

**PAGES
MISSING**

Featuring—Opportunities in Cigars; Selling Lenten Goods

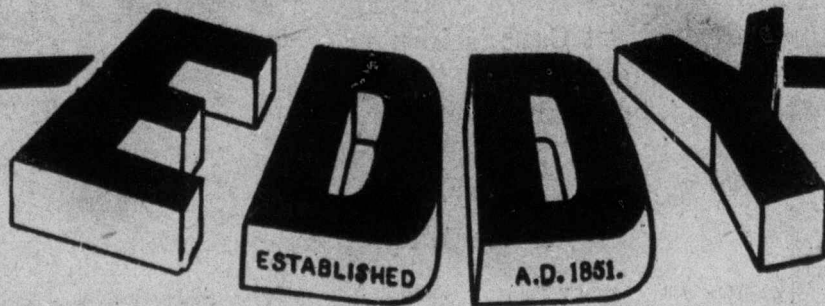
CANADIAN GROCER

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

Vol. XXX

PUBLICATION OFFICE: TORONTO, MARCH 17th, 1916

No. 11



A Household Word in Canada To-day!

As a result of 65 Years' experience in the Match Making Business and a Public Taste developed through judicious Advertising—plus specially selected Lumber, Easy Striking Qualities, and a Clear, Steady Flame—

—: **EDDY'S** :—

“SILENT PARLOR” MATCH

is the Public Favourite. To back the Favourite in this case is to Win.

SEE TO YOUR STOCKS, Mr. GROCER!



ERIN'S

Sons, and every
Mother's Son,
- prefer -

EDDY'S

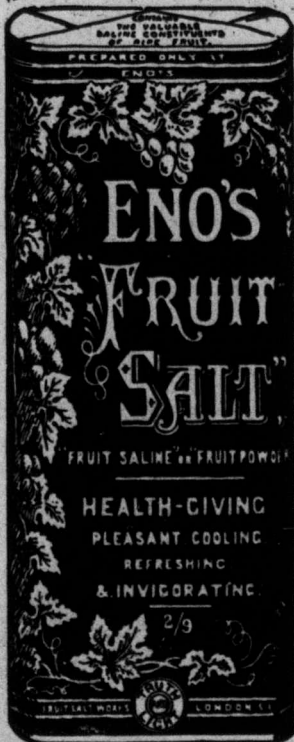
MATCHES.

Every Stick
a Match—
Every Match
a Sure Light.

See Our Washboard Ad. Page 9

A Better Substitute for Zinc

Every Grocer Should Sell the Original and Only "Fruit Salt"



Stock it and show it—you'll be sure to reap the benefit of the demand we are creating through our extensive consumer advertising.

Co-operation is the secret of successful business, so why not "cash in" on the money we have spent and are spending throughout Canada in newspaper publicity by doing your share in supplying the demand, by arranging a natty display of Eno's "Fruit Salt" on your counter or in your show window to-day.

Replenish your stock now—push Eno's.

J. C. ENO, LTD., "FRUIT SALT" WORKS

LONDON, ENGLAND

Agents for Canada:—Harold F. Ritchie & Co., 10-14 McCaul Street, Toronto

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



Oldest and Largest Manufacturers of Shoe Polishes in the World

- "GILT EDGE" Black Oil Polish. The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful Black lustre. Always ready to use. Largest quantity. Finest quality. Polishes without rubbing. Retail 25c.
- "QUICK WHITE" (Liquid) makes dirty Canvas shoes clean and white. A sponge in every package, so always ready to use. Retail for 10c. and 25c.
- "SUPERB" (a paste) for polishing Patent and Shiny Leather Boots and all Shiny Leather Articles. Cover remover attached to each box. (See cut.) Retail 10c.
- "DANDY" RUSSET COMBINATION. For cleaning and polishing all kinds of russet, brown or yellow boots, shoes, saddles, bridles, etc. Retail 25c. "Star" russet combination (10c size). Russet, Brown and Ox Blood Pastes (5 sizes of each color).
- "ELITE" BLACK COMBINATION. For those who take pride in having their shoes look A1. Restores color and lustre to all black shoes. Retail 25c. "BABY ELITE" COMBINATION (10c size.) "ELITE" PASTE in 5 sizes.
- "ROYAL GLOSS" self-shining dressing, for ladies' and children's black shoes. (See cut.) Retail for 10c.

Ask Your
Jobber's Salesman For *Whitemore's Shoe Polishes*

WHITEMORE BROS. CORP., BOSTON, MASS., U.S.A.

The Housewife Is Interested In SUGAR

Mr. Grocer, the Housewife to-day is doing what she never did before in her life—she is comparing sugars.

Whenever she opens her home paper, she sees the "LANTIC SUGAR" advertisements. When she goes shopping or calling, she has LANTIC SUGAR before her on the billboards.



Naturally of an inquiring turn of mind, she asks herself, "What is this new sugar—is it better than what I have been using?" Mentally, she is already comparing sugars.

Her next move is to come to you, Mr. Grocer—and this is what sometimes happens:

"Have you LANTIC SUGAR?"

"No, Madam, but we have something just as good."

Madame is perhaps in a hurry and may take the substitute. But she is a little disappointed. She wanted to see if there is any real difference in sugars. LANTIC advertising has done its work.



The next time she runs out of sugar, she tries another retailer.

"I want a bag of Lantic Sugar."

Yes, Madam, we have it. What else?"

Frankly, Mr. Grocer, isn't this a typical case, not only as applied to sugar, but also to other high-grade, well-advertised products.

Now that Mrs. Housewife has the genuine LANTIC SUGAR, she immediately puts it to every conceivable test possible for the sake of comparison. The results are she finds that Lantic Sugar dissolves instantly in her tea or coffee—No waste.

Lantic Sugar is just ideal for making cakes, pies and puddings, because in making a batter, it mixes easily—No effort.

Lantic Sugar serves her as an all-purpose sugar. Can be used for cereals, fruits, etc.—No other sugar needed.

Let us send you a trial order of Lantic Sugar, in cartons or bags, through your wholesaler.

**Atlantic Sugar Refineries
Limited, Montreal**

Another Drive Until
the 1st April

Little Chief
Tomatoes

3 lbs. \$1.05

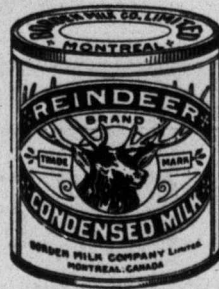
Net 30 days, Ex
Warehouse, Montreal

Hudon, Hébert & Cie,
Limited, Montreal

Borden's

The Popular Milk Products

that most people buy



Leaders of Quality

Made-in-Canada



Borden Milk Co., Limited
MONTREAL

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

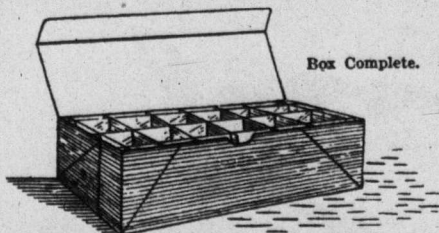
It is many years ago now since the Borden Standard of Quality was first instituted—the incomparable Borden Quality that so quickly merited the approval of the consuming public, and that has ever since retained the confidence then created.

We have educated the public in the knowledge that the Borden Milk System is a positive guarantee of absolute purity and that each and every Borden Product is as perfect as human ingenuity can make it. Hence the demand for Borden's is ever on the increase, and Borden dealers find our lines move rapidly with little effort.

If you have never yet sold Borden's you should put these claims to the test by ordering a trial supply. We are perfectly confident that the results will be such as to warrant you increasing your order next time.

A Borden display pulls results worth while.

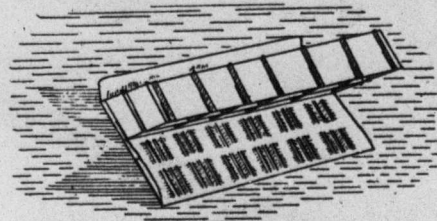
The Safety Cushion Egg Box



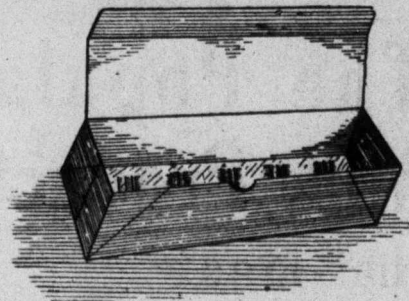
Box Complete.

This is a self-opening box, overcoming the cost of labor in making up the box, and always ready for use. Whoever you are, wherever you live, you need the new 1916 most practical egg box.

Patented in U.S.A. Canadian Patent pending.



Box Knocked Down, with Fillers Included.



Box Open, Showing Part of Cushion Bottom.

The box of merit, quality, strength and superiority over all other egg boxes—a box which has gained a reputation for itself by which we can prove by letters of recommendation from experts of the highest authority in the poultry line as a box of hundred per cent. efficiency. The cushion bottom which protects the eggs in delivery and general handling is a feature in itself; it warrants the safety in receiving them in perfect condition; another feature is the cushioned side and ends. We have made a special study of every point offering the best protection to the eggs, so it makes a box which guarantees its own cost.

J. Ls. Morency, St. Mathias St., Quebec, Canada

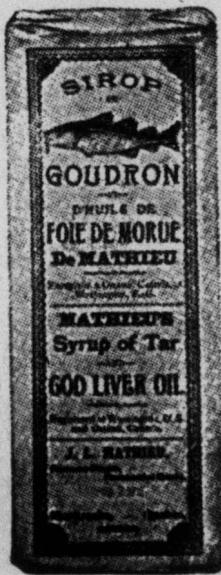
Manufacturers of all kinds of folding and set-up boxes.

REPRESENTATIVES: For Montreal—Mr. John R. MacGregor, 59 St. Peter St., Montreal, Que. Maritime Provinces—T. S. Patillo & Co., Ltd., Truro, N.S. Province of Ontario—The James Wilkins Smallware Co., cor. West Market and Colborne St., Toronto, Ont.

TWO CENTS PER WORD

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

This changeable weather means that colds will be prevalent



and actual statistics show a regular epidemic to be raging throughout Canada.

You can do your share at helping to stop the epidemic of colds, La Grippe and Pneumonia by stocking and pushing

Mathieu's Syrup of Tar and Cod Liver Oil

It is the most effective preventive and remedy for colds in every stage.

Stock up now and keep it on display where your customers will see it. Recommend Mathieu's Syrup.

J. L. Mathieu & Co., Proprietors
SHERBROOKE, QUE.

Supply The Demand

which advertising in magazines read by many of your customers has created for

Sani-Flush Cleans Water-Closet Bowls

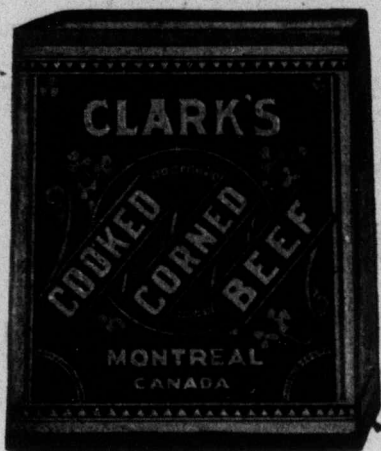


You will see that housewives are acquainted with its merits when you display it in your store. Women know the drudgery of cleaning toilet bowls—they are glad to find an easy and inexpensive way to do this work. *Sani-Flush* solves a serious problem in the modern home.

You can open a new source of profit by making it accessible to your customers.

Harold F. Ritchie & Co., Limited
10-12-14 McCaul St., Toronto

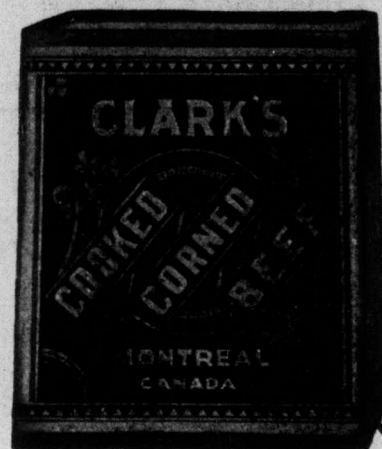
CLARK'S COOKED CORNED BEEF



Sizes

$\frac{1}{2}$, 1, 2,

6 and 14



The goods you want, Mr. Grocer, are the goods that "SELL."

The QUALITY and REPUTATION of Clark's Cooked Corned Beef will make you more SALES, and more friends than any other.

THIS IS THE TIME TO BUY

W. CLARK, Limited, Montreal

Clark's

LONDON GROCERS' PURE FOOD SHOW

ONE WHOLE
WEEK

The most elaborate show of its kind
ever attempted

A Great White Way

APRIL 24-29th

A number of good spaces are still open.

Phone, Wire or Write R. H. HARLEY, Sec.

You Can't Go Wrong

You can't go wrong in doubling your order for O-Cedar Polish. All the year round, but particularly during spring housecleaning, O-Cedar Polish is used by every housewife in every part of the house. You only need to display

**O-Cedar
Polish**
(MADE IN CANADA)

to get the sales. Our national advertising campaign has made it familiar to every woman. She uses it on her woodwork, on her floors, and on all furniture. She knows what it will do and will have no substitute. Write your jobber to-day and ask him about our Profit Deals to Dealers.

Order from your Jobber.

Channell Chemical Co., Limited, 369 SORAUREN AVE., TORONTO, CANADA

FURNIVALL'S

FINE
SEVILLE ORANGE
MARMALADE

Now Selling
FURNIVALL-NEW, LTD.

AGENTS

Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. Montreal
—W. S. Silcock. St. John, N.B.—MacLaren Imperial Cheese Co.
Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—
A. E. Sheppard. Hamilton—R. M. Griffin. Winnipeg, Man.—W. L.
Mackenzie & Co., Ltd. Calgary, Alta.—MacLaren Imperial Cheese
Co., Ltd. Edmonton, Alta.—Central Brokerage Co.

CANADIAN GROCER

Welch's

"The National Drink"

Little Miss Welch will smile out at thousands of magazine readers all through the Dominion.

Her cheery countenance, together with that of Master Welch, will as a feature of our new window advertising make countless new friends for Welch's and customers for you.

Your jobber can supply you.



THE WELCH CO., LIMITED

St. Catharines, Ont.



How will Lent affect your business?

Will the close of the Lenten weeks find you with a better lined cash drawer as a result of the increased demand for sea foods? Now is the time to decide.

Much of your success in securing a worthwhile share of this profitable trade will depend on the kind of sea foods you handle.

Brunswick Brand Sea Foods

by their unimpeachable quality, have long ago established themselves in the estimation of the lovers of palatable, wholesome sea foods. And the profit derived from the sale itself is not the only advantage gained by selling Brunswick Brand. The increased customer-confidence that their goodness will create for you will make itself felt in a bigger all round turnover.

You should get ready now for the Lent trade. A supply of Brunswick Brand in your window or sales counter will bring the dollars your way. Write to-day.

Connors Bros., Limited
Black's Harbor, N.B.





Household Brushes

You will appreciate handling a line of brushes that bring you repeat business. That is the way with

"KEYSTONE"

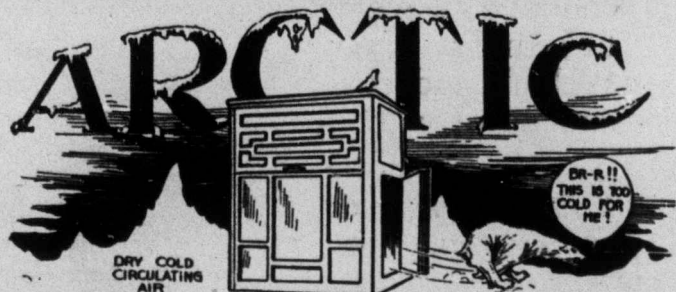
brushes. The woman who buys a "Keystone" floor brush or shoe brush, or whatever it may be, recalls the fact that the brush kept its bristles remarkably well—and she will ask for the "Keystone" Brand whenever she needs a brush or broom.

For prices, etc.

STEVENS-HEPNER CO.

LIMITED
Port Elgin, Ont.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

Cold! Br-r-r!

Yes, the dry, cold circulating air of the Arctic Refrigerator is just as cold and as dry as any Arctic breeze. That is why provisions kept in the Arctic are always fresh and always appetizing.

Splendid facilities for effective display are provided for in the front case. This point taken in connection with its very attractive appearance makes the Arctic Refrigerator a splendid sales producer.

Our catalog tells you all about the complete Arctic line.

May we send you a copy?

John Hillock & Co., Limited
TORONTO, ONT.

Successful Merchants

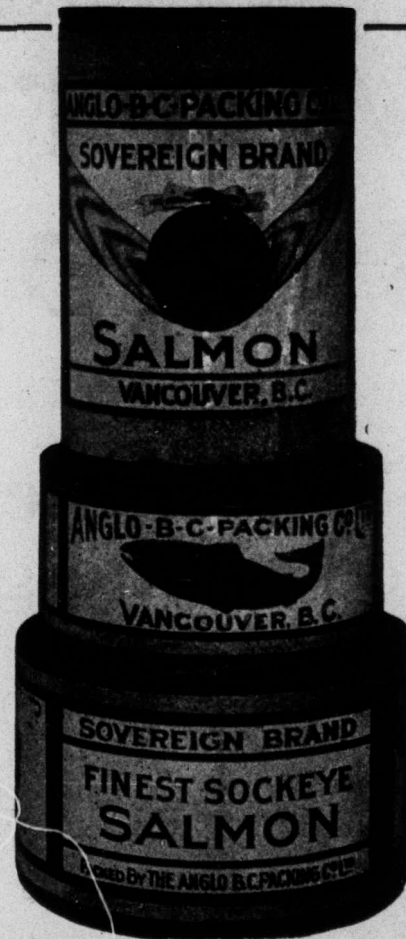
invariably buy

GIPSY Stove Gloss

Order from your Wholesaler.

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

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



AN INTERESTING ADDITION
TO THE
"Eddy" Washboard Family

I
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F
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Have you seen it, Mr. Grocer?

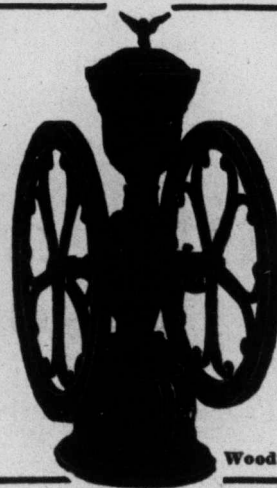
**THE E. B. EDDY COMPANY
LIMITED**

HULL

CANADA

RENNIES SEEDS

PUREST-CLEANEST
MOST RELIABLE
GET CATALOGUE
AT BEST DEALERS
OR DIRECT
TORONTO - MONTREAL
WINNIPEG - VANCOUVER.



**You need this
machine in your
store**

You will begin to make better profits on your coffee sales when you enlist the services of
THE ELGIN NATIONAL COFFEE MILL.

Its new style force-feed and steel-cutting grinders make **FASTER GRINDING** at **LESS COST** a certainty. A mere turn of the adjuster and the coffee is ground in any grade your customer wishes. Let the Elgin increase your profits. Send a card for free descriptive booklet No. 24-C. The best Canadian jobbers handle Elgin Nationals. Ask your jobber for prices.

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

Where Quality Is Appreciated

When the chops are sizzling
over the gas range



**Made in
Canada**

The first thought of the good housewife is to see that there is a good catsup on the table. She remembers how all the family enjoyed their last chop supper when E.D.S. Catsup was served. Her grocer recommended this Catsup and since then her family look for the E.D.S. bottle on every excuse for catsup being served. E.D.S. Catsup is made from sun-ripened, full-flavored tomatoes, high quality vinegar and spices. The purity and the delicious "twang" of E.D.S. Catsup are due to the care of picking and handling through each stage, until the catsup is finally put up in sterilized bottles ready to be served.

Are you featuring E.D.S. Catsup? Repeat sales will result from a recommendation. Display E.D.S. Catsup and recommend it to your customers.

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

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

Different Tastes

So many consumers vary in their preferences; some prefer fine grain granulated; some a large bold grain, and others a medium sized grain.

St. Lawrence

Diamond Granulated

is the only sugar sold in three sizes, always uniform. You can secure any size grain your customer prefers.

MERIT WINS

If any evidence were required that MERIT wins, one need but consider the case of

Shirriff's TRUE
VANILLA



Here is one of the conspicuously high-class products of the grocery trade, and it has been the leading seller among vanilla extracts for years. The point might be made here that it adds to a grocer's reputation to specialize on high-class lines, besides paying him good profits.

Imperial Extract Co., Toronto

Tartan
BRAND

THE SIGN OF PURITY
Phone Orders at our Expense

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


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

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

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

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

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO

S **YMINGTON'S** 

(Regd. Trade Mark.)


COFFEE ESSENCE

PEEDS ALES

Brings delight to the busy housewife. So quickly and easily prepared, so delicious—One bottle makes 40 cups. A splendid seller and profit-maker. Your wholesaler can supply you.

Thos. Symington & Co., London and Edinburgh

Agents: Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver and Winnipeg—Messrs. Shallicross, Macaulay & Co.



"Cow Brand" success
is never doubted



Housewives have absolute confidence in the baking results when they use **Cow Brand Soda**. For Strength, Purity and Reliability it is unsurpassed. It is the surest trade builder and holder. Fill in your stock to-day.

CHURCH and DWIGHT
Manufacturers
MONTREAL

Limited

When buying

MOLASSES

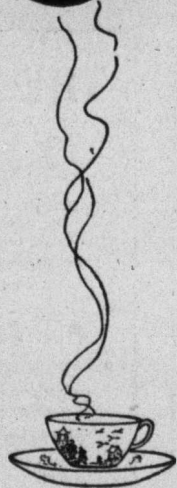
do not forget to specify
that it must be

DA COSTA'S
EXTRA FANCY

the leading brand of Bar-
bados Molasses.

Price is no higher than
for other brands.

JAPAN TEA



A cup of good tea is the best natural stimulant for body or brain. The soldier in the trenches, the worker in the fields and woods drinks it in great quantities. The brain-worker in the cities finds grateful comfort in its use. Physicians the world over recommend it.

Japan Tea is preferred to all others because of its unequaled delicacy and its full-flavored strength.

The Japanese Government prohibits adulteration and coloring of Tea.

YOUR dealer sells it.
Ask HIM.

The consumer advertising campaign which we are featuring in Canada's leading papers is creating a demand for Japan Tea which is making cash registers ring throughout the Dominion.

Your customers too will appreciate the delicious, wholesome flavor of this natural green leaf.

*Stock it to-day and
note results.*

Manufacturers' Agents and Brokers' Directory

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

ONTARIO

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

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

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

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

ON SPOT
White Beans,
Evaporated Apples
Currants and Raisins
W. H. Millman & Sons
Wholesale Grocery Brokers
Toronto Ontario

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

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

WESTERN PROVINCES

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

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

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

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.

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

We Need Salesmen
High-grade men to call on Grocers in connection with Star Egg Carriers and Trays, in use to-day by 63% of the grocers in Canada and the U.S. We have a few very desirable Canadian territories open which offer excellent opportunities to men of ability.
For particulars, apply
STAR EGG CARRIER & TRAY
MFG. COMPANY
ROCHESTER, N.Y.

THE "WANT" AD.

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

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

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

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

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

Coffee, Its History, Classification and Description

By Joseph M. Walsh

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

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

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

\$2.00

It Will Pay You to Send at Once.

MacLean Publishing Co.

Technical Book Department
143-153 University Avenue, Toronto.

RED ROSE WINS

So many merchants seem to appreciate the quality and true value of Red Rose Tea more than they ever have before—seem to realize that the quality of a pound of tea depends on the price they pay almost as much as the quality of butter or flour depends on the price, and they feel safe in recommending a tea that has *made good*.

This is, of course, as it should be. In quality—real value—is *where Red Rose always wins*. Nothing but quality will stand the rude jolts of unfavorable market conditions and unfair or reckless competition.

T. H. Estabrooks Co., Limited
7 Front St. E. TORONTO

Tell Your Customers

that you have molasses of the highest grade.
Serve them

Leacock's Molasses *Extra Fancy and Extra Choice*

Experience has shown you that a reputation is built by handling a popular brand that gives entire satisfaction.

You can build a reputation for knowing your customers' desires by keeping a supply of Leacock's

Extra Quality

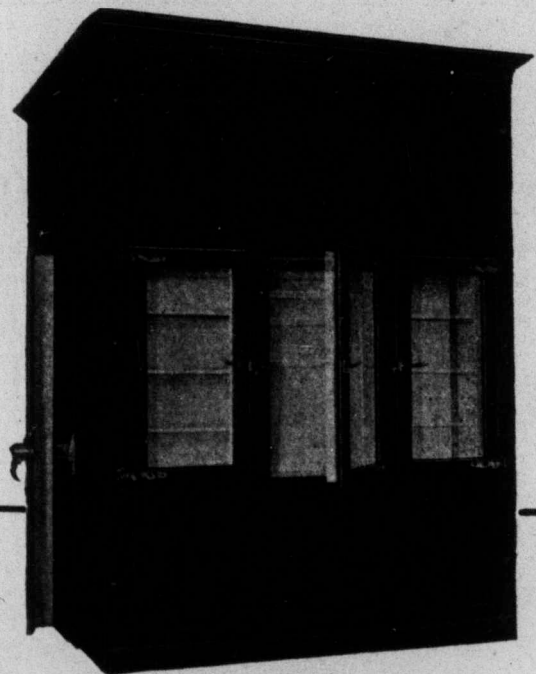
Made from the purest cane sugar and absolutely guaranteed.

Leacock & Co.

*Exporters of highest grade
Molasses*

BARBADOS,

B.W.I.



This is our latest "Special"

and original design, manufactured and installed early in 1915, and every week since.

—the very newest idea in BUTCHER REFRIGERATORS. It has Cold Storage Door and Cold Storage Windows, with regular rubber gasket applied, making refrigerator absolutely airtight.

The display front has a white porcelain interior, which adds to its attractiveness and guarantees perfect cleanliness.

GET FULL PARTICULARS.

EUREKA REFRIGERATOR COMPANY, Ltd.
31 BROCK AVENUE TORONTO

CANADIAN GROCER



Keen's Oxford **BLUE**

—the blue of the century

displayed on your counter will produce results in keeping with its high standard of quality. Your customers already know Keen's Oxford Blue. Keep it before them and reap big returns from Keen's popularity.

CANADIAN AGENTS

Magor, Son and Company, Limited

191 St. Paul St. West, MONTREAL 30 Church Street, TORONTO

Thousands of dollars have been spent telling the public about Chase & Sanborn's High-Grade Coffees. Thus we spare no effort to bring the trade to your store, trade that is usually worth having.

CHASE & SANBORN
Montreal

CANADIAN GROCER

VOL. XXX

TORONTO, MARCH 17, 1916

No. 11

Cigar Trade Passing to the Grocer

As the Prohibition Movement Widens Fewer Cigars Are Going to Be Sold Through the Hotels
—This Gives the Grocer Who Has Cigar Department a Great Opportunity—
Many Provinces Going Dry

IT'S an ill wind that blows nobody any good.

The agitation regarding prohibition has come to a head in several provinces in Canada of late and as far as one may judge from the premises prohibition in Ontario will be an established fact in the near future. The rest of Canada will follow suit, except such parts as have already taken the step towards making their respective provinces dry. Manitoba, Saskatchewan, Alberta, and a majority of districts in the Maritimes are already "dry."

This movement is bound to have some significance for grocers, and not the least will be along the lines of assisting the grocer to make money on lines which the hotels had as side lines. Reference is made more particularly, at this point, to tobacco and cigars.

Take the case of the average hotel. The sale of cigars and cigarettes, but particularly cigars in hotels in Canada had become quite a large item. It has, in fact, meant a good deal to the manufacturers of cigars, so much so that one of them chatting with the writer, the other day, admitted that he had two travelers who did nothing else but work hotels. This gives some idea of the importance which the cigar trade has come to have in hotels, which were primarily ordained not to sell tobacco or cigars at all, but drinks.

A Trade Going Begging

What will become of that trade which hotels have been doing as a side line in cigars and cigarettes, but particularly cigars, as prohibition increases? Who is going to get it? It is to be had for the asking and the grocer should seize the opportunity and build upon it a large trade. Prohibition, then, means to the grocer, among other things, an increased revenue due to the much larger and more extensive sales to be had in cigars and tobacco.

Consider the case of the ordinary hotel. It is true that few men go in the hotels in a town for the express purpose of buying a cigar. Usually a cigar is an item bought and paid for when the prime object of the man's entering the hotel has been gained; in other words, a cigar is usually bought in a hotel by a man who doesn't want a drink.

It is true enough that the hotels unquestionably do a large trade in cigars and cigarettes in this way and this means that though this trade is to the hotels an accessory, it has become a powerful one. Supposing prohibition becomes nation-wide. Amongst many large questions which will have to be considered in this particular is the one—What will be done with the old hotels?

