

**PAGES
MISSING**

CANADIAN GROCER

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

Vol. XXXII.

PUBLICATION OFFICE: TORONTO, MAY 3rd, 1918

No. 18

She appreciates Borden convenience

This convenience is one of the salient features of Borden's Reindeer Coffee and Reindeer Cocoa (with milk and sugar).

Instantly preparable by the mere addition of boiling water. And delicious enough to satisfy the most critical taste.

Remind your customers of Borden convenience and utility. You'll find the demand particularly strong during the Summer months. Campers, Cottagers, Picnickers and all manner of outing folk are particularly good prospects for the dealer well stocked with the Borden Products.

You know the six quality lines—Eagle Brand Condensed Milk, Borden's (St. Charles) Evaporated Milk, Borden's Reindeer Condensed Milk, Borden's Reindeer Coffee, and Borden's Reindeer Cocoa.

BORDEN MILK CO., LIMITED

Leaders of Quality

MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver



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

KING GEORGE'S NAVY

CHEWING
TOBACCO

Is Always a Dependable Repeater

First sales of King George's Navy are always the beginning of regular "repeats." The quality of this delicious chew, coupled with the aggressive consumer advertising consistently maintained keeps the dealer's stock moving rapidly.

Ask your wholesaler to ship you.



Rock City Tobacco Co., Ltd.

PROHIBITION BY THE BRITISH GOVERNMENT

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

MUNITIONS OF WAR

This regulation precludes our manufacturing (for the present)

BOTTLE CAPS

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

BETTS & COMPANY, LIMITED

1 Wharf Road LONDON, N., Eng.

Cable Address: CHECKMATE, LONDON

May 3, 1918.

CANADIAN GROCER

The H-O Company has arranged to promptly co-operate with the Food Controller for Canada.

NET WEIGHT OF CONTENTS, 12 OUNCES.

Co-operating with the Food Controller for Canada, we have increased the weight of "FORCE" and are substituting $33\frac{1}{3}\%$ Corn. The law prohibits coupons.

LICENSE NUMBER 2-029.

NET WEIGHT OF CONTENTS, 10 OUNCES.

Co-operating with the Food Controller for Canada—to save wheat—we now use Corn in the manufacture of Gust-o. The law prohibits giving toys.

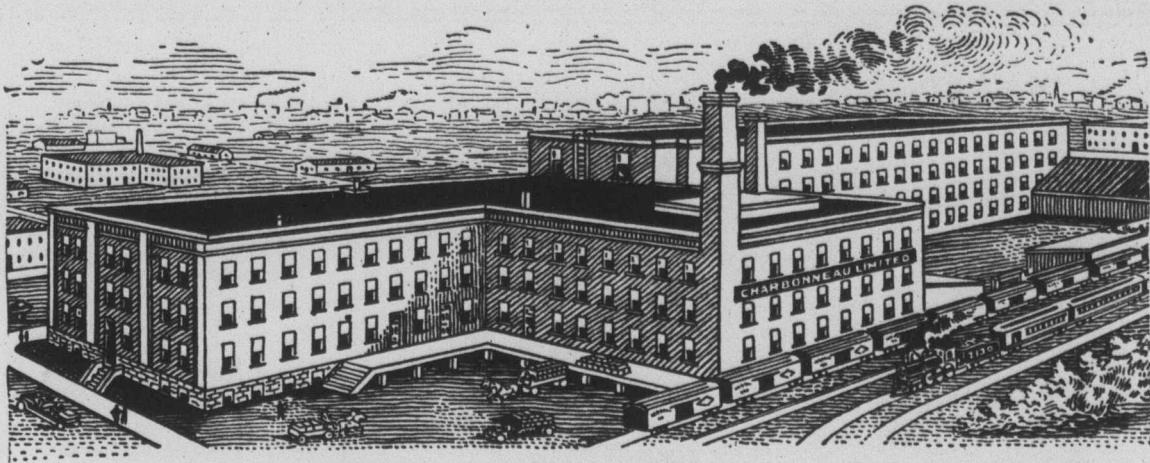
LICENSE NUMBER 2-030.

These labels will be used on our products and dealers throughout the Dominion can freely recommend and sell

"FORCE" and Gust-o
knowing that they comply with the law in every way.

The H-O Company, Hamilton, Ontario

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



IMPERIAL TABLE SYRUP

Another Charbonneau product and one that always repeats. Recommend it to your customers. Particular people prefer it. Write our distributors or to us direct but do it to-day.

CHARBONNEAU, LIMITED

MANUFACTURERS OF BISCUITS AND CONFECTIONERY, SYRUP REFINERS
MONTREAL

Distributors: Robt. Gillespie Co., Winnipeg and Vancouver. C. Morris & Co., C.P.R. Building, Toronto
Boivin & Grenier, Quebec City.

WETHEY'S MINCE MEATS

WHETHER IN

Bulk or Cartons

ARE THE

**Best Values on the
Market**

Order from your jobber



Your Customers

appreciate economical and sanitary stoneware packages. You cannot offer more attractive or more salable lines than those we manufacture.

A display in your store, a little suggestion—and the sale is made, giving you a good, wide profit margin.

Write to-day for complete list and price particulars.

The Toronto Pottery Co.
LIMITED

617-618 Dominion Bank Bldg.
King and Yonge, TORONTO

A GOOD LINE

There is a "want more" fascination in H. P. Sauce that is crowding the grocery stores, and H. P. is replacing the oldest ones on the best tables.

Brisk sales—liberal profit—in

H. P. SAUCE

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

Try it

You like to sell a line that moves quickly and profits you well.

Marsh's Grape Juice is a rapid seller and a profit-maker.

Ask us to send you a 5-case lot. Freight prepaid.

The Marsh Grape Juice Company
 Niagara Falls, Ontario

MacLaren Imperial Cheese Co., Ltd., Ontario.

Rose & Lafamme, Ltd., Montreal, Que.

A little investment that will lead to big profits!

To put a box of Cobban's Herb Tablets on your counter is a matter of a very small investment, but it may open the way to a new and large source of profit.

COBBAN'S HERB TABLETS

are being well advertised and meet with ready sale. They are a new and better form of the old reliable herbal remedy in the shape of tablets. They do what is claimed for them, consequently are good "REPEATERS." Will please your trade. Packed in counter display boxes of one dozen cartons. Sold retail at 25 cents a box of 50 tablets, and every box guaranteed. Your profit is liberal. Write for our dealer proposition and get some of the business.

Muncey Supply Co.
 Muncey, Ont.

Maclure & Langley, Toronto, Distributors for Ontario.
 Watson & Truesdale, 120 Lombard St., Winnipeg.

Distributors for Canadian North-West.
 Robert Gillespie Co., Vancouver,
 Distributors for British Columbia and Alberta.

TOBIN'S PEERLESS SOLDIERS' COMFORT BOX FOR OVERSEAS MAILING.

POSTAL REGULATIONS TO FRANCE FROM 1 to 3 1/2 lbs. 25¢ FROM 3 1/2 to 7 lbs. 32¢ LIMIT 7 lbs. TO ENGLAND 12 1/2 lbs. LIMIT 11 lbs.

J. TOBIN & SONS OTTAWA IMPORTERS & MANUFACTURERS

HIGH-GRADE SPECIALS IN OVERSEAS TRADE

Tobin's "Peerless" Overseas Mailing Boxes, etc., etc.

FRIENDS and RELATIVES know these boxes so well that they buy them in thousands every day. They have stood the test so many times, and brought back scores of souvenirs of the battlefield, that they have become a by-word of excellence, and nothing else will do.

They are the best mailing boxes on the market. They are "TOUGH AS LEATHER — LIGHT AS A FEATHER." Strongly recommended by our postal authorities, because they are so easily packed and examined if necessary. AND — the boys get these boxes. 2 sizes, France and ENGLAND.

Are you getting any of this trade, Mr. Merchant. If not, GET BUSY and write J. TOBIN & SONS, OTTAWA, ONT. They are keenly alive to your wants or enquiries, whether by mail, phone or wire. Circular for the asking, with other trench specialties.

J. TOBIN & SONS, Ottawa, Ont.

TOBIN'S PEERLESS SOLDIERS' COMFORT BOX FOR OVERSEAS MAILING.

POSTAL REGULATIONS TO FRANCE FROM 1 to 3 1/2 lbs. 25¢ FROM 3 1/2 to 7 lbs. 32¢ LIMIT 7 lbs. TO ENGLAND 12 1/2 lbs. LIMIT 11 lbs.

J. TOBIN & SONS OTTAWA IMPORTERS & MANUFACTURERS



"EVERY GRAIN
PURE CANE"

Woodside Refinery not destroyed

It has been reported from outside places that our refinery was destroyed by the great explosion on December 6th. This is not so; our new Refinery at Woodside escaped without injury.

Owing to transportation difficulties, many customers have been unable to get their regular supplies of Royal Acadia Sugar; however, supplies are now coming forward in larger quantities, and we trust that our customers will be able to get their usual supply of Royal Acadia Sugar—Highest Quality.

The Acadia Sugar Refining Co.

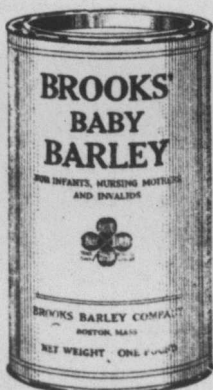
Limited
HALIFAX, CANADA

This is the barley

—that, because of its purity, freshness and high quality has won the endorsement of the highest Infant Specialists.

BROOKS' Baby Barley

Fast Seller. Good Profits. Satisfied Customers.



Order from your wholesaler.

THREE SIZES.

1/2 lb., per doz.	- \$ 2.30
1 " " "	- 3.80
3 1/2 " " "	- 11.50

Agents for Canada:

**Harold F. Ritchie
& Co., Limited**

TORONTO

Made by BROOKS BARLEY COMPANY, Boston, Mass.



The repeat selling that characterizes Wonderful Soap should warrant it a place in every Grocer's displays. Wonderful Soap always satisfies and there's a neat margin on every sale.

A Leader, "Crystal Soap Chips."

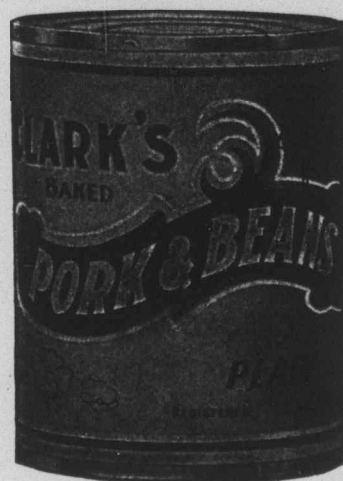
Guelph Soap Co.

Guelph, Ont.

In the face of the present stringent food regulations and the request to conserve certain foods for our allies, the choice of a meal is not always an easy matter.



If you advise
your customer
to keep a
supply
of



CLARK'S PORK AND BEANS

the difficulty is solved. They are
Always Ready. Always Welcome.

The Beans are the finest quality, the Sauce is delicious
and the Cooking is perfect.

THEY ARE BUSINESS GETTERS FOR YOU

W. CLARK LTD.

Clark's

MONTREAL

Lowering the Cost of Getting Orders

THEY were talking about the high cost of getting orders—were Brown and Jones. They were agreed on some things: train service was interfering with ability of salesmen to call on as many as formerly; hotel bills were adding heavily to the weekly expenses of salesmen; congested freight and express service was interfering with quick deliveries; salaries of men were going up; labor of all sorts, as well as materials, was becoming higher-priced.

Then Brown said: "I am giving a good deal of thought to the training of my salesmen. I am endeavoring to make them produce more business—to sell more goods, and to reduce the number of futile calls. I notice that they are giving much attention to this subject in the United States, and that in Canada some firms are paying serious attention to this matter of better salesmanship."

"What are you doing?" said Jones.

"Well, I haven't done a great deal so far, for I am in the initial stages of my studies. But one thing I have learned: it is that my men haven't been analyzing the causes of their failures to make sales. I can't blame them, for I myself haven't troubled myself to dig into this phase of the selling game. Now I am asking myself and my men—Why the failure to get the order?"

"I have discovered a good deal. One thing is that my men haven't known enough about the goods they took out to demonstrate them convincingly. This is largely our fault. So we are using time and printed matter to make our men know exactly what they have to offer.

"Another thing we have had impressed on us is that our men haven't been approaching their prospects always in the best way. They have been too keen to sell rather than to serve.

"I saw a thing the other day that is good—by a man named Casson. He said the average salesman's method was "Talk—Argue—Compel." As against this, he recommended: Listen—Agree—Oblige.

"What he means is that the salesman must get on the side of the buyer if he is to have best results. And so I am doing something to get my men trained to acquire the point of view of the man they canvass—this first. When a salesman postpones his sales talk until he has won the interest and attention of the prospect, he is in a much more favorable position to put across his proposal.

"I read recently an advertisement of the FINANCIAL POST in which it told of Frank Mutton, President of the International Business Machines Company, in which he said that he has subscribed to THE POST for each of his salesmen in order that they may be well informed about business conditions and affairs in Canada—this as an aid in making sales. The idea, I infer, is to make his men quick to get the point of view of the men they are to canvass—to become possessed of a kind and

amount of information which will enable them to make themselves interesting to prospective buyers of time-recording machines.

"Now, I have known Mutton for many years—known him to be a super-salesman. In subscribing to THE POST for his salesmen, I saw one of his methods—secrets, if you like. So I got THE POST myself to see how my men could make use of it for the same objects.

"I have subscribed to THE POST for 4 months at the cost of a dollar per salesman, and I have been having my men report to me in writing just how they are finding THE POST useful to them. They read THE POST with one question uppermost: What item or article in this issue can be used by me to help me make sales?"

"I want to tell you, Jones, that I am delighted with the experiment. The minds of my men have been stimulated. They are "cashing in" on what they read. They relate certain items or articles to certain prospects, and they are approaching their customers with greater confidence, greater art, and with more persistency, born of a surer knowledge of how our product is worth the other man's consideration and purchase.

"My men are bringing in more business, and this offsets the increasing costs of going after business."

A VERY suggestive conversation, is it not? The point of its reproduction here: If you think the idea put into operation by Brown (and Mutton who is paying for 50 subscriptions for men in his employ) is worth your consideration, then investigate THE POST for yourself. Instruct us to send THE POST to you that you may investigate it from the angle—What is there in this paper that my men can use to help them "get next" their prospects with a view to making more sales and in quicker time?

So we suggest to you that you sign the coupon below.

Just what does the FINANCIAL POST aim to do? The answer is: It gives business men information about every important happening in every part of Canada as this happening relates to Business. It follows the various listed and unlisted securities, and gives each week clear and accurate and up-to-the-minute information about them. It tells about the movements and influences affecting such groups of investment interests as Iron and Steel, Textiles, Milling, Pulp and Paper, Transportation, and so on. It has numerous contributed articles of first-class interest and importance. It contains much personal matter—notes and sketches about men of influence or position in the public eye whose doings or sayings have relation to Business. Withal, THE POST is extremely readable. It is edited and prepared by trained journalists—the highest-priced staff of men on any publication in Canada. All this makes THE POST a "different" paper, and a good one. The subscription price is \$3.00 (52 issues—Saturdays); or 4 months for one dollar.

The MacLean Publishing Company, Ltd.,
143-153 University Avenue, Toronto.

Send me THE FINANCIAL POST (weekly, every Saturday). Subscription price of \$3 will be remitted on receipt of invoice in the usual way. Have addressed to

McCormick's JERSEY CREAM Sodas

Quality Sells Quantity

McCormick's Jersey Cream Sodas have broken all records in Biscuit popularity, and the demand is steadily increasing. This widely-advertised, trade-marked staple is one of the most profitable lines you could carry.

McCormick's Jersey Cream Sodas contain more actual food value than white, brown, graham, whole wheat or rye bread. Mention this fact to your customers, and it will lead to more sales—and profits for you.

The McCormick Manufacturing Co., Limited

General Offices and Factory: London, Canada. Branch Warehouses: Montreal, Ottawa, Hamilton, Kingston, Winnipeg, Calgary, Port Arthur and St. John, N.B.

Makers also of McCormick's Fancy Biscuits.



MADE IN CANADA

Taylor & Pringle Co.

Limited

OWEN SOUND, ONTARIO

MANUFACTURERS OF

Pickles, Catsup, Sauces,
Vinegar, Cider, etc. Queen
Quality Pickles, Universal
Fruit Sauce, Paragon
Pickles, Catsup Relish.

*Taylor & Pringle's Products are
Good Products.*

CANADIAN DISTRIBUTORS:—The MacLaren Imperial Cheese Co. Ltd., Ontario, Quebec and the Maritime Provinces. Maclure & Langley Ltd., Western Provinces. Ed. Cutmore, Brantford. Fearman Bros., Hamilton.

HEINZ

Canadian-American Food Products.

57 VARIETIES

Canadian Factory,
Leamington, Ont.

Principal Factory,
Pittsburgh, U.S.A.

Distributing Warehouses in Canada:
TORONTO MONTREAL

Canadian Distributing Agencies:

Halifax
St. John
Quebec
Ottawa
Winnipeg
Edmonton
Lethbridge
Calgary
Fernie, B.C.
Moose Jaw
Saskatoon
Vancouver
Victoria

John Tobin & Co.
Baird & Peters.
J. B. Renaud & Co.
Provost & Allard.
The Codville Co., Ltd.
The A. Macdonald Co.
The A. Macdonald Co.
Simington Co., Ltd.
Western Canada Wholesale Co.
The Codville Co., Ltd.
The Codville Co., Ltd.
Kelly, Douglas & Co.
Kelly, Douglas & Co.

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

Bristol, Somerville & Co.

(Formerly Geo. E. Bristol & Co.)

Hamilton

Due to the embargo on Broom Corn it is quite hard to keep stocked up on brooms. We have a good selection. See our travellers.

Bristol, Somerville & Co.

The time it takes to make a Gold Dust sale is the time it takes to reach the shelf and ring your register



MADE IN CANADA

THE N.K. FAIRBANK COMPANY
LIMITED MONTREAL

Let the GOLD DUST
TWINs do your work.



Furnivall's

FINE
FRUIT
PURE JAM

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto; H. J. Sykes, 736 Egin St., Ottawa, Ont. Montreal—Geo. Hodge & Sons, Limited. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta. — MacLaren Imperial Cheese Co., Ltd. Saskatoon—The H. L. Perry Co., Ltd. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

Know when you sell Furnivall's Jams that their quality is as good as selected fruits and experienced manufacturing methods can make them. Dealers selling the Furnivall Lines will tell you how very excellent they are, how they satisfy particular customers. They're good profit-makers, too.

FURNIVALL NEW, LIMITED
Hamilton - Canada

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

THIS IS THE WAY WE HELP GROCERS

In all Sun-Maid magazine advertising we tell women how to improve plain foods with Sun-Maid Raisins. We tell them to buy the raisins at grocery stores. We tell this to millions every month. So it pays to keep Sun-Maid Raisins on display.

SUN-MAID RAISINS



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

California Associated Raisin Co.

Membership, 8,000 Growers
Fresno, California

Quick money-making sales



Your customers will quickly perceive the unusually attractive value in every tin of Babbitt's Cleanser.

Babbitt's is a money-maker—a big customer pleaser and a sure repeater.

Premiums for Trade Marks.

Wm. H. Dunn Limited, Montreal

General Representatives for Canada

**DUNN-HORTOP, LIMITED, TORONTO,
SPECIAL AGENTS**



A True Canadian Salt

—and true to the trade—because it puts every dealer on the same plane.

Windsor Salt is sold only through wholesalers and jobbers—and all retailers pay the same prices. There are no special discounts or secret rebates.

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

FRED COWARD

402 SPADINA AVENUE, TORONTO.

Phone College 3506

"Lightning" Coffee Essence, in 8-oz. square stoppered bottles. Packed in 3-dozen shipping cartons.

Price, \$2.65 per dozen

Special Grain Ground Rice, Standard Brand. 10-oz. net weight cartons.

License No. 2-063. Price, \$1.10 per doz.

Horse Radish Mustard. 10c fancy glass jar, screw top. Packed 3 dozen shipping cartons. Price, 90c dozen

John Bull Thick Sauce, in 8-oz. square stoppered bottles. Packed in 3 dozen shipping cartons. Price, \$1.85 dozen

Worcester Sauce, in 6-oz. round stoppered bottles. Packed in 4 dozen cartons. Price, \$1.40 per dozen

Freight paid on one gross upwards in Ontario.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES.

MANITOBA
SASKATCHEWAN

*Wholesale Grocery Commission
Brokers*

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

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

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

When answering
Advertisements please mention
Canadian Grocer

MANUFACTURERS:

Do you require first class representation?
Write us. Satisfaction guaranteed.
GEO. W. GRIFFITHS & CO., LTD.
Manufacturers' Agents and Commission
Brokers

402 Chamber of Commerce
Winnipeg - Manitoba

The Canada Nut Co., Limited

*"Specialising in Shelled Peanuts."
Large stock always on hand.*

VANCOUVER, B.C.



Make this house your Western Headquarters

This is the home of the Scott-Bathgate Company—an organization equipped with every facility for getting you the kind of results in the Western Markets that you are seeking. We cover the entire Western Wholesale and Retail field. Nine of our men do retail work exclusively. If quick, sure returns interest you, write now for full particulars.

SCOTT-BATHGATE CO., LTD.
149 Notre Dame Ave. E., WINNIPEG

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WHOLESALE GROCERY BROKERS

*Manufacturers' Agents
Commission Merchants*

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

Est. 1907. Write us.

Correspondence Solicited.

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

THE
Robert Gillespie Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MANFS. AGENTS,
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

C. H. GRANT CO.
Wholesale Commission Brokers and
Manufacturers' Agents
1206 McArthur Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.

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.

WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents.

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

120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distri-
bution

MANITOBA SASKATCHEWAN ALBERTA BRITISH COLUMBIA

TO MANUFACTURERS AND SHIPPERS

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

DONALD H. BAIN Co.

WINNIPEG
Head Office

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

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

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ONTARIO

DRIED AND EVAPORATED APPLES.

Apple Waste and Chops, Specialties

H. W. Ackerman

BELLEVILLE

ONTARIO

Maclure & Langley, Limited

Manufacturers' Agents

Grocers, Confectioners
and Drug Specialists

12 FRONT STREET EAST TORONTO

TO Manufacturers' Agents

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

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

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

Canadian Grocer
143-153 University Ave.
TORONTO

W. F. ELLIOT

Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)

FORT WILLIAM, ONT.

Established 1909.

**This Space is Yours
For \$2.50**

On Yearly Order

W. G. PATRICK & CO. Limited

Manufacturers' Agents
and Importers

51-53 Wellington St. W., Toronto

WANT ADS.

If you want a buyer for your business, or have a situation to fill, or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

TRY IT OUT

W. G. A. LAMBE & CO. TORONTO

Established 1885

SUGARS

FRUITS

LOGGIE, SONS & CO.

Merchandise Brokers and
Manufacturers' Agents

Grocery, Drug and Confectionery Specialties.

"We cover Canada 3 times a year."

Foy Bldg., 32 Front Street W.
TORONTO - - ONTARIO

EL ROI-TAN PERFECT CIGAR

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

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QUEBEC

Complete Trade Connection.

JOHN E TURTON

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

G. B. MacCALLUM & CO.

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

ROSE & LAFLAMME LIMITED

Commission Merchants
Grocers' Specialties,
MONTREAL TORONTO

H. D. MARSHALL

Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

Oats—Peas—Beans—Etc.

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

FREEMAN and SHEELY

WHOLESALE GROCERY BROKERS
St. Nicholas Bld. - Montreal

MARITIME PROVINCES

C. B. HART, Reg.

Montreal, P.Q.
Grocery and Chemical Brokers
Commission Agents

Do you require representation in New Brunswick?
Schofield & Beer, St. John, N.B.
Commission Merchants
Agents for: Acadia Sugar Refining Co., Ltd., Halifax, N.S.; W. C. Macdonald, Regd., Montreal, P.Q.

Gaetz & Mosher

MANUFACTURERS' AGENTS AND GROCERY BROKERS
P. O. BOX 145 HALIFAX, N.S.

NORWEGIAN SARDINES (STYLED SMOKED SILD) **NOTHING LIKE IT! NO BONES! ALL MEAT!**

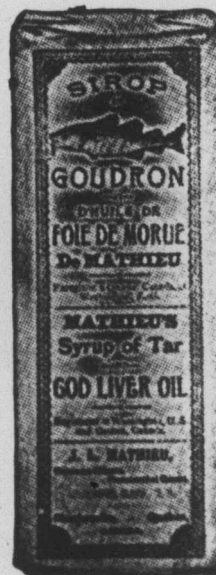


A/3 NORWEGIAN CANNERS' EXPORT OFFICE
Stavanger (Norway)
Apply: STANDARD IMPORTS, LIMITED, Montreal

Recommend these profit makers

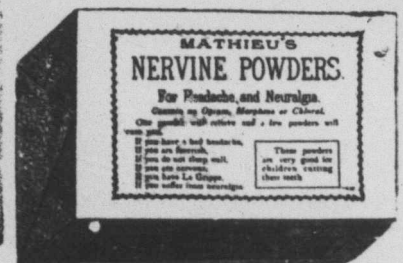
Direct your customers' notice to the fact that you sell and recommend the two widely known health sustainers.

Mathieu's Nervine Powders and Syrup of Tar

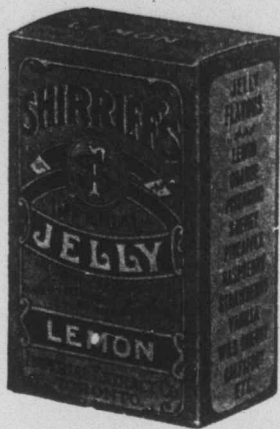


The excellent results that the Mathieu lines always produce will mean extra profit for you through an increased turnover — and regular repeats. Keep the Mathieu lines displayed.

J. L. MATHIEU
COMPANY, Sherbrooke Quebec



“On again! Off again! Fine! Again!”



On your shelves, off again—that is the way with these Shirriff ready-sellers. For they make desserts which combine delicious flavor, attractive appearance and economy of both time and money for the busy housewife.

Shirriff's

Jelly Powders

afford a complete line of fruit flavors, including lemon, orange, pineapple, strawberry, raspberry, etc.

Start with a case or two now and remind your customers what splendid desserts Shirriff's make—they won't linger on your shelves. We supply handsome window material to hasten turnovers. Write to-day.

Imperial Extract Company, Toronto

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

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

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



The Tea of the Hour:

**Easy to sell—Economical to use.
Already weighed and packaged—
Saves grocers' time. Quality and
satisfaction guaranteed.**

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

VANCOUVER, B.C.



**We are offering the best value
in Rice on the Canadian
market to-day.**

PROF. JOHN M. SMITH of Grinnell College

Writes from the trenches:

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

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

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

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

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

Write

Edmund Littler

169 William Street, Montreal, Quebec

for particulars and advertising matter.

THE NEW APPETISER

Delicious Flavour

SAVORA



Delicate Aroma

SAVORA

Made by J. & J. Colman, Ltd., London, England, with Colman's D.S.F. Mustard.

Therefore, Savora can be recommended to your customers without hesitation as the best Mixed Mustard packed.

In large glass jars to retail at 35c In small glass jars to retail at 20c

Let us send you a case of each

MAGOR, SON and COMPANY, LIMITED

191 ST. PAUL ST. W., MONTREAL

Canadian Agents

30 CHURCH ST., TORONTO

Every user advertises OCEAN BLUE by recommendation, and every packet you sell advertises your store as the place "where you can buy"

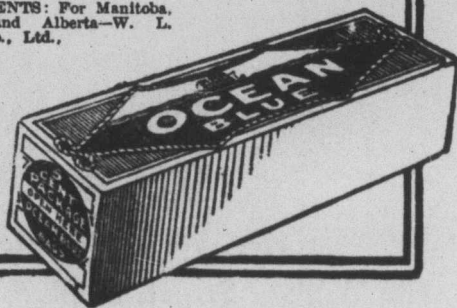
OCEAN BLUE

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED.

The Gray Bldg. 24-26 Wellington St. W. Toronto

WESTERN AGENTS: For Manitoba, Saskatchewan and Alberta—W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon—Creese & Ivory, Rooms 5 and 6, Jones Block, 407 Hastings Street W., Vancouver, B.C.



Summer Salad making will increase the demand for

THE TWO ROYALS

Although ROYAL SALAD DRESSING and ROYAL MAYONNAISE are good year-round sellers, the demand grows bigger and stronger during the warm weather months. For hot weather dishes ROYAL SALAD DRESSING is unmatched, while for dressing those delicious Fruit Salads ROYAL MAYONNAISE has no equal whatever.

You would do well to keep the two Royals well displayed.

Sell them with your best guarantee.

The Horton-Cato Mfg. Co.

Limited

WINDSOR, CANADA

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

CANADIAN GROCER

Vol. XXXII.

