

**PAGES  
MISSING**

# CANADIAN GROCER

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

Vol. XXX

PUBLICATION OFFICE: TORONTO, MARCH 10th, 1916

No. 10

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## Welch's

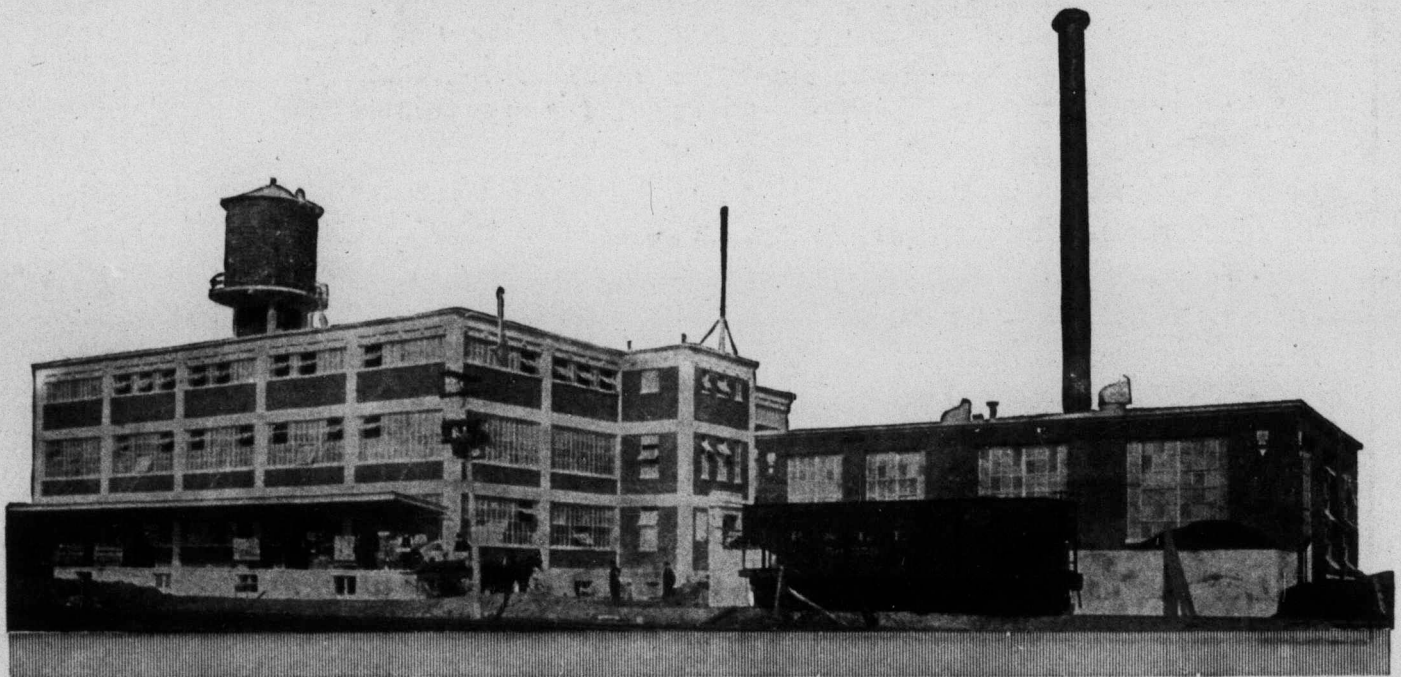
*"The National Drink"*

Made at St. Catharines of choicest Ontario  
Concords, Welch's is the juice of profit and  
satisfied sales.

Welch profits are uniform and regular. There's  
no element of risk, every bottle is guaranteed,  
every bottle stays sold and brings the buyer  
back for more.

*Order Welch's now. Sold by leading jobbers.*

**The Welch Co., Limited, St. Catharines, Ont.**



There's money  
and quality in  
every package



Minto Bros.

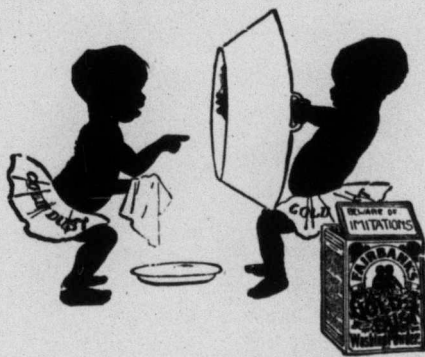
284 Church Street, Toronto

Our new scheme of giving away with every package of Minto Tea the amount of money it would require to advertise it has created a steadily growing demand for this high quality beverage.

You can safely recommend it without hesitancy—it has the winning quality that appeals to the discriminating tea drinker.

Costs you 33c a pound and retails at 40c.

Try it out. Send for a trial supply.



