and into the bargain gave several hints on arranging displays in the windows and inside the store.

Jepson store presented a fine appearance. One of them contained an extensive display of canned vegetables and fruits and fruits in glass and the other was trimmed with canned fish and meat sauces.

The feature of the display was the fact that the actual contents of a tin of each line of goods were shown. For instance in front of the canned peas unit was a glass jar of peas dumped from one of the tins. A person who stopped

to look at the display centred his attention on this jar. Pains were taken in each case to show inside the glass the finest quality foods in stock. In the case of peas the extra fine sifted were displayed, and in salmon the finest Sockeye and in other lines the brand that Jepson figured was the best he had. Tomatoes and corn were presented in a deep saucer as well as canned beets and pork and beans. The rear of the entire trim was built up with whole cases of various canned foods with a show card in the centre reading: "Buy them by the case and save money"—as the proprietor figured that he could give a better price that way. The wooden edges of the case were concealed by the use of colored tissue paper. This lent an attractive tone to the trim, and indicated tastiness and refinement.

The foreground of the window was covered with a pure white clean cloth raised here and there in folds and dotted with glass jars of jams, etc., three or four in each pyramid. Among the display cards in this fruit and vegetable window were the following: "What is nicer than a dish of tender peas," "Canned whole Tomatoes," "Sweet tender young corn," "Hot pork and beans—a meal in themselves." Each of these cards presented an idea to the housewife, and they were undoubtedly responsible for a great many sales.

On the counters inside a somewhat similar procedure was followed. Always handy to a salesman's elbow was a glass jar of fine peas, a dish of tomatoes, corn, beets, pork and beans, etc., so that the attention of the purchaser who displayed the "looking around" characteristics at all could be called to them. There was a small table dressed only with condensed milk and still another with meats—tins and glass.

How Actual Sales Were Made.

"What tender looking peas those are," was a remark made by one customer to young Haslam. That was the sort of opening for which he was always looking.

"Yes," he replied, "and they are just as tender and sweet as they look"—holding up the glass jar to the light. "We have three grades of peas," he added, "all of which are very nice, but those small ones are particularly delicious—they were picked when very young and packed with the original flavor, while the others while good are somewhat coarser and not quite so palatable."

"How much are they?" was the quite natural question following that interesting talk.

"They are — cents by the single tin, but if you are fond of peas and like to have them on the table frequently why not try a case as they are shown in the

window. By the case we can let you have them almost two cents on the tin cheaper or almost 50 cents altogether—and they are always ready."

That cinched the sale—24 tins instead of one simply because that salesman was not afraid to talk big to a good customer.

Of course the man behind the counter must always know his customer and the size of the family. If there are only two or three in a household probably a dozen would be sufficient. But never stop at one.

Boarding Houses Buy in Quantity.

I know a grocer in a certain city where there was a large college, who used to sell the bulk of his canned goods always by the case. The college meant boarding houses and instead of selling a woman what she asked for—three or four tins—he invariably sold canned foods by the case by pointing to the saving. The retailer knows too that if a customer lays in a case of peas or tomatoes the family is going to use more than if a tin, or two or three cans were bought at once.

Another of the clerks introduced beets in this fashion: "Why I never knew they put beets up in tins," said the customer as she looked at the dish containing them. "Are they nice?"

She was assured that they were—that when creamed they were a most delicious vegetable. "One of our customers told us the other day that she liked our beets very much, and only regretted that she had not become accustomed to using them before. Taste one,"—handing her a fork.

That taste brought out an enquiry for the price—and a new line of goods was introduced to a good customer.

48,000 Tins Every Year.

I know of a small town of about 3,000 population where the retailers sell more than 2,000 cases or 48,000 tins of canned vegetables and fruits annually due to a great extent to the enthusiasm of one of the live grocers. He always displayed canned fruit and vegetables attractively and used every selling talk possible.

The trade of the local hotels was also gone after in the Jepson store during canned foods week. Haslam pointed out that the best hotels throughout the country were all buying their fruits and vegetables in cans thus eliminating washing, cleaning and all waste. He urged the proprietor to get after this trade personally, and to suggest to the big buyers who ordered their goods principally by telephone to purchase by the case. The point was enlarged upon that fruits and vegetables for canning purposes were picked in the neighborhood of the factories when at their best for table use.

Buyers, large and small, were asked to contrast such products with the stuff that hucksters frequently trucked around from door to door. Another point brought out was that canned goods properly processed by reliable firms would keep indefinitely and that the housewife would never have to worry about them from the standpoint of deterioration.

All this served to convince the housewife of the wholesomeness and economic value of canned foods. The customers of Thos. Jepson submitted passively to the educational policy the staff had adopted. Jepson never had hoped to sell the quantities of canned and preserved goods that passed over his counter that week. New faces appeared every day in the store, no doubt in response to the advertisements in the local papers and the window displays. Canned goods went out by the dozen and by the case all week—and the store sold them at a substantial net profit too, for as I have pointed out in previous articles price cutting occupied no space in the policy of this store.

FRUITS IN GLASS INDUSTRY.

While it is rather difficult to gather, with any degree of accuracy, figures on the quantity of fruits, jams, jellies, marmalades, etc., put up in Canada in glass, Canadian Grocer has been supplied with an estimate from a reliable source. There are probably from 10,000 to 12,000 gross of jams, etc., made in Canada every year, which figures out at about 1,440,000 jars or more.

When it is further remembered that more than a million glass jars are required for this Canadian fruit; 60,000 cases for the packing it—with 24 jars to a case—the value of the raw material to the Canadian grower and the circulation of sufficient money to get this enormous quantity into the retail stores, the value and importance to Canada of the fruit preserving industry is apparent.

A GREAT CANADIAN INDUSTRY.

(Continued from page 23.)

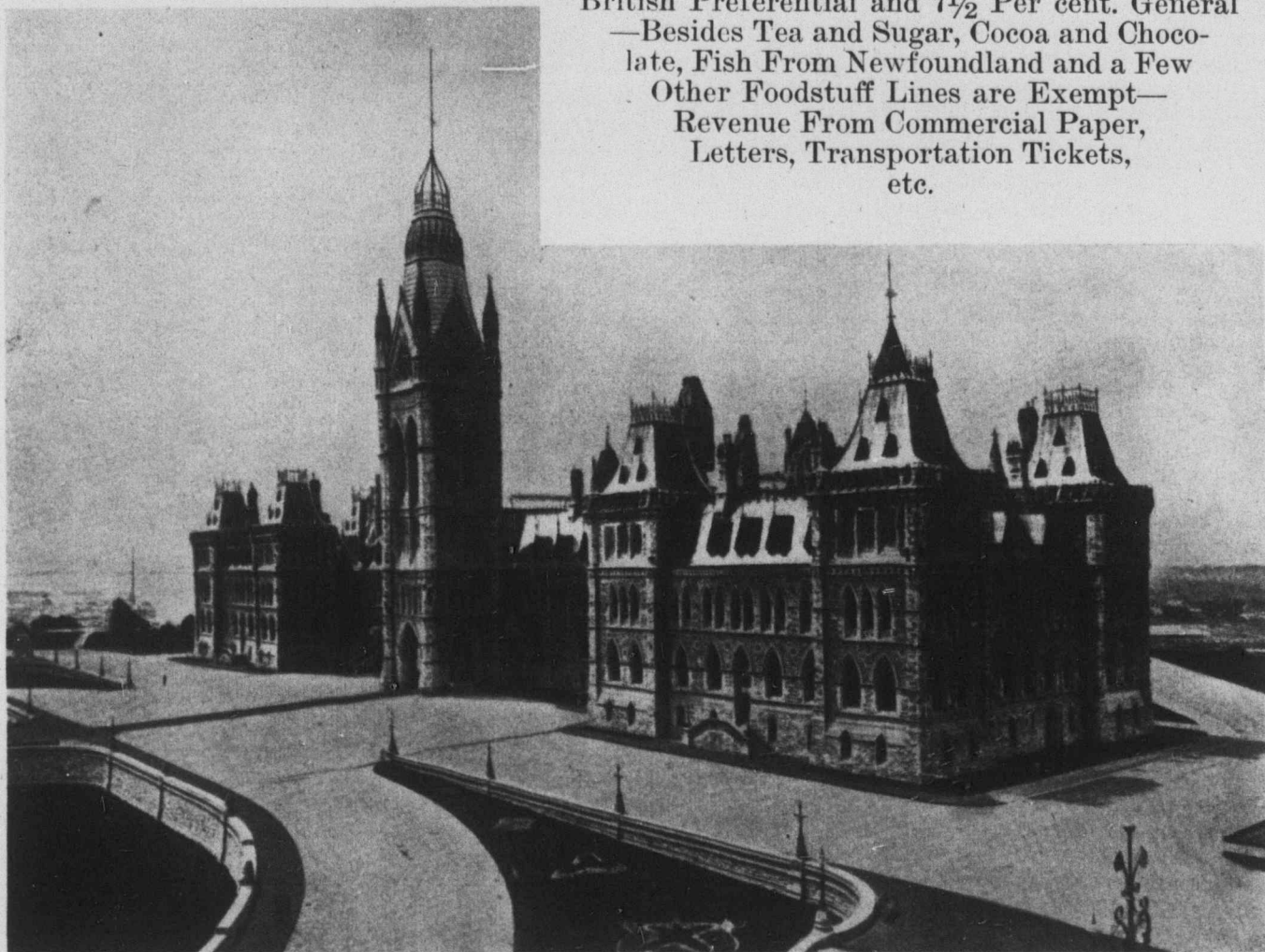
railway employees, the employees of the various manufacturers, and of the wholesalers and retailers. Multiply the benefits to Canadians of that one tin by 125,000,000 and every reason is presented why the retailer should consider it a patriotic policy to sell canned foods NOW.

On other pages of this issue are presented facts and figures about the magnitude of individual lines of canned foods and selling methods which have been used by retailers to get them into the hands of the consumer—the ultimate object of every retailer.

Tea and Sugar Escape War Taxes

Finance Minister White Brings Down Budget With Sweeping Advance in Tariff of 5 Per Cent.

British Preferential and $7\frac{1}{2}$ Per cent. General—Besides Tea and Sugar, Cocoa and Chocolate, Fish From Newfoundland and a Few Other Foodstuff Lines are Exempt—Revenue From Commercial Paper, Letters, Transportation Tickets, etc.



A splendid view of The Dominion Parliament Buildings at Ottawa where the tariff and war tax interest centred last week.

ONE of the biggest surprises to thousands in the grocery trade that accompanied the presentation of the 1915 Budget was the absence of a tax on tea. For the past month it was astonishing—in view of subsequent developments—the number of importers, wholesalers and retailers who had expected that tea would be made to pay a share of the extra revenue required by the Government. Canadian Grocer consistently opposed a tax on the national beverage since the first of December and practically single-handed we have won out. A copy of this paper with an article urging the Government to withhold the contemplated war tax on tea was sent to almost every member of the Federal Cabinet and in each instance the reply was received that the article had been read and contents noted. Canadian Grocer was the first publication of any kind in Canada to take up the question and only one or two others followed.

What the Retailer Missed.

A few moments reflection will show the dealer what a trial it would have been to him had there been a tax of 5 or $7\frac{1}{2}$ % on tea. Tea costing the retailer 28, 29 and 30 cents per pound would have been increased about 2 or $2\frac{1}{4}$ cents, and as tea is an article usually sold at a popular price (a multiple of 5), it would have been impossible to have raised the price an additional 5 cents and a raise of 2 or $2\frac{1}{4}$ cents would have been exceedingly clumsy and difficult to explain. To maintain the old prices would have left the retailer with his profits shaved down to a loss in some cases when overhead expenses are taken into consideration. The trade will now appreciate the tea situation. There have of course been no assurances that there will be no further war taxes and if the war continues long into the future—which we trust will not be the case—the Government may

again consider tea. In the meantime it is up to the retail associations all over the country to get busy and prevent it.

There had also been considerable talk of another tax on sugar. Canadian Grocer opposed this too, and no later than our last issue stated that from the standpoint of reason there would be none. With an article so staple as sugar which already carried a war tax of 70 cents, it did not seem probable that another would be added—and it wasn't.

It is also interesting to note that there is no further tax on cocoa in view of the fact that the duty has been raised on practically the entire tariff list $7\frac{1}{2}$ % general, and 5% preferential, and also placed on nearly everything that has hitherto entered Canada free of duty.

To obtain the extra revenue required Finance Minister White has placed a war tax on various commercial papers, such as cheques, bills of exchange, bills of lading, bank receipts, etc., and on

The Old and The New

banks, trust and loan companies, railway and steamship passenger tickets, letters and post cards and has raised the duty by 7½% general, and 5% preferential, on the entire tariff with specific exceptions. On another page is given the sources of revenue, the amount of the war tax in each instance, and the list of articles exempt.

The new customs will therefore mean that not only will those articles which have already borne a duty be raised 5% or 7½% as the case may be, but those goods that have hitherto been admitted free, such as citrus fruits, now bear the duty of 5 or 7½%.

Canadian Grocer has herewith compiled a list of the more important foods and allied lines with their former duties and the new. This table should be kept for reference. To say just what effect the advanced duty will have on each of these lines would be absolutely impossible, but it is reasonable to suppose that the rise in the tariff will have a firming tendency on all lines. Of course if other and stronger causes unite to ease certain markets affected by the new tariff, we shall no doubt see even declines; but broadly speaking practically all foodstuffs in the accompanying list will be firmed up or advanced as a direct result.

Retailers' Profits Will be Cut.

The fact, too, that the tariff has only been advanced 5 and 7½% will probably mean in many cases a cut in the profit percentages of the retail dealer. The retailer buys in quantity and sells in single or small lots and therefore while he will be called upon in the majority of cases to pay the extra duty, he cannot get back that money from the consumer. He must still sell his goods at popular prices (in multiples of 5) and the extra 5 or 7½% is not sufficient to cause him to raise the retail price an extra five cents except in few instances—competition is too keen for that.

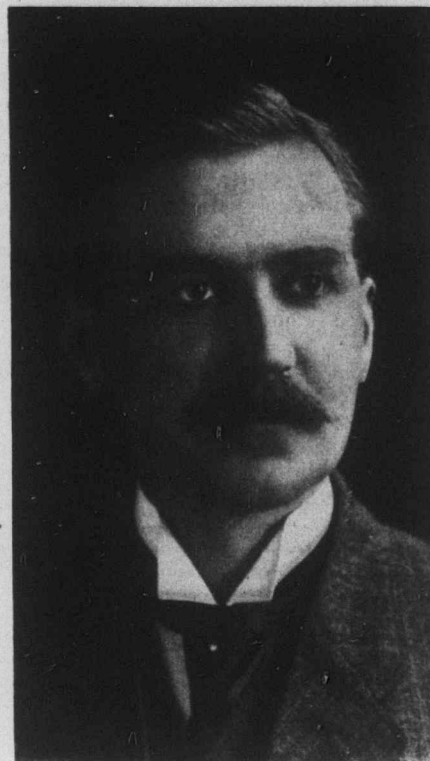
The fact that the increases in the duty will not raise prices to any great extent to the consumer, has led many importers of foods, such as nuts, oranges, dried fruits, etc., to reach the conclusion that there will be little decline in the consumption. They also of course see that the Canadian manufacturer of imported raw materials has a handicap over the foreign manufacturer of competitive lines whose goods must bear a higher duty proportionately.

Coming down to specific cases, let us look at the effect on certain imported foodstuffs. Take oranges, lemons, grape fruit, bananas, etc. Hitherto these goods have come in free of duty. Seven and a half per cent. on oranges will mean only an increase of about 20 cents on a case or around 1 to 2 cents a dozen. The same applies to pineapples, and on lem-

	Old Tariff		NEW TARIFF.	
	Br. Pref.	General	Br. Pref.	General
Almonds, bitter, per lb.	1½	2	5% advance	7½% advance
Shelled, per lb.	3	4	" "	" "
In shell, per lb.	1½	2	" "	" "
Apples, dried or evap., per cent.	17½	25	" "	" "
Apples (pine)	free	free	" "	" "
Apricots, dried	17½	25	" "	" "
Anchovies, in glass	17½	30	(No change in French duty)	" "
In oil in tins, per box	1½	3½	" "	" "
Bags, jute, hemp, cotton or linen, per cent.	15	20	5% advance	7½% advance
Baked beans, in tins, per lb.	1	1½	" "	" "
Baking Powders in tins, per lb.	4	6	" "	" "
Beans, cocoa, not roasted	free	free	(No change)	" "
cocoa, N.O.P.	15	17½	(No change)	" "
Biscuits, not sweetened, %	15	25	5% advance	7½% advance
Biscuits, sweetened, %	20	30	(No change)	" "
Brazil nuts, per lb.	1½	2	5% advance	7½% advance
Breakfast foods in pkgs., less than 25 lbs., %	17½	25	" "	" "
Brooms	15	20	" "	" "
Broom corn	free	free	" "	" "
Buckwheat flour, pkgs. not exceeding 25 lbs., %	17½	25	" "	" "
Canned meats, %	17½	27½	" "	" "
Canned vegetables, per lb.	1	1½	" "	" "
Cassia, unground, %	10	12½	" "	" "
Cherries, per lb.	1½	2	" "	" "
Cherries and glace fruits, %	22½	35	" "	" "
Castile soap, per lb.	1	2	" "	" "
Caviar, Russian, %	35	35	" "	" "
Catsups, %	25	35	" "	" "
Celery, %	15	30	" "	" "
Cheese, per lb.	2	3	" "	" "
Chicory, ground or wasted, per lb.	2	3	" "	" "
Chocolate, in powder form %	15	20	(No change)	" "
Cigars and cigarettes, per lb.	3.50	3.50	5% advance	7½% advance
and %	25	25	" "	" "
Cocoa Butter, per lb.	2½	3	(No change)	" "
Cocoa paste, in blocks over 2 lbs., per lb.	4	4½	5% advance	7½% advance
Cocoa or chocolate in powdered form, %	22½	27½	" "	" "
Coffee, green, per lb.	2½	3	" "	" "
Roasted or ground, per lb.	4	5	" "	" "
Confectionery, per lb.	½	¾	" "	" "
and %	22½	35	" "	" "
Corn syrup, per gal.	40	62½	" "	" "
Corn, Indian, not for distillation, free	free	free	(No change)	" "
Cornstarch, per lb.	1	1½	5% advance	7½% advance
Cream of tartar, in crystals	free	free	" "	" "
Cranberries, green, %	17½	25	" "	" "
Curraants, dried, per lb.	½	2-3	" "	" "
Custard powder, %	22½	35	" "	" "
Dates, dried fruit, per 100 lbs.	40	55	" "	" "
Dried fruits, %	17½	25	" "	" "
Eggs, per dozen	2	3	" "	" "
Egg powder, %	20	25	" "	" "
Essential oils, %	5	10	" "	" "
Figs, dried fruit, per cwt.	40	55	" "	" "
In glass jars, not in syrup, per cwt.	40	55	" "	" "
Fly paper, %	22½	35	" "	" "
Fruits, Green—				
Oranges	free	free	" "	" "
Lemons	free	free	" "	" "
Limes	free	free	" "	" "
Pineapples	free	free	" "	" "
Bananas	free	free	" "	" "
Grape fruit	free	free	" "	" "
Fruits, in tins, etc., per lb.	1½	2½	" "	" "
Fruit, jars of glass, %	20	32½	" "	" "
Fruit juices, more than 25% proof spirit, per gal.	2.40	2.40	" "	" "
and %	30	30	" "	" "
Fruit juices, not more than 25% proof spirits per gal.	60	60	" "	" "
Fruits, candied, %	22½	35	" "	" "
Garden seeds, in pkgs. over 1 lb., %	5	10	" "	" "
Garden seeds, in pkgs. less than 1 lb., %	15	25	" "	" "
Gelatine, etc., %	17½	27½	" "	" "
Ginger and spices, unground, %	10	12½	" "	" "
Ginger, preserved, %	25	35	" "	" "
Gums, crude	free	free	" "	" "
Jellies, jams, per lb.	2½	3½	" "	" "
Jelly powders, %	22½	35	" "	" "
Lemon and orange peel, drained, %	22½	35	" "	" "
Mace, whole or unground, %	12½	20	" "	" "
Mace, ground	20	30	" "	" "
Macaroni, etc., per 100 lbs.	75	1.25	" "	" "
Marmalade, per lb.	2½	3½	" "	" "
Meats, extract of beef	17½	27½	" "	" "
Meats, patted	17½	27½	" "	" "
Molasses, from sugar cane	free	03	" "	" "
Molasses, in tins, per cwt.	35	50	" "	" "
Nuts—				
Peanuts, shelled, per lb.	1½	2	" "	" "
Brazils, pecans, filberts and walnuts in shell	1½	2	" "	" "
Filberts, shelled, per lb.	3	4	" "	" "
Pecans, shelled, per lb.	3	4	" "	" "
Walnuts, shelled, per lb.	3	4	" "	" "
Nutmegs and mace, unground, %	12½	20	" "	" "

CANADIAN GROCER

Old Tariff		NEW TARIFF.	
	Br. Pref. General		Br. Pref. General
Nutmegs and mace, ground, %	.20 30	" "	" "
Oil, cottonseed, %	.15 17½	" "	" "
Olive oil, %	.15 20	(No change in French duty)	
Olives, green, %	.17½ 25	5% advance	7½% advance
Pickled, %	.25 35	" "	" "
Onions, %	.15 30	" "	" "
Peaches, dried	.17½ 25	" "	" "
Peanut butter, per lb.	.3 4	" "	" "
Pears, green, per 100 lbs.	.35 50	" "	" "
Peas, canned, per lb.	.1 1½	" "	" "
Peppers, green, %	.15 30	" "	" "
Pepper, unground, %	.10 12½	" "	" "
Pickles, %	.25 35	" "	" "
Pimento, unground	.10 12½	" "	" "
Potatoes, sweet, per bush.	.7 10	" "	" "
Preserves, jams, etc., per lb.	.2¼ 3¼	" "	" "
Prunes, dried, per lb.	.½ 2-3	" "	" "
Prnes, dried, per lb.	.½ 2-3	" "	" "
Raisins, per lb.	.½ 2-3	" "	" "
Rice, cleaned, per cwt.	.50 75	" "	" "
Uncleaned	free free	" "	" "
Sago, %	.17½ 27½	" "	" "
Salt, for fisheries	free free	(No change)	
Salt in bulk, N.O.P., cwt.	.05 .05	5% advance	7½% advance
Sardines, in oil or otherwise, over 20 oz., per box	.3¼ .06	(No change in French duty)	
Sauces and ketchups, %	.25 35	5% advance	7½% advance
Soap, common, per cwt.	.65 1.00	" "	" "
Toilet, %	.22½ 32½	" "	" "
Soap, powders	.22½ 32½	" "	" "
Spices, N.O.P., unground	.10 12½	" "	" "
Starch, per lb.	.1 1½	" "	" "
Sugar, refined, per cwt.	1.52 1.93	(No change)	
Raws, per cwt.	.88 1.11¾	(No change)	
Raws (ref. privilege)	.88 .88	(No change)	
Tapioca, %	.17½ 27½	5% advance	7½% advance
Tea	free free	(No change)	
Tea lead	free free	5% advance	
Tea packages, tin, %	.15 25	" "	7½% advance
Tobacco, cut, per lb.	.65 65	(No change)	
M'g'd and snuff, per lb.	.60 60	(No change)	
Vanilla beans, crude	free free	5% advance	7½% advance
Vegetables—			
Tomatoes, fresh, %	.20 30	" "	" "
Melons, each	.2 3	" "	" "
Potatoes	.12½ 20	" "	" "
Vinegar, per gal.	.0.10 0.15	" "	" "



HON. THOS. WHITE,
Canadian Finance Minister, who presented the
tariff changes and war taxes last
Thursday.

ons the increase would be only about 10 cents or a little more per box. On grape fruit the importers price would be possibly from 10 to 15 cents extra on a case. In the case of these citrus fruits, therefore, the wholesaler and retailer may have to divide the duty between them and it is not likely there will be any advance to the consumer—or if one it will be very small.