TORONTO, MAY 3, 1918

No. 18

Drastic Action re Sugar and Flour

Definitely Limits Supplies That May be Held by Manufacturer, Wholesaler and Retailer, and Amount Consumers May Have in Their Possession—Infringements Mean Confiscation of Stocks and Heavy Fines—General Trend of Orders

TO provide for the usual increased demand for sugar in the canning season, in the case of sugar, and to face the world demand for wheat products in the case of flour, the most serious restrictions that have yet been promulgated by the Canada Food Board were recently made public.

It is a well known fact that there is not at present in Canada sufficient supplies of wheat to assure a supply of flour till the next harvest under the present rate of consumption. Similarly the tonnage problem has made the sugar situation so serious that there are practically no reserves at the refineries to meet the increased summer demand. To meet these serious situations these stringent regulations have been imposed.

The two orders are practically identical in the terms that most definitely affect the retailer.

They provide as follows:

No More Than Fifteen Days' Supply for Consumer

The order provides that no person, with the exception of manufacturers

of flour, bakers, confectioners, wholesale or retail dealers, or persons living at a greater distance than two miles from a licensed dealer, shall hold, or have in his possession or under his control, more flour, made wholly or in part from wheat, than is sufficient for his ordinary requirements for a period not exceeding 15 days.

Anyone living at a distance greater than two miles and less than five miles from a licensed dealer, may hold or control flour made wholly or in part from wheat up to an amount sufficient for his ordinary requirements for a period not exceeding 30 days.

Anyone living at more than five and less than ten miles from a licensed dealer may have sufficient for his ordinary requirements up to 60 days, while a person living more than ten miles from such dealer may have sufficient for his ordinary requirements for a period up to 120 days.

Flour, Sixty Days' Supply

Any wholesale or any retail dealer

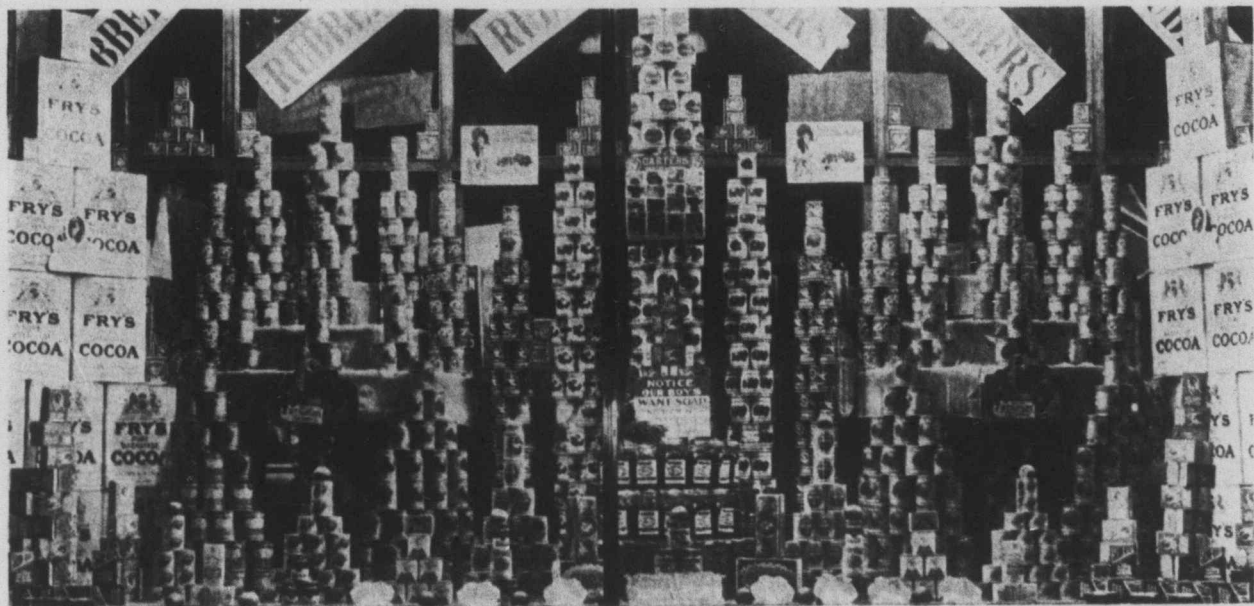
licensed by the Canada Food Board may not hold flour made wholly or in part from wheat in excess of a quantity sufficient for his ordinary trade requirements for a period exceeding 60 days.

Sugar Must Not Exceed 45 Days' Supply

The regulation regarding sugar parallels this save in the last clause. Manufacturers, wholesalers, or retailers may not have more sugar than is required for a period exceeding 45 days.

In the case of sugar if proceedings under this order are instituted at the instance of any municipality the fine will be paid to the municipality's treasurer. When a fine is imposed as a result of proceedings instituted by any provincial officer it shall be paid to the provincial treasurer.

The Act provides for the seizure and forfeiture of sugar held in excess of the quantities prescribed under the order, with a penalty for violation that shall not be less than \$100 and may run as high as \$1,000, or to imprisonment for



A spring window display featured by the W. H. Stone Co., Winnipeg, that draws attention to many lines in a striking and effective way.

a period up to three months, or both fine and imprisonment.

Illegal to Feed Wheat Products to Stock

In the case of flour the regulations are still more drastic. They go on to state that:

On and after May 1st it will be illegal to feed or permit feeding of milling wheat or any other product thereof except bran and shorts to live stock or poultry, or to permit such feeding.

It will be illegal, moreover, knowingly to sell the same to be used for such prohibited purposes.

It is provided, however, that where wheat has been grown, together with other grain, and cannot be separated from it for milling purposes without undue cost, such mixture, provided it does not contain more than 25 per cent.

of wheat may be purchased or sold or used for the feeding of poultry.

No person shall grind any milling wheat or mixture of milling wheat with other grain for the purpose of making feed for live stock.

Reports Must be Made

Any person holding or having under his control flour made wholly or in part from wheat, in quantities greater than are provided in the order, must forthwith return such flour to the miller or dealer from whom it was purchased, and such miller or dealer must accept if it be in good condition, and pay for it at the purchase price or the market price on April 20th, 1918, whichever be the lower.

Every dealer in wheat flour must report forthwith to the Millers' Committee, 178 Queen Street, Ottawa, the quantities

of flour held in excess of his requirements for sixty days, and must give the name of the miller manufacturing such flour, the brand, date of purchase, price paid, and the dealer's requirements for the months of May, June and July. Upon receipt of this information the Millers' Committee is required to notify the miller who manufactured such product, and the latter shall then be required to purchase such flour at the price paid by the dealer or the market price on April 20, 1918, f.o.b., the dealer's station, whichever price be the lower, or to dispose of it in such a manner as the Canada Food Board may direct.

The violation of any of the provisions of the order makes the offender liable to a fine of from \$100 to \$1,000 or imprisonment for a period of about three months, or both fine and imprisonment.

Regulations to Conserve Necessities

Regulations Will Mean a Change in the Character of Fancy Biscuits—Some Manufacturers Already Preparing—Candy, Ice Cream and Cake Also Affected

IN addition to the regulations governing the sale of sugar and flour, noted on a preceding page, other regulations looking toward a further saving in sugar and shortening have been announced by the Food Control Board. Among those most directly affected will be the candy manufacturers, and the makers of ice cream biscuits and cakes.

The candy manufacturers are restricted to 50 per cent. of the monthly average of last year's consumption of sugar. The manufacturers of biscuits and confectionery are limited in the proportion of ingredients used, and the manufacturers of ice cream are limited to the use of 10 per cent. of fats, and are also restricted in the amount of sugar they may use per gallon.

Not only do these regulations apply against the manufacturer, but after a given date it is made unlawful for anyone to dispose of any goods not complying with these regulations, so that there are two checks on the law.

Biscuit Manufacturers Preparing for Change

While manufacturers have not as yet definitely decided what they will do to meet the changed conditions they will entail some material changes in the character of the output. One large biscuit firm has decided to do away entirely with some of their lines, and to develop a grade of biscuits having a lesser content of sugar, and they are at present experimenting with this end in view. There is every likelihood that all manufacturers of this line will be compelled to eliminate some of the sugar centred and iced varieties. Candy makers, too, have in some instances indicated their intention to change the form of some of their products, and go in more extensively for nut candies, and those made with

fruit and fruit extracts to replace a proportion of sugar.

Unquestionably these are far-reaching regulations, and may be expected to entail a good deal of hardship on the manufacturers. There seems to be no help for it, however, and the manufacturers are taking the matter with equanimity.

The regulations on these matters read in brief as follows:

Will Affect Biscuit Manufacturers

They provide "That on and after June 1 no person in Canada shall use in the manufacturing for sale, of biscuits, cakes or sweet dough biscuits more than 80 per cent. standard wheat flour. A single exception is made in the case of soda biscuits, in which the proportion may be as high as 90 per cent.

On and after May 1 it will be illegal to use more than 100 pounds of cane sugar and 40 pounds of shortening to 200 pounds of flour and substitutes, in the manufacture of any biscuit product. Similarly, not more than 100 pounds of cane sugar and 60 pounds of shortening may be used to 200 pounds of flour and substitutes in the manufacture of fruit cake, pound cake, layer, wine, sponge, or any other kind of cake not expressly prohibited by the order. Not more than 25 pounds of cane sugar and 15 pounds of shortening may be used with 200 pounds of flour and substitutes in the manufacture of any sweet dough products.

Pastry and Cake Affected

"On and after June 1st, it will be illegal for any manufacturer in Canada to offer for sale any of the products enumerated above, if they contain a larger proportion of standard flour, cane sugar or shortening than the amount prescribed.

"The manufacture for sale of the following products will be illegal on and after May 1st:

"French or puff pastry, doughnuts or crullers, Scotch shortbread or cake, fancy almond macaroons or like products containing more than 50 per cent. of cane sugar; marshmallow containing more than 20 per cent. of cane sugar to a 60-pound batch of marshmallow; cakes, or biscuits having on the exterior products made wholly or in part of cane sugar, or filled

with products of cane sugar, or with shortening, except jam, jellies, or pure or evaporated fruit.

"After June 1st, no manufacturer in Canada will be permitted to sell or offer any of these products for sale.

Ice Cream Quality Changed May 1

"On and after May 1st it will also be illegal for any person to use in the manufacture of ice cream more than 10 per cent. of fats, whether of animal or vegetable origin, or more than six pounds of cane sugar to eight gallons of ice cream.

No Flour to be Used in Candy

"On and after the same date it will be illegal to use wheat flour in the manufacture of candy, candy being defined as any solid products of sugar, including taffy or toffy, either alone or in combination with flavoring and colored matter, and shall include chocolate cream and all connections with chocolate except solid chocolate products.

"Every manufacturer of candies is required to file with the Canadian Food Board a sworn statement of the quantities of cane sugar and wheat flour used in the manufacture of candy, from April 1st, 1917, to March 31st, 1918, and the quantity of cane sugar on hand on May 1st, 1918, during the period from May 1st to Aug. 31st, both these inclusive. Between these dates no manufacturer in Canada can use per month for the manufacture of candy more than 50 per cent. of the average monthly quantity of cane sugar used by him during the year ending December 31st, 1917."

COMMUNITY CANNING KITCHEN PROPOSED

There is a likelihood of the establishment in Guelph during the coming season of a community canning kitchen to be under the management of the Department of Agriculture. It will be used for purposes of canning all surplus fruit and vegetables for use overseas. The equipment will be furnished by the department, and after the work is done it will be left for the use of private parties who desire to do their canning.

Tariff Changes in Tea, Coffee and Tobacco

Budget Plans Add to the Cost of Several Important Grocery Lines—Income Tax Change Will Also Affect Many—Rumored Tax on Business Paper is Not on the List

IN the budget speech presented to the House on Tuesday afternoon by the Hon. A. K. MacLean there are several points of interest to the grocer. The change in the income tax exemption from \$1,500 to \$1,000 in the case of a single man and from \$3,000 to \$2,000 in the case of a married man will affect a large number of grocers. This is not as immediate however as the changes in the tariff. All of these tariff changes directly affect the grocer as they are all on lines handled by the grocery trade. Tea has been increased in price by the imposition of a tax of 10 cents a pound. This will unquestionably mean the addition of this amount to present prices as there is no percentage of margin in any of the distributing agencies capable of absorbing even a minor part of this charge.

The charge on coffee is 5 cents a pound for green coffee and 8 cents a pound for roast coffee under the British preferential tariff. This will probably affect about 5 per cent. of the coffee consumed in Canada as about that amount is imported from British possessions. It may also have a tendency too to stimulate trade from these sources. The intermediate and general tariff on green coffee is 7 cents and on roast coffee 10 cents. All coffee extracts and substitutes come under the same regulations as the coffee itself.

In chicory, a product used in many cases in conjunction with coffee and a component part of many grades of coffee on the market at present, the tax rate is the same as for coffee itself.

On manufactured tobaccos the excise duty has been increased from 10 to 20 cents a pound, on cigars \$5 to \$6 per thousand, on cigarettes from \$3 to \$6 per thousand. Native raw leaf increases from 28 to 40 cents a pound, foreign leaf is increased from 42 to 60 cents a pound. In addition to the tax on native leaf referred to there is an excise duty on growers of 5 cents a pound. The grower may exempt from this charge sufficient for his own use.

The tax of 1c per hundred on matches too is one that will definitely affect the grocer.

2½ Per Cent. Also Increases

The charge against beverages manufactured from malt, rice or corn, that is some instances are handled in the grocery store have been increased from an aggregate tax of about 25 per cent. to 40 per cent.

In all the tariff changes there is only one item that does not affect the grocer, the tax on moving picture films. This he shares only equally with all mankind. There has long been a rumor to the effect that there would be a tax of one per cent. on all business papers in value

over a dollar. That would have taken in practically all business statements. There is however in the budget as given out on Tuesday no suggestion of anything of the kind.

LICENSE TIME ENLARGED TILL JUNE 1

Ottawa, May 1.—By order of the Food Controller, the time for the enforcement of the following retail licenses has been extended till June the first:

Retail grocers, butchers, bakers, produce merchants, flour and feed merchants, fruit and vegetable dealers and fish dealers.

It is merely a matter of increased prices on a few of the important items in the stock of the grocery store. Every merchant knows that any increase now is burdensome enough, but these changes hardly come as a surprise. They have been more or less expected at every presentation of the budget, and it was generally realized that they would probably be imposed at this time. The actual changes in the tariff read as follows:

Tariff	British preferential tariff.	Intermediate tariff.	General.
24. Chicory, raw or green, per pound	5c	7c	7c
25. Chicory, kiln-dried, roasted or ground, per pound	8c	10c	10c
25A. Coffee, extract of N.O.P. and substitutes thereof of all kinds, per pound	9c	12c	12c
26. Coffee, roasted or ground and all imitations thereof and substitutes thereof, including acorn nuts, N. O. P., per pound	8c	10c	10c
27. Coffee, roasted or ground, when not imported direct from the country of growth and production, per pound	8c	10c	10c
28. Coffee, green, imported direct from the country of growth and production and green coffee purchased in bond in the United Kingdom, per pd.	5c	7c	7c
28A. Tea imported direct from the country of growth and production and tea purchased in bond in the United Kingdom, per pd. When in wrappings, cartons or other packages weighing five pounds or less the weight of the wrappings, cartons or other packages to be included in the weight for duty.	10c	10c	10c
29. Coffee, green N. O. P., per pound	5c	7c	7c
29A. Tea, N. O. P., per pound. When in wrappings, cartons or other packages weighing five pounds or less the weight of the wrappings, cartons or other packages to be included in the weight for duty.	10c	10c	10c

TOBACCO, ETC.

143. Cigars and cigarettes, the weight of cigars to include bands and ribbons and weight of cigarettes to include the paper covering, per pound	\$4.10	\$4.10	\$4.10
144. Cut Tobacco, per pound	95c	95c	95c
145. Manufactured tobacco, N. O. P. and snuff, per pound	90c	90c	90c

BEVERAGES.

147A. Beverages in the manufacture of which malt, rice or corn is used when containing not more than 2½ p.c. of proof spirit...	25 p.c.	40 p.c.	40 p.c.
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WHOLESALE GROCERS OF MANITOBA AND SASKATCHEWAN ELECT OFFICERS

The Manitoba and Saskatchewan Wholesale Grocers' Association held its annual meeting in Regina, Friday, April 19, officers being elected as follows:—President, S. C. Burton, Regina, vice-president, O. Marrin, Winnipeg; secretary, A. E. Burns, Winnipeg; executive committee, Messrs. Miller, Saskatoon; H. G. Smith, Regina; Jones, Moose Jaw; Wilson, Winnipeg; Calhoun, Regina, and Rankin, Brandon.

H. Bruce Gordon, president of the Codville Company, Winnipeg, was in the chair. Mr. Gordon has been president of the association for twelve years, announcing his retirement from the office at the Regina meeting.

Mr. Stocks, president of the Canadian Cannery, Limited, of Toronto, and Mr. Lumbers, a director of the company, were present, and explained the work of the packers in the East. The wholesalers during their convention discussed matters of internal operation, conditions arising out of the orders of the Food Board, licensing, freight rate classifications, and changed conditions brought about by the war.

ALL PURCHASES ON "CASH" BASIS

The Retail Grocers' Association of London, Ont., has asked the Canada Food Board, as a war measure, to make it compulsory that all purchases of groceries and other foods be on a cash basis. Reasons advanced are that the public are more extravagant in purchasing under the credit system; it encourages the purchase of luxuries; cash customers have to pay a share of losses sustained by merchants doing business on credit basis; consumer is paying higher prices for credit.

MAY PARCEL SUGAR BEET SEED

"If there is sufficient demand for it we will be glad to put sugar-beet seed on the market in packages," says one of the heads of a large seed firm. It is understood that the Government is prepared to issue sugar-beet seed.

The public is warned against buying packages of seed marked "Sugar-beet," a term applied to the mangold wurtzel and therefore not used by the seedsmen with the intention of deceiving. The seed found in packages and marked thus produces a very fine brand of cattle feed but not the species of beet-root required.

British Trade in Canada After the War

Old Country Firms in Jams, Etc., Who Had Business Connections Here Prior to Embargoes Give Their Views on Future Expansion of Export Trade.

LONDON, Eng., April 1—(Special)—British manufacturers who prior to the war had their lines on the Canadian market to a lesser or greater extent have been asked by our London office their plans for re-establishing trade here when peace comes.

The war has naturally increased the home demand for nearly all lines.

The army itself has consumed enormous quantities of all kinds of biscuits, jams, condiments and confectionery.

In addition to this the demands have been swollen because of the increased area of distribution. In normal times the grocers carried the stock; now not only grocers but canteens, hospitals and navy and army stores, etc., have to be stocked, and it is highly probable that if the actual goods held by all distributors were known it would be found that the quantities are not far below the supplies held by the retail grocers in normal times.

The very great number of overseas soldiers has naturally helped to increase the demands.

The net result is that manufacturers generally appear to think that the home demand after the war will more than keep them fully engaged. This will certainly be so in the early stages of peace but it will probably be found that production will overtake the home demand much earlier than some of them now appear to think possible.

Much, of course, depends on supplies of raw materials and tonnage.

The individual opinions of the leading manufacturers of jams, marmalade, etc., are:

"British manufacturers hope that they will be in a position to recover their export trade all over the world when once the war is over, and more especially to increase their trade with British colonies and Dominions. Unfortunately it is still too early to contemplate any active policy in such lines as biscuits, jams and marmalade, the export of which is prohibited and likely to remain so until the food question in the British Isles is very different from what it is to-day. It will, further, be necessary to wait for the restoration of the mercantile fleet before the export trade in anything except important raw materials can be considered. Whether this will drive British manufacturers to establish factories of their own in the leading export markets, only time can show, but from what we know of leading firms, we do not think they will be kept back by any lack of enterprise, and will tackle the problems in a businesslike way as soon as it is possible to foresee future events."

"Conditions that will obtain after the war are so uncertain, that it is impos-

sible for us to make any statement at the present time."

"We fear that the outlook is so uncertain, that it is impossible for us to state, with any degree of certainty, our intentions in Canada for after the war. We may say, however, that our interests are being closely watched throughout that market, as we are fully represented in each province from East to West."

"Our view of the matter is that after the war, the stocks in Great Britain will have been so greatly depleted that the British manufacturers will have their work cut out to satisfy the home demands. Another point to be considered is that the Canadian manufacturers have made such rapid strides during the past two or three years that in all probability after the war they will be easily able to cope with the demands of their market. This, of course, is our personal opinion and we give it to you for what it is worth."

"We hope soon after the termination of the war to put our various manufactures on the Canadian market."

"We are not likely to aim at doing Canadian business immediately after the war."

"We think it is yet too early to make any statement on this matter."

"We shall certainly be prepared and anxious to push all those goods such as jams, marmalade, sauces, pickles and candied peels, in Canada, as soon as the war is over, and we are again able to deal with the export trade. We may say that we are looking forward to getting in touch with our Canadian friends once more."

"It is perfectly evident that it will be highly necessary for firms in this country to get as many outlets as they can whenever supplies are available and we shall be much mistaken if there is not a great campaign in all the export markets available when the time comes, but in the present condition of matters it is very difficult to forecast anything, and at the most our position is a 'great hope.'"

"At the present time the demand for home consumption is so abnormal we feel reluctant to commit ourselves in regard to the future."

"For five or six years preceding the war, we were very much interested in Canadian business and especially in the far West. We were, during 1911, to 1914, shipping full carloads of nearly all our commodities, principally a high class grade of jams. Previous to the outbreak of war there appeared to be an over-production of preserves in England and with the increased production in Canada by various jam firms we con-

cluded that it would be extremely difficult to continue shipping jams from England, although we believed that for the particular grade of goods we were shipping that a certain high class trade would always exist, and on this account a director made a trip as far as Vancouver in the spring of 1914 and came back with quite a large quantity of orders, a few of which were shipped but the bulk of them were not executed on account of the prohibition of exports of most of our lines. We shall in all probability wish to re-open the trade that we were doing but we fear it is as yet too early to commence making arrangements, but you may be sure that as soon as we are again allowed to export our produce we shall immediately get in touch with our old connections with a view of re-starting the business in which we were so much interested."

"A year or two after the war is over, when the supplies of jams will be much greater than the demand, a number of large jam manufacturers will do their best to sell quantities of jams, etc., in the Canadian market."

The situation as regards other British lines handled by the grocery trade will be dealt with later.

SASKATCHEWAN TOWNS UNITE IN LOCAL R. M. A.

The merchants of Battleford and North Battleford at a joint meeting held recently formed a Retail Merchants' Association with the following officers:—President, H. R. Bowers; first vice-president, A. J. McCormick, Battleford; second vice-president, R. J. McClinton; secretary, F. P. Nelson; treasurer, F. Fawley. At the first meeting of the new association following organization such matters as co-operative delivery and a summer half-holiday will be discussed.

Representatives from the wholesale houses, retail merchants and cartage companies of North Battleford attended a recent meeting of the Board of Trade and discussed with members of the board questions pertaining to shipping facilities in and out of the city. A demand is being made for a mixed train service three times a week on the Blaine Lake branch of the C. N. R. In order to facilitate the handling of express and save time at Warman, the C. N. R. is being asked to run a special baggage car on their Regina-Saskatoon train to be switched at Warman to the main line train for North Battleford, thus avoiding transferring of a vast amount of goods destined for the city and immediate points.

RENNET FROM DENMARK

As a result of representations made by the Canada Food Board, the British Ministry of Food has cabled permission to the British Charge d'Affaires at Copenhagen, Denmark, to issue a special permit for the shipment to Canada of 10,000 gallons of rennet.

Trade Acceptance New Idea in Business

First Adopted in United States—It Has Been Put in Use by Some Canadian Wholesale Houses—Considered Better Than Notes, Drafts and Bills of Exchange.

ONE of the new forms of negotiable paper that has recently been adopted by various business houses in Canada is the Trade Acceptance. Hardware merchants will no doubt be called upon to accept them from time to time. The advantage of the new form is explained by F. E. Page, credit manager for Hyslop Bros., Limited, Toronto, in *The Credit Men's Journal*.

"Another form has been added to the many forms of notes, drafts and bills of exchange already in use in this country, and this last one seems to be the best. This new form is known as the Trade Acceptance, and the definition is as follows: "A Trade Acceptance is a bill that has arisen out of an actual commercial transaction, domestic or foreign." The form is similar to the ordinary draft now in use but goes one step farther and states that the draft has been drawn for goods sold and in accordance with the terms of original purchase. It cannot therefore be used in connection with overdue accounts or for transactions where goods have not been actually sold and delivered. It is an acknowledgement of a debt by the buyer in favor of the seller for merchandise that the seller has placed in the hands of the buyer. The buyer agrees in writing across the face of this acceptance his name, the name and location of his own bank and the date, to pay the amount of this stated indebtedness at a stated time at his own bank.

"At first, business men in this country will feel that this form of acceptance has no advantage over the ordinary draft that is so commonly used by all wholesale and jobbing houses, but after consideration it will be found that its advantages are many and distinct.

"The acceptance should not be used in the same way as the ordinary draft, which is drawn usually after an account becomes due and placed with a bank for collection. The acceptance is sent direct to the buyer as soon as the invoice or statement is rendered with a request to accept and return as soon as goods have been received and checked. As soon as the acceptance is received by the seller the account is in liquid negotiable condition and can be turned over to the bank at its face value. All current accounts may be covered by acceptance in this way and the acceptances held by the seller until due or discounted as he wishes.

"This method of handling accounts will improve the standing of the buyer with the seller because he definitely obligates himself to pay the account at a specified time and place. It improves the standing of the seller with his creditors and with his bank because he has his accounts in negotiable condition at all times, and if he discounts paper, his banker knows he is dealing with current

bills when Trade Acceptances are handed to him for discount, and not drafts covering long past due accounts, or perhaps accounts that do not exist at all.

"The seller holding Trade Acceptances feels more confident that his accounts will be paid at maturity and undoubtedly has the advantage over the merchant who, selling the same trade, does so on the open account basis.

"At this time, when many firms with small capital are carrying very heavy stocks and doing business away beyond the amount their capital warrants, great benefit will be derived from the use of

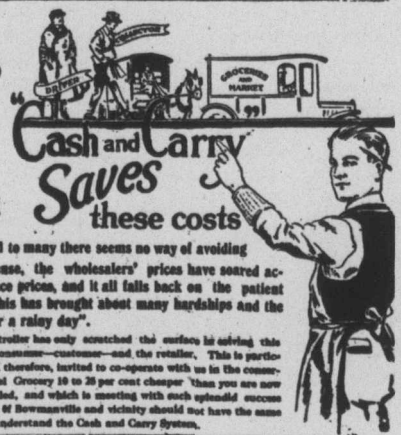
the Trade Acceptance. Unaccepted drafts as collateral security are considered worth, when presented at a bank, about 50 per cent. of their face value, and that would be about as much as any banker would be warranted in advancing, whereas with the Trade Acceptances a much higher percentage can be obtained if not the full face value.

"If an account becomes risky after an acceptance has been given and suit is necessary, there is no need of any further proof of claim. This is another way in which the merchant holding the Trade Acceptance has the advantage over the merchant doing business on the open account plan.

"The Trade Acceptance, when given, is an acknowledgement of the receipt of goods and will be the means of buyers who accept them checking their goods in carefully and quickly, and also checking their invoices.

THE MODEL GROCERY OPENS THURSDAY

T. H. Knight Tells How YOU Benefit BY THE Cash & Carry System



Since the War started the upward cost of living has been tremendous, and to many there seems no way of avoiding such conditions. The producer and manufacturer are under greater expense, the wholesalers' prices have soared accordingly and as a result the retail merchants have been forced to advance prices, and it all falls back on the patient customer to pay the shot in increased prices for everything he buys. This has brought about many hardships and the average wage-earner has had little opportunity of "laying by anything for a rainy day."

How to overcome the high cost of food has been a big problem. So far the Food Controller has only scratched the surface in solving this question. More can be accomplished by cooperation and conservation between the consumer—customer—and the retailer. This is particularly true with the grocery and provision business where profits are small. You are, therefore, invited to co-operate with us in the conservation of our running expenses in order that YOU may buy your groceries at the Model Grocery 10 to 25 per cent cheaper than you are now paying. This is actually possible with the Cash and Carry System which I have installed, and which is meeting with such splendid success and satisfaction in cities and other larger towns. There is no reason why the citizens of Bowmanville and vicinity should not have the same opportunity of saving money on groceries—and they are going to when they thoroughly understand the Cash and Carry System.

Reason It Out For Yourself:

When you buy your groceries for cash at the Model Grocery and carry the parcels with you I can afford to sell cheaper than if you charge the purchases and have me deliver the goods to your home. First, I am able to do without the services of a clerk to go from house to house taking orders. Second, by not having a delivery service I save around \$1000 in original investment for horses, waggon, sleigh, harness, etc., besides a big salary of same, which is no small item with only \$1 a bushel,

as well as salaries of two delivery boys. Third, by doing a strictly cash business there will be no bad debts and a bookkeeper will not be required.