*Gold Dust makes pans look so new,  
That they gleam as mirrors do.*  
—THE GOLD DUST TWINS

## GOLD DUST

*for a quick "turn over"*

Gold Dust, the Active Cleaner, has become a recognized household necessity. Millions of housewives order it as regularly as they order their supplies for the table.

The use of Gold Dust increases daily, because it is recognized as being superior for cleaning and brightening everything all over the house. It does not scratch or mar.

Gold Dust sells steadily. It gives thorough satisfaction—it repeats. It is indispensable in the modern household.

USED THE YEAR ROUND.

ORDER OF YOUR JOBBER

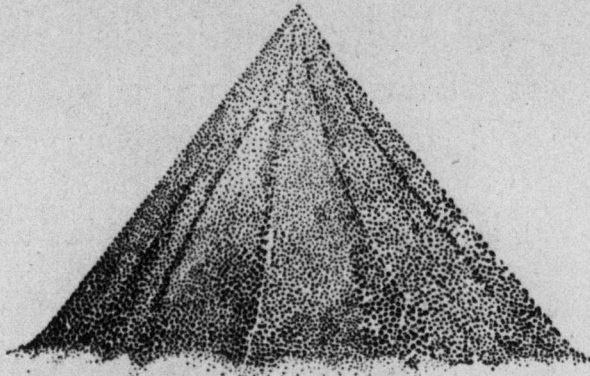
THE N. K. FAIRBANK COMPANY

LIMITED  
MONTREAL

*"Let the GOLD DUST TWINS do your work."*



# A Pyramid of Sugar



If you were to pile up the sugar that you lose in the course of a year as a result of Broken Bags, Down Weights, Improper Handling, it would make quite a good-sized hill.

The way to turn this loss into a profit is to handle

# LANTIC SUGAR

in Original Packages

In addition to this you are certain to have a satisfied customer with the positive assurance of our guarantee of quality and weight in every package you sell.

Why let sugar be a burden to your business when you have the opportunity of selling the highest grade of Lantic Extra Quality Granulated in packages that sell, packages that are attractive, packages that are modern, packages that satisfy?



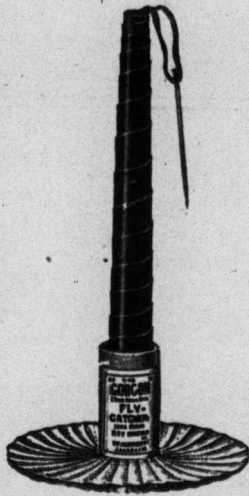
Order through your jobber a trial order of  
Lantic Original Packages.

Put up in 2 and 5 lb. cartons  
and 10 and 20 lb. bags.

**Atlantic Sugar Refineries, Limited**  
MONTREAL

# The Gorgon Fly-Catcher

(Made in England)



Will not dry out or lose its effectiveness.  
 It will not leak in hot weather.  
 It has the handy pin attached to the ribbon—an exclusive feature.  
 It will *catch* flies—a fly-catcher that fails this test is expensive at any price.

## Don't Experiment

The "Gorgon" has given complete satisfaction for years.

*Order from your jobber to-day and ensure early delivery.*

Agents for Canada :

**TOMLINSON & O'BRIEN**

**Winnipeg, Man.**

## Babbitt's Cleanser

A full weight package of the best Cleanser on the market



Retails at  
**5c.**

Shows you a good profit and gives your customer

**Double Value**

Agents :

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

# OCEAN BLUE

is stronger than ordinary kinds, better to use and much more economical. It produces the correct effect in the shortest time, and with the least labour, upon Linens, Laces, etc.

Keep good stocks handy; it means more of the trade worth having.

Order from your Wholesaler.

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

Western Agents:  
For Manitoba:  
O. F. Lightcap,  
Winnipeg. For  
British Columbia  
and Yukon:  
Creeden &  
Avery, Rooms 5  
and 6 Jones  
Block, 47 Hast-  
ings Street,  
West, Vancouver



CANADIAN GROCER



the best milk products that science can produce is what you give your customers when you sell them any of the *Borden Line*.

And Borden sales are always easy, our extensive advertising campaign having introduced those "leaders of quality" in every community.

Selling Borden's Milk Products not only gives you the immediate profit on the individual sale, but opens the way to the bigger profits arising from increased business and increased customer satisfaction.

*Trial supply to-day?*

# Borden Milk Company

*"Leaders of Quality"*

MONTREAL

Branch Office - Arcade Building, Vancouver

## This Brand Marks a New Era in the Raisin Business



### Sun-Maid Raisins

standardize product and prices in the raisin business, from grower to consumer.

6000 California raisin growers are achieving this result with this brand by an organized campaign of national educational advertising.

### Raisins Now Sure

This makes raisins a safe buy always by steadying the market price and developing a new demand.

These associated growers virtually have put an end to the old speculative days, when you never knew, from week to week, how much you would have to pay for raisins.

Now you are sure of steady profits.