With imported vegetables (raw) the situation is somewhat different. Already for instance there is a duty against tomatoes of 30% (general tariff), and with an additional one of 7½% the consumption which is never very great at any time—and particularly when prices are high—is almost sure to be curtailed.

The trade generally expected to see a duty of 25 cents a box on oranges the same as existed some years ago, but they did not expect any advance in vegetables.

From the new schedule it will be seen that there is another duty on coffee. Last fall there was a war tax of 3 cents placed on green coffees (general tariff) and the extra 7½% will raise this further from 2 to 3 cents a pound on coffee, costing from 26 cents up, making a total coffee war tax of 5 or 6 cents. The duty on spices will now be generally speaking 20% instead of 12½%. Jelly powders manufactured in Canada are not much affected on account of there being no extra duty on sugar.

Little Effect on Dried Fruits.

The government will not for a long time get much revenue from European raisins. These are pretty much all imported between August and November and there will be few come in for seven or eight months. The general tariff on raisins was 2-3 of a cent. per pound, and as raisins are imported around 6 to 9c, the raise in the duty will not mean anything more to the consumer. There are some currants coming through but only occasional carloads. The rise here will also be inclined to make but little difference in the consumption.

In the official announcement of the tariff by the Finance Minister, a clause in regard to tariff changes reads that "goods enumerated in Schedule C of the French Convention Act, 1908," are exempt from further duty. Importers are of the opinion therefore that goods such as French olive oils, sardines, anchovies, etc., will not be included in the list of goods bearing the higher duties.

The increase in the tariff on eggs is likely to have a considerable effect on prices in Canada at certain times of the year. Seven and a half per cent. means 2 cents a dozen when eggs are around 26 cents a dozen, and 3 cents when they are 39 or 40 cents. Prior to the tariff advance, the duty (general tariff) on eggs was 3 cents a dozen, so that now we shall have a duty of anywhere from 5 to 6 cents during the cold season. Even when eggs are plentiful in the United

States prices there would have to be 6 or 7 cents lower than Canadian prices before importations would be possible (figuring a cent a dozen for freight). This practically shuts out United States eggs.

Oysters Advancing.

As a direct effect of the new tariff of 7½ per cent. extra on oysters, one firm—the Connecticut Oyster Co.—has announced an advance of 10 cents a wine gallon, to take place on Monday next, February 22. The new range of prices will be \$1.75 up to \$2.10. The former duty on shelled oysters in bulk was 7 cents per gallon preferential and 10 cents general.

In a word the new tariff announcement is important from these standpoints:

(1) Tea, sugar, cocoa and chocolate are exempt from the tariff changes;

(2) The advance of 5% in the preferential and 7½% in the general tariff will tend to firm prices on all imported lines affected, but will also tend to decrease the profit margins of the retailer on those goods;

(3) From the consumers' standpoint, the increase will have little effect in that more staple lines, such as nuts, oranges, bananas, dried fruits, but will tend to decrease consumption on luxuries already highly taxed, such as winter vegetables from the United States.

(4) The new duties will give the Canadian manufacturer using foreign raw materials an advantage over the foreign manufacturer competing against him.

CANADIAN GROCER

ESTABLISHED 1886

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED

JOHN BAYNE MACLEAN, President.

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

Cable Address: Macpubco, Toronto.

OFFICES:

CANADA—

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

UNITED STATES—

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

GREAT BRITAIN—

London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable Address: Atabek, London, England. Subscription: Canada, \$2.00; United States, \$2.50. Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

TORONTO, FEBRUARY 19, 1915

RESOLUTIONS OF A. LIVE WIRE.

Because canned foods and preserved fruits, jams, etc., are essentially a Canadian product, since the sugar is refined and the raw materials are grown here and the tins and glass jars made in Canada; and because the cases are made by Canadian workmen in Canadian factories and the lumber comes from Canadian forests. I have resolved to push their sales during 1915 with more energy than ever. I realize that by SELLING canned foods, I am not only directly, but indirectly profiting ourselves thereby.—A.L.W.

No Tax on Tea.

THE Budget has been brought down and there is no tax on tea. This is one thing for which the trade of Canada should be thankful, because if there had been a duty on the national beverage of the country, the retailer would have been up against a serious problem.

Either he would have had to raise his prices a cent or two and sold at an unpopular price or he would have had to maintain present prices and swallow a drop in his profits.

Canadian Grocer took the ground some months ago when everyone was talking a war tax on tea and expecting one, that there should be none. In fact this was the only paper in Canada that opposed the tax until a week or two ago when one or two others followed. As announced last week, we sent a copy of a special article on the subject which appeared early in January to the Cabinet Ministers at Ottawa and received replies from them that they had read the article. In view of the fact that Hon. Thos. White, as Finance Minister, had more to do with the drawing up of the new taxes schedule than any other cabinet minister, the reply from his department to our letter will prove interesting. It is as follows:

Editor, Canadian Grocer.

Dear Sir:—

I have the honor to acknowledge the receipt of your letter of the 9th instant addressed to the Honorable the Minister of Finance, enclosing copy of Canadian Grocer, which contains an article entitled: "A War Tax on Tea Would be Burden to Poor."

The contents of the article have been carefully noted.

R. W. BREADEUR,
Tariff Officer.

Finance Department, Tariff Branch.

When the Budget was brought down it was a pleasure to note that the contents of the article had been more than noted—they were acted upon. Not only did Canadian Grocer oppose a tea tax but we suggested that revenue be collected from sources that could afford to pay it, such as bankers, brokers, perfumes, steamship tickets, parlor and sleeping car passengers, theatres and movies, etc. How nearly we came to hitting the mark, the trade now knows.

There was a splendid opportunity here for the retail associations to make their organization felt. A despatch was printed last week prior to the Budget presentation, to show that the cabinet was wavering in the matter of whether there should be a tax on tea or not. It was no doubt a narrow escape. Had the associations taken up the matter strongly with every cabinet minister a month ago there would have been no danger whatever. As it happened tea escaped the tax for the present, but should the war be long drawn out, further taxes may be necessary and it would be just as well to get busy at once and oppose any tax on tea in the future.

It was too bad that there should have been so much speculation on both tea and sugar prior to the presentation of the Budget. With a war tax of 70 cents already on the latter it was unreasonable to expect another. That might have tended to a decline in consumption and a lower revenue than is at present being received; and with tea, the national beverage of the poor as well as the rich it would have been a mistake to have levied duty on it.

The Retailer and the Tariff

FROM the standpoint of the retailer the increase in the tariff of 5%, British Preferential, and 7½% General, is likely to have the effect of shaving profits. That the raise in the duty was not entirely unexpected was evidenced by the rumors floating around a few weeks prior to the presentation of the Budget to the effect that the raise would amount to about 10% all round. This appeared in Canadian Grocer a couple of weeks ago. But the very fact that the increase in the tariff was of such a comparatively small amount, is going to mean that while the retailer will be called upon to pay it in buying his goods, the advance on individual items will be so small that it will be difficult for him to raise many of his prices to the consumer.

Take a dozen oranges for instance. The duty means an advance of only about a cent or so a dozen, and if the retailer is selling oranges at 30 cents a dozen it would be difficult for him to advance to 31 cents. It would be still more difficult for him to get back any of the money paid in lieu of the duty, if he sells his oranges for say 2 or 3 for five or ten cents.

The same applies to practically every line bought in quantity and retailed at so many for five or ten cents. The retail dealer in groceries is not experiencing any undue profits in view of the keen competition everywhere and he must carefully guard against any raid upon them. The advance in the tariff will certainly mean that he will have to pay more for his goods and he will come out allright at the end of the year.

There ought to be no reason why the dealer should be called upon to pay other people's war taxes.

Advertise Canada

IT has been estimated that wealthy residents of the United States have been spending some \$400,000,000 in Europe annually. It is plain to be seen that this year the door of Europe is practically barred to them—or at any rate they would not want to go if permission were freely granted.

What is to hinder Canada from getting a big share of that \$400,000,000? Many United States papers have of later years been running the slogan "See America First" and as Canada is a part of America, and as we can present to our neighbors some of the finest scenery and fishing lakes in the world, why shouldn't we get many more thousands of tourists from the United States than in former years?

Here is an opportunity for our Federal Government to conduct a strong advertising campaign in the United States that would be certain to get results beneficial to practically every Canadian. Four hundred millions is a lot of money and so is half or a quarter of that amount. Canada has many ideal districts for pleasing the tourists. There is no finer scenery to be found anywhere than in British Columbia with its mountains. The Maritime provinces on the other side of the continent are rich in natural beauty; Quebec and Ontario present unparalleled fishing and hunting possibilities and the undulating prairies of the West—the granary of the Empire—with their mile upon mile of golden grain constitute a sight never to be forgotten.

The opportunities therefore for a strong Government advertising campaign are great and right now is the time to make preparations for launching it.

Maple Products Law in Effect

CONTRARY to what has been stated to the effect that the new maple product regulations will not become law for some time, and that the retailer is not liable if he sells his goods in good faith, Canadian Grocer feels it a duty to again point out that the new law came into effect on January 1 last, and that the retailer is liable in case products labelled "maple" and which are not pure are found on his shelves.

While it may not be that the Government will send out its inspectors to collect samples of maple products for some months, yet the law is now in effect and samples are liable to be taken from the shelves of the retailer at any time. Our advice is that the letter of the law be strictly adhered to, which means that there should be no syrup or sugar in any grocery store labelled with the word "maple" unless that syrup and sugar are absolutely pure products of the maple tree.

The Adulteration Act plainly makes the retailer liable to a fine if the law is broken. There is no getting away from that. While it may not be just in every case yet a police court magistrate usually goes by the wording of the law and not by personal sentiment.

In view of these things we unhesitatingly urge every Canadian retailer to observe the new maple products regulations strictly.

Editorial Notes

HAVE YOU seen any airship raiders yet?

. . .

THE INEVITABLE has happened—the budget is down.

. . .

THERE IS TO be no tax on tea—a victory for the retailers, and a God-send to the poor.

. . .

SUGAR NOW bears a war tax of 70 cents a hundred. There was no room for an additional duty.

. . .

THE HIGH FOOD value of canned goods makes them particularly good lines to feature at all times.

. . .

WE HAVE already had a taste of spring this month—probably the bear and the shadow story is more than legendary.

. . .

THERE ARE few industries in Canada of greater importance than that of food canning as is shown by the first article of this issue.

. . .

THE ALLEGED German aeroplane raid on Ottawa may possibly have been engineered by interests after a bunch of money—and the train service was too slow for them.

. . .

ABOUT A MILLION cases of canned salmon are produced in Canada every year representing a money circulation before they reach the consumer of some eight or nine million dollars.

Sources of the Extra Revenue

The Tariff Changes in Brief and Some Estimates of What the War Taxes Will Bring—Banks, Loan Companies, Cables and Telegraphs, Passenger on Railways and Steamships, Letters and Post Cards Among the Sources.

- From the Banks**—A tax to be paid quarterly, equal to $\frac{1}{4}$ of 1% upon average amount of the notes in circulation during the three months preceding.—Estimated revenue—\$1,050,000.
- From the Loan and Trust Companies**—A tax of 1% upon the gross amount of interest from loans and investments in Canada, and the same tax on the gross amount of income other than interest on business transacted in Canada received by the company on and after Jan. 1, 1915.—Estimated revenue—\$1,000,000.
- From the Insurance Companies**—A 1% tax on the net premiums received by the company on and after Jan. 1, 1915,—other than life and marine companies and fraternal benefit societies.—Estimated revenue—\$301,000.
- From Cable and Telegraph Companies**—A 1 cent tax on each message from each office in Canada for which a charge of 15 cents or more was imposed, the company having the right to collect the one cent from the party who sends the message.—Estimated revenue—\$100,000.
- From Purchasers of Transportation Tickets**—A tax of 5 cents on every railway passenger ticket over \$1 and not more than \$5, to any place in or outside of Canada; on every steamboat passenger ticket between Canadian ports or from a Canadian port to a port in Newfoundland, the West Indian Colonies or the United States; on tickets over both railway or steamboat lines to the above places. If the ticket amounts to more than \$5 the additional tax will be five cents for each additional \$5 or fraction thereto—Estimated revenue—\$3,000,000.
- From Sleeping and Parlor Car Accommodation**—10 cents for each berth bought, and 5 cents for each parlor car seat.
- From Passenger Steamship Companies**—A tax of \$1 for each passenger carried between Canadian points or from Canadian points to points in Newfoundland, West Indian Colonies and to the United States if the amount chargeable for the passage exceeds \$10; the sum of \$3 if the amount exceeds \$30; and \$5 if the amount exceeds \$60—the company may collect this from the passenger.—Estimated revenue—\$750,000.
- From Drawers of Cheques and Bills of Exchange**—A tax of 2 cents on each cheque payable at or by a bank, and the same on each bill of exchange through a bank or delivered to a bank for collection; also a cheque or other bill of exchange made out of Canada shall before presentment for payment have affixed a stamp to the value of 2 cents, and the value of the stamp shall be chargeable to the person entitled to the proceeds of the cheque or bill.—Estimated revenue—\$800,000.
- From Bank Receipts**—A tax of 2 cents on a receipt for money paid to a customer by the bank and chargeable against a deposit to his credit.
- From Express Companies**—A tax of 2 cents on money orders or travelers' cheques, a stamp to be affixed before one is issued and chargeable to the purchaser.
- From Money Orders and Postal Notes**—A tax of 2 cents and 1 cent respectively to be affixed by the Post Office to be paid for by the purchaser. On these stamps will be printed the words "war tax."
- From Letters and Post Cards**—A tax of 1 cent on each letter and post card sent by post. The stamp will have the words "war tax" printed on it.—Estimated revenue—\$6,934,000.
- From Bills of Lading**—A tax of 2 cents in the form of a stamp on each bill of lading or other evidence of receipt for goods to be exported or carried coastwise or to be transported by railway. The person by whom the goods are received affixes the stamp.
- From Proprietary or Patent Medicine and Perfumery**—Tax of 1 cent when the retail price for each bottle or package is 10 cents or less and for each additional 10 cents or fraction thereof, 1 cent.
- From Non-sparkling Wines**—Tax of 5 cents on each bottle of one quart or less, and 5 cents for each additional quart or fraction of a quart.
- From Champagne and Sparkling Wines**—Tax of 25 cents on each bottle of one pint or less and 25 cents additional for each extra pint or fraction thereof. (The new duties on wines and champagne took effect on Feb. 12.)
- From Duties on all Imported Goods** (with some exceptions)—The entire tariff schedules have been advanced as follows: British Preferential 5%; Intermediate $7\frac{1}{2}\%$ and General $7\frac{1}{2}\%$. The exceptions include tea, fish from Newfoundland; cocoa and chocolate products, salt for the fisheries, Indian corn, except for distillation purposes; wheat, wheat flour, sweetened biscuits, sugar, tobacco, wines from South Africa; animals for the improvement of stock; squid, oysters, fish and fish eggs for propagating purposes; books, printed; newspapers and magazines; news printing paper; matrix paper; nicotine sulphate; ores of metals; bells for churches; gold and silver coin and gold and silver in ingots, blocks, bar, drops, etc.; typesetting and typecasting machines; newspaper printing presses; mowers, binders, harvesters and reapers; traction ditching machines; surgical and dental instruments; material for ships; binder twine; articles for the manufacturing of binder twine; fish hooks, lines, twines and nets for the fisheries; artificial limbs, artificial teeth, not mounted; articles specified in tariff for schools, hospitals and charitable objects; settlers' effects.



Current News



Quebec and Maritime Provinces.

Bernard & Berger, grocers have registered in St. Johns, Que.

H. A. Channel, grocer and grain merchant, Stanstead, Que., died recently.

Two representatives of J. C. Whitney, tea importer, Chicago, were in Montreal this week.

Fire destroyed the store of S. Burdick, 3183 and 3185 Stewart Avenue, Bordeaux, Que., on Monday.

John D. Hutchins, of John Duncan & Co., tea importers, Montreal, left this week for a vacation in Florida.

The Montreal Grocery Clerks' Union have decided to hold their annual picnic at St. Rose this year, early in June.

Alex. Hendry, tea importer, Montreal, who injured his leg recently, is much better, and will be back at his office shortly.

W. H. Escott Co., Limited, Winnipeg, have recently been appointed representatives in Manitoba, Saskatchewan and Alberta for the Stewart, Foster Co., of Toronto, manufacturers of Sun Ammonia.

George Vipond, head of the wholesale fruit merchants of Montreal, returned last week from a trip to California, combining pleasure with business. He reports that the fig, apple and grape crop this year will, according to present indications, be very good, while oranges and lemons will not be as good as last year.

About forty New Glasgow, N.S., merchants in various lines of business have signed an agreement to close their stores at 8.30 p.m. on Tuesdays and at 6 p.m. in Thursday evenings during the months of February and March. This is in accordance with the action recently taken by the grocers of the town. This will be continued during these months with the exception of any Tuesday or Thursday that may have a steel works pay on these days.

Ontario.

John Clark, grocer, Stayner, Ont., has sold to Hugh Lamont.

Norman A. Allan, grocer, Queen street east, Toronto, died last week.

Wm. Johnson, grocer, Sarnia, Ont., died last week at an old age.

J. K. Whitelaw, grocer, Arnprior, Ont., is succeeded by J. Lemourie.

S. H. Broley, grocer, Barrie, Ont., has sold to W. J. Coulten.

J. A. Kilgour, general merchant, Traltee, Ont., has sold to Hugh Hamilton.

Fire destroyed the general store of Thos. Clements, Warsaw, Ont., recently.

Daniel Lund has taken over the business of Lund Bros., grocers, Sackville, Ont.

A. R. W. Burrows, general merchant, Middlemiss, Ont., has sold to R. C. Fletcher.

W. J. Wilson, of S. H. Ewing Co., Montreal, left this week on his spring Maritime trip.

Edgar Patterson has purchased the grocery and confectionery business of Harrison Bros., Shelburne, Ont.

W. E. Lyons has purchased the baking confectionery, grocery and stationery business of the late W. N. Starr, Newmarket, Ont.

Wm. Neilson, head of Wm. Neilson, Limited, confectionery manufacturers, Toronto, passed away last week at the age of seventy-one years.

J. Wagstaffe, manufacturer of jams, etc., Hamilton, Ont., was among those who attended the annual convention of National Canners' Association of the United States at New York.

Kingston, Ont., merchants are discussing the question of a three-days' carnival, which is to be the farewell of Eastern Ontario to the 21st Battalion.

John W. Bowman & Co., wholesale grocers, Toronto, have assigned to E. R. C. Clarkson, liabilities estimated at \$20,000. The Household Co-operative Stores also assigned yesterday to the same firm, liabilities estimated at \$10,000.

Harry C. Baker, for many years Western Canada representative of the Eby-Blain Company, wholesale grocers, Toronto, died last week. He was fifty-six years of age, and had been ill for about two years. He was born in St. Peter's Minn., and had been a salesman practically all his life. Except for a short time during which he was in business for himself, Mr. Baker had been with the Eby-Blain Company. He was a brother of Wallace J. Baker, sales promotion manager of the Canadian Cereal Flour Mills Co., Limited.

Western Canada.

Thos. Mailhoit, general merchant, Montmartre, Sask., has sold to A. T. Breton.

E. J. Willes, grocer, Winnipeg, is succeeded by M. J. Lacell.

Delong & May have opened a grocery store in Reston, Man.

W. C. Rutherford, grocer, Winnipeg, is succeeded by H. Beaudry.

J. A. Currie, general merchant, Mather, Man., has sold to W. C. Rutherford.

A. G. Wildren, Edmonton, Alta., has opened a manufacturers' agency business.

Jordan & Cummings, general merchants, Dummer, Sask., are succeeded by Watson & Cummins.

Little & Atchison, grocers, Cranbrook, B.C., are now located in new premises, fitted up with new fixtures.

A. E. Emery has severed his connection with the James Ramsey, Limited, Alta. He was vice-president.

FISH MEN ORGANIZE IN OTTAWA.

The fish men—curers, packers, wholesalers and retailers—were in Ottawa last week to form the Canadian Fisheries Association. The main idea is to protect the fish men by getting attractive rates for transportation of fish. The association will also conduct an educational campaign among all those engaged in the fish business. The officers are:—President, D. A. Byrne, Montreal; first vice-president, S. Y. Wilson, Halifax; second vice-president, W. H. Barker, Vancouver; secretary-treasurer, F. W. Wallace, Montreal; executive committee, M. Lapointe, Ottawa; F. T. James, Toronto; J. Bowman, Port Arthur, for Ontario; A. H. Whitman, Halifax; H. B. Short, Digby; W. P. Scott, Queensport, for Nova Scotia; Walter Leonard, St. John; R. O'Leary, Richibucto; W. G. Logie, Chatham, for New Brunswick; Hon. J. McLean, Souris; Charles Longworth, Charlottetown, for Prince Edward Island; J. A. Paulhus, A. H. Brittain, W. R. Spooner, Montreal, for Quebec; A. L. Hager, Peter Wallace, W. H. Greenwood, Vancouver; and H. S. Clements, M.P., Prince Rupert, for British Columbia.

Tariff Effect Upon Markets

Tendency is to Firm Prices on All Imported Goods—Montreal Wholesalers Already Advance Dried Fruits, Spices and Nuts—Toronto Will Likely Wait a Few Days—Tea Firm and Higher—Macaroni Market Up—Cocoa Situation Firm
—Montreal Firm Lowers Fancy Rice Prices.

Markets in Brief

QUEBEC MARKETS.

FLOUR AND CEREALS—
Package oats, \$4.75 per case.
Hominy affected by tariff.
Flour market dull.
Expect firm feed market.

PRODUCE AND PROVISIONS—
Barrelled pork up \$1.50.
Compound lard $\frac{1}{4}$ c higher.
Tariff checks egg decline.
Selects down one cent.
Live ducks in demand.

FRUIT AND VEGETABLES—
Cranberries going slow.
Baldwins up to \$4.
Valencias down to \$4.50.
Radishes 50c per doz.
Watercress worth \$1.10.

FISH AND OYSTERS—
Offer lake herrings $4\frac{1}{2}$ c.
Malpeques cleaned up.
Bulk oysters easier.
Tomcods down to \$1.50 bbl.

GENERAL GROCERIES—
Molasses going up.
Shelled nuts up 2c; in shell 1c.
Rices advanced 10c per cwt.
Most dried fruits go up $\frac{1}{2}$ c.
Lima beans quoted 9-9 $\frac{1}{2}$ c.
Canadian bean market easier.

ONTARIO MARKETS.

FLOUR AND CEREALS—
Flour steadier.
Rolled oats strong.
Barley very firm.
Export trade in flour quiet.

PRODUCE AND PROVISIONS—
Cheese up another $\frac{1}{2}$ c.
Eggs lower.
Poultry deliveries heavy.
Butter firm.