Under the old system all of the above items of expense are paid directly or indirectly by the customer in lost netch prices. With the "Cash and Carry System" all this unnecessary expense is cut out and the happy customer reaps the benefit in lowest possible prices. The yearly saving in real cash will be a surprise to

you and will more than compensate the inconvenience, if any, of carrying the goods. Compare the two price lists below for they tell their own convincing story far better than words can.

After reading this advt. if you still have your doubts of the genuineness of the "Cash and Carry System" cutting down your living expenses to an appreciable extent, give it an actual test by buying your groceries at the Model Grocery for a month—or over a week.

Flour
It is worth 50c to deliver a bag of flour to your home! We sell you that at every bag.

Best Quality	50c
Family	45c
Victoria	40c
Edison	35c
Cypress	30c
Young's Choice	25c

Knights rated the standard in the grocery business with the Model Grocery. Cash and Carry System is another advance step.

Bread
You buy bread cheaper from us than from your baker. We meet that demand.

Canned Vegetables
Canned goods have been "hoisted out of reach," but you can now afford to enjoy them when you save 10 to 15 per cent on every tin.

Tomatoes	50c
Peas	35c
Beans (Pinto)	30c
Peas (Green)	30c

Teas
It makes no difference if your favorite tea has a standard price—you get it cheaper from us.

Red Lion	1.10
White	1.00
Lady's	1.10
Blue	1.00
Black	1.10

SUGAR
The Sugar market is in such a state just now that the Government has stepped in and refuses to ship any more sugar by the handful. The only way to get sugar by the handful is to buy our sugar by the bushel. The bushel we sell you small lots at 10c per lb.

Cash and Carry means lowest cost.

Discounts
Complete line of 24 assorted kinds of Oyster Flavy brands at the regular price and every variety.

Family	20c
Choice	15c
Best	10c
Super	5c

Canned Soups
People are eating soups more as they realize the value of a good soup.

Chicken	15c
Beef	10c
Vegetable	10c

Jelly Powders
Jelly is no longer a luxury as these prices prove.

Pine	15c
Orange	10c
Apple	10c

Cereals
Oatmeal has become a daily necessity for our people.

Old Fashioned	15c
Instant	10c
Quick Oats	10c

Maple Syrup
We had the same of having the best Maple Syrup in town as we know it to be.

Clothes Lines
Largest assortment of clothes lines in town.

Potatoes
It has been a general complaint that potatoes have been scarce.

Auto Tires
Having given up our automobile repair shop we have for sale Auto Tires.

Don't wait for your neighbor to tell you about cash and carry savings—you call for

Lard and Bacon
You are paying 10c per lb. for lard in Bowmanville today. Why pay the price when you can buy the same grade at 5c and carry it home yourself?

Food Controller advanced Cash and Carry Store

Marmalade
Don't think you can't get marmalade at 10c per jar.

Canned Fish
Have had and know for the soldier and the sailor.

Salmon	15c
Shrimp	10c
Crab	10c

Cocoa and Chocolate
If you only wanted the amount in cocoa and chocolate you would not want these at these prices.

Chocolate	15c
Cocoa	10c

Extracts
We have in stock about 100 lbs. of the finest vanilla extract.

Raisins
We have in stock about 100 lbs. of the finest raisins.

Eggs
The Model Grocery is again going to take the lead in paying highest prices for fresh produce.

Soap
At the present price of soap it is pretty hard to offer a saving, but we can.

Castile	10c
Blue	10c
White	10c

Phone your order but call for the goods. It saves you time and money.

Phone 72 **T. H. KNIGHT** Bowmanville
A presentation of the cash and carry principle and its value to the public and the store that might well be adapted to other merchants' needs. The advertisement was used by T. H. Knight, Bowmanville, Ont., to signalize his adoption of this new store policy on the occasion of his re-opening his business. The advertisement was planned and arranged by George W. James, of the Canadian Statesman, Bowmanville, Ont.

Confectioners Must Be Licensed June 1

Confectionery Business the Latest to be Licensed—How This Will Affect Those Already Licensed Under Other Heads—Must Make Returns of Sugar Used in Candy Making

AS was forecast in last week's issue of CANADIAN GROCER, announcement was made early this week that all persons manufacturing ice cream, candy, cake, crackers, biscuits, pastry, confectionery, ice cream cones, or chewing gum will be required to obtain a confectioner's license.

Such a license will not, of course, be required by any licensed retail grocer who does only a limited business in these lines. In the case, however, where the confectionery department of the business is a large factor, or where an ice cream and confectionery business is conducted in separate premises from the grocery store, then such a license will be required. It will entail no hardship, however, as where the retail grocer has made returns for his business covering this confectionery department he will be reimbursed the amount of the fee that covers that end of his business, which will be applied to the new license. Thus the actual charges will not be increased to the merchant who is required to have both licenses.

In the case of bakers or persons holding a baker's license or a public eating house license from the Food Board no further license will be required, but these businesses will be governed by the regulations obtaining under the new license scheme which will be effective against these businesses.

Must Make Returns on Sugar Stock

The terms of the order do not vary materially from others that have preceded it, the one variation being the clause that demands that every licensee commencing June 1 and monthly thereafter must file a sworn statement showing the amount of sugar used by

him in the manufacture of candy, etc.

Licensees are forbidden to destroy any food or food product fit for human consumption, or knowingly permit waste, or wilfully to permit deterioration in connection with the storage or sale of any food or food products.

The Business Relations of Clerk and Employer

Here Are Some Important Matters Dealing With the Business Relations of the Clerk and His Employer—How Have You Faced These Problems or How Should They be Faced?

THE problem of the clerk's business relationship to the store has a great many phases and all of them are interesting and all important. They are matters that differ with the different circumstances of the merchant, but every phase of the subject is of moment.

A Quebec merchant has asked us to place before the readers of CANADIAN GROCER the following three questions, and to ask for an open discussion. This is done herewith in the belief that the Quebec merchant has introduced a discussion that should provide some items of great value in the study of the clerk in his relation to the store.

Sending in Answers

It is the wish of the management of this paper that every merchant should consider these problems, and write an account of his practice in these matters or should suggest what he considers is the right practice, and why he so considers it. But it is also hoped that the clerks themselves will consider these matters and will also write of them

The license number from the Canada Food Board must appear on every letter-head, contract, acceptance of order, invoice, price list, quotation issued and advertisements.

The License Fees

The annual license fees range from a minimum of \$2 when the value sold does not exceed \$5,000 per annum to \$5 on annual sales up to \$10,000; \$10 when the amount sold does not exceed \$50,000; \$20 when the annual sales do not exceed \$100,000; and \$10 additional for each additional \$50,000 or fraction thereof of the annual value sold.

from their own viewpoint. Let us have your opinion, then, on these three questions.

Here Are the Questions

Is it customary and advisable to give clerks the private cost price mark for merchandise?

Is it a general practice to allow a clerk to serve himself to goods, make out check for same himself and take home the goods without acquainting the proprietor other than by the counter checks? What is the proper way to handle this part of the business so that a good clerk would not feel that there was any suspicion of his honesty?

Some merchants allow their clerks goods at cost price plus 10 per cent. for freight; is this the general practice?

SMALL FRUIT OUTLOOK IMPROVES Bumper Peach Crop in View — Plums Good—Cherries Light—Apple Crop Larger Than Last Year

That there is every indication of a bumper peach crop this season is the reassuring statement given out by F. L. Gable, Government fruit inspector.

"I have recently visited the various fruit districts throughout Ontario and feel quite safe in saying that there is every reason to believe the coming crop will be a large one," says Mr. Gable.

He further states that, as usual, the crop promises better in some districts than in others. There will also be a large crop of plums, but cherries are likely to be scarce, especially those of the sweet variety. The apple crop is expected to show a decided improvement over last year.

PEANUTS IN BREAD

Peanut bread has been put upon the market in the United States, and it is said to be securing a wide distribution in some localities. The peanut flour used is made from peanut cake left after oil extraction. It contains a satisfactory percentage of fat, and is said to have almost twice the nitrogenous food value of dried beef—44 per cent. for peanut flour, against 25 per cent. for dried beef.



This isn't Venice, it is Bridge Street, Belleville, Ontario, on March 20th, the day of the spring flood. In the centre of the photo is seen the store of E. A. Kellaway. The day previous Mr. Kellaway had taken in 100 bags of sugar and two barrels of powdered sugar. Most of this was a complete loss.

The True Story of Jones & Nixon

Nixon Makes a Success of His New Department — Gets Bonus at End of Year, But Differs in Opinion With Jones as Regards Profits — An Explanation Wanted

By C. J. Morris

(Continued from April 26 issue.)

FOR the purpose of this story it is not necessary to go into the details of how Nixon worked up the trade in his new department. Suffice it to say that each month at first showed an increase, then there was a slight drop back when the picnic season finished, but returns again increased as the winter season set in. By the time a year had passed Nixon was able to show total sales of about \$2,740, and sales were then running at something over \$300 a month.

Nixon's brother had been early brought into the business and had taken Nixon's place in doing the odd jobs about the store. He had also helped Nixon with the sugar business. The latter had not kept up to its highest mark but was still going very well under Nixon's supervision.

A week or two after the year had ended Jones called Nixon into the office and handed him an account made out as follows:

SALES AND PROFITS OF NIXON'S DEPT.	
Total amount of sales.....	\$2,740
Profit at average of 35%.....	959
Less overhead expenses 20%.....	548
Leaves net profit.....	\$ 411

"Well, Nixon," he said, "I am pleased to say, as you will see from that statement, that your efforts at selling the sundries I allotted to you have met with success. There is a gross profit of \$959 and deducting from that the overhead expenses of 20 per cent. it leaves me a net profit of \$411. Now I intend recognizing your good work in a tangible way and I have therefore written you out this cheque for \$41 which is 10 per cent. of my profit, and I shall be pleased to do the same in future. You will see the difference now between the profit on these things and the profit on sugar; not only have the sales paid overhead expenses but there is a profit over and above of over \$400. In the case of sugar you will remember the profit did not cover the overhead expenses."

Nixon was much gratified at Jones's treatment of him; he had already received a substantial raise in salary and on working the figures out in his own way he had not been able to see how Jones could afford to give him a bonus in addition.

This was the way Nixon had looked at it: "I have made a profit," he said to himself, "of \$959, but against that has to be set the \$250 we could have got for the window and also my brother's salary of \$350 as that is an expense which would not have been incurred had I not been on the new proposition. Now, if Jones wants to

SYNOPSIS

Nixon, Jones's junior clerk, increases sugar sales and makes \$90 a month extra profit. Jones, however, contends he is still selling sugar at a loss as his overhead charges are 20 per cent. and his profit on sugar not more than 15 per cent. He then gives Nixon charge of a department including various small goods, such as pickles, olives, etc., on which there is a profit of about 35 per cent., and tells him if he can do as well with these as with sugar he will make a profit worth while.

deduct his 20 per cent. for overhead as well that will be another \$548; that will make \$1,148 altogether and will leave a debit balance of \$189, or another loss similar to that he reckoned we made in the sugar."

Nixon was therefore agreeably surprised to see how Jones had figured it out. All the same, he could not see any flaw in his own calculations and he therefore determined to approach Jones again the next day and get him to explain matters. He put it to Jones in this way:

"Excuse my bothering you, Mr. Jones, over the question of overhead expenses, but I would like if you will to explain to me where I am wrong in my way of looking at things.

"You will remember after I took the sugar business in hand I pointed out how with the increased trade there was an increased profit of about \$90 per month over and above what you had been making previously. You said this was all wiped out by overhead expenses although I could not see that you had incurred any extra expense whatever.

"Now, with my side window business for which you gave me the bonus yesterday morning and on which you calculated there was a profit of \$411 during the year, it seems to me you have omitted to take into consideration the cost of the window, viz., \$250, which was the amount you could have got for it from an outside firm and you have also not considered that it was entirely owing to my having that to look after that you took my young brother on and therefore strictly speaking my department should be debited with his salary. You, however, have, I suppose, reckoned it in the 20 per cent. general overhead expenses which it seems to me is debiting the other business of the store with the overhead expenses which strictly speaking should be borne entirely by my department.

"In any case, however, if you only reckon the cost of the window and say nothing of my brother's salary, it reduces that \$411 to \$160.

"Now with the sugar, although we have not kept quite up to the highest mark we have done a good business showing every month \$80 more profit than we used to make, and that with only the same overhead expenses as before. That is to say, there is \$960 extra profit in sugar during the year and against that no extra expense has to be put. Admitting you used to make a loss of 5 per cent. on sugar when you only sold \$200 a month, surely there cannot be a loss now!

"As I see it, all the business looks good to me whether it is sugar or my sundries, but suppose you were compelled to drop either one or the other, which would you let go?

"If you dropped the extra sugar you would lose \$960 and no reduction in expenses.

"If you dropped the sundries, you could reduce the pay sheet by \$400, my brother's salary, and you could let your window for \$250; against that you would lose the \$959, that would mean a net loss of \$309, whereas the net loss in case you dropped sugar would be \$960."

"There seems something in what you say, Nixon," said Jones. "I must look into the figures again and see what is wrong, and I will have another talk with you to-morrow."

The next morning Jones called Nixon into the office and said:

(Here is another opportunity for our readers to tell us what they would have said had they been in Jones' place. Who was right, Nixon or Jones?)

REGINA RETAILERS PETITION AGAINST EXTRAVAGANCE

Regina retailers are asking through the local representatives of the Canada Food Board that the serving of refreshments at public entertainments and the sale of candy to raise funds for various patriotic organizations be prohibited, the opinion expressed being that such activities are not in accord with the spirit of observance of the food conservation regulations. In the case of refreshments served at public balls, it is charged that there is a discrimination against patrons of public eating houses where only a limited amount of wheaten products can be served while at a public ball any amount of cake and pastry may be served. In the case of the sale of candy, attention was drawn to the sugar shortage, and the need for conservation along this line.

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A LITTLE KNOWLEDGE IS A DANGEROUS THING

LEGISLATION that may be well enough in itself may often prove dangerous if unwisely used. The new government order regarding hoarding is an instance in point. No one can question the justice of compelling a man to sell goods if the nolding of them would entail loss. No one would question the justice of punishing a hoarder if his hoarding entailed a serious and preventable element of loss in these serious times.

It is not too much to ask, however, that when charges are made they should not be made carelessly and without any knowledge of conditions that may have occasioned this loss.

During the past week a wholesale fruit firm in Toronto was summoned to appear under this new law on the charge of wilfully wasting supplies of apples. This firm was able to prove that their total wastage did not represent 5 per cent. of the goods handled, a truly enviable record as every fruit man will admit. They were acquitted, of course, but unquestionably there is an element of damage to that firm that cannot be removed by any justification or acquittal. The firm has been wronged by the injudicious use of the powers of the Order-in-Council, due to a total ignorance of business conditions.

There is the danger in these large powers, a real and vital danger. Losses that to the uninformed public appear appalling are a condition that cannot be avoided. Fruit as a rule travels long distances and must face the chances of deterioration in transit. Oranges from California are from seven to fifteen

days en route, according to their destination in Canada. They are shipped under the most favorable conditions that science has been able to discover, yet at certain seasons these goods will show a waste of from 10 to 30 per cent.; so it is with all perishable fruit. The handler can no more prevent this waste than he can stay the advancing seasons, yet an unwise public lays the blame at the door of the fruit man, and sees in this waste a criminal intent. In the case of apples the goods in question in the case referred to, there is an accepted lifetime for every variety of apples. Government reports will give the season as from October to January, or from October to April. That is supposedly the season during which apples may safely be kept, but every practical fruit man knows that there is the possibility of waste prior to the expiration of that period. This factor is dependent on weather conditions at the time of pack, care in packing, and a dozen other factors quite beyond the dealers' control. If 100 per cent. perfection is required then the fruit business is a dead letter.

Therefore, we say this law is dangerous and unjustly harmful unless it is administered with a full understanding of the necessary conditions of the business under consideration.

THE UNSCRUPULOUS DEBTOR

THE letter from Mr. Quackenbush, of Smiths Falls, in our last issue, touches a point of extreme interest to the majority of merchants in the grocery trade. With the increasing trend of our railroads towards nationalization more and more members of the community are joining the ranks of government employees, that privileged class whom no garnishee order can touch, and the risk to the merchant of making bad debts is therefore correspondingly increased.

While in no way advocating a retrogression to the days of Mr. Pickwick and imprisonment for debt, there seems to be no valid reason why there should not be a law enabling a magistrate to penalize a debtor who deliberately commits contempt of court by refusing to comply with an order to pay a debt when he is quite well able to do so.

It is a crying scandal on our legislative system and an injustice to the merchants of Canada that at the present time an unprincipled man can deliberately refuse payment of a perfectly just debt and get away with it, unless he happens to be receiving a salary of over \$25 in one payment.

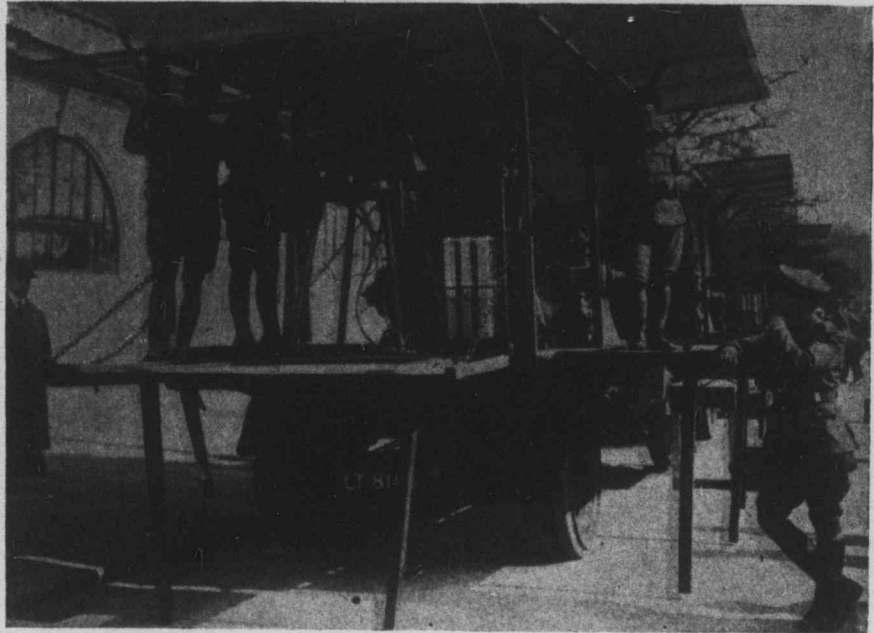
Once a judge is convinced of the ability of a debtor to pay a debt it should be within the power of that judge to commit the debtor for contempt if he wilfully refuses to obey the order of the court.

This would not be imprisonment for debt but an equitable remedy enforceable by a reasonable penalty against those law-resisting members of the community who at present glory in defying the law and refusing to pay their just debts.

Current Events in Photograph—No. 18

INFORMATION ON THE WAR

THE new department of the British Government, the Ministry of Information, with Lord Beaverbrook at the head, is charged with the important task of keeping up the morale of the people at home. The policy of suppressing news always has a depressing effect, and of late in Britain there has been a great clamor for the fullest and most complete information in matters pertaining to the war. The people of rural England are not only to be told of the war but to see it in pictures. The accompanying "Cine Motors, as they are called, equipped with moving picture apparatus are touring England under the direction of the Ministry of Information telling the people about the war.



THE FORM OF LICENSE NECESSARY A Matter That Has Occasioned a Great Deal of Uncertainty—Some Light on This Vexed Question

There still seems to be a great deal of uncertainty on the part of grocery merchants as to what form of license they should have. A Muskoka dealer was in this quandary, so he wrote to the Food Board as follows:

Dear Sir,—I have received application form No. 9 for license, and I am at a loss as how to give the necessary answers, as called for in form. My business is what is called a country general store. I carry a little of nearly everything, with the exception of fresh meat. My total sales last year were \$19,000. I think a grocery license should cover my needs, or general store license if any. I think my sales would run about:

Groceries	\$ 6,500.00
Flour and feed	5,500.00
Boots, shoes and rubbers	1,000.00
Smoked meats, lard, butter and eggs	2,000.00
Dry goods	1,500.00
Fruit, candy, bread and ice cream	750.00
Hardware	750.00
Miscellaneous	1,000.00

Total \$19,000.00

The above is a rough estimate of the sales in each line, it is impossible to keep the sales in the different lines separate.

Kindly advise how to fill in form sent

me, or send me a form suitable for my business.

In response to this enquiry the following reply was received:

Re Retail Grocer's License

Dear Sir,—From the information contained in your letter of the 16th instant, it is evident that what you require is a retail grocer's license instead of a general retailer's license as per form of application sent you.

We are pleased to send you herewith the correct form, which we would ask you to kindly have filled out and returned to us promptly.

H. AMPHLETT,

Director, License Division.

This correspondence may possibly be of service to other merchants who are facing the same problems.

PORT HOPE, ONT. CONSIDERS CO-OPERATIVE DELIVERY

At a meeting of the Port Hope, Ont., grocers held in the office of the Department of Agriculture, recently, to discuss the question of co-operative delivery, W. D. Stephens acted as chairman and F. L. Curtis as secretary. Nearly every grocer was present and a committee consisting of H. E. Martin, F. H. Brown, J. H. Stephens, M. R. Wickett and F. L. Curtis was appointed to look up the data in connection with the co-operative delivery, also to consider the question of a cash and carry system.

Commencing May 1st the grocery stores will close every Saturday night at 10 o'clock during the daylight saving period.

MILLING COMPANIES SUFFER FIRE LOSS

Fire completely destroyed a warehouse of the Hortop Milling Company, on Shaftesbury Avenue, Toronto, on Saturday night, and spreading to the adjoining buildings on either side damaged the storehouse of Risburg and Jackson, hay and straw merchants, and the North Toronto branch of the Western Canada Flour Mills Company.

The loss to the Hortop Milling Co., and the Western Canada Flour Mills will be about \$3,000 each. Risburg & Jackson suffered only a comparatively slight loss.

ALLEGED FLOUR HOARDING IN WESTERN CANADA

Winnipeg branch of the Canada Food Board claims to have proof that large quantities of high-grade flour are being hoarded. In a statement the board reveals that 200,000 barrels of flour are being hoarded in Western Canada. The hoarders are said to be known, and it is stated that unless they return the flour at once to the mills they will suffer severe penalties. Figures compiled show that flour sales in January were 200,000 barrels greater than in January, 1917.

LETTERS TO THE EDITOR

RE TURNOVER AND PROFIT

Editor, Canadian Grocer:

I was much interested in the discussion of this subject and should like to make a few observations, particularly in reply to the article in your issue of March 29.

The writer of that article went to some trouble in his attempt to demonstrate the importance of "turnover," but all his reasoning and argument will count for nothing if turnover be not considered in its relation to net profit. If an article is sold at a loss after deducting expenses it does not help matters much by increasing the rate of turnover on that article. Yet, if sugar is sold at a net profit of only one per cent. on cost., and the stock turned over fifty times, the result is a profit of 50 per cent. on investment.

In his reply to "Grocer," your contributor asks him how he knows that his expenses on sugar are 20 per cent., and, so far, no one has shown a method by which this expense may be ascertained.

In any system of costing it is almost impossible to allocate to each article its exact share of expense. Certain expenses, such as light, heat and rent should be debited according to the space occupied by the respective goods; but, as this method would be too complicated perhaps the better way would be to charge these items of expense, also insurance, according to the ratio of the value of the average stock of any line to the value of the average total stock. For instance, if the average total stock carried is \$10,000, including sugar \$500, and the expenses just mentioned are \$1,000, then \$50 is the amount of expense chargeable to sugar. As regards wages, it would seem that this expense should be charged in proportion to sales. Thus, if sales are \$100,000, including sugar \$10,000, and wages \$3,000, then \$300 is the amount of wages to be debited to sugar. It will thus be seen that the oftener the stock is turned, up to the capacity of the staff, the more the wages percentage decreases, while the expenses of rent, light and heat and insurance remain a fixed percentage.

As one concrete example is worth much theorizing, let us see whether or not the selling of sugar is a paying proposition. Last year, in our business, we turned our sugar stock more than forty times, selling a little over \$1,300 worth, representing 10 per cent. of our total sales. At 10 per cent. on sales our gross profit was \$130, and applying the rules for charging expenses as laid down, the overhead charges on this article were a little over 11 per cent., or \$147, so that on sugar we made a loss of \$17.

A loss was also made on fruit, but I will not trouble you with the figures.

The foregoing would, surely, disprove the contention that we are losing on sugar, not because we are not charging enough, but because we are not doing enough business. We could scarcely be expected to turn our sugar stock more than forty times, and our turnover on the whole stock was 3¾ times—a good average for a general business.

Your contributor urges us to sell more goods, any kind at all, so that overhead charges may be reduced. All this is very good advice, but does it not sound a little like "robbing Peter to pay Paul?" You may argue until doomsday, but the fact remains that, if sugar or any other article is sold at a loss, it is impossible, in a well-conducted business, to make up on other lines. There is a turnover, and the deficit has to be made up on other small lines. There is a limit to the number of times a stock can be turned without increasing overhead charges, and also a limit to the reduction of these charges. When these limits have been reached stock must be increased and expenses added to if more sales are desired. The case of the man starting business and increasing sales from \$15,000 to \$26,000 in three years is not a very telling point in the present discussion as the average business today is not capable of increasing sales 73 1-3 per cent. without, at the same time, increasing overhead expenses.

Now don't suppose that I would urge the eliminating of sugar and other unprofitable lines that are quick sellers, as they certainly add to the total profit, even though sold at a loss when charged with their fair share of expense. As the practice of selling these lines at close prices is so deeply rooted, in this and other countries, perhaps the best thing is to "grin and bear it." Yet to put forth special efforts to increase the sales of sugar would not be, to my mind, a wise procedure, except perhaps as a drawing card. Far better would it be to push the lines that show a fair net profit with a moderate turnover.

Pasweeën, Sask.

T. H. WITTON,

THE BUSINESS RELATION

A Point of View in Delivery
Editor Canadian Grocer:

We were very much interested in a special article which appears in your March 8th issue under the caption of "Grocery Trade Licenses Required May 1st."

Our particular interest was in that paragraph in which you call your readers' attention to the fact that the CANA-

DIAN GROCER has steadfastly contended that it would be impossible to regulate delivery along the lines of a hard and fast rule which might be laid down by the Government or Food Controller, but rather that the regulation of delivery service be accomplished through a course of education.

It is unfortunate indeed that in all too many cases the men who are given charge of food regulation are men without any experience or knowledge of the handling of food products. This condition results all too often in the promulgation of edicts which are very embarrassing to the grocery trade.

While no official pointers have been issued by our Food Administration nor by any other official body, outlining just what the grocer shall do or shall not do in the matter of delivery, still there are many local Food Administrators throughout the United States who have misinterpreted the request of the Food Administration and the Commercial Economy Board of National Defense and are trying to force all grocers in their respective districts to discontinue the giving of delivery service of any kind or forcing them to make their stores so-called "cash and carry" stores or in some cases issuing orders that no grocer shall give more than one delivery a day to his trade. Many grocers are, of course, misled and the grocery trade press has its hands full trying to keep the trade apprised as to the true wishes of the Food Administration.

We thought you would be interested in a few of these facts in view of your activity along similar lines and in closing we want to compliment you upon your clear analysis of the matter and upon the good work you are doing in presenting the subject to your readers.

STAR EGG CARRIER & TRAY
MFG. CO.
Rochester, N.Y.

BIG BRITISH FRUIT CROP

Agricultural forecasts indicate a bumper fruit crop in Britain this year, probably exceeding the record crop of last year. The chief difficulty this year, as last, will be the provision of the five million baskets required to handle the crop. Before the war practically all fruit baskets were imported, but under the spur of necessity the old English basket-weaving industry has been revived to a considerable extent.

The government is now encouraging the opening of basket-making centres and village industries in all the willow-growing districts, and in some places German prisoner labor is being extensively employed.

CURRENT NEWS OF THE WEEK

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

Maritime

Maritime Provinces

A. R. McNutt, general store, Williamsburg, N.B., has suffered fire loss.

James E. Toole, of the city hall clerical staff, who died this week, for many years conducted a retail grocery business in West St. John.

Gaspereaux fishing has been showing good catches in St. John harbor, but poor results outside.

The report that the Government was to impose a duty on tea again caused some consternation among the merchants in St. John this week.

E. R. & H. C. Robertson, corner Main street and Douglas avenue, St. John, have opened a branch store at the corner of Waterloo and Golding streets.

W. Frank Hatheway, of W. F. Hatheway & Co., Ltd., St. John, has returned from the West India Islands, where he spent the late winter and early spring months.

John Jackson, wholesale fish and groceries, St. John, was the guest of honor at a gathering of 200 Oddfellows this week in recognition of his elevation to the office of District Deputy Grand Master.

Sardine herring continue scarce. At the annual meeting of the Weir Owners' Association which was held this week in St. George, N.B., the members agreed on a fixed minimum of \$25 per hhd. George E. Frauley was re-elected president, and Oscar Hanson, of Little Lepreaux, secretary-treasurer.