What Will Become of Hotels?

It will be foolish to suppose that many of them, or even a large percentage of them would remain in business as temperance hotels. This refers more particularly now to saloons in larger towns and cities. Soon they may close altogether; supposing the majority of hotels which are not actually used as places where travelers stay, should be closed down, the trade to be had in cigars and cigarettes will be going begging. Balance up against this the knowledge that at present, in smaller towns particularly, every grocery store carries tobacco and cigars. Very often there is not—in these small towns—an exclusive cigar store. Even if there is, the grocery stores in the town manage to derive a good deal of business from the tobacco end. It is as likely as not that if a woman goes into a grocery store to buy comestibles she may also have been asked by her husband to bring home some cigars or tobacco. Or again she may see cigars in a case in the grocery store where she is buying groceries and decide to take them home. With this condition already reigning in nearly all small towns and becoming increasingly prevalent in larger towns, is it not reasonable to suppose that if the grocery trade gets out and hustles after it, it can secure a large portion of the trade at present done in cigars in hotels?

The way for the retailer to look at it is this: somebody has got to have that trade if the hotels go out of business. Why shouldn't the retailer have it? Nobody is, presumably, in business for their health, and if the grocer gets out after it he is just as much entitled to it as the exclusive cigar store man.

Refer back for a minute: the thought to be kept in mind is that in the average small town—that is to say towns where there are a couple of thousand people—there is not an exclusive cigar store. At present most business as is to be had in tobacco and cigars goes to the grocers. If hotels go out of business the last competitor of the grocer in such a town would be removed.

This is a question which the retailer should earnestly consider for himself. It is a fact that at present the average retailer in a fairly large town or small city does not carry any tobacco or cigars. Where you may find one who does, you probably find half a dozen who do not. What does this mean? It means that it is just so much money wasted, inasmuch as it is money not used. This condition has existed for so long, despite different attempts to rouse those retailers who do not handle cigars and tobacco out of their lethargy that some special spur is necessary. Here is the spur, then. The probable outcome of the prohibition.

CANADIAN GROCER

movement should be the unanswerable reason for the grocer in this regard. He has a real opportunity here. He should be thinking about it, considering it from the view of his own particular store and clientele, devising ways and means by which, should he adopt it, it might be made a paying department in his store, and, in short, getting ready to seize the opportunity, when the opportunity definitely presents itself.

It's Up To You

In a way, of course, that opportunity presents itself right now and has been doing for years, but it is doubled and trebled and magnified in size immeasurably by the prohibition issue at present at stake. As the latter passes, the opportunity for the extra sale of cigars and

tobacco at grocery stores will become near and vital. What are you, personally, going to do about it? Does it not seem good-sense that if the man who had this trade before be definitely removed from your town or city the trade will go begging and will be there for anybody else who cares to be venturesome enough to pick it up?

There will be more articles along this line, which will deal with the selling end of tobacco and cigars in the grocery stores from time to time. Meanwhile, this article is written with the motive that the retail grocer as a whole would consider whether or no they are at present neglecting chances, and also that those chances will be magnified, in all probability, in the near future.

Net Profits 3 and 6%

What Figures of a Grocer Operating Two Stores in San Francisco Show—Gross Margins Total 24.10 and 22.89 Per Cent.

THE Grocers' Advocate of San Francisco, Cal., prints an interesting article on the cost of doing business of a grocer in that city operating two stores. Not long ago Canadian Grocer went into the same question, submitting figures from various retailers. The Advocate says:

These figures are supplied by what may be termed average San Francisco grocery stores doing a business between \$2,000 to \$3,000 a month. Salaries for proprietors are included here, as they should be basing their salary on what they would have to pay an outsider for like work.

The retailer in question is not a book-keeper, but has found the detailing on these expenses very simple. Anyone interested can get sample sheets free or a full set to last one year for 50 cents, by applying to the Bureau of Business Research, Harvard University, Cambridge, Mass.

	Stores	
	1	2
	%	%
Gross Profit on Merchandise..	24.10	22.89
Buying Expense:		
Salary	1.12	.46
Other buying expense	0.21	.22
Total buying expense	1.33	.68
Selling Expense:		
Salaries	7.61	5.04
Advertising	0.36	1.82
Wrapping, etc.	0.27	0.18
Total Selling Expense	8.24	7.04
Delivery Expense:		
Salaries	1.28	2.01
Other delivery expense	1.37	1.51
Total delivery expense	3.35	3.52
Management Expense:		
Salary	1.12	0.46
Office supplies, etc.	0.15	0.04
Total managing expense ..	1.27	0.50

Fixed Charges and Upkeep Expense:		
Rent	2.69	1.63
Light	0.36	0.21
Insurance	0.14	0.09
Taxes and license	0.15	0.13
Repairs	0.02	....
10% deprec. of fixtures, etc...	0.39	1.07
Total fixed charges and upkeep expense	3.75	3.13
Miscellaneous Expense:		
Telephone	0.30	0.34
Ice	0.19	0.14
Other miscellaneous expense..	0.41	0.28
Total miscellaneous expense	0.90	0.76
Losses from bad debts	0.70	0.28
Total expense	19.54	15.91
Interest on capital	1.12	0.79
Net profit	3.44	6.28
Total profit (gross)	24.10	22.89
Annual stock turnover, 9 S-10 times.		

FREIGHT ON MIXED CARS

G. E. McIntosh, Transportation Agent, Ontario Fruit Growers' Association, has made the following announcement re rates on mixed cars of fruits and vegetables for 1916:

"In former seasons, the mixing of vegetables with fruit and billing same at fourth class rate in carloads to Ontario points, although permitted in some instances was not authorized by a tariff, and the shipper was leaving himself liable to prosecution when distinction was not made. Complaint was made to the Railway Commission, and referred to the Canadian Freight Association, which body consented to allow the mixing privileges on carloads. The need of extending this to 10,000 lbs. shipments was presented and Mr. McIntosh was advised to February 4, that a tariff would be made effective June 1st, 1916,

providing for fresh fruits, melons and green vegetables in mixed carloads. In lots of less than 10,000 lbs. 1st class. In lots of 10,000 lbs. or over ..2nd class C. L. minimum weight 20,000 ..4th class

The above privilege, the fruit men claim, will greatly facilitate the shipping of mixed orders, and will be a decided advantage in other ways.

STAFF GATHERING CANADIAN SALT CO.

The staff and heads of departments of the Canadian Salt Co., Limited, Windsor, Ont., held their tenth annual dinner recently. They had as guests from a distance Mr. Gibbs, of Philadelphia; Mr. Cliff, their Toronto representative; Mr. Tilton, agent at St. John, N.B., and their traveling representative, Mr. McMannus.

Besides these guests there were present, C. A. Smith, president, and T. C. Ray, secretary of the board of trade; Gordon M. McGregor, representing Ford; Mayor Maisey of Sandwich; Collector of Customs Dr. Smith; Jas. Anderson, of the S. W. & A; F. M. Scarff, manager of the Merchants' Bank, and W. C. Kennedy.

A toast list of some length, interspersed with songs, contributed to a most enjoyable evening.

The speeches were all congratulatory of the company's development the past few years. Those who responded, besides the four out-of-town guests, were F. M. Scarff, Mayor Maisey, Jas. Anderson, G. M. McGregor and T. C. Ray.

For the company the chairman, President E. G. Henderson, Geo. M. Duck, John Gall, of the office staff, responded, while the mechanical department was represented by Messrs. Mailland, Conabear and Morton.

President Henderson gave some statistics in regard to the growth of the two plants—the salt plant and the chemical plant. Twenty years ago there was paid out in wages \$1,700 monthly, while last year's monthly pay roll was about \$15,000. The value of packages 20 years ago was \$1,400 monthly; last year they amounted to \$16,000 a month.

The amount of money distributed last year among the merchants of Sandwich, Windsor and Walkerville amounted to the neat sum of \$100,000.

The day men received a bonus of 6 per cent. and the monthly employees 5 per cent. of their wages. Mr. Henderson said his aim was to pay the employees in future a bonus equal to that given the shareholders.

The president predicted that in ten years their chemical plant at Sandwich would be the largest in the British Empire, and this despite the fact that they were not making war munitions.

Advertising for Lenten Business

Samples of Newspaper Ads. Used by Three Grocers—Suggestions in Addition to Fish That Will Appeal to the Housewife—Now the Time to Get This Business.

A YEAR ago George Stables, of Newcastle, N.B., Taylor Bros., Medicine Hat, Alta., and R. Snowden, Bowmanville, Ont., used the accompanying newspaper advertisements to get Lenten business. As we are now in the midst of this season again, this is the opportune time for the dealer to get after this business for 1916. Three or four weeks hence will be too late. The Lenten season will be over and goods will be left unsold that should have been disposed of while the demand was here.

While all religious denominations do not observe this season, some of them do, and in some communities this is a big factor. When one thinks of Lent, he usually associates fish with it. Here in itself is an avenue for good business on the part of every grocer in the community where Lent is more or less observed. There are various kinds of fresh, frozen and salt fish which should be displayed during this season, as well as canned salmon, sardines, kippered herring, canned lobster, etc. There

are many people, too, particularly in the grocery business, who forget that there are other splendid Lenten lines apart from fish. These include baked beans, canned vegetables, macaroni, and from a dessert standpoint, rice. Baked beans is one of the best substitutes for fish. They are nutritious and economic; the same applies to macaroni. Many people appreciate a dish of steaming hot canned tomatoes, and when one considers that a meal for four or five of a family can be secured for 13 or 15c, this is surely an economical food.

The time to go after this business is right now. It will be too late when the season is over. It should be remembered that women appreciate menu suggestions at all times, and during the Lenten season it is sometimes difficult to think of changes, apart from one or two of the most important lines. It is up to the grocer to supply the necessary information, and if he does he is sure to get new business.

Tasty and Nutritious Lenten Dishes

The family that denies itself meat during Lent will find in our store a great many wholesome foods as substitutes, found in the following list.

Large Fat Herring, per doz. 40c; Finnan Haddie, per lb. 12c; Bloaters, per doz. 30c; Kippered Herring, per doz 20 and 30c; Smelts, per lb. 12c; Boneless Cod, per lb. 15c; Canned Salmon, National Brand, per tin 12c; Canned Salmon, Red Clover Brand, per tin 20c; Baked Beans, Balaklava Brand, 2 lbs. tins 10c per tin, 3 for 25c; 3 lb tins 12c. Extra quality macaroni, an excellent food, 1 lb package per pkg. 10c.

These are only a few of our Lenten suggestions.

See Our Windows. Come in and Look Over Our Stock

GEORGE STABLES

GROCERIES

PHONE 8

CROCKERY

LENTEN SEASON SPECIALS

We have a very fine stock of canned fish for the Lenten Season. We mention a few Specials below, but if you want something special not mentioned here, call us up anyway, for it is more than likely we have it. Will you try a phone order to-morrow morning?

- "ACADIA" BONELESS CODFISH—Very fine quality, nicely packed. Per two lb. box 40c
Or two boxes for 75c
- FINEST SOCKEYE SALMON in "Sovereign" brand, per tin 25c
- "CREST" BRAND SOCKEYE FRASER RIVER SALMON Per tin 20c
- FISH BALLS in fish bouillon; may be fried or used with various sauces in which the bouillon may be used. Per tin 20c
- "KING OSCAR" SARDINES, or "Crossed Fish" brand in purest olive oil, fine quality, per tin 15c
Or 7 tins for \$1.00
- "CROWN BRAND" SARDINES in olive oil. Fine, tasty sardines; 3 tins for 25c
- DEEP SEA CRAB, extra fancy, finest quality; per tin 25c

Lettuce, Radish, Green Onions and Cucumbers Fresh Every Morning.

Taylor Bros.

"FINE GROCERIES"

SECOND STREET.

TWO PHONES—2181 AND 2181.

Nutritious Lenten Dishes

THOSE who abstain from eating meats on fast days during Lent are looking for wholesome foods to take their place. We have just gone over our stock and selected a number of lines which we can offer as the very best of substitutes. Our shelves are filled with a selection which you will agree is worthy of your closest inspection. Include some of the following in your next order.

- FISH—The old reliable Lenten food—tasty and nutritious. A new supply just in. Make your next dinner out of herring, halibut, salmon or finnan haddie. Per lb. 12½c
- CANNED SALMON—One of the most nourishing of all fish foods; can be served in many tasty ways. ... Small tin 12½c; large tin 25c.
- BAKED BEANS—No better substitute for meat. Place the can in boiling water for a few minutes and you have a delicious warm, wholesome food. Per tin 10c
- CANNED VEGETABLES—It's a long way to harvest time and new Canadian vegetables. Vegetables in tins are cleaned when fresh and our quality brands retain their original flavor. Tomatoes, corn, peas—any one of them make a fine meal when heated.
- MACARONI—This food is made entirely from wheat—what better recommendation can it possess as a food of high value? Boiled alone or with these it is a wholesome dish. It can be served in many other ways. Try a package. Per lb. 15c
- RICE—There is no more nutritious dessert on the market than Rice. In fact, it is a staple food of more than half the population of the globe. Eat rice during Lent and plenty of it.

Rd. Snowden

Next Door East
L. Morris & Son's

Three specimens of Lenten advertisements that should suggest similar use of newspaper space this year.

Buying, Selling and Financing

These With Practical Accounting Considered the Three Great Departments for Close Attention
On Part of the Retailer—Watch Trade Papers for Markets—Treat the Traveler Right

By Chas. E. Lone, Port Arthur, Ont.

IN the issue of February 4, of Canadian Grocer, there was a simple, practical accounting system for retail grocers. Now the other branches in merchandising are three: Buying, Selling and Finance. Let us look at the buying.

Nine times out of ten the retailer is his worst enemy. Let us be frank and say ten times in ten. Too long the idea has prevailed that running a grocery store was buying a bag of sugar adding so much and selling again. This is an age of specialties and he who does not specialize is left in the rut. The successful retailer to-day is one who knows his business from sales slip to next year's potato crop. He knows the trend of the markets. He sees a month, a year, a score of years ahead. Markets are no gamble to him. Trade papers cover every line fully now and still how few are guided. Since that fateful day in 1914, many lines have doubled and trebled in value. Some grocers made money. They took advice of someone who had specialized in the markets. They were alive to the trend of trade.

The grocery salesman can put you right if he is a salesman. That's his business. Are you working him? Have you made a friend of him? Does your treatment of him put him under an obligation to you? If not now is the time to start. You're likely missing a lot of his good things.

Of course the procession of salesmen, each taking his quota of time, sometimes grows monotonous. Yes, indeed, but the real salesman (specialist) is a real friend. Take him to you. He can make you money. This refers to the grocery traveler. The specialty man is different entirely. He takes time but though you may not want his line now you may need it badly later. He is entitled to courtesy anyway, and often time alone can judge his line.

To-day, however, markets are the biggest feature in the retail grocery trade. One hour a week spent in studying market reports which are available to all through trade papers will pay handsome dividends. Are you a grocery buyer or just storekeeper?

The Importance of Selling

Now for the selling—the most abused profession of all. Your quality, quantity and service! Are they right? Do they balance? If not better stop now. Business to-day is the survival of the fittest and he who fails in any of these three is lost.

The quality house now is the progressive house. We have seen the demand change from cheap bulk goods to the expensive (comparatively speaking) package lines. The retailer is blamed for the increased cost of living, but it is not so. The consumer demands it. So know quality, give quality and advertise your quality and the world will come to you—if your quality is fair.

Business to-day has no place for high-way robbers. They belong to the past age. People demand quality now more than price, but the exorbitant Shylock kind of grocer is a fool. The grocer is entitled to a fair profit, no more, no less, and he must exercise great care to see that he gets it. So with his quality and price right what remains.

Service Is the Lifeblood of Business

Service is the lifeblood of business. Service begins in the buying. Service goes through the accounting end and service must permeate the whole establishment. One deliveryman can drive away more business than the rest of the staff can gain working at top notch. Are your drivers popular with your trade? Take a look. They are mighty important men in these days of telephone buying.

Is your store arranged for service? Are your clerks salesmen or waiters? Are you, Mr. Proprietor, training them and leading them up to better business ideals? Is your trade receiving that nice smooth courteous attention that leaves its feeling kindly toward you? Do you think they are boosting for you? Are you making them feel that they like to come into your store and see the goods and take away more than they came for?

If not paste the word service in your hat; spell it backward, forward; sleep on it. Live it and the truth of Sheldon's adage: "He profits most who serves best," will come home to you greatly. Know your goods. Know them so thoroughly that you can give a fifteen-minute stream of information on any line from ammonia to yeast. Know your trade and know your business and bend every effort to the advancement of it. The profit will only equal the effort put into it. So really it is only a question of careful study of the needs of the business plus the intelligent application of remedies. Every unit of the business must work and be always at work for more business better business.

Watch the Accounts

And now as to finance. We've had all kinds lately from shoestring to fren-

zied; but how much we have yet to learn? The grocery failures during the past two years have been out of the question and 90 per cent. of the trouble has been uncollectible book debts. Why is it that we will persist in throwing away so much good money?

We presume that at the inception of the business the capital was sufficient. Then if the buying is rational—that is buying sufficient for needs or if there is money to invest buying ahead on favorable market—there should be no cause for worry. But the average grocery store carries 40 per cent. more stock than it needs. Clean out the slow goods. There is no money in them. Keep your stock turning. Take a lesson from the banana man who turns his stock two or three times a day. Bring your stock down to your needs and see the capital it releases. How is your turnover compared to last year, and how many times did your stock turnover? It's a good comparison.

As to granting of credit. Have a system. Here is one:

NAME—John Jones
ADDRESS—240 Simpson St.
WORKS—Bailey & Barnes.
AMOUNT OF CREDIT (limit)—\$25.
WILL PAY ACCOUNT—17th following month.

Let the customer fill it out himself. Now you know where he works. He has asked for credit up to \$25. When that amount is reached he cannot take exception to a personal or telephone call regarding his account. Similarly he agreed to pay on the 17th of the following month as he gets his check on the 15th. There must be something exceptional if payment is not made in accordance with his own arrangement. A call therefore, is quite in order, and should bring results. If not, judgment must be used. If doubtful cut him off. The worry you have over doubtful accounts can be turned to better account. This is the wholesale system. Why not a retail one too?

Plea for the Credit Man

Then the wholesale account must be looked after. The jobber can help you out at times. Remember of course he depends on you for business. Your success or failure affects him directly so let him help you. Make a friend of the credit man. If he's any kind of a man he'll be right there when you want him.

Are Eaton's and Hudson Bay Co. the Buyers?

More Toronto Central Property Changes Hands—Will College and Yonge Streets Be Cites For Big Departmental and Mail Order Houses?—Price Paid Around \$2,000 Per Foot on Yonge Street.

DURING the past three weeks or so agents acting for some unnamed principal have completed the purchase of one of the most valuable blocks of business property in Toronto, namely, that bounded by Yonge and Terauley Streets and College and Hayter Streets. This area includes two city blocks, as it is divided from Yonge to Terauley by Buchanan Street. The area is approximately 700 feet from Yonge to Terauley by 550 feet College to Hayter, and includes a large block lately occupied by the Bishop Strachan School, and now the site of the Soldiers' Convalescent Home.

It is generally "guessed" by those property-owners who have sold that the T. Eaton Company is the purchaser. A great deal of secrecy has characterized the negotiations owing to the fact that there has been considerable speculation in property in this neighborhood for five or six years past. However, not a single seller interviewed would deny that Eaton was the purchaser, and most of them stated that they were fairly sure that Eaton interests had put up the money.

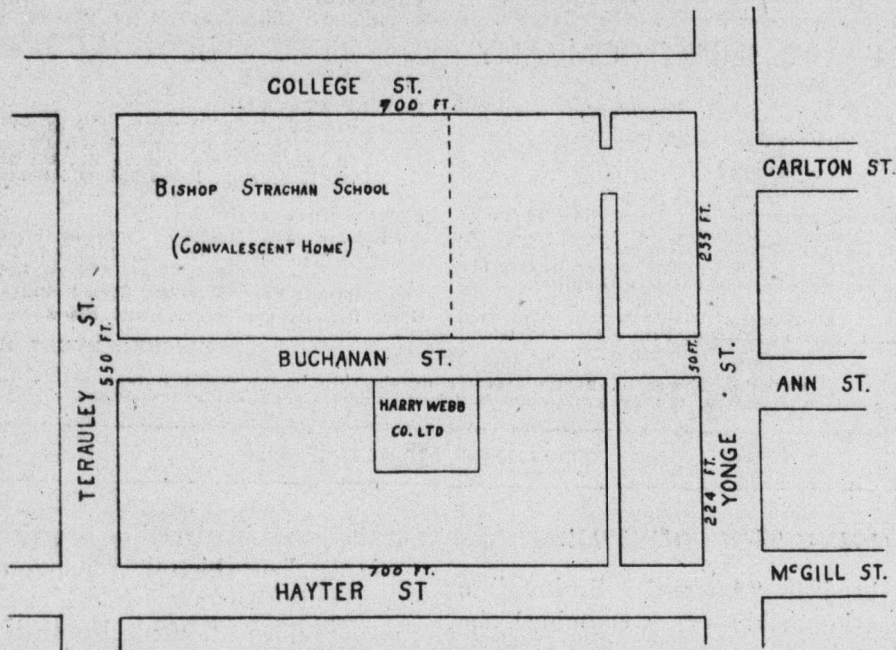
To get an idea what this transaction means in dollars it is sufficient to glance at the assessment values on Yonge Street between Hayter and College.

College Street Crosses.

Street Number—	Dimensions,		Assessment
	in feet		
448 Yonge	21	x 116	\$63,771
446 Yonge	32	x 116	68,133
442 Yonge	21	x 116	51,350
440 Yonge	21	x 116	43,313
438 Yonge	22	x 100	44,900
436 Yonge	26	x 100	44,300
434 Yonge	26	x 100	40,200
432 Yonge	17	x 100	26,767
430 Yonge	17	x 100	26,767
428 Yonge	24	x 100	31,900
426 Yonge	17½	x 100	39,875

Buchanan Street Crosses.

422-4 Yonge	37	x 100	56,450
420 Yonge	23	x 100	31,300



The above, bounded by College, Yonge, Hayter and Terauley Streets, Toronto, is said to have been purchased at high figure by T. Eaton interests. The corner of McGill and Yonge also changed hands. The block of which Carlton and Yonge intersection forms the south-east corner, is believed to be held for Hudson Bay Co. interests.

418 Yonge	20	x 100	23,175
416 Yonge	26	x 100	30,233
414 Yonge	15	x 100	16,683
412 Yonge	13	x 100	15,167
410 Yonge	14	x 100	16,000
406-8 Yonge	32	x 100	43,883
404 Yonge	20	x 100	22,875
402 Yonge	25	x 100	44,750

Hayter Street Crosses.

From College to Buchanan the property fronting on Yonge Street is assessed at close to \$500,000, which is at the rate of about \$2,000 per foot. It is generally reported that this property has brought from \$3,000 to \$4,000 per foot, which would mean that the purchaser must have paid about \$800,000 for this property alone. From Buchanan to Hayter the assessment runs at an average of \$1,300 per foot, but the vendors have held out for almost as good prices as those above Buchanan, so that the price paid was not much short of \$600,000.

The Bishop Strachan property on College was, of course, the biggest block. This property measures 353 x 271, and is assessed at \$238,425. The price paid is not known.

The J. F. Hartz Company, on the north side of Hayter Street, close to Yonge, made a particularly good bargain. The price paid was \$130,000, although the property is only 51 x 113. This is at

the rate of \$2,600 per foot, which is exceptional on a side street. The assessed value was only \$9,650, but a fine factory building has been erected since the assessment.

The Harry Webb Company owned a lot of property in this neighborhood, only part of which they utilized in their own business. The assessment rolls show their property to be rated at \$91,594, but the purchase price was \$300,000.

Leaseholds have been purchased in addition to the freehold whenever such such leases did not expire before January 1st, 1917, which

leads to the supposition that the property is required for use by that date.

Is It Hudson Bay Co.?

There has been considerable speculation in this neighborhood for some years past. Property at the corner of Carlton, bounded by Yonge and Church, Carlton and Wood, was purchased several years ago, and it is yet a mystery as to who owns it. The Canadian Northern Railway has been mentioned and others. The latest and shrewdest guess is that that corner is owned by the Hudson Bay Company, who will build a departmental store. At least one of those who sold his property received in payment a Hudson Bay Company cheque, which fact taken with the fact that many business men regard College and Yonge as the coming centre of retail trade is sufficient to base a guess.

One merchant, who used to be downtown, states that he believed Yonge Street, from Queen to College, would be the great retail section of Toronto in the future. With one or perhaps two great stores at the north end of that district, it is safe to say that the business centre of the city will be shifted.

CANADIAN GROCER

ESTABLISHED 1886

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

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

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada—Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

Canadian Grocer is an applicant for membership in the Audit Bureau of Circulation, the recognized authority on expert circulation examinations.

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CANADA—

Montreal — Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. Toronto—143-153 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, 1104-5-6-7 Fort Dearborn Bldg., 105 West Monroe St., Phone Randolph 3234. Boston—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

GREAT BRITAIN

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No. 11

CATALOGING THE COUNTRY

UNDER the heading "After the Business" a Western Ontario weekly paper contained the following item recently:

There was a dray-load of — and — catalogues, 11 bags, distributed at the Post Office here this week and taking advantage of the local parcel post rate, each catalogue took 6c postage. The big mail order houses by quoting descriptions and prices of all goods, and by liberal advertising, make strenuous efforts to extend their business and are not afraid to spend liberally to do so. More extensive, and intensive instead of general, advertising by local merchants, would do much to combat this opposition, for in many instances home merchants sell the same goods just as cheap or cheaper than the mail order firms, and if they were priced and described locally, the public would ever be more ready to patronize home trade exclusively.

This is but a sample of the story which practically every weekly paper throughout the country could tell if the facts were known. These catalogues are sown broad-cast by the big mail order houses and are taking the cream of the trade from many districts—that is the spare cash in hands of the consumer—and leaving the skim-milk for the home-town store. This is something that shouldn't be and the merchant is probably just as much to blame as the person who sends away for his goods. What is required on the part of every country and small-town dealer is an aggressive campaign that will ensure the business staying where it belongs. Just as soon as the mail order house finds a non-responsive public, just so soon will it discontinue spending good money on catalogues.

The secret of the success of the catalogue—it is really no secret—is this method of minutely describ-

ing the goods it advertises, combined with a number of "leaders" at which the public bite. Let every merchant study these catalogues himself and he will find ways and means to neutralize their influence.

* * *

WHEN EGGS ARE ADULTERATED

THE Department of Agriculture of the United States has had under consideration the application of the Federal Food and Drugs Act to the shipment in interstate commerce of eggs in the shell, especially the two classes of eggs known in the trade as "current receipts" and as "rejects" from candling rooms. "Current receipts" contain at different seasons of the year varying proportions of eggs which are filthy, decomposed, or putrid, and small proportions of eggs suitable for consumption.

Under the Federal Food and Drugs Act, eggs, in common with other articles of food, are adulterated if they consist wholly or in part of a filthy, decomposed, or putrid substance. Section 2 of the Act prohibits the shipment in interstate commerce of foods which are adulterated and it is plain that this prohibition applies to the shipment of "current receipts" or of "rejects" from candling rooms.

In the opinion of the Department, eggs which contain yolks stuck to the shell, moldy eggs, black spots, mixed rots, addled eggs, black rots, are adulterated.

The investigations of the Department have shown that it is commercially practicable, by the method of candling, to eliminate from any given shipment most of the eggs of the kinds which the Department regards as adulterated. It is not the practice of the Department, however, to base proceedings under the Food and Drugs Act on shipments of eggs unless

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there are present larger percentages of bad eggs than are ordinarily present in recognized commercial grades of candled eggs. The Department is informed that cases of eggs are not allowed to receive even the lowest candled egg grades if the cases contain more than one and one-half dozen or five per cent. of bad eggs. Country shippers who are not certain of the freshness of their eggs should candle them before shipping them in interstate commerce.

Eggs which are adulterated may be shipped in interstate or foreign commerce for use in tanning or other technical ways without violating the provisions of the Food and Drugs Act only if they are first denatured so as to render them incapable of being used for food. Since it is impracticable to denature eggs in the shell, adulterated shell eggs must be broken out and denatured prior to shipment. The views of the Department with respect to the denaturing of eggs are stated in Bureau of Chemistry Service and Regulatory Announcements No. 7, paragraph 19, and No. 12, opinion 102.

* * *

CANADA TO GET BENEFIT

WHOLESALEERS in London and Liverpool predict that Canada will get the full benefit of the new order barring the imports of canned goods to Britain except those from the British Colonies.