FRUIT AND VEGETABLES—
Spices scarce and higher.
American fruit up.
Influence of tariff.
Pineapples advance.
Celery scarce.

FISH AND OYSTERS—
Scarcity of cod.
Lobster is high.
Advance in haddock.
General trade better.

GENERAL GROCERIES—
Tariff will mean increases.
Average advance of ten per cent may be deferred.
Tea very strong.
Coffee easier.

QUEBEC MARKETS.

Montreal, Feb. 18.—The first impression among the trade here is that the Finance Minister has distributed the war tax in a manner that reaches a maximum number of people, and makes almost everybody pay their share. This, of course, may be changed later. The first announcement appeared in the Thursday evening papers, and it was not known then whether tea came under the 5 and 7 $\frac{1}{2}$ per cent. increase or not. Friday morning the truth was known. It is believed by many that the Finance Minister, knowing how heavily tea was being bought throughout Canada, decided to delay the tax until a time when

these large supplies are exhausted, when a special session will be called for imposing a duty on tea. The question is being asked: Have the Government been deceived? Have they been under the impression that a tea tax would not produce the desired revenue? The stocks in the hands of wholesalers are not very large. Many retailers, on the other hand, bought supplies to last for four and six months on an average.

Those who bought sugar—and the amount of sugar bought during the past two weeks was enormous—are also disappointed. Some of the refiners took advantage of the opportunity to bring in fresh supplies of raws, paying handsome duty charges. With the market looking like a decline, there may be some expressing sorrow that they bought. On the other hand, large supplies were bought of lines which did come under the new tariff. One thing which cannot be understood by many is why coffee should be taxed again, while tea got away with nothing. In the meantime, common teas have declined considerably, while better teas are more or less maintaining prices. Few sales are being made.

Wholesalers who handle wines have been engaged since the budget came down sticking stamps on wines. Retailers also may be doing the same. The fine for sales without stamps is \$250, and everybody is supposed to be familiar with the law. Wholesalers have also figured out advances in lines coming under the 7 $\frac{1}{2}$ and preferential tariff. These have not been figured exactly, as the whole list cannot be arranged suddenly, but the advance is covered roughly until the wholesalers are importing, when they will know exactly what advances to make.

The flour and cereal market is not affected by the tariff. In the fruit and vegetable market higher prices to the retailer will be seen on a large number of lines. In fish, oysters and fresh fish being brought in from Boston will come under the tariff. American eggs will not come in so freely, and the tariff helps to hold the Canadian market up. Advances have taken place in barreled pork and compound lard, both of which come from the United States.

In the general grocery markets, quite a number of lines are affected. Most dried fruits advance about half a cent.

per pound. Higher prices are quoted on both imported and Canadian rices. Coffees are dearer. Nuts are up 2c per lb. for shelled, and 1c per lb. in the shell. Spices are up 1c per lb. all round.

SUGAR.—During past week raws fell from 4c, and by Tuesday had reached 3 $\frac{1}{2}$ c. With this decline, and considering amount of business done during the past two weeks, it is not surprising that the refiners are doing little business. The decline in New York is attributed somewhat to freights offering more freely, making it easier to convey sugar from source of supply. Those refiners who made sales of sugar with a guarantee against an increase in war tax were good guessers. Much business was placed on this basis. One refiner in particular insisted that all sugar be paid for and delivered before the handing down of the budget. In view of conditions in New York, the Canadian market shows some symptoms of weakness, and unless a recuperation takes place, a decline here would not be surprising.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	6 30
20 lb. bags	6 90
2 and 5-lb. carton	7 10
Yellow Sugars—	
No. 3	6 65
No. 1	6 40
Extra Ground Sugars—	
Barrels	7 20
50 lb. boxes	7 40
25 lb. boxes	7 60
Powdered Sugars—	
Barrels	7 00
50 lb. boxes	7 20
25 lb. boxes	7 40
Paris Lump—	
100 lb. boxes	7 55
50 lb. boxes	7 65
25 lb. boxes	7 85
Crystal Diamonds—	
Barrels	7 45
100 lb. boxes	7 55
50 lb. boxes	7 65
25 lb. boxes	7 85
Cartons and half cartons	8 05
Crystal Dominoes, cartons	8 15

DRIED FRUITS.—On most lines an advance of $\frac{1}{2}$ c per lb. was made to allow for increase in tariff, particularly Californian lines. There is no change in the price of peels. Currants advanced $\frac{1}{2}$ c, but quotations were high before. Dates advanced $\frac{1}{2}$ c. Stocks of figs are very limited, and no glove boxes are available. Prunes advanced $\frac{1}{2}$ c. Valencia raisins were not advanced in every case, as the market had been firm for several weeks, and prices were high anyway. These table raisin prices are only nominal, and stocks in Montreal are very light. California muscatels are now 8 $\frac{1}{2}$ c instead of 8c. California seeded and seedless are up $\frac{1}{2}$ c.

EVAPORATED FRUITS.

	Per lb.
Apples, best winter	6 08
Apricots	6 15 $\frac{1}{2}$
Nectarines, choice	6 13 $\frac{1}{2}$

CANADIAN GROCER

Peaches, choice	0 08½	0 10¼
Pears, choice	0 13½	0 15
DRIED FRUITS.		
Candied Peels—		
Lemon	0 19	0 20
Lemon	0 12½	0 13
Orange	0 12½	0 13
Currants—		
Amalias, loose	0 07½	0 08
Amalias, 1-lb. pkgs.	0 08	0 08
Filiatras, fine, loose, new ..	0 07½	0 08
Filiatras, packages, new	0 08½	0 09
Dates—		
Dromedary, package stock, per pkg.	0 09	0 09
Faria, choicest	0 12½	0 13
Hallowee, loose	0 08½	0 09
Hallowee, 1-lb. pkgs.	0 08	0 09
Figs—		
8 crown, 12 lb. boxes, fancy, layer, lb.	0 15¼	0 16
7 crown, 12 lb. boxes, fancy, layer, lb.	0 15	0 15½
6 crown, 1 12b. boxes, fancy, layer, lb.	0 15	0 15
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 14¼	0 15
40 to 50, in 25-lb. boxes, faced	0 13¼	0 14
50 to 60, in 25-lb. boxes, faced	0 12½	0 13
60 to 70, in 25-lb. boxes, faced	0 12	0 12½
70 to 80, in 25-lb. boxes, faced	0 11	0 11½
80 to 90, in 25-lb. boxes, faced	0 10½	0 11
90 to 100, in 25-lb. boxes, faced	0 10	0 10
Raisins—		
Malaga table, box of 22 lbs., 3-crown cluster, \$2.00; 5-crown cluster	3 80	3 80
Muscateis, loose, 3 crown, lb.	0 08½	0 09
Sultana, loose	0 09	0 09
Valencia, selected	0 08	0 08
Valencia, 4-cr. layer	0 09	0 09
Cal. seedless, 16 oz.	0 11	0 11
Seedless, 12 oz.	0 09½	0 10
Fancy seeded, 16 oz.	0 10½	0 11
Choice seeded, 16 oz.	0 10	0 10

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

RICE.—The increase in tariff applies to raw rice, and Montreal mills announced an advance of 10c per 100 lbs. on Monday. Vancouver mills have also advanced their prices. An increase of 5 per cent. means an advance on imported refined rices of 25c per bag. Before the budget came down, Montreal wholesalers were big buyers of rice. Quotations on Rangoon rices are put up 10c per cwt., but fancy rices are lower here. Tapioca and sago remain on old quotations. The first cost of sago is only around 2c, and the increase in tariff is almost negligible.

Rangoon Rices—		Per cwt.
Rangoon "B"	3 60	
"C. O."	3 50	
India bright	3 75	
Lustre	3 85	
Fancy Rices—		Per cwt.
Imperial Glace	5 50	
Sparkle	5 70	
Crystal	5 85	
Ice drips	5 80	
Snow	5 70	
Carolina head	7 85	
Polished	5 25	
Pearl	5 35	
Prices are per 100 lbs., packed in bags (250 lbs.), half-bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).		
Imported Patna—		Per lb.
Bags, 224 lbs.	0 06	0 06¼
Half bags, 112 lbs.	0 06¼	0 06
Quarter bags, 56 lbs.	0 06½	0 06¼
Velvet head Carolina	0 08½	0 10½
Sage, brown	0 05½	0 06
Tapioca—		
Pearl, lb.	0 05	0 05¼
Seed, lb.	0 05	0 05¼

MOLASSES.—Some doubt existed in Montreal for a while whether molasses would be taxed under the new tariff. Advice was sought at Ottawa, and word arrived that molasses would be taxed 5 per cent. As the local market is strong, an advance of about 2c may be expected this week. The increase in duty will amount to from 1c to 1¾c, depending on the price in Barbadoes. Nothing is heard of any sales of new crop having been made. There are those who are ready to buy as soon as freight rates are announced and the price is right. Some think that the freight rates will not be announced for several weeks. Crop reports from Barbadoes state that the crop

this year will be as big as last year, which was a bumper one. The price must come down, and with sugar easier in New York, cheaper molasses, the price is likely to be down soon.

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

For outside territories prices range about 3c lower per gallon than for delivery, Island of Montreal. Careful lots of 20 punchons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—		
Barrels, per lb., 3½c; ½ bbls., 4c; ¼ bbls.	0 04¼	
Pails, 38½ lbs., \$1.95; 25 lbs.	1 46	
Cases, 2 lb. tins, 2 doz. in case	2 65	
Cases, 5 lb. tins, 1 doz. in case	3 00	
Cases, 10 lb. tins, ¼ doz. in case	2 90	
Cases, 20 lb. tins, ¼ doz. in case	2 85	
Cane Syrups—		
Barrels, lb., 3½c; ½ bbls.	0 04	
Cases, 2 lb. tins, 2 doz. per case	2 55	
Maple Syrups—		
Pure, per 8½ lb. tin	0 75	
Pure, in 15 gal. kegs, 8c per lb. or per gal.	1 25	
Maple sugar, pure, per lb.	0 13	0 11

COFFEE.—According to Hon. Mr. White's statement in the House, a further tax of 7½ per cent. is imposed on coffee. It is believed by some Montreal importers that a mistake has been made, and the matter will come before a committee of the House at the end of this week. It is considered an injustice that coffee should be singled out for a second tax. Efforts are being made to show the injustice of this tax, and it is believed by some the 7½ per cent. tax will be withdrawn. But we shall have to await developments.

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

NUTS.—Several wholesale houses have advanced their prices 2c per pound on shelled nuts, and 1c per lb. on nuts in shell. This became necessary when importers began quoting higher prices. Shelled walnuts, which were 29c in the first market a week ago, are now quoted at 32½c. A scarcity is reported in France for some reason or other, which is keeping the market fairly firm. The price paid by wholesaler for shelled almonds is to-day 36c, whereas the retailer could buy at that price a week ago. There is a steady demand for nuts. There was very little speculation last week.

Almonds, Tara	0 18
Grenobles, new	0 16¼
Marbots, new	0 15
Shelled walnuts, new, per lb.	0 32
Shelled almonds, 28-lb. boxes, per lb.	0 38
Sicily filberts	0 40
Pecans, large	0 14½
Brazils, new	0 19
Peanuts, No. 1, 12½c; No. 2	0 14
Peanuts, No. 3	0 15
Peanuts, No. 4	0 11½
Canadian chestnuts	0 10
Canadian chestnuts	0 12

SPICES.—All prices were advanced 1c per lb. An increase in the tariff will mean that many Montreal houses who have hitherto bought in New York, will now buy in London. The duty on spices coming from New York has always been higher than from London, but as freights were more favorable, and New York importers were able to give almost as good

prices as London, business was placed there. Now that the duty from New York has been advanced still further, much business will be switched to London. A cable from London this week announces that D. Cochin ginger is not offering in India. Singapore white pepper is quoted 10½d. c.i.f., New York. Penang white pepper is quoted 9¾d. These are for shipments direct from Straits. New York importers state that for February, March and even April needs there are likely to be extreme prices.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lb.
Allspice	0 17	0 70-80	0 24
Cassia	0 23	0 78-1 05	0 31
Cayenne pepper	0 26	1 06-1 21	0 33
Cloves	0 41	1 21-1 31	0 48
Cream tartar—40c.			
Ginger, Cochin	0 18-0 24	—	—
Ginger, Jamaica	0 23	1 00-1 15	0 31
Mace	0 30	1 00-1 15	0 31
Nutmegs	0 40	1 06-1 26	0 75
Pepper, black	0 25	0 90-1 00	0 31
Pepper, white	0 34	1 15-1 20	0 40
Pastry spice	0 23	0 95-1 20	0 31
Pickling spice	0 16	0 85-1 00	0 80-0 95
Turmeric	0 21-0 23	—	—

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

Cardamon seed, per lb., bulk	2 00	2 50
Carraway—		
Canadian	0 13	
Dutch	0 15	0 16
Cinnamon, China, lb.	0 17	0 19
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Cayenne chillies	0 26	0 31
Shredded cocoanut, in pails	0 26	0 19¼

DRIED VEGETABLES.—The bean market is easier this week. Whereas the wholesalers were paying \$3.10 a week ago, they are now buying at \$2.90. Before the budget came down, growers were "bulling" like everybody else. Now things are settling down, and the feeling is that prices were advanced too quickly. An advance of 10c per week is not healthy. Whole peas continue poor in quality, and bring prices about twice as high as they are ordinarily. Splits are in about the same condition, costing the retailer \$5.25. Lima beans will be slightly affected under the tariff, and are quoted now 9-9½c. Pot barley is not affected. Quotations are \$3 for pot barley, and \$4.50 for pearl.

Beans—		
Canadian, 3-lb. pickers, per bushel	3 25	3 50
Yellow, per bushel	3 25	3 25
Yellow eyes, per bushel	3 25	3 25
Lima, per lb.	0 09	0 09¼
Peas, Imperial green, per bushel	2 50	2 50
Peas, white soup, per bushel	2 85	3 00
Peas, split, bag 98 lbs.	5 25	5 25
Barley, pot, per bag	3 00	3 00
Barley, pearl	4 50	4 50

ONTARIO MARKETS.

Toronto, Feb. 18.—Talk on the Street is all about the tariff, of course. Hon. Mr. White did some things he was not expected to, and he left undone some things that he was expected to do. The seven and a half per cent. additional on foreign importations, and the five per cent. on British preferential, between them cover a pretty broad field, so far as the grocery trade is concerned. Up to now merchants and business have not figured out exactly where they are at—to use a colloquialism—and are not anxious to commit themselves to any statement whatever as to whether prices

CANADIAN GROCER

will be raised immediately or no. The general opinion is that most wholesalers are pretty well stocked and probably an immediate advance is not necessary on most lines. But whether it's not being necessary will mean that it won't take place is a matter for each to determine.

Two observations may be made, we think, on the broad aspect of the tariff changes. One is that retailers will do well to buy now where necessary. That is logical. Many prices at this writing have not advanced. Sooner or later they are going to advance, even though the increase be gradual, rather than sharp and once-for-all. At present most lines which will feel the effect of the tariff changes can be bought at old prices on the Toronto market and retailers can save money by buying right now. The other phase which is worth while noting is that these tariff changes are bound to be good business from the point of view of Canadian products.

There is another important aspect. The stamp duties are going to increase overhead charges to big houses, both importers and wholesalers. Over and above the extra seven and a half or five per cent—as the case may be—thy have to pay a stamp tax on bills of lading, bills of exchange, invoices, cheques and so forth. All that is going to radically increase running expenses. For that reason we think that there will be an increase in the prices quoted by the wholesaler amounting to about ten per cent. upon the average taxable commodity. When this will be effected each wholesaler must figure out for himself. But when it does come, it will probably work out to about that figure.

There is no tax on tea—yet. Many are saying that there will be one later; that it may be put on over night, when stocks are considerably lower than they are now.

Cocoa situation is interesting, and we must look for higher prices, even though we are getting through the winter, when cocoa is a good seller. The actual market on the beans is very high.

Macaroni, as we forecast last week, is higher by a cent and a quarter per pound. Stocks of wheat are said to be low, and prices are certainly high, so that macaroni has advanced.

Canned goods are enjoying a good trade just now. There are a lot of repeat orders coming, particularly in salmon, and canned vegetables.

The situation in tea is such that we think an all-round advance is bound to occur very shortly. No one can prognosticate, of course, but the market is certainly "out of sight," and shows no disposition to come down again.

In this connection the Blue Ribbon Tea Co. have raised the price of their lowest grade of tea 5 cents per pound

in the West. The cheapest tea they now sell to the public, from Port Arthur West, is 45c per lb. Recently, bye-the-bye, this firm changed from lead to paper packages.

The cheapest tea that can be purchased in Colombo to-day would cost, importers say, laid down in Toronto 11¼d, including ordinary freight charges and insurance, but not extra freights that are now being charged, nor war risks. Therefore the cheapest class of tea would cost, laid down in Toronto or Montreal, at least 24c per lb.—possibly more—and, of course, laid down in the West, it would cost considerably more.

SUGAR.—Raws are considerably easier in New York. Toronto did not follow New York in their last raise and prices here therefore do not change. There has been a good deal of selling; chiefly on account of those who bought speculating on possibility of a war tax, and found the gamble turn out all wrong. So far as other buying is concerned, market is not strong.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	6 86
20 lb. bags	6 96
10 lb. bags	7 01
2 and 5-lb. cartons	7 15
Nova Scotia refined, 100-lb. bags	6 76
Extra Ground Sugars—	
Barrels	7 26
50 lb. boxes	7 44
25 lb. boxes	7 66
Powdered Sugars—	
Barrels	7 06
50 lb. boxes	7 26
25 lb. boxes	7 46
Crystal Diamonds—	
Barrels	7 51
100 lb. boxes	7 61
50 lb. boxes	7 71
Cartons (20 to case)	3 11
Cartons (50 to case)	8 61
Crystal Dominoes, cartons	8 26
Paris Lump—	
100 lb. boxes	7 61
50 lb. boxes	7 71
25 lb. boxes	7 91
Yellow Sugars—	
No. 1	6 46
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

TEA.—It is nearly impossible to get round lots of tea on the London or Colombo market, and that condition is, of course, reflected here. One large buyer here this week only got 380 chests at an advance of 1/8d over last week's price, and their cable report says the market is again higher. This means that since the first of the year tea has advanced in London fully two cents per pound and in the last five months, fully four cents per pound with all prospects of a still higher market.

"If," said one house, "we gave instructions to our London office next week they must get at auction from 2,000 to 4,000 chests of tea, it would mean in all probability they would have to pay at least two pence more per pound for our kind of tea."

Regarding the gamble in tea that has taken place recently—if people who looked for a duty bought their tea at the market prices, although the market was very high, they must do well because prices are still increasing. The trouble may be that all the very old, and very

bad tea has been raked up from all quarters and resold. These will be the teas that it will be found difficult to move, and the people gambling in them will be "stung."

DRIED FRUITS.—All lines have stiffened up as a result of the tariff changes, though no advances have occurred at this writing. Probably higher prices will come gradually, week by week. This market is going to be particularly affected by the additional duties, as most lines come from Spain or Italy or Japan, the United States, or other foreign countries. Prunes, which are in good demand this week, will likely advance half a cent a pound. Seeded raisins are in the same case. Peaches are firm, and these, too, will be higher. So will apricots. Retailers should buy now. Next week prices may be up. Business is better in all lines of dried fruits. Dates have shown some activity after a period of quietness. Currants are strong in the primary market. Candied peels are firmer and are moving fairly well. There is a more even distribution among different fruits of trade than there has been for some time.

Apricots—		
Standard, 25 lb. boxes	0 13	0 14
Choice, 25 lb. boxes	0 15½	0 16
Apples, evaporated, per lb.	0 07½	0 08
Candied Peels—		
Lemon	0 13	0 14
Orange	0 13	0 14
Citron	0 19	0 22
Currants—		
Filiatras, per lb.	0 07½	
Amalas, choicest, per lb.	0 08	0 08½
Patras, per lb.	0 08½	0 08½
Vostanas, choice	0 09½	0 10
Cleaned, ¼ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09½
Package dates	0 06	0 06½
Hallowees	0 07½	0 07½
Prunes—		
30-40s, California, 25 lb. boxes	0 14½	0 15
40-50s, 25 lb. boxes	0 12½	0 13½
50-60s, 25 lb. boxes	0 12	0 12½
60-70s, 50 lb. boxes	0 10½	0 11½
70-80s, 50 lb. boxes	0 09	0 09½
80-90s, 50 lb. boxes	0 08	0 09
90-100s, 50 lb. boxes	0 07½	0 08
25-lb. boxes ¼c. more.		
Peaches—		
Standard, 50-lb. boxes	0 07½	0 08
25-lb. boxes ¼c. more.		
Raisins—		
Sultanas, choice, new	0 12	0 13
Sultanas, fancy, new	0 14	0 16
Valencia	0 09	
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 10½	0 11
Seedless, 12 oz. packets	0 10	

NUTS.—Tariff is responsible for an increase in price of nuts. Pecans are up about three cents and a half, and we quote 58 to 62 cents. Peanuts from Spain are up three-eighths to half a cent. Shelled walnuts and almonds will cost an extra two cents per pound. Almonds are rather easier this week, and we quote 37 to 42 cents on this market. Business is considerably better this week. Altogether February is turning out a much better month than January. Brazils are more or less dead at present.

In Shell—	Per lb.
Almonds, Tarragona	0 17½ 0 18
Brazils, medium, new	0 10 0 11
Brazils, large, washed, new	0 12 0 13
Chestnuts, peck	1 75 2 00
Filberts, Sicily, new	0 13 0 14
Peanuts, Jumbos, roasted	0 12½ 0 13½
Peanuts, hand-picked, roasted	0 11 0 11½
Peanuts, fancy, roasted	0 09 0 10
Pecans	0 17 0 18
Walnuts, Grenoble	0 18

CANADIAN GROCER

Walnuts, Bordeaux	0 11	0 12
Walnuts, Marbots	0 13	0 14
Shelled—		
Almonds	0 37	0 42
Filberts	0 11	0 35
Peanuts	0 11	0 11½
Pecans	0 58	0 62
Walnuts	0 34	0 28

SPICES.—Irrespective of any change in duty spices are advancing especially in cassia, pepper, ginger and most seeds. It is not alone violent advance in freight rates but acute scarcity of steamers that is affecting supplies. There is the utmost apprehension as to supplies. As to the effect of the tariff, one or two houses have raised their prices, but most have not yet. The extra duty will, however, necessitate the following raises. One cent a pound on each of the following: Light pepper, cassia, ginger, pastry spice, pickling spice, tumeric, carraways and mustard; a cent and a half on cloves and nutmegs; a cent and three-quarters on white peppers; two cents on cayenne and curry powder; two and a quarter cents on cream of tartar; four and a half on mace.

Most importers are pretty well stocked and immediate advances along the lines above will not likely take place so far as most houses are concerned.