The Moncton warehouse of Baird & Peters, wholesale grocers, St. John, was destroyed by fire recently. Comparatively little stock was in the warehouse at the time but several carloads which had arrived in Moncton a few days before only escaped because it had been impossible to secure their transfer to the warehouse as early as had been intended.

Steen Brothers, of St. John, who are establishing a branch corn meal mill in Yarmouth, N.S., have secured the premises on Ryerson wharf used several years ago by George W. Johnston and are fitting it up for their business with modern machinery and expect to have the mill in operation in a few weeks. They will turn out feed meals of all descriptions.

Quebec

A. Langlois, grocer, Lauzon, Que., has sold out.

J. H. O. Milot, grocer, Montreal, Que., has sold out.

J. Morin, general store, St. Cyprien, Que., has sold out.

C. Pagnuelo & Co., grocers, St. Hyacinthe, Que., has sold out.

A. O. Lavigne, grocer, Hull, Que., has been succeeded by Beaulne Bros

Le Pailleur Freres, general store, Lachine, Que., have dissolved partnership.

S. Grandmaison, retail representative for H. D. Marshall, Ottawa and Montreal is in Montreal this week.

B. Trudel, tea manager for Chaput Fils & Co., wholesale grocers, is away at Port Arthur and Fort William on his annual spring trip and will be gone about ten days.

W. A. Browne, chief of the Poultry Division, Department of Agriculture, Ottawa, and J. S. Porter, of the same department, were in Montreal last week in connection with the examinations held here for egg inspectors.

Ontario

E. Armson, grocer, Barrie, Ont., has sold out.

A. W. Ross, general store, Vinemont, Ont., has sold out.

A. Duncan, grocer, Ottawa, Ont., has sold to J. Shore.

H. E. Fairfield, grocer, Belleville, Ont., has suffered fire loss.

J. D. Carveth, grocer, Toronto, Ont., has sold to H. Bell.

L. J. McMorren, grocer, Barrie, Ont., is retiring from business.

W. Bate, grocer, Lanark, Ont., has been succeeded by A. J. Martin.

Mrs. I. Gilchrist, grocer, Toronto, Ont., has been succeeded by J. H. Eadie.

R. Alexander, grocer, Toronto, Ont., has sold to E. & M. Forsyth.

J. R. Vanceise, grocer, Collingwood, has been succeeded by Wm. Sellers.

J. E. Gullberg, general store, Minaki, Ont., has sold to Hudson's Bay Co.

L. C. Spofford, general merchant, Paisley, Ont., has sold his stock to A. Ball, of Toronto, Ont.

Leacy & Shields, general store, Pembroke, Ont., has been succeeded by Bernard Leacy & Co.

Boeckh Bros. Co., Ltd., brush manufacturers, Toronto, Ont., have changed their name to Boeckh Co., Ltd.

Collingwood merchants are taking steps toward the adoption of a "cash and carry" system of merchandising.

A. H. Mealing, of Weyburn, Sask., has purchased the grocer business of his father, A. Mealing, at Orillia, Ont.

Pte. Ernest McNeil, who before enlistment was employed at Hansler's grocery, Welland, Ont., died recently in Toronto.

Frank Stockdale, the retail merchandising expert, recently delivered a series of lectures on retailers' problems to a gathering of Ottawa merchants.

Donald Baker, son of Wallace J. Baker, sales manager of the Chisholm Milling Co., Toronto, underwent an operation on Monday. On Wednesday he was reported to be progressing favorably.

Western Provinces

F. A. Fraser, grocer, Govan, Sask., has sold out.

Halliday & Co., Champion, Alta., has sold out.

Adanac Grocery, Edmonton, Alta., has sold out.

J. P. Wilson, grocer, Winnipeg, Man., has enlisted.

S. T. Orchard, grocer, Winnipeg, Man., has discontinued.

A. C. Atton, general store, Hardisty, Alta., has sold out.

S. T. Orchard, grocer, Winnipeg, Man., has discontinued.

H. Richards, jr., general store, Aetna, Alta., has sold out.

N. Chomick, grocer, Lavoy, Alta., has discontinued business.

J. Bird, general store, Mountain View, Alta., has sold out.

L. Huott (Est. of), general store, Condie Sask., has sold stock.

M. Naimark, grocer, Regina, Sask., has been succeeded by C. Naimark.

S. Lowe, general store, Summerberry, Sask., has discontinued business.

Jean & Co., general store, Ponteix, Sask., have dissolved partnership.

G. E. Cassidy, general store, Ponteix, Sask., has sold to Potvin & Carroll.

I. White, general store, Canora, Sask., has been succeeded by P. Sturgeon.

M. M. Potvin, general store, Willows, Sask., has sold to McEwen & Gillis.

W. H. Hallitt Co., Ltd., general store, Saltcoats, Sask., has been incorporated.

Rostron & Green, general store, Success, Sask., have dissolved partnership.

D. J. Lalonde, general store, Oakville, Ont., has been succeeded by J. Timms & Co.

D. J. Lalonde, general store, Kawende, Man., has been succeeded by J. Timing & Co.

S. W. Smith, general store, Cardale, Man., has enlisted but is continuing business.

Krecsy Bros., general store, Kipling, Sask., have been succeeded by Krecsy Bros. & Co.

Inglelow Co-operative Co., general store, Inglelow, Man., has been succeeded by W. B. Ford.

F. E. Fraser & Co., general store, Wainwright, Alta., have disposed of their grocery department.

Shaunavon Mercantile Co., general store, Shaunavon, Sask., has been succeeded by Gordon & Mill.

Ellis Bros., general store, Macdowall, Sask., have dissolved partnership. Chas. Ellis continues the business.

Jos. Wilson, general store, Amazon, Sask., has been succeeded by Amazon Grain Growers' Association, Ltd.

A. F. Higgins Co., Ltd., general store, Roland, Man., has applied for authority to change head office to Winnipeg.

A-One Grocery, Brandon, Man., has sold to May & Allison.

J. Yaworski, general store, Hazeldell, Sask., has moved to Rama, Sask.

Mrs. I. Geller, grocer, Winnipeg, Man., has been succeeded by M. Koffman.

F. Adilman, general store, Veregin, Sask., has been succeeded by Katz Bros.

Western Ice Cream Co., Brandon, Man., has sold to Brandon Creamery Co., Ltd.

The People's Cash Store, general store, Grandview, Man., has discontinued business.

Kluner & Tannerbaum, grocers, St. James, Man., have been succeeded by J. Finn.

Fort Garry Market Co., Ltd., grocers, Winnipeg, Man., has discontinued business.

Hafford Farmers' Supply Co., general store, Hafford, Sask., has been succeeded by I. Polsky.

G. S. Coppin, general store, Kamsack, Sask., has been succeeded by Goody & Adilman.

A general meeting of the members of the Canadian Credit Men's Association was held at the Fort Garry Hotel, Winnipeg.

The Robt. Gillespie Co., Vancouver, have been appointed agents in British Columbia for John MacKay Co. of Bowmanville, manufacturers of MacKay's Barley.

Mr. Finlaison and family have arrived at Vernon, B.C., from Edmonton, where Mr. Finlaison will have charge of the branch of the Dominion Cannery.

The death occurred at Regina on Thursday, April 11, of Mrs. Michie, wife of Chas. Michie, of the staff of the McLean Wholesale Grocery. Mrs. Michie was the daughter of Mrs. John Watt, Regina.

The cold storage plant of the Saskatchewan Co-operative Creameries, Limited, at North Battleford, is under way. The foundation was completed before winter set in, and it is hoped to complete the building early this spring. The canvass for stock is being pursued actively and tenders will be called for the erection of the building shortly.

S. C. Burton, general manager of Cameron & Heap, Ltd., Regina, was elected president of the Manitoba and Saskatchewan Wholesale Grocers' Association, at a meeting held at Regina on April 19. O. Marrin remains vice-president.

A petition has been circulated by the Retail Merchants' Association of Regina, Sask., asking that the city by-law be amended so as to provide for Wednesday half-holidays for three months during the summer.

C. S. Williams, sales manager of the Scott, Bathgate Co., manufacturers' agents, Winnipeg, is in the East on a business trip. He was a visitor at the Toronto office of CANADIAN GROCER on Monday.

APPOINT EGG INSPECTORS

Hon. T. A. Crerar has announced the intention of the Federal Department of Agriculture to appoint five egg inspectors for the Dominion.

H. L. PERRY DEAD

Had Built Up Splendid Storage and Forwarding Business, and Was an Expert in His Line

The death occurred on Wednesday, April 24, of H. L. Perry, head of the H. L. Perry Co., Winnipeg, the storage and forwarding agents. His end came rather suddenly, the cause being pneumonia. Mr. Perry was for a long time connected with the Canadian Northern Transfer Co., where he looked after the pool car shipments. In this position he acquired expert knowledge of the details



H. L. Perry and three of his able assistants. Mr. Perry is the second from the left.

connected with such work, and of the territory covered by the railways, such as few men possessed.

About five years ago he started in business as a storage and forwarding agent, in partnership with the late W. J. Dobson. After the latter's death he continued the business under the name of the H. L. Perry Co., 214 Princess Street, Winnipeg, developing a business that was known all over Western Canada. Mr. Perry was always willing to put himself out to help his patrons. He will be sadly missed by the trade in Western Canada, as there are few men, if any, capable of taking his place.



Lieutenant George Bruce Borthwick, who has been officially reported killed on April 16, enlisted in Toronto with the 12th York Rangers. He took out his commission and was attached to the 220th Battalion. While at Camp Borden he obtained his captain's papers, but finding that to wait for this higher rank would entail a long delay, he left it in abeyance and went to France last November with the 19th Battalion. Lieut. Borthwick was born and educated in To-

ronto and was an accountant for the White Swan Spices and Cereals, Ltd., before enlisting for overseas service. His father and mother reside at 22 Tiverton avenue, and his only brother, Private James Borthwick, is in France with the 15th Battalion, having returned to the firing line after being wounded at Vimy Ridge.

TWO MONTREAL BROTHERS MISSING

Early in the week Mr. and Mrs. J. H. Magor, of Montreal, received word that their two sons—Capt. Norman Magor and Capt. Gerald A. Magor, both of whom were members of the Royal Air Forces, were missing. Both had enlisted early in the war and have been overseas for about three years.

Both boys were home for a short time and left again for England early in January last. Capt. Norman Magor was associated with his father in the manufacturers' agency business.

Mr. and Mrs. Magor will have the sincere sympathy of their many friends in this anxious hour, and it is hoped that their sons may yet turn up safe and sound.

NEW RATES ON CANNED GOODS

The Interstate Commerce Commission at Washington, D.C., has tentatively approved the filing of new rates on canned goods in carload shipments from points in Oregon, Washington and Idaho to various destinations in Manitoba and Ontario.

ESTABLISHING IN CANADA

LONDON.—"O-T" Limited, London, England, have established a factory in Hamilton, Ont., to take care of Eastern Canadian business, also one in Vancouver for the West. They may probably establish one in Winnipeg later on. This firm manufactures a beverage which they claim improves the taste and character of various kinds of drinks.

FOOD CONTROL COSTS GOVERNMENT \$105,159

In reply to a question as to the cost of operating the Food Control Department, including salaries, temporary employment, traveling expenses and services of all kinds from the date of the organization of the branch to December 31st, 1917, Hon. Mr. Crerar announced recently that the cost was \$105,159.

MAY BE SUCCESSOR TO W. F. O'CONNOR

Dr. R. J. McFall, of the Census and Statistics branch of the Federal Trade and Commerce Department, is stated to be a probable successor to W. F. O'Connor, who recently resigned.

Dr. McFall is a former professor of political economy in the University of Minnesota. He is a Nova Scotian and a graduate of Columbia University. He has made a special study of trusts and combines.

Enquiry Department

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

LICENSE FOR THE GENERAL STORE

Does the retail grocers' license take in the general store in the country as well as the store that specializes in only one line of goods?

Blue Bros., Eustis, Que.

Ans.—Yes. The retail grocers' license covers all the business of the general store.

THE SMALLEST BAG OF FLOUR THAT MAY BE SOLD

Will you please advise what is the smallest bag of flour that the retailer can sell?

A. Filion, Montreal.

Ans.—The retailer can sell flour in any size package he may find in demand. The manufacturer, however, is prohibited from selling anything smaller than a 20-pound bag. Packages smaller than that must be put up by the merchant himself. There is no likelihood of any change in this regulation.

DRUGS THE GROCER OR GENERAL MERCHANT MAY HANDLE

Will you please tell me the drugs that the grocer is not allowed to handle?

J. Platt Roes, Ona Station, Ont.

The list includes a multitude of drugs, too numerous to publish. Roughly speaking, the general merchant may handle any recognized patent medicine, and other drugs that are not poison, or combinations containing poison. These may only be sold by a graduate pharmacist. An article dealing with this matter appeared in CANADIAN GROCER Dec. 21, 1917, page 24. Copy has been mailed.

THE STATUS OF A WHOLESALE GROCERY BROKER AND JOBBER

I would like some information as to the status of the wholesale grocery jobber and broker, who sells to the retail trade under the license of the Canada Food Board. Whom may they sell and where is the law drawn between them and the retailer? In this city the line has never been discernible.

Hamilton, Ont.

Ans.—The act defines a Wholesale Jobber, as one who regularly deals in merchandise acting as an importer or dealer on his own account and sells only to the manufacturing and wholesale trade.

A Broker is one who does not warehouse or handle goods, but acts as an intermediary between seller and buyer, selling on brokerage or commission basis only.

A Wholesaler is one who buys in wholesale quantities and warehouses his purchases, and of which not less than 90 per cent. of the total value thereof are sold to the retailer.

It is evident from these definitions that neither the Broker nor the Jobber has a right to deal with the public. The 90 per cent. clause in the Wholesaler's definition gives scope for such trading as our correspondent notes. There is no penalty noted for infringement of these regulations, but it is probable that if such infringements were proven it would entail the cancelling of the license.

PRODUCE DEALERS IN ST. JOHN, N.B.

Will you give me the names of some produce dealers who handles eggs in St. John, N.B.?

Cascapedia Mfg. & Trading Co., Chaleur, Que.

Ans.—The following are produce dealers in St. John, N.B.: Wilford C. Day, 579 Main St.; T. Collins & Co., 16 North Market St.; Slocum & Ferris, City Market; A. F. Kierstead, 265 Chesley St.; O. S. Dykeman, 36 Simonds St.; A. L. Goodwin, 36 Germain St.

IS LICENSE NUMBER NECESSARY ON ALL STATEMENTS?

Will it be necessary to have license number on all printed matter relating to the business such as triplicate counter check-books, office stationery, etc.?

Fraser Durham Co., Ltd., Foremost, Ont.

Ans.—Yes. All printed matter and invoices going out from the store must bear the store's license number. This number may be stamped on with a rubber stamp without causing much inconvenience.

A MARKET FOR BALED PAPER

Could you tell me where I could find a market for baled paper?

P. E. Barry, Redditt, Ont.

Ans.—Paper is selling at very low figures at present, about \$12 a ton. It would be advisable, if possible, in attempting to sell to join with other merchants in making a carload, or to wait until a large shipment was available otherwise the freight charges would eat up any possible profit.

Pullan & Co., 10 Maud Street, Toronto, are in the market for waste paper.

GROCERY LICENSE APPLICATION FORM

Where shall I apply for a retail grocery license?

W. J. Ruston, Keys, Man.

Ans.—Apply for license form to H. J. Curle, Secretary R.M.A., 605 Quebec Bank Bldg., Portage Avenue, Winnipeg. Fill out application and mail to Henry Amphlett, Director of Licenses, Food Control Board, Ottawa, Ont.

GASOLINE TANKS

Kindly put me in touch with a firm selling gasoline tanks. I would also like to know prices for one tank of one thousand gallon capacity.

J. A. Lepage, Chicoutimi, Que.

Ans.—Following is a list of manufacturers who could supply you with complete tank and pump for gasoline storage: S. F. Bowser & Co., Toronto and Montreal; Imperial Oil Co., Ltd., Montreal; Wayne Oil Tank and Pump Company, Woodstock. The following are names of manufacturers who could supply you with the tank alone: Walsh Plate & Structural Works, Drummondville, Que.; W. C. White Boiler Works, Montreal; Farand & Delorne, Montreal; Beattie Bros., Montreal.

There is a wide range in prices on such gasoline storage tanks, and prices are largely governed by details which you have not given us. We would, therefore, suggest that you get in touch with some of the firms mentioned in regard to price quotations.

N.S. WHOLESALE GROCERS; LINES ON COMMISSION

Which is the best and cheapest wholesale grocery in Nova Scotia? Where can I get lines to sell on commission?

Walter Beck, North Sydney, N.S.

Ans.—Following are some of the larger wholesale grocery houses in the province of Nova Scotia. It is impossible for us to say which is the "best and cheapest" house: Wentzells, Ltd., Halifax, N.S.; A. & W. Smith & Co., Halifax; Payzant & Co., Halifax; The Cape Breton Wholesale Grocery Co., Ltd., Sydney, C.B.; Wm. Law & Co., Yarmouth, N.S.

There is no definite place to secure names of firms desiring agents to sell on commission basis. Most of the well known lines sold in this country are in the hands of reputable brokers. We suggest that you watch advertisements of manufacturers in United States trade and general papers and make application to them concerning representation in Canada.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191...

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

Name.....

Address.....

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

INTEREST has centered on the Budget speech brought down in the House of Commons on Tuesday and the lines in which the grocer will be particularly interested are tea, coffee, chicory and tobacco. In brief, there has been a customs duty of 10 cents per pound levied on tea, and an excise duty of 10 cents per pound on all stocks now in dealers' hands. The customs duty on green coffee and chicory has been made 5c per pound British preferential and 7c intermediate, as against 2¼c and 3c formerly levied. The excise on tobacco, cigars and cigarettes manufactured from foreign leaf has just been doubled, and an excise of 5c per pound is now to be imposed on the home-grown raw leaf. Another item to be affected is matches, on which an excise taxation of one cent per hundred is imposed. At time of going to press, it is impossible to secure expressions of opinions from manufacturers and wholesalers affected.

Imported groceries generally are reaching a low ebb as regards supplies, and little opportunity presents itself of replacing. Not only is difficulty in securing evident, but continually higher prices continue to be manifest. Orders now placed in foreign markets are only being accepted in the event of bottoms being available at time goods are ready, and no guarantees as to prices are given—in short, contracts cannot be made to-day for foreign goods.

MONTREAL—In a general sense all lines are maintained, with the undertone a strong one. Since last issue the Canada Sugar Refineries advanced its refined sugar price 25c to \$8.65. Fair delivery of raw sugars has been made and distribution has been fair. The nut markets are very firm, with advances made for walnuts, almonds and peanuts. Canned goods are moving out well, as also are dried fruits. A new regulation is being made with regard to the shipment of matches via the Great Lakes. Boxes now have to be lined with tin, and this will be an item of increased cost. Spices are very firm. Candles, some lines of biscuits, chewing gum, cracked corn, fancy molasses, cotton and sisal rope and cotton lines are up. The general outlook is for active trade at fully maintained prices.

TORONTO—An unusually quiet situation prevails in all markets during the week, and price changes have been comparatively few.

New prices have been established on war grade flour which provide for a decline of 15c per barrel. This is due to the lengthening of

the extraction from 74 per cent. to 76 per cent. The demand for wheat substitutes shows a decided increase and indicates that efforts to save wheat are bearing fruit. The action of the Government in curtailing the use of wheat flour in cakes and pastry is expected to still further relieve the situation, though as yet no opinions are given as to how greatly this will ease matters.

Government action in curtailing the amount of sugar which can be used in the manufacture of confectionery and limiting supplies which can be held by individuals will, it is thought, release greater supplies to the consuming public generally. With the preserving season not so far away, it would seem that every measure to enable refiners to provide surplus stocks should be adopted. How the householder will fare in distribution at that time has not yet been made the subject of an announcement by the Canada Food Board.

The position of spices may still be termed one of extreme scarcity, and continued high prices. During the week sharp advances have been recorded in paprika, and intimations are that at primary points there is an absolute dearth of supplies. Nutmegs have also recorded an advance of 5c per pound in some quarters, and spot stocks are reported light. Celery seed is firm, and prices being quoted for the past few weeks by some sources are due for higher levels towards the end of this week, more in keeping with to-day's market.

A very firm situation prevails in all lines of nuts. Almonds and walnuts are reported as considerably higher for import, and an even stronger tone is expected to develop. Filberts, it is thought, will also go much higher.

WINNIPEG—Reports intimate that some improvement in the sugar situation is manifesting itself, supplies reaching the local market in better quantities, and distribution being increased accordingly.

There has been a comparatively heavy sale of canned vegetables during the past month, which has resulted in wholesalers' stocks becoming pretty well depleted. This has meant their going into the market for more goods, and as these are bought at considerably higher prices, revisions in prices to the retail trade may become necessary.

An advance has been registered in rice of ½c per pound, and further increases are expected. New prices have been established on corn syrup at considerably higher levels. Business at this point is reported very satisfactory.

QUEBEC MARKETS

MONTREAL, May 1.—The grocery markets are fairly active, when the season is taken into consideration. Prices are fully maintained, and it is apparent that good business will be available as soon as roads are better and when shipping begins to move, as it soon will.

Chewing Gum, Candles, Lye And Mustard Up

Montreal.
VARIOUS LINES.—Advances were made in the price of certain kinds of chewing gum. This is not large, the 5c package selling at 3c advance over the old price to 68c. For the 1c packages this jobber has increased his price to 72c. Candles have been advanced also, and these are selling in one quarter at 3c over previous prices per pound. One line of lye has advanced to \$5 per case from \$4.35. Loose mustard is quoted higher also at 20c per pound, an advance of 2c. A quantity of French olive oil is available at the advanced price of \$5.50 per gallon.

Ground Sulphur Down; Raw Crystal Sugar Up

SULPHUR, RAW CRYSTAL SUGAR.
 —The price of ground sulphur is down in one quarter, the decline being 1c per pound. According to quantity the new prices are 5c to 6c lb. Jamaica crystal raw sugar is higher to 8½c per pound, this being an advance of ¼c over the old price.

Ground Oil Cake Up; Also Two Kinds Rope

OIL CAKE, ROPE.—The price of ground oil cake is advanced by one of the jobbing houses, and the former quotations of \$3.40 to \$3.50 are now made at \$3.75 and \$3.85 per 100 pounds. Sisal rope is also higher, and for coils and half-coils the following prices are asked: Quarter-inch, 31c; ½-inch, 30c, and ¾-inch, 29½c lb. The advance is about 1c per lb. Cotton rope is firmer, too, and the price is now 65c. Cotton lines are up, the following prices obtaining here: 30-foot, \$2.20 doz.; 40-foot, \$2.65; 48-foot, \$2.30; 60-foot, \$4; 72-foot, \$4.80; and 100-foot, \$6.60. These advances are from 15c to 35c per dozen.

Some Raw Sugar Arrives At Coast Port

Montreal.
SUGAR.—The arrival at a Canadian port the past week of a large consignment of raw sugar is interesting, and indicates at least that the Sugar Commission is sending certain lots forward to meet the need of the refineries there. Locally there is little change in the situation. Canada Sugar Refineries advanced their price 25c to \$8.65. Distribution seems to be more clearly defined now and the trade is being supplied with fair apportionments, say the refiners. Allotments of raws are being made in

such a manner, it is understood, as to give all the refineries a fair percentage of what comes forward from the producing points.

	100 lbs
Atlantic Sugar Company, extra granulated sugars, 100 lbs.	8 90
Acadia Sugar Refinery, extra granulated	8 80
St. Lawrence Sugar Refinery	8 80
Canada Sugar Refinery	8 65
Dominion Sugar Co., Ltd., crystal granulated	8 80
Special icing, barrels	8 70-9 05
Icing (25-lb. boxes)	9 10-9 40
Icing (50-lb. boxes)	8 90-9 20
Diamond icing	8 70-9 05
Yellow, No. 1	8 10
Yellow, No. 2 (or Golden)	8 00
Yellow, No. 3	7 90
Powdered, barrels	8 60-8 95
Paris lumps, barrels	9 10
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	9 10
Crystal diamonds (boxes 100 lbs.)	9 10
Cut loaf (50-lb. boxes)	9 30-9 65
Cut loaf (25-lb. boxes)	9 50-9 85

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

Dominion Sugar delivered direct to retailers at above price.

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

Canned Goods Move With Prices Held

Montreal.
CANNED GOODS.—The market is rather active, considering the season of the year, and sales are well made at full prices for the most part. There is interest in the fact that the United States Government has made known its intention to absorb a considerable amount of the 1918 pack of certain kinds of canned vegetables, and the large amount of the salmon pack to be required for their needs will doubtless have a bearing on the prices here for salmon during the coming season. Without price changes and with most lines firmly held the market is steady.

Salmon Sockeye—		
"Clover Leaf," ½-lb flats	2 40	2 45
1 lb. flat		4 00
1 lb. tails, cases 4 doz., per doz.		3 75
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. tails		1 80
Pinks, 1-lb. tails		2 40
Cohoes, 1-lb. tails		2 65
Red Springs, 1-lb. tails		2 70
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.		2 25
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 "¼s"		20 00

Canned Vegetables—		
Tomatoes, 1's		1 20
Tomatoes, 3s	2 50	2 75
Tomatoes, U.S. pack (2s)	2 10	2 12½
Tomatoes, 2½s	2 40	2 60
Peas, standards		1 75
Peas, early June		1 90
Beans, golden wax	1 85	1 90
Beans, Refugees	1 85	1 90
Corn, 2s, doz.	2 35	2 40
Spinach (U.S.), 3s		3 00
Do., (U.S.), gallons		10 00
Corn (on cob, gal. cans), doz.		8 50
Red raspberries, 2s		2 90
Simcoes		2 75
Red cherries, 2s	2 60	2 90
Strawberries, 2s		3 00
Blueberries, 2s doz.		1 85
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s		1 75
Pumpkins (gallon), doz.		6 00
Carrots, sliced, 2s		1 45
Apples (gallons)		5 00
Peaches, 2s (heavy syrup)		2 00

Pears, 3s (heavy syrup)	2 45
Pineapples, 1½s	2 25
Greengage plums (light syrup)	1 90
Lombard plums (heavy syrup), 2s	1 70

Figs Selling Well; Dried Fruits Firm

Montreal.
DRIED FRUITS.—The market is one of steady buying and well maintained prices all through the list. It is said that figs on present basis are good buying, as the prices are bound to advance later. Apricots seem to be in favor at the present time, and a good general demand exists for prunes and peaches. The United States Government having taken, or signified its intention of taking, 10 per cent. of the 1918 crop of raisins, jobbers are beginning to wonder if this will not have a strengthening effect upon the quotations.

Apricots—		
Choice		0 28
Fancy		0 30
Apples (evaporated)		0 20
Peaches (fancy)	0 18	0 19
Drained Peels—		
Citron		
Lemon	0 27½	0 32
Orange	0 28½	0 34

Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$3.25-\$4.00; 4-crown cluster, \$5.00; 5-crown cluster, \$6.00.		
Muscateis, loose, 2-crown		0 11
Muscateis, loose, 3-crown, lb.		0 11½
Muscateis, 4-crown, lb.		0 12
Cal. seedless, 16 oz.		0 14
Cal. seedless (new)	0 16	0 16½
Fancy seeded, 16 oz. pkgs.		0 13
Choice seeded, 16 oz. pkgs.		0 12
Valencias, selected		0 11
Valencias, 4-crown layers		0 11½
Currants, old		0 24
Do., new		0 32
Dates, Excelsior, per case		5 75
Do., Dromedary		6 50
Figs (new), 100 to case		11 00
Figs (layer), 10-lb. boxes	1 90	2 75
Figs, Spanish (22-lb.)		0 20
Figs, Portuguese		0 13
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)		1 75
Pkgs. 10 oz. (12 pkgs.)		1 45
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00

Prunes—		
30-40		0 17
California, 40-50s		0 13½
25-lb. cases, 50-60s		0 13
60-70s	0 12½	0 13½
70-80s	0 12	0 12½
80-90s	0 11	0 12
90-100s		0 10
Oregon, 30-40s		0 15½
40-50s		0 15½
50-60s		0 12½

Nut Prices Change; Will Rule High

Montreal.
NUTS.—The situation is one of continued firmness, and this condition has made a real active inquiry from the trade as to what various lines can be bought for. The markets change quickly, and advances have been made on peanuts and shelled almonds are figuring just now as one of the strongest items in the list. One jobber has already advanced his quotations on peanuts 4c a pound, and the tendencies are that these will rule very high. Trading is limited in some lines, but the outlook has stimulated a general brisk inquiry.