Canada has the advantage of being a nearer market. Also it is not necessary to use a refrigerator in the space across the Atlantic.

Canned fruits and vegetables from Australia and South Africa have to come in cold storage across the equator.

* * *

THE BASIS OF SALARIES

THE chief business of most of us is inducing others to see eye to eye with us. This is the great work of the preacher, the editor, the teacher, the advertiser, the salesman. It does not matter much what our special work or vocation may be: we will find, on an examination of it, that it consists in overcoming the will of others, by imposing on them dominantly our wills.

Where the resistance is greatest, there the quality of the attacking will must of necessity be great. Money rewards are usually commensurate with the quality and amount of will-power required to overcome opposed wills. The man earning \$15, it will be found as a general thing, is not meeting with a great resistance on the part of others in his relations to them. The man earning \$30 a week is receiving this larger sum, as a general thing, because he is performing a work in the doing of which more resistance has to be overcome. The man earning \$100 a week has a still harder task—a task of overcoming inertia in others, which may be called passive or nega-

tive resistance; or actual positive, directed resistance of a mental sort.

Retailers, wholesalers, traveling salesmen and manufacturers need to perceive these truths, and when they consent to them, they will the better perceive the true nature of their work and obligations. They will see, for one thing, that if the quality and amount of the resistance encountered by salesmen are greater than the force which salesmen can oppose, it is not much use endeavoring to urge these salesmen to get the order; or put it in more common language, there is no use in sending a boy to do a man's work.

Also, if a salesman finds himself earning \$25 a week for himself instead of \$50 or \$100, he will usually find that he is not opposing to the resistance encountered by him in the development of his business a greater force.

Strength to overcome can and should and must be developed. Salesmanship is an art or science that can be learned or acquired, but it requires deliberate and faithful study.

EDITORIAL NOTES

THIS is St. Patrick's Day: "Good Mornin' to Ye'."

• • •

SPRING begins in earnest on the 20th. Has that housecleaning campaign begun yet?

• • •

SPEAKING of housecleaning, how about a new coat of paint for the store and a complete interior renovation?

• • •

THE WHITE Phosphorous Match Bill has passed its third reading. By this the trade is permitted to sell matches made from white phosphorous until the end of June, at which time sale of them will be prohibited by law. None have been allowed to be manufactured since January 1, 1915.

• • •

THE FUTURE of the cigar trade in the grocery store is exceedingly bright. And now is the time to prepare for it with an enthusiastic plan.

• • •

KNOW thy costs! This is the eleventh commandment of the retail trade, as so much depends upon it if the business is to be successfully conducted.

• • •

ACCORDING TO reliable estimates recently issued there are yet to be moved from the West between 100,000,000 and 115,000,000 bushels of all grains, although these figures chiefly represent wheat. The present rate of movements averages some 500 cars a day passing through Winnipeg. At this rate it would require nearly 200 days more to complete the movement of the present crop.

THE ILL-FATED CHICKEN, HAM AND TONGUE

A Parable by E. A. Hughes

ONCE upon a time there was a certain lady who had recently embarked upon the unknown seas of matrimony (which is the highbrow way of saying that she had just been wed). Her name was Mrs. Just M. Arried.

Said her husband to her one morning, across the breakfast table: "My dear, I think you should give a post-nuptial reception."

The idea, rather than its high-falutin description, staggered the lady. She did not answer immediately, taking time alike to digest a morsel of toast.

"I hate that sort of thing," said she, at length.

"Why?"

"Because a post-nuptial reception is nothing more or less than an occasion where you spend a small fortune on flowers, borrow as much plate as you can, and then entertain a lot of persons who come ostensibly to drink tea and pay their respects, but really to criticise your house and home and all that in them is, and speculate afterwards, among themselves, as to whether you paid for your furniture down, or bought it on tick! That's my idea of a post-nuptial reception, and I don't think it necessary."

Her husband coughed, a soothing, ingratiating cough, as Mrs. Just M. Arried finished, and for a little while was silent.

Then: "But you must give people a chance to call on you," he ventured. "Come now; settle when it shall be."

Well (to economize on space), his wife eventually agreed, albeit with much murmuring, and set a day for the event.

"But I don't like it, Just," said she; "I feel something will go wrong. It's an ordeal, a first entertainment, and I warn you again I don't like it."

"Nonsense," replied her husband cheerily. "Get everything ready in ample time. Spend time on thinking and planning, and everything will go off all right."

With which Mr. Just M. Arried whisked away any stray crumbs which might have attached themselves to his person, saluted his wife, put on his hat, and left for the office.

II.

You figure Mrs. Just M. Arried, one day a couple of weeks later, sitting with pencil in hand and paper before her. She was arranging the programme for to-morrow. She decided on how many flowers she would buy (and her husband would pay for), what dress she would wear (this took her approximately three hours and a half), and what she would need in the way of food (vulgarly called "eats").

She finally got this last list complete. She sat in front of it, sucking her pencil, and going over the list item by item. You would have thought by the stocks of stuff she was going to order that the task in front of her was the feeding of the five thousand. However, that's a detail that doesn't concern this story much.

Mrs. Just M. Arried decided after more pencil-sucking that she had everything she wanted down on the list, so she put on her hat and boarded the street-car, and went off to the grocer's to give her order. She wanted to give it in person, rather than over the telephone.

The grocer's name was F. Orgot.

He was a very enterprising salesman and had a nice store, airy, bright and clean. He was courteous to his customers, wise in his buying and selling, and generally was by way of being fairly successful. He would have

been entirely so had he not lacked one thing. That was—but I anticipate. To return to Mrs. Just M. Arried—she entered the store and gave Mr. Orgot good-afternoon.

"I've got a long list of things to-day, Mr. Orgot," said she, and presented it.

The grocer looked down the list and beamed upon it, as all good retailers are entitled to beam on good orders.

"To-day, Mrs. Arried?" he asked.

"Let me see." She began to figure if she would be in during the afternoon. "No! Perhaps you'd better wait till to-morrow morning. But be sure to have them up before lunch, won't you?"

Orgot said surely, he'd have them there.

Mrs. Arried was leaving. She got to the door, then suddenly turned. "Bye the bye, you've got the address all right?"

"Oh yes."

"27 Brandworth Crescent Avenue,"

"All right, madam," replied the grocer as Mrs. Arried disappeared, to arrange about the flowers to decorate the rooms, and to pay a visit to her mother, who was to receive with her.

Finally she got home. With her husband at dinner that evening, she discussed the important event of to-morrow.

"What are you giving 'em to eat," said Just, seizing on what would be the most appealing detail to him.

"Well, I'm having some chicken-ham-and-tongue sandwiches."

"Oh, that dandy paste stuff," said Just, enthusing.

"Yes, I had to go to Orgot's for it. I don't know anybody else who has it, the exact sort I want. Then I'm having a lot of those fancy cakes, in particular those macaroons you like so much, and—"

"And I won't be in on this business," said Just.

"Oh, yes you will."

"How?"

"Well," returned his wife sweetly, "you'll have the satisfaction of knowing that, though you can't help to eat the special and particular chicken-ham-and-tongue and the macaroons which you like so much, you will still be represented by paying the bill for them."

Well, the auspicious day arrived. It was Wednesday.

Mrs. Just M. Arried was up betimes, and the morning flew before she was aware of it. About eleven Orgot's boy called with the groceries.

"Just leave them inside the kitchen door," shouted Mrs. Arried from the next room which she was decorating with flowers, her mother assisting her. There were a thousand and one things to do. Everything had to be dusted and re-dusted. All sorts of things had to be fished out of cupboards and displayed conspicuously to-day, because they were the wedding presents of the mesdames who were coming for the orgie of tea-drinking. There were, I say, a thousand and one things to do, and it wasn't till after a hurried lunch that Mrs. Just M. Arried and her mother had a minute to devote to getting the food ready.

"Come on, mother," said Mrs. Arried, "let's get the 'eats' fixed."

The two women dug into the basket of groceries and fished out parcel after parcel, placing them all on the table.

"Now," said Mrs. Arried, "sandwiches first. Where's that chicken-ham-and-tongue?"

"I haven't seen it," said her mother.

"Haven't seen it? Well, didn't you unpack it?"

"No. I don't think so."
 "Well, that's funny. I didn't either," replied Mrs. Arried. "Let's go through all the things."

They did so, quickly. They unwrapped parcel after parcel, but not a trace could they find of the chicken-ham-and-tongue.

The two looked at each other.

"What's to be done?" they asked each other simultaneously.

"Call up Orgot," suggested Mrs. Arried's mother.

Mrs. Arried hurried to the telephone and called.

No reply.

She pulled the hook up and down rather wildly, to summon Central.

"Will you get me that number, 892?" she demanded.

"Didn't they answer?" demanded the Central girl, languidly.

More ringing. Still no reply.

Suddenly from the kitchen came the voice of Mrs. Arried's mother. "Perhaps they're closed to-day."

"Closed," shrilled Mrs. Arried; and then, in a sort of despairing whisper, "Why, yes, it's Wednesday."

She came back to the kitchen and tried to talk the situation over calmly. There was nothing for it, pointed out her mother, but to do without the chicken-ham-and-tongue.

"But how can I? That was the most important, the main thing?"

"Well, you can't get it anywhere now. Orgot has fallen down, omitted to send it. The stores are closed. What are you going to do? You can't get it. You'll have to make shift with something else."

IV.

There is no need to go into a description of Mrs. Just M. Arried's post-nuptial reception. I am not a society reporter. If you're interested, you'll find it in the woman's column in the dailies for March 6.

But we are interested in a visit Mrs. Just M. Arried paid to Mr. F. Orgot the next day.

"Good morning," she said sternly, when Mr. Orgot came to serve her.

"Fine morning," suggested Mr. Orgot. "What can I get you—?"

"Nothing," snapped Mrs. Arried.

Mr. Orgot started.

"Do you know," she said, "that you spoilt my affair for me yesterday? Do you know that you ruined my first social function, you—"

"I beg your pardon—" he interpolated.

"Then you don't get it," she went on, cutting him short.

"Do you know that you didn't have the sense to check over the list of goods I ordered? Do you know that you missed out the most important thing? Do you know that I had to make shift with jelly, yesterday, because you stupidly forgot to send the chicken-ham-and-tongue I ordered?"

"Really, Mrs. Arried, I—"

"Don't answer me," she cut him off again, "do you know you made me a laughing-stock there yesterday because of your lack of detail. And do you know"—here she thumped the counter—"that you lost a good customer for good and all. Mr. F. Orgot, your name is your index. Good-day."

And she sailed away from the counter to the door.

"But really, Mrs. Arried," Orgot called.

"Good-day."

"I should like to offer—" he attempted once more.

"Good-day."

And she left the store.

* * *

F. Orgot never forgot that. It taught him a lesson that a bright store, a cherry manner, progressive ideas in buying and selling, are not all. Attention to detail, carefulness—these are of paramount importance.

If ever you mention chicken-ham-and-tongue to Mr. F. Orgot you will see him sort of shudder for a moment. He has never forgotten Mrs. Arried's lecture.

NEED OF CLEAN EGG FILLERS AND CASES

John Bright, live stock commissioner, Ottawa, gives the following advice on the importance of clean, strong egg cases and clean fillers:

"Eggs are an extremely perishable and fragile commodity. Annually large quantities are damaged in transit and the quality of millions of dozens seriously impaired through the shipment of eggs in flimsy, poorly packed cases and dirty, unsanitary fillers.

"The season of the year is at hand when, ordinarily, every case that can be hunted up will be put into use to remove the increasing supply of eggs. Many of these cases will have been stored in damp cellars or warehouses, or perhaps left out in the open since last season with the old fillers and pads left in, and perhaps even without the bad or broken eggs removed.

"When every egg shipper shows as much care in the selection of packages for, and in the packing of, eggs as does the average cheese and butter maker in

his work, it will mean a big improvement in the egg business.

"At this time when Canada's reputation with respect to eggs on the British market will be largely dependent upon the quality of Canadian eggs that go into storage this spring, it is the duty of every Canadian engaged in the egg trade, whether farmer, collector, country store-keeper or produce dealer to see that the eggs marketed during the next two months are of the highest quality and that they are stored in the best possible condition."

THE DISCRIMINATING HOUSEWIFE

The meeting of the Home and Education Department of the Montreal Woman's Club last week was handled by the Housewife's League.

The acting president, Mme. H. Fortier, spoke of the important buying problems of the home. She explained the objects of the league, to create definite standards of cleanliness and sanitation in food supplies, to put housekeeping on a systematic business basis, and other-

wise solve the important problems of the home. Intelligent buying on the part of the housewives goes with honesty on the part of dealers, and reaches back to the manufacturers.

Mrs. W. B. Matthews told of some of her experiences in investigating on the sanitary committee of the Montreal Housewives' League, in bakeries, laundries, packing houses, etc.

"INDIES" WAS OMITTED

In an advertisement for Royal Acadia Sugar which was inserted by W. H. Escott Co., Ltd., wholesale grocery brokers, Winnipeg, who represent the Acadia Sugar Co. in the West, it was stated that the sugar was made from British West Cane". This, of course, should have read British West Indies Cane.

A cable from Major Hugh Green to the Minister of Militia has announced the arrival of the first shipment of Canadian fish for the Canadian Overseas army. The fish reached England in good condition.



THE CLERKS' PAGE



The Stimulus of a Great Purpose

By Dr. Orison Swett Marden

IT does not matter how much ability you have, if you lack that power of resolution which knows no surrender, which fixes on its goal and never turns back, you will not achieve anything that is distinctive.

In this day of sharp, close competition it is only those who fling the weight of their whole lives into their vocation who can succeed in any marked, individual way. A half-hearted or indifferent purpose produces only half-hearted results.

A new howitzer in use on the European battlefield throws a shell more than twenty-five miles. But in order to do this there must be a certain amount of propulsive explosive back of the shell. It must be confined and liberated in a certain manner. If the gunner should put in only half the required amount of powder the shell, of course, would never reach its mark. It would fall short just in proportion to the lack of energy back of it. It is not only necessary to have ample powder back of the shell, but it must be the best powder; it must contain the maximum of energy. No army could afford to face the enemy with lifeless powder.

People everywhere are going into the battle of life with poor or insufficient powder, and, naturally, they fall short of their mark.

The projectile power of your ambition depends wholly on the vigor of the determination behind it. What you accomplish will depend on the live energy of your purpose, the enthusiasm and will power you put into your efforts to achieve.

It is pitiable to see multitudes of young men weakly longing for success, but not willing to pay the price for the big things they desire. They do not seem to realize that there is a tremendous difference between wishing to get on and determining to get on, between the desire that has no "must" in it and the desire which grips every fibre of one's being with a determination to win at any cost. They have not had it impressed on them that the difference between a mediocre career and a superb career is the difference between waiting for something favorable to turn up, for

some big opportunity, waiting for help, for somebody to boost us, and taking off one's coat and plunging into a career with a grim determination which knows no defeat.

Write it in your heart that there is no success worth the name outside of what a man or woman achieves through his or her own efforts.

The world is full of people who are waiting to be pushed, boosted, helped, but they will never be anything but weaklings. If they do succeed through pull or influence in getting the place they long for, they will not have the ability to hold it. I know men who are always talking of the wonderful things they would have done if they had only had a chance such as others have had; if they could only have gone to college; if they could have had special training for the thing they wanted to do. But they had no one to send them to college, nobody to help them make their lives more complete, their achievement more worth while. Experience and observation have convinced me that those who make such excuses for their mediocre lives would not have amounted to much no matter what their advantages.

The youth who is determined knows that his opportunity for the job above him lies right in the thing he is doing. He knows that the key that

will open the door to the thing he desires is in his own hand. The power that sends the man to his mark is not influence, pull, or outside capital; it is the initiative energy, the willingness, the completeness and superiority which he puts into whatever he undertakes. The propelling force is all within himself, and he knows very well that, if this does not open the door to the higher things he is striving for nothing else will.

There is no possibility of holding back the youth who has made up his mind to get on in the world. He finds an opportunity in every study he masters, in every letter he writes, in every errand he does, in his manners, in his dress, in his manly bearing toward his elders, in his chivalric consideration for those weaker than himself. He finds one in his willingness to do more than he is asked to do, more than he is paid for, in being polite and attentive to all with whom he comes in contact. In short, he finds plenty of opportunities every day which will lead to his longed-for advancement and he uses them as stepping stones to promotion. He doesn't have half as much difficulty in finding time to improve them.



FAVORS PRESENT COST

Otto Hildebrand, Doaktown, N.B. says in reference to the basis for selling price—present or original cost—that he generally follows present cost because he holds the best practice is to follow the market. If there is a drop in a certain line he drops too, if an advance he advances.

READERS' SERVICE DEPARTMENT.

Canadian Grocer conducts a Service Department open to all our readers. Special investigations will be made for retailers and advertisers upon request and free of charge. If you are in search of the source of a new foodstuff, or you want to know the agents or manufacturers of any line—foodstuff or equipment—phone us or drop us a line. The "Readers' Service Department" is at YOUR service.

Letters to the Editor

Editor Canadian Grocer.—I must congratulate you on the addition to The Canadian Grocer of the page "Through Other Spectacles." I sincerely hope that you may in time see your way clear to broaden this very excellent idea into more than one page, a step which I feel certain would be highly appreciated by you many patrons.

NEWFOUNDLAND READER.

A \$91,000,000 War Order

Report of Formation in Montreal of the Imperial Canneries, Limited, With Contract to Supply 600,000,000 One-Pound Tins.

ACCORDING to more or less definite reports a new canning company has been organized in Montreal which is reported to have war contracts to the value of \$91,000,000. It is The Imperial Canneries Limited. The following New York despatch received in Montreal on Tuesday reports the organization.

"Contract calling for delivery of 600,000,000 one pound cans of beef stew, for use as army rations, has been awarded by the British Government to a new corporation known as the Imperial Canneries, Limited, of Montreal. The latter will at once proceed to apportion the business among more than a score of prominent American and Canadian packers, wholesale grocers and canners. The order is easily the largest single one for army rations ever placed in this continent, the aggregate value of the contract being \$91,000,000.

"Conferences have been held here during the past week by representatives of some of the most prominent wholesale grocery houses, canners and beef packers in the country, with the principal parties to the contract.

"These conferences, qualification of various food productions throughout the United States and Canada have been carefully gone over, and market conditions investigated. As far as could be learned no large part of the total contract has been awarded, except that an understanding has been reached to award order for tin can containers to the Wheeling Can Company, Wheeling, West Va."

A further report says that the Imperial Canneries, Limited, is the title of a holding or operating company which has been organized for the special purpose of taking over British orders for rations, and arranging for filling of business by properly qualified plants in United States and Canada. The company is capitalized at nominal sum, and is principally composed of the following four corporations: J. T. Polk and Co., of Indianapolis, Ind.; Burnham and Morrell, of Portland, Maine; The Colonial Packing Company, of Philadelphia, Pa., and Gunn's Limited, of Toronto. Contracts for army rations have already been signed by the principals, who conducted negotiations with members of the British Government.

F. M. Moffat, General Manager of Gunn's Limited, states that negotiations were being carried on, but that everything was vague at present. It is evi-

dent, however, that further orders are pending.

Toronto live stock markets have already reflected the encroachment of export demands on Canada's supplies. Since early last fall swine prices have been relatively high in all markets. This week they climbed to a new high record in the history of the trade, when \$10.90 to \$11 per hundredweight was paid, weighed off cars, at yards. Cattle have also commanded high prices, weighty heaves having been sold for overseas export during recent months at \$8 to \$8.50 per hundredweight. A large contract from the army for beef and hog products would doubtless secure for producers consistently firm prices.

GROCER CATCHES ALLEGED SWINDLER

Police now making Investigation—Two Merchants at Lease Lose

London, Ont., March 15.—Charles Miller, aged 25, a regular fashion-plate dresser, who gives his occupation as a clerk and his place of residence as 917 St. Jean Street, St. Clair Heights, Detroit, was captured after an exciting chase through backyards and over fences in the south end of the city, Friday afternoon. He appeared before Magistrate Judd in police court to-day charged with having defrauded two London Merchants, A. Joliffe, grocer of 215 William street, and Robert Carswell, butcher of 552 Hamilton road. Miller was captured cleverly by Mr. Joliffe, and positively identified by him and Mr. Carswell as the man who victimized them on February 26. When asked to plead, Miller asked for an adjournment, stating that he wished to obtain legal advice before proceeding. His request was granted, and the case will be resumed on Tuesday.

The story told the detectives is that on February 26 Miller went to Mr. Joliffe's store and ordered about a dollar's worth of groceries, tendering in payment a check made payable to Roy Leese and signed by R. C. Richardson. He received the balance in cash and left. Going to Mr. Carswell's he repeated the stunt, and then according to the police, having made about \$23 out of his afternoon's work, went back to Detroit.

When the merchants sent the goods to the address given there was no such person, and when they presented the

checks at the bank they were valueless. They reported the matter at once to the detectives, who kept a close watch for the suspect. He did not return to London until Friday afternoon, and then went to the store of Harry Geach, grocer, 471 Simcoe St. All went well until Miller produced a check, after ordering a small amount of groceries. Mr. Geach, who had heard of Mr. Joliffe's experience, at once refused, and Miller left the store.

Mr. Geach, satisfied that he was on the trail of the man who had swindled Mr. Joliffe at once 'phoned him. The description tallied exactly, and Mr. Joliffe set out in search of Miller in great haste. He searched for some time before he saw his man on Wellington street near Clarke's bridge. Mr. Joliffe at once grabbed Miller, but the latter wrenched himself free and darted down a laneway and scaled back fences. Mr. Joliffe lost him, but suspecting that Miller might head for the Traction depot to take a car for St. Thomas, went there and waited. In a few minutes he saw Miller coming up the tracks, and hiding behind a fence Mr. Joliffe threw off his overcoat so that he would not be impeded, and when Miller arrived opposite him sprang out on him and held him so tightly that Miller had no chance of struggling away. Patrolman Middaugh later took Miller to the police station.

In the meantime Detective Nickle and Egelton had been notified, and started out to scour the South End for Miller. They give great credit to Mr. Joliffe for his good work.

It is suspected that other merchants may have been victimized, and a general investigation is being made.

PRESENT COST AGAIN FAVORED

A. Kirkpatrick, general merchant, of Lefroy, Ont., favors basing the selling price on what it would cost to replace the goods at the present time. He cites some experiences.

"I bought shortly before August 4th, 1914," he says, "pure cream of tartar in 100-lb. keg at 31c; also a car of extra granulated sugar at \$4.28, and cheese in the fall 1915 at 14½c. One season I lost in grain—barley—alone \$2,000. I bought this at 90c, kept it for six months, and sold it for 60c. During the season of 1914-15 wheat that cost me \$1.60, I sold some months after at \$1. The question is merely this, we have to take the drop. If fortunate enough to have certain stocks of goods when prices advance, why should we not try to even up at least a little bit? In an advancing market, as all your readers know, there is no trouble to find purchasers, but they are all at the seaside or some other out-of-the-way place when the markets are slumping."



CURRENT NEWS OF WEEK

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



Quebec and Maritime Provinces

Albert Ayer, of A. A. Ayer & Co., butter and cheese dealers, Montreal, has gone to the West Indies on a trip.

J. H. Magor, of Magor, Son & Co., Ltd., is in Ontario on a business trip to London, Hamilton and Toronto.

Leopold Lecavalier is opening L'Epicerie Modele grocery store in Montreal.

Fire recently caused a loss estimated at \$35,000 to \$40,000 in the Prince William street building of Dearborn & Co., wholesale spice company of St. John, New Brunswick.

D. A. Morrison, head of the wholesale firm of Morrison's Limited, of Amherst, N.S., formerly a well-known traveler, has accepted the position of quartermaster in the 219th Battalion of the Nova Scotia Highlanders being mobilized by Col. Borden, of the 85th Battalion. Mr. Morrison has had long military training for many years, and was captain in the 62nd Battalion, St. John, N.B. During the South African war he volunteered as a private and took part in the battle at Paardeberg and other engagements in the Transvaal Republic.

The Lion Vinegar Co., Montreal, Que., are erecting an addition to their factory in order to be in a position to increase their output.

Ontario

Hull Austen, of Port Arthur, a cigar store, suffered slight damage by fire recently.

Peter Grieg, of Port Arthur, who has been ill from an accident, is up and about again, though still using crutches.

Patterson Co., candy manufacturers of Toronto, have placed at the disposal of their employees dining and recreation rooms, and a player piano, with a cabinet of music rolls.

J. A. Waddell has severed his connection with Stuart, Limited, Sarnia, Ont., and is establishing a jam factory in Brantford, Ont., under name of Waddell Preserving Co., Ltd.

Earl Wellwood, who has been in business in Peterborough for a couple of years, and was recently burned out there, has returned to Dundalk. He has rented a store and will open up a stock of groceries.

William Gray, M.P., for London, has secured for that city a big war order. A London canning company has been awarded an order for one million cases of pork and beans for the British army. The order amounts to \$3,000,000. The factory will have to be enlarged and much extra help secured.

Charles McCollum of C. M. McCollum Co. Brampton, Ont., has just returned from a six weeks' trip. Mr. McCollum has annually gone away during the winter months for some years, having visited California, Bermuda and the Pacific Coast other years, this winter, accompanied by Mrs. and Miss McCollum he went south visiting Jacksonville, Palm Beach and Miami, and on down to Tampa. Mr. McCollum has completely recovered from his recent illness and reports that business in January and February was much better than the corresponding months last year.

Western Canada

A. Riel, grocer of Winnipeg, suffered loss by fire recently.

A. Robbins (deceased), grocer, Winnipeg, is succeeded by Jeannie Robbins.

W. C. Brown, of the Medicine Hat Grocery Co., is taking a holiday at the coast.

The McRae Mercantile Co., Revelstoke, B.C., suffered a loss by fire on March 7.

Fire did \$50,000 damage to the Gordon Ironside packing plant, Moose Jaw, on March 5.

A. Ingram, grocer, corner College and Main, Winnipeg, has been appointed organist of McDougall church.

Sanford Mercer, of Mercer & Sons, grocery, New Westminster, B.C., has left for a trip north for two or three weeks.

The Blue store, grocers, etc., of Kendal, Sask., are succeeded by A. H. Aronovitch.

Campbell, Wilson and Strathdee, wholesale grocers, Swift Current, Sask., suffered a fire loss on March 10.

Gilroy & Brunt, general merchants, Plenty, Sask., are succeeded by P. A. Gilroy.

Bookhalter Bros., general merchants, Plunkett, Sask., have opened a branch at Horizon.

W. H. Climie has been appointed to succeed O. L. Lewis as manager of the Winnipeg Fish Co., Ltd., Winnipeg.

T. Kinghorn, of the grocery department of the W. W. Cooper Co., Swift Current, Sask., has accepted a position with Law & MacKay, of the same city.

W. Gallagher, a former manager of W. R. Megaw's grocery department, Vernon, B.C., will join one of the overseas battalions.

While in Saskatoon recently, Harry Miller, a traveler for the Rock City Tobacco Company, was taken ill and conveyed to St. Paul's Hospital.

F. E. Siemens of Rush Lake, has taken a position in the grocery department of the W. W. Cooper Co., Swift Current, Sask.

Messrs. Doig, Rankin & Robertson, Brandon, Man., whose premises were destroyed by fire in the disastrous Syndicate block fire, some six weeks ago, have opened again at 150 and 152 Tenth street.

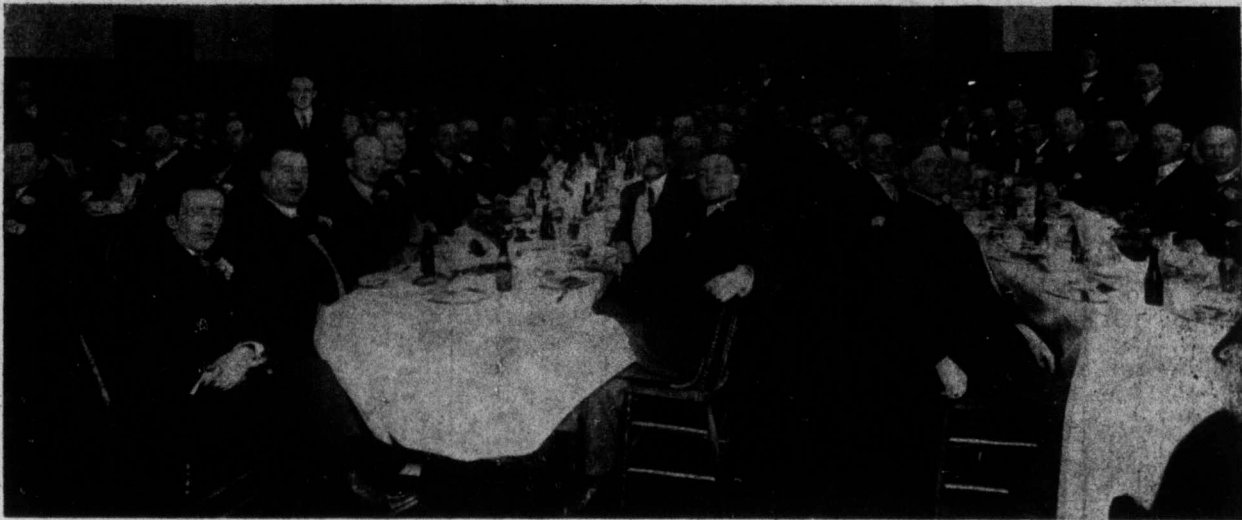
Tomlinson & O'Brien, manufacturers' agents, 147 Bannatyne Ave., Winnipeg, have been appointed representatives in Manitoba, Saskatchewan and Alberta for Jos. Tetley & Co., packers of Tetley's teas.