	Compound, per lb.	Pure, per lb.
Allspice, ground	0 10	0 15
Allspice, whole	0 10	0 15
Cassia, whole	0 21	0 26
Cassia, ground	0 14-0 16	0 21-0 26
Cinnamon, Batavia	0 36	0 40
Cloves, whole	0 28	0 33
Cloves, ground	0 18-0 22	0 28-0 35
Cream of tartar	0 28	0 40
Curry powder	0 28	0 35
Ginger, Cochin	0 25	0 33
Ginger, Jamaica, ground	0 14-0 17	0 23-0 27
Ginger, Jamaica, whole	0 24	0 27
Ginger, African, ground	0 24	0 27
Mace	0 30	0 35
Nutmegs, brown, 64s, 82c; 80s, 42c; 100s	0 30	0 30
Nutmegs, ground, bulk, 45c; 1 lb. tins	0 25	0 30
Pastry spice	0 19-0 22	0 19-0 22
Peppers, black, ground	0 14-0 18	0 20-0 22
Peppers, black, whole	0 19-0 24	0 30-0 33
Peppers, white, ground	0 19-0 24	0 30-0 33
Peppers, white, whole	0 19-0 24	0 30-0 33
Pickling spice	0 18	0 20
Turmeric	0 18	0 20

SYRUPS AND MOLASSES.—There is little change in this market. The Barbadoes crop of molasses is subject of interest. There has been considerable talk on the part of shippers of unusually high prices but what there is in it really local men do not know.

	Per case.	Per case.
Syrups—		
2 lb. tins, 2 doz. in case	2 95	
5 lb. tins, 1 doz. in case	3 00	
10 lb. tins, ½ doz. in case	2 90	
30 lb. tins, ¼ doz. in case	2 85	
Barrels, per lb.	0 05½	
Half barrels, lb.	0 04	
Quarter barrels, lb.	0 04½	
Pails, 36½ lbs. each	1 95	
Pails, 26 lbs. each	1 40	
Molasses, per gallon—		
New Orleans, barrels	0 28	0 28
New Orleans, half-barrels	0 28	0 30
West Indies, barrels	0 28	0 28
West Indies, half barrels	0 28	0 28
Barbadoes, fancy, barrels	0 45	0 48
Barbadoes, fancy, half barrels	0 47	0 51
Maple Syrup—Pure—		
5 gallon cans, 1 to case	6 45	6 50
Gallons, 6 to case	6 60	6 60
¼ gallons, 12 to case	6 95	7 25
Quarts, 24 to case, in glass	7 00	7 25
Pints, 24 to case	4 00	5 90
Maple Sugar—		
Pure, per lb.	0 13½	
Maple Cream Sugar—		
24 twin bars	1 90	
48 and 48 twin bars	3 00	4 85
Maple butter, lb. tins, dozen	1 90	

RICE AND TAPIOCA.—Rice is very firm. It is an exceptionally good buy at current prices and in view of tariff change particularly attractive now. Tar-

iff will mean an increase of three-eighths of a cent to the importers. All wholesalers have not put up their prices yet. There has been a decline in some fancy grades of Montreal rice due to fact that these lines were ready for a drop before the tariff change and because there were good supplies on hand.

Rice—		
Rangoon "B," per cwt.	3 48	
Rangoon, per cwt.	3 50	4 00
Rangoon, fancy, per cwt.	5 00	
Patna, fancy	0 06	0 07½
Tapioca—		
Pearl, per lb.	0 05½	0 07½
Seed, per lb.	0 05½	0 07½
Sago, brown, per lb.	0 05½	0 05½

BEANS AND PEAS.—Market is firm and demand is uniformly good. It is said that prices may advance shortly.

Beans—		
Canadian, hand picked	Per bushel.	
Canadian primes	3 00	3 10
Lima, per lb.	2 85	2 95
Peas, blue, Canadian, per bush.	0 08½	0 09
Peas, whole, white, per bush.	3 50	3 60
Peas, whole, white, per bush.	3 00	3 10

COCOA.—An increase in prices is looked for because the market for cocoa beans is very high. Demand is exceptionally strong which is somewhat surprising at this time of the year, so far through the winter.

COFFEES.—Most houses are stocked well up on coffee. One house says that though tariff will mean an extra two cents on all coffees, and three cents on better quality lines, they will not raise their prices for two or three weeks. This seems general. Situation is not strong. There was good buying on account of war tax, and business has fallen off a little since Budget was brought down. We quote last week's prices, thought it may happen that the extra duty will be taken into account by some houses when quoting right away.

Coffee—		
Standard Old Govt. Java	0 36	0 38
Plantation Ceylon	0 32	0 34
Java	0 35	0 40
Arabian Mocha	0 33	0 36
Guatemala	0 30	0 30
Buramanga	0 30	0 32
Mexican	0 30	0 32
Mara-salbo	0 28	0 29
Jamaica	0 24	0 26
Rio	0 15	0 17
Santos	0 18	0 22
Chicory	0 14	

CANNED GOODS.—Business is better, particularly in salmon and canned vegetables. There are a lot of repeat orders right along. Apparently retailers bought less than the usual quantities last fall. The jobber has been carrying the stocks, not the retailer, but retailers are buying well now.

Salmon—		
Sockeyes, talls, 1's, per doz.	2 47½	
Sockeyes, talls, ½'s, per doz.	1 55	
Sockeyes, flats, 1's, per doz.	2 52½	
Pinks, 1's, per doz.	1 20	
Pinks, ½'s, per doz.	0 85	
Cohoos, 1's, per doz.	1 65	
Cohoos, ½'s, per doz.	0 95	

MANITOBA MARKETS.

Winnipeg, Feb. 18.—The week sees a rapidly rising market in practically every line. The single exception is tapioca, which is ½c lower.

It must not not be thought that these

upward movements are due altogether to the tariff changes recently struck at Ottawa. All the changes resulting from this extra tax have not as yet come into effect. They are, however, certain to have a firming tendency, and it would seem that dealers have little to expect for some time but a strong market. Many lines—already high in price—are due to go still higher. It seems a time when stock should be carefully inspected, and when at least reasonable orders should be placed for staples, supplies of which are low.

SUGAR.—Since the last market, there has been an advance of 25c. This is due to the general market conditions which a week ago were said to warrant higher prices. Conditions on the raw market while varying, are still such as would indicate further advances. There seems little or no possibility of a decline in immediate future, and as the demand increases some advances will probably take place.

Corn syrups also have advanced during the week, the new figures given below being about 20c higher than those formerly quoted. As this is written, quotations on corn syrups have been withdrawn. It is indicated, however, that further advances will have to be struck, and probably before another issue is written this advance will have come into effect.

	Per cwt. in sacks.
Sugar, Eastern—	
Standard granulated	7 35
Extra ground or icing, boxes	8 20
Extra ground or icing, bbls.	8 00
Powdered, boxes	8 00
Powdered, bbls.	7 80
Hard lump (100-lb. cases)	8 30
Montreal yellow, bags	6 95
Sugar, Western Ontario—	
Sacks, per 100 lbs.	7 25
Halves, 50 lbs., per cwt.	6 25
Bales, 20 lbs., per cwt.	6 30
Powdered, barrels	6 55
Powdered, 50s	5 90
Powdered, 25s	7 20
Icing, barrels	7 10
Icing, 50s	7 25
Icing, 25s	7 25
Icing, pails	7 15
Cut loaf, barrels	6 95
Cut loaf, 50s	7 20
Cut loaf, 25s	7 45
Sugar, British Columbia—	
Extra standard granulated	7 35
Bar sugar, bbls.	7 80
Bar sugar, boxes	8 00
Icing sugar, bbls.	8 00
Icing sugar, boxes	8 20
H. P. lumps, 100-lb. cases	8 30
H. P. lumps, 25-lb. boxes	8 55
Yellow, in bags	6 95
Corn Syrup—	
2s, per case 2 doz.	2 73
5s, per case 1 doz.	3 13
10s, per case ½ doz.	3 01
20s, per case ¼ doz.	3 02
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	3 15
5-lb. tins, 1 doz. to case, per case	3 50
10-lb. tins, ½ doz. to case, per case	3 30
20-lb. tins, 3 tins to case, per case	3 25
(These prices prevail in Winnipeg, Calgary, Regina, Moose Jaw and Lethbridge. For Edmonton and Saskatoon they are 5c case higher.)	
Molasses—	
	Per gal.
Barbadoes	0 53
New Orleans	0 34
Maple Syrups—	
	Per case.
Imperial quarts, case, 2 doz.	5 40
Imperial ½ gals., 1 doz.	5 55
New, pure, ½ gal. case	9 00
New, pure, ¼ gal. quarts, case 2 doz.	9 70
New, pure, quart bottles, case 2 doz.	9 75

DRIED FRUITS.—This whole market shows great strength. Prunes have advanced materially, as shown below, but even these increased prices are not as high as the California market conditions

CANADIAN GROCER

would warrant. Without doubt there will be further advances due to market conditions. What may be expected as a result of the tariff is a little uncertain. There is to be a 7½ per cent. increase in duty. Whether this is only on ad valorem, or also on specific duties, is not absolutely certain. The general impression, however, is that whether so much duty is charged on an article, irrespective of its value, or whether the duty is based upon the value, there will in both cases be added 7½ per cent. tax. This means, for instance, that where, as at present, the tax on prunes is 2-3c per lb. this special war tax will make the duty, first 2-3c per lb., and then 7½ per cent. of the value per lb. With evaporated peaches, on the other hand, the present duty is 25 per cent. ad valorem, and the duty with the war tax will be 32½ per cent. of the value.

Evaporated apples are up slightly. Further rises, however, may be expected. Within the next two or three weeks they seem practically certain to advance another ¼c at least. Here, of course, the new duty has nothing whatever to do with the situation.

All the California lists — peaches, pears, apricots—are stronger, and advances are looked for.

Apples, evaporated, new, 50's	0 07½
Apples, evaporated, new, 25's	0 08½
Apricots, choice, 25's	0 12
Apricots, choice, 10's	0 13
Apricots, standard, 25's	0 11½
Currents—	
Dry clean	0 08
Washed	0 08½
1 lb. package	0 08½
2 lb. package	0 17
Vostizas, bulk (washed)	0 10½
Dates—	
Hallowee, loose, per lb.	0 07½
Hallowee, 1 lb. pkgs.	0 07½
Fard dates, 12-lb. boxes	1 15
Peaches—	
Standard, 25-lb. boxes	0 06½
Choice, 25-lb. boxes	0 07½
Choice, 10-lb. boxes	0 08½
Raisins, Valencia—	
Fine selected	2 36
Four crown layers	2 46
Raisins, Sultanas—	
Corinthian Giants	0 13½
Superfine	0 12½
Finest	0 11½
Fine	0 10½
Raisins, Muscatels—	
3 crown, loose, 50's	0 08½
3 crown, loose, 25's	0 09½
Choice, seeded, lb.	0 09½
Fancy seeded, lb.	1 70
12-oz. packages, fancy	0 07½
12-oz. packages, choice	0 07½
Prunes, in 25-lb. boxes—	
90 to 100	0 08½
80 to 90	0 08½
70 to 80	0 09½
60 to 70	0 10
50 to 60	0 10½
40 to 50	0 11
Table Layer Figs—	
7-crown, 3-lb. boxes, per lb.	0 15½
6-crown, 10-lb. boxes, per lb.	0 13½
5-crown, 10-lb. boxes, per lb.	0 12½
4-crown, 10-lb. boxes, per lb.	0 11½
3-crown, 10-lb. boxes, per lb.	0 11½
Glove boxes, per doz.	1 70
Cooking figs, taps, about 25 lbs., lb.	0 05½
Cooking figs, choice, natural, 25-lb. bags, per lb.	0 05½

BEANS.—Another upward move here—and the end is not yet. Present prices, it is believed, are fully 30c lower than they will be in three weeks. It seems that there must be advances within this time. The reason of the high prices, of course, is the heavy demand and the apparent scarcity of the crop. The word apparent is used advisedly, for there is some belief that growers are holding up

the supplies with the object of forcing the high prices. The situation seems entirely in the hands of these Ontario growers. The Japanese beans are cleaned up. They are no longer a feature of the market. Michigan beans, too, are no more a factor. They cannot be brought into Canada, for they are now selling in Michigan as high as Ontario beans are selling in Ontario. It is the heavy call for export purposes which has forced these prices up.

Barley has also moved upwards this week. It is getting scarce and the belief is that the prices will go still higher. The war is also given as the cause for this advance.

Beans—	
Canadian, hand-picked	3 30
3-lb. pickers	3 30
California Lima Beans—	
Bag lots	0 08
Less than bag lots	0 08½
Barley—	
Pot, per sack, 96 lbs.	3 65
Pearl, per sack, 98 lbs.	4 30
Peas—	
Split peas, sack, 98 lbs.	5 55
Whole peas, bushel	3 50
Sack, 49's	2 83

RICE AND TAPIOCA.—On the primary market rice has advanced about \$7 per ton, yet owing to the favorable contracts which wholesalers have, no corresponding advance will take place in Manitoba at present. The war tariff, however, may make some rise here necessary.

Tapioca is down ½c. This is due to the arrival of cheaper supplies.

Rice and Tapioca—	
No. 1 Japan, per lb.	0 05½
No. 2 Japan, per lb.	0 04
Siam, per lb.	0 03½
Patna, per lb.	0 06½
Carolina, per lb.	0 08
Sazo, pearl, per lb.	0 05
Tapioca, pearl, per lb.	0 04½

NUTS.—Shelled almonds have come on the market and are now being quoted 1c down at 40c.

Nuts—	
Brazil, new stock	Per lb. 0 13
Tarragona almonds	0 19
Peanuts, roasted Jumbos	0 12½
Peanuts, choice	0 10
Pecans	0 12
Marbot walnuts	0 12½
Grenoble walnuts	0 18
Sicily filberts	0 12½
Almonds, unshelled	0 17
Shelled almonds	0 40
Shelled walnuts	0 32

TEAS AND COFFEES.—As tea is, with sugar, chocolate, cocoa, flour, etc., one of the commodities which is specially mentioned as free from the new war tax, no price changes are expected. Coffee, however, comes under the list of articles which is to bear the tax. At the present time the tax is about 3c per lb. and 7½ per cent., ad valorem added will make the increased duty from 1½ to 2c. There may, therefore, be advances in coffee as soon as the tax begins to make itself felt.

Coffee—	
Rio, No. 5, green	Per lb. 0 16
Rio, roasted	0 19
Santos, green, No. 4	0 25
Santos, roasted	0 25½
Chiory, per lb.	0 07 0 25
Teas—	
Japan—	
Choiceest, pan fired	0 60 0 80
Choiceest, basket fired	0 60 0 80
Very fine, pan fired	0 35 0 60
Medium, pan fired	0 30 0 55
Common, pan fired	0 25 0 50
India and Ceylon—	
Souchong	0 30
Pekoe Souchong	0 25

Pekoe	0 40
Broken orange and orange	0 60 0 50
China—	
Fine Keelium	0 80 0 60
Good Packium	0 35
Common moning	0 25

CANNED GOODS.

ONTARIO AND QUEBEC PRICES 1914 PACK VEGETABLES.

2's Asparagus tips	Group A. \$ 2 62½
2's Asparagus butts	1 47½
2's Beans, crystal wax	1 05
2's Beans, golden wax, midget	1 25
2's Beans, golden wax	0 95
3's Beans, golden wax	1 32½
Gals., Beans, golden wax	3 77½
2's Beans, Lima	1 22½
2's Beans, red kidney	1 00
2's Beans, Refuge or Valentine green	0 95
3's Beans, Refuge (green)	1 32½
2's Beans, Refuge, midget	1 25
Gals., Beans, Refuge	3 77½
2's Beets, sliced, blood red, Simcoe	1 00
2's Beets, whole, blood red, Simcoe	1 00
2's Beets, whole, blood red, Rosebud	1 30
3's Beets, sliced, blood red, Simcoe	1 35
3's Beets, whole, blood red, Simcoe	1 40
3's Beets, whole, blood red, Rosebud	1 45
3's Cabbage	0 97½
Gals., Cabbage	2 77½
2's Carrots	0 97½
3's Carrots	1 17½
2's Cauliflower	1 37½
3's Cauliflower	1 77½
2's Corn	0 95
2's Corn, Fancy	1 05
Gals., Corn on Cob	4 52½
2's Parsnips	0 57½
3's Parsnips	1 17½
2's Peas, standard, size 4	0 95
2's Peas, early Junes, size 3	0 97½
2's Peas, sweet wrinkles, size 2	1 00
2's Peas, extra fine sifted, size 1	1 40
Gals. Peas, standards	4 07½
Gals. Peas, Early Junes	4 17½
Gals. Peas, sweet wrinkles	4 32½
2's Sauer Kraut, Simcoe	0 92½
3's Sauer Kraut, Simcoe	0 97½
Gals. Sauer Kraut, Simcoe	2 77½
2's Spinach	1 15
3's Spinach	1 50
Gal. Spinach	4 55
3's Squash	0 97½
Gals. Squash	2 77½
2's Succotash	0 97½
2's Tomatoes	0 87½
3's Tomatoes	0 95
Gals. Tomatoes	1 00
3's Turnips	0 97½

FRUITS.

3's Apples, Standard	0 82½
3's Apples, Preserved	1 00
Gals. Apples, Standard	2 05
Gals. Apples, Preserved	3 00
2's Blueberries, standard	1 52
2's Blueberries, preserved	1 82½
Gals. Blueberries, std.	6 57½
2's Blk. cherries, pitted, H.S.	1 92½
2's Blk. cherries, not pitted, H.S.	1 52½
2's Red ptd. cherries, H.S.	1 92½
2's Cherries, red, pitted, L.S.	1 45
2's not ptd., red cherries, H.S.	1 52½
Gals. ptd. red cherries	8 52½
Gals. not ptd. red cherries	8 02½
2's Cherries, white, ptd., H.S.	1 92½
2's Cherries, white, not ptd., H.S.	1 52½
2's Black currants, H.S.	1 47½
2's Preserved black currants	1 77½
Gals. black currants, s't'd.	5 27½
Gals. black currants, solid pack	8 27½
2's Red currants, H.S.	1 47½
2's Red preserved currants	1 77½
Gals. red currants, standard	5 27½
Gals. red currants, solid pack	8 27½
2's Gooseberries, H.S.	1 47½
2's Gooseberries, preserved	1 77½
Gals. gooseberries, standard	7 02½
Gals. gooseberries, solid pack	8 77½
2's Grapes, white, Niagara, preserved	1 42½
Gals. Grapes, white, Niagara, standard	3 22½
2's Lawtonberries, heavy syrup	1 97½
2's Lawtonberries, L.S. (group B)	1 45
2's Lawtonberries, preserved	2 17½
Gals. Lawtonberries, std.	7 07½
2's Peaches, white, heavy syrup	1 77½
2's Peaches, white, heavy syrup	2 02½
1½'s Peaches, yellow, flats, heavy syrup	2 12½
2's Peaches, yellow, heavy syrup	1 77½
2½'s Peaches, yellow, heavy syrup	2 02½
3's Peaches, yellow, heavy syrup	2 12½
3's Peaches, yellow, whole, heavy syrup	1 17½
3's Peaches, pie, not peeled	1 62½
3's Peaches, pie, peeled	3 02½
Gals. Peaches, pie, not peeled	4 77½
Gals. Peaches, pie, peeled	7 02½
Gals. pie fruits, assorted (add 5%)	1 32½
2's Pears, Bartlett, heavy syrup	2 02½
2½'s Pears, Bartlett, heavy syrup	2 49½
3's Pears, Bartlett, heavy syrup	1 52½
2's Pears, Flemish Beauty, heavy syrup	1 77½
3's Pears, Flemish Beauty, heavy syrup	2 02½
2's Pears, Keiffers, heavy syrup	1 27½
2½'s Pears, Keiffers, heavy syrup	1 52½
3's Pears, Keiffers, heavy syrup	1 77½
2's Pears, Light syrup, Globe	1 17½
3's Pears, pie, not peeled	1 19½
3's Pears, pie, not peeled	1 47½
Gals. Pears, pie, not peeled	3 77½
Gals. Pears, pie, not peeled	2 77½
Barrels, per cwt.	5 55
2's Pineapples, sliced, heavy syrup	1 97½
2's Pineapples, shredded, heavy syrup	1 47½
2's Pineapple, whole, heavy syrup	1 97½
3's Pineapples, whole, heavy syrup	2 47½

CANADIAN GROCER

2's Pineapples, sliced, Hygeian brand	2 00
2's Plums, Damson, light syrup	0 97½
3's Plums, Damson, light syrup	1 37½
2's Plums, Damson, heavy syrup	1 07½
3's Plums, Damson, heavy syrup	1 42½
Gals. Plums, Damson, standard	2 77½
2's Plums, Egg, heavy syrup	1 12½
2½'s Plums, Egg, heavy syrup	1 37½
3's Plums, Egg, heavy syrup	1 47½
2's Plums, Green Gage, light syrup	1 00
2's Plums, Green Gage, heavy syrup	1 12½
3's Plums, Green Gage, light syrup	1 37½
3's Plums, Green Gage, heavy syrup	1 47½
Gals. Plums, Green Gage, standard	3 02½
2's Plums, Lombard, light syrup	0 97½
2½'s Plums, Lombard, light syrup	1 27½
3's Plums, Lombard, light syrup	1 37½
2's Plums, Lombard, heavy syrup	1 07½
2½'s Plums, Lombard, heavy syrup	1 27½
3's Plums, Lombard, heavy syrup	1 42½
Gals. Plums, Lombard, standard	2 77½
2's Raspberries, black, H.S.	1 97½
2's Raspberries, black, L.S. (group B)	1 45
2's Raspberries, black, preserved	2 17½
Gals. Raspberries, black, std.	7 07½
Gals. Raspberries, black, solid pack	9 32½
2's Raspberries, red, H.S.	1 97½
2's Raspberries, red, L.S. (group B)	1 45
2's Raspberries, red, preserved	2 17½
Gals. Raspberries, red, std.	7 32½
Gals. Raspberries, red, solid pack	9 32½
2's Rhubarb, preserved	1 57½
3's Rhubarb, preserved	2 32½
Gal. Rhubarb, standard	3 57½
2's Strawberries, H.S.	2 32½
2's S strawberries, preserved	7 57½
Gals. Strawberries, standard	9 82½
Gals. Strawberries, solid pack	(Group B, 2½c dozen lower.)

SASKATCHEWAN MARKETS.

Regina, Sask., Feb. 17.—The sugar market is wavering and some expect a decline. The price is high at the present time, however, having gone up 20 cents on Feb. 5 and 25 cents on Feb. 8. Japanese beans are firmer at \$3.75. Oranges are \$3.25, lemons \$4.50, grapefruit \$4.50.

Retailers in Regina are enjoying a good trade this week owing to the convention of Grain Growers of Saskatchewan now in session in the city, there being between 1,800 and 2,000 delegates present. Business throughout the district is reported good.