Almonds (Tara), per lb.	0 20	0 24
Almonds (shelled)	0 44	0 46
Almonds (Jordan)		0 70
Almonds, Valencia, shelled	0 45	0 46
Almonds, soft shelled Tarragonas	0 21½	0 22½
Brazil nuts (new)	0 18	0 19

Brasil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 19	0 21
Filberts, Barcelona	0 17½	0 19½
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts, Bon Ton	0 15½	0 16½
Peanuts, "Diamond G"	0 15	0 16
Peanuts (coon), per lb.	0 12½	0 13½
Peanuts (Jumbo), per lb.	0 20	0 26
Peanuts, shelled, Spanish, No. 1	0 17½	0 17½
Peanuts, shelled, Virginia, No. 1	0 16	0 17½
Do., No. 2	0 14	0 14
Pecans (new Jumbo), per lb.	0 21	0 25
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large Jumbo	0 40	0 40
Pecans (shelled)	0 30	0 30
Walnuts (Grenoble)	0 23	0 23
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 70	0 72
Walnuts (Marbots), in bags	0 22	0 24
Walnuts California, No. 1	0 24	0 24

New Japan Teas

Ready To Ship

Montreal.

TEA.—The market is steady and tendencies are toward higher levels. Trading operations are fairly well maintained and the stocks are ample to meet all requirements. It is stated that the Japan teas of the first picking are now about ready for export at the ocean ports. Freights have been advanced, and it will cost more, therefore, to lay teas down than it did last year. While there are no local changes of price, the situation is characterized by firmness.

Ceylon and Indias—

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

Javas—

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

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

Coffee Steady;

Trading Fair

Montreal.

COFFEE.—The coffee situation here remains steady, and prices are maintained without any changes. Interest centres this week in the action of the United States Food Board in deciding to regulate the importation of green coffees from Brazil. Complete returns are to be made of all lots bought and limitation of the quantity to be imported by any buyer is to be made relative with the average importations made by him for the preceding year of 1917. How this will affect the Canadian trade is not yet determined. Cocoa prices hold without change and trading is just fair.

Coffee, Roasted—

Bogotas, lb.	0 28	0 32
Jamaica, lb.	0 23	0 25
Java, lb.	0 33	0 40
Maracibo, lb.	0 23	0 24
Mexican, lb.	0 28	0 29
Mocha, lb.	0 34	0 37
Mochas (genuine)	0 43	0 48
Rio, lb.	0 19½	0 20
Santos, Bourbon, lb.	0 24	0 25
Santos, lb.	0 23	0 24

Cocoa—

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

Rice Holds Firmly;

Trading Only Fair

Montreal.

RISE AND TAPIOCA.—The rice markets are reported fair, with quotations well maintained. In view of the transport situation there have been limited offerings in the New York markets and trading there is light. Locally some of

the jobbers are selling at enhanced prices, and as they have grades of their own, or special brands in some cases, price quotations are made with quite a spread between. Tapioca is firm, and trading in this commodity is fair.

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

Corn Syrup Brisk;

Molasses Higher

Montreal.

MOLASSES AND SYRUPS.—The sale of syrups is said to be brisk, and the prices are fully maintained. This is a result of the good condition of the market, and the somewhat inferior quality of corn procurable has also been a contributing factor. Prices have been steady, and are ruling with a strong un-

WHEAT SUBSTITUTES SELLING

Reports now available are to the effect that substitutes for wheat flour are enjoying a phenomenal sale. As a matter of fact, millers are having difficulty supplying the demand. Corn flour and barley flour are moving out rapidly and prices on corn flour have stiffened considerably. There are indications that some drastic changes in respect to wheat flour may be expected during the next couple of weeks.

dertone. Fancy molasses is higher in price, and some of the jobbers have revised their quotations on the case goods. This represents a 10 per cent. advance on one line, and on another line the No. 2 size has advanced from \$3 to \$4 per dozen, and the No. 3 from \$3.85 to \$5.35. Barbadoes and other molasses are very firm, with some prices marked up, but within the following quotations:

Corn Syrup—

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

Prices for

Barbadoes Molasses—	Island of Montreal
Puncheons	0 92
Barrels	0 98
Half barrels	0 98

For outside territories prices range about 3c lower.

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

Cane Syrup (Crystal Diamond)—

2-lb. tins, 2 doz. in case, per case	5 50
Barrels, per 100 lbs.	8 00
Half barrels, per 100 lbs.	8 25

Beans Are Firm;

Sales Just Fair

Montreal.

BEANS.—The market is not characterized by any notable activity, and yet the situation is quite generally maintained. There is really considerable spread in quotations, and the jobbers are asking various prices according to the grade of the stock they happen to have. There seems to be but a small lot of the Ontario beans here, and these are mentioned as of poorer quality than is usual. Quotations are held unchanged.

Beans—

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

Rolled Oats Easier;

Cornmeal Very Firm

Montreal.

CEREALS.—The cereal market is characterized by a fair amount of trading. Cornmeal is very firm. Corn continues to be of an uncertain quality, a large importer stated, and this has served to maintain a high price basis for the better grades of cornmeal products. Rolled oats are easy this week, and the market is less firm than it was a few days ago. Pot barley is quoted a little lower, while cracked corn has advanced 50c to \$7.50. Rye flour still is very firm and in active demand.

Cornmeal (pure gold)	7 00
Cornmeal (Gold Dust)	6 40
Barley, pearl	8 25
Barley, pot, 98 lbs.	6 15-6 25
Buckwheat flour, 98 lbs.	7 25
Corn flour, 98 lbs.	6 50
Hominy grits, 98 lbs.	6 75
Hominy, pearl, 98 lbs.	7 50
Oatmeal (standard-granulated and fine)	6 04-6 25
Peas, Canadian, boiling, bush...	5 00
Split peas	10 25
Rolled oats, 90-lb. bags	5 50
Rolled oats (family pack.), case	2 12½
Rolled oats (small size), case	6 75
Rolled wheat (100-lb. bbls.)	8 50
Rye flour, small lots, 98 lbs.	8 60

Flour Sales Steady;

Feed Prices Lower

Montreal.

FLOUR AND FEEDS.—The situation is steady and demand fairly well maintained. The recent regulations as to the quantities to be used in the manufacture of various kinds of food indicate a closer check on distribution, and the mills are working in conjunction with the requirements of the Food Controller's Department. Every effort seems to be made with a view to increasing needed export to the Allied countries and to the armies of the Allies overseas. Prices are unchanged at last week's revision. The situation on feeds is somewhat of a better tone in that crushed oats and barley meal have been reduced by the millers

\$2 to \$3 per ton. Feed oats are easier at \$1.09 to \$1.12.

War Standard, Graham and Whole Wheat Flours—		
Car lots (on track).....	10 95	
Car lots (delivered), Bakers.....	11 05	
Small lots (delivered).....	11 15	
Bran, per ton.....	35 40	
Shorts.....	40 40	
Crushed oats.....	66 00	73 00
Barley chop.....	75 00	87 00
Barley meal.....	75 00	77 40
Feed oats, per bushel.....	1 09	1 12

Apples Scarcer; Pineapples Easier

Montreal.

FRUITS.—The fruit market is practically bare of some lines. Strawberries have not been so plentiful the past week and some lines of apples are now scarce. Price changes in fruit have been fewer and the supply of navel oranges has improved and prices consequently are easier. Choice Messina lemons are selling at \$4.25 per box. The demand for apples in the small baskets is still good among the retail trade and pineapples are in good demand with the price lower to \$5.50 per crate.

Apples—		
Wealthy, No. 1, bbl.....	7 00	7 50
Ben Davis.....	4 00	4 50
Russets.....	4 50	5 00
Ontario Apples—		
Spys, No. 1, per bbl.....	8 00	8 50
Do., No. 3 (special), bbl.....	5 50	
Do., No. 3, bbl.....	4 50	
Pewaukee, No. 1, bbl.....	6 50	
Do., No. 2, bbl.....	5 50	
Baldwin, No. 1, bbl.....	4 00	4 50
Stark, No. 1, bbl.....	4 50	
No. 2.....	3 75	
Boxed apples (all sizes).....	2 75	
Bananas (fancy large), bunch.....	4 00	4 50
Cranberries (gallon).....	1 25	
Cocanuts, sack.....	7 25	9 00
Grape fruit (fancy Jamaicas).....	3 25	3 75
Grape fruit (fancy Porto Ricos).....		
80, 96.....		4 50
Grape fruit (fancy Porto Ricos).....		
54, 46.....	3 75	4 25
Lemons (fancy new Messina).....		4 50
Lemons (choice).....		4 25
Lemons (California seedless).....		5 00
Oranges, Valencia lates.....	6 00	7 25
Oranges, Porto Ricos.....		5 50
Oranges, California navels.....	6 00	8 00
Oranges, Jamaica.....		6 50
Oranges (bitter).....	4 00	5 00
Oranges (Seville, bitter).....		5 50
Pineapples, Cuban (crate).....		5 00
Pineapples, Florida.....		5 50
Pears, eating (doz.).....	0 30	0 60
Rhubarb (doz).....	1 50	1 75
Strawberries (box).....	0 22	0 32

Vegetables Held at Fair Prices

Montreal.

VEGETABLES.—There is a fair amount of trading for the fancy imported vegetables, although these sell in defined lots to the people who can afford to pay the higher prices. The demand for coarse vegetables is maintained and these are selling at easier prices, the usual lines such as carrots, turnips, beets, etc., selling in some instances at open prices. Some lines are scarce, that is of the imported varieties as transportation is slow.

Beans, new string, (25-lb. basket).....	4 00	
Beets (60-lb. bag).....	0 75	
Cauliflower (California), crate, 2 doz.....	4 50	5 00
1 doz. crate.....	2 00	3 00
Cabbage, Montreal, per bbl.....	3 50	4 50
Cabbage, Montreal, doz.....	1 00	1 50
Cabbage (New Florida), crate.....	4 50	
Cabbage, new Florida, hampers.....	2 00	2 25
Carrots (bag).....	0 50	0 75
Carrots, new (doz. bunches).....	1 50	
Celery (Wash.), doz.....	1 50	
Celery, Florida.....	2 75	3 25
Cucumbers (Boston), doz.....	2 50	3 75
Cucumbers (hampers).....	4 00	4 25

Endive (Can.).....	0 25	
Endive (American).....	0 40	
Lettuce, curly (3 doz.).....	2 50	2 75
Lettuce, curly (doz.).....	0 90	1 00
Lettuce (Boston) as to size, box.....	2 25	4 00
Lettuce (Florida), hamper.....	2 75	4 00
Lettuce (California), 5 doz.....	5 50	6 50
Leeks.....	5 00	
Mint.....	0 60	
Mushrooms, lb.....	0 90	
Onions, red (70-lb. bag).....	1 00	
Onions, red (100-lb. bag).....	2 50	
Oyster plant.....	0 75	
Parsnips (60-lb. bag).....	1 00	
Parsley (American).....	1 00	
Parsley (Canadian).....	0 50	
Potatoes (sweet), per hamper, as to size.....	2 50	4 00
Potatoes, bag.....	1 40	
Potatoes (New Brunswick), bag.....	1 60	
Romane.....	0 50	
Radishes (doz.).....	1 00	
Spanish onions, half cases.....	2 25	3 50
Spanish onions, large crate.....	4 50	6 00
Spanish onions, small crate.....	1 50	2 75
Turnips (Quebec), bag.....	1 00	
Turnips (Montreal), bag.....	0 75	0 90
Tomatoes (hothouse), lb.....	0 40	
Tomatoes, Florida, crate.....	4 75	6 00
Watercress (Can.).....	0 50	
Watercress (Amer.).....	1 00	

Maple Products Still in Farmers' Hands

Montreal.

MAPLE PRODUCTS AND HONEY.—A good run of sap has resulted in the make of maple sugar and syrup being large this year, fully up to normal, say the produce men. It is felt that a great deal of this is still held in the hands of the farmers and much is still to be marketed. The prices are fully maintained and sugar is firmer this week at 21c to 22c per pound. Some have used wood kegs this year to put syrup in, the cost of the usual tin cans being, so high. Honey is scarce and there has been a fair demand at unchanged prices.

Honey—	
Buckwheat, 5-10 lb. tins, lb.....	0 19

Buckwheat, 60-lb. tins, lb.....	0 16 1/2
Clover, 5-10 lb. tins, per lb.....	0 22
Clover, 60-lb. tins.....	0 21
Comb, per section.....	0 21
Maple Product—	
Syrup, 13 lbs. Imp. meas., gal.....	1 70
Syrup, 5-10 lb. tins, per gal.....	1 85
11-lb. tins.....	1 35
Sugar, in blocks, per lb.....	0 19

General Firmness To Spice Market

Montreal.

SPICES.—The situation is firm. Sales are rather of a sorting nature all around and with the outside conditions indicating a constant upward tendency and actual revisions being effected there the situation here promises to be one of advancing costs. Pepper has been very active in the States market and spot stocks are small. Cloves, pimentos and nutmegs are in active demand across the line.

	5 and 10-lb. boxes
Allspice.....	0 16
Cassia.....	0 25
Cassia (pure).....	0 35
Cayenne pepper.....	0 28
Cloves.....	0 75
Cream of tartar.....	0 30
Ginger, pure.....	0 25
Ginger, Cochin.....	0 25
Ginger, Jamaica.....	0 30
Mace.....	0 80
Nutmegs.....	0 40
Pepper, black.....	0 38
Pepper, white.....	0 42
Pepper (Cayenne).....	0 30
Pickling spice.....	0 25
Tumeric.....	0 21
Cardamon seed, per lb., bulk.....	2 00
Carraway, Dutch, nominal.....	0 75
Cinnamon, China, lb.....	0 22
Cinnamon, per lb.....	0 35
Mustard seed, bulk.....	0 25
Celery seed, bulk.....	0 46
Shredded cocoanut, in pails.....	0 21
Pimento, whole.....	0 12

For spices packed in cartons add 3 1/2 cents a lb. and for spices packed in tin containers add 10 cents per lb.

ONTARIO MARKETS

TORONTO, May 1.—An unusually quiet situation prevails in all markets during the week, and very few important changes have been recorded. A decrease in the price of flour of 15c per barrel, due to lengthening of the extraction, has taken place. Spices continue very strong and very scarce. There is little new in the tea or coffee markets. Advances in olive oil have taken place, and this line is reported scarce.

Sugar Situation Shows Little Change

Toronto.

SUGAR.—There has been little actual change in the sugar situation during the week, receipts being about the same, and distribution equalized as well as possible. An advance of 25c on Redpath has been made during the week. Some little flurry has been caused over the Government order restricting the use of sugar in confectionery, but as yet there are none who will venture an opinion as to just what the results may be. Practically all, however, believe the move a step in the right direction and anticipate a considerable saving. Under the International Sugar Committee agreement a cargo of Cubas has been ordered to Montreal for use of

the two Montreal refineries. Outside of one cargo diverted to St. John, N.B., this is the first shipment of Cuban sugars to Canada under the agreement extending over a period of some months.

Atlantic, extra granulated.....	9 07
St. Lawrence, extra granulated.....	8 97
Acadia Sugar Refinery, extra granulated.....	8 97
Can. Sugar Refinery, extra granulated.....	8 82
Dom. Sugar Refinery, extra granulated.....	8 97
Ice sugar, barrels.....	9 27
Powdered, barrels.....	9 17

Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb.; 20-lb. gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c advance; 5-lb. gunnies, 60c advance; 5-lb. cartons, 60c advance; 2-lb. cartons, 70c advance. Atlantic and Acadia differentials: In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 20c per 100 lbs.; 30c per 100 lbs. in 10-lb. gunnies, and 40c per 100 lbs. in 5-lb. cartons, and 40c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 40c per 100 lbs. under granulated, No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1.

Olive Oil Higher, Scarcer; Candles Up

Toronto.

OLIVE OIL, CANDLES.—Olive oil is becoming increasingly scarce and advances in price on at least one line have been recorded during the week as fol-

lows: No. 2, 48/2 oz., \$1.45 per dozen; No. 4, 24/4 oz., \$3.50; No. 8, 24/7½ oz., \$6.00; No. 16, 12/6s, \$10.00. Candles have also gone to higher levels due to scarcity of paraffine and quotations now being made are for 6s in cartons, 18½c full case, 19c pound, single carton; for 12s in cartons, 19½c full case, 20c per pound single cartons; for 12s loose, price is 18c per pound. Miscellaneous items on which new prices at higher levels have been named follow: Comfort soap powder, \$2.35; Crystal sal soda, 36s, pkgs., \$2.15 case; Kleano, \$1.40; Ideal Blue, \$2.45; Comfort Blue, \$2.95; Comfort Lye, \$5.00 box; mustard, 5-pound cartons, 22c; 5-pound tins, 24c per pound; Canuck cleanser, 50-pound boxes, 7c, 300-pound barrels, 6c per barrel; Castile soap, 20/25, \$5.75 case. Imperial Tobacco plug tobacco is up. Robertson Bros., candy manufacturers, have advanced all their confectionery 3c per pound.

Good Stocks Of Molasses; All Grades

Toronto.
MOLASSES, SYRUPS.—Good stocks of molasses, all grades, are now reported available. Shipments from the south are coming in freely and Barbadoes, which has been months in transit, is reaching destination. Prices have been firmly maintained during the week. Corn syrup and cane syrup are enjoying a fair demand at the present time. Prices are very firm though no change has been reported as yet.

Corn Syrups—		
Barrels, per lb.	0 07	
Cases, 2-lb. tins, 2 doz. in case	4 65	5 15
Cases, 5-lb. tins, 1 doz. in case	5 20	5 70
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cane Syrups—		
Barrels and half barrels, lb.	0 06	0 08
Cases, 2-lb. tins, 2 doz. in case	5 05	5 25
Molasses—		
Fancy Barbadoes, barrels	0 98	1 00
Choice Barbadoes, barrels	0 88	0 90
West India, ½ bbls., gal.	0 55	0 65
West India, 10-gal. kegs	6 50	
West India, 5-gal. kegs	3 25	
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 75	
Tins, 3-lb. table grade, case 2 doz., Barbadoes	6 40	
Tins, 5-lb., 1 doz. to case, Barbadoes	5 30	
Tins, 10-lb., ½ doz. to case, Barbadoes	5 20	
Tins, 2-lb., baking grade, case 2 doz.	3 50	
Tins, 3-lb., baking grade, case of 2 doz.	4 60	
Tins, 5-lb., baking grade, case of 1 doz.	3 90	
Tins, 10-lb., baking grade, case of ½ doz.	3 75	
West Indies, 1½, 48s	5 00	
West Indies, 2s, 36s	4 00	4 25

Jams Somewhat Firmer; Vegetables Moving

Toronto.
CANNED GOODS.—Some advances have been recorded in jams during the week, two lines going to higher levels as follows. Quotations are for 4s tins and the two prices shown represent different manufacturers' quotations: Strawberry, 83c-87c; raspberry, 82c-85c; black currant, 75c-83c each. A very fair demand for canned vegetables is reported in some quarters and it is expected a good consuming demand

will soon be manifest. Prices show a slightly narrower range on some lines.

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

Salmon—		
Sockeye, 1s, doz.	4 00	4 50
Sockeye, ½s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 85	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 85	1 50
Cohoos, ½-lb. tins	1 85	1 90
Cohoos, 1-lb. tins	3 45	3 75
Red springs, 1-lb. talls	3 15	3 65
White springs, 1s, dozen	2 30	2 35
Lobsters, ½-lb., doz.	3 00	3 25
Canned Vegetables—		
Beets, 3s	1 50	2 30
Tomatoes, 2½s	2 65	2 75
Peas, standard	1 95	2 00
Peas, early June	2 00	2 10
Beans, golden wax, doz.	1 85	2 10
Beans, Migeot, doz.	2 25	2 45
Asparagus tips, doz.	3 25	3 65
Corn, 2s, doz.	2 45	2 60
Pumpkins, 2½s	1 80	2 00
Spinach, 2s, doz.	1 80	2 40
Succotash, No. 1, doz.	2 00	2 35
Pineapples, 2s	2 50	3 25
Cherries, 2s	2 60	2 90
Peaches, 2s	2 10	2 40
Pears, 2s	1 85	2 00
Plums, Lombard, 2s	1 75	
Plums, Green Gage	1 80	1 95
Raspberries, 2s, H.S.	3 00	3 25
Strawberries, 2s, H.S.	3 00	3 40
Jam, raspberry, 16 oz., doz.	2 90	3 30
Do., black currant, 16 oz.	2 90	3 30
Do., strawberry, 16 oz.	3 00	3 40
Do., raspberry, 4-lb. tin	0 82	0 85
Do., black currant, 4-lb. tin	0 75	0 83
Do., strawberry, 4-lb. tin	0 83	0 87
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Plums, Greengage, doz.	2 40	2 95
Do., Lombard, doz.	2 25	2 90
Do., Blue, doz.	2 25	2 90
Black currants, doz.	3 45	
Red currants, doz.	3 45	
Raspberries, doz.	3 40	3 60
Strawberries	3 60	4 40

Unshipped Orders; Raisins Cut Down 10%

Toronto.
DRIED FRUITS.—All unshipped orders of raisins, fancy seeded, 3-crown muscatels, etc., have to be cut down 10 per cent. owing to action of U. S. Government in commandeering a portion of crop. This will affect shipments coming through to Canada to this extent as well. In some quarters prunes are reported temporarily scarce though further shipments are rolling and expected within a few days. Prices have remained firm and unchanged during the week.

Apples, evaporated, Ontario	0 20	0 21
Do., do., Nova Scotia	0 17	0 18
Apricots, unpitted	0 16½	
Do., fancy, 25s	0 30	
Do., choice, 25s	0 25	0 27
Do., standard, 25s	0 24	0 26
Candied Peels, American—		
Lemon	0 25	0 30
Orange	0 28	0 30
Citron	0 35	0 36
Currants—		
Grecian, per lb.	0 29	0 32½
Australians, lb.	0 30	0 35
Dates—		
Excelsior, kgs., 3 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75
Figs—		
Taps, lb.		
Malagas, fig.		
Comadre figs, mata, lb.	0 13	0 14
Cal., 8 oz. pkgs, 20s, case	1 80	
Cal., 10 oz., 12s, case	1 40	
Prunes—		
30-40s, per lb., 25's, faced	0 18	
40-50s, per lb., 25's, faced	0 17	0 17½
50-60s, per lb., 25's, faced	0 16	0 16½
60-70s, per lb., 25's, faced	0 14	0 15½
70-80s, per lb., 25's, faced	0 13	0 14
80-90s, per lb., 25's, unfaced	0 12½	0 13½
90-100s, per lb., 25's, faced	0 12	
Peaches—		
Standard, 25-lb. box	0 15½	0 17

Choice, 25-lb. boxes	0 18½	0 19
Fancy, 25-lb. boxes		0 22
Raisins—		
California bleached, lb.	0 14	
Valencia, Cal.	0 10½	0 10%
Valencia, Spanish		
Seeded, fancy, 1-lb. packets	0 11½	0 13½
Seedless, 12-oz. packets	0 11	0 12½
Seedless, 16-oz. packets	0 14½	0 15
Seedless, bakers, Thompsons, 50s	0 14	0 15½

Position Of Tea One Of Strength

Toronto.
TEAS.—The position of tea is one of increasing strength. Shipment of Java teas has not been resumed as yet and it was intimated in some quarters that unless shipping is resumed in two or three months an advance of at least 10c per pound is likely. Tea is reported moving very freely. Shipments of Ceylon and India teas which have been in transit for some time are thought to be all in and no further supplies moving yet.

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

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

Licenses Slow In Being Granted

Toronto.
COFFEE.—Licenses to bring in coffee from the United States now have to be secured and the Government there are slow in getting these through. This serves to stiffen the market considerably and stocks are reaching a lower point every week. A good demand is apparent, orders going out freely.

Coffee—		
Bogotas, lb.	0 28	0 30
Guatemala, lb.	0 24	0 25
Maracaibo, lb.	0 25	0 29
Mexican, lb.	0 27	0 31
Jamaica, lb.	0 26	0 30
Blue Mountain Jamaica		0 40
Mocha, Arabian, lb.		
Rio, lb.	0 19	0 25
Santos, Bourbon, lb.	0 25	0 26
Chicory, lb.		0 20
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 18	0 20

Paprika Higher; Nutmegs Go Up

Toronto.
SPICES.—Paprika is reported very quiet, reports indicating an absolute dearth of supplies at primary points. This is being reflected here and new prices established in some quarters range from 50 to 55c per pound. Nutmegs have also reached higher levels and spot stocks are considered light. A very firm situation prevails in celery seed and quotations at low points shown below will undergo revision upward towards the end of the week, more in keeping with today's market.

Allspice	0 18	0 20
Cassia	0 33	0 45
Cinnamon	0 45	0 55

Cayenne	0 30	0 35
Cloves	0 70	0 85
Ginger	0 25	0 35
Herbs — sage, thyme, parsley, mint, savory	0 40	0 60
Mace	0 90	1 10
Pastry	0 28	0 40
Pickling spice	0 22	0 25
Peppers, black	0 39	0 46
Peppers, white	0 40	0 45
Paprika, lb.	0 45	0 55
Nutmegs, selects, whole, 100s.	0 45	0 55
Do., 80s	0 45	0 55
Do., 64s	0 60	0 60
Mustard seed, whole	0 35	0 40
Celery seed, whole	0 45	0 68
Coriander, whole	0 28	0 35
Caraway seed, whole	0 90	1 00
Cream of Tartar— French, pure	0 90	0 96
American high test	1 40	1 40
2-oz. packages, doz.	2 60	2 60
4-oz. packages, doz.	5 45	5 45
8-oz. packages, doz.	6 00	6 00
8-oz. tins, doz.	0 21	0 21
Tartarine, barrels, lb.	0 23	0 23
Do., kegs, lb.	0 25	0 25
Do., pails, lb.	0 90	0 90
Do., 4 oz., doz.	1 75	1 75
Do., 8 oz., doz.	3 25	3 25
Do., 16 oz., doz.		

**Increased Demand
Expected For Nuts**

Toronto.

NUTS.—An increased demand for salted peanuts and other lines of nuts owing to the restrictions placed on sugar in confectionery manufactured is thought likely to develop by some. Almonds for import would cost 3c per pound more than recent arrivals and an even stronger market is expected. Indications also point to an advance in filberts. A fair demand exists and prices hold at high levels.

In the Shell—

Almonds, Tarragonas, lb.	0 21	0 23
Walnuts, Bordeaux	0 25	0 26
Walnuts, Grenobles, lb.		
Walnuts, Manchurian, lb.		
Filberts, lb.	0 18	0 22
Pecans, lb.	0 25	0 27
Peanuts, Jumbo, roasted	0 22	0 25
Do., Fancy, roasted	0 23	0 24
Brazil nuts, lb.	0 15	0 16
Cocanuts, 100s, 150s	7 50	8 50
Shelled— Almonds, lb.	0 45	0 45
Filberts, lb.	0 35	0 40
Walnuts, lb.	0 68	0 75
Peanuts, Spanish, lb.	0 18	0 19
Do., Chinese, Japanese, lb.		
Brazil nuts, lb.	0 66	0 68

**Beans Plentiful;
Demand Light**

Toronto.

BEANS.—A plentiful supply of beans is reported in all quarters. Large quantities have been reaching the local market during the past few days, and Ontario 1 and 2-lb. pickers show an easier tendency. The quality of those offering is said to be very good.

Ontario, 1-lb. to 2-lb. pickers, bu.	8 00	8 50
Do., hand-picked	9 00	9 25
Can. white kidney beans, bush.		9 00
Rangoons, per bush.	6 50	7 00
Yellow eyes, per bushel		
Japanese Kotenashi, per bush.		8 00
Limas, per pound	0 19	0 22

**No New Developments
In Rice Situation**

Toronto.

RICE.—The rice situation, as outlined the past couple of weeks in these columns, shows no new development of particular interest. Prices have been firmly maintained, with a fair demand existing.

Texas, fancy, per 100 lbs.	11 50	12 00
Blue Rose Texas, per 100 lbs.	11 75	12 50
Andamas, fancy, per 100 lbs.		13 00

Siam, fancy, per 100 lbs.	9 75	9 75
Siam, second, per 100 lbs.	9 50	9 50
Japans, fancy, per 100 lbs.	10 75	11 75
Japans, second, per 100 lbs.	9 50	9 75
Chinese XX, per 100 lbs.	9 00	10 00
Do., Simiu		11 50
Do., Mujin, No. 1		10 75
Do., Pakling		10 25
Tapioca, per lb.	0 14½	0 15

**Package Goods Hold
In Firm Market**

Toronto.

PACKAGE GOODS.—There has been no change in package goods during the week, prices being firmly maintained in all lines. The demand for all lines is fairly good, though rolled oats generally are not moving quite so freely.

Cornflakes, per case	3 90	4 25
Rolled oats, round, family size, 20s	5 85	6 35
Rolled oats, round, regular 18s, case	2 13	2 30
Rolled oats, square, 20s		5 85
Shredded wheat, case		4 25
Cornstarch, No. 1, pound cartons		0 11½
No. 2, pound cartons		0 10½
Starch, in 1-lb. cartons		0 11½
Laundry starch, in 1-lb. cartons	0 10	0 11½
Do., in 6-lb. tins		0 13

BEANS VERY PLENTIFUL

Indications are that farmers are now trying to unload stocks of beans which they have been carrying over the winter. It was intimated in CANADIAN GROCER some months ago that farmers were evidently hoarding their supplies of beans in the hope that this spring they would be able to procure excessively high prices. However, wholesalers intimate that their stocks are in good shape and farmers are not meeting with a ready sale for their beans. What effect this big offering will have on prices is still uncertain, though one line has undergone a slight revision downward. At the present, beans are plentiful with demand rather light.