### A National Demand

Our nation-wide advertising is booming the demand for this brand. Sun-Maid Raisins are the only brand nationally advertised. They represent the choice of 6,000 vineyards—plump, meaty, luscious, white muscatels, sun-cured in the vineyards, seeded, and packed in attractive cartons—36-16s to the case.

The retail price is 15c, 2 for 25c.

Let us tell you how we help you cash in on the prestige and reputation of Sun-Maid raisins. Write the office nearest you, *to-day*.

**CALIFORNIA ASSOCIATED RAISIN CO.**

(Membership, 6000 Growers)

**FRESNO, CALIFORNIA**

Hearst Bldg., Chicago (193) 113 Hudson St., New York

# MENNEN'S TALCUMS

Mennen's Borated Talcum

Mennen's Violet Talcum

Mennen's Sen Yang Powder

Mennen's Narangia Talcum

Mennen's Talcum for Men

For a generation Mennen's Borated has been the standard of purity and safety in a Talcum Powder and has merited the endorsement of thousands of doctors, mothers and nurses. The demand for Mennen's is universal. It is extensively advertised, and you will find that the mere display of these Talcums in your store is sufficient to "make a sale."

Selling Agents:

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

12-14 McCaul St., TORONTO

Made in Canada by Gerhard Mennen Chemical Co. MONTREAL



### Century salt put the cents in the profits

Century Salt is not combined with cheap ingredients, the housewife gets full value for her money. Pure Salt goes further and gives infinitely better results.

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

**THE DOMINION SALT CO LIMITED**  
SARNIA, ONT.

# Here Are a Few Sales Talks With the Punch

You, Mr. Grocer, can look your best customer straight in the eye and tell her—

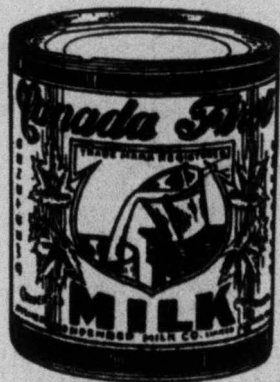


Best for Coffee,  
Salads and some  
Babies.

“Canada First” Milk is best by “Government Test.”

You can tell her it is made by a Canadian Company.

You can assure her that she is patronizing a Canadian-owned concern and Canadian-made goods.



Best for some Babies,  
Cake, Candies

Finally—that she will receive better value for her money.

Can we look to you for this co-operation?

Note the coupon.

### PATRIOTIC COUPON

Count on me to Push Canadian Made Goods. Send me your dealer helps.

Name .....

Address .....

Prov.....

## The Aylmer Condensed Milk Co., Limited

AYLMER, CANADA



**London Grocers' Pure Food Show**  
**April 24—29. ONE WHOLE WEEK**

We estimate 12,000 people will pass through the doors, which will afford a grand opportunity for direct advertising.

Write **R. H. HARLEY**, Secretary  
London Retail Grocers' Association

Our stock of  
**CEYLONS, INDIANS,**  
**JAPANS and CHINAS**

is at your command in our expertly selected range of **BLACK and GREEN TEAS.**

"Cup quality" identifies all our teas and this is secured by careful selecting and testing.

Make your store distinctive by featuring selected black teas, and at the same time, reap better profits. *Samples and prices on request.*

**KEARNEY BROS., LIMITED**

WHOLESALE TEA AND COFFEE MERCHANTS

**33 St. Peter St.**

ESTABLISHED 1874

**Montreal**

**TWO CENTS PER WORD**

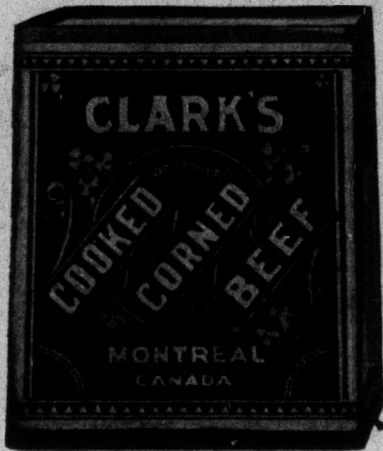
You can talk across the continent for two cents per word with a **WANT AD.** in this paper

**MAPLE SYRUP** and Sugar for your  
Private Consumption

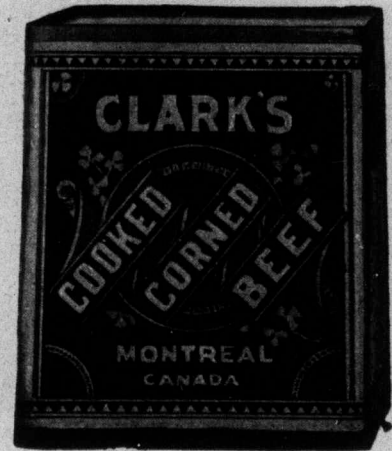
I shall have for delivery in April a few hundred gallons of Maple Syrup of extra fine quality. Purity absolutely guaranteed. Imperial gallon cans, \$1.40 (packed 5 gallons to a case). Maple Sugar, 13c per lb. Terms: Cash with order. Money refunded if not as guaranteed. Send your order now.