Produce and Provisions—	
Butter, creamery, per lb.	0 33
Butter, dairy, No. 1	0 24
Cheese, per lb., large	0 19½
Eggs, storage, 29c; new laid	0 60
Lard, 3's, per case	7 25
Lard, 5's, per case	7 10
Lard, 10's, per case	7 10
Lard, 20's, each	2 55
General—	
Beans, Ontario, per bushel	3 50
Beans, Japanese, per bush.	3 75
Coffee, whole roasted, Rio	0 17
Cream of tartar, lb.	0 60
Cocunut, lb.	0 30½
Commmeal, ball	3 12
Evan, apples, 50's	0 08½
Flour, 98's	3 95
Potatoes, N.B., per bush, 85c; Ontario	0 90
Rollled oats, ball of 80 lbs.	3 50
Onions, Val.	6 25
Orsters, per gal.	2 60
Rice, per cwt.	3 75
Sugar, standard, gran., per cwt.	7 44
Sugar, yellow, per cwt.	6 40
Walnuts, shelled, 54c; almonds	0 53
Canned Goods—	
Apples, gals., case	1 35
Broken beans, 2's	2 65
Corn, standard, per 2 dozen	2 28
Peas, standard, per 2 dozen	2 28
Plums, Lombard	2 15
Peaches	3 21
Strawberries and raspberries	4 05
Tomatoes, standard, per dozen	2 40
Salmon—	
Sockeye, 1's, 4 doz. case	9 85
Sockeye, ½'s	12 35
Cohoos, 1's	6 00
Humpbacks, 1's	4 60
Fruits and Vegetables—	
Apples, per bbl., Ontario	4 35
Cranberries, per bbl.	7 00
Grapefruit, per crate	4 50
Sweet potatoes, per crate	4 50
Lemons	4 50
Oranges	3 25
Dried Fruits—	
Apricots, per lb.	0 15½
Apples, per lb.	0 07½
Currants, per lb.	0 08½

ALBERTA MARKETS.

By Wire.

Edmonton, Alta., Feb. 17.—The market is somewhat upset and excited owing

to change in duty. Buyers are holding off till they know the position of imported goods better. Japan beans are nearly off the market, no further supplies being available. Ontario beans are scarce, and are jumping skyward. Cheese has taken a decided advance. Sugar appears firm at time of wiring, despite the report from New York a few days ago that market was slightly weaker. West has not followed New York sugar market as closely as before the war. Butter, creamery, has advanced, and also lard.

Produce and Provisions—	
Cheese, per lb.	0 18
Butter, creamery, per lb.	0 19
Butter, dairy, No. 1, 26c; No. 2	0 23
Lard, pure, 3's, per case	7 80
Lard, pure, 5's, per case	7 75
Lard, pure, 10's, per case	7 65
Lard, pure, 20's, each	2 53
General—	
Beans, Ontario, per bushel	3 30
Beans, Japan, per bush.	3 75
Coffee, whole roasted, Rio	3 18
Evaporated apples, 50's	0 08½
Potatoes, per bush.	0 65
Rollled oats, 20's, 91c; 40's	1 78
Rollled oats, ball, \$3.90; 80's	3 50
Flour, 98's	4 15
Rice, per cwt.	3 90
Sugar, standard gran., per cwt.	7 90
Sugar, yellow, per cwt.	7 25
Canned Goods—	
Apples, gals., case	1 50
Corn, standard, per two dozen	2 40
Peas, standard, 2 dozen	2 16
Plums, Lombard	2 25
Peaches	3 25
Strawberries, \$4.45; raspberries	4 00
Tomatoes, standard, per dozen	2 40
Salmon, sockeye, 4 doz. talls, case, 1s	3 50
Cohoos, 1's, \$5.75; humpbacks, 1's	4 38
Fruits—	
Lemons	4 00

NEW BRUNSWICK MARKETS.

By Wire.

St. John, Feb. 18.—The budget has caused many surprises among local dealers. The expected sugar, tea and tobacco taxes did not come. But many other lines are affected not anticipated. American barrel beef advanced to \$27 and \$27.50, and American pork to \$25.50 and \$28.25. Compound lard is up to 11c and 11½c. No change in pure, but market is firm. Market strong in beans, with no change in hand-picked; but yellows have advanced to \$3.50 and \$3.60. Canned beans are lower. Molasses stocks are none too plentiful, and market is strong at 40 to 44-gallon. Cream of tartar is higher at 38c to 41c, with shipments slower. Currants are higher. Dairy market shows good supply of butter. Eggs are easier at 29c to 30c, and are fairly plentiful. Cheese is firmer at 17½c to 18. Business is average.

Produce and Provisions—	
Bacon, breakfast, per lb.	0 20
Bacon, salt, per lb.	0 22
Beef, barrel	27 00
Beef, corned	2 75
Pork, American clear, per bbl.	25 50
Pork, domestic, per bbl.	24 25
Butter, dairy, per lb.	0 26
Butter, creamery, per lb.	0 29
Eggs	0 29
Lard, compound, per lb.	0 11
Lard, pure, per lb.	0 13
Cheese	0 17½
Flour and Cereals—	
Commmeal, gran.	6 00
Commmeal, ordinary	1 90
Flour, Manitoba, per bbl.	8 85
Flour, Ontario	8 80
Rollled oats, per bbl.	8 00
Oatmeal, standard, per bbl.	8 50
Fresh Fruits and Vegetables—	
Lemons, Messina, box	7 00
Oranges, Val., case	4 00
Potatoes, bbl.	1 25

Sugar—	
Standard granulated	6 95
United Empire	6 85
Bright yellow	6 75
No. 1 yellow	6 45
Paris lumps	7 75
Lemons, Messina, box	7 00
Beans, yellow eyes, per bush.	3 90
Canned pork and beans, per case	2 60
Molasses, per gal.	0 40
Cream of tartar, per lb., bulk	0 38
Currants, per lb.	0 08½
Rice, per cwt.	4 75

MANY MILLION TINS LOBSTER.

The extent of the canned lobster pack of the Maritime Provinces is exemplified by stating that during normal times there are almost 10,000,000 pounds exported annually, valued at about \$3,000,000.

The entire normal pack of canned lobsters has been estimated at 160,000 cases. At 48 to a case, the total number of tins would be between seven and eight million. This in itself is a pretty big industry.

PORK AND BEANS PACK

That there are packed annually in Canada from 50,000 to 75,000 cases of pork and beans is affirmed by one large canned goods man. This would mean almost 1,250,000 tins—truly, the canned foods industry is a great one for Canada.

AN EGG SHOW-CARD.

A correspondent whose egg, he says, spoke to him the other morning, sends in the following suggestion for a show-card on an egg display: "Some eggs speak for themselves. These cannot. That's why they're worth — cents a dozen."

ORDERS COME IN BY MAIL.

O. Seguin, 126 Chateauguay street, Point St. Charles, Montreal, runs a small mail order house, but not the kind that retailers in the country object to. To those of his customers who have no telephone, and who live a considerable distance from the store, he sends a stamped addressed envelope, which, he finds is a great inducement to the average householder to send him an order.

LIKES THE MARKET PAGES.

MacLean Publishing Co.:
Enclosed please find \$2, being renewal for 1915 of Canadian Grocer. I find it a valuable trade paper for many reasons, the chief one being the market values of sugars, teas, etc.
C. H. FALCONER,
General Merchant,
Streetsville, Ont., Feb. 13th, 1915.

KIRK BROS.

Yarmouth, N.S., Feb. 8th, 1915.
GOOD BOOK FOR ANY GROCER.
MacLean Publishing Co.:
I am mailing you Post Office order for \$2 for renewal for your valuable Canadian Grocer. It is a good book for any grocer; I am more than pleased to have it in my home.
W. J. IRELAND,
Tottenham, Feb. 11th, 1915.

Apples Advance: Potatoes Decline

In Both Markets Apples Are Higher—Potatoes Easier and Lower—Spinach Up in Montreal—Pineapples Firmer—Effect of Tariff.

MONTREAL

FRUIT.—There is a duty of 40c on apples at present, and the effect of the budget will not be felt until towards July or August, just before the Canadian apples come in. The new tax will mean an additional 20c per bbl. At present the effect of the budget is little felt in the fruit market. Little demand is felt for cranberries, which have had the slowest season for a long time. They are also quoted low. Good pineapples are hard to secure, and are costing from \$4 to \$4.50. Ben Davis apples are offered at \$3.75 for No 1's, Baldwin's are up to \$4 per bbl., and russets are quoted down to \$4.25. Valencia oranges are down from \$5 to \$4.50 for 714 size, large cases.

Apples—		
Baldwins, No. 1, bbl.	4 00	4 00
Spies, No. 1, bbl.	4 75	5 00
Russets, No. 1, bbl.	4 50	4 75
Fameuse, No. 1, bbl.	5 00	5 00
McIntosh Reds, No. 1, bbl.	5 00	5 00
No. 2, all varieties, 50c less per barrel.	4 00	4 00
Bananas, crate	2 00	2 25
Cocoanuts, sack	4 50	4 50
Cranberries, bbl.	5 00	6 00
Grapefruits, case	2 00	2 50
Grapes, Malaga, keg	5 00	6 00
Grapes, Belgium hothouse, lb.	1 75	1 75
Lemons—		
Messina Verdelli, extra fancy, 300 size	2 50	2 75
Malaga, 420 size	3 75	3 75
Oranges—		
Cal Navel, 126-150-176-200-216-250-288.	2 75	3 00
Cal., 95-100 size box	2 50	2 50
Florida, 178-200-216	2 50	2 50
Florida, 126-150	2 50	2 50
Mexican, 126-150-176-200-216-250	2 75	2 75
Valencias, 714 size, large cases	4 50	4 50
Bitter oranges	2 50	3 00
Pineapples, case	4 00	4 00

VEGETABLES.—As high as \$4.00 is being asked for spinach, but lower prices will probably prevail this week-end. Cuban tomatoes have jumped to \$6.50-7, which is as high a price as has been seen for years. Some of those in the city early this week were as green as leeks. Few hothouse tomatoes are offered, and they are worth 30c per lb. Watercress jumped to \$1.10 per doz. Radishes from Boston are bringing 50c per doz., and few to be got. Few new potatoes are being offered, the price still being high. Spanish onions are up slightly, and are offered at \$4.50 per case. Red onions remain at \$2.25. Peppers continue scarce, bringing 90-1.10 per basket, or 40c per basket. Big bunches of parsley are worth 75c per doz. bunches. Boston lettuce is bringing 2.00-2.25, and curly lettuce 1.75. American cauliflowers are getting played out, and are not coming in freely. They are quoted 3.50 for 2 doz. Celery is slow, and will soon be done. Leeks are scarce, and bring 3.00 per doz. bunches.

Artichokes, bag	1 25	1 25
Beets, bag	0 75	0 75
Brussels Sprouts, quart	0 15	0 15
Cabbage, per bbl.	1 00	1 25
Carrots, bag	0 50	0 75
Cauliflowers, 2 doz.	3 50	3 50
Cucumbers, fancy, doz.	1 50	2 00
Celery, crate	5 00	5 75

Leeks, doz. bunch	2 50	3 00
Lettuce, head, per box	2 00	2 00
Curly lettuce, per box	1 75	2 00
Mushrooms, basket	1 75	2 00
Onions—		
Spanish, per case	4 25	4 25
Red, 100-lb. bags	2 25	2 25
Parsnips, bag	0 90	0 90
Parsley, American, doz. bunches	0 75	0 75
Peppers, green, 3½-qt. basket	0 90	0 90
Potatoes—		
Montreal, bag	0 65	0 75
New, bbl., 160 lbs.	2 25	2 25
Potatoes, sweet, Jersey, hpr.	0 50	0 50
Radishes, doz.	1 25	1 25
Rhubarb, hothouse, doz.	3 25	4 00
Spinach, American, in bbls.	0 50	0 75
Turnips, bag	0 30	0 35
Tomatoes, hothouse, lb.	6 50	7 00
Tomatoes, Cuban c.rate	1 10	1 10
Watercress, American, doz.	1 10	1 10

TORONTO.

FRUIT.—Apples continue well in demand, and are firm. Spies are up again, another fifty cents, and we quote \$4.50 as outside price. Cranberries are easier at \$6 to \$7, and there is little demand at that. They have been around a long time, and people apparently are tiring of them. Pineapples are up again twenty-five to fifty cents. The stuff is good, and a good seller. There are not many. It is between seasons. As to the tariff, it affects fruits of course, and grape fruit, pines, lemons and oranges from the other side will be subject to another seven and a half per cent. This will mean an increase, on the average, of fifteen cents a box, and prices will go up to dealers, and their prices may or may not to the consumer. At present, prices remain the same. Dealers are well enough stocked to hold out a week or maybe two weeks at old prices, but we shall see increased prices. Trade is fair. Orders are coming right along, steadily. There are no big orders, but a continuous stream of hand-to-mouth buys, which doesn't show much fluctuation.

Apples—		
Wagners	2 75	2 75
Greenings	2 75	3 25
Baldwins	2 50	2 75
Spies	3 50	4 50
Seeks	2 25	2 50
Canada Reds	2 50	2 75
Bananas, per bunch		
.....	1 50	2 00
Cocoanuts, sack		
.....	4 00	4 50
Cranberries		
.....	6 00	6 50
Grapes—		
Canadian, 6-qt. bkts.	0 16	0 20
Tokays	2 50	2 50
Malaga, barrel	4 50	5 00
Malaga, fancy, barrel	6 50	7 00
Belgian, per lb.	1 25	1 25
Oranges—		
Florida	2 75	2 50
California navels	2 50	3 00
Bitter for marmalade, per box	2 75	3 00
Lemons, Messinas	2 75	3 00
Lemons, California	2 75	3 00
Limes, per 100	1 25	1 25
Pears—		
California, box	3 25	3 25
Canadian, late varieties	0 75	0 75
Pineapples, Porto Rico, case 10	3 50	4 00
Grape fruit	2 50	2 75

VEGETABLES. — Potatoes are slow just now, for some reason or other, though cold weather should have acted the other way. Prices are down five to ten cents on Ontario and New Brunswick stuff. The latter still gets the

business, in the main, and will continue to until the farmer in Ontario learns horse sense, and sows straight seed instead of medleys. Tomatoes are hard to get and we quote thirty cents as an outside price. This is an advance on last week. What there are, are not particularly good as yet, though a week's offering is nothing particular to go by. Cauliflowers are scarce, and firmer at ruling prices. Celery is very hard to get. California is worth \$5 a crate, and Florida \$2.75. Boston head lettuce is 'way up—to \$5 and supplies are short at that. Tariff will affect vegetable market in boosting Canadian stuff. There ought to be a good season right along in Canadian lines. Americans, will, of course, suffer the added duty, and consumer will ultimately pay. Therefore, domestic products should benefit. Trade is fairly good. It isn't anything to write home about, but then none is just nowadays. The vegetable men are getting their share and are not worrying.

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

WINNIPEG.

FRUIT AND VEGETABLES. — The general business in this line in the city is reported very satisfactory. In the country little or nothing is being done yet, and there is not likely to be a revival in that trade until the middle of March. The week has seen one or two price changes—Washington apples are now quoted at \$1.60. The demand is fair and the supply greatly reduced. Almeria grapes are now quoted at \$8; the supply is practically exhausted.

It would seem that dealers have to expect pretty high prices as a result of the war tax of 7½ per cent. on practically all goods coming into the country. On oranges there has been no duty. 7½ per cent. upon these will probably mean (Continued on page 45.)

Lobster is Higher

Scarcities in Cod, Haddock and Haddie—Higher Prices in Toronto—Lobster Said to Be Too Dear—Salt Herrings Firmer in Montreal—All-Round Trade Better.

MONTREAL.

FISH AND OYSTERS.—Mild weather early this week had a bad effect on the fish, obliging dealers to buy in small quantities. Salt cod are scarce, and prices are up about a dollar per barrel. Pickled fish generally are inclined to be scarce. Salt herrings are firmer, and the demand is good. Frozen fish has been moving remarkably well, but fell off with milder weather. Tomcods have begun to come down the river freely, and as the demand is not so heavy as a year ago, prices are quoted lower—1.50 to 1.75 per bbl. Fresh haddock is wanted, but supplies are small, and prices high. Halibut moves well, and prices are maintained. Little fresh halibut is being handled. Fish brought in from the States will be taxed the 7½ per cent. provided for in the Budget, in addition to the tax of 1c per lb. already. There is no news of any frozen herrings coming forward, but a few late herrings are being offered instead at 4½c per lb. Malapeque oysters are practically all cleaned up. Prices on bulk oysters are easy, the decline probably amounting to 15c per gal. The increased duty will counteract this somewhat.

TORONTO.

FISH AND OYSTERS.—Haddie remains scarce, at twelve cents. Cod and haddock are both higher, each of them two to three cents, because supplies are very slight. The bad weather is interfering a good deal. All prices show tendency to firm up considerably, that is on frozen and what fresh fish there is. Smelts, in extras, are moving very well. Ciscos have their ordinary demand. Situation in lobster is interesting and somewhat puzzling. On account of beligerent countries not importing, Canada's output of canned lobster remains here, to be consumed here. Hence there is plenty of canned lobster, canned last season. Because of that there was a report some time ago that the Government would declare a close season for lobster. This was not done, however. More lobster was secured. And yet the price remains high. It is 50 cents, and firm at that. There doesn't seem to be any explanation. Fish men agree that it ought to be cheap. But it isn't. Trade is good. Cold weather is helping, and the early approach of Lent is all to the good. Oysters are moving well. Altogether, this has been a better season for

oysters than for some years, despite the fact that they are supposed to be luxuries.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb. ....	.07	.10-12
Haddies, 15-lb. and 30 lb. boxes, lb. ....	.07	.10-12
Haddies, fillets, per lb. ....	.09	.12
Haddies, Niobe, boneless, per lb. ....	.05½	..
Herring, Ciscos, per box	1.60	.12
St. John boaters, 100 in box	1.00	1.20
Yarmouth boaters, 60 in box	1.20	1.20
Smoked herrings, medium, box ....	.30	..
Smoked boneless herrings, 10-lb. box.	1.10	..
Kipperd herrings, selected, 60 in box.	1.60	1.25-1.60
Smoked salmon, per lb. ....	.25	.23
Smoked halibut ....	.20	.20

FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—		
Gaspe, large, per lb. ....	.14	.12
Red, steel heads, per lb. ....	.13-11	.13-13
Red, Cohoon or silver, lb. ....	.10	.10
Pale, qualls, dressed, per lb. ....	.07½-08	.07½-08
Halibut, white western, large and medium, per lb. ....	.08-09½	.09
Halibut, eastern chicken and medium, per lb. ....	.08-09½	.10
Mackerel, bloater, per lb. ....	.04-05½	.08
Haddock, medium and large, lb. ....	.04½-05	.10-12
Market codfish, per lb. ....	.04½-05	.10-12
Steak codfish, per lb. ....	.05½-06	.10
Canadian soles, per lb. ....	.15-17	..
Blne fish, per lb. ....	.12	.15-20
Smelts, per 100 count	2.50	..

DRIED AND PREPARED FISH.

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

BULK OYSTERS, CLAMS, ETC.

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

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

Cape Cod shell oysters, per bbl.	9 50	..
Clams, per bbl.	6 00	8 00
Live lobsters, small, lb.	0 40	0 50
Live lobsters, medium and large, lb.	0 50	..
Boiled lobsters, medium and large.	0 32	..
Winkles, bush.	2 00	..
Little Necka, per 100	1 25	..

FRESH FISH.

	Montreal	Toronto
Haddock, fancy, express, lb.	0 06	0 07
Steak cod, fancy, express, lb.	0 08	0 08-0 09
Carp	0 10	..
Herrings, lake	0 04½	..

FROZEN—LAKE AND RIVER.

White fish, large, per lb. ....	.08	.10
White fish, small tailless, per lb. ....	.06	.07
Lake trout, large and medium, lb. ....	.09	.12
Dore, dress or round, lb. ....	.07	.08-10
Pike, dressed and headless, lb. ....	.06-06½	..
Pike, round, per lb. ....	.05½-06	.07-08
Tom cods, new, per bbl.	2 00	..

PICKLED FISH.

Salmon, Labrador, tierces, 200 lb.	20 00	..
Salmon, Labrador, bbis., 200 lb.	14 00	..
Salmon, Labrador, half bbis., 100 lbs.	7 50	..
Salmon, B.C., bbis.	13 00	14 00
Sea trout, Raffin's Bay, bbis., 200 lb.	12 00	..
Sea trout, Labrador, bbis., 200 lb.	12 00	..
Sea trout, Labrador, half bbis., 200 lb.	6 50	6 50
Mackerel, N.S., bbis., 200 lb.	12 00	..
Mackerel, N.S., half bbis., 100 lb.	7 00	..
Mackerel, N.S., tails, 90 lbs.	1 75	2 00
Herrings, Labrador, bbis.	5 00	5 25
Herrings, Nova Scotia, half bbis.	3 00	3 00
Herrings, Nova Scotia, bbis.	5 00	5 25
Herrings, Nova Scotia, half bbis.	2 50	3 00
Lake trout, 100-lb. keg.	6 00	..
Quebec sardines, bbis.	3 00	..
Quebec sardines, half bbis.	3 00	..
Tongue and sounds, per lb.	0 07½	..
Scotch herrings, imported, half bbis.	8 00	..
Holland herrings, imported, half bbis.	7 00	..
Holland herrings, imported, half kegs.	0 75-1 00	..
Holland herrings, mixed, half bbis.	7 00	..
Holland herrings, mixed, kegs.	0 75-1 00	..
Lachyne herrings, box	1 25	..
Turbot, bbis.	10 00	..

WINNIPEG.

FISH.—The opening of Lent has brought even larger business than has existed for some weeks, and ever since Xmas the demand has been heavy for fish. Whitefish, pickerel, salmon trout, gold eyes, and other lake fish are moving best at the present time. The demand for oysters has dropped off somewhat. Apparently people have the idea that these are a luxury and something which they can do without. No price changes have been struck during the week.

Fish—	Price
New fresh jackfish	0 05%
Lake Superior herring	0 05%
New tailless	0 04
Fresh mullets	0 03
Fresh whitefish	0 05½
Fresh pickerel	0 07½
Trout	0 12½
Gold eyes	0 03½
Halibut	0 12
Frozen halibut	0 09½
Salmon	0 12
Frozen salmon	0 10
Fresh cod	0 10
Fresh smelts	0 11
Oysters, per gal.	2 00
Shell oysters, per cwt.	2 00
Shell oysters, per bbl.	17 00
Haddies	0 09
Haddies, fillets	0 12½
Bloaters, per lb.	1 50
Kippers, per box	1 75
Ocean herring, lb.	0 05

PREDICTS FAILURE OF PARCEL POST.

John E. Witherspoon, of Sacramento, Cal., who claims to have had more than ten years' experience in shipping eggs to the Philadelphia market, is firmly of the belief that the United States government's efforts to persuade farmers to use the parcel post as a means of direct trading with consumers is bound to end in failure. He states the middleman is necessary both to the consumer and to act as a representative of the shipper.

He further states that while the ambition of the postal authorities is a worthy one, they cannot expect to succeed by any such efforts as furnishing each other's address and offering the parcel post as a means of transportation. He suggests that if the postal authorities want to handle produce, they will have to appoint their own middleman and establish agencies in cities to make collections and remittances and adjust complaints.

WOULD PAY \$10 FOR IT.

MacLean Publishing Co.:

Sirs,—Enclosed find cheque for \$2 to renew my subscription for Canadian Grocer.

If your Canadian Grocer cost \$10 a year I would sure subscribe for it, for I consider it a great help to me in my business in a great many different ways.

FRANK A. SQUAIR,

North Vancouver, Feb. 6th, 1915.

Eggs and the War Tax

Cheese Up on Toronto Market Again—Advance of Half Cent—Highest Prices Ever Known—
Butter Still Firm—Eggs are Lower—Tariff Will Prevent Chicago Competition—All Kinds of Poultry.

MONTREAL.

PROVISIONS.—Some packers are preparing to advance their prices on barrelled pork 1.50 all round, which is an advance of 7½ per cent. on \$20—the price of barrelled pork in Chicago. This is the war tax. Other lines of provisions are not affected excepting compound lard, which will be advanced ¼c approximately. The duty is more noticeable on barrelled pork. Business is reported rather quiet in these lines.