W. H. Hull has severed his connection with the Saskatoon Candy and Cigar Jobbers, and is now interested in the North-west Candy and Cigar Co., who have opened up in the wholesale business at 101 Twenty-Third street.

Wollard's Grocery Company, of Calgary, announces that its management has been changed. A. E. Jeffery having bought the stock and good will from Mr. McCammon. Mr. Jeffery has been connected with the firm for the past two years.

The T. Eaton Company have submitted plans to the City Council for a twelve-storey building and extensions and improvements to their existing premises in Winnipeg, the work to take from ten to fifteen months in completion.

G. N. Jackson, president of the Winnipeg Board of Trade, presented a resolution of the meeting of the Canadian Credit Men's Association in the Royal Alexandra, Winnipeg, to the effect that a strong deputation of their members wait on the city council to request that the daylight saving system be put into effect from the first Sunday in April until the first Sunday in October.



This is a flash-light of the gathering at the big banquet held recently by the Ottawa Retail Grocer's Association. Wholesalers, travelers, and manufacturers as well as retailers were in attendance.

At a meeting of the retail section of the Calgary Board of Trade, at a luncheon at the Palliser, J. H. Walker delivered an address, reviewing the business of the retail section of the board for past years. He called attention to the fact that the retail section had been largely responsible for the business tax and had gone far toward accomplishing the small debts procedure.

The total British Columbia salmon pack for the 1915 season amounted to 1,132,000 cases, or approximately one-sixth of the entire salmon pack that was made, which amounted to almost 7,000,000 cases. The British Columbia pack last season consisted of about 450,000 cases of pinks and chums, about 150,000 cases of medium red, and the remainder of Sockeye and Chinook, with a few thousand cases of King, Tyee, Cohoe and Silversides.

Fifty thousand dollars is about the amount of damage from a fire which broke out early in the business section of Revelstoke, B.C., which is thought to have started from a furnace in the Turner block basement, which was largely destroyed. The stocks of the McRae Mercantile Co., and the Ideal pool room and barber shop are a total loss, while the Sugar Bowl confectionery store and Harton's photograph stand were much damaged, as was also a Chinese restaurant.

Dan H. Poupard, honorary secretary of the Retail Employees' Organization of Victoria, has received the following letter, dated March 1, from Hon. A. C. Flumerfelt, late minister of finance: "Dear Sir,—I have to acknowledge receipt of yours of the 25th inst., informing me that, at a general meeting of the Retail Employees' Organization of this city, a resolution was passed instructing you to write me, asking if I will pledge myself—if elected—to support the in-

roduction and passing of an amendment of the Shops Regulation Act to provide a weekly half-holiday for store workers. In reply, I am fully in sympathy with such an amendment and will give it my unqualified and active support."

John Shields, whose death occurred in Ashcroft, B.C. was a well-known grocer in Toronto's early days, having conducted a business for several years at the south-west corner of Yonge and Temperance streets. The late Mr. Shields, who was 74 years of age was born in Fifeshire, Scotland, and came to Canada in 1854. After farming for a short time with his father, Alexander Shields, he obtained a position in the Inland Revenue Department under Alexander Mackenzie. Later he entered the grocery firm of Dodgson, Shields & Morton, of which his uncle, the late James Shields, was a member. When Mr. Morton went to the old country, and Mr. Dodgson retired, the firm became known as James Shields & Company. John Shields and his cousin, Robert, succeeded their uncle in the business. About eighteen years ago deceased retired from the grocery trade and went into the railway contracting business, going shortly afterward to Ashcroft, B.C.

LEMONS FROZEN, SUIT DISMISSED

Because in making out a bill of lading for a cargo of lemons, the Furness Withy & Co., had specifically provided that the company would be exempted from responsibility for damage caused either by the effect of the climate or by negligence on the part of the ship owners, the Court of Appeals has maintained the company's appeal from a judgment of the Court of Review, condemning it to pay Herbert E. Vipond, the consignee, the value of the cargo. The lemons were frozen at sea and Vipond sued under the

Carriers' Act. Mr. Justice Weir dismissed his suit but the Court of Review upheld it. The judgment is now reversed.

IMPORTANT

An individual, signing his name Arthur Moore, has been collecting on Canadian Grocer renewals in Hamilton, Ont.

If he calls on you, will you be good enough to 'phone the police. He is securing money under false pretences, having absolutely no authority to transact any business for this company.—Editor.

GETS THE MARKET CHANGES

MacLean Publishing Co.

Dear Sirs:—Enclosed find P. O. order for \$2 for CANADIAN GROCER for another year.

Like the CANADIAN GROCER, as it keeps one posted as to market changes and especially in war times when the markets are so changeable.

L. J. LANE.

Melrose, N.B., Jan. 26, 1916.

PASSOVER BREAD IMPORTS ALLOWED

A memorandum from the Department of Customs, Ottawa, to collectors of Customs, says in regard to Passover Bread: "You are hereby advised that, by Order in Council, dated 31st January, 1916, authority is granted for the free admission of Passover Bread and Motza, when imported and entered at the Custom House between March 1 and April 17, 1916, inclusive, for use during the Passover season."

Sugars Up Another Fifteen Cents

Present Basis Highest Since Declaration of War—Total Advance of Forty-five Cents in Three Weeks—Tapioca Prices Steadily Advancing—Demand for Prunes Considerable—Prices Show Slight Increase.

Office of Publication, Toronto, March 16, 1916.

THE topic of interest at present alike for the retailer and consumer is the unprecedented advance in refined sugar. All grades of refined sugar were advanced another 15c per cwt. yesterday and this is the fourth advance in less than three weeks. This makes an aggregate gain of 45c per cwt. and puts sugar on the highest basis since the outbreak of war, and in fact the highest for many years. Several causes have contributed to this result; the first is that there is some drought in Cuba and they cannot get sufficient rain for the crop. The second is the acute freight situation which is becoming worse instead of better and which of recent days has been further complicated by very severe storms. The third reason is very heavy buying of raws on the part of England. England apparently has placed an order for a huge amount of raws which she is grinding herself. Moreover, despite the high price, refiners are buying heavily. In fact the higher the price goes the more heavy seems to be the demand. Refiners were caught almost bare of stocks and they had to have raws, no matter at what price. The planter, unlike the position he was in two years ago, has a good deal of money at present, owing to good business which has been proceeding for the last two years and can get practically the price he wants. He does not have to sell below what he considers he should get and so he can afford to hold out for the quotation he makes. There is no sign on the market either in New York or here that sugars are going to be lower; in fact many sugar men figure that we shall see higher prices before we see a decline, so the public should get used to the idea of paying a little more for their sugar.

Another feature of the market this week is further crumble in wheat, resulting of course in a decline of flour prices. These have decreased materially during the week, both in case of Manitoba and Ontario winter wheat flour, but particularly the former. Trade in all grains is quiet and millers are holding off where possible. Export business has been hit on the head and rendered unconscious by lack of freight space, which condition, instead of getting better as the weeks go by gets worse. Domestically, there is little demand for flour and the market is dull. The opening of navigation, which is now approaching, will release some 25,000,000 bushels now stored at the head of the lakes on board ships and also at Montreal. If the freight situation clears up sufficient to provide enough vessels, such a surplus would mean a big haul of money for the owners. There is a visible supply of wheat in Canada of 36,000,000 odd bushels and in the United States of 53,000,000 bushels. These compare with 10,000,000 for Canada last year and 24,000,000 for the States. Thus we have an aggregate increase of 65,000,000 bushels over last year. Consequently those people who are bearing the market do so with strong reasons for their faith.

Looking at the quantity of wheat available for export in the five great producing countries of the world, Canada, United States, Argentine, India and Australia, it is seen that there is no less than nearly 900,000,000 bushels of wheat available. This is a huge amount, and should make, it would appear, for weakness in the market. Nevertheless, the bulls have one strong argument in their favor; what is the good of all this wheat if there are no boats to carry it to destinations? The freight situation does really seem to be a tie-up at present. The outlook, so far as flour is concerned, so far as one may venture on prophecy, is for lower levels in the near future.

Markets in Brief

QUEBEC MARKETS.

FRUIT AND VEGETABLES—
Oranges stronger.
Cucumbers decline.
Apples scarce and Spanish onions high.

PRODUCE AND PROVISIONS—
Oils, shortening and lard up ¼c.
New halds down.
Poultry scarcer than ever.
Rennet scarcity in cheese.
Hogs firmer.

FISH AND OYSTERS—
Market getting bare of frozen fish.
Lobsters higher.
Oysters scarce.

FLOUR AND CEREALS—
Flour down and weaker.
Feeds firm.
Cereals unchanged.

GENERAL MARKETS—
Sugar up 15c and stronger.
Tapioca very scarce.
Storm made acute freight congestion.

ONTARIO MARKETS.

FLOUR AND CEREALS—
Flour drops 20 cents.
No strength to cereals.
Feed market quiet.
Big wheat surplus.

FISH AND OYSTERS—
Shortage of haddock.
Cod stocks are small.
Whitefish still selling.
Oyster business good.

FRUIT AND VEGETABLES—
Celery firm and higher.
Navels advance sharply.
Spring radishes appearing.
Potatoes easier and lower.

PRODUCE AND PROVISIONS—
American new halds coming.
Cheese up in London.
Dairy butter stiffer.
Butter situation confusing.
Lard prices up.

GENERAL GROCERIES—
One more rise in sugar.
Unprecedented sugar levels.
Teas up in London.
Good demand for prunes.
Molasses very firm.

MANITOBA MARKETS.

FLOUR AND CEREALS—
Flour remains at \$6.30.
Wheat market very uncertain.
Easter rolled oats market.
Package oats at \$3.75 case.
Feeds unchanged and quiet.

FRUITS AND VEGETABLES—
Potatoes slightly easier.
Florida tomatoes \$5.50 case.
Little new arriving.

FISH AND POULTRY—
More difficulty with haddles.
Price 9¼c; supplies short.
Live poultry still scarce.

PRODUCE AND PROVISIONS—
Eggs take big drop.
Local receipts very heavy.
Hog market at high level.
Lard slightly higher.
Decline expected this week.
Butter market weak.

GENERAL GROCERIES—
California fruits easy.
Market affected by rumor.
Further advances in sugar.
Big jump in syrup prices.
Spices and coffee firm.
Canned goods market stronger.

Quebec Markets

Montreal, March 16.—Firmness continues to characterize market with further list of advances in a number of lines and few declines. Freights continue to be the ruling factor in the greatest number of lines and a scarcity of supplies is developing in lines other than those already affected. The approach of the navigation season is beginning to enter into the calculations of importers, particularly in the case of molasses shippers.

Chief developments of week have been further declines in wheat a week ago, which brought price of flour down 30c per barrel, and which is still operating to a weak feeling in the market. Sugar has advanced 15c, and is firm in response to an even higher advance at the New York refineries, where raws are scarce and high.

The late storm has had the two opposite effects of rendering acute an already bad freight situation, which is immediately felt in grocery trade throughout the city. It has also operated to render the embargo on the Eastern ports a greater hindrance to all shipping. General condition of the trade continues to be good, and shows healthy improvement over last year. In spite of rising prices it is pointed out that grocery lines have been kept down to greater extent than most other lines. Feature of whole market is the lack of proportion that exists between prices at primary points and those in force here.

The chemical market continues to show strength and added firmness. Pork products of all kinds are firm, and oils and shortening are up 1/4c. Tapioca has become very scarce, and market is almost bare. Molasses continues to be a source of interest in an erratic market, in which surprising developments continue to occur. Peppers are higher, oranges are stronger, and Tarragona almonds and peanuts have declined, the former 1c and the latter 1/2c. Canned goods are firm and stronger, with gallon apples selling at \$2.75, and a big demand in canned salmon evident. Some interest is developing in the new order barring all but British colony canned goods from Great Britain. Singapore pineapples have advanced 25c; fish, particularly in frozen lines, is very scarce, and several advances have occurred in vegetables.

A feature of the general situation is the fact that boats are coming in with light cargoes as result of dock congestion in England and the tendency of insurance interests to encourage rapid sailings, and this in spite of the shortage of bottoms.

SUGAR.—Firmness continues to be chief characteristic of market and

freights the ruling factor in it, with no indication of any chance in either. A further advance of 15c has occurred so that extra granulated in 100-lb. bags is selling for \$7.20, and other grades in proportion. This is the highest peak reached in many years. During the latter part of last week refineries advanced 15c; early in this week one American refinery advanced 10c, and all others soon followed, after which prices to the retailer made the advance noted. It will be seen that prices are still 10c lower than those prevailing at American refineries, and market is correspondingly strong. Eight cent sugar is openly talked of.

Another strong feature of market is strong position of Cubas, which were selling at 4 3/8 last week, and are now at 4 5/8, with 4 11-16 asked. A feature of this firmness is its continuance under the gradual absorption of the Cuban crop, which operation was expected to have a weakening effect on market instead of going hand-in-hand with advancing prices as it has.

Demand continues good in wholesale buying on a rising market, considering that retail demand shows the natural slackening peculiar to the time of year.

Extra Granulated Sugars—		Per 100 lbs.
100 lb. bags	.....	7 20
20 lb. bags	.....	7 30
2 and 5-lb. cartons	.....	7 45
Extra Ground Sugars—		
Barrels	.....	7 55
50 lb. boxes	.....	7 75
25 lb. boxes	.....	7 35
Yellow Sugars—		
No. 1, 100 lb. bags	.....	6 80
Dark yellow, 100 lb. bags	.....	6 60
Bright yellow, bbls. only, cwt.	.....	7 05
Powdered Sugars—		
Barrels	.....	7 35
50 lb. boxes	.....	7 55
25 lb. boxes	.....	7 75
Paris Lump—		
100 lb. boxes	.....	7 80
50 lb. boxes	.....	7 90
25 lb. boxes	.....	8 10
Crystal Diamonds—		
Barrels	.....	7 80
100 lb. boxes	.....	7 90
50 lb. boxes	.....	8 00
25 lb. boxes	.....	8 20
Cartons	.....	8 40
Half cartons	.....	8 90
Crystal Dominoes, cartons	.....	8 50

DRIED FRUITS.—There is a stronger feeling in market based on increasing number of reported advances in primary markets and of increased shipping difficulties. There is a very firm feeling in currants as result of recent advices of a 2c advance in Greece, where supplies are reported low, while freights show no signs of leaving their present high level. Raisins are firm, and it is pointed out that stocks of California raisins on hand cannot be replaced within one cent of cost. Prunes are firm and inclined to be scarce. The large Jewish population of this city tends to create a heavy consumption in this line. Dates are firm and scarce, especially in the loose. Figs are firm and unchanged.

The feature of market is the lack of proportion between existing prices, as recorded in sales here and those quoted from primary markets and general market quotations from other points. Im-

port lines of tropical origin show most disparity of price.

EVAPORATED FRUITS.		per lb.
Apples, choice winter, 25-lb. boxes	.....	0 11 1/2
Apples, choice winter, 50-lb. boxes	.....	0 11
Apricots	.....	0 15
Nectarines, choice	.....	0 11 1/2
Peaches, choice	.....	0 05
Pears, choice	.....	0 13 1/2
DRIED FRUITS.		
Candied Peels—		
Citron	.....	0 22 0 23
Lemon	.....	0 20 0 21
Orange	.....	0 19 0 20
Currants—		
Filiatras, fine, loose, new	.....	0 11 1/2
Filiatras, packages, new	.....	0 12 1/2
Dates—		
Dromedary, package stock, old, pkg.	.....	0 00
Faris, choicest	.....	0 12 1/2
Hallowee, loose, new	.....	0 07 1/2
Hallowee, 1-lb. pkgs.	.....	0 07 1/2 0 00
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 13
8 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 11 1/2
1 lb. glove boxes, each	.....	0 12
Cal. bricks, 10 oz.	.....	0 09 1/2
Cal. bricks, 15 oz.	.....	0 10
Cal. layers	.....	0 10 0 11
Cal. fancy, table, 10 lbs.	.....	1 50
Prunes—		
30 to 40, in 25-lb. boxes, faced	.....	0 11 1/2 0 12 1/2
40 to 50, in 25-lb. boxes, faced	.....	0 11 1/2 0 11 1/2
50 to 60, in 25-lb. boxes, faced	.....	0 10 1/2 0 10 1/2
60 to 70, in 25-lb. boxes, faced	.....	0 10 0 10
70 to 80, in 25-lb. boxes, faced	.....	0 09 1/2 0 09 1/2
80 to 90, in 25-lb. boxes, faced	.....	0 09 0 09
90 to 100, in 25-lb. boxes, faced	.....	0 08 0 08 1/2
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$2.80; 4-crown cluster	.....	3 75
Muscata, loose, 3-crown, lb.	.....	0 08 1/2 0 09
Muscata, 4-crown, lb.	.....	0 09 1/2 0 09 1/2
Cal. seedless, 16 oz.	.....	0 12 1/2 0 12 1/2
Fancy seeded, 16 oz. pkgs.	.....	0 10 1/2 0 11
Choice seeded, 16 oz. pkgs.	.....	0 10 1/2 0 10 1/2
Valencias, selected	.....	0 11
Valencias, 4-crown layers	.....	0 11 1/2

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

MOLASSES AND SYRUPS.—Market on molasses continues firm, with strength of its main features unimpaired, and in some cases heightened, as in case of recent advances in sugar, which have added to the strong feeling in the molasses market. Demand is good, but only partially satisfied, as local stocks are limited in extent, and in some quarters are non-existent. Freights continue to rule the situation, and large orders are in various stages of transit. The approach of the navigation season is looked forward to with especial eagerness in its relation to this market, as it is felt to bear a peculiar relation to it, and it is thought that early part of the season will be indicative of the whole in so far as direct shipments of molasses are concerned. In the meantime, week to week needs are being met as best they may, and an attitude of tense waiting is a feature of the situation.

Market for syrup continues unchanged in price, and ruling features, which are normal, makes for fair demand.

	Price for	Choice.
	Barbadoes	Island of Montreal.
Barbadoes Molasses—		
Punchons	0 53	0 45
Barrels	0 56	0 48
Half barrels	0 55	0 50
For outside territories prices range about 3c lower.		
Canned lots of 20 punchons or its equivalent in barrel or half barrels to one buyer, may be sold at "own prices." No discounts will be given.		
Corn Syrups—		
Barrels, per lb., 3 1/2c; 1/4 bbls., 4c; 1/2 bbls.	.....	0 04 1/2
Pails, 8 1/4 lbs., \$1.95; 25 lbs.	.....	1 40
Cases, 2 lb. tins, 2 doz. in case	.....	2 65
Cases, 5 lb. tins, 1 doz. in case	.....	3 00
Cases, 10 lb. tins, 1/2 doz. in case	.....	2 90
Cases, 20 lb. tins, 1/4 doz. in case	.....	2 85
Cane Syrup—		
Barrels, lb., 4 1/2c; 1/4 bbls.	.....	0 06
Cases, 2 lb. tins, 2 doz. in case	.....	3 60

SPICES.—Market is firmer, and in general tendencies are still very erratic, with an upward trend that is having an unsettling effect. Indications point to

CANADIAN GROCER

still higher prices, particularly in herbs. Black and white whole peppers have advanced 2c and 4c respectively, so that the total advance in these lines is 6c and 5c respectively, and they are now selling for 28c and 32c. All peppers are firm at prices that in common with other lines are governed by day to day conditions. Cream of tartar is very firm at unchanged prices.

General conditions are good, with a demand that has been over stimulated by a rising and uncertain market and a lightness of existing stocks.

	5 and 10-lb. boxes	¼-lb. pkgs. dozen	¼-lb. tins lbs.
Allspice	0 16	0 19	0 23
Cassia	0 29	0 35	0 35
Cayenne pepper	0 38	0 45	0 45
Cloves	0 30-0 32	0 30	0 39
Cream tartar—55 to 57c.			
Ginger, Ceylon	0 22	0 22	0 29
Oinger, Jamaica	0 25	0 30-1 00	0 31
Mace	0 80	0 90	1 00
Nutmegs	0 45-0 45	0 45	0 80
Pepper, black	0 58	0 85-0 90	0 26
Pepper, white	0 35	1 15-1 20	0 37
Pastry spice	0 22	0 95-1 20	0 29
Pickling spice	0 16-0 18		
Turmeric	0 21-0 23		
Lower prices for pails, boxes or barrels when delivery can be secured.			
Cardamom seed, per lb., bulk	2 00	2 00	
Carraways—			
Canadian			0 13
Dutch			0 20
Cinnamon, China, lb.		0 14½	0 16
Mustard seed, bulk		0 19	0 23
Celery seed, bulk		0 36	0 46
Shredded coconut, in pails		0 21	0 23
Pimento, whole			12-15

RICE AND TAPIOCA.—Situation is firm, particularly in tapioca, which the market is almost bare of, and buyers are finding great difficulty in placing orders so that the small lots received go into immediate use. In face of light stocks demand is good. The scarcity of shipping is ruling factor in this market, and freights are said now to be a half cent higher than they were. Pearl and seed are both quoted at 9c to 10c per lb.

Firmness has been added to already strong rice market by recent developments in tapioca and a sympathetic connection is seen in the condition of the two. It is pointed out that an involved situation dependent upon old contracts shows some tendency to govern any changes in rice prices. Demand continues good, and has been accelerated by the falling off in quality of the pea crop, which has turned consumption to rice as substitute.

Rangoon Rices—	Per cwt.
Rangoon, "B"	4 20
"C.C."	4 10
India bright	4 35
Lustre	4 40
Fancy Rices—	
Man-tarin, Patna	4 30
Pearl	4 75
Imperial Glace	5 40
Sparkle	6 00
Crystal	6 00
Snow	5 20
Ice drips	5 20
Java Onyx	6 50
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.
Bas, 2½ lbs.	0 06½
Half bags, 1½ lbs.	0 06½
Quarter bags	0 09
Velvet head Carolina	0 09
Sago, brown	0 06½
Tapioca—	
Pearl, lb.	0 09
Seed, lb.	0 09

NUTS.—Market is firm, and prices are gradually creeping higher in most lines to such an extent that consumption is being greatly restricted. Some lines,

such as filberts, are twice their normal value. Shelled pecans have advanced another 2c per lb. Shelled walnuts are feature of this market in the scarcity of good qualities, although a large amount of bad stuff is on market. Good grades bring high prices. Shelled peanuts are scarce and dear. Peanuts are easier, and Tarragona almonds are 1c a lb. cheaper; otherwise all changes are upward. Brazil nuts are being offered on this market now.

Almonds, Tara, new	0 16	0 16½
Greenbles	0 16	0 16½
Marbols	0 13½	0 14
Shelled walnuts, new, per lb.	0 35	0 36
Shelled almonds, 28-lb. boxes, per lb.	0 40	0 42
Sicily filberts	0 14½	0 15
Filberts, shelled	0 32	0 34
Pecans, large	0 17½	0 18½
Brazils, large, washed	0 20	0 21
Peanuts, American, roasted	0 08½	0 12½

TEA.—Additional firmness is feature of tea market this week, which shows great strength as result of unchanged ruling factors. Further advances are reported from primary markets that add to feeling here, even though no direct price changes occurs. Market is irregular in some of its main features, and stocks larger than required in some cases as result of covering in case higher duties went into effect with recent budget, but holders of stocks of real good teas continue to command good prices for them in spite of this inclination to an easier feeling that exists.

February auctions in Calcutta wound up with the highest prices yet quoted prevailing, even for the cheapest black teas. Colombo quotes 5c higher than in December, and freights are largely blamed for condition in both cases.

Volume of trade passing is less than that of a few weeks ago, but no complaints are heard.

COFFEE.—Market is unchanged in its essential features, is quite steady, and maintains its strength of the past month or so. Reports of strength at primary points tend to stiffen feeling here, otherwise no change is noticeable, as result of stronger reports on Javas and Mochas. The former are reported as being diverted to Holland points and the latter as scarce.

DRIED VEGETABLES.—Market is unchanged in price and ruling conditions, except that peas are a little easier and sales are reported at decline of 10c as result of quiet demand, that is largely based on poor quality of goods offered. Stocks in both peas and beans are fair; trade normal, and prices nominal.

Canadian, 3-lb. pickers, per bushel	4 20	4 35
Canadian, hand-picked	4 80	5 00
Canadian, 5-lb. pickers	4 40	4 40
Yellow eyes, per bushel	4 20	4 20
Lima, per lb.	0 08	0 08½
Peas, white snap, per bushel	3 00	3 25
Peas, split bag, 25 lbs.		3 00
Barley, pot, per bag		3 00
Barley, pearl, lb.	0 04½	0 05

CANNED GOODS.—Good demand is feature of this market, and has developed into an unusual one in case of salmon. Prices are firm at the recent ad-

vance, which in some cases amounted to 7½c, and general level of prices is now \$1 to \$1.05. Gallon apples have advanced to \$2.75.

MONTREAL AND TORONTO PRICES

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

Salmon, Sockeye—		
1 lb. talls, cases, 4 doz., per doz.	2 02½	
1 lb. flats, cases 4 doz., per doz.	2 72½	
½ flats, cases 8 doz., per doz.	1 57½	
Five cases or more, 2½ doz. less than above.		