**L. L. HARDY, St. Bazile de Portneuf, P.Q.**

# CLARK'S COOKED CORNED BEEF



Sizes  
 $\frac{1}{2}$ , 1, 2,  
6 and 14



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

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

**THIS IS THE TIME TO BUY**

**W. CLARK, Limited, Montreal**

*Clark's*

## Put a "Come-Back" in Your Sales

and win the molasses trade in your locality by serving your customers with a pure cane sugar molasses

### Leacock's Molasses

*Extra Fancy and Extra  
Choice*

The high grade quality of this brand will put the "come back" into your sales.

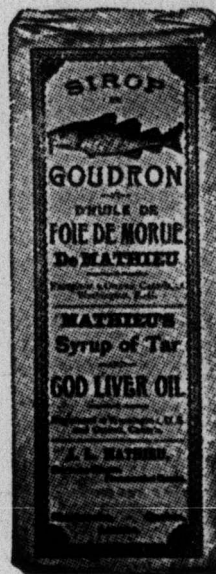
*Keep Leacock's in stock and  
win a reputation for quality.*

## LEACOCK & COMPANY

*Exporters of Highest Grade Molasses*

**BARBADOS, B.W.I.**

## Arm your customers 'gainst the cold weather peril



Just now, when the forces of LaGrippe and Pneumonia are abroad your customers will readily appreciate the splendid body-building qualities of

### Mathieu's Syrup of Tar and Cod Liver Oil

There is no better or more dependable remedy for coughs and colds in any stage. Feature this effective "cold breaker"; keep it before your customer's notice. You can confidently guarantee results with Mathieu's Syrup of Tar and Cod Liver Oil.

Stock up to-day.

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

## Big Spring Business Assured

A tremendous sale of O-Cedar this Spring is absolutely sure.

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

Don't be afraid to lay in a big stock now. Write your jobber to-day. Ask him about the different "Profit deals." They mean bigger profits for you.

*Order from your Jobber.*

**Channell Chemical Co., Ltd.**

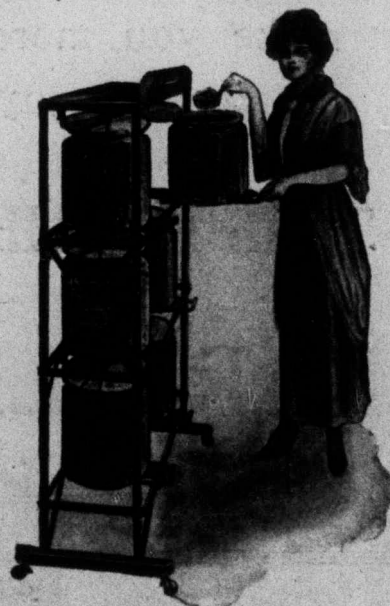
**369 Sorauren Ave.**

**TORONTO**

## The Best Pickle Salesman!

**"Crackerjac" Steel Slide. Sanitary Display Racks**

All over the country the new Sanitary Steel Slide Display Rack has met with a wonderful response. Dealers everywhere are finding that the purchase of this rack is



not an expense but an income; that it pays for itself in a few months. It is better made; more convenient, more rigid and durable, and yet lower priced than any rack on the market.

It conforms to the sanitary laws of the state, the demands of critical customers, and the desire of the dealer to sell goods in an attractive shape and a convenient manner.

Steel Slide Underneath Each Jar. Plate Glass Tops. All Rubber Protected Jar Holders. Resilient Bottom for Jars. Channel Steel Bases with Casters. All Sizes. Send for Catalog.

Salesmen Wanted.

**Evan L. Reed  
Mfg. Co.**

**604 A Street**

**Sterling, Illinois**

No. 260. Complete with 6 Jars, \$20.00.

No. 258. Complete with 9 Jars, \$25.00.



The  
**Wayne Side-walk Pump**

For Gasoline attracts the Trade and keeps it. You never lose a Customer when using a

**WAYNE PUMP**

Clean Gasoline, Filtered Gasoline and Correct Measure for Your Customer.

Ask us all about it.

Eastern Agents: C. F. Hohlstein, Montreal, Que. Distributors for Canada: National Equipment Co., Ltd., Toronto. Western Agents: D. J. Austin, Winnipeg, Man.; A. H. N. Kennedy, Medicine Hat, Alta.

**WAYNE OIL TANK & PUMP CO., Ltd.**  
WOODSTOCK ONTARIO



When you sell

**HEINZ**

**57**

**VARIETIES**

PURE FOOD PRODUCTS

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

**H. J. Heinz Company**

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

The Star System

For Safe Egg Handling

Would you give four seconds time to know that each dozen eggs you pass on to your customers are wholesome and fit for use? Can you afford *not* to be sure?