Hams—		
Medium, per lb.	0 17	
Large, per lb.	0 16	
Bacon—		
Plain, bone in	0 24	
Boneless	0 23	
Peameal	0 24	
Bacon—		
Breakfast, per lb.	0 18	0 19
Roll	0 16	
Shoulders, bone in	0 15	
Shoulders, boneless	0 16½	
Cooked Meats—		
Hams, boiled, per lb.	0 24	0 25
Hams, roast, per lb.	0 28	
Shoulders, boiled	0 25	
Shoulders, roasted	0 26	
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	0 15½	
Long clear bacon, 80-100 lbs.	0 14½	
Flanks, bone in, not smoked	0 15½	
Barrelled Pork—		Per bbl.
Heavy short cut mess	28 50	
Heavy short cut clear	28 50	
Clear fat pork	30 00	
Clear pork	27 50	
Lard, Pure—		
Tierces, 350 lbs., net	0 12	
Tubs, 50 lbs., net	0 12½	
Boxes, 50 lbs., net	0 12½	
Pails, wood, 20 lbs., gross	0 12½	
Pails, tin, 20 lbs., gross	0 12	
Cases, 10-lb. tins, 60 in case	0 12½	
Cases, 3 and 5-lb. tins, 60 in case	0 13	
Bricks, 1 lb., each	0 13½	
Lard, Compound—		
Tierces, 375 lbs., net	0 10	
Tubs, 50 lbs., net	0 10½	
Boxes, 50 lbs., net	0 10½	
Pails, wood, 20 lbs., net	0 10½	
Pails, tin, 20 lbs., gross	0 10½	
Cases, 10-lb. tins, 60 in case	0 11½	
Cases, 3 and 5-lb. tins, 60 in case	0 11½	
Bricks, 1 lb., each	0 12½	
Hogs—		
Dressed, abattoir killed	11 25	11 50

BUTTER.—Considerable American butter is being sent to England through Canada, mostly for cooking purposes. No exporting is being done from Canada as butter is selling on a higher basis in England than here—about on a par with their top grades of Danish and New Zealand. Creamery butter is quoted 33c, but an advance would not surprise the trade. Dairy butter is worth 27-28c.

Butter—		
Finest creamery	0 33	
Dairy butter	0 27	0 28

CHEESE.—Stocks are very low, and prices are as high as they have ever been. Large quantities are being shipped in bond from the States through Canada to England.

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

EGGS.—The first shipment from the States since the decline made importation possible, came in last week. The change in tariff will have considerable bearing on the market now, and it is not

likely there will be such rapid declines as there would have been had the tariff allowed American eggs to come in freely. Whereas Canadian eggs might have declined this week to a buying basis of 28c, they must be held on a 30c basis. With the changed tariff, the cost to importers is now 6c per doz. for freight and duty, whereas it was formerly only 4c and a fraction. The war tax will amount to about 1¾c per doz. on 25c eggs. Chinese eggs continue to come into this market, and are probably in larger quantity than the market warrants. They are not exercising a serious effect on this market owing to their size and quality. Storage eggs are nearly finished. As far as some packers in Montreal are concerned, they have been finished some time. Selects are down 1c.

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

POULTRY.—Soft weather early this week cut a big hole in poultry business, dealers knowing by experience that such weather makes poultry soft and black. Good quality turkeys are bringing 20 to 23c. Few live are selling at this time of the year, but they are worth about 18c. Geese are bringing about the same price for live and dressed—from 13 to 15c. Ducks are dear, and live ducks are bringing higher prices than dressed. The former are worth 20c, while the latter only bring 17c. The Jews are paying good prices for live ducks. American squabs are quoted 4.50 per dozen., and Canadian squabs at \$3. Rabbits are finished.

Fresh Stock—	Live.	Dressed.
Fowl	15-18	14-16
Spring chicken	14-15	14-18
Fancy, crate-fed chickens, 5 lbs.	14-18	20-25
Turkeys, fancy	18-23	
Ducks	20	14-17
Geese	13-15	14-15
Pigeons, pair	30-35	
Squab pigeons, pair	50	

TORONTO

PROVISIONS.—Hams are firm, and in the case of medium up very slightly. Demand is said to be exceptionally good this last few days. Breakfast bacon is considerably higher: we quote 18 to 22 cents, and the general price is nearer the latter than the former. There is a good call for cooked meats, which renders them firm at ruling price. It is surprising that cooked meats have sold as well as they have this winter, for they are not as much a winter as a summer food.

Hams—		
Light, per lb.	0 16	0 16½
Medium, per lb.	0 17	0 17½
Large, per lb.	0 14½	0 15
Bacon—		
Backs, per lb.	0 20	0 21
Boneless, per lb.	0 23	0 24
Pea meal, per lb.	0 24	0 24
Racon—		
Breakfast, per lb.	0 18	0 22
Roll, per lb.	0 23	0 15½
Shoulders, per lb.	0 13½	0 14
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 13½	0 14
Cooked Meats—		
Hams, boiled, per lb.	0 22	0 23
Hams, roast, per lb.	0 25	0 24
Shoulders, boiled, per lb.	0 20	0 21
Shoulders, roast, per lb.	0 20	0 21
Barrelled Pork—		
Heavy mess pork, per bbl.	25 00	25 00
Short cut, per bbl.	27 00	29 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 11	0 11½
Tubs, 60 lbs.	0 11½	0 12
Pails	0 12	0 12½
Tins, 3 and 5 lbs., per lb.	0 12½	0 12½
Bricks, 1 lb., per lb.	0 13	0 13½
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 09	0 09½
Tubs, 50 lbs., per lb.	0 09½	0 10
Pails, 20 lbs., per lb.	0 10	0 10½
Hogs—		
F.O.B., live, per cwt.	7 45	
Live, fed and watered, per cwt.	7 75	
Dressed, per cwt.	10 00	10 50

BUTTER.—Tendency is towards a trifle easier this week, in most grades. Creamery is up a cent, however, and demand is good at that. Export business is still booming, and it is thought that creamery will advance more shortly. Stocks are said to be light, but demand would not appear to bear this out.

Butter—		
Creamery prints, fresh made	0 35	0 36
Separator prints	0 28	0 31
Dairy prints, choice	0 27	0 28
Dairy, solids	0 23	0 25
Bakers	0 18	0 20

CHEESE.—This market seems likely to duplicate, in some sort, the rapid and steady advance of flour. Last week it was up a quarter of a cent, and this week prices all round are up half a cent more. Canadian cheese at 18¾ cents is a startling contrast to the lots that were to be picked up not so long ago at 16 cents. Britain is still buying heavily, and this year there is, so far, nothing of the "between seasons laxity" usually experienced.

Cheese—		
Old, large	0 19½	0 19½
Old, twins	0 19½	0 20
New, large	0 18½	0 18½
New, twins	0 18½	0 19

EGGS.—Eggs are easier. New laids are down to 33-34 cents, and selects and straights in accompaniment. Storage receipts are piling up; so, for the matter of that, are new-laid, and prices right along will ease. Business is generally good. Stocks, particularly in storage, seem to be light, but to counterbalance deliveries are heavy. Chicago eggs will have less chance than ever now. Seven and a half per cent. added to the present duty will make American shippers of no effect as competitors. Thus the farmer will be able to save his face, and keep

CANADIAN GROCER

his eggs high now without fear of competition—if he wants to.

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

POULTRY.—This market shows little change. Deliveries, as heretofore, are exceptionally heavy for this time of the year. And still the storage stocks are more or less untouched. Live fowl is a couple of cents easier. Live ducks are lower, but dressed are higher. Chicken is moving freely.

Fresh Stock—	Live.	Dressed
Fowl	0 10-0 11	0 12-0 14
Spring chicken, lb.	0 16-0 11	0 12-0 16
Fancy, crate-fed chicken, 5 lbs.	0 13-0 16	0 18-0 20
Turkeys, fancy	0 20-0 22	
Turkeys, old Tom	0 15-0 16	0 18-0 20
Ducklings	0 08-0 12	0 14-0 17
Ducks	0 10-0 12	0 14-0 17
Geese	0 12-0 13	0 15-0 16

HONEY.—There is no change in this market. Business is steady. Demand is an even one.

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

WINNIPEG.

PRODUCE.—Cheese is again featuring this market, having risen rapidly during the last week. Poultry too has strengthened materially, while eggs of course are weak. For cured meats there is a very satisfactory demand. The supply, however, is ample and no advances are recorded here, nor does there seem any probability of early advances.

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

Lard—	
Tierces	0 11
Tubs, 60s	0 75
Falls, 30s	2 32½
Cases, 6s	7 12½
Cases, 3s	7 20

BUTTER.—At the present time there is not much dairy butter being received. Cream, however, is coming to the creameries in good quantities and the supply of creamery butter in consequence is satisfactory. This is fortunate, for the demand is very heavy, and were the supplies interfered with in any way, prices would advance. As it is, creamery butter is quoted somewhat stronger—present prices being around 33c.

Butter—	
Creamery, Manitoba	0 33
Dairy	0 25
Cooking	0 21

CHEESE.—This market is up in the East, where supplies—probably owing to exportations—are very much reduced. Here, also, the stock is short. The quantity of cheese on hand indeed is not sufficient to meet the demand and as a natural result prices have climbed as much as 3c per lb.

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

EGGS.—This is the weak spot in the market. It is becoming apparent that from the South a good supply of eggs may be expected. These are now being

sold on the Manitoba market at such figures that they can be retailed at 45c per dozen. The probability that in a month's time these eggs will come in at much lower prices is bringing out all the storage eggs on the local market. Because of this desire to get rid of supplies, storage eggs have dropped materially in price. Extra firsts are being sold at 22c—extra in cartons have not struck a very steady price. There is a big spread here, these eggs being sold at prices varying from 25 to 28c. One point must be borne in mind in connection with the egg situation. The new duty necessitated by war is certain to add to the price of Southern eggs. There is now a 3c duty against these, and adding the 7½ per cent. duty to that will probably mean another 2c per dozen. This will tend to hold prices at least 2c higher than might otherwise be the case until local eggs are again coming in in good quantities.

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

POULTRY.—A very fair demand is still felt and it seems that the supplies are now pretty well down, so that prices have tended to strengthen. There is a wide spread in all lines, but the first-class birds are now bringing higher quotations than a week ago.

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

FRUIT AND VEGETABLE MARKETS

(Continued from page 42.)

an additional cost of 25c per case. Early strawberries have always faced a duty of 35 per cent. To this there will be added 7½ per cent., making the tax 42½ per cent. Strawberries will be high. This is of particular importance in the West, since practically all the strawberries used here come from the south. Little is brought in from Ontario and very little from British Columbia. Grape fruit to date has not paid any tax. It, of course, will be faced with the 7½ per cent.—that is, all that comes in from Florida. Jamaica grape fruit will get off with a 5 per cent. tax, coming under British preference.

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

VEGETABLES.—California onions are up, being quoted at from \$2 to \$2.50. There is also a rise in California tomatoes, which are now quoted at \$6.50. The demand for onions continues heavy. This is largely because there was a small

local crop last year, and because the large Southern crop has made prices very reasonable. Wholesalers state that while five sacks was considered a fair order last year, there are many orders this year running from 10 to 100 sacks. It seems that these 100-sack orders have ceased to be an event.

Southern vegetables will not be coming in in any quantities until the middle of next month, and it is probable that they will then come immediately under the extra war tariff.

Vegetables have been paying 30 per cent. ad valorem. The new tax will add 7½ per cent. to this and will of course make the prices higher. Certain kinds of onions will come under the British preference, but they too will have to be higher because of the war.

Celery, California	5 80
Cabbages, per lb.	0 02
Cauliflower, per doz.	2 00
Head lettuce, California, per doz.	1 25
Leaf lettuce, doz.	0 45 0 60
Onions—	
California, 100-lb. sacks	2 00 2 50
Valencia, per case	5 00 5 50
Parsley, per doz. bunches	0 40 0 50
Sweet potatoes, per lb.	0 06
Tomatoes, California, per case	6 50
Honey, comb, per case (24 sections)	5 50

FINANCIAL STATEMENT OF SHREDDED WHEAT.

Net earnings of \$1,016,248 for the year ending Dec. 31 were shown in the annual report presented at the meeting of Shredded Wheat shareholders, held at Niagara Falls, against \$939,557 a year ago. This is the equivalent of 10½ per cent. on the common stock after provision for the preferred. The company is following a policy of writing down good will, \$400,000 being set aside from the year's profits for this purpose.

BOVRIL CHAIRMAN AN EARL, BORN AT KINGSTON.

The annual general meeting of Bovril Limited, was held in London, England, on Wednesday, Feb. 10. It was announced that 1914 with the company was the best in its history, even excluding Government orders. The Earl of Erroll, K.T., C.B., who has been chairman of Bovril Limited, for the past three or four years, was born at Kingston, Ont., in 1852, his father occupying an official position in Canada at that time. He is 23rd Hereditary Lord High Constable of Scotland, created 1315, and thus is the nearest subject in Scotland to the royal family.

ERROR CORRECTED.

There was a typographical error in the advertisement of A. P. Tippet & Co. in last week's issue. "Cadou" should have been spelled "Codou." "Codou" macaroni, vermicelli, etc., is of course a familiar product to the readers of the advertisements on A. P. Tippet & Co.'s page, and the above error was no doubt recognized by everyone.

Flour Situation is Easier

Prices Are Slightly Lower in Montreal—Easier, Though Not Lower, in Toronto—Rolled Oats Likely to Advance Again — All Feeds Firm, With Bran Very Strong — War Tax Effects.

MONTREAL.

FLOUR.—With a considerable drop in the wheat market last week came quietness in flour. As soon as this was apparent, Ontario millers commenced to offer more freely, quoting prices which indicated they were willing to accept slightly lower prices. They advised buying as this was only a temporary setback, and flour prices would be up again. These millers have wheat on hand, but if they were compelled to buy in the present market they would be unable to offer flour at these prices. It was natural that under these conditions business dropped off, and the dealer decided to wait and see if prices went still lower.

Millers of Manitoba wheat do not believe the decline in wheat cuts any figure. They declare there will be no decline in flour, but are not sure about a further advance. Stocks are down, which is natural considering the amount of business done during the past few weeks. It is not believed here that many farmers are holding back their wheat, as this is best opportunity to make money they ever had. If they are holding back, it is intimated by some that the Government will soon step in and compel them to sell. This is, however, not likely. The recent drop in wheat caused a number of cancellations, and a quieter March is anticipated, as this rush cannot keep up forever.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	8 10
Second patents	7 60
Strong bakers	7 40
Flour in cotton sacks, 10 cents per barrel more.	

Winter Wheat Flour—	Car lots.	Small lots.
Fancy patents	8 00	8 20
90 per cent. in wood	7 75	7 95
90 per cent. in bags	3 65	3 75
Straight roller	7 55	7 75
Blended flour	7 55	7 75

CEREALS.—Package oats went up to 4.75 last Thursday, but no advance took place in bulk. As hominy is prepared in the States, the extra 7½ per cent. will apply here, amounting to 18c per bag. This advance is expected to take effect right away. Rolled oats are moving fairly well, but the market is quieter.

Cornmeal—	Per 95-lb. sack
Gold dust	2 30
Unbolted	2 15

Rolled Oats—	90's in jute.
Small lots	3 65
25 bags or more	3 50
Packages, case	4 75
Rolled oats in cotton sacks, 6 cents more.	

Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.	100-lb. bbls.
	3 65

Hominy, per 95-lb. sack	
	2 75

FEEDS.—No changes have been made in feed prices. Feed flour is high, and fairly hard to get. Ordinary feed flour

sells for 2.00-2.20, but choice is bringing 2.55, and there is a bigger demand from Europe for it. Bran and shorts are firm at \$26 and \$28, but the big millers seem to have fairly good supplies. Despite this, owing to the big demand anticipated from March until summer, millers expect to be compelled to cut their customers down.

Mill Feeds—	per ton
Bran	26 00
Shorts	23 00
Middlings	33 00
Wheat moulee	37 00
Feed flour, bag	2 55
Mixed chops, ton	41 00
Crushed oats, ton	43 00
Barley, pot, 95 lbs.	4 00
Oats, chop, ton	43 00
Barley chop, ton	38 00
Feed oats, cleaned, Manitoba, bush.	0 77
Feed wheat, bag	2 35

TORONTO.

FLOUR.—This week there has been a somewhat steady movement. Prices have not advanced. They have not declined either, in this market, though it is reported there is a slight breaking in Montreal market. Wheat broke in Winnipeg ten cents during the week (and more in Chicago), but it recovered six cents. Flour market ought not to depend upon these vagaries, inasmuch as flour prices were never figured on the outside pride of wheat. Hence flour prices are not down. Situation is easier. There is more inclination on the part of mills to sell, and they will do so freely now for period of thirty days ahead. Export business is quiet again. Buyers in Europe cannot see our prices. They haven't got used to them yet, and won't buy until forced. It is a matter of education. If export business doesn't come through eventually, we may see a drop in prices. Domestic business is on the quieter side. It has been so good for some time that the pendulum is swinging the other way. Buyers are well stocked now. It looks as though we may see a temporary decline shortly, but opinion is that it will only be temporary. Fundamentally flour has got to advance. There isn't enough to hawk round at easy prices. At any rate so the farmer thinks. He ought to know.

Manitoba Wheat Flour—	Small lots, per bbl.	Car lots, per bbl.
First patent	8 20	8 00
Second patent	7 70	7 50
Strong bakers	7 50	7 40
Flour in cotton sacks, 10c per bbl. more.		

Winter Wheat Flour—	Small lots, per bbl.	Car lots, per bbl.
Fancy patents	8 00	7 80
90 per cent.	7 80	7 60
Straight roller	7 60	7 40
Blended flour	7 60	7 60

CEREALS.—Still the feature of the market is the strength of rolled oats.

They are firm though not higher. Buyers are buying freely at list prices. Oats can't very well sag. There are so few in the country. Stocks are exceedingly low. This gain did not reflect the break in wheat this week. For purposes of comparison it is interesting to see that when wheat broke ten cents, rolled oats only broke one to one and a half. Barley is again very strong. Its strength is in its scarcity. There is little in the country. Export demand on all cereals has eased somewhat, even on oats. There is still considerable business in this latter, however.

Barley, pearl, 95 lbs.	5 00
Buckwheat grits, 95 lbs.	6 00
Corn flour, 95 lbs.	2 80
Cornmeal, yellow, 95 lbs.	2 55
Graham flour, 95 lbs.	3 00
Hominy, granulated, 95 lbs.	3 00
Hominy, pearl, 95 lbs.	3 00
Oatmeal, standard, 95 lbs.	3 22½
Oatmeal, granulated, 95 lbs.	3 22½
Peas, Canadian, boiling, bush.	2 90
Peas, split, 95 lbs.	5 00
Rolled oats, 90-lb. bags	3 70
Rolled wheat, 100-lb. bbl.	3 75
Rye flour, 95 lbs.	3 00
Whole wheat flour, 95 lbs.	3 75
Wheatlets, 95 lbs.	4 00

MILL FEEDS.—All lines continue very strong. This is specially true of middlings, price of which has been advanced by Ontario millers \$2.00 a ton. Manitoba millers have not followed suit as yet. Bran is very firm and very scarce. Millers are still shipping mixed cars.

Mill Feeds—	Mixed cars, per ton
Bran	26 00
Shorts	23 00
Middlings	33 00
Wheat moulee	37 00
Feed flour, per bag	1 85

Oats—	
No. 3, Ontario, outside points	0 65
No. 3, C.W., bay ports	0 80

WINNIPEG.

FLOUR AND CEREAL.—Since last week there has been no further movement in flour. Wheat, of course, has weakened considerably of late, but not enough to make any lower prices for flour seem likely. At the moment it appears that present quotations will hold, but there is no certainty of the situation.

Oats are much stronger than a week ago. Prices have advanced from 20 to 30c, and it seems that this advance is by no means the last which may be expected.

There are at the present time enormous quantities of corn coming into the West, to take the place of oats as feed.

Manitoba Wheat Flour—	Per bbl.
Best patents	7 75
Second patents	7 10
Low grades	6 10
Rolled oats, 90's	3 50
Standard oatmeal, 95 lbs.	4 15
Cornmeal, 95's	2 50

Profit on Tillson's Oats

Owing to the fact that some merchants do not realize the extra profit they are reaping on healthful, nourishing and appetizing

TILLSON'S OATS

A Food

Not a Fad

We give you the schedule of the profit now at \$4.75 a case compared with the profit when the price was \$4.15 a case. Figures speak for themselves.

Cost per case	Cost per package	Profit as 25c. seller	Profit as 30c. seller
\$ 4.15	20¾c.	4¼c.	9¼c.
4.25	21¼	3¾	8¾
4.50	22½	2½	7½
4.75	23¾	1¼	6¼
5.00	25	0	5

NOTE INCREASE IN PROFIT

A case costing you \$4.15 and selling at 25c. gives only 4¼c. per package, whereas a case costing you \$5.00 gives you 5c. per package as a 30c. seller, and on our price of \$4.75 your profit is 6¼c. per package.



Then again you have the satisfaction of knowing you are giving your customers absolutely the best and purest goods.

Our Motto:—Quality—then price

Decorate your window and the interior of your store with Tillson's Oats.

FREE

Display will be sent you upon written request for same

**SELL — Canadian Products
Made in Canada By Canadians**

**Canadian Cereal
& Flour Mills, Ltd.**

TORONTO



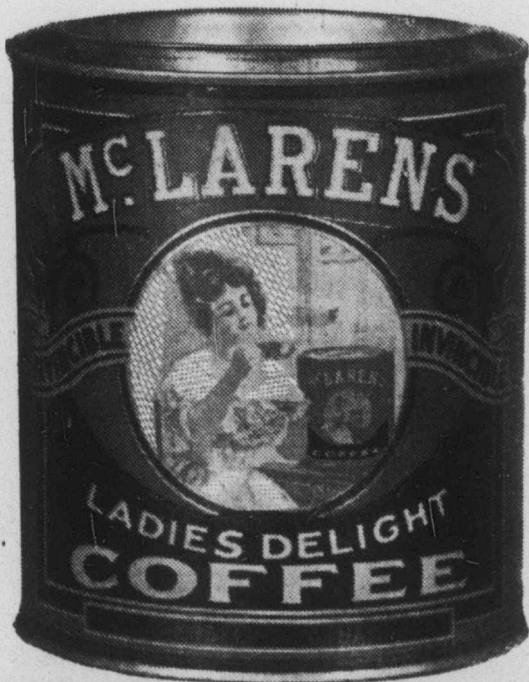
First it was
Kawphy

then as the science of growing, curing, roasting and blending became more advanced the name was changed to

Coffee

As time went on and people's tastes became educated to the finer blends and the real virtues of the coffee, were judged by the cup quality, the name became

**LADIES DELIGHT
COFFEE**



Send for a trial order
and judge for yourself.

McLarens Limited
HAMILTON and WINNIPEG

**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 40
4 oz. Tins, 4 doz. to case, weight 20 lbs.	65
6 oz. Tins, 4 doz. to case, weight 25 lbs.	90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 45 lbs.	1 60
16 oz. Tins, 4 doz. to case, weight 70 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 80 lbs.	9 30

**COOK'S FRIEND BAKING
POWDER.**

W. D. McLaren, Limited.

In Cartons—	Per doz.
No. 1 (25c size), 4 doz. cs.	\$ 2 25
No. 1 (25c size), 2 doz. cs.	2 30
No. 10 (20c size), 4 doz. cs.	1 80
No. 8 (15c size), 4 doz. cs.	1 85
No. 2 (10c size), 6 doz. cs.	0 80
No. 2 (10c size), 3 doz. cs.	0 85
No. 3 (5c size), 4 doz. cs.	0 45

Also in tins. Prices on application.