Chums, 1-lb. talls	0 80
Pinks, 1-lb. talls	1 20
Cohoes, 1 lb. talls	1 45
Red Springs, 1-lb. talls	2 00
Humphack, ½-lb. tins	0 60

Canned Vegetables—	
Tomatoes, 3's	1 07½ 1 10
Peas, standards	0 90 0 92½
Early June peas	0 85 0 97½
Extra sfted peas	1 52½ 1 55
Corn, 2's, doz.	0 92½ 0 95

Fruits— Group A

3's Apples, Standard	1 05
3's Apples, Preserved	1 20
Gala Apples, Standard	3 60
Gala Apples, Preserved	4 25
Gala Blueberries (blackberries), Standard	6 60
2's Cherries, Red (pitted), light syrup	1 50
2's Cherries, Black, pitted, heavy syrup	1 80
2's Cherries, Black, not pitted, heavy syrup	1 55
2's Cherries, Red, pitted, heavy syrup	1 90
2's Cherries, Red, not pitted, heavy syrup	1 55
Gala Cherries, Red, pitted	6 60
Gala Cherries, Red, not pitted	6 00
2's Blueberries (blackberries), Standard	1 55
2's Blueberries (blackberries), Preserved	1 80
2's Cherries, White, pitted, heavy syrup	1 30
2's Cherries, White, not pitted, heavy syrup	1 55
2's Currants, Black, heavy syrup	1 55
2's Currants, Black, Preserved	1 80
Gala Currants, Black, Standard	6 25
Gala Currants, Black, solid pack	6 25
2's Currants, Red, heavy syrup	1 80
2's Currants, Red, Preserved	6 25
Gala Currants, Red, Standard	1 55
Gala Currants, Red, solid pack	6 25
2's Gooseberries, heavy syrup	1 55
2's Gooseberries, Preserved	1 80
Gala Gooseberries, Standard	7 25
Gala Gooseberries, solid pack	6 50
2's Grapes, White, Niagara, Preserved	1 60
Gala Grapes, White, Niagara, Standard	3 60
2's Lawtonberries (blackberries), heavy syrup	2 00
2's Lawtonberries (blackberries), light syrup	1 80
2's Lawtonberries, Preserved	2 25
Gala Lawtonberries, Standard	7 00
2's Peaches, White, heavy syrup	1 55
2's Peaches, White, heavy syrup	2 40
1½'s Peaches, Yellow, heavy syrup	1 25
1½'s Peaches, Yellow, flat, heavy syrup	1 50
2's Peaches, Yellow, heavy syrup	1 80
2½'s Peaches, Yellow, heavy syrup	2 20
3's Peaches, Yellow, whole, heavy syrup	1 26
3's Peaches, Pie, not peeled	1 75
3's Peaches, Pie, peeled	3 25
Gala Peaches, Pie, not peeled	6 00
Gala Peaches, Pie, peeled	4 00
Gala Pie Fruits, assorted (add 5%)	2 20
2's Pears, Bartlett, heavy syrup	2 25
2's Pears, Bartlett, heavy syrup	1 75
2's Pears, Flemish Beauty, heavy syrup	2 10
2's Pears, Flemish Beauty, heavy syrup	2 25
2's Pears, Keiffers, heavy syrup	1 40
2½'s Pears, Keiffers, heavy syrup	1 75
3's Pears, Keiffers, heavy syrup	1 85
2's Pears, light syrup, Globe	1 20
3's Pears, light syrup, Globe	1 80
3's Pears, Pie, not peeled	1 29
3's Pears, Pie, peeled	1 50
Gala Pears, Pie, peeled	3 00
Gala Pears, Pie, not peeled	2 10
2's Pineapple, Sliced, heavy syrup	1 50
2's Pineapple, Shredded, heavy syrup	1 50
3's Pineapple, Whole, heavy syrup	2 10
3's Pineapple, Whole, heavy syrup	2 00
2's Pineapple, Sliced, Hygeian Brand	1 10
2's Plums, Damson, light syrup	1 00
3's Plums, Damson, light syrup	1 50
2's Plums, Damson, heavy syrup	1 15
3's Plums, Damson, heavy syrup	1 55
Gala Plums, Damson, Standard	3 00
2's Plums, Egg, heavy syrup	1 10
2½'s Plums, Egg, heavy syrup	1 40
3's Plums, Green Gage, light syrup	1 00
2's Plums, Green Gage, heavy syrup	1 15
3's Plums, Green Gage, light syrup	1 40
3's Plums, Green Gage, heavy syrup	1 60
Gala Plums, Green Gage, Standard	3 50
2's Plums, Lombard, light syrup	1 00
2½'s Plums, Lombard, light syrup	1 30
3's Plums, Lombard, light syrup	1 50
2's Plums, Lombard, heavy syrup	1 10
2½'s Plums, Lombard, heavy syrup	1 30
3's Plums, Lombard, heavy syrup	1 60
Gala Plums, Lombard, Standard	3 25
2's Raspberries, Black, heavy syrup	2 10
2's Raspberries, Black, light syrup	1 60
2's Raspberries, Black, Preserved	2 25
Gala Raspberries, Black, Standard	7 15
Gala Raspberries, Black, solid pack	6 50
2's Raspberries, Red, heavy syrup	2 10
2's Raspberries, Red, light syrup	1 60
2's Raspberries, Red, Preserved	2 50
Gala Raspberries, Red, Standard	7 40

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Gala, Raspberries, Red, solid pack	9 25
2's Rhubarb, Preserved	1 85
3's Rhubarb, Preserved	2 80
Gala, Rhubarb, Standard	3 50
2's Strawberries, heavy syrup	2 25
2's Strawberries, Preserved	2 40
Gala, Strawberries, Standard	7 75
Gala, Strawberries, solid pack	9 75

Ontario Markets

Toronto, March 16.—One effect the Lenten season is having on grocery trade is the boosting of Canadian canned fish. Usually there have been stocks of English branded canned fish come over, products such as lobster, haddie and so forth. These are not arriving this year, and consequence is a boost for Canadian canned fish. Big trade is doing in domestic haddie, domestic herring, salmon and so forth, at reasonable levels.

Canned fish generally has had a fillip recently, dealers reporting good sales in better grades of salmon, sockeye, etc., to quite a remarkable extent. This, they claim, is largely the result of Lent, although they admit that Lent never was quite so beneficial to them before.

By the way, it is reported that the Imperial Canneries, Limited, of Montreal, have secured a \$91,000,000 contract for canned meats from foreign war offices. If this is so, it will mean a firmness and probably an increase in price in this class of goods. Such a huge order would be a potent market factor. So, too, will prove the three million dollar order for pork and beans secured by a London, Ont., concern, as reported recently. Orders of this magnitude cannot be filled often without affecting market conditions.

SUGAR.—The market, keeping up its recently acquired reputation, is up another 15c this week. This took place on Tuesday. Altogether, in three weeks there has been an advance of no less than 45c. Sugars are now higher than at any time since the outbreak of war and for many years. A year ago sugar was \$6.86. Same causes as were formerly the reason for advances were again the reason in this case. Raws are materially higher. Refiners are now buying heavily, even at advanced levels. The material advance in raws, it is said, is caused by speculation in New York. So far as crop conditions in Cuba are concerned it now appears certain that there will be a slight decrease through the drought existing there. Nevertheless, the crop will be larger than before. English buying is also a factor in putting up the market. Britain is buying very heavily, doing the grinding, it is said, herself. There is no outlook for lower levels immediately; sugar men see a firm market only, apparently, for some time to come.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	7 25
25 lb. bags	7 36

10 lb. bags	7 41
2 and 5-lb. cartons	7 53
Nova Scotia refined, 100-lb. bags	7 16
New Brunswick refined, 100-lb. bags	7 20
Extra Ground Sugars—	
Barrels	7 66
50 lb. boxes	7 86
25 lb. boxes	7 96
Powdered Sugars—	
Barrels	7 46
25 lb. boxes	7 86
Crystal Diamonds—	
Barrels	7 81
100 lb. boxes	7 91
50 lb. boxes	6 11
Cartons (20 to case)	8 56
Cartons (50 to case)	9 43
Crystal Dominoes, carton	8 91
Paris Lump—	
100 lb. boxes	7 91
50 lb. boxes	8 11
25 lb. boxes	8 11
Yellow Sugars—	
No. 1	6 56
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

TEA.—The London market on Ceylons on Monday of this week was up a 1/2c, and closed very firm. A cable from Colombo, also on Monday, reported that market a full halfpenny higher and very firm. It also went up a halfpenny last week. Extra freights are largely the reason for the advance in Colombo, importers here and in London being severely handicapped by the dearth of boats. Submarines, which are showing still greater activity, are also a factor in keeping insurance up at a very high level. Locally, there is little of interest. The trade is buying averagely.

As we go to press, a cable from London, England, reports the market there on Tuesday to be up a full halfpenny.

MOLASSES AND SYRUPS.—The tie-up in freights between the West Indies and Montreal gets worse rather than better, and one West Indian house reports that the earliest it can procure freight space is June. All this contributes heavily to the stringency in market conditions affecting molasses. Prices are very firm on all orders, and in every case shippers stipulate, subject to confirmation, thus defending themselves against unforeseen cancellation of their ocean space.

Corn Syrup—	
2c. per case 2 doz.	2 60 2 73
5c. per case 1 doz.	3 00 3 08
10c. per case 1/2 doz.	2 97 2 96
20c. per case 1/4 doz.	2 91 2 97
1/2 barrels, per 100 lbs.	4 40

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, 1/2 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, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)	

Molasses—	Per gal.
Barbadoes, 1/2 hbls.	0 57
New Orleans, 1/2 hbls.	0 36

DRIED FRUITS.—Buyers here are purchasing prunes eagerly in large amounts and ordering frequently. Prices on 80's-90's and 90's-100's are up slightly, while all prune levels are firm. Dealers appear to be lightly stocked and are buying right along now. At the Coast, prunes show their first sign of easiness in days. This is said to be result of British embargo orders, buyers being wary of stocking up with supplies they could not move easily. There is no news of interest as to futures, 1916.

Currants are in a very firm position here, and show an increase of about a

full cent. on all grades. Dealers are dry and stocks in jobbers' hands are very small comparatively. Currants had been more or less quiet for a few weeks before this jaunt, but it is felt that currants for some time are bound to rule firmly.

Peaches are very firmly held here, duplicating the Coast and New York. The spasmodically heavy buying of recent weeks has dropped, but steady demand and light supplies keep levels quite firm.

Raisins show little change; indeed they are somewhat dull at the moment.

Evaporated apples and apricots are selling hand-to-mouth only.

Apples, evaporated, per lb.	0 10%
Apricots—	
St-l, 25's, faced	0 12 0 12%
Choice, 25's, faced	0 13 1/2 0 11
Extra choice, 25's, faced	0 14 1/2 0 15
Fancy, 25's, faced	0 15 1/2 0 16
Candied Peels—	
Lemon	0 17 0 18
Orange	0 17 0 18
Citron	0 22 1/2 0 23 1/2
Currants—	
Fillifras, per lb.	0 13 1/2 0 14 1/2
Amalas, choicest, per lb.	0 14 1/2 0 15 1/2
Patras, per lb.	0 14 0 15
Vostizzas, choice	0 14 1/2 0 15 1/2
Cleaned, 1/2 cent more.	
Dates—	
Parls, choicest, 12-lb. boxes	0 9 1/2 0 10
Parls, choicest, 60-lb. boxes	0 9 0 9 1/2
Package dates	0 07 1/2 0 09
Hallowees	0 07
Prunes—	
30-4's, California, 25-lb. boxes	0 13 0 13 1/2
40-5's, 25-lb. boxes	0 10 1/2 0 11
50-6's, 25-lb. boxes	0 09 1/2 0 10
60-7's, 5-lb. boxes	0 09 1/2 0 09 1/2
70-8's, 5-lb. boxes	0 08 1/2 0 08 1/2
80-9's, 5-lb. boxes	0 08 1/2 0 08 1/2
90-10's, 5-lb. boxes	0 08 0 08 1/2
25-lb. boxes, 1/2c more.	
Peaches—	
Choice, 50-lb. boxes	0 07 1/2 0 07 1/2
St-ls., 50-lb. boxes	0 06 1/2 0 06 1/2
Choice, 25 lbs., faced	0 07 1/2 0 07 1/2
Extra choice, 25 lbs., faced	0 07 1/2 0 08
Fancy, 25 lbs., faced	0 08 1/2 0 09
Raisins—	
Valencia, Cal.	0 09 0 09 1/2
Seedless, fancy, m 1 lb. packets	0 10 0 10
Seedless, choice, 1 lb. packets	0 09 1/2 0 10 1/2
Seedless, choice, 12 oz.	0 08 1/2 0 09
Seedless, 16 oz. packets	0 11 1/2 0 12
Seedless, 12 oz. packets	0 10 0 10
Raspberries, black, dried, 25-lb. boxes	0 40 0 42

NUTS.—This market is dull and featureless; nothing of interest to the trade shows itself at all. Steady but limited demand, distributed among all lines, is the only thing to report.

In Shell—	Per lb.
Almonds, Tarragona	0 15 1/2 0 16 1/2
Brazils, medium, new	0 16 0 18
Brazils, large, washed, new	0 20 0 22
Chestnuts, pick	1 75 2 00
Filberts, Sicily, bags 110 lbs.	0 14 0 14 1/2
Peanuts, Jumbos, roasted	0 13 1/2 0 14 1/2
Peanuts, hand-picked, roasted	0 11 0 11 1/2
Peanuts, fancy, roasted	0 09 0 10
Pecans	0 17 0 18
Walnuts, Grenoble	0 14 1/2 0 15 1/2
Walnuts, Bordeaux	0 11 0 12
Walnuts, Marbots	0 12 1/2 0 13 1/2
Shelled—	
Almonds	0 45 0 46
Filberts	0 35 0 36
Peanuts	0 11 0 11 1/2
Pecans	0 60 0 65
Walnuts, new, halves	0 38 0 40
Broken	0 31 0 32

BEANS.—Beans and peas pursue the even tenor of their way, heavy demands—compared to supplies—continuing to be feature in both cases. Good quality stuff is still scarce in all grades, inferior stuff being the more plentiful, but itself scarce by the side of demand. Hand-picked beans are worth \$4.75, and get the burden of inquiries.

Beans, choice primes, bush	4 25 4 30
Beans, hand-picked, bushel	4 75 4 80
Peas, blue, bushel	3 25 3 30
Split, lb.	0 06 0 06 1/2

CANADIAN GROCER

SPICES.—High freights and difficulties of procuring tonnage keep all Eastern lines very firm and high. Black and white peppers in particular are in demand. Stocks of allspices are said to be light, and trade is putting in heavy demand for it. Cream of tartar and cassias are firm at reigning levels—but then the whole list is strong, no weakness showing anywhere.

Spices—	Compound, per lb.	Pure, per lb.
Allspice, ground	0 19	0 16-0 18
Allspice, whole	.....	0 15-0 15
Arrowroot	.....	0 15-0 20
Bay leaves	.....	0 20-0 20
Bicarb. soda	.....	0 03 1/2
Caraway seeds	.....	0 25-0 25
Cassia, whole	.....	0 25-0 32
Cassia, ground	0 16-0 18	0 25-0 34
Cayenne	.....	0 30-0 35
Cayenne, Jap. chillies	.....	0 40
Celery seed	.....	0 45-0 50
Celery salt	.....	0 30-0 35
Celery pepper	.....	0 30-0 35
Cinnamon, Batavia	.....	0 30-0 45
Cloves, whole	.....	0 35-0 45
Cloves, ground	0 18-0 22	0 35-0 45
Coriander seed	.....	0 12-0 13
Cream of tartar	0 25-0 30	0 50-0 55
Curry powder	.....	0 30-0 35
Ginger, Cochiti	0 15-0 17	0 22-0 25
Ginger, Jamaica, ground	0 18-0 21	0 25-0 30
Ginger, Jamaica, whole	.....	0 25-0 30
Ginger, African, ground	.....	0 14-0 18
Mace	.....	0 85-1 00
Mustard, pure	.....	0 25-0 30
Mustard seed	.....	0 20-0 25
Nutmegs, brown, 64s, 55c; 50s, 45c; 10c	.....	0 35-0 40
Nutmegs, ground, bulk, 30-35c; 1 lb. tins	.....	0 37-0 42
Pastry spice	.....	0 25-0 30
Paprika	.....	0 35-0 40
Peppers, black, ground	0 14-0 18	0 25-0 30
Peppers, black, whole	.....	0 24-0 29
Peppers, white, ground	0 19-0 24	0 35-0 40
Peppers, white, whole	.....	0 30-0 35
Pickling spice	.....	0 15-0 20
Sage	.....	0 45-0 50
Salt-petre (chili)	.....	0 10
Thyme	.....	0 25
Turmeric	.....	0 20-0 22

COFFEE.—Market is more or less dormant, and shows little feature. Trade is buying in a hand-to-mouth way only. Only topics of conversation in coffee circles seem to be the scarcity of freights, which is tightening levels steadily, and poor crop prospects. However, neither of these has had any positive effect on wholesale price as yet.

Coffee, Roasted—		
Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 17	0 19
Java, lb.	0 31	0 33
Maracalbo, lb.	0 22	0 23
Mexican, lb.	0 27	0 28
Mocha, lb.	0 33	0 35
Rio, lb.	0 17	0 20
Santos, lb.	0 21	0 23
Chicoory, lb.	0 12	0 14

RICE AND TAPIOCA.—Prices continue to advance steadily on all kinds of tapioca. The street, except in none or two isolated cases, has been caught short on supplies, and now freight difficulties are tying up importing. One wholesaler is said to have a couple of cars and is selling at lower than quotations, but he is the lucky exception, not the rule.

Rice—		
Rangoon "B," per cwt.	4 28	
Rangoon "CC," per cwt.	4 15	
Rangoon, fancy, per cwt.	4 38	5 58
Patna, fancy	0 97 1/2	0 99

Tapioca—		
Pearl, per lb.	0 09	0 10
Seed, per lb.	0 09	0 10

Manitoba Markets

Winnipeg, March 16.—The big feature of market last week was advance in sugar. This had been predicted by trade

here on account of high market for raws prevailing in New York. As further advance in the latter market occurred on Friday last, rise in refined here would not be surprising, a further advance is expected. Winnipeg trade are expecting eight cent sugar if conditions keep on as at present. The latest advances bring Eastern sugar to a basis of 7.75, and B.C. sugar to 7.85. In view of the high cost of sugar, it was found necessary to make a big advance in the price of B.C. cane syrup, which amounts to an average of 50c per case. This advance comes rather late, as western cane syrup has been selling at same figure as it was when sugar was quoted at six cents.

There were no startling features to flour market last week. Further changes were contemplated, but wheat market, while remaining unsteady, confined itself within small limits, which did not warrant a change in price of flour. Wheat market is very uncertain, and is governed more or less by the railways. The Railway Commission has ordered the C. N. R. to send cars to the Goose Lake section to remove grain which is lying in the open. If the railways assist in the removal of this grain, the market may decline further. There is considerable wheat lying out, which is liable to be ruined when the spring rains fall. The market for rolled oats is in a very weak condition on account of cheaper raw material, and a falling off in demand owing to the approach of spring. As low as 1.90 is being charged for 80's for car loads, and lower prices still are expected. The price of packages has also dropped to 3.75 per case, which has been influenced to a large extent by certain millers giving away expensive premiums.

The grocer will require to watch the egg market carefully during the next few weeks, as receipts from the country are arriving with unexpected suddenness, and in large volume. Many wholesalers were caught last week with too many American eggs on their hands. New laid were selling for 25c last week-end, and are probably lower by this. The hog market touched a record high level last week on account of storms, but there should be a reaction this week, and probable lower prices on meats.

SUGAR.—The B.C. Sugar Refining Co. have made four advances in price of their refined in the last two weeks, which is now quoted on a basis of \$7.90. An advance was also made in price of eastern sugar, which brings quotations for Montreal up to \$7.90, and for Western Ontario up to \$7.85. Further advances are expected in quotations on sugar, as some refiners are getting rather short of raws. Fact that New York went up 15c last Friday indicates that the end has not been reached, and it is confidently predicted Winnipeg retailers will be pay-

ing 8c before the market ceases to advance. The advances in Eastern sugars occurred on Thursday last, and again Tuesday. In spite of the higher market, demand just continues hand to mouth, the consumption having been curtailed considerably on account of the high prices prevailing.

	Per cwt. in sacks
Sugar, Eastern—	
Standard granulated	7 90
Extra ground or icing	8 71
Extra ground or icing, bbls.	8 64
Powdered, boxes	8 55
Powdered, bbls.	8 65
Hard lumps (100-lb. case)	8 05
Montreal yellow, bags	8 10
Sugar, Western Ontario—	
Sacks, per 100 lbs.	7 85
Halves, 50 lbs., per cwt.	7 95
Bales, 30 lbs., per cwt.	7 95
Powdered, 50s	8 00
Powdered, 5s	8 90
Icing, barrels	8 55
Icing, 50s	8 70
Cut loaf, barrels	8 65
Cut loaf, 50s	8 90
Cut loaf, 25s	9 10
Sugar, British Columbia—	
Extra standard granulated	7 90
Bar sugar, bbls.	8 05
Bar sugar, boxes	7 60
Icing sugar, bbls.	8 25
Icing sugar, boxes	8 50
H. P. lumps, 100-lb. cases	8 15
H. P. lumps, 25-lb. boxes	9 00
Yellow, in bags	7 50

SYRUPS.—A heavy advance was made in B.C. cane syrup last week, which was expected by the trade on account of high prices prevailing for sugars, and because same price has been ruling on syrups even when sugar was as low as 6c. The demand is good for this line, and trade feels that price is right compared with the prices being paid for sugar. The advance was as follows:—40c per case on 2 lb. tins; 65c on 5 lb. tins; 55c on 10 lb. tins; and 50c on 20 lb. tins. Corn syrup holds firm, but no further advances are expected.

Corn Syrup—	
2s, per case 2 doz.	2 73
5s, per case 1 doz.	3 08
10s, per case, 1/2 doz.	2 98
20s, per case, 1/4 doz.	2 97
1/2 barrels, by the lb.	4 14
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	3 58
5-lb. tins, 1 doz. to case, per case	4 15
10-lb. tins, 1/2 doz. to case, per case	3 85
20-lb. tins, 3 tins to case, per case	3 75
(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)	
Molasses—	
Barbadoes, fancy	Per gal. 0 70
Barbadoes, choice	0 63
New Orleans	0 35 0 37

DRIED-FRUITS.—There is a much easier market on all California stuff on account of the embargo being placed on luxuries by the British government. No definite information is available regarding this embargo, but the information which has leaked out, has already had the effect of causing a temporary weakness. Should, however, the British government deny any intention of putting an embargo on California fruits, the situation would be changed immediately. All California fruits are affected with the exception of raisins, which remain very stiff. Local prices are not affected in the least by this news. It is understood that the embargo proposed by the British government is intended to prevent importation of any goods not absolutely required. The evaporated apple market continues very weak.

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Dried Fruits—		
Evaporated apples, choice, 50's	0 10%	
Evaporated apples, choice, 25's	0 10%	
Pears, choice, 25's	0 12%	
Apricots, choice, 25's	0 13%	
Apricots, choice, 10's	0 14%	
Peaches—		
Choice, 25-lb. boxes	0 07%	
Choice, 10-lb. boxes	0 08%	
Currants—		
Filiatras, per lb.	0 10%	
Filiatras, fresh cleaned	0 11%	
Washed	0 12%	
1 lb. package Amalias	0 12	
2 lb. package	0 24	
Dates—		
Hallowes, loose, per lb.	0 08	
Hallowes, 12-oz. pkgs.	0 08 1/2	
Fard dates, 12-lb. boxes	1 25	
Raisins, California—		
16 oz. fancy, seeded	0 10%	
16 oz. choice, seeded	0 09%	
12 oz. fancy, seeded	0 08 1/2	
12 oz. choice, seeded	0 08%	
Raisins, Muscatels—		
3 crown, loose, 25's	0 09 1/2	
3 crown, loose, 50's	0 08%	
Raisins, Sultanas—		
California, 50's, fancy bleached	0 16%	
California, 25's, fancy bleached	0 17	
16-oz. pkgs.	0 17%	
Raisins, Valencia—		
4-cr. layers, 25-lb. boxes	4 10	
4-cr. layers, 8-lb. boxes	1 08	
Fancy selected, 14-lb. boxes	1 90	
Raisins, Cal. Valencia—		
25-lb. boxes	0 09	
50-lb. boxes	0 08%	
Prunes—		
80 to 100, 25s	0 08 1/2	
80 to 90, 25s	0 08%	
70 to 80, 25s	0 09	
60 to 70, 25s	0 09 1/2	
50 to 60, 25s	0 10%	
40 to 50, 25s	0 11%	
30 to 40, 25s	0 12%	

DRIED VEGETABLES.—Enough Japanese beans have arrived on this market lately to last for the next two months. Very few Ontario beans are being held here, the demand being mostly for hand picked Japans. There is no change in the pea situation, and very little is being sold.

Beans—		
Choice, white, 3-lb. pickers, per bush.	4 50	
Fancy, hand-picked, bushel	4 40	
California Lima Beans—		
Bag lots, 80-lb. sacks	0 07 1/2	
Barley—		
Pat, per sack, 98 lbs.	3 20	
Pearl, per sack, 98 lbs.	4 35	
Peas—		
Split peas, steck, 98 lbs.	6 15	6 25
Whole peas, bushel	3 05	
Whole peas, 1 lb. pkgs., case	3 30	

RICE.—Market continues firm, and freight conditions are such as to affect the market seriously. Prices will rule higher until freight situation is relieved. Our current quotations on tapioca today are lower even than those being quoted to the wholesale trade.

Rice and Tapioca—		
No. 1 Japan, per lb., 100-lb. bags	0 05 1/2	
No. 2 Japan, per lb., 100-lb. bags	0 04 1/2	
Siam, per lb., 100-lb. bags	0 04	
Patna, per lb., 100-lb. bag	0 04 1/2	
Carolina, per lb., 100-lb. sacks	0 08%	
Sago, pearl, sacks, per lb.	0 06	
Tapioca, pearl	0 06%	0 06%

COFFEE.—The market on green Rio remains very firm on account of the freight situation from Brazil.

Coffee—		
Green, choice, No. 7 Rio	0 14	
Green, choice, No. 5 Rio	0 15	
Green Santos	0 15 1/2	
Roasted Rio, in bulk (sacks)	0 27 1/2	
Roasted Santos	0 23	0 25
Maracibo	0 21 1/2	
Chicoory, lb., by bbl.	0 09 1/2	
Chicoory, lb., 14-lb. tins	0 12%	

SPICES.—Like coffee, spices are holding very firm, the cause for this being entirely due to the freight situation.

Allspice, ground	0 11 1/2	0 14%
Cassia, ground	0 17%	0 20%
Cream of tartar, 98% guaranteed	0 50	0 55
Cloves, whole	0 24	
Cloves, ground	0 27	0 28 1/2
Ginger, Jamaica, ground	0 22 1/2	0 25%
Nutmegs, ground	0 23 1/2	0 25
Pepper—		
Ground, black	0 19 1/2	0 23%
Ground, white	0 25%	0 32%

CANNED GOODS.—There is a firming up already noticed in this market, and it

is certain as spring approaches higher prices will rule. Canned goods have certainly been selling in the East much lower than they should have been, but the situation is firming up, and holders are not inclined to budge on prices, that is where held by people who can afford to stick to them.

BRITISH COLUMBIA MARKETS

By Wire

Vancouver, B.C., March 16.—Wholesale prices of feed grains dropped today. Wheat and barley are now cheaper by \$4 a ton and corn and oats by \$2 a ton, flour and hay quotations unchanged. New potatoes and beans have come from Florida and cucumbers from Illinois. Cukes also came in from California—there are large stocks of oranges on hand and it is expected that there will be some changes in the price of this earlier in the week. Haddies advanced in price. No. 1 feed wheat \$40, No. 2, \$38, corn, whole, \$40 and cracked \$42, oats whole, \$30 and crushed \$32. Haddie fifteen and thirty pound boxes 15, Kippers .07, smoked salmon .15 to .20. Only small catches of fish are being brought in from the northern banks where the weather is bad.

Produce and Provisions—		
Butter, creamery, per lb.	0 32 1/2	0 37 1/2
Butter, New Zealand, lb.	0 39 1/2	0 40
Cheese, per lb., large, 20% twins	0 21	
Cheese, Stilton, lb.	0 23 1/2	
Eggs, local fresh	0 25	
Grapefruit, Florida, case	7 00	
Lard, 5's, per case	8 55	
Lard, 10's, case	8 45	
Lard, 20's, each	8 40	
Lard, 20's, each	10 90	
General—		
Almonds, shelled, lb.	0 42 1/2	
Beans, Lyton, per lb.	0 06 1/2	
Cream of tartar, lb.	0 55	
Beans, Lyton	0 06%	
Figs, 12-16 oz. pkgs., per box	0 90	
Figs, 50-60 oz. pkgs., per pkg.	2 25	
Cocconut, lb.	0 18 1/2	
Corncorn, hull	3 00	
Flour, best patents, per bbl.	6 80	
Grapefruit, Flo., case	4 75	
Honey, Washo, 24 lbs.	4 50	
Lemons, box	4 75	
Potatoes, Ashcroft's, per ton	30 00	
Potatoes, local, ton	20 00	
Roller oats, hull of 80 lbs.	2 80	
Onions, Oregon, cwt.	1 50	
Oranges, new, navel, box	2 40	
Rice, 50's, sack	1 90	
Sugar, standard gran., per cwt.	7 85	
Sugar, yellow, per cwt.	7 00	
Walnuts, shelled, lb.	0 45	
Walnuts, Manchurian, lbs.	0 14	0 16
Jams, glass jars, doz.	2 25	
Jams, 4-lb. tins, doz.	7 50	
Canned Goods—		
Apples, gala, 8-case	1 62	
Beans, 2's	2 10	
Corn, standard, per 2 doz. case	2 15	
Peas, standard, per 2 doz. case	2 10	
Plum, Lombard, 2's, case	1 90	
Peaches, 2 1/2's, case	4 00	
Strawberries and raspberries, 2's, case	4 50	
Tomatoes, standard, per doz., case	2 30	
Salmon—		
Sockeye, 1's, 4 doz. case	9 00	
Sockeye, 1/2's, 8 doz. case	10 75	
Pinks, 1's, 4 doz. case	4 00	
Dried Fruits—		
Apricots, per lb., 11c; Apples, lb.	0 12	
Prunes, 70-80, 25's, lb.	0 08	
Currants, per lb.	0 12	
Raisins, seeded, lb.	0 08 1/2	
Peaches, per lb.	0 08 1/2	
White figs, per lb.	0 07 1/2	

ALBERTA MARKETS (CALGARY)

By Wire

Calgary, Alta., March 16.—Sugar is up thirty-five cents. There has been slight advance on all packages salt, Hams and bacon are up one cent. Peas corn and tomatoes will undoubtedly be

higher soon, while beans may also see advance. Local new laid are very plentiful and now are offered at five fifty, cheap cooking apples cannot now be had. Butter is easier; creamery sells at 35c and dairy at 25c.