We can show you a dozen other equally as good reasons why you should be using Star Egg Carriers and Trays. Write us.

STAR EGG CARRIER & TRAY MFG COMPANY

1502 JAY STREET ROCHESTER NEW YORK

# If Spare Time Means Dollars to You

If an extra \$5.00 or \$10.00 a week interests you and you have two or three hours a day that you can spare, let us tell you how that much time can be turned into money. The more time you have the better the pay. We'll buy all you have and pay cash for it.

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

**Last week** right here in Toronto one young man earned \$32.00. He devoted an average of four hours each day to looking after our subscription business. Would an income like this interest you? Write us to-day; we will gladly send you full particulars concerning the plan without obligating you in the least—simply say, "Show me how to turn my spare time into money."

Address

**THE MACLEAN PUBLISHING CO.**

Dept. F. P.

TORONTO

CANADA



**PURE  
MAPLE  
SUGAR**

There are two brands that stand the test: Small's Maple Leaf and Twin Block; we control both. Through all jobbers or direct in 5-case lots. Can make immediate shipments.

This sugar carries our guarantee on bottom of each block.

Kindly mention this paper when writing to advertisers.

**RENNIES**

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

**SEEDS**

**Knox Gelatine Does More Than Pay You a Splendid Profit**

No. 1. KNOX GELATINE saves you time because it is the best known, most widely sold gelatine, and therefore sells with the least effort on your part.

No. 2. KNOX GELATINE pleases your customers, which is proven by its wide sale.

No. 3. KNOX GELATINE gives you all the prestige that goes with selling a well-known satisfactory article. People who see it displayed at your store feel you are anxious to supply them with good brands and will have confidence in you.



"Make KNOX Your Gelatine Leader."

**Charles B. Knox Co., Inc.**  
Johnstown, N.Y.

Knox Gelatine Branch Factory: Montreal, Canada



**Tartan**  
**BRAND**

THE SIGN OF PURITY  
Phone Orders at our Expense

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

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

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

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

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

**BALFOUR, SMYE & COMPANY**  
HAMILTON, ONTARIO



**Have No Hesitation**

in recommending to your best customer

**'Bluenose' Butter**

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

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

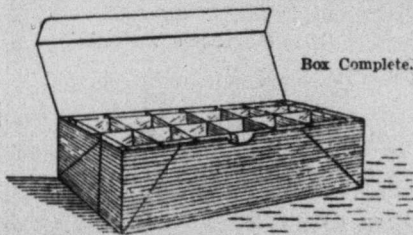
**SMITH  
AND  
PROCTOR**

SOLE PACKERS

Halifax - N.S.

# TWO CENTS PER WORD

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



Box Complete.

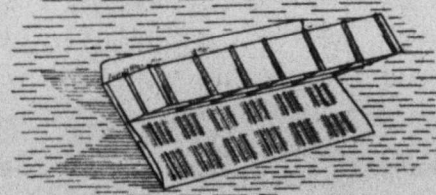
This is a self-opening box, overcoming the cost of labor in making up the box, and always ready for use. Whoever you are, wherever you live, you need the new 1916 most practical egg box.

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

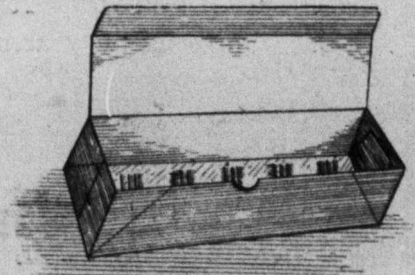
## The Safety Cushion Egg Box

The box of merit, quality, strength and superiority over all other egg boxes—a box which has gained a reputation for itself by which we can prove by letters of recommendation from experts of the highest authority in the poultry line as a box of hundred per cent. efficiency. The cushion bottom which protects the eggs in delivery and general handling is a feature in itself; it warrants the safety in receiving them in perfect condition; another feature is the cushioned side and ends.

We have made a special study of every point offering the best protection to the eggs, so it makes a box which guarantees its own cost.



Box Knocked Down, with Fillers Included.



Box Open, Showing Part of Cushion Bottom.

**J. L. S. Morency, St. Mathias St., Quebec, Canada**

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

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

# JAPAN TEA



The Japanese Government prohibits adulteration and coloring of Tea.

Japan has demonstrated to the world that she is capable of great things in world politics, economics and industry. One of her greatest industrial accomplishments has been the development of tea growing. The tea business is now one of the greatest industries of that land.

Japan Tea occupies a unique position in the Tea Markets of the world. It is unequalled for delicacy of flavor, exquisite bouquet and stimulating qualities—hence it is preferred by connoisseurs.

YOUR dealer tells it.  
Ask HIM. 3

Canada is a large and growing market for Japan Tea.