ROYAL BAKING POWDER

Size.	Less than 10 case lots	Bbl. lots or 10 cases and over
	Per doz.	Per doz.
Dime	\$.95	\$.70
4-oz.	1.40	1.35
6-oz.	1.95	1.90
8-oz.	2.55	2.50
12-oz.	3.85	3.75
16-oz.	4.90	4.80
2 1/2-lb.	11.00	11.55
3-lb.	13.60	13.35
5-lb.	22.85	21.90

Barrels—when packed in barrels one per cent. discount will be allowed.

**FOREST CITY BAKING
POWDER.**

6-oz. tins	\$0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb.	\$0 17
In 10-lb. lots or case	0 16

COPPON BOOKS — ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal. \$3, \$5, \$10, \$15 and \$20. All same price, one size or assorted.

UN-NUMBERED.

100 books and over, each	0 33 1/2
700 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, 1/2 cent.

CEREALS.

	Per case
Biscuit Flour (Self-rising), 2 doz. to case, weight 70 lbs.	\$3 00
Buckwheat Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00

	Per case
Pancake Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
Breakfast Food, 2 doz. to case, weight 85 lbs.	3 30
King's Food, 2 doz. to case, weight 95 lbs.	5 20
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 30
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 30

**DOMINION CANNERS,
LIMITED.**

Aylmer Pure Jams, 16 oz. Jar	Per doz.
Strawberry, 1914 pack	\$2 20
Raspberry, red, heavy syrup	2 10
Black Currant	2 10
Red Currant	2 10
Peaches	2 10
Pear, Bart.	2 10

Aylmer Pure Jellies.

Red Currant	2 10
Black Currant	2 10
Crabapple	1 45
Raspberry and red currant	2 10
Raspberry and gooseberry	2 10
Plum Jam	1 85
Green Gage plum stoneless	1 85
Gooseberry	1 85
Grape	1 85

Aylmer Marmalade

Orange Jelly	1 60
Lemon	1 60
Pineapple	1 50
Ginger	2 25

Aylmer Pure Preserves—Bulk

	5 lbs. 7 lbs.
Strawberry	0 72 1 00
Black currant	0 65 0 85
Raspberry	0 65 0 85

Aylmer 14's and 30's per lb.

Strawberry	0 11
Raspberry	0 14

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz.	4 50
Perfection, 1/2-lb. tins, doz.	2 40
Perfection, 3/4-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 30
Perfection, 5-lb. tins, per lb.	0 55
Soluble bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

(Unsweetened Chocolate).

Supreme chocolate, 1/4's, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 30
Sweet Chocolate—	Per lb.
Queen's Dessert, 1/4's and 1/2's, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, 1/4-lb., 6 and 12-lb. boxes	0 35



If You Ever Intend to Touch the Western Field— Now is Your Opportunity

Never before were the people of the West so selective in their choice of food products. Never before did good lines, quality lines, dependable lines find such favor in the West. And together with the double prices grain growers are securing for grain constitutes your greatest opening to get your goods firmly on the Western field.

But don't take the task of handling the Western field yourself. Why not do what some of the largest organizations are doing? Putting it up to Nicholson & Bain, whose extensive connection and army of representatives can place your goods quickly and substantially on the whole Western market—and at trifling cost. Write to-day and see if there is still an opening for your line.

NICHOLSON & BAIN

WHOLESALE COMMISSION AGENTS AND BROKERS

Head Office:—Winnipeg, Man. Branches:—Regina, Saskatoon, Edmonton, Calgary, Vancouver



ENO'S "FRUIT SALT"

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

Order a bottle TO-DAY from your dealer.

Prepared only by

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

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

We're spending thousands of dollars to tell Canada about "FRUIT SALT"

—the original and only "Fruit Salt"—Eno's, the world-famous preparation which acts as a mild aperient to the organs of elimination, stimulating and invigorating the system, cleansing the blood of all poisons by regulating the liver.

Yes, we have spent a large sum of money and are spending more—we have created the desire—now it's up to the retailer to do his share.

Will you join hands with us in increasing the sale of Eno's "Fruit Salt" and thereby gain a goodly profit and draw trade to your store, or will you turn this business over to your competitor?

Grocers everywhere sell Eno's "Fruit Salt"—
It's a big money-maker.

ENO'S "FRUIT SALT"

is very effective in the treatment of Colds. By helping the organs of excretion to eliminate the noxious substances from the blood, Eno's "Fruit Salt" assists Nature to bring about a speedy cure. It is most refreshing as a cooling beverage and is unsurpassed for quenching thirst.

Order a bottle TO-DAY from your dealer.

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

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



J. C. Eno, Limited, "Fruit Salt" Works

LONDON, ENG.

Agents for Canada: Harold F. Ritchie & Co., Ltd., 10-12-14 McCaul St.

TORONTO

Get your most critical customer to try just one

**7-20-4
Cigar**

He will be astonished at its full, rich flavor and loud in his praise of the cigar that proved "a really good smoke"—the 7-20-4.

THE PROFIT IS GOOD
Sherbrooke Cigar Co., Limited
Sherbrooke, P. Q.

SALES AND PROFITS

Are assured on
DIAMOND CLEANSER
(Made in-Canada)

It costs you \$3 a case of forty-eight cans, and sells at 3 for 25c, or 10c a can. But most grocers prefer to buy in five-case lots at \$2.85, and thus secure a still larger profit. As a cleaner Diamond Cleanser has no equal on the market. Perfectly odorless, harmless to the hands, its popularity is growing every day. Spring cleaning will be here pretty soon—better order a supply from your jobber to-day.

Stephens, Welch & Co.
7 Ossington Ave. Toronto



TEA LEAD

(Best Inconrodible)
Buy "PRIDE OF THE ISLAND" Brand
as extensively used for years past by most of the leading packers of Tea in Canada.
ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes use 1 4th \$ 5th Editions. LONDON, E., Eng-

Canadian Agents: **HUGH LAMBE & CO., TORONTO**
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

Kindly mention this paper when writing to advertisers.

Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 26
Diamond, ¼'s, 6 and 12-lb. boxes	0 27
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in ½-lb. packages, 2 doz. in box, per doz.	1 60
Chocolate Confections Per lb.	
Maple buds, 5-lb. boxes	0 37
Milk medallions, 5-lb. boxes	0 37
Chocolate wafers, No. 1, 5-lb. boxes	0 31
Chocolate wafers, No. 2, 5-lb. boxes	0 26
Nonpareil wafers, No. 1, 5-lb. boxes	0 31
Nonpareil wafers, No. 2, 5-lb. boxes	0 26
Chocolate ginger, 5-lb. boxes	0 31
Milk chocolate wafers, 5-lb. boxes	0 37
Coffee drops, 5-lb. boxes	0 37
Lunch bars, 5-lb. boxes	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, 5c bars, 24 bars, per box	0 85
Almond nut bars, 24 bars, per box	0 85

JOHN P. MOTT & CO.'S.

Miss N. Estabrook, St. John, N. B.; J. A. Taylor, Montreal; P. Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Russell, Johnson, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) doz.	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
Breakfast cocoa, ¼'s and ½'s	0 36
No. 1 chocolate	0 50
Navy chocolate, ½'s	0 26
Vanilla sticks, per gr.	1 00
Diamond chocolate, ½'s	0 24
Plain choice chocolate liquors	20 30
Sweet chocolate coatings	0 20

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved Per case.

Eagle Brand, each 4 doz.	\$6 25
Reindeer Brand, each 4 doz.	6 25
Silver Cow Brand, each 4 doz.	5 75
Gold Seal Brand, each 4 doz.	5 60
Mayflower Brand, each 4 doz.	5 60
Purity Brand, each 4 doz.	5 00
Challenge Brand, each 4 doz.	4 85
Clover Brand, each 4 doz.	4 85
Evaporated (Unsweetened)—	
St. Charles Brand, small, each 4 doz.	2 00
Peerless Brand, small, each 4 doz.	2 00
St. Charles Brand, Family, each 4 doz.	3 90
Peerless Brand, Family, each 4 doz.	3 90
Jersey Brand, Family, each 4 doz.	3 90
St. Charles Brand, tall, each 4 doz.	4 50
Peerless Brand, tall, each 4 doz.	4 50
Jersey Brand, tall, each 4 doz.	4 50
St. Charles Brand, Hotel, each, 2 doz.	4 25

Peerless Brand, Hotel, each, 2 doz.	4 25
Jersey Brand, Hotel, each, 2 doz.	4 25
St. Charles Brand, gallons, each, ½ doz.	4 75
"Reindeer" Coffee and Milk, "large," each, 2 doz.	4 80
"Reindeer" Coffee and Milk, "small," each, 4 doz.	5 50
"Regal" Coffee and Milk, each, 2 doz.	4 50
"Reindeer" Cocoa and Milk, each, 2 doz.	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN.

1 lb. tins, 4 doz. to case, weight 80 lbs.	37½
1 lb. tins, 2 doz. to case, weight 35 lbs.	
Add one-half cent per pound to the above.	

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	22
1 lb. tins, 2 doz. to case, weight 40 lbs.	70

MOJA.

½ lb. tins, 2 doz. to case, weight 22 lbs.	32
1 lb. tins, 2 doz. to case, weight 40 lbs.	30
2 lb. tins, 1 doz. to case, weight 40 lbs.	30

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, per lb.	27
Shipping weight, 50 lbs. per case.	

MINTO BROS.

MELAGAMA COFFEE.

1s, 1½s, Grd.	25	30
1s, ½s, B. & G.	32	40
1s only, B. & G.	35	45
1s, ½s, B. & G.	28	50
Packed in 30 and 50-lb. cases. Terms net 30 days prepaid.		

MINTO COFFEE (Bulk).

M Bean or Gr.	38
I Bean or Gr.	35
N Bean or Gr.	32
T Bean or Gr.	30
O Bean or Gr.	28
Spec. Grd. Compound	25
Packed in 25 and 50-lb. tins.	

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 20
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

CRESCENT MFG. CO.

CRESCENT MAPLEINE.

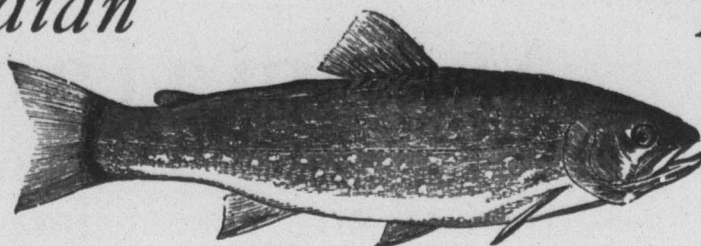
Special Delivered Price for Canada

Per doz.	
½-oz. (4 doz. case), weight 9 lbs., retail each 15c	\$ 1 40
1 oz. (4 doz. case), weight 14 lbs., retail each 30c	2 55
2 oz. (3 doz. case), weight 15 lbs., retail each 50c	4 40
4 oz. (2 doz. case), weight 17 lbs., retail each 90c	7 00
8 oz. (1 doz. case), weight 17 lbs., retail each \$1.50	13 00
Pint (1 doz. case), weight 29 lbs., retail each \$3.	25 00
Quart (1 doz. case), weight 53 lbs., retail each \$5.50	47 75
Gallons, each, retail each \$20	17 15

CANADIAN GROCER

Caught in Canadian Waters By Canadian Fishermen

PROCESSED
AND PACKED BY
CANADIANS



TRANSPORTED
BY CANADIAN
COMPANIES

Everything is Canadian between your
Customer's table and the waters of "Old
Atlantic" that yield the delicious
Brunswick Brand Sea Foods

There's no better fish in the world than those obtained in the Canadian waters of the Atlantic; no better facilities for packing them than are at our disposal in our sanitary sea foods plant.

In short "Brunswick" Brand Sea Foods are of a quality which Canadians are proud to own, and best of

all they represent an entirely Canadian product.

Stock up with Brunswick Brand $\frac{1}{4}$ Oil Sardines, Kippered Herrings, Herrings in Tomato Sauce, Finnan Haddies (oval and round tins), Clams and Scallops. Satisfy the masses of Canadians and give employment to Canadians.

ORDER TO-DAY.

CONNORS BROS., LIMITED
Black's Harbor, N.B.





Shirriff's IMPERIAL SCOTCH Marmalade

is distinctly Canadian and equal to the finest imported

Every ounce of Shirriff's Marmalade represents revenue for Canada—represents money paid to skilled Canadian labor—the finest grade of Canadian-made cane sugar is used in the processing. War tax is paid on every Seville orange used, every glass jar is made in Canada, and even the attractive labels are lithographed here.

From both the quality and the patriotic standpoints it will pay you to push Shirriff's Imperial Scotch Marmalade. Cash in on the Made-in-Canada idea by showing this famous Marmalade in your window and interior displays.

Advertise it in your local paper. Every sale represents continued and profitable business.

IMPERIAL EXTRACT CO., STEINER and MATILDA STS., TORONTO

We put quality in the soap,
not in premiums.

Wonderful Soap Crystal Soap Chips

These are steady-selling, customer-creating, trade-building lines that every dealer should handle. In efficiency, strength and purity, they are unsurpassed.

Wonderful Soap and Soap Chips are thorough, rapid and easy in their operation. The quality is in the Soap.

We pay freight on five-case lots.

Let us send you quotations.

The Guelph Soap Company
GUELPH, ONTARIO

LARD

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

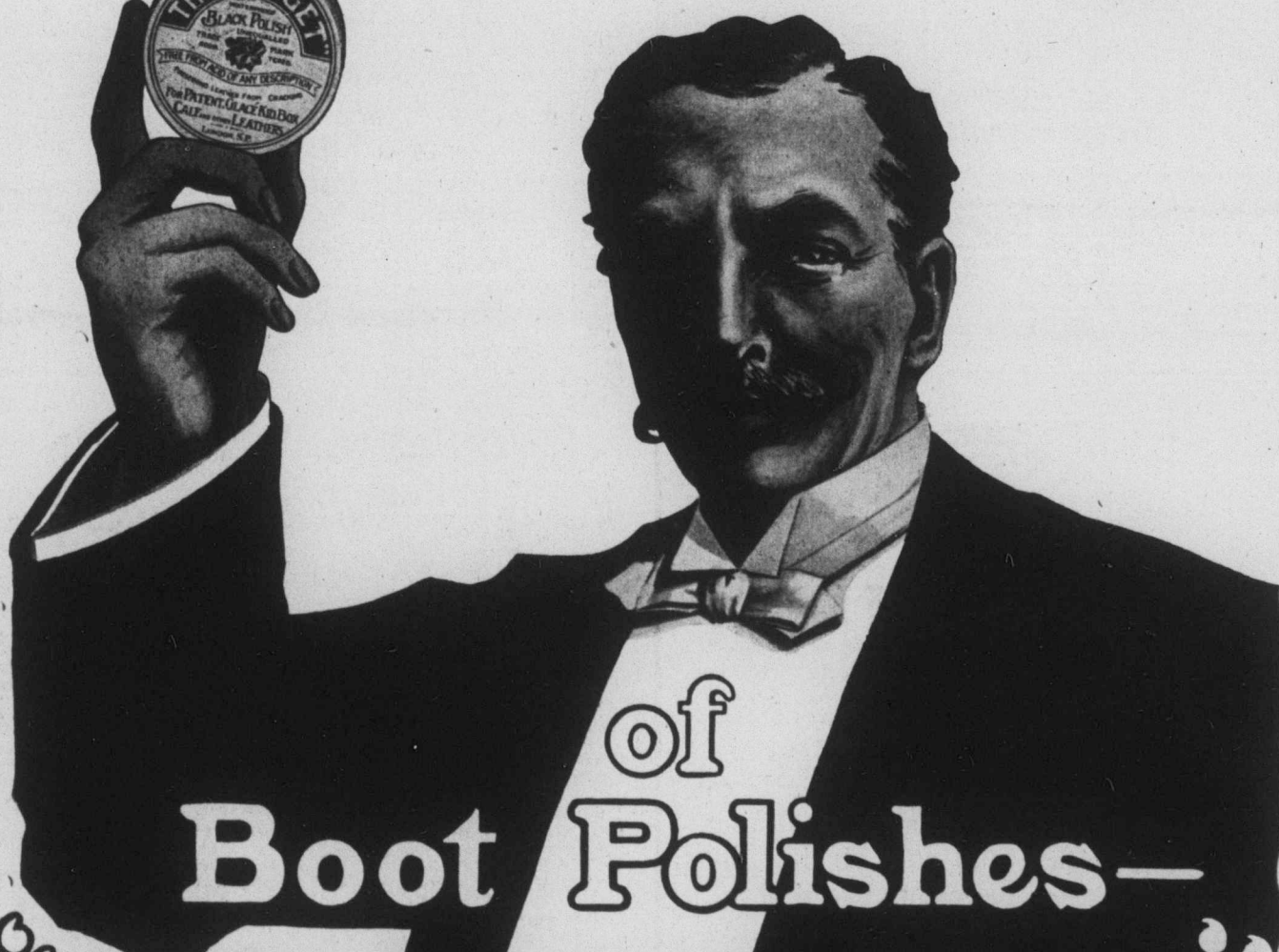
You cannot go astray in buying for your wants, and you can make no mistake in buying "Star" Brand when you do buy.

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

Made under Government inspection.

F. W. Fearman & Co., Limited
HAMILTON

Gentlemen — “The King”



of
Boot Polishes—
NUGGET

The “Nugget” Polish Company Limited, 9, 11, and 13 Davenport Rd., Toronto, Ont.

Quality and Quantity

WILL ALWAYS WIN

That is why our new piece

NIGHT STICKS

is selling so well

A big cent's worth of delicious quality
Flexible Licorice

Order from your Wholesaler

Everything in Licorice for Grocer,
Druggist and Confectioner

National Licorice Company
MONTREAL



Business as Usual

Thanks to the loyalty of our customers and the popularity of Keystone Brand Brushes and Brooms, we have been able to keep our factory running full time with a full staff during the year 1914. The prospects are that we will have to increase our staff in the near future and thereby employ more Canadian labor.

Will you help us to do it?

Stevens-Hepner Co., Ltd.
Port Elgin, Ontario

OCEAN MILLS, MONTREAL.

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

COW BRAND BAKING SODA
In boxes only.

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

SYRUP.

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

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

LILY WHITE CORN SYRUP.

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

ST. LAWRENCE SUGAR REFG. CO.

Crystal Diamond Brand Cane Syrup.
2-lb. tins, 2 doz. in case..\$2 65
Barrels 0 03 3/4
1/2 barrels 0 1/4

CANNED HADDIES, "THISTLE" BRAND.

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

INFANTS' FOOD.

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

BEAVER BRAND CORN AND MAPLE SYRUP.

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

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.

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

DOMOLCO BRAND.

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

SAUCES.

PATERSON'S WORCESTER SAUCE.

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

H. P.

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

STOVE POLISH.

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

NUGGET POLISHES.

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

TEAS.

THE SALADA TEA CO.

East of Winnipeg.

Whole-sale R't'l.
Brown Label, 1s and 1/2s .29 .35
Blue Label, 1s, 1/2s, 3/4s, and 1/8s35 .45
Red Label, 1s and 1/2s.... .41 .55
Gold Label, 1/2s49 .65
Red-Gold Label, 1/2s55 .80

ORANGE MARMALADE.

"BANNER BRAND" PURE FRUIT PRODUCTS.

JAMS AND JELLIES.

2's\$ 2 15
4's 0 35
5's 0 42
7's 0 60
30's, wood 0 06
12-oz. glass jar 1 15
Tumbler, glass 0 95

MARMALADE.

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

MINTO BROS., Limited, Toronto.

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

MELAGAMA TEA.

	Whol.	Ret.
Red Label, 1s or 1/2s.	0 29	0 35
Green Label, 1s, 1/2s, 3/4s		
1/4s	0 32	0 40
Blue Label, 1s, 1/2s, 3/4s		
1/4s	0 37	0 50
Yellow Label, 1s, 1/2s, 3/4s		
1/4s	0 42	0 60
Purple Label, 1/4s		
only	0 55	0 60
Gold Label, 1/4s only.	0 70	1 00

MINTO TEA.

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

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c pks. 1 24

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

Black Watch, 7 1/2s, butts 9 1/4 lbs., boxes 4 lbs.\$0 60
Bobs, 6s and 12s, 12 and 6 lbs. 0 46
Currency, 12s, 1/2 butts, 12 lbs., boxes 6 lbs. 0 46
Currency, 6s, 1/2 butts, 9 lbs. 0 46
Stag Bars, 6s, 1/2 butts, 12 lbs., boxes 6 lbs. 0 48
Walnut Bars, 8s, boxes 7 lbs. 0 64
Pay Roll, thick bars, 8 1/2s. 6 lb. boxes 0 68
Pay Roll, thin bars, 8 1/2s, 5 lb. boxes 0 68
Pay Roll, plug, 8 1/2s, 12 and 7 lb. caddies 0 68
Shamrock, plug, 7 1/2s, 1/2 butts, 12 lbs., boxes 6 lbs. 0 57
Empire, 7s and 14s, caddies 15 lbs., 1/2 caddies 6 lbs. 0 52
Great West, pouches, 9s. 0 72
Forest and Stream, tins, 11s, 2 lb. cartons 0 89

UPTON'S CLOVER HONEY

Have you seen our
new package?

Write us for price list.

The T. Upton Co., Limited
ST. CATHARINES

Factories at Hamilton and St. Catharines

OUR SPECIAL WEEKLY SALES OF
Golden Orange Brand
SUNKIST ORANGES

give you the opportunity you have
been looking for to make your store
the fruit centre of your town.

The demand for Sunkist fruit has
already been created by an extensive
advertising campaign.

We are offering each week Extra
Fancy fruit to fill this demand at
specially reduced prices. Ask us
about window display outfits.

THE HOUSE OF QUALITY

HUGH WALKER & SON
Guelph and North Bay



is the ideal chocolate for
cooking and drinking pur-
poses. Is especially suitable
for icing cakes, making
fudge, etc. Your customers
want and should be given
only the best—MOTT'S.

Retails at 10 Cents per Cake.

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

"Made in Canada"

Brooms of Quality
to introduce our
CANADA LINE

Please note the following

Special Prices

Sample Order Solicited

Fine Polished Colored Handles

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

6-doz. Lots and up delivered (Ontario)

Walter Woods & Co.
HAMILTON

Buyers' Guide

Write us for New Price List of
WINDSOR SALT
 TORONTO SALT WORKS
 TORONTO, ONT. GEO. J. CLIFF, Manager

Dr. JACKSON'S
ROMAN MEAL
 Made in Toronto
 ROMAN MEAL CO.
 MONARCH ROAD

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

The Best for all forms of Coughs, Asthma,
 Bronchitis, and all ailments of Respiratory
 Organs.
MERITOL SYRUP
 FOR AGENCY, WRITE
 THE MERITOL CHEMICAL CO.
 725 Notre Dame E. MONTREAL

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

WRITE TO
 10 Garfield Chambers, Belfast, Ireland.
 for Sample Copy of the
**Irish Grocer, Drug, Provision and
 General Trades' Journal**
 If you are interested in Irish trade.