Do., in 6-lb. boxes	0 13
Do., in 100-lb. kegs	0 11

**Maple Syrup Slightly
Easier; Fair Movement**

Toronto.

HONEY, MAPLE SYRUP.—A decline in Pride of Canada maple syrup has been recorded in some quarters, and prices now being quoted are, per case: 36 16-oz. bottles, \$15.10; 12 32-oz. bottles, \$8.50; 24 32-oz., \$16.70; 24 2½-lb. tins, \$18.50; 12 5-lb. tins, \$17.10; 6 10-lb. tins, \$15.10; maple sugar, 50 ½-lb. cakes, is now quoted at \$8.40 case. A very good demand exists, and orders are going forward freely. Honey is fairly high in price, and little offering. Stocks are at a very low point.

Honey—

Clover, 5 and 10-lb tins	0 28	
Do., 54s, case		
60-lb. tins		
Buckwheat, 60-lb. tins	0 17	0 18
Comb, No. 1, fancy, doz.	3 50	3 60
Do., No. 2, doz.	3 00	3 25
Jars, 7-oz., doz.		
Do., 10-oz., doz.		
Do., 12-oz., doz.		
Do., 16-oz.		

Maple Syrup—

No. 1, 10-lb. tins, 6 to case	11 00	15 10
No. 2, 5-lb. tins, 12 to case		17 10
No. 3, 2½-lb. tins, 24 to case	12 50	18 50
No. 3, 32-oz. bottles, 24 to case		16 70
Gallon tins, Imperial, per gal.		2 25
5-gallon tins, Imperial, per tin		10 50
Barrels, 25 or 40 Imp. gals., gal		2 00

**Oranges Slightly Easier;
Grapefruit Light Supply**

Toronto.

FRUIT.—A somewhat easier tone marks the position of oranges locally. Stocks held are mostly sweets and navels, and to move quickly prices favor the buyer. Valencias are down in some quarters, quotations now being made ranging as follows: 100's, \$6.50; 126's, \$7-7.50; 150's, 176's, 200's, 216's, 250's, \$7.25-8.00; 288's, \$6.50; 324's, \$5.00-5.50 box. Grapefruit supplies are rather light, and little more expected. No permits for further shipments of Jamaica have been granted as yet. Boxed apples are becoming scarce, and it is intimated shipments from primary points have ceased. A car of fancy Newtons are expected this week, and it is said this will be the last car. A good supply of pineapples is available, and prices are down somewhat. Some shipments of strawberries have reached the city, but as a whole there are few offering. Prices at primary points are high, and great difficulty is being experienced in some districts securing express cars.

Apples—

Arkansas Blacks, box	2 75	3 25
Winesaps, box	2 75	3 25
Rome Beauty, box		

Ontario—

Baldwins, No. 1, bbl.	6 50	7 00
Greenings, No. 1, bbl.	6 50	7 00
Northern Spys, tree run	4 50	5 50
Mann, No. 1, bbl.	4 50	5 50
Do., No. 2, bbl.	3 25	4 50
Pewakee, No. 1, bbl.		4 50
Do., No. 2, bbl.		3 50
Starks, No. 1, bbl.	4 50	6 00
Do., No. 2	3 50	5 50
Ben Davis, No. 1, bbl.	3 50	4 00
Do., No. 2, bbl.	2 50	3 50
Spys, No. 3	4 00	5 00
Winter varieties, straight No. 3	2 00	4 00

Nova Scotia—

Baldwins, No. 1	4 50	
Do., No. 2	3 50	
Wagner, No. 1		
Do., No. 2		
Starks, No. 1	4 00	4 50
Do., No. 2	3 50	4 00
Winter varieties, straight No. 3	1 50	2 50
Bananas, yellow, bunch	3 50	4 50

Grapefruit—

Jamaica, 46s, case	4 75	5 50
Do., 64s, 96s, case	4 75	5 50
Do., 80s	4 75	5 50
Floridas, 36s, 46s, case	4 50	5 50
Do., 54s, 64s, 80s, 96s	5 00	6 50
Cuban and Porto Rico, 54s, 64s, 80s, 96s	4 50	5 00

Oranges—

California Navels— 80s	5 00	6 00
96s	6 00	
100s	5 50	6 00
126s		7 50
150s	7 50	8 00
176s, 200s, 216s, 250s	8 00	8 50

Florida Oranges—

80s, 96s, 100s		7 50
126s		8 00
150s		8 00
176s, 200s, 216s, 250s		8 00
Lemons, Cal., case	5 00	6 25
Do., Messinas, box	5 50	6 00
Pears, Cal., box	4 75	5 75
Pineapples, Porto Rico, cs. 24-30s	4 75	5 75
Rhubarb, dozen	1 00	1 40
Malaga grapes, keg		
Strawberries, pints, 24s	0 22	0 23
Do., quarts	0 30	0 40

**Tomatoes Firmer;
Cucumbers Down Again**

Toronto.

VEGETABLES.—In some quarters it was intimated tomatoes were slightly easier, while prices established by others are at higher levels. Florida are running off, and it is said there are a lot of poor offering. A further decline in cucumbers has been recorded, Florida in hampers selling down to \$3.75 to \$4.25. Florida cabbage is nearly done, but shipments of Carolina and Mississippi are arriving, quality said to be excellent. Carolina in large flat crates is selling at \$5.00, with prospects of a decline, and Mississippi in large square cases at \$5.50 case. There is little cauliflower offering, and celery is done. A car of Texas Bermuda onions in crates is in, being quoted at \$3 crate. Louisiana spinach, bushel hamper, is offered at \$2.75 to \$3.

Asparagus, Cal., bunch	0 65	
Artichokes, Cal., doz.	1 75	2 00
Beets, bag	0 75	1 00
Brussel sprouts, quart		
Cauliflower, Cal., standard crates	3 25	3 75
Cauliflower, Cal., pony crates..	2 00	2 25
Cabbage, Canadian, barrel		
Do., Florida, crates.....	5 00	5 50
Carrots, bag	0 50	1 00
Celery, Ontario, doz.		
Do., California case		
Do., Florida, case		
Cucumbers, Boston, doz.	3 00	3 50
Do., Florida, hamper	3 75	4 25
Lettuce, leaf, doz. bunches.....	0 25	0 30
Do., head, hamper	3 00	3 75
Mushrooms, basket		2 25
Onions—		
Spanish, crates	3 00	4 00
Spanish, half crates	1 75	2 25
Do., Canadian, 75-lb.....		1 25
American, 100-lb. sacks		1 50
Potatoes—		
New Ontario, bag	1 65	1 75
N.B. Delawares	1 75	1 90
P.E.I., bag		1 75
Spinach, hamper	1 35	2 00
Tomatoes—		
Floridas, 108s, 120s, 144s, 180s,		
216s, case	4 50	6 50
Parsnips, bag	0 75	0 80
Parsley, doz. bunches	0 75	0 90
Peppers, green, dozen	0 50	1 25
Turnips, bag	0 50	0 65

**Flour Declines;
Extraction Lengthened**

Toronto.

FLOUR.—New prices have been established on flour, which provide for a decline of 15c per barrel. This is due to the lengthening of the extraction from 74 per cent. to 76 per cent. Prices now being quoted by millers are the same for all grades, as shown below:

War Grade, 76% extraction—		
Manitoba spring wheat.....		10 95
Ontario winter wheat	10 95	11 10
Blended, spring and winter		10 95

**No New Developments
Reported In Mill Feeds**

Toronto.

MILL FEEDS.—There have been no new developments of interest in respect to mill feeds. Prices remain unchanged, and the demand continues in good volume.

Mill Feeds—	Mixed cars	Small lots
	ton	ton
Bran	\$35 40	\$37 40
Shorts	40 40	42 40
Special middlings		
Feed flour, per bag		

**Rolled Oats Easier;
Rice Flour Up**

Toronto.

CEREALS.—A slightly easier tone is noted in some quarters in rolled oats, and quotations as low as \$5.80 per 90-lb. bag are being made. Rice flour has advanced in some quarters to 11c per pound. A slightly firmer tone is apparent in rolled wheat. Other lines remain steady.

	Five Bag Lots	Single Bag Lots
	Delivered	F.o.b. Toronto
Barley, pearl, 98s.....	\$7.35-\$ 7.95	\$ 8.00-\$ 9.00

Barley, pot, 98s	6.00-	6.50	6.00-	7.50
Cornmeal, 98s	6.50-	7.00	7.00-	7.25
Corn flour, 98s				7.75
Farina, 98s				7.75
Graham flour, 98s.....	5.50-		6.00-	7.00
Hominy grits, 98s			6.50-	6.60
Hominy, pearl, 98s			6.50-	6.60
Rolled oats, 90s	5.65-	5.90	5.80-	5.85
Oatmeal, 98s	6.50-	7.00	6.40-	7.00
Rolled wheat, 100-lb.				
bbl.			6.75-	7.00
Rice Flour, per 100 lbs.			11.00-	12.00
Wheatlets 98s				
Peas, yellow, split.....	9.50-	10.00	10.00-	10.50
Blue peas				0.15

Above prices give range of quotations to the retail trade.

MANITOBA MARKETS

WINNIPEG, May 1.—It is stated that macaroni has been definitely embargoed for shipment from the United States. Another line which is being restricted is coffee, making it very difficult to secure stocks in Canada. A large American importer advises that coffee is on the embargoed list, and can only be exported to Canada on a license secured from the American Government.

There was a welcome fall of snow in Western Canada last week-end, which was needed, as the ground had become very dry and grain was being blown about by the wind.

**GRAHAM FLOUR IN SEVEN-
POUND BAGS**

In view of the Government's decision to regulate the amount of flour, etc., to be held by householders, it has been decided to permit the marketing of a seven-pound package or paper sack of Graham flour. This was decided upon on Saturday last when the new regulations were considered. Such was the information given CANADIAN GROCER by a miller who had returned from Ottawa.

**New Prices Announced
On Corn Syrup**

Winnipeg.

SYRUP.—The advance on corn syrup which has been anticipated went into effect last week and amounts to about 12 per cent. New prices on Crown and Beehive are: 24 x 2, per case, \$4.85; 12 x 5, per case, \$5.50; 6 x 10's, per case, \$5.25; 3 x 20's, per case, \$5.25; half-bbls., per lb., 7½c.

**Dates Said To Be
Entirely Off Market**

Winnipeg.

DRIED FRUITS.—A jobber assured us this week that dates were absolutely off the market, and that he had been advised by New York importers that they were unable to supply him, not being able to import these goods. He further stated that he did not think there were any spot goods in Winnipeg to speak of.

**Sugar Not Nearly As
Scarce As In March**

Winnipeg.

SUGAR.—This commodity is still very scarce, although the situation is not as bad by any means as it was in March. However, the retailer should not get the idea that there is a lot of sugar in Winnipeg. Whereas last month there was not enough to supply the retailer, this month there is enough to give each a little. There have been further advances in the price of sugar, Redpath's going up 16c per cwt. on the sugar and 5c on the sacks, making a total of approximately 20c, and bringing their price to the retail trade \$9.55 per 100 pounds. St. Lawrence sugar stands at \$9.70 and Lantic \$9.80.

**Expect An Advance
On Canned Vegetables**

Winnipeg.

CANNED GOODS.—There is every possibility of an advance taking place in the price of canned tomatoes and canned corn, and even on many other lines of canned vegetables. The reason for this is that jobbers have been compelled to make considerable purchases from wholesale grocers in Eastern Canada. They state that the selling price to-day is lower than what new goods are costing them.

**Rice Quotations
Have Been Advanced**

Winnipeg.

RICE.—Quotations in Winnipeg have advanced considerably on rice this week, both on Siams and Japans, and from all appearances there will be further advances before very long. The increase amounts to half a cent on both Japans and Siams, quotations now being: Siams 100's, 8¾c; fancy Japans, 9½c; extra fancy Japans, 10½c per pound. Tapioca—This line has been selling at 13¾c, but jobbers are planning an advance, as the cost to them has been increased again for shipments to arrive.

**Cornmeal Weakens,
But Firms Up Again**

Winnipeg.

CORNMEAL.—Some days ago there was a weakening in this market, but it was only temporary, being followed by a much stronger market.

Bananas And Grapefruit Up Because Of Shortage

Winnipeg.

FRUITS AND VEGETABLES. — Bananas have taken an advance on account of acute shortage, and are now quoted 7½c lb. For the same reason grapefruit has gone up to \$6 per case. Louisiana strawberries are finished, and Arkansas berries at \$10.50 per case of 24 quarts take their place. New vegetables are expected this week; there is a big demand for them, but they are hard to procure.

FOODSTUFFS ORDERED SOLD BY FOOD BOARD

First Case in Canada Where Action Has Been Taken to Compel Sale

For the first time in Canada two carloads of foodstuffs located at Regina were ordered during the week of April 15 to 20, by the Canada Food Board, to be placed on the market for immediate sale, to prevent the goods from spoiling. The goods affected was a car of onions from Spain and a car of raisins from California. In both cases the foodstuffs were shipped to Regina firms but refused in the first instance owing to the condition of the goods upon their arrival.

The onions were shipped from Spain last fall and were delivered to Campbell, Wilson and Strathdee in bad condition, whereupon James Strathdee, acting for his firm, refused the shipment, but agreed to hold them in his warehouse until the dispute over the responsibility for their condition was fixed. The firm of Campbell, Wilson and Strathdee in order to salvage the onions agreed that their staff should go over them for the owners. Even then they were unable to secure any action, and as they were in need of the store room, they asked the Canada Food Board to use their authority by giving disposal instructions. A fair proportion of the carload will still be fit for consumption.

In the case of the car of raisins, shipment was made to the H. G. Smith Company, but according to H. G. Smith, president of the company, the raisins were not up to sample and were consequently refused. In declining the shipment, Mr. Smith states that he endeavored to arbitrate with the shippers, but his offer was turned down. Having paid the duty on the shipment the H. G. Smith Company then took action to recover the amount of the duty and the case is still pending. An endeavor was made by Mr. Smith to arrange with the shipper to have the goods sold, and when this failed an application was made to the courts for an order to dispose of the raisins. This had not been received up to the time of the order from the Food Board to place the goods on the market. Mr. Smith claims the goods are the property of the shipper.

Up to the time of writing no disposition has been made of the raisins by the Canada Food Board, but Mr. Strathdee on behalf of the board has sold the onions totalling 606 cases to C. Namark, of Regina, the highest bidder, for \$50.

REGULATE SUGAR DISTRIBUTION IN UNITED STATES

Sugar for domestic canning and preserving this summer will, in the United States, be distributed under a modified certificate system by which each consumer will be required to sign an application for the amount needed. It is considered necessary to check consumption chiefly to guard against temporary shortages which might result from the withdrawal of more vessels from the Cuban trade. The United States Administration prefers this method to the card system. It is possible some such plan may be required in Canada to regulate the consumption of sugar during the preserving season.

AMERICAN PEACH CROP PROSPECTS

Northern Crop Light, but Georgia Crop Shows a Marked Increase

As Canada is a heavy consumer of American peaches, some items from the United States Department of Agriculture report on the peach crop prospects will be of interest. The California crop, from which section comes a large part of Canada's importations, shows a percentage of 85 per cent. as against 91 last year. On the other hand the Georgia crop prospects, another great source of Canadian supply, is put at 100 per cent. as against 56 per cent. last year. The southern commercial crop represents the states of Georgia, Arkansas and Texas. The Arkansas crop will, it is estimated, be an almost total failure. But despite that fact the output from these states will average 63 per cent. as against 50 per cent. last year, or an increased production of 1,140,000 bushels. The commercial crop in the Western States is represented by California, Colorado and Oregon, where there is an estimate of an 84 per cent. yield as against 78 per cent. last year.

The northern commercial crop includes Michigan, Ohio, New York and New England crop is estimated at 1,945,000 bushels or 2,481,000 less than last year, a decrease of 55 per cent., as compared with last year's crop for this district. This would seem to leave the general situation about on a level with that existing last year.

BREAD AND FLOUR COST IN PRINCIPAL CITIES

The Cost of Living branch at Ottawa has presented a statement with tables of the cost of bread in the principal cities of the Dominion for the month of February.

The consumption of flour for February shows 68,472 barrels, while for January the tables show 71,991 barrels, but when the three extra days are taken into account the figures for consumption would amount to over 75,000 barrels for February, so that the consumption appears to have increased.

The cost of flour to the bakers in January worked out to an average of \$10.67 per barrel, while in February the figures stand at \$10.65, practically the same.

The cost of bread for the Dominion is

about stationary, January cost standing at 6.81 cents per pound and February at 6.85 cents, or a very slight increase of one-twenty-fifth of a cent on a pound.

There were fourteen centres which show fractional increases, while seven show slight declines, and two groups are stationary.

Montreal cost goes up one-twenty-fifth of a cent per pound. Ottawa and Toronto are nearly stationary. Hamilton, Brantford and St. Catharines show fractional increases.

New Goods Department

REDBO PEANUT BUTTER

A new line which recently made its appearance on the Western market is REDBO peanut butter, manufactured by Ansley-Hallberg-Lewis Ltd., Winnipeg, who also manufacture Burdick's marmalade.



One of the principal claims made by the manufacturers is that REDBO peanut butter is manufactured from the "finest handpicked peanuts."

CARDBOARD CONTAINERS

A new cardboard basket for the display of small quantities of fruit has been placed on the market. This is similar to the splint baskets which have been used heretofore. Four sizes are made and some of them have perforated sides permitting a free passage of air. The patentee of this basket is H. O. d'Orsonens, Montreal, and the baskets are made by H. Morency, Quebec, P.Q.

ADDRESSES REGINA RETAIL MERCHANTS

G. C. Rooke of the firm of Rooke, Grant and Wilkinson, chartered accountants, addressed a meeting of the Regina Retail Merchants' Association recently, dealing with accounting methods and financing and explaining the income tax act and the order of the Canada Food Board in so far as these affect the retailer. Mr. Rooke demonstrated the necessity of keeping accounts and recited the benefits therefrom.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver April 30.—There was a bit of a flurry in wholesale circles on Friday by the announcement of an advance of 25 cents a hundredweight in sugar. By evening the notice was rescinded and sugar remains at old figure.

Potatoes have advanced to \$40 a ton for the best, while at same time evaporators are getting all they want for \$17 a ton. Lard is up to 32 cents. Butter is firm and the quality of stocks coming from Alberta is good. Fresh eggs have advanced to 47c. Oranges have eased down to \$7 and \$7.75. Strawberries so far are poor and are selling at \$3.85 for 15 cup crates. Wholesalers generally report April a quiet month.

VANCOUVER, B.C.:

Sugar, pure cane, gran., 100 lbs.	9 45
Flour, war grade, Manitoba, per per bbl., in car lots	10 85 10 95
Rice, Siam, No. 1, per ton.....	165 00
Do., Siam, No. 2	150 00
Beans, Japanese, per lb.	0 14½
Beans, B.C., white	0 17
Potatoes, per ton	40 00
Lard, pure, in 400-lb. tierces, lb.	0 32
Lard, compound	0 29
Butter, fresh made creamery, lb.	0 53
Margarine	0 39
Eggs, new-laid, in cartons, doz.	0 47
Oranges, box	7 00 7 75
Salmon—	
Sockeye, halves, flat case	16 50
Tall, case	14 00
Pinks, case	8 25 10 25
Cohoos	11 00 13 00
Chums	7 50 9 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, April 30.—There are a number of changes on this week's market. Lard is ½c higher and threes are selling at \$19.50. Nearly all cuts of hams and bacon are 1c pound higher. Fruit jars up fifty cents gross. Sago and tapioca have also advanced ½c pound. Candles, 6's, are quoted at 16½. General quotations on rice are now as follows: Siam 9½, Japan 10½. Creamery butter is still scarce but the price remains the same. Some changes have been made in flour, it is now selling at \$10.30 a barrel. Liquid blueing, alum, clothes lines and peanut butter are in this week's advance list. Shelled walnuts are at 65c, broken Manchurian shelled walnuts to arrive are quoted at 47.

CALGARY:

Beans, small, Burmah, lb.	0 11
Flour, 98s, per bbl.	10 85
Molasses, extra fancy, gal.....	1 10
Rolled oats, 80s	4 85
Rice, Siam, cwt.	9 50
Rice, Japan	10 50
Rice, China, per mat, No. 1.....	4 50
Do., No. 2	4 15
Tapioca, lb.	0 15
Sago, lb.	0 15
Sugar, pure cane, granulated, cwt ..	10 32
Cheese, No. 1, Ontario, large....	0 24 0 25
Butter, creamery, lb.	0 50
Do., dairy, lb.	0 40
Lard, pure, 3s, per case.....	19 50
Eggs, new laid, case	11 25 11 75
Candied peel, lemon, lb.	0 30
Tomatoes, 2½s, standard case..	4 95 5 50
Corn, 2s, standard case	5 50 5 90
Peas, 2s, standard case	4 00
Apples, gal., Ontario, case.....	2 80 3 00
Strawberries, 2s, Ontario, case..	6 50 6 80
Raspberries, 2s, Ontario, case..	6 50 6 80
Apples, evaporated, 50s, lb.	0 24
Apricots, evaporated, lb.	0 26½
Peaches, evaporated, lb.	0 16
Peaches, 2s, Ontario, case	4 75
Salmon, pink, tall, case	9 50
Salmon, Sockeye, tall, case	16 25
Do., halves	18 25
Potatoes, per ton	33 00
Navel oranges, case	7 00 8 50
Lemons, case	8 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., April 30.—Seventy per cent of wheat seeding in the province of Saskatchewan has been completed according to latest Government reports and seeding is about three weeks earlier than last year on an average. Fine weather for seeding continues and farmers are all on the land. Lard shows an advance of 20 cents this week; 3's are now \$19.10. Jelly powders advanced from 15 to 20 cents dozen. Olive oil very scarce and has advanced about \$2 per gallon; eggs remain firm at 36c per dozen.

REGINA—

Beans, small white Japans, bu.	7 75
Beans, Lima, per lb.
Flour, standard, 98s	5 27½
Molasses, extra fancy, gal.....	0 70
Rolled oats, bails	4 95
Rice, Siam, cwt.	9 25
Sago and tapioca, lb.	0 15½
Sugar, pure cane, gran., cwt.....	10 40
Cheese, No. 1 Ontario, large....	0 25½
Butter, creamery	0 50
Lard, pure, 3s, per case	19 10
Bacon, lb.	0 46
Eggs, new-laid	0 36
Pineapples, case	5 75
Tomatoes, 3s, standard case.....	5 25
Corn, 2s, standard case	4 85 4 95
Peas, 2s, standard case	4 20 4 25
Apples, gal., Ontario	2 90 3 50
Apples, evaporated, per lb.	0 22½
Strawberries, 2s, Ont., case	6 30
Raspberries, 2s, Ont., case	6 35
Peaches, 2s, Ontario, case	4 30
Plums, 2s, case	3 40
Salmon, finest sockeye, tall, case ..	15 50
Salmon, pink, tall, case	9 00
Perk, American clear, per bbl....	40 75 41 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., April 30.—Ordinary cornmeal showed a decline during the week and is now at \$4.25. Eggs are much easier, new lays now selling at 38c, and case eggs at 35c. Breakfast bacon is strong at 40c; margarine is off in price and is selling at 32½c to 33c a pound. Onions are at \$1.75 to \$2. Oranges at \$6 to \$8.50. Lard compound 27½ pound. Salmon cases, Red Spring, \$15; Pinks, \$11; Cohoes, \$14; Chums, \$8.50 per case. Case goods are selling at the following figures for 2's, tomatoes, \$5.40; corn, \$5; peas, \$4; strawberries, \$6.20; raspberries, \$6.20; peaches \$4.40; apples, gallons, per dozen, \$4; evaporated apples and peaches are quoted at 19c a pound.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.	12 05
Ontario	11 95
Cornmeal, gran., bbls.	14 50
Cornmeal, ordinary, bags	4 50
Molasses, extra fancy, gal.	0 89
Rolled oats, bbl.	13 00
Beans, yellow-eyed	10 25
Beans, California white	10 00
Beans, British Columbia white..	9 75 10 00
Rice, Siam, cwt.	10 00 10 25
Sago and tapioca, lb.	0 18 0 19

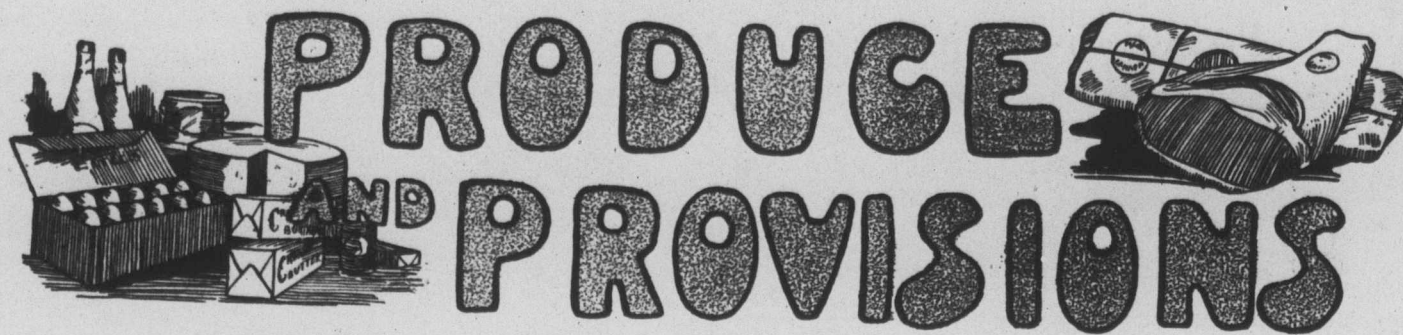
Sugar—

Standard, granulated	9 05 9 10
No. 1 yellow	8 55 8 60
Cheese, N.B., twins	0 24 0 25
Eggs, new-laid	0 38
Breakfast bacon	0 40
Butter, creamery, per lb.	0 47
Butter, dairy, per lb.	0 40 0 42
Butter, tub	0 38 0 40
Margarine	0 32½ 0 33
Lard, pure, lb.	0 32 0 32½
Lard, compound	0 27½
American clear pork	67 00 70 00
Beef corned, 1s	4 25
Tomatoes, 3s, standard, case	5 40
Raspberries, 2s, Ont, case	6 20
Peaches, 2s, standard case	4 40
Corn, 2s, standard case	5 00
Peas, standard, case	4 00
Apples, gal., N.B., doz.	4 00
Strawberries, 2s, Ont., case.....	6 20
Salmon, Red, spring, cases	15 00
Pinks	11 00
Cohoos	14 00
Chums	8 50
Evaporated apples, per lb.	0 19
Peaches, per lb.	0 19

Potatoes—

New, native, barrel	2 50 2 75
Onions, Canadian, 75 lbs.	1 75 2 00
Lemons, Cal., Messina, case	6 00 7 00
Oranges, California, case	6 00 8 50
Grapefruit, case	6 50 7 50

Several young boys recently entered the store of Hope McGinnis, Belleville, Ont., and were engaged in stealing cigarettes and other articles that appealed to them when Mr. McGinnis appeared on the scene. The boys were all arrested.



New Restrictions on Imported Meats

Government Amendment Provides That Meat and Canned Goods Entering from United States Must Bear U.S. Government Inspection Marks — Penalties For Importing Goods That Are Not Vouched For in This Manner

THE Federal Government bulletin No. 55 to amend the Meat and Canned Foods Act came in for a lengthy discussion at a recent session and was given its first reading.

This bill aims to establish a more uniform practice in the inspection of meat and canned food products. In the course of the debate on the bill, instances were adduced to show that some such action was necessary. It was stated by the Minister of Agriculture that the aim of the bill was to prevent goods that were under standard for the American market from finding a market in this country. He instanced as an example of the need for some such legislation that tubercular cattle had been sold in British Columbia. This beef was slaughtered in the United States but was not inspected there. It was pointed out that as the law stands at present there is no protection against such practices. The aim of the bill therefore is to set a standard for these imported products. The difficulties of placing inspectors in all sources of American production of these goods has made it necessary, so the minister claimed, to accept the inspection standards of the United States; where these were not found satisfactory the goods could be refused entry.

The gist of the bill is to ensure that all meats and canned goods entering Canada should be vouched for under the United States Inspection Act.

The bill reads as follows:

BILL 55.

An Act to Amend The Meat and Canned Foods Act.