The growth is partly the result of our consumer advertising, but is largely due to the delicious, fascinating, satisfying quality of the tea itself.

Are you getting your share of the success of this big Japanese industry by featuring Japan Teas?

*ORDER FROM YOUR  
WHOLESALE.*



# Books You Ought to Have

## Grocer's Encyclopedia

It is impossible in the small space at disposal to give anything but a vague idea of the tremendous field covered by the "Grocer's Encyclopedia," containing as it does full information on every article handled by the grocery and provision trade, and hundreds of trade "pointers" which are of practical value in buying, selling and caring for goods. An encyclopedia of all foods that you have ever seen or heard of. Food dictionaries in English, German, French, Italian and Swedish. The most complete descriptive wine list ever compiled.

1200 subjects, 500 illustrations, 80 full-page color plates, 748 pages, 11 x 8½ inches in size; printed on fine calendered paper and strongly bound in heavy buckram.

Price only \$10.50, Delivery Prepaid.

"The color pages alone are worth the price. Words are unable to do the work justice."—New England Grocer.

## Digest of the Mercantile Laws of Canada

Have you any outstanding accounts you wish you could collect? This book will show you HOW. It is a ready reference for merchants and their assistants in their daily business. Based on Dominion and Provincial Statutes and Court Decisions. Indorsed by barristers, sheriffs, magistrates and conveyancers, and recommended by the Ontario Institute of Chartered Accountants. "Digest of the Mercantile Laws of Canada" is used by more accountants, bankers and business firms than any other work on the subject.

To meet the needs of subscribers in New Ontario and the Western Provinces, where land is under the Land Titles System of Registration, and Appendix of 16 pages, containing a synopsis of the Land Titles Act, has been added to the regular edition, thus constituting a special "Western Edition."

Eastern Edition, Price \$2.00  
Special Western Edition 2.50

## Grocery Advertising

By William Borsodi

To the merchant or clerk who wants to put "punch and personality" into his window display cards or advertising copy, he cannot do better than consult the pages of this excellent book.

It contains suggestions for special sales, bargain sales, cash sales, etc., which should be of inestimable value to the go-ahead grocer, also ideas for catch lines or window cards, and many hints for the preparation of real, live advertising copy. In addition there is a collection of short talks, advertising ideas, and selling phrases used by the most successful grocery advertisers.

Price \$2, Postpaid.

No progressive grocer or clerk should be without this book of unquestioned merit.

## How to Buy and Sell Canned Goods

By J. A. Lea

Written by a practical man for practical use and intended to help all distributors of canned foods.

### INDEX TO CONTENTS

Origin and History of Canned Foods.  
How to Regulate Stocks and Purchases.  
Apparent and Real Costs.  
How to Handle Swells, Leaks and Rustles.  
How to Prevent Business Leaks and Stealages.  
Buying and Selling Futures in Canned Foods.  
Use and Expense of Samples.  
Arrangement of Samples in Salesroom.  
Employment and Training of Salesmen.  
Selling Points Applied to Canned Foods.  
A Model Business Organization.  
Advantages and Disadvantages of Private Labels.  
Advantages and Disadvantages of Packers' Labels.  
Window and Counter Displays; Illustrated.  
Hard Work and Hard Play.  
Established Standards of Quality; for Corn, Peas, Tomatoes and other articles.  
Also standard sizes and kinds of cans used.  
How to Buy, Grade and Sell Canned Apples, Asparagus, Beets, Blackberries, Blueberries, Cherries, Clams, Corn, Crabs, Gooseberries, Hominy, Kraut, Lima Beans, Lobster, Meats, Milk, Oats, Oysters, Peaches, Pears, Peas, Pineapple, Plums, Pork and Beans, Pumpkin, Raspberries, Red Kidney Beans, Salmon, Sardines, Spinach, Squash, Strawberries, Stringless Beans, Succotash, Sweet Potatoes.

This book contains more than 200 pages, is handsomely bound in cloth, printed in neat, clear type, on eggshell finish paper, completely indexed and well illustrated.

Price \$2.15, Postpaid.

## An Asset to Your Business

Not until you have these books on your library shelf will their worth to your business be fully appreciated. Each book in its particular line supplies just the information you want. They have been chosen by the publishers of Canadian Grocer as being the best treatise of the respective subjects published at the price.

On receipt of remittance we will forward the book desired. Look over it and examine it carefully and if you are not fully satisfied with the purchase, return the book within five days and the amount sent will be refunded.

When remitting by cheque make same payable at par, Toronto.

All orders payable in advance.

## Store Management Complete

By Frank Farrington

Dealing in a thorough manner with all subjects relative to the capable management of the average store. It is a book that should be in the hands of every merchant and his clerk.

Thirteen Chapters, 252 pages brim full of sound business logic that can be put to practical use every working day of the year. The different subjects treated are as follows:—

The Man Himself—Where to Start—Store Arrangement—The Buying End—The Store Policy—Clerk Management—Leaks—The Store's Neighbors—Working Hours—Expenses—The Credit Business—What to Sell—Premium Giving.