TANGLEFOOT



The Non-Poisonous Fly Destroyer

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

Try
**STELLA BRAND
 MACARONI**
 Also ZEREGA'S five and ten-cent fancy Glass
 Front Packages of Elbows, Rings, Noodles and
 Alphabets.
 FEARMAN BROS., Agents,
 66 YORK ST., HAMILTON, ONT.

Mathieu's Nervine Powders



are a simple but effective remedy
 in all forms of headaches — a
 remedy which every merchant can
 recommend as a quick and sure
 cure.

Try *Mathieu's Nervine Powders*
 yourself at our expense as per cou-
 pon attached, if you don't know
 them and are a sufferer from head-
 aches.

As a remedy for colds and bronchial troubles Mathieu's Syrup of
 Tar and Cod Liver Oil has become famous and this sister preparation
 —Nervine Powders—is rapidly winning its way.

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

Please send regular box of Mathieu's Ner-
 vine Powders to the following address:—
 Name
 With (Name of firm)
 Street
 City or townProv.....

STORAGE IN OTTAWA
 BOND AND FREE
 Direct Railway connection. Car distri-
 buting. Write for rates.
Dominion Warehousing Co., Ltd.
 Phone R54. 46 to 56 Nicholas St.,
 Ottawa.

We are buyers of evaporated and
 farmers' dried apples. Prices and tags
 on application.
O. E. Robinson & Co.
 Ingersoll Ontario

The W. T. Ott Co., Inc.
 Toronto
 Clicquot Club Beverages
 Priscilla Prepared Flours
 Bass Islands Grape Juice
 Snow-Mello w 55-

MAPLE SYRUP
 See Advt. Page 6

TWO CENTS PER WORD

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

CANADIAN GROCER

CLASSIFIED ADVERTISING

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

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

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

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

MISCELLANEOUS

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 97 Ontario St., Toronto.

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

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

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

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

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

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

(tf)

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

WANTED

WANTED TO BUY—GENERAL OR HARD-ware store in the Eastern Townships. Give amount of last year's turnover, also stock on hand and terms, proprietor or rent. Box 74, The Canadian Grocer, Toronto. (8)

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

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

MAKER OF JAMS, PICKLES, SAUCE AND sundries, recently arrived from the Old Country, wants position. Highest references. Apply X. Y. Z., Canadian Grocer, Montreal.

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

WANTED TO HEAR FROM OWNER OF good general merchandise or grocery store for sale. Send price and particulars. D. F. Bush, Minneapolis, Minn.

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

AGENCIES WANTED

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

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

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

FOR SALE

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

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

McCASKEY ACCOUNT REGISTER—GOOD AS new. Sixty accounts. Twenty-five dollars f.o.b. Fruitland, Ont. Terms, draft against bill of lading. Church & Ross.

CITY TRAVELLER WANTED

For a Montreal House handling well-known Specialties in grocery and confectionery lines. A knowledge of both French and English is essential. Apply stating qualifications and whether on Salary or Commission.

Excellent prospects for the right man.

X Y Z, Canadian Grocer.

263 St. James Street, MONTREAL

Seeds That Sell

Because of high-feeding value and because they are record yielders are:

"Colossal White" Sugar Beet

"D. & H.'s Canadian Gem" Swede Turnip

"Golden Nugget" Corn

"O.A.C. No. 72" Oats

For complete description of these and other leading varieties, write for

WHOLESALE CATALOGUE.

Darch & Hunter Seed Co., Ltd.

Box 1287 LONDON, ONTARIO

A want ad. in this paper will

bring replies from all

parts of Canada.

Not a Luxury

The many uses and economy of

MAPLEINE

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

Order from

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

Mason & Hickey 267 Stanley St., Winnipeg, Man.
CRESCENT MFG. CO. SEATTLE, WASH.



OAKLEY'S KNIFE POLISH

WELL-KNOWN



JOHN OAKLEY & SONS, LIMITED, LONDON, ENGLAND.

AGENTS.

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

Start With His Promissory Note

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

ALLISON COUPON BOOKS

you START with his PROMISSORY NOTE, and HE starts with the understanding that you mean business, ALLISON COUPON BOOKS save thousands of dollars a year for merchants like you.

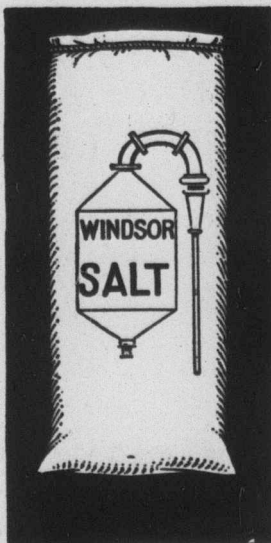
HOW THEY WORK:

A man wants credit. You think he is good. Give him a \$10.00 Allison Coupon Book. Have him sign the receipt, or note form, in the front of the book, which you tear out and keep. Charge him with \$10.00—no trouble. When he buys a dime's worth, tear off a ten cent coupon, and so on, until the book is used up. Then he pays the \$10.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.



For sale by the jobbing trade everywhere.

Manufactured by
ALLISON COUPON COMPANY
Indianapolis, Indiana, U.S.A.



Ninety-nine
people out of a
hundred in Can-
ada use!

WINDSOR TABLE SALT

Isn't it better for you to
make ninety-nine sales,
than only one?
MADE IN CANADA



Right—Always right

It has never been anything else since we first
turned out the goods in 1846. Its absolute purity,
full strength and reliability make it always in
demand by careful cooks.

COW BRAND BAKING SODA

is the best for satisfaction and profit—as such
you should never fail to recommend it.

Get it from your jobber.

CHURCH & DWIGHT

Manufacturers LIMITED
MONTREAL



What's in a name?
That depends on its associations!

REDPATH

is a name which has been associated for three generations with the best
sugar made or sold in Canada.
Consequently the name has become an asset not only to us but to every
dealer who makes a feature of filling all sugar orders with this favorite
brand.
People accept it without question as the very best, and are particularly
pleased if they receive the up-to-date



2 and 5-lb. Cartons of
Extra Granulated Sugar

Such time-honored names as "REDPATH" are a sure foundation for a
store's prestige and prosperity. Such modern merchandising methods
as the REDPATH Cartons attract the best trade.

CANADA SUGAR REFINING CO.
Limited MONTREAL

Are You Interested?

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

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

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

CANADIAN GROCER reaches the
retailer, the wholesaler, the manu-
facturer, the clerk and the travel-
ler, just the men to whom you
wish to sell or from whom you
would buy.

No Other Paper Reaches
All These Men.

RATES:

(payable in advance)

2c per word, first insertion.

1c per word, subsequent insertions.

5c extra per insertion when replies
are to be addressed c/o Canadian
Grocer.

Canadian Grocer

143-153 University Ave., Toronto

Daily arrivals of
fine, fresh, frozen

Lake Trout and Herring

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

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

Lemon Bros.

Owen Sound, Ont.

"St. Nicholas"

The
Lemons
of
Merit



J. J. McCABE

Agent

Toronto

Tin Cans

Plain or Decorated

Fibre Cans

All Fibre or with Metal Ends

Two Completely Equipped
Factories Well Located to
Serve the Canadian Trade

AMERICAN CAN COMPANY

MONTREAL . . . HAMILTON

"VICTORIA" QUALITY CANNED GOODS

You can guarantee satisfaction to your customers when offering this brand.

We stand behind it!



"VICTORIA" Tomatoes

No. 3 Tin

A tin of Victoria Tomatoes is different from a mere tin of tomatoes. The latter is often of uncertain quality without name or reputation. "Victoria" Tomatoes are the best. We could not afford to have it otherwise. They are uniform in quality and well filled, leaving nothing to be desired.



"VICTORIA" SUGAR CORN

No. 2 tin.

Only the best Sweet Corn is put up under this brand. You are assured of quality when you sell "Victoria" Corn.



"VICTORIA" PEAS

No. 2 tin.

Are carefully selected for us. The consumer could not find better peas than those put up under "Victoria" Brand.

"VICTORIA" WAX BEANS

No. 2 tin.

The contents are exceedingly fine Butter Beans. Uniform in size. They have the flavor of the fresh bean.

"VICTORIA" STRAWBERRIES

No. 2 tin.

This year Victoria strawberries are of very fine quality. They will find favor with your best customers.

"VICTORIA" PEACHES

No. 2 tin—No. 3 tin.

Have always pleased, in all instances. They will sell well, and will repeat orders.

"VICTORIA" RASPBERRIES

No. 2 tin.

When asked for a tin of raspberries offer a brand the quality of which is assured. You will never fail in judging quality if you have "Victoria" brand to offer.

"VICTORIA" PEARS

No. 2 tin—No. 3 tin.

Should be offered when quality is asked for.

"VICTORIA" APPLES

No. 3 tin.

The crop this year is an unusually large one. The quality, therefore, is varied. Only the very best apples are sold under Victoria Brand.

"VICTORIA" SALMON

No. 1 tin.

The choicest Red Sockeye Salmon only is fit for the label that guarantees these goods. We guarantee our "Victoria" Salmon, and we consider no sale closed until you are entirely satisfied.

"VICTORIA" SARDINES

1/4-lb. tin.

Sardines packed in pure olive oil have no equal. Victoria Brand are the best quality, selling at 2 for 25c. You'd better order now, the supply is very limited.

Rock bottom prices.

Prompt delivery.

Good service.

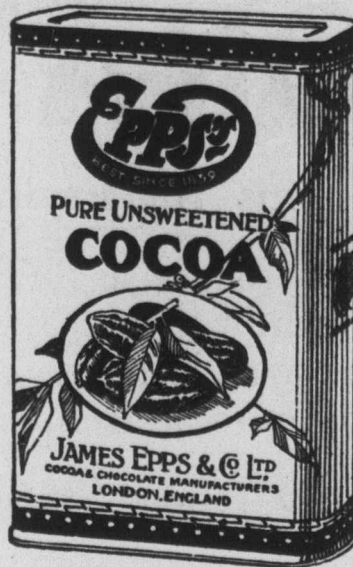
LAPORTE MARTIN, LIMITÉE
568 St. Paul St. MONTREAL

Telephone, Main 3766

CANADIAN GROCER

INDEX TO ADVERTISERS

A		M	
Allison Coupon Co.	59	MacGregor Paper Co.	12
American Can Company	61	MacNab, T. A., & Co.	13
American Computing Co. of		Magor, Son & Co.	20
of Canada	19	Malcolm's Condensing Co. ..	14
Anchor Cap & Closure Corp.	17	Mason & Hickey	5
Anglo-B.C. Packing Co.	9	Mason & Co., P. L.	12
B		Mathieu & Co., J. L.	58
Balfour-Smye & Co.	12	McAuley, W. T.	16
Benedict, F. L.	58	McCabe, J. J.	61
Betts & Co.	13	McLarens, Limited	48
Bickle & Greening	52	McVitie & Price	4
Borden Milk Co.	3	Measam, George E.	16
C		Millman, W. H., Sons	16
Campbell Brokerage Co.	16	Minto Bros.	17
Canada Maple Exchange	6	Mott, John P., & Co.	57
Canada Sugar Co.	60	Mt. Royal Milling Co.	20
Canadian Cereal & Flour		N	
Mills Co.	47	National Licorice Co.	56
Canadian Salt Co.	60	Nicholson & Bain	49
Cane & Sons	13	Nickel Plate Stove Polish Co.	12
Church & Dwight	60	Nugget Polish Co.	18
Clark, Ltd., W.	11	O	
Classified Condensed Ads. ..	59	Oakey & Sons, John	59
Cleave & Son	4	Ott Co., W. T.	59
Coles Mfg. Co.	2	P	
Comte & Cie.	58	Paterson & Sons	8
Connors Bros.	53	Patrick & Co., W. G.	16
Crescent Mfg. Co.	59	Pennock, H. P., Co., Ltd.	16
D		R	
Darch & Hunter	59	Robinson & Co., C. E.	58
Dominion Cannery, Ltd.		Robson Co., F. E.	63
	Front cover	Rock City Tobacco Co.	8
Dominion Salt Co.	9	Roman Meal Co.	58
Dominion Warehousing Co.	58	Ruttan, Alderson & Lound,	
Duncan & Co.	15	Ltd	16
E		S	
Eckardt, H. P., & Co.	51	Salada	21
Eno Co., J. C.	49	Sanitary Can Co.	15
Escott & Co., W. H.	16	Sherbrooke Cigar Co.	50
Estabrooks, Ltd.	19	Smith & Son, E. D.	7
Eureka Refrigerator Co.	19	St. Lawrence Sugar Refining	13
F		Stanway & Co.	16
Fearman Bros.	58	Stephens, Welch & Co.	50
Fearman, F. W., Co.	54	Stevens-Hepner Co.	56
Freeman Co., W. A.	8	Sugars & Cannery	6
G		Symington & Co.	29
Grey & Marten	63	T	
Guelph Soap Co.	54	Tanglefoot	58
H		Tippet, Arthur P., & Co.	
Hamilton Cotton Co.	63		Inside front cover
Hargreaves (Canada), Ltd.	9	Thum Co., C. W.	58
Hawaiian Pineapple Public-		Trent Mfg. Co.	58
ity Dept.	4	Tucketts, Limited	14
Hillock & Co., John	2	U	
Horne Co., Harry	16	Upton Co., T.	57
Hugon & Co.	64	W	
I		Walker Bin & Store Fixtures	
Imperial Extract Co.	54	Co.	Inside back cover
Imperial Oil Co.	9	Walker, Hugh, & Son	77
Irish Grocer	58	Warren Bros.	29
Island Lead Mills	50	Washington Coffee Sales Co. ..	5
K		Watson & Truesdale	16
Knox Co., Charles B.	22	Welch Grape Juice Co.	
L			Back cover
Lambe & Co., W. G. A.	16	Wellington Mills	59
Laporte, Martin, Limited	62	Western Canada Flour Mills	10
Leeuw, Henri de	16	Wetley, J. H.	57
Letch Bros.	8	White & Co.	32
Lemon Bros.	61	White Swan Spices & Cereals	55
Lindners, Limited	10	Wiley, Frank H.	16
Lyle & Co.	2	Woods & Co., Walter	57



**NO INCREASE
IN PRICE**

but a big increase in demand and the reason is—we are giving extraordinary good value to the consumer and 1000 boxes of chocolates free in return for coupons taken from Epps tins.

The grocer gets free paper bags and

much more profit than usual

Frederick E. Robson & Co.

25 Front St. E., Toronto

AGENTS FOR

James Epps & Co., Ltd.
LONDON

Please send sample of Epps' New Cocoa and your Special Advertising Offer.

Name

Address

BEST INCORRODIBLE

TEA LEAD

ALL SUBSTANCES AND SIZES

Grey & Marten, Limited

City Lead Works: Southwark Bridge, London, England

Telegraphic Address: Amalgam, Boroh, London; Code A.B.C., 5th Edition

AGENTS: TORONTO, C. H. Anderson, 50 Front Street East
HALIFAX, Curren, Hart & Co., 45 Bedford Row
ST. JOHN, N.B., S. Norman Sancton

BUY

STARBRAND

**Cotton Clothes Lines
and Cotton Twine**

Cotton Lines are as cheap as Sisal or Manila
and much better

FOR SALE BY ALL WHOLESALE DEALERS

See that you get them

"ATORA" Beef Suet

In Blocks and Tins for Frying, Cooking, and all Purposes

For frying your fish use "ATORA" in Blocks. It will be a revelation to you how sweet and crisp your fish will be. It does not soak into the article fried, and does not repeat or cause heart-burn like the common and harmful cottonseed oil preparations.

ALSO ready SHREDDED in Cartons



No Chopping. No Waste
 Ready to Mix with the Flour
 Delicious for Puddings
 Excellent for Pie-crust
 Unexcelled for Mince Meat
 Absolutely Pure and Wholesome

15 Prize Medals Awarded

"ATORA" Beef Suet has been a general household commodity in Great Britain and Ireland for over 20 years, and during that time has been supplied to the Royal (British) Navy, and all the Polar Expeditions. Its chief claims for popular favour are:—

- (1) It contains no skins, moisture, or impurities.
- (2) You should use one-third to one-half less in weight than you would of raw suet.
- (3) It melts readily in Puddings or Mince Meat, and enriches the other ingredients thoroughly and uniformly, instead of remaining in small separate lumps, like the raw suet does.
- (4) Our Suet is more digestible and wholesome, as it is sold thoroughly cooked, sterilized and refined before you put it into the Pudding or Mince Meat.
- (5) During the cold season, you can buy it ready shredded, or if you buy the blocks it flakes easily with a knife. It dissolves thoroughly as soon as heat is applied. During hot weather it is sold in airtight tins, weighing 1-lb., 2-lb. or more.
- (6) It makes the best flavored Pie Crust and Cakes.
- (7) It is the best and most economical fat for frying, as it can be used over and over again, and remains sweet longer than any other fat or oil. (For frying use ATORA in blocks or in Tins.)
- (8) It is rendered at the Manchester Works, from prime Fresh Beef Suet only; no preservatives are used, and it is guaranteed absolutely pure.



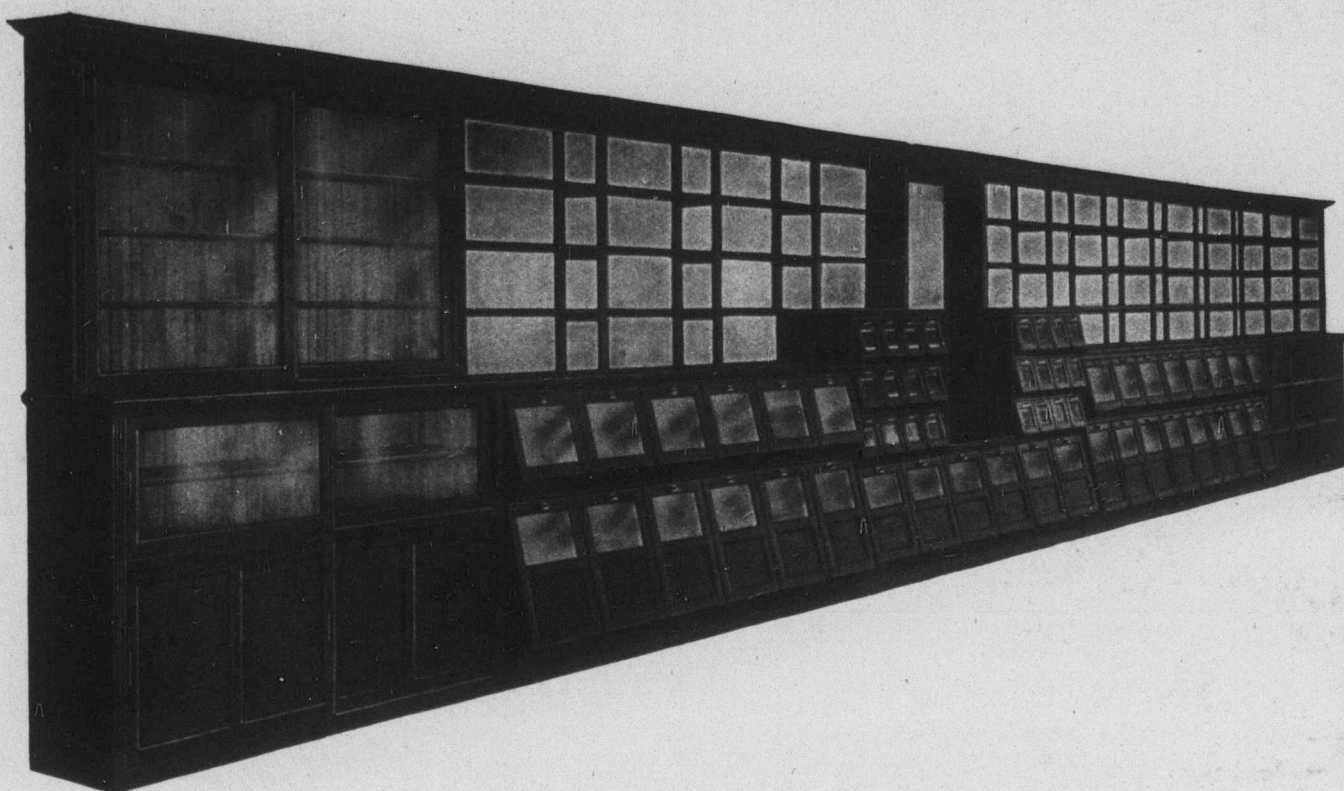
For Prices, Samples and all Particulars, ask Your Wholesaler, or

Rose & Laflamme, Ltd. Montreal
 Smith Brokerage Co., Ltd. St. John, N.B.
 J. W. Gorham & Co. Halifax, N.S.
 O. N. Mann Sydney, N.S.
 Mitchell & Whitehead Quebec
 The Lind Brokerage Co. Toronto

C. G. Walker & Co. Hamilton
 Nicholson & Bain, Winnipeg, Regina, Edmonton, Calgary,
 Saskatoon and Vancouver.
 A. W. Huband Ottawa
 C. E. Disher & Co. Vancouver, B.C.
 F. C. Nivin Victoria, B.C.

MANUFACTURED BY

HUGON & CO., Limited, Manchester, England



Grocery Wall Case Combination X-3

Section No. 41, 6 ft. Section No. 100, 9 ft. X-3 spice, 9 ft. 7 in. No. 100, 9 ft. long. Open No. 40 to order.

Lower case 48 in. high, 18 in. wide top; Shelving 48 in. high, 10 in. wide; Bevel mirror in spice section 32 x 56.

No. 41 for Confectionery or Tobaccos made to order. Sections No. 100 and X-3 stock in white to assemble and finish promptly. Shelving and No. 40 Open Case made to any required length on short notice. Stock sections oak only, mahogany finish, made to order.

"Walker Bins" are air-tight and sanitary, unlike awkward, out-of-date drawers for foodstuffs. They eliminate waste and shrinkage and do away with an assortment of boxes, barrels and baskets on your floor. They will save you 25% of floor space occupied, and pay for themselves in a very short time.



Rear of Standard Grocery Counter

This shows rear equipment to be had in standard counter. Inclosed sliding doors for tobacco, bread or sundry articles, 2 shelves, shelf and paper space, bag holder for 1/2-lb. to 20-lb. sacks and full-sized sack or barrel bins, or 2 rows medium-sized bins.

Send us floor plan and measurements of your store, and let us show you how we can save you money, and increase your business.

The Walker Bin & Store Fixture Co., Ltd.

BERLIN, ONTARIO



**Will You Share in the
Sale of Canada's National
Drink—the delicious
juice of the finest
Concord Grapes—grown
in Canada's Garden**

*(The Splendid Fruit Belt
Between Lakes Ontario
and Erie)*

Welch's
"The National Drink"

No grocer in the Dominion of Canada will derive the full benefit of his opportunities unless he sells this famous Canadian beverage.

Resulting from the unique advertising campaign which we have carried on in the past and are now carrying on, there is a rapidly growing interest in Welch's Grape Juice, which amounts to little short of a tremendous demand.

By co-operating with us you can turn this interest into big business, especially during the summer months, when the delicious, fruity aroma of this drink is most tempting to the heat-weary Canadian.

Suggest Welch's Grape Juice to your customers—show it in your window—display it on your most prominent counter. Every bottle you sell adds to the revenue of Canada.

Dealers' helps, window and store display material, etc., furnished without charge. Sold through leading jobbers.

The Welch Company, Limited - - St. Catharines, Ontario