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

1. Paragraph (b) of section two and section thirteen of The Meat and Canned Foods Act, chapter twenty-seven of the statutes of 1907, are repealed and the following are, respectively, substituted therefor:

"(b) 'establishment' means any abattoir, packing house, or other premises in which such animals are slaughtered, or in which any part thereof or products thereof, or fish, or fruit, or vegetables,

or any food or food product which may be named by the Governor in Council, are prepared for food for export or are stored for export;

Fish, Fruit and Vegetables Affected

"13. All fish, fruit, or vegetables, or products thereof, or any food or food products which may be named by the Governor in Council, under the provisions of section sixteen A of this Act, used in any establishment where these articles are prepared for export, shall be sound, wholesome, and fit for food; and any such articles or products thereof found in the said establishment unsound or unwholesome shall be confiscated and destroyed in such manner as may be provided by the regulations."

2. Sections sixteen and seventeen of the said Act as amended by chapter thirty-eight of the statutes of 1910, and by chapter forty-seven of the statutes of 1908, respectively, are repealed and the following sections are inserted immediately after section fifteen A thereof:

"16. No person shall offer or accept for export or import, or shall export or import, any articles subject to inspection under this Act, unless the requirements regarding inspection and marking have been complied with in respect to such articles. Every person offering any carcass, or portion or product thereof, or fruit or vegetable, or products thereof, or food or food products named by the Governor in Council under the provisions of section sixteen A of this Act, for export or import, or exporting or importing such carcass, portion or product, or any fruit or vegetable, or products thereof, or food or food products named by the Governor in Council as aforesaid, shall furnish such proof as is required by the regulations as to whether the articles so offered for export or import, or exported or imported, are subject to inspection or not.

Must Have Government Inspection of Country of Origin

"16A. (1) No carcass or portion or product thereof intended for food shall

be imported into Canada unless proof satisfactory to the Minister accompany it that the same has passed Government inspection in the country of origin, and any such carcass or portion or product thereof imported into Canada shall be subject to such further inspection, and shall conform to such requirements as the Governor in Council may by regulation prescribe.

(2) No fruit or vegetables or products thereof, or food or food products which may be named by the Governor in Council, shall be imported into Canada or exported from Canada unless the same conform to such requirements as the Governor in Council may by regulation prescribe.

(3) Any carcass, or portion or product thereof, or fruit or vegetable or products thereof, or food or food product, that does not conform to the requirements of such regulations shall, upon condemnation by any inspector, be forfeit to His Majesty, and may be disposed of as the Minister may direct.

No Name Calculated to Deceive

"17. (1) No article subject to inspection under this Act shall be offered or sold for export or import, or exported or imported, under any name intended or calculated to deceive as to its true nature.

(2) No package containing any article subject to inspection under this Act shall be marked with any label, brand or mark which falsely represents the quantity or weight or contents of such package.

(3) No package containing any article subject to inspection under this Act shall be marked with any label, brand or mark which falsely represents the date when the articles or goods contained therein were packed."

C. J. Paddon, grocer, Toronto, Ont., has sold his stock.

L. Dodson, grocer, Todmorden, Ont., has sold to A. & E. Woodruff.

Western Canada Flour Mills Co., Ltd., Toronto, Ont., has suffered small fire loss.

Frozen Fish Campaign a Success

"Cash and Carry" Plan Inaugurated in Montreal Last Week Proves a Big Success—One Firm Sells 1,500 Pounds First Day—Will Reduce Living Cost and Help Fish Business

"WE have had a splendid success of the co-operative scheme in selling haddock and headless codfish," was the remark of a large Montreal retail fish dealer to CANADIAN GROCER this week in answer to a query as to the success of the plan adopted on April 23rd for the sale of fish there. "As a matter of fact we sold 1,500 pounds the first day and this is four to five times what we sell ordinarily."

The scheme would seem to have been a success all around as indicated through the various enquiries made of those directly interested in the sale. And the success gives promise of marking a new era in fish distribution here—that of frozen fresh fish at least.

"One reason why fish has been so high," said a prominent dealer, "is that there has not been enough demand for it. The average store selling fish has had to ask a high price for it because there was a limited demand, and he had to protect himself against loss through a certain amount of his supply spoiling. It has been carried as a side line in a great many cases, and oftentimes the store-keeper has lost a considerable amount through part of his supply spoiling, the frozen fish being in disfavor."

Frozen Fish Better Quality Than Fresh

Another dealer expressed himself as pleasantly surprised by the quality of the fish. "We just thawed some of this fish out to see whether it compared favorably with fresh unfrozen fish," he said. "It was certainly fine—just as nice as the fresh fish, and being frozen after catching, it was in better condition than much of the freshly-caught fish can be when it reaches the consumer. There has been a big increase in our sales, and these have been more than we expected."

"It is a patriotic duty," he continued, "for the public to carry their own fish and to buy more of it. The cost of delivery is considerable, and when this is eliminated fish can be had for a reasonable price. In the past there has not been enough consumption of frozen fish, and that is one of the big reasons for its high price. With a quick turnover the man who handles fish can sell it on a close margin, and this has made the present price of 10c a pound possible, together with the fact of there being no delivery expense."

Stores Backing the Fish Campaign

One of the noticeable features of the past week's experimenting along the lines suggested by the Food Controller is that of the manner in which the stores have placed the fish on display and the publicity they have themselves given to the two lines of fish offered for sale at this reasonable price. Windows have had a tempting array of the haddock and

codfish, and attention has been directed to these displays in some cases through special lettering on the front of the windows. By introducing a certain amount of green vegetables, leaves, lemons and so on throughout the display placed on crushed ice the array was indeed tempting and must have accounted for many a sale.

There is much interest in the fact that, although the arrangements called for only three stores where the "Cash and Carry" fish could be had, many other stores throughout the city offered the same inducements, and in a number of instances extensive advertising was done in the daily papers. One dealer told CANADIAN GROCER that a large retail store had even gone so far as to clean the fish for its patrons.

The frozen fresh fish scheme as outlined seems to be off to a good start. Many thousands of pounds of meat and bacon will very probably be released through this "cash and carry" idea being developed. And with proper co-operation all around it looks as if fish will become more popular as an article of daily diet and that through its reasonable price it will find its way more frequently to the table of every home.

NEW CHEESE PRICES SHOW ADVANCES

New Prices on Cheese for Export. Now Only Need to Arrange Financing Will Set Price for Condensed Milk and Butter for Export

The price for cheese purchased by the British Government was announced at a recent meeting of the Dairy Produce Commission at Montreal.

The price authorized for cheese is 23 cents per pound for No. 1 grade, f.o.b. steamer at Montreal; 22½ cents per pound for No. 2 grade, and 22 cents for No. 3 grade.

This is some improvement on the prices in force last season, and it establishes a definite market for cheese that was urgently needed if Canada cheese business was to be encouraged. The establishment of a definite price for all exportable stocks will make the matter of financing the deal, that has been one of the great handicaps, a matter of somewhat less difficulty. It is estimated that this business will entail something like \$40,000,000. Prior to this announcement Canada was in the unsatisfactory condition of seeing business go to the United States at better figures than were offered for Canadian Cheese, while Canada sold only on the uncertain demand occasioned by opportunities of shipment. All this because the United States was in a position to finance the deal while Canada was not.

The setting of a satisfactory price,

and the assurance that all exportable stocks will be taken over by the British Government, leaves a much firmer ground on which to base negotiations for this financial assistance, and it has recently been definitely announced that the financial assistance will be forthcoming.

Arrangements are under way at the present for the setting of a price on butter and condensed milk. A committee was appointed to go into this matter and to figure a price on a parity with the announced food prices so that there will be no tendency toward unfair competition between the manufacturers of condensed milk and cheese.

At present there is no exportable surplus of butter but as soon as anything of the kind is available a price will be set for this also.

The Dairy Produce Commission is composed of the following members: Mr. Arthur J. Mills, representing the British Ministry of Food; Mr. J. A. Ruddick, representing the Dominion Department of Agriculture; Dr. James W. Robertson, representing the Canada Food Board; Messrs. Jas. Donaldson, A. Gerin and Jas. Alexander, representing the producers and the trade.

REGINA EGGS IN DEMAND

There is a considerable demand for Regina eggs, both in the East and in the West, at the present time, and shipments are being made to Calgary and Vancouver as well as to points in the East. Between 1,500 and 2,000 cases of eggs were received locally from country points last week. The price remains firm. A shipment of chickens was received last week and disposed of at about 45 cents retail. There has been little poultry of any kind on the local market since Easter.

2,200,000,000 LBS. OF FOODSTUFFS TO ALLIES FROM CANADA AND UNITED STATES

The total amount of foodstuffs shipped in the month of March from the United States and Canada to the allies was about 1,100,000 tons as against 750,000 tons for the month of February. These figures have prepared by the U. S. Food Administration. These materials include from the United States about 1,500,000 bushels of wheat and its products; about 16,200,000 bushels of other grains and their products; about 80,000,000 pounds of beef products; and about 200,000,000 pounds of pork products.

Four men were arrested recently in connection with thefts of chocolates from the Cowan Company, Sterling Road. Three confectionery men are charged with receiving, while an employee of the company is charging with stealing the goods. It is stated that the thieving had had been going on for over a year and the amount will reach several hundred dollars. It is charged that he made out false shipping bills and had the goods delivered to the three accused merchants.

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

BUTTER has registered a decline during the week of about 2 to 5c per pound and the position of this commodity generally is somewhat easier. Receipts as yet show very little improvement but further supplies are expected and lower prices will, it is thought, be named during the next couple of weeks.

Eggs continue in good consumptive demand. Receipts have been fairly heavy at all points though prices remain on about the same level. There is very little storing being done, only current requirements being considered at present and no thought of providing for an exportable surplus.

Prices on live hogs have again shown an advance of 50c over lowest quotations of last week, with a very light run reported. Dressed meats show some variation, boiled ham and pickled rolls registering advances, while roast hams and breakfast bacon are at lower levels in some markets.

New prices on cheese set by the Dairy Produce Commission for export to Great Britain are 23c per pound for No. 1 grade, 22½c for No. 2, and 22c for No. 3. This has had a firming tendency on dealers' stocks and prices have been named more in line with figures set by the Commission.

Hogs Still Scarce; Meat Trade Light

PROVISIONS.—Last week there were indications that the hog market would be still easier. However, receipts have not improved, and it is only because demand has been confined to a small compass that prices have not made greater advances in view of the light receipts. Prices this week are firmer and sales are made at \$21.50 per cwt. for live. Cured meats are in only fair demand and the prices are maintained without change. For pork products a better demand will exist so soon as the shipping activity here manifests itself. Dressed hogs are selling at the rather high price of \$29.50 to \$30.25 per hundredweight.

Hogs, dressed—		
Abattoir, killed	29 50	30 25
Hogs, live	21 00	21 50
Hams—		
Medium, smoked, per lb.	0 33½	0 34½
Large, per lb.	0 30½	0 31
Bacon—		
Plain	0 41½	0 42½
Boneless, per lb.	0 44½	0 45½
Bacon—		
Breakfast, per lb.	0 40½	0 42½
Roll, per lb.	0 32½	0 33½
Dry Salt Meats—		
Long clear bacon, ton lots	0 27	0 29
Long clear bacon, small lots	0 28½	0 29½
Fat backs, lb.	0 27	0 28
Cooked Meats—		
Hams, boiled, per lb.	0 47	0 48
Hams, roast, per lb.	0 47	0 47
Shoulders, boiled, per lb.	0 40	0 40
Shoulders, roast, per lb.	0 42	0 42

Lard Advances; Demand Active

LARD.—The lard market is very firm and under the light hog receipts prices have advanced for pure lard half a cent.

There seems to be an ample supply to meet this active demand, however, and from all quarters the request is maintained. Prices here are as follows:

Lard, Pure—	
Tierces, 400 lbs., per lb.	0 32
Tubs, 60 lbs.	0 32½
Pails	0 32¾
Bricks, 1 lb., per lb.	0 33¾

Shortening Ample; Prices Steady

SHORTENING.—While there is a supply of shortening sufficient to meet the needs the prices are well maintained under active request. For some time the delivery of cottonseed oil has been very good and quite an improvement was shown. As a consequence the price has ruled more or less steadily and sales are made on the following basis.

Shortening—	
Tierces, 400 lbs., per lb.	0 26¼
Tubs, 50 lbs.	0 26¼
Pails, 20 lbs., per lb.	0 27
Bricks, 1 lb., per lb.	0 28

Margarine Firm; Supplies Better

MARGARINE.—There is a steady demand for margarine. Supplies have been better of late in view of the fact that the imported stock has eased the drain on the Canadian-made product. However, with the product well established as an article of daily use in many places there is likely to be a ready absorption of stocks arriving here. Prices are well maintained and without change.

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

Butter Drops Five Cents; Supplies Increase

BUTTER.—The very interesting point this week is that of a sheer drop of five cents per pound to 48c for fresh-made creamery. In fact it is stated that a much larger decline was recorded in one section of the district. Better weather conditions and greatly increased offerings are responsible for the lower prices and these will probably continue to decline for some time. One produce man stated that "there is no confidence as to just how low prices will go." The popular demand for oleomargarine has had a real effect upon the demand for butter, prices being so high for the latter that many have used the margarine.

Butter—	
Creamery prints (fresh made)	0 48
Creamery solids (fresh made)	0 47
Dairy prints, choice	0 38
Dairy, in tubs, choice	0 37

With Cheese Prices Fixed, Trading Normal

CHEESE.—With the prices of cheese now settled by the Dairy Produce Commission a more settled condition prevails and the trading operations will be on a better defined basis. With prices at the buying points 22¼c there is little allowance for the expense of delivery when viewing the ordinary trade situation. The new prices, 23c for best grades, 22½c for No. 2, and 22c for No. 3, seem to have met with general approval. Trading in the usual way is maintained and prices are as follows:

Cheese—	
Large, per lb.	0 23½
Tinws, per lb.	0 24
Triplets, per lb.	0 24
Stilton, per lb.	0 27
Fancy, old cheese, per lb.	0 28

Eggs Plentiful; Prices Lower

EGGS.—The reduction of egg prices is a very gradual process here. The prices paid by the importing produce men range around 36 cents per dozen at buying centres. After transportation is paid this increases the cost considerably and the retail trade is being supplied at 40 to 41 cents per dozen. Last week's receipts were 14,944 cases and those of last year for the corresponding week, 12,930. Thus there is a very noticeable increase and many are now storing. Local demand is fairly active under a somewhat easier outlook for the immediate future. The grade of eggs received is said to be good.

Eggs—	
New-laid	0 40 0 41

Poultry Firm; Demand Maintained

POULTRY.—Live poultry is very scarce still and the produce men do not

expect it will be plentiful. Receipts here for the past week have been very light. With a better demand for meat products aside from beef and other lines, poultry figures prominently in the substitutes and the sale of dressed is fairly good. Under these conditions prices are fully maintained, though unchanged.

	Live	Dressed
Young ducks	0 32	0 32
Turkeys (old toms), lb.	0 35	0 35
Turkeys (young)	0 40	0 40
Geese	0 30	0 30
Old fowls	0 30-0 30	0 35-0 36
Chickens (milk-fed)	0 39-0 40	0 40
Roasting chickens	0 37	0 37

Some Fish Scarce; Lobsters Easier

Montreal.

FISH.—The delivery of fish from Atlantic ports has been slow and some varieties are real scarce. Last week there was a good demand for haddock and headless codfish—the two lines which were on sale in several “cash and carry” stores. With the return of better marketing and weather conditions there will be a lower price schedule, say the fish wholesalers. Considerable frozen fish is said to be held in first hands. Lobsters, shrimps and prawns are more plentiful and the prices easier. Some supplies of fresh halibut are expected to arrive and ease the situation. Kippers and haddies are freer and the prices unchanged.

SMOKED FISH.

Haddies (fresh cured)	0 13	0 14
Haddies (frozen)	0 12	0 13
Haddies, fillet	0 16	0 18
Smoked herrings (med.) per box	0 23	0 23
Smoked cod	0 12	0 12
Bloaters, per box 60/100	1 50	1 75
Kippers, per box 40/50	2 00	2 25

SALTED AND PICKLED FISH.

Haddock	10 00	10 00
Herring (Labrador), per bbl.	12 00	12 50
Herring (Labrador), ½ bbls.	6 75	6 75
Herring, No. 1 lake (100-lb. keg)	5 25	5 25
Salmon (Labrador) per bbl.	24 00	24 00
Do., tierces	33 00	33 00
Salmon (B.C. Red)	25 00	25 00
Sea Trout, red and pale, per bbl.	18 00	19 00
Sea trout (½ bbls.)	10 00	10 50
Green Cod, No. 1, per bbl. (med.)	13 00	13 00
Green Cod (large bbl.)	15 00	15 00
Green Cod (small), lb.	0 06½	0 06½
Green Cod (med.), lb.	0 07½	0 07½
Mackerel, No. 1, per bbl.	22 00	22 00
Mackerel (½ bbls.)	15 00	15 00
Codfish (Skinless), 100-lb. box	12 00	12 50
Codfish, 2-lb. blocks (24-lb. case)	0 17	0 17
Codfish (Skinless), blks. “Ivory” Brd., lb.	0 15	0 15
Codfish, boneless, lb. (according to package)	0 14	0 18
Codfish, Shredded, 12-lb. box	2 20	2 25
Eels, salted	0 12	0 12
Pickled turbot, new, bbls.	14 00	15 00
Do., half barrels	7 00	8 00
Cod, boneless (20-lb. boxes), as to grade	0 14	0 18
Cod, strip (30-lb. boxes)	0 16	0 16
Cod, dry (bundles)	10 00	10 00

SHRIMPS, LOBSTERS

Lobsters, medium and large, lb.	0 40	0 45
Prawns, lb.	0 28	0 28
Shrimps, lb.	0 26	0 26
Seallops	3 50	3 50
Oysters—		
Ordinary, gal.	2 25	2 25
Malpeque oysters, choice, bbl.	10 00	10 00
Malpeque oysters (med.) bbl.	9 00	9 00
Cape Cod shell oysters, bbl.	11 00	11 00
Cape Cod Shell Oysters—		
5 gal. (wine) cans	11 00	11 00
3 gal. (wine) cans	6 00	6 00
1 gal. (wine) cans	2 25	2 25
Oyster pails (pints), 100	1 50	1 50
Oyster pails (quarts), 100	2 10	2 10
Clams, med., bbl.	9 00	9 00
Clams (med.), per bbl.	9 00	9 00

FRESH FROZEN SEA FISH.

Herring, large sea, lb.	0 09	0 09
Herring, frozen lake, lb.	0 06	0 06
Halibut	18	19
Halibut (medium)	20	20
Haddock	08	09
Mackerel	17	18

Cod—Toms	3 00	..
Cod steak, fancy, lb.	09½	10
Salmon, Red	18½	20
Salmon, pale	14½	15
Salmon, Gaspé	..	26

FRESH FROZEN LAKE FISH

Pike, lb.	0 09½	0 11
Perch	0 12½	0 13
Whitefish, lb.	0 12½	0 13
Whitefish (small)	0 09½	0 12½
Lake trout	0 18	0 19
Eels, lb.	0 12	0 12
Doree	0 12½	0 13

FRESH FISH

Barbotte	0 12	0 12
Haddock	0 08	0 100
Steak cod	0 10	0 12
Market cod	..	0 07
Carp	0 12	0 13
Dore	0 16	0 17
Lake trout	0 13	0 20
Pike	0 12	0 13
B. C. Salmon	0 22	0 24
Salmon (Qualla)	0 13	0 13
Gaspereaux, lb.	0 06	0 06
Gaspereaux, each	0 04½	0 04½
Gaspereaux herring (100)	3 50	3 50
Western Halibut	0 26	0 26
Eastern Halibut (chicken)	0 20	0 20
Eastern Halibut (med.)	0 22	0 22
Flounders	0 06	0 10
Perch	0 09	0 09
Bullheads	0 15	0 15
Whitefish	0 13	0 16
Whitefish (small)	0 09	0 09½
Eels	0 12	0 12
Mackerel (large), each	0 20	0 20
Mackerel (medium), each	0 19	0 19
Mackerel, per lb.	0 14	0 14
Smelts, No. 1	0 18	0 19
Smelts, No. 2	0 11	0 12
Smelts, No. 1 large	0 24	0 24

Higher Prices Rule On Live Hogs

Toronto.

PROVISIONS.—Higher prices again prevail on live hogs during the week, fed and watered being bought at \$20.25 per 100 pounds. The run is light, which is a natural condition at this season of the year.

Dressed meats have again come under revision, and prices given below show some advances and some declines. Breakfast bacon at 37c to 41c is a little easier in some quarters; roast hams, without dressing, are being quoted at 46c to 48c, and shoulder roasts at 43c to 45c per pound. Boiled hams are higher at 49c to 50c per pound. Business is reported somewhat brisker.

Hams—		
Medium	0 37	0 38
Large, per lb.	0 28	0 31
Bacon—		
Plain	0 41	0 48
Boneless, per lb.	0 46	0 52
Bacon—		
Breakfast, per lb.	0 37	0 41
Roll, per lb.	0 34	0 36
Wiltshire (smoked sides), lb.	0 38	0 42½
Dry Salt Meats—		
Long clear bacon, lb.	0 29½	0 31
Fat backs	..	0 32
Cooked Meats—		
Hams, boiled, per lb.	0 48	0 50
Hams, roast, without dressing, per lb.	0 46	0 51
Shoulders, roast, without dressing, per lb.	0 43	0 48
Barrel Pork—		
Meas pork, 200 lbs.	55 00	58 00
Short cut backs, bbl., 100 lbs.	61 00	63 00
Pickled rolls, bbl., 200 lbs.	57 00	59 00
Hogs—		
Dressed, 70-100 lbs. weight	29 50	30 00
Live, fed cars	20 50	20 50
Live, fed and watered	20 25	20 25
Live, f.o.b.	19 50	19 50

Shortening Remains Firm And Unchanged

Toronto.

SHORTENING.—There has been no appreciable change in the situation dur-

ing the week. Whereas it is felt that some influence on demand will result from the Government order curtailing puff pastry, etc., in which shortening is used, there is as yet no way to determine just what effect this may have. However, it is thought that with the shortage of supplies generally and heavy consuming demand that exists there will be little surplus accumulate.

Shortening, tierces, 400 lb., lb. 0 26 0 26½
In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ¼-½c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Little Change In Lard Situation

Toronto.

LARD.—There is very little change in the lard situation during the week, but with the light run of hogs now in evidence there is little lard being secured. The demand, however, is light and production is taking care of same quite readily.

Lard, pure, tierces, 400 lbs., lb. 0 31 0 32
In 60-lb. tubs, ¼-½c higher than tierces; pails ¼-½c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Margarine Moving Out Freely

Toronto.

MARGARINE.—Supplies of margarine continue to reach the market in very fair quantities, and dealers report that this product is moving forward to the trade very freely. The market has held firm and unchanged during the week, and it is thought prices now ruling will be held for some little time.

Margarine—

1-lb. prints, No. 1	30 32	30 32
Do., No. 2	0 30	0 31
Do., No. 3	0 37	0 37
Solids, 1c per lb. less than prints.		

Butter Reveals Easier Tendency

Toronto.

BUTTER.—A somewhat easier tendency is to be noted in the market during the week, and prices have declined from 1c to 2c per pound. This is more in sympathy with outside markets rather than on account of heavier receipts, for as yet shipments to this market show little improvement. Storage stocks of creamery are becoming pretty well cleaned up, and there is little dairy offering. It is felt that margarine will supplant dairy butter to a large extent. Prices ruling for the week follow:

Creamery prints, fresh made	0 50	0 52
Creamery solids, fresh made	0 49	0 51
Creamery prints, storage	0 48	0 50
Creamery solids, storage	0 47	0 49
Rairy prints, choice, lb.	0 38	0 40
Dairy prints, lb.	0 34	0 36

Heavy Consumption Of Eggs; Little Storing

Toronto.

EGGS.—Eggs are selling extremely well for consumption. It is intimated that country costs are all out of line and that any storing being done is more forced than a natural condition and done in the hope of avoiding loss. As yet little storing is being indulged in, and dealers intimate that the present outlook is that only current requirements will be pro-

vided for. This means there will be no exportable surplus whatever. Prices held firm and unchanged.

Eggs—		
New-laid, in cartons	0 40	0 42
Do., loose, doz.	0 39	0 40

Commission Fixes
Price Of Cheese

Toronto.
CHEESE.—Prices of cheese have stiffened somewhat during the week in line with the export price fixed by the Dairy Produce Commission. This is on the basis of 23c for No. 1 grade f.o.b. steamer Montreal. Business is reported fair, and it is expected new-made will soon be offering, as cheese factories have already started operations.

Cheese—		
New, large	0 23	0 24
Old, large	0 24	0 25
Stilton (new)	0 26	0 27
Twins, ¼c lb. higher than large cheese. Trip-lets ½c lb. higher than large cheese.		

Hens Go Higher; Geese Lower; Little Arriving

Toronto.
POULTRY.—There has been a somewhat firmer tendency in respect to hens, and prices being paid range slightly higher. Geese have declined considerably, with very few offering. There is very little poultry coming in at the present time, and whether higher prices will stimulate arrivals to any extent is a question.

Prices paid by commission men at Toronto:		
	Live	Dressed
Ducks	\$...-\$0 30	\$...-\$...
Geese	0 12	0 15
Turkeys	0 26-0 28	0 30-0 35
Roosters	0 20-0 25	0 22-0 24
Hens, over 5 lbs.	0 28-0 30	0 28-0 30
Hens, under 5 lbs.	0 25-0 28	0 25-0 30
Chickens, 4½ lbs. up.	0 25-0 29	0 28-0 33
Chickens, under 4½ lbs.	0 22-0 25	0 26-0 30
Squabs, dozen	4 60	...

Prices quoted to retail trade:		
Hens	0 28	0 37
Ducks	0 30	0 34
Chickens	0 35	0 40
Do., milk-fed	0 35	0 41
Turkeys	0 36	0 40
Geese	0 20	0 25

Kippers Arriving; Fresh Lake Fish Slow

Toronto.
FISH.—Kippers are reaching the market in much larger quantities, and are being generally quoted at \$2 per box. A somewhat freer movement of fresh lake fish is expected towards the end of the week, though receipts so far have been comparatively light. Fresh halibut, medium, at 21c to 22c, and chicken at 18c to 20c per pound is now offering. Fresh steak cod at 10c to 11c; fresh haddock at 8c to 8½c; fresh flounders at 8c to 10c; and fresh sea herring at 5½c to 6c per pound are now on the market. The fresh cured besides kippers include include fillets at 15c and finnan haddies at 13c per pound. Fresh frozen fish is practically done in some quarters. Business generally is reported in very good volume.

SMOKED FISH.		
Haddies, per lb., new cured	0 12	0 15
Chicken haddies, lb.	0 11	0 13
Haddies, fillets, per lb.	0 13	0 17
Ciscoes, per lb.	0 15	0 17
Kipped herring, per box		2 00
Digby herring, skinless, 10-lb.		2 25

PICKLED AND DRIED FISH.		
Acadia cod, 20 1-lb. blocks	...	3 40
Acadia cod, 12-2-lb. blocks	4 25	4 50
Strip cod, lb.	0 12	0 16
Quail on toast, 24 1-lb. blocks, lb.	0 12½	0 13
Skinless cod, 100-lb. boxes, lb.	0 11	0 12
Halifax shredded cod, 24s.	...	2 20
Salt Mackerel, kits, 20 lbs.	...	3 00
Labrador salt herring, barrels	11 50	6 00
Do., half barrels	5 50	6 00
Herring, pickled, keg 100 lbs.	...	6 00

FRESH FROZEN SEA FISH		
Halibut, frozen	0 19	0 20
Salmon, Qualla, lb.	0 13	0 15
Do., red spring	0 19	0 25
Do., Cohoe	...	0 20
Do., Restigouche	...	0 27
Haddock, headless and dressed, lb.	0 07	0 10
Herrings, frozen	0 08	0 10
Steak cod, lb.	0 09	0 10½
Haddock, market, lb.	0 7	0 08½
Cod, market, heads on, lb.	0 06	0 08½
Mackerel, frozen, lb.	0 10	0 12
Flounders, frozen	0 07	0 10
Tulibeas, lb.	0 08½	0 09
Smelts, extra, lb.	...	0 22
Do., No. 1, lb.	...	0 18
Do., No. 2, lb.	...	0 12
Oysters, No. 3 size pkg., selects
Blue points, bbl.
Malpeque, bbl.

Shrimps—		
No. 1, cans	...	1 60
No. 2, cans	...	3 10
No. 4, cans	...	6 00
FRESH FROZEN LAKE FISH		
Herring, Lake Superior, bags, lb.
Herring, Lake Erie, pan frozen	0 08½	0 10
Pike, dressed	0 10	0 11
Do., round	0 09	0 09½
Whitefish, frozen	0 12½	0 13
Trout, lb., frozen	0 14	0 16
Mulletts, frozen, lb.	0 06	0 07½
Yellow pickerel, frozen, lb.	0 12½	0 13

FISHING INDUSTRY IS VALUABLE ASSET

Last Year's Catch Marketed For \$50,000,000, an Increase in Value of \$12,000,000

An increase in the market value of Canadian fish of \$12,000,000, during the year 1917 as compared with 1916, is shown by a summary of the fishing results in the Dominion for the past year. The marketed value of the products of Canadian fisheries for 1917 will be well over \$50,000,000. The provinces of British Columbia and Nova Scotia were the chief contributors, the former with \$8,000,000 and the latter with an increase of \$4,000,000. There has been a greater quantity of fish produced in most of the provinces though the above figures also represent increased prices paid for fish.