Price \$1.00, Postpaid.

Contains information on every subject necessary to the efficient management of the store.

## Showcard Lettering, Designing, Etc.

A practical treatise on Up-to-Date Pen and Brush Lettering, giving instruction representing many styles of lettering, position, movement, shading, spacing, designing and arrangement, with illustrations of large and small letters of each alphabet, together with a full analysis and diagram for making neat and prominent figures off-hand for price tickets, etc. Over 400 illustrations of finished show cards and price tickets are given in

Marking Pen Lettering  
Socmencken Pen Lettering  
Automatic Pen Lettering and  
Up-to-Date Brush Lettering

outside of fifty-one page alphabet plates and lettering exercises of a large variety of standard show card alphabets with practical instruction, together with show card designs, showing how to produce neat and fancy border and scroll outlines, tinted backgrounds, etc.

This book is far beyond anything ever published in this line. It contains solid, practical, common-sense instruction—a book that is free from absurd theories and mystifying kinks, and contains 2,000 advertising phrases for Card Signs, Posters, etc.

Price \$1.00, Postpaid.

**The MacLean Publishing Company, Limited**  
BOOK DEPARTMENT

143-153 University Ave., - - - Toronto, Ontario

# Founded on Quality

The Dominion-wide success of Red Rose Tea is due to its being built on the bed-rock of **QUALITY**. People look upon it as a **QUALITY** tea—a tea that is always **GOOD**, and always worth the price. Grocers, too, know Red Rose Tea has the **QUALITY** that insures satisfied customers. Many of them, and their number is steadily growing, make it their **LEADER**, and report better success than they had when pushing the harder-to-sell unbranded teas.



Here's part of the Queen Quality List which should interest every grocer in Canada

They're money-makers



Queen Quality Pickles, Sweet Mixed and Chow in Bottles.

Bulk Pickles, in pails, English Chow Chow in pails.

Pure Tomato Catsup, bottled or in bulk.

Worcester Sauce, bottled or in bulk.

Queen Quality Universal Sauce.

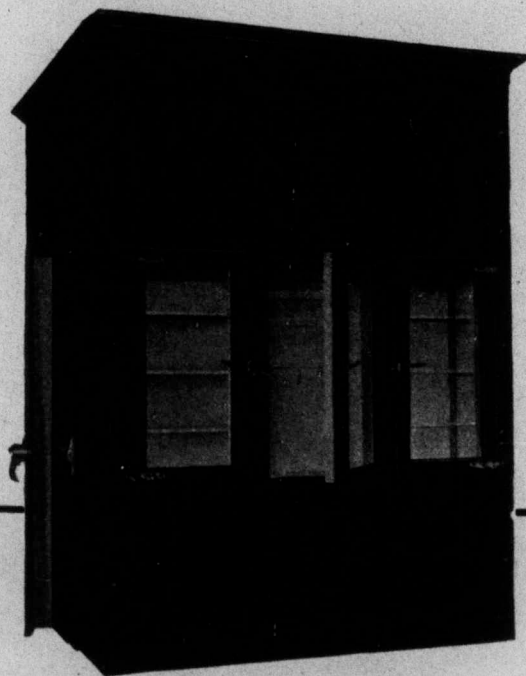
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AGENTS FOR THE DOMINION OF CANADA

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Established 1866

MONTREAL

# CANADIAN GROCER

VOL. XXX

TORONTO, MARCH 10, 1916

No. 10

## Present Cost Favored for Selling Basis

Majority Think This is Correct Method as Retailer Loses if the Price Should Go Down and Should He Be Holding Stock—Course of Others Diverted by Competition—Some Favor Division of Advantage With the Consumer

*Compiled from reports from 35 merchants*

**O**N what do you base your retail selling price?

(a) On what you actually pay for the goods;

(b) Cost at present time, if you had to replace them; or,

(c) Do you take part of advantage yourself and give part to customer.

Thirty-five grocers and general merchants have answered these questions at the request of Canadian Grocer and some very valuable opinions are the result. Naturally opinions differ. The question is discussed from many different viewpoints and some have gone very fully into it.

Some under all circumstances favor basing selling price on what it would cost to replace the goods—the majority of the 35 are of this opinion. Others prefer to give the customer advantage of good buying on part of the retailer, while others still favor dividing up with the customer.

"Competition" is the bugbear of many. Owing to course that competitors pursue, several do not make present cost basis for selling price—although they are convinced that is the proper method. The problem is handled so fully by the retailers that it is unnecessary to go further into details. Read these replies; they are certainly worth careful study:

**Ashwell Limited, Chilliwack, B.C.** — "We would pursue course No. B, because in case the market declined we would have to give our customer the advantage of any decline in price."