General—		
Beans, small white Japan, lb.	0 07 1/2	
Flour, No. 1 patent, 98's	3 25	
Molasses, extra fancy, gal.	0 75	
Roller oats, hull	2 85	
Roller oats, 80s	2 65	
Rice, Siam, cwt.	4 90	4 75
Potatoes, local, per bush.	0 60	0 75
Sago and tapioca, lb.	0 08 1/2	
Sugar, pure cane, granulated, cwt.	8 05	
Shelled walnuts, finest halves, lb.	0 45	
Shelled walnuts, broken, lb.	0 30	
Produce and Provisions—		
Cheese, No. 1, Ontario, large, per lb.	0 19	0 22
Butter, creamery, lb.	0 35	
Butter, No. 1, dairy, lb.	0 25	
Lard, pure, 2s, per case	9 90	
Lard, pure, 5s, per case	9 55	
Bacon, smoked backs, per lb.	0 23	
Bacon, smoked bellies, per lb.	0 24	
Canned Goods—		
Tomatoes, 3s, standard, case	2 65	
Corn, 2s, standard, case	2 35	
Peas, 2s, standard, case	2 45	
Tomatoes, gala, case	1 15	
Apples, Ontario, case	4 00	
Strawberries, 2s, Ontario, case	4 50	
Raspberries, 2s, Ontario, case	4 50	
Salmon, finest sockeye, tails, 4x1s, ca.	10 00	
Salmon, pink, tails, 4x1s, per case	4 00	
Lobster, 1/2s, per doz.	3 00	
Dried Fruits—		
Currants, lb.	0 12	
Evaporated apples, 50s, per lb.	0 11	0 11 1/2
Peaches, choice, 25s, per lb.	0 07 1/2	
Apricots, choice, 25s, per lb.	0 10	
Pears, choice, 25s, per lb.	0 14	
Prunes, 90-100	0 07	
Sultana raisins, Cal., extra fancy	0 15	
Valencia raisins, Cal., lb.	0 10	
Fruits and Vegetables—		
Apples, No. 1, box	2 00	2 25
Apples, cooking, box	1 25	1 75
Bananas, lb.	0 04 1/2	
Grapefruit, Florida, case	5 00	5 25
Oranges, navel, case	3 50	4 00
Onions, B.C., ton	50 00	60 00
Lemons, case	4 50	5 00

ALBERTA MARKETS (EDMONTON)

Edmonton, Alta., March 16.—This week registered decline of one-eighth cents a pound in prunes. Slight decline in peaches. All California evaporated fruits show weakness. Sugar advanced fifteen cents on Tuesday. Flour market is same as last week.

General—		
Beans, Japan, lb.	0 07 1/2	
Bran, ton	20 00	
Coffee, whole roasted, Rio	0 18	0 19
Potatoes, per bush.	0 55	
Roller oats, 20's, rice, 40's	1 35	
Roller oats, hull, 35.05, 80's	2 85	
Flour, fancy patents, 98-lb. sack	2 95	
Flour, seconds	2 65	
Rice, Siam, per cwt.	3 15	
Shorts, per ton	22 00	
Sugar, standard gran., per cwt.	8 30	
Sugar, yellow, per cwt.	7 70	
Walnuts, shelled, lb.	0 35	
Produce and Provisions—		
Cheese, lb.	0 21	
Bacon, lb., 20c; bellies, lb.	0 22	
Butter, creamery, per lb.	0 35	
Butter, dairy, No. 1, 32c; No. 2	0 25	
Eggs, extra, per doz.	0 55	
Eggs, No. 1	0 50	
Eggs, No. 2	0 30	
Lard, lb., pure	0 15 1/2	
Canned Goods—		
Corn, standard, per two dozen	2 25	
Peas, standard, 2 dozen	2 30	
Plum, Lombard	2 25	
Peaches	3 45	
Strawberries, \$4.45; Raspberries	4 00	
Tomatoes, standard, per 2 doz.	2 85	
Salmon, sockeye, 4 doz. tails, case, lb	9 05	
Salmon, pink, case	4 14	
Cohoos, 1's, \$5.80; humpbacks, 1's	4 35	
Lobster	2 25	
Dried Fruits—		
Currants, per lb.	0 12 1/2	
Prunes, 70-80, 25's, lb.	0 08 1/2	
Evaporated apples, 50's, lb., 10 1/2c; 25's, 10 1/2c; 35's	0 12	

SASKATCHEWAN MARKETS

By Wire

Regina, Sask., March 16.—Sugar advanced ten cents on March 8, nearly all lines candy are higher in sympathy with

CANADIAN GROCER

sugar. Fresh eggs slightly lower at 23. Business is generally brisk; markets are fairly quiet.

Produce and Provisions—	
Butter, creamery, per lb.	0 33
Butter, dairy, No. 1	0 26
Cheese, per lb.	0 21 1/4
Eggs, new laid	0 23
Eggs, fancy, storage	0 22
Lard, 3's, per case	10 00
Lard, 6's, per case	9 96
Lard, 10's, per case	9 90
Lard, 20's, per case	3 30

General—	
Beans, Ontario, white, per bush.....	4 50
Coffee, whole roasted, Rio	0 17 1/2
Cream of tartar, lb.	0 60
Cocoanut, lb.	0 18
Commeal, ball	2 80
Flour, 96's	3 25
Flour, 80's	2 45
Flour, 70's	4 35
Rice, per cwt.	3 00
Onions, R.C., 100 lbs.	3 04
Sugar, standard, gran., per cwt.....	8 00
Sugar, yellow, per cwt.	7 64
Tapioea and sago, lb.	0 07 1/2
Walnuts, shelled, 47-49c; almonds	0 45

Canned Goods—	
Apples gals, case	1 80
Beans	2 25
Corn, standard, per 2 dozen	2 10
Peas, standard, per 2 dozen	2 10
Plums, Lombard	3 10
Peaches	4 73
Raspberries, \$1.33; Strawberries	2 60
Tomatoes, standard, per case	9 55

Salmon—	
Bookeye, 1's, 4 dozen case	12 35
Bookeye, 1/2's	6 90
Cohoos, 1's	4 60

Fruits and Vegetables—	
Apples, Washington, bbl.	1 75
Celery	0 16 1/4
Cranberries, per bbl.	10 80
Grapefruit, case	4 60
Lemons	6 00
Navel	4 75
Potatoes, bushel, B.C.	0 90

Dried Fruits—	
Apricots, per lb.	0 24
Citron peel, lb.	0 17
Lemon peel, lb.	0 17
Orange peel, lb.	0 17 1/2

NEW BRUNSWICK MARKETS

By Wire

St. John, March 16.—General upward tendency of market is reflected in various lines many advances being noted during week. Sugar after five advances totalling 55 cents in one month is now 10 cents higher than the record price of Oct. 1914. Prices are now standard granulated, \$7.30; United Empire, \$7.20; Bright yellow, \$7.10; number one, yellow, compound is up to 1/4c to 13 1/2c. Molasses is at highest price in a long time at 49 to 50 cents owing to scarcity. Only a small quantity is carried by steamers and not a single sail cargo this season. Efforts now being made to secure vessels for this trade. Shortage in hogs is given as reason for sharp advance of American clear pork to \$29 and \$30. Lard is up to 15 1/4c and 16c; lard, compound is up to 1/4c to 13 1/2c. Flour is slightly easier; Manitobas dropped to \$7.35; Ontario now \$6.80. Rice shows advance to \$5.75 and \$6. Currants firmer at 12 1/2c to 13c. Cream of tartar advanced to 48 to 50c. Beans show under range with better grades from United States now \$4.00 to \$4.50. Eggs new laid are 32 to 33c, case 27 to 28c. Messina lemons dropped to \$3.50 to \$4.

Produce and Provisions—	
Bacon, breakfast, per lb.	0 22
Bacon, roll, per lb.	0 17
Beef, corned, 1's	0 95
Pork, American clear, per bbl.	29 00
Butter, dairy, per lb.	0 27
Butter, creamery, per lb.	0 32
Eggs, new laid	0 23
Eggs, case, per doz.	0 32
Lard, compound, per lb.	0 13
Lard, pure, per lb.	0 15 1/2
Cheese, new	0 18 1/2

Flour and Cereals—	
Cornmeal, gran.	6 00
Cornmeal, ordinary	1 80
Flour, Manitoba, per bbl.	7 35
Flour, Ontario	6 80
Flour, buckwheat, western, 96-lb. bag	3 50
Roll'd oats, per bbl.	6 25
Fresh Fruits and Vegetables—	
Apples, bbl.	4 00
Lemons, Messina, box	3 50
Lemons, Cal., box	5 00
Oranges, Cal., case	3 50
Oranges, Florida, case	3 50
Potatoes, bbls.	
Sugar—	
Standard granulated	7 25
United Empire	7 15
Bright yellow	7 05
No. 1 yellow	6 85
Paris lumps	8 00
Beans, white, per bush.	4 00
Canned pork and beans, per case.....	3 00
Molasses, Barbadoes, gal.	0 49
Cream of tartar, per lb., bulk.....	0 48
Currants	0 12 1/2
Rice, per cwt.	5 75

Princes of Bad Writing

"TELL the gentleman who copied this dispatch to write a larger, rounder hand, to join on the letters in the words and to use blacker ink." Thus wrote Lord Palmerston, who was himself the most careful and beautiful writer, and a great stickler for care and legibility in this respect, to the Duke of Argyll in 1851.

But his admonitions were evidently not taken to heart by Parliamentarians, for in 1867, when the House of Lords was in committee on the reform bill, the clerk of the House received an amendment, the writing of which was so bad that he could neither read it nor learn who had sent it. It afterward transpired that Lord Lyttleton was the writer, and that the amendment proposed the disfranchising of all persons unable to write.

Lord Curzon, whatever he may be to-day, was, in his college days, an extremely illegible writer, and he is perhaps the only man who has made money out of an absolutely unreadable "fist."

One day, when a young man, he wrote two letters—one, in studied phrases, to a relative, and the other, containing some very sarcastic comments on the relative to an intimate friend. Young Curzon unfortunately put the letters into the wrong envelopes and too late discovered that he had sent his candid criticisms, meant only for his friend's eyes, to the relative whom they concerned. He was perfectly horrified and awaited his relative's reply in fear and trembling. It came:

"I have not been able to read a line of your scrawl," he said, "but I suppose it's money you're after, so I enclose a cheque."

The illegibility of Horace Greeley's handwriting was notorious, but he had a formidable rival in Joseph Choate, a former ambassador to the court of St. James. Choate wished to obtain designs for a chimney-piece for a new house he was having built from a certain artist, but, being unable to get what he wanted, wrote to the builder telling him to cancel the order. Instead, the workman immediately began the chimney-piece.

The builder had taken Choate's letter to be a rough sketch of it!

Among living authors the palm for bad handwriting has been awarded to Cunninghame Graham, who some years ago wrote a letter for publication in one of the newspapers. The letter duly appeared, but in so mutilated a condition that the author wrote again, remonstrating indignantly with the editor. The editor retaliated by publishing the letter of remonstrance with the comment: "If in future Mr. Graham will sit in a chair when writing and not on horseback, and use a pen instead of the candle-snuffers, we think we may be able to do him justice."

The late Joaquin Miller, "the poet of the Sierras," can claim to be one of the worst writers among authors that ever lived. The secretary of a literary society received an invitation to attend a banquet, but could not decipher a word. He wrote to the poet explaining his difficulty and asking if the poet, in replying, would merely place a cross at the bottom of his note if he was coming, or a circle if he was not. Miller graciously complied with the request, but his intentions had to remain a mystery until the night of the banquet, for it was impossible to tell whether the mark at the bottom of his note was a cross or a circle.

From Germany comes the crowning instance of illegibility in writing. Johann Bacher, a musician of the last century, spent 15 years in compiling a history of the Viennese opera. When the work was finished he submitted it to the Imperial academy. In three months it was returned with an intimation that no member of the academy could read it. Bacher tried to have it copied, but no copyist would undertake the task after seeing the manuscript.

In despair, Bacher decided to dictate the work, only to find that even to himself the handwriting was indecipherable. The thought of the wasted years of unceasing research work unhinged his brain and in a fit of depression he committed suicide.—Tit-Bits.



THROUGH OTHER SPECTACLES



REASONS FOR BUYING AT HOME

From the Guide, Killarney, Man.

While we recognize the perfect right of every man to buy where he pleases and how he pleases, even to the complete exclusion of the home dealer, we question very much the wisdom of his doing so. We may be wrong, for it is a question which every man must solve for himself. However, here are five reasons why we think you should patronize home dealers when possible. Read them, investigate, and use your own judgment:

(1) Considering quality, freight and service, home prices are as low or lower than mail order prices, statements by mail-order houses to the contrary notwithstanding. The mail order house attracts business through playing upon man's weakness to look upon distant fields as greener than those at home.

(2) Home merchants are in a position to render incomparably better service than distant houses, and they do give such service. This is true because, one who buys of a home merchant may see the goods in person, discuss merits of articles and have other privileges that are not possible when he deals with a mail order house.

(3) By the nature of things, one may rely upon home merchants more than upon distant mail order houses. This because the home merchants meet their patrons face to face and have to make good. If a bad purchase is made it will be brought back or a personal complaint made. The mail order house is virtually free from such trouble. You know what that means.

(4) The home merchant is in position to extend credit accommodations and is generous and courteous in doing so; not so the mail order house. In this country, where men and money are both busy, credit accommodations mean much. The home merchant is your friend when you are in need, and he is at least entitled to fair treatment when you have cash to spend.

(5) The interests of country people and of home merchants are identical, and self-interest calls for patronizing such stores.

ANOTHER SUGAR PANIC

From the Scottish Trader.

Once again there has been something approaching a panic in regard to sugar. Fortunately it was neither so widespread nor of such a disastrous character as the sugar-buying madness which seized the public about eighteen months ago. But it was quite bad enough, and had it assumed anything like the proportions of the last panic it is hard to say at what price sugar would be retalling to-day. Eighteen months ago, shortly after war was declared, there was such a run on sugar that the price speedily rose from 2d to—in some instances—a shilling per lb. When it dropped to 7d and seemed likely to remain at that price a great outcry arose against the grocers, who, it was alleged, were exploiting the public. The fact is, it was the selfish and insensate folly of the public that was responsible for the abnormal price. And if sugar refiners, sugar brokers, and those who held stocks of sugar realized that they were dealing in a commodity which the British public regarded as indispensable, we cannot blame them if they felt compelled to take steps in order to restore the disturbed equilibrium of demand and supply. But the Government yielded to popular clamor, and not only fixed a maximum price, but they also assumed control of the sugar supplies. But not even the Government could force back the price of sugar to pre-war rates, and there are people who

insist that the reason why we are paying a hundred per cent. more for sugar to-day than we did eighteen months ago is because the Government's experiment to fix the price of a commodity extra-economically has been to some extent a failure.

In any case, the sugar problem was quite forgotten until the other day, when the Sugar Commissioners, with the very best intentions, issued an admonition to the public to be economical in the use of sugar, as the supplies for immediate use were not too large. Such an intimation, as some traders feared, had the immediate effect of causing a run on sugar by those selfish members of the community for whom sugar possesses an inexplicable allurements. Sugar seems to have bewitched them. They will eat margarine instead of butter, do without butcher meat, and do their bit in the great war in every respect but one. They cannot do without sugar. A prominent suburban grocer told the other night of a customer coming into his shop for some sugar. He offered to supply her with 28 lbs., but she was rather disappointed as she wanted to purchase a cwt. Enquiry elicited the information that the household consisted of two people! Is it necessary to make any comment upon an incident like that? If people are eagerly trying to buy sugar in quantities far beyond their requirements, no wonder the supplies get short now and then. Assuming that the customer to whom reference is made above, used 4 lb. of sugar in a week, a very liberal allowance for two people, a cwt. would last for about eight months. It is sincerely to be hoped that there will be no further recurrence of this panic sugar buying.

A SHORTAGE OF PAPER

From London, Eng., Grocer

Since we called attention, in our issue of January 29, to the pending prohibition of "a large percentage" of the imports of paper and paper-making materials and pointed out that this would have a considerable effect upon all paper users, among whom members of the grocery and provision trade constitute an important section, many representations have been made to the President of the Board of Trade urging that all possible consideration should be given to the various trades chiefly concerned, and there is excellent reasons for believing that these representations have not been entirely without effect. A fortnight ago the opinion prevailed in well-informed quarters that the prohibition would mean a reduction of paper supplies equal to some 50 per cent., but the announcement issued by the Board of Trade on Wednesday, as printed on another page, shows that the reduction in importation is for the present 33.13 per cent. although, it is stated, "experience may show that a larger reduction may prove possible." Retail grocers and provision dealers will realize that a reduction of their wrapping paper supplies by a third is serious and necessitates the greatest possible economy in the use of papers and bags. Already, many of the grocers' associations, acting upon our recommendation, have issued cards for exhibition in their members' shops urging such economy. The Guildford Association, for example, has issued a notice which reads as under:—

GUILDFORD AND DISTRICT GROCERS' AND PROVISION MERCHANTS' ASSOCIATION

The price of paper and string having become almost prohibitive, it is of urgent importance that every care should be taken in the use of both. Assistants are urged to take special notice of this, and act accordingly.

And, as reports of meetings of grocers' associations show, many retailers are impressing upon their customers the need for less liberality in the use of wrapping papers. Hitherto many retail grocers and provision dealers have been almost wasteful in their methods of packing goods for customers, who, in consequence, have been educated to become unnecessarily and unreasonably exacting in their expectations. The shortage of paper will have the effect of enforcing an economy which will probably be practised long after the war is ended.

A REAL GUARANTEE

From the Inland Storekeeper

What do you mean when you say to a customer: "If that article isn't right, bring it back, and I will make it right?"

How do you treat that same customer when, a week after the purchase, she brings it back and asks for the return of her money?

Do you recognize that the whole value of your guarantee lies in the spirit with which you back it up?

We are all human, and we are all pretty much alike in some things. One of them is that we do not like to be humiliated.

I remember once taking back a suit of clothes for adjustment because it was not as represented. I had been trading with the dealer for some time, and this was my first complaint. As soon as he knew my errand, he treated me as if my errand was to steal something from him, rather than to give him a chance to make good on a guarantee. The guarantee was a bluff, pure and simple. The experience cost me the price of a suit of clothes. It cost him my business—and the business of possible future customers that I might have sent his way.

When you put your word and your guarantee behind an article, make it mean something, and, when the customer brings it back because it isn't right, figure that she is doing you a kindness, not that you are doing her a favor.

This kind of thing builds good-will, and good-will is essential to your permanent good fortune. And, as a means to this end, try to deal only in merchandise that you can guarantee, with a minimum of returns. But, however careful you are, some of them will come back, and when they do, greet them with a smile, rather than with an air of resentment.

FARMERS' AND MERCHANTS' CLUBS

(The Tradesman, Omaha, Neb.)

The drawing of farmers into a Farmers' and Merchants' Club is not always an easy matter, especially where a farmers' union has already been organized. The farmers appreciate efforts made by the business men to improve the community, and to afford them entertainment, but they are frequently not willing to lend a hand in this work.

As brought out in The Tradesman before, talk of patronizing the home community, loyalty, etc., does not go very far with them. To clinch matters, it takes demonstrations of the fact that they are actually bettering themselves by trading at home to have any great weight.

Something of this has been learned by the business men of Platte Center, Neb., where a Farmers' and Merchants' Club was organized during the year. So far, few farmers have been drawn into it. Entertainments and other moves for the betterment of the community have been found to be expensive.

However, the Farmers' and Merchants' Club undoubtedly has its place in promoting a better community feeling and in developing the community, and in some places it has proved highly successful.



PRODUCE AND PROVISIONS



Butter Dull: Pork Products Firm

Curious Butter Situation Continues—More American New Laid's Coming — Cheese Sharply Higher in England—Lard Prices Advance a Quarter-Cent

MONTREAL

PROVISIONS.—Following the condition outlined last week there has been quarter cent advance in lard as result of the higher cost of hogs which has developed into the special feature of the market. Chicago prices last week reached \$9.70, and whole tendency of present market is an upward one, as general opinion is that stocks of pork products in Canada are limited and as deliveries of hogs are light all other lines must show firmness in sympathy. Oils and shortening are up one-quarter cent as a result of advances in crude oil.

In smoked and cured meats prices are well maintained under a lessened demand as a result of the Lenten season. Abattoir fresh killed hogs remain unchanged in price, but decidedly firmer as a result of the advances in the American market combined with renewed activity on the part of Canadian packers and a light volume of supplies coming in.

Hams—	
Small, per lb.	0 21
Medium, per lb.	0 20
Large, per lb.	0 19
Bacon—	
Plain, bone in	0 24
Boneless	0 29
Peameal	0 29
Bacon—	
Breakfast, per lb.	0 23
Roll	0 17
Shoulders, bone in	0 15
Shoulders, boneless	0 16
Cooked Meats—	
Hams, boiled, per lb.	0 30
Hams, roast, per lb.	0 31
Shoulders, boiled	0 25
Shoulders, roasted	0 26
Dry Salt Meats—	
Long clear bacon, 50-70 lbs.	0 15 1/4
Long clear bacon, 80-100 lbs.	0 14 1/4
Flanks, bone in, not smoked	0 15 1/4
Barrelled Pork—	
Heavy short cut mess	27 00
Heavy short cut clear	27 50
Clear fat backs	30 00
Clear pork	28 00
Lard, Pure—	
Tierces, 350 lbs. net	0 14 1/4
Tubs, 50 lbs. net	0 14 1/4
Tins, 50 lbs. net	0 14 1/4
Pails, wood, 20 lbs. net	0 13
Pails, tin, 20 lbs. gross	0 14 1/4
Cases, 10 lb. tins, 60 in case	0 15 1/4
Cases, 3 and 5-lb. tins, 60 in case	0 16 1/4
Bricks, 1 lb., each	0 16 1/4
Lard, Compound—	
Tierces, 375 lbs. net	0 12 1/4
Tubs, 50 lbs. net	0 13
Tins, 50 lbs. net	0 13
Pails, wood, 20 lbs. net	0 13 1/4
Pails, tin, 20 lbs. net	0 13 1/4
Cases, 10-lb. tins, 60 in case	0 14 1/4
Cases, 3 and 5-lb. tins, 60 in case	0 14 1/4
Bricks, 1 lb., each	0 15
Hogs—	
Dressed, abattoir killed	13 00

BUTTER.—Prices remain unchanged although there is an easier undertone to market. Little fresh is coming in and

storage stocks are being heavily drawn on with no source of replenishment available. Lenten demand has added to firmness of market and inquiries from outside points continue to be in evidence, but buying is in such small quantities that other ruling factors are offset.

Butter—	
Finest creamery, September make	0 35
Finest creamery, fresh made	0 33
Dairy prints	0 28
Dairy, solids	0 27
Separator prints	0 26
Bakers'	0 23

EGGS.—Supplies on local market were increased last week by arrival of several cars of American eggs so that week's receipts of new laid's were in excess of previous week and prices are down from one to two cents so that eggs are now quoted at 30c. Deliveries of Canadian eggs are much lighter than for the corresponding period of last year so that dealers have been buying freely from Chicago. Although demand is exceptionally good and spot stocks limited, whole feeling of market is decidedly easier, as it is supposed that large stocks are held by the farmers who are unable to market them at present owing to the condition of country roads. Duck eggs are being pushed to some extent on this market at prices ranging from 38 to 40 cents.

Eggs, case lots—	
New laid, stamped	0 30

CHEESE.—A serious situation is developing in cheese as result of acute shortage in supply of rennet which goes into the making and which has hitherto been supplied by Germany and Denmark. Late cables from England quote cheese at record price there of 102s. Prices remain unchanged here on a firm market that shows no changes of note. Demand continues to be only nominal for domestic use as a result of the prevailing high prices based on export demand and small Canadian stocks on hand.

Cheese—	
1915 make	0 20
Stilton	0 20

POULTRY.—Market is steady and prices firm with advances of 1c in large fowl and two to three cents in small. The offerings that are held by dealers are bringing in higher prices and inquiries

are frequent from all sources. No more frozen stuff is coming into market and spot stock consists of left over stocks from November and December purchases which are to some extent going to satisfy Western as well as local demand. Live stock has become practically sole source of replenishment of all stocks which show signs of depletion of present volume of trade continues.

Poultry—	
Frozen stock—	
Turkey	0 26
Fowl, large	0 20
Fowl, small	0 16
Ducks	0 20
Geese	0 17
Roasting chicken, milkfed, 4 lbs. or over	0 21
Roasting chicken, ordinary	0 18
Spring broilers, dressed, pair	0 75
Squabs, Canadian, pair	0 40
Squabs, Philadelphia, pair	0 70
Pigeons, pair	0 26
Live stock—	
Fowl, 5 lbs. and over	0 22
Fowl, small	0 18
Turkeys	0 22
Ducks	0 25
Geese	0 16
Chicken	0 15

HONEY.—Market is more nearly the normal one for this time of year and whole tone steadier with unchanged prices and supplies on spot ample to fill all requirements.

Honey—	
Buckwheat, tins	0 09 1/4
Strained clover, 50-lb. tins	0 12
Strained clover, in 10-lb. tins	0 12 1/4
Strained clover, in 5-lb. tins	0 12 1/4
Comb honey, white clover, per section	0 16
Comb honey, buckwheat, per section	0 13

TORONTO

PROVISIONS.—The firmness of hogs, duplicated at Chicago, is responsible for an increase in lard prices, and we advance all levels by 1/4 cent. Pure has been firm for a couple of weeks, and the continued strength of pork has made all products higher. As to meats, they are suffering from the good business doing in fish, the season of Lent contributing, of course, to this. Levels are therefore somewhat easier, though they are not any lower.

Hams—	
Light, per lb.	0 20
Medium, per lb.	0 21
Large, per lb.	0 15
Bacon—	
Plain	0 25
Boneless, per lb.	0 28
Pea meal, per lb.	0 28
Bacon—	
Breakfast, per lb.	0 21
Roll, per lb.	0 18
Shoulders, per lb.	0 15
Pickled meats—1c less than smoked.	
Dry Salt Meats—	
Long clear bacon, ton lots	0 14
Long clear bacon, small lots	0 14 1/4
Fat backs, lb.	0 13 1/4



FRUIT AND VEGETABLES



Lemons Lower: Spanish Onions Higher

Radishes Make Their Appearance—Navels Dearer in Both Markets—California Celery Up But Floridas Down—Cucumbers Much Lower

MONTREAL

FRUIT.—Undertone of market continues firm with no change in its chief features other than an added firmness in oranges which have advanced 25 to 50c in primary markets and added to strength here without, however, making any direct change in price. Light receipts continue to rule banana situation. Lemons are inclined to weakness owing to American advices of increased stocks in New York. Condition of apple market remains unchanged with a good demand for choice fruit. Scarcity of supplies continues to be the ruling factor of the apple market and stocks in sight are only being offered at the late advances.

Apples—	
Fameuse, No. 1's	7 00
McIntosh Reds	6 00
Starks	5 00
Spys	7 00
Ben Davis, No. 1	4 25
Ben Davis, No. 2	3 75
Russets, No. 1	6 00
Russets, No. 2	5 00
Greenings	6 00
Baldwins	4 00
Bananas, bunches	2 00
Cranberries, Cape Cod, bbl.	12 00
Cranberries, Nova Scotia, bbl.	8 50
Grapefruit, 46-54-64-80-96	2 50
Lemons—	
California	2 75
Venellia	2 75
Messina, 300 size, box	2 75
Oranges—	
Navels	2 50
Jamaica, 196-200-216	2 50
Porto Rico, 126-150-250-288	2 50
Mexican	2 25
Pineapples, 18-24 and 30-36	5 50
Strawberries, Florida, box	0 40

VEGETABLES.—Market is very quiet but firm on the surface, with no declines recorded other than a 75c drop in cucumbers which are now offered at \$1.75 per dozen. Artichokes are out of the market until spring. California celery is slightly weaker as a result of the receipt here of the last car of the season which arrived on a bare market and has influenced the stiffness of the price. Potatoes remain unchanged and firm. Cabbages have advanced 75c and are now \$2 per bbl. New cabbage from the States is being offered at \$3.25. There is a plentiful supply of Florida tomatoes which remain firm since their recent decline at from \$3.50 to \$4.00 per six basket crate. Spinach has stiffened up and what little is being offered to-day is bringing \$5 per bbl., but this advance is looked upon as a purely transient con-

dition that future supplies will care for. Spanish onions are in a similar condition as a result of their 50c advance. They are now offered at \$7 a crate. Turnips are firm at \$1 per bag. The feeling of the market is easier than a week ago in spite of the firmness indicated by advanced prices resulting from scarcity in some lines.