A considerable increase in the landings of cod, haddock, hake and mackerel is reported from Nova Scotia. In New Brunswick the chief feature was a considerable drop in the sardine and herring catch of the Bay of Fundy, though higher prices increased the value of the catch \$300,000. In the northern section of New Brunswick there was a decrease in the catch of cod and herring, but the value was \$150,000 greater than the previous year. In Prince Edward Island there was an increased catch of cod.

The province of Ontario shows an increase of over \$200,000 for the past year. This was largely due to the increased catch of lake herring. The catch of whitefish, trout and blue pickerel suffered a decrease. In Quebec the cod catch was greater but that of salmon, mackerel and herring declined somewhat. The prairie provinces increased both the value and output of fish.

In British Columbia the usual big run of sockeye salmon in the Fraser river did not materialize and the pack of

that particular grade of salmon on the Fraser was not more than 25 per cent. of an ordinary big year. This serious decrease was due to the obstruction of the river during the run four years ago, caused by blasting operations on the C. N. R. at Hell's Gate. Notwithstanding this failure, the total pack of salmon in the province was the largest on record. Other grades were packed in greater quantities to take the place of sockeye, especially in the northern parts.

The fresh fish trade in British Columbia has increased greatly in volume in recent years with the transportation facilities now available. More attention is also being given to the canning and curing of herring in that province.

PROTESTS EXPORTATION OF FISH

Mayor Harry P. Stephens of Niagara Falls, Ont., has addressed the following letter to Mr. Squires, head of the government fish branch, at Toronto, making a strong protest against the wholesale exportation of Lake Erie fish to Buffalo, to the almost entire exclusion of Ontario.

"To-day not a pound of fresh fish can he had in this city, yet almost daily carloads of Lake Erie fish go through this city on their way to Buffalo. Dealers here tell me they can't get a pound of Lake Erie fish because it is all shipped to Buffalo, whether caught in the Canadian or American part of the lake, and if our Canadian dealers wish to get any of these Lake Erie fish they have got to reimport them and pay duty on them. This is a discrimination against Ontario and Canada which certainly should not be allowed to continue, considering the high price of fish in Canada to-day."

FISH HATCHERY FOR LAKE NEPIGON

The erection of a whitefish and trout hatchery in the district of Thunder Bay for the purpose of restocking Lake Nepigon and other inland waters from which the Ontario fisheries are now drawing a large part of the supply being sent to municipalities throughout the province is recommended in the annual report of the Department of Game and Fisheries. The Acting Deputy Minister, Mr. McDonald, points out that a hatchery is necessary since the demand for trout for re-stocking exceeds the supply.

MORE REFRIGERATOR CARS FOR FISH

The Federal Minister of Railways and Canals has announced that his department has entered into a contract for the construction of between 150 and 200 refrigerator cars for the carriage of fresh fish from the seaboard to points inland. These cars will also be available for carrying apples and potatoes. A number of secondhand insulated cars have recently been acquired by the department to meet immediate needs.

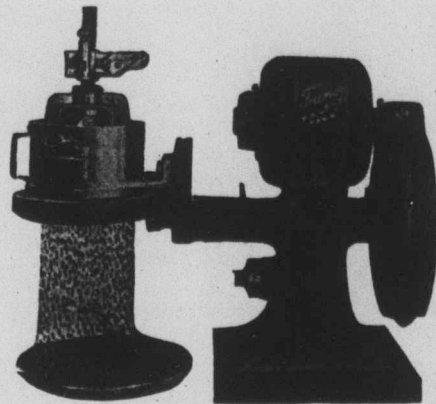
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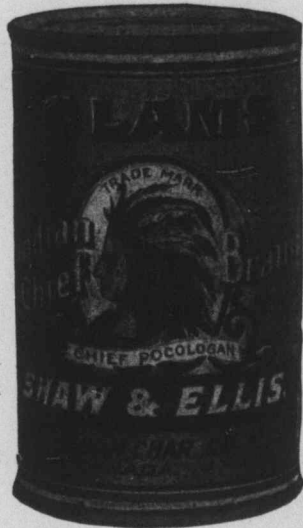
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Their quality is supreme. They are put up the very day they are taken from the Clam beds and sealed securely without solder or acid.

Look for steady repeats after a first sale. Show Indian Chief Brand Clams constantly.



SHAW & ELLIS

POCOLOGAN, N. B.

Just try
how
Mackay's
will sell

You can strongly recommend this delicious, wholesome Canadian-made Barley Food.

MACKAY'S PEARL BARLEY FLOUR is without any peer whatever.

Gives soups and gravies a delightful flavor. Just the right food for infants and invalids.

A strong consumer publicity campaign is helping dealers to keep their sales of MacKay's going.

Recommended by Dr. McGill, Ottawa, Dominion Chemical Analyst.



IT'S THE REAL MACKAY

John MacKay Co., Limited
BOWMANVILLE, ONT.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Ottawa, Ont.	Montreal, Que.
Edmonton, Alta.	St. John, N.B.	Quebec, Que.
Halifax, N.S.	Vancouver, B.C.	Toronto, Ont.
London, Ont.	Victoria, B.C.	Winnipeg, Man.
	Hamilton, Ont.	

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, General Manager
TORONTO, CANADA. Western Canada

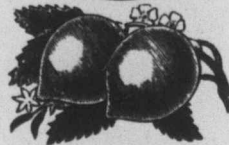
We always have a few carloads of
2's and 2½'s

CANNING SHOOKS

ON HAND

Write or wire for prices.

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



**ROSE'S
LIME JUICE**

**The big
warm weather seller**

Its quality has placed it first in the estimation of careful buyers and its popularity is still unequalled after half a century's success.

You would be wise to stock now because the demand for such an ideal temperance drink as Rose's Lime Juice will certainly be big this summer.

When you're ordering include a good supply of

**HOLBROOK'S
Imported
WORCESTERSHIRE
SAUCE**

We are still supplying it at pre-war prices. Our stocks of Imported English Malt Vinegar, in glass; Sardines, French Olive Oil, Custard Powders, all flavors; Health Salts, Ground Rice, Rice Flour and Potato Flour.

Holbrooks, Ltd.
Toronto and Vancouver

**X-X-X
PHOSPHATE CREAM TARTAR**

Formerly only sold in Bulk,
NOW offered to the Grocery
Trade in Five and Ten Pound
Cartons.

To avoid unsatisfactory substitutes
look for this label on the package.
Insist on the Genuine X-X-X.



Order from your Wholesaler,
or direct from

The Jones Packing & Provision Co.
(Chemical Department) Limited
SMITH'S FALLS, ONTARIO



As Food and Dessert

Junket Tablets have a ready sale, both for making food for the little ones and for making delicious desserts for grown-ups. Junket is served plain or with fruit, berries, nuts, etc., and it also makes better, smoother ice cream.

Junket
MADE with MILK

Known and used by physicians and nurses everywhere and recommended by them for many years.

Sold in packages of 10 Tablets. Retail at 12c, with a substantial profit.

Advertised in leading Canadian magazines that cover the Dominion.

Chr. Hansen's
Canadian Laboratory
Toronto, Canada



**Navel
Oranges**

**Nova Scotia and
Georgian Bay Brand
Apples**

Tomatoes

Get in touch with
us to-day

Lemon Bros.
Owen Sound
Ont.



Repeat Quality

The quality that creates lasting satisfaction and brings the buyer back again for more — and more — and more — that's the quality it pays to sell.

We offer you this repeat selling quality in the new pack

BRUNSWICK BRAND KIPPERED HERRINGS

Every sea food packed under the Brunswick Brand label is a quality line, but we particularly recommend these Kippered Herrings as being exceptionally customer-pleasing.

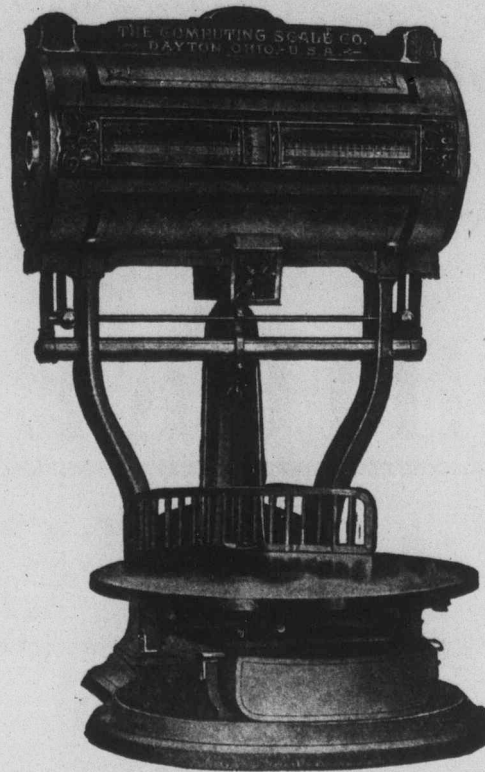
Try them. Packed 4 doz. No. 1 tins to the case. Send us your order now. Prompt delivery guaranteed.

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

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

QUOTATIONS FOR PROPRIETARY ARTICLES SPACE IN THIS DEPARTMENT IS \$65 PER INCH PER YEAR

BAKING POWDER		"AYLMER" PURE ORANGE MARMALADE	
ROYAL BAKING POWDER		Per doz	
Size	Less than 10-case lots Per doz.	Tumblers, Vacuum Top, 2 doz. in case	\$1 90
Dime	\$ 1 15	12-oz. Glass, Screw Top, 2 doz. in case	2 25
4-oz.	1 65	16-oz. Glass, Screw Top, 2 doz. in case	2 75
6-oz.	2 45	16-oz. Glass Tall, Vacuum 2 doz. in case	2 75
8-oz.	3 10	2's Tin, 2 doz. per case	3 90
12-oz.	4 65	4's Tin, 12 pails in crate, per pail	0 65
16-oz.	5 90	5's Tin, 8 pails in crate, per pail	0 84
2½-lb.	14 60	7's Tin or Wood, 6 pails in crate	1 15
5-lb.	27 35	7's Tin or Wood, 4 pails in crate, per lb.	0 16
F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.		30's Tin or Wood, one pail crate, per lb.	0 16
JAMS		BLUE	
DOMINION CANNERS, LTD.		Keen's Oxford, per lb.	
"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.		In cases 12—12 lb. boxes to case	
Screw Vac top Glass Jars, 16 oz. glass 2 doz. case.	Per doz.	COCOA AND CHOCOLATE THE COWAN CO., LTD. COCOA	
Blackberry	\$3 00	Empire Breakfast Cocoa, 2 doz. in box, per doz.	
Currant, Black	3 20	Perfection, ¼-lb. tins, doz.	
Plum	2 90	Perfection, ¼-lb. tins, doz.	
Pear	2 90	Perfection, 10c size, doz.	
Peach	2 90	Perfection, 5-lb. tins, per lb.	
Raspberry, Red	3 30	(Unsweetened Chocolate)	
Raspberry and Red Currant	3 00	Supreme Chocolate, 12-lb. boxes, per lb.	
DOMINION CANNERS, LTD.		Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	
CATSUPS—In Glass Bottles		Sweet Chocolate— Per lb.	
½ Pts. Delhi Epicure	\$1 75	Queen's Dessert, 10c cakes, 2 doz. in box, per box.	
½ Pts., Red Seal, screw tops	1 40	Diamond Chocolate, 7's, 4-lb. boxes	
Pts., Delhi Epicure	2 75	Diamond, 6's and 7's, 8 and 12-lb. boxes	
Pts., Red Seal	1 90	Diamond, ¼'s, 6 and 12-lb. boxes	
Qts., Red Seal	2 85	Icings for Cake—	
Qts., Lynn Valley	2 75	Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in ¼ lb. packages, 2 and 4 doz. in box, per doz.	
BAKE DBEANS WITH PORK		Chocolate Confections— Per doz.	
Brands—Canada First, Simcoe Quaker		Maple Buds, 5-lb. boxes	
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	\$0 95	Milk medallions, 5-lb. boxes	
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15	Chocolate wafers, No. 1, 5-lb. boxes	
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25	Chocolate wafers, No. 2, 5-lb. boxes	
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35	Nonpareil wafers, No. 1, 5-lb. boxes	
1½'s (20-oz.) Plain, per doz.	1 65	Nonpareil wafers, No. 2, 5-lb. boxes	
Tomato or Chili Sauce	1 90	Chocolate ginger, 5-lb. boxes	
2's Baked Beans, Plain, 2 doz. to case	1 95	Milk chocolate wafers, 5-lb. boxes	
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30	Coffee drops, 5-lb. boxes	
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30	Lunch bars, 5-lb. boxes	
2½'s Tall, Plain, per doz.	2 75	Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	
Tomato or Chili Sauce	3 20	Nut milk chocolates ¼'s, 6, lb. boxes, lb.	
Family, Plain, \$2.35 doz.; Family, Tomato Sauce, \$2.80 doz.; Family, Chili Sauce, \$2.80 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), \$12; plain, \$10.		Nut chocolate squares (20 divisions to cake), packed 2 and 3 cakes to a box, per cake	
		Almond nut bars, 24 bars, per box	



It's the Dayton Scale

*It guarantees your profits
to a fraction of a cent*

Nowadays your stocks represent a tremendously larger investment than ever before. You must do a very large business with high-priced goods yet your margin of profit is not proportionately greater. Only one thing to do—make sure you get every fraction of profit that is coming to you. Use a Dayton Computing Scale. This gives you visible weight and value to the fraction of an ounce, to the fraction of a cent. It is the grocer's guarantee of a square deal to himself.

Let us send you our latest price lists and folders

Dayton Computing Scales

Royce and Campbell Avenues, - TORONTO, ONT.

The International Business Machines Co., Limited, Toronto, Frank E. Mutton, Vice-President and General Manager, Manufacturers Dayton Scales, International Time Recorders and Hollerith Electric Tabulating Machines.

Customer Satisfaction
and
Good Profits feature

CHICKEN HADDIES

LILY BRAND
(REGISTERED)

To secure your maximum share of the ever-growing fish demand you should make a point of showing such certain customer pleasers as Chicken Haddies (Lily Brand).

These delicious foods are just as economical as they are good. Chicken Haddies are eatable right down to the very last morsel.

Wholesale grocers throughout Canada can now supply the new season's pack, 48 1-lb. cans to the case. Attractively labelled sanitary cans.

Chicken Haddies are packed at our plants on the Atlantic Coast from young and tender fish.

*Get a trial supply now and see
what repeats this line will produce.*

MARITIME FISH CORPORATION

Limited

Head Office and Sales Dept.
MONTREAL

Plants at CANSO, N.S.
and DIGBY, N.S.

Wanted

CLASSIFIED ADVERTISING

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

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

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

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

BUSINESS FOR SALE

GENERAL STORE—BEST PAYING BUSINESS west of Edmonton. On G.T.R. R.R. Sawmill town. \$35,000 monthly pay roll. Stock in trade, \$16,000. Store, house and lot, \$6,000, turnover, \$48,000, netted last year \$6,500, paying net 13½% on turnover, 22½% on investment. Sell cash only. Owner has other interests requiring attention. Apply Box 300, Canadian Grocer.

AN OPPORTUNITY.

PROSPEROUS COUNTRY GENERAL STORE business for sale at inventory price for stock (principally groceries). Good farming district eight miles from Ottawa. The village Post Office is now in this store. The stock is in excellent condition and the approximate value at present is about \$4,000. The death of the owner makes sale necessary. Apply Capital Trust Corporation, 10 Metcalfe St., Ottawa.

CASH AND CARRY GROCERY — STOCK about twenty-five hundred—weekly sales nine hundred; low rent. Come and see this money maker. Reason for selling poor health. Harry C. Marlatt, Box 352, Simcoe, Ont.

WANTED

WANTED—A LINE OF FANCY BISCUITS and candy to handle on commission; bank reference. Traveller. P.O. Box 436, Sydney, C.B.

DEAD STOCK OF PATENT MEDICINES, drugs and sundries bought or exchanged. Write The Drug Exchange, Box 297, Canadian Grocer, Montreal, P.Q.

WANTED — CASH REGISTER. MUST BE total adder. Give full particulars. Apply to Box 301, Canadian Grocer.

SITUATIONS WANTED

A RETURNED SOLDIER, THOROUGHLY EXPERIENCED retail grocer, desires a position in first-class grocery business. Good wages for married man. Apply Box 295, Canadian Grocer, 153 University Ave., Toronto.

MISCELLANEOUS

GROCERS — INCREASE YOUR PROFITS selling Neal's Bread; shipping service unexcelled (Western Ontario delivery only); four factories: Windsor, London, Sarnia, St. Thomas. Neal Baking Co.

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

Grocery Store for Sale

Best location in Montreal. Profits over \$3,000 last year. Good opportunity for right party. Apply

Box 125, CANADIAN GROCER
Southam Building, Bleury Street, Montreal

FIXTURES FOR SALE

FIXTURES, CONSISTING OF MARBLE SLAB counter, shelving, Christie biscuit stand, Cole electric coffee grinder, large Eureka refrigerator. Also Ford truck with covered top, which has only had a few months use. First-class condition. Apply Metcalf Candy Co., Limited, Kitchener, Ont.

Use this page—the page that is never overlooked—from time to time to put efficiency in your service, and watch it for opportunities.

Everything is classified under appropriate headings, so that you can, at a glance, find what you are looking for. Quite often the want ad page is consulted as a guide to conditions.

Anything used or of interest to the Grocery trade can be located by an advertisement on this page.

Canadian Grocer reaches thousands of the best grocers in the Dominion—the kind you want to speak to.

The cost of this service to you is very small—2 cents per word first insertion, and 1 cent per word for each subsequent insertion of the same advertisement. If you do not wish your name to appear in the ad we have a Box system whereby everything is strictly confidential, for which we charge 5 cents per insertion extra.

Kindly enclose remittance with ad so as to save unnecessary bookkeeping, etc.

JELL-O

GENESSEE PURE FOOD CO.

Assorted case, 4 dozen.....\$4 00
 Lemon, 2 dozen 2 00
 Orange, 2 dozen 2 00
 Raspberry, 2 dozen 2 00
 Strawberry, 2 dozen 2 00
 Chocolate, 2 dozen 2 00
 Cherry, 2 dozen 2 00
 Vanilla, 2 dozen 2 00
 Weight 4 doz. case, 15 lbs.; 2 doz. case, 8 lbs. Freight rate, 2d class.

JELL-O ICE CREAM POWDERS.

Assorted case, 2 dozen.....\$2 70
 Chocolate, 2 dozen 2 70
 Vanilla, 2 dozen 2 70
 Strawberry, 2 dozen 2 70
 Lemon, 2 dozen 2 70
 Unflavored, 2 dozen 2 70
 Weight, 11 lbs. to case. Freight rate, 2d class.

KLIM

Hotel size, 6 16-lb. tins to case\$15.50
 Household size, 1-lb., 24 to case 6.30
 Sample size, 4-oz., 48 to case 4.50

THE CANADA STARCH CO. LTD., EDWARDSBURG BRANDS and

BRANTFORD BRANDS

Laundry Starches—
 Boxes Cents
 40 lbs. Canada Laundry..... 09½
 40 lbs., 1 lb. pkg., White Gloss 10
 48 lbs., No. 1 White or Blue Starch, 3-lb. cartons..... 10½
 100-lb. kegs, No. 1 white.. 10
 200-lb. bbls., No. 1 White.. 10
 36 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.. 11½
 48 lbs., Silver Gloss, in 6-lb. tin canisters 13
 36 lbs. Silver Gloss, in 6-lb. draw lid boxes 13
 100 lbs., kegs, Silver Gloss, large crystals 11
 40 lbs., Benson's Enamel, (cold water), per case.... 3.25
 20 lbs. Casco Refined Potato Flour, 1-lb. pkgs. 15
 Celluloid, 45 cartons, case.. 4.50
Culinary Starch.
 40 lbs., W. T. Benson & Co.'s Celebrated Prepared 11½
 40 lbs. Canada Pure Corn.. 10½
 20-lb. Casco Refined Potato Flour, 1-lb. pkgs. 18
 (20 lb. boxes, ¼c higher, except potato flour)

BRANTFORD STARCH

Ontario and Quebec.

Laundry Starches—
 Canada Laundry\$0 09½
Acme Gloss Starch—
 1-lb. cartons, boxes of 40 lbs. 1 10
First Quality White Laundry—
 3-lb. canisters, cs. of 48 lbs. 0 10½
 Barrels, 200 lbs..... 0 10
 Kegs, 100 lbs..... 0 10
Lily White Gloss—
 1-lb. fancy carton cases, 30 lbs. 0 11
 8 in case..... 0 12½
 6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case..... 0 12½
 Kegs, extra large crystals, 100 lbs. 0 10½
Canadian Electric Starch—
 Boxes containing 40 fancy pkgs., per case..... 3 25
Celluloid Starches—
 Boxes containing 45 cartons, per case 4.50

Challenge Prepared Corn—
 1-lb. pkts., boxes of 40 lbs. 0.10

SYRUP

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

Perfect Seal Jars, 3 lbs., 1 doz. in case\$4.25
 2-lb. tins, 2 doz. in case.... 4.65
 5-lb. tins, 1 doz. in case.... 5.20
 10-lb. tins, ½ doz. in case.. 4.95
 20-lb. tins, ¼ doz. in case.. 4.90
 (Prices in Maritime Provinces 10c per case higher).

Barrels, about 700 lbs.....\$0.07
 Half bbls., about 350 lbs... 0.07½
 ¼ bbls., about 175 lbs..... 0.07½
 2-gal. wooden pails, 25 lbs. 2.15
 3-gal. wooden pails, 28½ lbs. 3.25
 5-gal. wooden pails, 65 lbs. 5.25

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case....\$5.15
 5-lb. tins, 1 doz. in case.... 5.70
 10-lb. tins, ½ doz. in case. 5.45
 20-lb. tins, ¼ doz. in case, 5.40

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup
 2-lb. tins, 2 doz. in case....\$5 50
 Barrels, per 100 lbs..... 8 00
 ½ barrels, per 100 lbs..... 8 25

INFANTS' FOOD

MAGOR, SON & CO. LTD.

Robinson's Patent Barley— Doz.
 1 lb.\$4 00
 ½ lb. 2 00
Robinson's Patent Groats—
 1 lb.\$4 00
 ½ lb. 2 00

NUGGET POLISHES

Polish, Black, Tan, Toney Doz.
 Red and Dark Brown..... .90
 Card Outfits, Black and Tan. 3.50
 Metal Outfits, Black and Tan. 4.50
 Creams, Black and Tan 1.25
 White Cleaner 1.25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRANCH

Black Watch, 8½s, lb.....\$ 0 65
 Bobs, ½s 0 64
 Currency, 8s 0 62
 3tag Bar, 8s, boxes 5 lbs.... 0 61
 Pay Roll, thick bars, 1-10s.. 0 60
 Pay Roll, plug, 10s and 6-lb. caddies 0 50
 Shamrock 9s, ½ cads., 12 lbs., ¼ cads., 4 lbs..... 0 70
 Great West Pouches, 10s, 3-lb. boxes, ½ and 1-lb. lunch boxes 0 50
 Forest and Stream, tins, 12s, 2 lb. cartons 0 50
 Forest and Stream, ¼s, ½s and 1-lb. tins 0 50
 Forest and Stream, 1-lb. ss humidors 1 15
 Master Workman, 10s, 2 lb. cartons 0 50
 Master Workman, bars, 6s, 2/8s, ½ butts, 9-lb. boxes, 3 lbs. 0 75
 Derby 8½s, ½ butts, 8½-lb. boxes 0 70
 Old Virginia, 10s 0 67
 Fig Leaf, 8s..... 0 64
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Important Announcement

We are pleased to advise that we have been appointed by the
Provincial Government

EXCLUSIVE DISTRIBUTORS OF ONTARIO GOVERNMENT FRESH WATER FISH

The Government has made arrangements with all Ontario Fishermen for ample supplies as well as taking the total output of Lake Nipissing and Nipegon and several smaller lakes.

It will be our aim to give Service and a Uniform Distribution to all the trade.

Owing to heavy ice in the Lakes the season is not expected to open much before May 15th. Full announcements as to prices and other general information will be made shortly.

Orders may be placed direct with us or through the Ontario Government Fisheries, Sales Branch, Parliament Buildings, Toronto. We would suggest placing, wherever possible, standing orders.

In addition to Whitefish and Trout, there will be full supplies of other varieties, such as Pickerel, Pike, Herring, Sturgeon, etc.

We look forward to a mutually successful season and sincerely hope the trade will co-operate with the Government and us in supplying the people of Ontario with fresh fish from our home waters at a price within the reach of all, thereby conserving other foodstuffs for our Allies and our men at the front.

As usual, we will also be Headquarters for

ALL VARIETIES OF SEA FISH

Fresh—Frozen—Smoked—Pickled—Salted—Dried

WHITE & COMPANY, LIMITED

WHOLESALE FISH DISTRIBUTORS

Cor. FRONT and CHURCH STS.

TORONTO

HOLIDAY GOODS

Bananas, Peanuts, Oranges,
Pineapples, Strawberries,
Cabbage, Beans, Cucumbers.

We handle everything worth while in Fruits, Vegetables, Candies, Gum. May 24th is getting close. We can supply you with your holiday needs. Let us have your orders early and avoid disappointment.

WRITE FOR OUR PRICE LIST

DUNCANS LIMITED

North Bay Sudbury Cobalt Timmins

ORANGES

Extra Fancy California

Golden Orange Brand Navels

Seedlings, Mediterranean Sweets,
St. Michaels, Valencias
and Bloods.

LEMONS

Californias and Messinas.

GRAPEFRUIT

Florida and Porto Rico.

Bananas, Pineapples, Tomatoes,
Cabbage
and all other Early Vegetables.

HUGH WALKER & SON

Established 1861 Guelph, Ontario

Buyers' Guide

FOR SALE

CHOICE DRESSED POULTRY.
SELECTED EGGS. OLEOMARGARINE.
CHOICE DAIRY BUTTER.

C. A. MANN & CO.

78 King Street. - LONDON, Ontario

BARRELS

(The best shipping package.)

We make them all sizes and for all purposes.
For Apples, green or dry; Cereals, Crackers,
Bottles, Candy, Spices, Hardware, Meat, etc.
Get our prices.

THE SARNIA BARREL WORKS, SARNIA, ONT.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
1/2-INCH CUSHION FILLERS
CORRUGATED FLATS

THE TRENT MFG. CO., LTD.
TRENTON - ONTARIO

HO-MAYDE BREAD IMPROVER

Makes bread of better color and quality.
Means a larger loaf. It makes the sponge
rise sooner, even if chilled.

We are inundated with letters from house-
wives who want it. YOU supply them.
Sells in 15c packets.

Makers: **Ho-Mayde Products Co.** Toronto
Western Agents: **C. & J. Jonas** Winnipeg

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.

FRANK L. BENEDICT & CO.
Agents Montreal.

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

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By CARO M. BROWN

Chemist—Lake of the Woods Milling, Company, Limited

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Not "Graham" Flour

The slight increase of flour extracted is true flour, and not Bran or Shorts. Formerly this slight amount of flour had been allowed to go into the feeds for animal consumption, but when every grain of wheat counts as it does now, this is too extravagant a practice. There need be no apprehension as to the quality of Government Regulation flour. It is NOT "Graham," nor even so-called "Whole-wheat" flour, and it is NOT flour mixed with Bran or Shorts. It is simply pure flour as taken from the wheat berry, purified and sifted exactly as in the past; but, instead of several grades, such as FIVE ROSES, HARVEST QUEEN, LAKE-WOODS, etc., being separated, all the flour is now blended together and only one brand will be on the market.

Colour More Creamy

The War Flour has not quite the white colour of FIVE ROSES, but for all practical uses it will give identical results in baking. Flavour, texture, general appearance and nutritive value will not be impaired in any way.

Good Baking Results

Foreseeing that some regulation of this sort was imminent, we have been trying out in our laboratory recipes for Bread, Cakes and Pastry, using the new "War Flour," our idea being to ascertain if any modification of present methods should be adopted. There need be no fear that the new flour will make unpalatable bread, cake or pastry. We were more than pleased with the results, and found that for bread no variation seemed necessary.

Suggestions for Your Customers

In making pie crust and puff paste, we have obtained the best results by using slightly less water than with FIVE ROSES. The crust was flaky, crisp and well-flavored. For cake, we followed exactly the same recipe in using FIVE ROSES and the War Flour; the cake from the War Flour was equal to that from FIVE ROSES in lightness and texture, was excellent in flavour and of a rich, creamy colour.

The War Flour being rich in gluten, care should be taken in making baking-powder biscuit and pastry not to work or handle it any more than is absolutely necessary, as this toughens the gluten, resulting in a texture less tender and flaky.

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