Artichokes, bag	1 50
Beets, bag	1 25
Beans, wax, N.Y., per basket	4 00
Beans, green, N.Y., per basket	4 00
Brussel sprouts, qt.	0 15
Cabbage, Montreal, per bbl.	2 00
Cabbage, red, doz.	0 40
Carrots, bag	0 50
Cauliflower, crate, single, doz. bunches	3 50
Cauliflower, Canadian, doz.	1 00
Celery, Cal., crate	8 00
Celery, Florida	3 00
Celery roots, doz.	0 50
Cucumbers, fancy, Boston, doz.	1 75
Egg plant, N.Y., doz.	1 75
Garlic	0 20
Endive Can., per lb.	0 30
Horse radish, per lb.	0 15
Leeks, bunch	0 25
Head lettuce, Boston, box	1 75
Curly lettuce, box 4 doz.	2 40
Lettuce, Florida, head, hamper	2 75
Mint, doz.	0 60
Mushrooms, 4-lb. basket	2 00
Oyster plant, doz.	0 50
Onions—	
Montreal, 100 lbs., bag	3 50
Spanish, crate	7 00
Parsnips, bag	1 25
Parsley, Canadian, doz. bunches	0 60
Parsley, Bermuda	1 35
Potatoes—	
Montreal, 80 lbs., bag	1 75
New Brunswick, 80 lbs., bag	2 00
Green Mt.	2 00
Sweet, hamper	1 75
Rhubarb, per doz.	1 50
Spinach, New York, bbl.	4 00
Turnips, bag	1 00
Turnips, bag, Quebec	1 25
Tomatoes, hothouse, lb.	0 30
Tomatoes, Florida, 6 basket crate	3 50
Watercress, Boston hothouse, doz.	0 75
Watercress, Canadian, doz.	0 40

TORONTO

FRUIT.—Apples have stiffened considerably and in one or two cases, notably Spies, have advanced half a dollar. Navel oranges advanced decidedly within the last two or three days. There are not so many cars coming forward now though there is a large demand. Florida oranges also took a jump, also on light supplies. Lemons show a handsome decline further and ample supplies have come forward. Cuban grape fruit is a little easier on better stocks and easier demand. Other lines show no change. The market is very quiet and more or less dull.

Apples, No. 2, bbl.	3 50	3 75
Apples, No. 3, bbl.	2 50	3 00
Apples, snow, bbl.	3 00	6 00
Apples, Spies, bbl.	4 00	6 50
Apples, Baldwins, bbl., No. 1	3 00	6 00
Apples, Greenings, bbl.	3 00	5 00

Apples, Russets, bbl.	3 00	4 50
Apples, 11-qt. basket	0 25	0 35
Apples, B.C., box	2 00	2 50
Bananas, per bunch	2 00	2 50
Cranberries, bbl.	12 50	
Grapefruit—		
Florida, case	3 50	4 00
Cuban, case	2 75	3 75
Oranges—		
Florida, case	3 50	4 00
Navels	2 75	3 75
Marmalade, case	3 25	....
Lemons, new, Calif., box	3 25	3 50
Lemons, new, Messina, box	3 00	3 25
Limes, per 100	1 50	
Pears, Cal., case	4 50	5 00
Pineapples, Florida	5 00	6 00
Strawberries, Florida, box	0 35	0 40
Tangerines, case	2 00	2 50

VEGETABLES.—Chief event of interest is the decline all round in the price of potatoes. This is roughly about 10 cents, and applies to most grades. Trade is not buying very well just now; they seem to be well supplied. Many lines show changes. Beets are ten cents easier, on a slight demand. Carrots get cheaper as they become more plentiful. Cucumbers have come down half a dollar on larger stocks arriving. That same is the reason for an easier feeling in Florida celery. Spanish onions are up sharply to \$6 and \$6.25. Parsley is a trifle lower. Radishes made their appearance recently and were eagerly bought. Artichokes are very scarce, and sell for around \$1.25.

Artichokes, doz.	1 25	1 30
Cabbage, new, case	3 00	3 25
Beets, Canadian, bag	0 50	0 70
Carrots, new, bag	0 65	0 75
Cauliflower, case	3 75	4 00
Celery, Cal., case	6 50	6 75
Celery, Florida, case	2 75	3 25
Cucumbers—		
Hothouse, doz.	2 25	2 50
Onions—		
Choice, Canadian	2 75	3 00
American, 100-lb. bag	3 75	4 00
Spanish, large case	6 00	6 25
Green, doz., bunches	0 10	0 50
Lettuce, leaf, doz.	0 25	0 30
Lettuce, Boston, hamper	2 25	2 75
Mushrooms, imported, 6 qt.	1 75	2 50
Parsnips, bag	0 75	0 90
Parsley, doz.	0 90	1 10
Peppers, green, case	3 00	4 00
Potatoes—		
N.B. Delawares, bag	1 90	2 00
British Columbia, bag	1 75	
Ontario, bag	1 85	
New, hamper	3 50	
Sweet, kiln-dried, hamper	1 35	
Radishes, doz.	0 40	0 50
Rhubarb, doz.	0 65	0 90
Spinach, bbl.	3 50	3 75
Sprouts, qt.	0 10	0 12
Tomatoes, hothouse, lb.	0 20	0 30

WINNIPEG

FRUITS AND VEGETABLES.—This market has been very quiet for several weeks past, with few new arrivals to report. A slight easing off in the price

(Continued from page 38.)

CANADIAN GROCER

Cooked Meats—		
Hams, boiled, per lb.	0 27	0 29
Hams, roast, per lb.	0 27	0 29
Shoulders, boiled, per lb.	0 24	0 25
Shoulders, roast, per lb.	0 24	0 25
Barrelled Pork—		
Heavy mess pork, per bbl.	25 00	27 00
Short cut, per bbl.	27 00	29 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 13 1/4	0 14
Tubs, 60 lbs.	0 12 1/2	0 13
Pails	0 13	0 13 1/4
Tins, 3 and 5 lbs., per lb.	0 14 1/4	0 14 1/2
Bricks, 1 lb., per lb.	0 14 1/4	0 14 1/2
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 12 1/2	0 13
Tubs, 50 lbs., per lb.	0 13	0 13 1/4
Pails, 20 lbs., per lb.	0 13 1/4	0 13 1/2
Hogs—		
Live	9 50	9 75
Dressed, abattoir killed	14 00	14 25

BUTTER.—Creamery prints are somewhat slack, and we have widened range of prices, quoting 34 to 36. Dairy prints, seconds are cent higher. There is hardly any feature to the market, the chiefly interesting thing about it being that it is not interesting. Creamery is actually being shaded, so quiet is the tone, though it should be with butter sky-high in the States is difficult to say. Advance in prices there is no slight upward trend, but a definite increase from 25c to 31c in six weeks. In this market demand is still only hand to mouth, buyers showing no disposition whatever to stock up against the higher prices which probably will come before the new make is available in any quantity. It is predicted by one man that we shall see 40 cents choice creamery shortly. This is high, and perhaps a little beyond the merit. But higher prices look assured.

Creamery prints, lb.	0 34	0 36
Dairy prints, choice, lb.	0 32	0 32
Dairy prints, lb.	0 28	0 27
Bakers	0 23	0 24

EGGS.—There is no actual change in price to record. Chief feature is that American eggs are pouring in at present and unless as was the case last week, domestic deliveries are better and prices lower, Chicago must continue to get the business. There are large surplus stocks in the States, while the reverse is the case here. Unless the storekeeper can lower prices we shall be swamped with eggs all coming from places other than Ontario. Winnipeg is prepared to lay down new laids here at slightly under prevailing levels.

Eggs—		
New laids, specials, in cartons	0 31	0 32
New laids	0 29	0 30

CHEESE.—Old cheese is strong in this market, heavy demand and light supplies being responsible. New cheese is slow in coming and good quality stuff is scarce. English cables report an advance of two shillings.

Cheese—		
New, large, per lb.	0 19	0 19
New, twins, per lb.	0 19 1/2	0 19 1/2
Old, large, per lb.	0 19 1/2	0 19 1/2
Old, twins, per lb.	0 19 1/2	0 19 1/2
Old, triplets, per lb.	0 20	0 20

POULTRY.—There is no change in prices. The market is somewhat quiet. Lent affecting it to some extent. Chickens are in best demand, but sales are slow and deliveries only fair.

Poultry—		
Old fowl, pound	0 15-0 18	0 15-0 18
Old turkeys	0 15-0 19	0 15-0 22
Ducklings	0 15-0 18	0 15-0 20

Turkeys	0 18-0 20	0 23-0 27
Chickens	0 15-0 18	0 18-0 22
Chickens, milkfed	0 17-0 20	0 24-0 26

HONEY.—The market shows nothing new. Prices and conditions are as usual.

WINNIPEG

PRODUCE AND PROVISIONS.—Many local provision houses were caught last week with large supplies of American eggs on their hands at a time when receipts from the country began to come in freely. As a result of the increase in local supplies, the market took a drop, and new-laid, which were selling to the trade for 28c at the beginning of the week, dropped to 25 1/2c by the end of the week, and are continuing to decline. It is customary for local supplies to come in heavily about this time of the year, but they arrived a little heavier than was anticipated. No storage eggs are offered, supplies having been cleaned up. The live hog market struck a record mark this week owing to storms. Live hogs were quoted in Winnipeg at 10c, which is the highest known at this season. In December last hogs sold in Chicago at \$6.50, and 10c hogs were predicted for April. This figure, however, was reached last week. It is expected that when the weather improves there will be a reaction, with heavy runs. This is likely to take place this week. As a result of the high hog market, prices on certain meats, including breakfast bacon and boiled hams, were advanced. Mess pork was advanced to \$27 per barrel. There was a slight advance in both pure and compound lard. The butter market has a weak undertone. Fresh-made butter is coming along freely, but a falling off is looked for later on when the warmer weather sets in. The cheese market has no features.

Hams—		
Light, per lb.	0 20	0 21
Medium, per lb.	0 18	0 19
Large, per lb.	0 15	0 16
Bacon—		
Breakfast, per lb.	0 30	0 22
Breakfast, select, lb.	0 25	0 28
Backs, per lb.	0 22	0 25
Dry Salt Meats—		
Long clear bacon, light	0 15 1/2	0 15 1/2
Cooked Meats—		
Hams, boiled, per lb.	0 28	0 29
Shoulders, boiled, per lb.	0 23	0 24
Barrelled Pork—		
Mess pork, bbl.	27 00	27 00
Lard, Pure—		
Tierces	0 14 1/4	0 14 1/2
Pails	2 97	2 97
Cases, 10s	9 15	9 15
Cases, 5s	9 23	9 23
Cases, 3s	3 30	3 30
Cartons	0 15 1/4	0 15 1/2
Lard, Compound—		
Tierces	0 12 1/4	0 12 1/2
Tubs, 50s, net	6 25	6 25
Pails, 20s, net	2 60	2 60
Butter—		
Cream	0 35	0 35
Best dair	0 28	0 28
Cooking	0 20	0 20
Eggs—		
New laids	0 25	0 25
Cheese—		
Ontario, large	0 20 1/4	0 20 1/4
Ontario, twins	0 20 1/4	0 20 1/4

FRUIT AND VEGETABLES

(Continued on page 40.)

of potatoes occurred this week, British Columbias selling for \$1.20, and Albertas

at \$1. A decline occurred in quotations on Florida tomatoes, which are now offered at \$5.50 per case.

Fresh Fruits—	
Grapefruit, case	4 50
Strawberries, Florida, quart	0 60
Ontario apples, bbls.	5 00
B.C. box apples, No. 1s	2 00
B.C. box apples, No. 2s	1 75
Washington box apples	2 50
Navel oranges, case	3 25
California lemons	5 00
Bananas, bunches	2 50
Jersey cranberries, box	4 50
Malaga grapes, kegs	15 00
Vegetables—	
Cabbage, per lb.	0 02
Peppers, per basket	0 75
Mushrooms	0 80
Carrots, per lb.	0 01
Manitoba potatoes, local loads	1 25
Manitoba potatoes, sacked, carloads	1 15
B.C. potatoes	1 20
Alberta potatoes	1 00
Sweet potatoes, hamper	2 25
Garlic, per lb.	0 25
Turnips, bushel	0 60
California head lettuce, case	4 50
California cauliflower, doz.	3 50
Valencia onions, cases	7 50
Red Globe, onions, lb.	0 04
Head lettuce, doz.	1 00
California celery, doz.	1 50
Florida tomatoes, case	5 50

REORGANIZATION IN KELOWNA

The Merchants' Association of Kelowna, B.C., which has been practically dormant since June last has reorganized and under the new officers promise to be once more the keen active associated which it used to be. The new officers, taken from practically every business line represented in the city are:—President, Wm. Haug, coal and cement merchant; vice-president, Jos. Casorso, butcher; secretary-treasurer, C. H. Jackson, chartered accountant. Other members of executive are J. W. Currie, druggist; D. D. Campbell, grocer; J. Ball, dry goods and men's furnishings; D. Leckie, hardware, and Geo. S. McKenzie, grocer. There is a standing committee of two whose business it is to keep informed on all military and manufacturing items that may be of use to them as merchants and with power to act on any such matters needing immediate attention, also to co-operate in such matters with the city council and the Board of Trade. The fees are \$1 per month paid quarterly in advance.

A FISH YARN

The Fishing Gazette tells of a tench which was caught on Sunday, packed in a newspaper, and sent through the post, and when placed in the water on Tuesday showed vigorous life.

VALUABLE AND INTERESTING

Editor Canadian Grocer,
Dear Sir: Please find enclosed money order for subscription to your valuable and interesting paper, the CANADIAN GROCER.

Wishing you all the Compliments of the Season,

ARTHUR DROLET,

714-716 Rue Saint-Valier,
Quebec.



FISH AND OYSTERS!



Almost a Clean Up on Frozen Fish

Exceptional Scarcity of Haddock and Cod—Lobster at 60c a Pound—Little Fresh Fish to Be Had—Lenten Demand the Best Yet

MONTREAL

FISH.—There has been an exceptionally good business all week particularly in salt and frozen lines with additional firmness of the market. The opening of the Lenten season and the late cold weather has caused an unprecedented demand that caught dealers by surprise.

The cold weather has had the effect of cleaning market completely of some frozen lines. Frozen haddock, market and steak cod cannot be obtained at 10c per lb. to-day. The only supplies in frozen lines which are not practically exhausted are herring, halibut, salmon and smelts. Even lake fish which were so plentiful at the beginning of the season are now getting scarce and a continuation of the cold weather is likely to create a shortage. Demand has not been so great in pickled and prepared lines but a good turnover has resulted. As a result if the stormy weather deliveries fresh fish have not been very limited and fresh haddock has sold as high as 11c per lb.

Trade in bulk and shell oysters has been hampered during the last week by the curtailment of production and prices have been materially strengthened. Lobsters have reached the abnormally high price of 60c per lb.

TORONTO

FISH AND OYSTERS.—Lent has proved a spur to the fish trade—with a vengeance, even anticipations being exceeded by the volume of orders. Fishmen agree that Lent 1916 opened more auspiciously than ever. Not only has demand been good; prices have been firm and high because of a shortage in many lines, as hinted at last week. These are notably haddock and cod, the former in particular being short. Haddock is very high in all markets, and 10 cents, our quotation, if anything is on the low side. It is said that a good deal of eastern haddock is going to the States at present, and fetching enormous prices. Cod is also way up, prices now being more a matter of a man's conscience than anything else. Salt and pickled lines are in excellent demand. Lobster

is once more too high really to sell, and we quote 60c. Fresh fish are few and far between: there is hardly any about. Oysters show nothing new. They are in good demand, the excellent hotel trade still remaining a feature.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.08-.08½	.09
Haddies, 15-lb. and 30-lb. boxes, lb.	.08-.08½	.09
Haddies, fillets, per lb.	.11	.11
Herring, Ciscous, baskets	1.25	1.50
St. John bloters, 100 in box	1.10	1.25
St. John bloters, per box	1.00	1.00
Yarmouth bloters, 69 in a box	1.20	1.25
Smoked herrings, large, box	.14	.15
Smoked herrings, medium, box	.18	.18
Smoked boneless herrings, 10-lb. box	1.40	1.40
Kipper herrings, selected, 60 in box	1.25	1.50
Smoked salmon, per lb.	.20	.15-.17
Smoked halibut	.10	.10

FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—		
Gaspe, large, per lb.	.13	.13
Red, steel heads, per lb.	.12	.13
Red, sockeyes, per lb.	.12	.12
Red Cohoea, dressed, lb.	.10	.11
Red Cohoea, dressed, per lb.	.11	.11
File quilla, dressed, per lb.	.08-.08½	.08
Halibut, white western, large and medium, per lb.	.10-.11	.10-.12
Halibut, eastern, chicken, per lb.	.10	.12
Mackerel, bloater, per lb.	.08½-.09	.10
Haddock, medium and large, lb.	.10	.10
Market codfish, per lb.	.05	.10
Steak codfish, per lb.	.10	.10
Canadian sales, per lb.	.06	.06
Blue fish, per lb.	.15-.16	.18
Smelts	.11	.13
Smelts, extra	.15	.20
Herrings, per 100 count	2.75	3.00
Round pike	.06½	.....
Grass pike, dressed	.07½	.....
Swordfish, lb.	.10	.....

DRIED AND PREPARED FISH.

Dried Haddock	6 00	6 00
Dried codfish, medium and small, 100 lbs.	7 00	7 00
Dried hake, medium and large, 100 lbs.	6 00	6 00
Dried pollock, medium and large, 100 lb.	6 00	5 00
Dressed or skinless codfish, 100-lb. case.	6 50	8 00
Boneless codfish, 2-lb. blocks, 20-lb. boxes, per lb.	0 08	0 10
Boneless codfish, 2-lb. blocks, 20-lb. boxes, per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes	0 11	0 12
Boneless codfish, in 2-lb. and 3-lb. boxes, a box	0 15	0 15
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, OLAMS, ETC.

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

OLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

Cape Cod shell oysters, per lb.	9 00	1 50
Canadian cultivated oysters, bbl.	10 00	10 00
Clams, per bbl.	9 00	8 00
Malinesque, ordinary, bbl.	9 00	9 00
Live lobsters, medium and large, lb.	0 80	.....
Little necks, per 100	1 25	1 50

FRESH SEA FISH.

	Montreal	Toronto
Halibut	13 -14	12 -14
Haddock, fancy, express, lb.	7 -8	8
Mackerel, medium, each	14 -15	.....
Steak cod, fancy, express, lb.	8 -8½	9 -10
Herrings, each	3	3
Flounders	10	3
Flounders, New York	14	14
Salmon, Western	15 -18	20 -22
Salmon, Eastern	18 -18	.....

FRESH LAKE FISH.

Carp, lb.	0 12	.....
Pike, lb.	0 06	0 07
Perch, lb.	0 07	0 07
Suckers, lb.	0 06	0 06
Whitefish, lb.	0 12	0 14
Herrings, per 100	3 00	3 00
Lake trout	0 12	0 14
Eels, lb.	0 10	0 08
Dore	11-12	0 13

FROZEN LAKE AND RIVER.

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

PICKLED FISH.

Salmon, Labrador, tierces, 300 lbs.	20 00	.....
Salmon, Labrador, bbls., 200 lbs.	14 00	.....
Salmon, Labrador, half bbls., 100 lbs.	7 00	.....
Salmon, B.C., bbls.	12 00	14 00
Sea trout, Baffin's Bay, bbls., 200 lbs.	11 00	.....
Sea trout, Labrador, bbls., 200 lbs.	12 00	.....
Sea trout, Labrador, half bbls., 100 lbs.	6 50	.....
Mackerel, S., bbls., 200 lbs.	20 00	.....
Mackerel, N.S., half bbls., 100 lbs.	12 00	.....
Mackerel, N.S., pails, 20 lbs.	3 00	2 00
Herrings, Labrador, bbls.	6 50	.....
Herrings, Labrador, half bbls.	3 50	3 00
Lake trout, 100-lb. kegs	5 50	7 75
Quebec sardines, bbls.	6 00	.....
Quebec sardines, half bbls.	3 50	.....
Tongues and sound, per lb.	0 08	.....
Scotch herrings, imported, half bbls.	10 00	.....
Holland herrings, im'td milkers, hf bbls.	6 50	.....
Holland herrings, im'td milkers, kegs.	1 25	85-1 00
Holland herrings, mixed, half bbls.	8 50	.....
Holland herrings, mixed, kegs	1 15	70-0 95
Lochfyne herrings, box	1 50	.....
Turbot, bbl.	11 00	.....
Green cod, No. 1, bbl.	9 00	10 00
Green cod, No. 2, bbls.	7 50	8 50

WINNIPEG

FISH AND POULTRY.—Difficulty is still being experienced in securing supplies of haddies, and the price remains at 9½c, to which point it advanced last week. Wholesalers report that stocks will last pretty well until the end of the month, but that there is likely to be a scarcity after that. Poultry is still hard to get, and is bringing high figures.

Fish—		
Frozen salmon	0 10	.....
Fresh halibut	0 08½	.....
Pickered	0 07½	.....
Steak cod, per lb.	0 08	.....
Lake Winnipeg whitefish	0 09	.....
Finnan haddie	0 09½	.....
Kippers, per box	2 00	.....
Lake trout, per lb.	0 10	.....
Rloaters, per box	2 00	.....
Salt mackerel, 20-lb. kit	3 00	.....
Smoked gold-eyes, doz.	0 50	.....
Oysters, per gal.	2 50	.....
Oysters, on shell, doz.	0 25	.....

Poultry, Live—

Fowl	0 15	.....
Roosters	0 11½	.....
Chickens	0 12	0 15½
Turkeys	0 15	0 19
Ducks	0 13	.....
Ducklings	0 14	.....
Geese	0 12	.....

Poultry, Dressed—

Ducks, No. 1	0 21	.....
Fowl, No. 1	0 27	.....
Turkeys, No. 1	0 27	.....
Geese, No. 1	0 21	.....



FLOUR AND CEREALS



Flour Declines Thirty Cents

No Strength to Any of the Markets—Wheat Values Gradually Crumbling, Flour Follows Suit—Feeds and Cereals All Dull

MONTREAL

FLOUR.—The 30c drop in market for spring wheat flour was feature of week since there has been tendency on part of buyers to await developments on steady downward trend of Winnipeg wheat options. This has led to an active market, although business on the whole is better than last week when it was almost at standstill. Travelers report country stocks as heavy and moving slowly and shippers are unanimous in complaining of an intensified freight congestion as a result of the late storm which has brought into unfavorable prominence the embargo on eastern ports which is proving a serious handicap to the trade at this time.

Winter wheat is quiet and buyers are buying only what they have to as a result of overstocks at the old prices. Prices are still nominal, inactive and quiet and freight situation continues to rule market as result of export trade having been interrupted.

Manitoba Wheat Flour—		Per bbl. of 2 bags	
First patents	.....	6 00	
Second patents	.....	6 10	
Strong bakers	.....	5 90	
Winter Wheat Flour—		Car	Small
Fancy patents	.....	lots.	lots.
90 per cent., in wood	.....	5 85	6 10
90 per cent., in bags	.....	5 60	5 80
	.....	2 70	2 75

CEREALS. — Market remains unchanged in price with a slackening of demand imminent with the end of the winter season near and as a result of a declining oat market that makes buyers wary and hard to please; market is quiet but demand is steady.

Cornmeal—		Per 90-lb. sack.	
Gold dust	.....	2 50	
Unbolted	.....	2 25	
Rolled Oats—		90's in jute.	
Small lots	.....	2 50	2 70
25 bags or more	.....	2 50	
Packages, case	.....	3 90	4 00
Oatmeal—fine, standard and granulated, over rolled oats in 90s, in jute.		10 per cent.	
Rolled wheat—			
Small lots	.....	4 00	
Hominy, per 90-lb. sack	.....	2 75	
Corn flour, bag	.....	2 65	
Rye flour, bag	.....	2 65	
Barley, not	.....	2 80	
Barley, pearl, lb.	.....	3 00	
	.....	0 04 1/2	

FEEDS.—Market remains unchanged in all essentials and continues to be firm in spite of the decline in wheat and oats combined with light orders and a small volume of business. Present stocks are being guarded to insure future supplies

in case of curtailment of production that would follow any closing of flour mills.

Mill Feeds—	Per ton
Bran	24 00
Shorts	26 00
Middlings	29 00
Wheat moulee	34 00
Feed flour, bag	35 00
Mixed chop, ton	32 00
Crushed oats, ton	33 00
Oats, chop, ton	32 00
Barley, chop, ton	32 00
Feed oats, cleaned, Manitoba, bush.	0 55
Feed wheat, bag	1 80

TORONTO

FLOUR.—Chief event of interest is the break in Manitobas of thirty cents, putting first patents at \$6.50. The last week has been little more or less than an extended break in western wheat values. One week ago No. 1 Fort William at \$1.13 3/4. At time of writing it is \$1.07 3/4. Trade in wheat is exceptionally quiet. Export business is practically killed for lack of freights.

The flour market itself is quiet, demand being small for local accounts while the freight trouble on the ocean continues to operate towards impeding foreign business. Dealers who can secure immediate space at shipboard can get some export business, but these are few and far between.

Since flour situation is largely dependent on that of wheat it is interesting to see that the opening of navigation will release some 25,000,000 bushels of grain now stored at the head of the lakes, on board ships and at Montreal. This is a large amount: other great wheat producing countries, however, are in equally good shape, and among them Canada, United States, Argentine, Australia and India have some eight or nine hundred million bushels to offer the world. If it can be gotten out to wheat-buying countries, well and good; but can it, and when? With existing freight conditions it is going to take a long time.

Manitoba Wheat Flour—		Small	Car
		lots.	lots.
		per bbl. of 2 bags	
Small lots	.....	2 75	
First patents	.....	6 70	6 50
Second patents	.....	6 20	6 00
Strong bakers	.....	6 00	5 80
Ontario winter wheat flour, 90 per cent. (Board of Trade quotation)	.....	4 30	4 20

CEREALS.—There is no interest in any line at present. Market is off: prices are weak; business is small; and the

market is colorless. Even barley is no longer strong, and oats are dull.

Barley, pearl, 98 lbs.	4 70	4 80
Buckwheat grits, 98 lbs.	.....	4 80
Corn flour, 98 lbs.	2 65	2 75
Cornmeal, yellow, 98 lbs.	.....	2 80
Graham flour, 98 lbs.	.....	3 25
Hominy, granulated, 98 lbs.	.....	3 00
Hominy, pearl, 98 lbs.	.....	3 00
Oatmeal, standard, 98 lbs.	.....	2 75
Oatmeal, granulated, 98 lbs.	.....	2 75
Peas, Canadian, boiling, bush.	.....	3 00
Peas, split, 98 lbs.	.....	6 00
Rolled oats, 90-lb. bags	.....	2 55
Rolled wheat, 100-lb. bbl.	3 30	3 50
Rye flour, 98 lbs.	.....	2 80
Whole wheat flour, 98 lbs.	.....	3 25
Wheatlets, 98 lbs.	.....	3 50

FEEDS.—The feed business is very quiet, sympathetically following trend of flour. All levels easy: good feed flour very weak. Ontario oats are unchanged with small demand.

Mill Feeds—	Mixed cars
	per ton
Bran	24 00
Shorts	25 00
Special middlings	26 00
Feed flour, per bag	1 60
Oats—	
No. 3, Ontario, outside points	0 41
	0 42

WINNIPEG

FLOUR AND CEREALS.—Nothing happened last week, and first patents are still quoted at \$6.30. Wheat market is fluctuating, but the limits are not wide. May opened last week at \$1.14, and by Friday had reached \$1.11 3/4. One feature of the market this week is rolled oats, 80's being offered at \$2-\$2.15, and the tendency of the market is downward, supplies being offered as low as \$1.90 for carloads. The price of oats has dropped and as the demand for rolled oats is falling off with the approach of spring, a weaker market was expected. Package oats are also down, although this was not expected last week, as millers were anxious to keep their prices firm on package goods; they are now quoted at \$3.75 per case, family size. Wheat flakes are still \$3.90. There is no change in feeds, as the market is quiet.

Flour—			
Best patents	.....	6 30	
Bakers	.....	5 80	
Clears	.....	5 10	
XXXX.	.....	4 10	
Cereals—			
Rolled oats, 80 lbs.	.....	1 90	2 00
Rolled oats, pkgs., family size	.....	3 75	
Wheat flakes, case	.....	3 80	
Oatmeal, standard and gran., 98 lbs.	.....	3 00	
Cornmeal, 98 lbs.	.....	2 65	
Feeds—			
Bran, ton	.....	24 00	
Shorts, ton	.....	25 00	
Middlings, ton	.....	26 00	
Mixed chop, ton	.....	30 00	



Canada's Quality Cereal Products

Every one is a leader in its field and worth while featuring.

Tillson's "Scotch," Fine Cut Oatmeal; Tillson's "Scotch" Health Bran and Tillson's Rolled Oats are a winning trio whose sound, nourishing qualities place them way above the "food fad" varieties.

Gold Seal Flour (for Pastry) and Rainbow Flour (for Bread), possess a quality that is always uniform—the Tillson quality that is constantly winning bigger business for progressive dealers throughout the country.

Ask about our
FREE WINDOW DISPLAY

Something entirely new, just the one thing necessary to start the sales going. Their own merits do the rest.

Feature Tillson's—the all Canadian Products. Made in Canada.

Canadian Cereal and Flour Mills Company, Limited

TORONTO

CANADA

Why hesitate to push the sales of these proven favorites?

You can confidently look for year-round sales when you feature the two popular Made-in-Canada Paste Products.

L'Etoile (Star) and Hirondelle (Swallow) MACARONIS

The finest and most carefully selected hard wheat that Manitoba's fertile prairies produce is used in the manufacture of these appetizing foods. This fact, together with our own scientific manufacturing process has made L'Etoile and Hirondelle the quality macaronis. The most expensive imported brands are in no way superior to these home-made products.

The present is a particularly opportune time to begin pushing the sales of such dependable lines. Many of your best customers are abstaining from meat eating during the Lenten Season. Macaroni makes a more appetizing substitute than fish and "L'Etoile and Hirondelle" brands are the most delicious obtainable.

*Ask your wholesaler
for trial supply.*

C. H. Catelli, Limited

MONTREAL

AGENTS

Tees & Perse, Limited, Winnipeg
C. C. Mann, Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

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

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

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.		0 65
6 oz. Tins, 4 doz. to case, weight 25 lbs.		0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.		1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.		1 60
10 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 50

DOMINION CANNERS, LTD.		
JAMS		
"Aylmer" Pure Jams and Jellies		
16-oz. Glass Jars.		
		Per doz.

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

CATSUPS		
		Per doz.
1/4 Pts. Delhi Epicure		\$ 1 20
1/4 Pts., Red Seal, screw tops		1 00
1/4 Pts., Red Seal, crown tops		0 90
Pts., Delhi Epicure		1 90
Pts., Red Seal		1 40
Pts., Tiger		1 15
Qts., Delhi Epicure		2 40
Qts., Red Seal		1 75
Qts., Lynn Valley		1 75

BAKED BEANS, with Pork.		
Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.		
		Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case		0 47½
1's Baked Beans, Plain, 4 doz. to case		0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case		0 70
1's Baked Beans, Chili Sauce, 4 doz. to case		0 70
2's Baked Beans, Plain, tall, 2 doz. to case		1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case		1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to cs.		1 05
Family Baked Beans, Plain, 2 doz. to case		1 15
Family Baked Beans, Tomato Sauce, 2 doz. to cs.		1 17½
Family Baked Beans, Chili Sauce, 2 doz. to cs.		1 17½

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

COUPON BOOKS — ALLISON'S		
For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, \$2, \$3, \$5, \$10, \$15 and \$20. All same price, one size or assorted.		
UN-NUMBERED		
100 books and over, each		0 03½
500 books to 1,000 books		0 03
For numbering cover and each coupon, extra per book,		1/4 cent.

CEREALS		
WHITE SWAN		
		Per case
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.		\$2 70
Buckwheat Flour (Self-rising), 2 doz. to case, weight 50 lbs.		2 70
Pancake Flour (Self-rising), 2 doz. to case, weight 50 lbs.		2 70
Breakfast Food, 2 doz. to case, weight 55 lbs.		3 60
King's Food, 2 doz. to case, weight 95 lbs.		4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.		3 50
Barley Crisps, 3 doz. to case, weight 50 lbs.		3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.		3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.		3 60

COCOA AND CHOCOLATE		
THE COWAN CO., LTD.		
Cocoa—		
Perfection, 1-lb. tins, doz.		4 50
Perfection, 1/2-lb. tins, doz.		2 40
Perfection, 1/4-lb. tins, doz.		1 25
Perfection, 10c size, doz.		0 90
Perfection, 5-lb. tins, per lb.		0 37
Soluble bulk, No. 1, lb.		0 21
Soluble bulk, No. 2, lb.		0 19
London Pearl, per lb.		0 22
Special quotations for Cocoa in barrels, kegs, etc.		

ROYAL BAKING POWDER

Absolutely Pure

Women know ROYAL BAKING POWDER so well that they'll buy it and buy five or six other articles in the time it would take you to convince them that some other baking powder is as "good as Royal."

Fully Guaranteed



Push the sale of ROYAL BAKING POWDER because it's *easy to sell* and *sure to please* and pays greater and surer profits than inferior brands.

Contains No Alum

ROYAL BAKING POWDER CO.
NEW YORK



ANCHOR CAPS mean Security—

Security for you by eliminating risky leakers, making sure that the goods reach your customers in the same condition in which they left the packer's hands.



Why incur risk of customer dissatisfaction by selling insecurely sealed bottled goods? Let the **Anchor Cap** safeguard your own and your customers' interests.

Anchor Caps have a mechanical as well as a vacuum seal. In the event of the vacuum becoming lost, the contents will be securely sealed by means of the mechanical closure.

The Anchor Cap is worth a trial. Have your wholesaler supply it on your next bottled goods order.



Anchor Cap and Closure Corporation of Canada
LIMITED

Sudbury St. W., Foot of Dovercourt Road

TORONTO, CANADA



**THE
WONDER
FLY
KILLER**

**IS SURE DEATH
TO FLIES**

IT LASTS AN ENTIRE SEASON

MOSQUITOES, ANTS AND OTHER PESTS

It is the **CHEAPEST** and **BEST FLY KILLER MADE**

It is **CLEAN, HANDY** and **SANITARY**

\$1.10 doz. f.o.b. Winnipeg. Special discount in quantities

FOR SALE BY ALL WHOLESALERS

W. H. ESCOTT & CO.

LIMITED

BROKERS

General Western Agents

**Winnipeg, Regina,
Saskatoon, Calgary,
Edmonton**



*Why not pay a little
more for better
spices and get a
Government war-
ranty?*

**White Swan Spices and
Cereals, Limited**

Toronto

Canada

(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 90
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
Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 26
Diamond, 1/4's, 6 and 12-lb. boxes	0 27
Ingredients for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in 1/4-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections, Per doz.	
Maple buds, 5-lb. boxes	0 38
Milk medallions, 5-lb. boxes	0 38
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 27
Nonparell wafers, No. 1, 5-lb. boxes	0 32
Nonparell wafers, No. 2, 5-lb. boxes	0 27
Chocolate ginger, 5-lb. boxes	0 33
Milk chocolate wafers, 5-lb. boxes	0 35
Coffee drops, 5-lb. boxes	0 38
Lunch bars, 5-lb. boxes	0 38
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 90
Nut milk chocolate, 1/4's, 6-lb. boxes, lb.	0 38
Nut milk chocolate, 1/4's, 6-lb. boxes, lb.	0 38
Nut milk chocolate, 5c bars, 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

5 Box lots and upward—Freight prepaid up to 50 cents.

	Per case
Eagle Brand, each 48 cans ..	6 50
Reindeer Brand, each 48 cans ..	6 40
Silver Cow, each 48 cans ..	5 90
Gold Seal, Purity, each 48 cans ..	5 75
Mayflower Brand, each 48 cans ..	5 75
Challenge, Clover Brand, each 48 cans ..	5 25

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans ..	4 50
Jersey Brand, Hotel, each 24 cans ..	4 50
Peerless Brand, Hotel, each 24 cans ..	4 50
St. Charles Brand, Tall, each 48 cans ..	4 60
Jersey Brand, Tall, each 48 cans ..	4 60
Peerless Brand, Tall, each 48 cans ..	4 60
St. Charles Brand, Family, each 48 cans ..	4 00
Jersey Brand, Family, each 48 cans ..	4 00
Peerless Brand, Family, each 48 cans ..	4 00
St. Charles Brand, small, each 48 cans ..	2 00
Jersey Brand, small, each 48 cans ..	2 00
Peerless Brand, small, each 48 cans ..	2 00

CONDENSED COFFEE

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

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs.	0 36
1 lb. round tins, 4 doz. to case, weight 30 lbs.	0 34 1/2

ENGLISH BREAKFAST COFFEE.

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

MOJA.

1/2 lb. tins, 2 doz. to case, weight 22 lbs.	0 31
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 30
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 30

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, weight 45 lbs., per lb.	0 27
----------------------------------------------------------	------

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	\$ 1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2 1/2 oz. bottles, per doz., weight 6 lbs.	2 80
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottle, 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.
1/2 oz. (4 doz. case), weight 9 lbs., retail each 15c.	\$1 30
1 oz. (4 doz. case), weight 14 lbs., retail each 30c.	2 60
2 oz. (3 doz. case), weight 15 lbs., retail each 50c.	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c.	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each \$1.60.	13 25
Pint (1 doz. case), weight 29 lbs., retail each \$3.	24 50
Quart (1 doz. case), weight 53 lbs., retail each \$5.50.	45 00
Half gallons, each, retail each, \$10 ..	7 50
Gallons, each, retail each \$18 ..	14 50

GELATINE

Knox Plain Sparkling Gelatin (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 20
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL

Compressed Corned Beef, 1/2c, \$1.50; 1s, \$2.50; 2s, \$3; 6s, \$18; 14s, \$37.
Roast Beef, 1/2c, \$1.50; 1s, \$2.50; 2s, \$3; 6s, \$18.
Bolled Beef, 1s, \$2.50; 2s, \$3; 6s, \$18.
Jellied Veals, 1/2c, \$1.50; 1s, \$3; 2s, \$4.50; 6s, \$18.
Corned Beef Hash, 1/2c, \$1.50; 1s, \$2.50; 2s, \$4.50.
Beefsteak and Onions, 1/2c, \$1.50; 1s, \$2.90; 2s, \$3.40.

WETHEY'S CONDENSED MINCE MEAT

Quality—better than
ever, if such is pos-
sible.

Price unchanged.

Order from your jobber.

Ripe Florida TOMATOES

Headquarters for

The Celebrated Peters Pack

Every Tomato finest quality.

White & Co., Limited

Wholesalers in High-Class Fruits and
Vegetables and Fish Dealers.

TORONTO and HAMILTON

THEY ARE GOOD
OLD STAND-BYS

Baker's Cocoa and Chocolate



Registered
Trade-Mark

are always in
demand, sell
easily and are
thoroughly re-
liable. You
have no selling
troubles with
them.

*Trade-mark on every
genuine package.*

MADE ONLY BY

Walter Baker & Co. Limited

Established 1780

Montreal, Can. Dorchester, Mass.

The Apple Crop

in the famous Georgian
Bay District is very short
this year. Write us be-
fore placing your winter
order.

FISH

Salt Trout and
Herring

Fresh Frozen Trout
and Herring

Lemon Bros.

OWEN SOUND, ONT.

ECONOMY is the Nation's Watchword. PRODUCTION

is equally essential.

But without the strength and
energy of Health PRODUC-
TION is impaired and we
are forced to a state of res-
traint without the resultant
SAVINGS which generous
PRODUCTION and wise
ECONOMY accomplish.

Therefore look to your
HEALTH that you may
produce WEALTH for your-
self and your Country. All
M.O.H.'s concede that the
Health of any Country is
greatly benefited by the
generous consumption of
FRUIT.

Use

"St. Nicholas" Lemons

J. J. McCabe

Agent
TORONTO

A want ad. in this paper will
bring replies from all
parts of Canada.

Shortening

We are now putting this up in **ONE POUND** packages. Very handy for your retail trade. Send for sample shipment.

F. W. Fearman Co.

Limited
Established 1854
HAMILTON

Brooms of Quality

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

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

Walter Woods & Co.

Hamilton - Winnipeg

BRANTFORD STARCH
Ontario and Quebec
Laundry Starches—
Canada Laundry—
Boxes about 40 lbs.06
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs.06%
First Quality White Laundry—
5-lb. canisters, ca. of 48 lbs. .07%
Barrels, 200 lbs.06%
Kega, 100 lbs.06%
Lily White Gloss—
1-lb. fancy carton cases 30 lbs.07%
8 in case08
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case06%
Kega, extra large crystals, 100 lbs.07%
Canadian Electric Starch—
Boxes, containing 40 fancy pkgs., per case 3 00
Celluloid Starches—
Boxes containing 45 cartons, per case 3 60
Cullinary Starches—
Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .06%
Brantford Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .07%
"Crystal Maize" Corn Starch—
1-lb. pkts., boxes of 40 lbs. .07%
20-lb. boxes ¼c higher than 40's)
COW BRAND BAKING SODA
In boxes only.
Packed as follows:
5c packages (96) \$ 3 20
1 lb. packages (60) 3 20
½ lb. packages (120) 3 40
1 lb. 30 } Packages Mixed 3 30
½ 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, ½ doz. in case.. 2 90
20-lb. tins, ¼ doz. in case.. 2 85
Barrels, 700 lbs. 3%
Half barrels, 350 lbs. 4
Quarter barrels, 175 lbs. ... 4¼
Pails, 38¼ lbs. 1 95
Pails, 25 lbs. each 1 40
3 lb. Perfect Seal Jar, 1 doz. in case 2 70

LILY WHITE CORN SYRUP
2-lb. tins, 2 doz. in case ... 3 00
5-lb. tins, 1 doz. in case ... 3 35
10-lb. tins, ½ doz. in case.. 3 25
20-lb. tins, ¼ doz. in case.. 3 20
(5, 10 and 20-lb. tins have wire handles.)
ST. LAWRENCE SUGAR REFINING CO.
Crystal Diamond Brand Cane Syrup
2-lb. tins, 2 doz. in case..3 60
Barrels 0 04¼
½ barrels 0 06
THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.
ROGERS' GOLDEN SYRUP
Manufactured from pure cane sugar.
2 lb. tins, 2 doz. in case...\$3 55
5 lb. tins, 1 doz. in case... 4 15
10 lb. tins, ½ doz. in case.. 3 85
20 lb. tins, ¼ doz. in case... 3 75
Delivered in Winnipeg in carload lots.

CALIFORNIA FRUIT CANNERS ASSOCIATION
CALIFORNIA RIPE OLIVES DEL MONTE BRAND
Size Man. Large Med.
2½ Can\$ 4.75 \$ 3.75 \$2.50
No. 1 Tall Can 2.75 2.25 1.60
No. 16 Jar 3.00 2.25 1.80
No. 4 Jar 3.50 1.25 1.15
No. 10 Can.... 14.00 12.00 9.00

YUBA BRAND
2½ Can \$3.00 \$2.25
No. 1 Tall Can 1.50 1.20
No. 10 Can.... 9.00 8.00
Picnic Can90
All prices per dozen—F.O.B. Jobbing Points.
CANNED HAMMERS, "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
MAGOR SONS & CO., LTD.
Robinson's patent barley, ¼-lb. tins, \$1.60; 1-lb. tins, \$3.00; Robinson's patent groats, ¼-lb. tins, \$1.60; 1-lb. tins, \$3.00.

BEAVER BRAND CORN AND MAPLE SYRUP
Quart tins (wine measure), 2 doz. in case, per case ... 4 70

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

ORANGE MARMALADE "BANNER BRAND" PURE FRUIT PRODUCTS
JAMS AND JELLIES
2's \$2 10
4's 0 35
5's 0 42
7's 0 60
30's, wood 0 05
12-oz. glass jar 1 15
Tumbler, glass, doz. 0 85

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 05%
12-oz. glass jar, doz. 1 20
Tumbler, glass, doz. 1 00
Prices subject to change without notice.

WENTWORTH ORCHARD CO., LTD.
Hamilton and Toronto.

Pure Fruit, Jams and Jellies
Raspberry and Apple, Strawberry and Apple, Peach and Apple, Plum and Apple, Gooseberry and Apple, Black Currant and Apple, Red Currant and Apple: Tumblers, 90c doz.; 12-oz. jars, \$1.20 doz.; 16-oz. jars, \$1.60 doz.; No. 2 gold tins, \$2.30 doz.; No. 4 gold pails, 40c each; No. 5 gold pails, 50c each.

Fruit Pie Filling
Raspberry flavor, strawberry flavor, peach flavor, plum flavor, gooseberry flavor, No. 2 gold tins, \$2.30 doz.

Whole Tomato Catsup
½ pints, bottles 0 95
Pint, bottles 1 30
Worcestershire Sauce
½ pints, doz. 0 95
Pints, doz. 1 30

YEAST
White Swan Yeast Cakes, per case, 3 doz. 5c pks.... 1 20
IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRANCH.

Black Watch, 8s, butts 9 lbs. \$ 0 60
Bobs, 6s and 12s, 12 and 6 lbs. 0 46
Currency Bars, 12s, ½ butts, 12 lbs., boxes 6 lbs. 0 46
Currency, 6s, ½ butts, 9 lbs. 0 46
Stag Bars, 6½s, butts, 11 lbs., boxes, 5½ lbs. 0 48
Walnut Bars, 8½s, boxes 7 lbs. 0 64
Pay Roll, thick bars, 8½s, 6 lb boxes 0 68
Pay Roll, thin bars, 8½s, 6 lb. boxes 0 68
Pay Roll, plug, 8½s, 12 and 7 lb. caddies 0 68
Shamrock, plug, 7½s, ½ butts, 12 lb. boxes, 6 lbs. 0 57
Empire, 7s and 14s, caddies 15 lbs., ¼ caddies, 6 lbs. ... 0 72
Great West, pouches, 9s ... 0 72
Forest and Stream, tins, 11s, 2 lb. cartons 0 60
Forest and Stream, ¼s, ½s, and 1-lb. tins 0 60
Forest and Stream, 1-lb. glass humidors 1 00

RESULTS



That Count In Cash

Are you a business producer? Can you get results from your efforts that mean more money? If you are and are ready to consider a plan that will augment your present income from \$5.00 to \$10.00 a week, you are the man we want to represent us in your district. The more time you have the better the pay.

We need bright, brainy, active, hustling young men as district representatives. We will within the next month make hundreds of appointments—why not write at once and make sure of your district? If you are looking for an increase in wages to take care of your many extra summer needs—our plan provides the money for them without interfering in the least with your regular duties.

Many of our representatives devote an average of four hours each day to looking after our subscription business. These men average anywhere from \$10.00 to \$20.00 a week. Would an income like this interest you? Write us to-day: we will gladly send you full particulars concerning our plan, without obligating you in the least—simply say, "Show me how to turn my spare time into money."

The MacLean Publishing Co., Limited

Dept. C.G.

TORONTO, ONTARIO

Buyers' Guide

CLASSIFIED ADVERTISING

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

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

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

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

WANTED

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

WANTED — AT ONCE, BRIGHT, ACTIVE, honest boy to learn the general mercantile business. Apply to E. Richards & Son, Melbourne, Ontario.

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

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

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



CONDENSED MILK AGENCY REQUIRED by well known firm of world-wide repute, having skilled travellers and canvassers calling upon grocers in all parts of Great Britain. Arrangement could be made on a commission basis for joint representation in all towns or in London and principal towns only. Have London offices. Write 2524, Sells Advertising Offices, Fleet Street, London, England.


FOR SALE

FOR SALE—GENERAL STORE, CASH BUSINESS, in a live country location, stock \$3,000; turnover, \$15,000. Price and terms right; send for prospectus. Wilton Bros., Kneehill Valley, Alberta.

FOR SALE—AN OLD-ESTABLISHED TEA business in Western Ontario, on reasonable terms. Large turnover and good profits. Worth looking into. Will stand any kind of inspection. Apply J. L. Fielding & Co., Guelph, Ont.

A want ad. in this paper will bring replies from all parts of Canada.

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

OAKLEY'S
KNIFE POLISH

JOHN OAKLEY & SONS, LIMITED,
LONDON, ENGLAND.

AGENTS:

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

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.
154 Toronto St. Toronto 52 Can. Life Bldg. Montreal

When writing advertised kindly mention that you saw it in this paper.

Write us for New Price List of
WINDSOR SALT

TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

A SNAP IN APPLES

Varieties: Baldwin, Russets, Talman Sweets, Ben Davis.
\$1.00 Per Box, F.O.B. Rodney, Ont.
State if wish shipped by freight or express. Quality guaranteed. Payments 1st of month following.
GEO. R. WHITTON, RODNEY, ONT.

FOR SALE

Fancy Creamery Butter, Selected Eggs, Fancy Dressed Poultry. Grocer Orders our Specialty.

Mann, Laurie & Co.

Phone 1577. London, Ont.

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

EGG FILLERS

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

ASSIGNEES AGENTS LIMITED

154 Simcoe Street TORONTO
COLLECTIONS ASSIGNMENTS

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

CHIVER'S

JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

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

No. 40

Chats with "Old Baba"

(Canada's 105-year-old Pioneer)

When I Didn't Become a Yankee

"As I have told you, lad, I was stopped on my way to 'the States' by a blizzard; that was my turning-point. I never became a 'Yankee,' for I stayed at that North Street tavern and made shoes for months for the folks around there, then went into business for myself.

"Nobody knows what will change your plans."

The grocer who stocks the right goods even in his tobacco department is laying plans for future business. The one sure trade-puller is KING GEORGE NAVY CHEWING TOBACCO. It has the quality, the flavor. It's a good chew and a big seller.



Rock City Tobacco Co., Ltd.
Quebec and Winnipeg

HELP YOURSELF TO A REPUTATION

by buying a copy of

THE GROCER'S ENCYCLOPEDIA

BY ARTEMAS WARD

YOU will enjoy reading it, because you will find it the most interesting and entertaining book you ever saw—and the result will be that:

YOUR BANK ACCOUNT will profit, for the information acquired will save you money—and

YOUR REPUTATION will be strengthened, because you will know so much more about foods, etc., than any of your competitors who do not possess the book. Your customers will be quick to notice the difference and will look up to you as an authority. *Such a reputation is very valuable and brings business.*

SOME PRESS COMMENTS

THE GROCER'S ENCYCLOPEDIA is the most magnificent work of the kind ever published. Complete, authoritative and up-to-date information on every article handled by the grocery trade. Hundreds of trade "pointers" which are of practical value in buying, selling and caring for goods. An encyclopedia of all foods that you have ever seen or heard of. Food dictionaries in English, German, French, Italian and Swedish. The most complete descriptive wine list ever compiled.

MAKE YOURSELF A PRESENT OF A COPY.

1,200 subjects, 500 illustrations, 80 full-page color plates, 748 pages, 11 x 8½ inches in size, printed on heavy calendered paper and strongly bound in heavy buckram. *It cost more than \$50,000 to produce, but it sells for*

ONLY \$10.50, DELIVERY PREPAID.

Send your order to Book Department

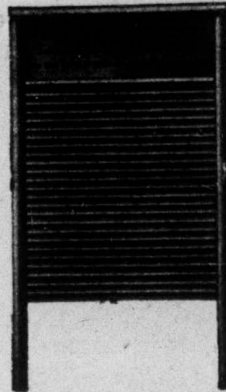
MacLean Publishing Co., 143 University Avenue, Toronto, Canada

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Made to wear best where the wear is hardest

The long-wearing service which distinguishes the New All-Canadian, All-Wooden Washboard is largely due to the fact that the rubbing surface is made of specially selected Canadian hardwood.



This insures your customer a board that's most satisfactory—long-wearing, serviceable.

The fact that zinc and aluminum boards have almost doubled in price (owing to the price of these materials) will make the "New All-Canadian," retailing at 20c, a splendid selling line in every store in Canada.

Don't let your store be an exception. Order a supply to-day.

The Wm. Cane & Sons Company Limited
Newmarket, Ont.

Complete your spring cleaning display with a good showing of Wonderful Soap. Selling results are always satisfactory because the housewife appreciates the truly wonderful results of this popular cleaner.

Feature it now for quick spring selling.

Guelph Soap Company
GUELPH, ONTARIO





**A True
Canadian Salt
Windsor
Table
Salt**
Made in
Canada
THE CANADIAN SALT CO., LIMITED

**This Will
Introduce
You To**

the new trade figure for Windsor Table Salt. Every advertisement deals with this happy, sturdy "Salt." It will grow to be a familiar character on the newspaper page.



**Don't
Guess**

You cannot go on choosing your fancy biscuit stock forever. You must choose the right one some time or quit. CARR'S Biscuits have been chosen by more successful grocers more times than any other make. There must be a reason. *Put in a stock right away.*

**CARR & CO. CARLISLE
ENGLAND**

AGENTS—Wm. H. Dunn, Limited, Montreal; Dunn-Hortop, Limited, Toronto; Hamblin, Brereton Co., Limited, Winnipeg, Man., and Vancouver, B.C.; T. A. MacNab & Co., St. John's, Newfoundland.

Vigorous Advertising For

the two leading Salts means money for every dealer who backs up the advertising with his window and counter display.

"Windsor" and "Regal" Salt

In addition to the "sailor" advertisements, a new and better series of advertisements than ever before has been prepared for Regal Salt. Watch for these ads.

THE CANADIAN SALT CO., LIMITED
WINDSOR, ONT.

See That Coupon?

IF that *same coupon* pointed to a \$50.00 bill, it would hardly be of more value than the message it will bring you if filled out and returned to-day. That coupon will show you how to turn your spare time into golden dollars. Better fill it out and send it to us, hadn't you? Don't allow this opportunity to get away.

When you have a spare hour or two, why not turn it into cash? That's exactly what our plan is for. It gives *any one* a big opportunity of making any spare moments produce results. One hour a day is easily good for an extra \$5.00 a week. Your earnings depend entirely on the amount of time you devote to the plan. That coupon is waiting *Right Here*. Better send it along.

TEAR IT HERE. MAIL IT TO-DAY.

The MacLean Publishing Co.
LIMITED
143-153 University Avenue
TORONTO ONTARIO

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

Gentlemen:—Do I understand that you have a plan that will turn my spare time into Dollars? If that's right—Rush full particulars. I'm interested.

Name.....

Address.....

Y & S STICK LICORICE

48 5c. Packages to Box



**The old-fashioned remedy
for Coughs and Colds**

For sale by leading Wholesale Grocers, Druggists and
Confectioners throughout the Dominion.

**NATIONAL LICORICE COMPANY
MONTREAL**



**THE
BEST of
BRANDS**

For your own protection you need to handle
brands of Canned Fish that are above suspicion.

CONCORD Norwegian Sardines

are packed from the finest freshly-caught autumn
fish, no hard, tough fish being packed in our
up-to-date, sanitary factory.

Only the highest grade oil is used, notwithstand-
ing the advance in price, and the fish are of
excellent flavor, mild cured and not too much
smoked.

24 to 28 fish go to the can, which will surely
please your most fastidious customer.

Order from your nearest wholesaler the brand
with the guarantee—CONCORD.

LIST OF AGENTS:

R. S. McIndoe, Toronto. Watson & Truesdale, Winnipeg.
Maritime Fish Corporation, Limited, Montreal. W. A.
Simonds, St. John, N.B. H. C. Janlon, Vancouver, B.C.

FROM COAST TO COAST

You can now obtain fresh supplies of

McVitie & Price's

HIGH-CLASS

BISCUITS

from the following appointed Agents:—

Nova Scotia: C. E. Choat & Co., Halifax, N.S.

Ontario: C. H. Cole, 33 Front St. East, Toronto
(Selling Agent).

Manitoba and Saskatchewan: Richards & Brown,
Ltd., James Street, Winnipeg.

Alberta: Campbell, Wilson & Horne, Ltd., Calgary;
Campbell, Wilson & Horne, Ltd., Lethbridge;
Campbell, Wilson & Horne, Ltd., Edmonton.

British Columbia and Yukon: Kelly, Douglas & Co.,
Ltd., Vancouver; Kelly, Douglas & Co., Ltd.,
Victoria; Kelly, Douglas & Co., Ltd., New
Westminster; Kelly, Douglas & Co., Ltd.,
Prince Rupert.

McVitie & Price, Limited
EDINBURGH and London

McVitie & Price of Canada, Limited
Vaudreuil St., St. Paul St. E., Montreal

BUY

STARBRAND

"Made in Canada"

**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

POTATOES

Car lots Alberta and British Columbia Potatoes.

BOUGHT AND SOLD.

INQUIRIES SOLICITED.

A. J. Macdonell & Company
CALGARY, ALBERTA

Helps Sales

PURITY is a profitable flour to handle. It is widely known—moves easily—satisfies the housewife—helps to make sales of other goods in **YOUR** store.

PURITY FLOUR

More Bread and Better Bread

WESTERN CANADA FLOUR MILLS CO., LIMITED

Millers to the People

33

LARGEST MAKERS IN THE WORLD

Tin Foll—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size,
color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

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

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road

LONDON N., ENGLAND

CANADIAN GROCER

Which Plan Pays You Best?

Selling the Housewife White Beans or selling Simcoe Baked Beans? Cut this out and stick it on your front door.

Madam—Try a Can of “Simcoe Baked Beans”—they are delicious. (No sorting, soaking, boiling, no salt, pepper, pork, or hot stove baking.)

Just say—“Simcoe Baked Beans.” They are a Canadian Product made for Canadians by Canadians.

Try them to-day.



Plain, or with Tomato or Chili Sauce

Dominion Canners, Limited
Hamilton, Canada