**Good Co., Lethbridge, Alta.**—"Under ordinary conditions I would base selling price on present cost; that is, if I bought goods in the ordinary way and did not lay in any extra supplies in anticipation of a rise, then I would base the selling price on present costs. Should I, however, have bought heavily with the expectation of the goods going up in price, then when they did go up in price, I might have to sell somewhat below in

order to move the extra stock in as quick a time as necessary and consistent with good business methods. That, of course, is more in a speculating way and would be used as an advertising stunt as well as getting rid of the goods."

**Rennison Bros., Athabaska, Alta.** — "The course that should be pursued is, base your selling price on the present cost of the goods. The reason for that course is that if you have a stock of goods the price of which dropped after you had purchased, the competition would bring the price of your stock down to the present rate."

**Begg Bros., Acme, Alta.**—"If we are not 'long' on the stock and if the goods are not perishable, we would most cer-

tainly take advantage of the rise in price possibly giving the customer some slight part of the benefit. We have proved to our satisfaction that this plan works out successfully in actual practice. Wholesale houses follow this method, why should not we? They have expensive organizations and could we follow any better instructors?"

**Biggs Bros., Regina, Sask.**—"In our opinion "B" method is the proper one. It may have been just luck or it may have been foresight that you were in possession of a stock the value of which advanced while in your possession, but were the price to drop while in your possession you would not be able to sell against competition, for the selling price at which you had valued it if you paid more than present value. Business has its ups and downs and our aim is to keep it on the level. You must take, and you must give. Of course, circumstances to a large degree govern whatever method you use. Competition is very keen in a community where price is a big factor and if your competitor is giving away his buying profits as a trade drawer, your action should be to meet your competition if you are making a profit, for in such communities ignorance usually makes people believe you are overcharging them if your competitor sells the same article cheaper than you do. You usually find this state of affairs only in a poorer district. If the stock you have is of a perishable nature and is not moving fast enough to enable you to clear, the sacrifice must be made one way or the other, whichever you choose—in our opinion, the reduction in price, as it draws a certain amount of the other fellow's trade, on which you have a chance to make up some of the loss of profit which your price reduction has made you forfeit. It goes back to the old saying 'Circumstances alter cases.' This is our opinion of the question."

### YOUR OPINION WANTED

*Thirty-five merchants here-with give their views on what the selling price of an article should be based—original cost or what it would cost to replace it. While the majority favor the latter, yet they point to instances where they do not follow this course for certain reasons. Some prefer to give the customer the advantage, or at least part of the advantage, should the dealer be fortunate in making a good buy before an advance takes place.*

*What is your opinion of the matter? After reading the replies, what have you to suggest?*

*This is a problem that will bear further discussion and CANADIAN GROCER would appreciate experiences and opinions of others not represented in this article.*

## CANADIAN GROCER

**Beacock & Hodges, Mortlach, Sask.**—“If we could get competitors to raise the price when an advance came to us, we would do the same, because we consider it purely business. Suppose a farmer has wheat or oats to sell. He brings in a load to-day at \$1 a bushel; to-morrow he brings in another load and price is \$1.05, he won't sell it for \$1 will he? Has not the merchant the same right. We think he has, but competition sometimes has to be our guide. We try to work together in this way and take all the advantages there are.”

**Thomas Hamilton, General Merchant, Tessier, Sask.**—“This depends on conditions and the amount in stock of the article in question. If my stock is heavy I generally sell on the basis on which I purchase, but I very seldom take advantage of the rise in goods, preferring to base my selling price on what I pay for the goods.”

**Alexander Reid, Brandon, Man.**—“If I could follow my own inclination I would certainly base my selling price on what the goods cost at present. But as we have so many here in business now who take advantage of selling anything they buy at a low price, and make a leader of selling on the same basis, I very often have to do the same, although I do not consider it good business. The reason is because if the price of an article drops after we buy, we cannot keep the price up and consequently we lose that way; and if we could advance the price, when the market rises we would be protected. I consider if I give the consumer the advantage of a low price on goods that I have probably bought and paid for before they are sold, he gets the benefit both ways.”

**George O. Werrett, Simcoe, Ont.**—“As a general rule we base our selling price on what we pay for the goods unless the advance is big enough to warrant an advance retail; if so we then figure our price on the advance price, although we have the goods in stock at time of the advance. Our reason for doing so is because of the many small advances that do not allow us to advance our price on account of the advance being so small. One evens up the other.”

**J. M. Whealey, Stratford, Ont.**—“We would consider it quite fair to base the selling price on what would be the present cost to us. The reason would be that should the selling price fall—which frequently happens—the retailer must stand the loss. Our experience is that the retailers will not break more than even in the long run. We would not consider, though, sharing the extra profit with the customer incumbent on us, unless the same sharing of loss would be granted in the case of a drop in the price; and as yet we have to meet any that would do so.”

**Paquette Bros., Hawkesbury, Ont.**—“We would take part of the advantage and give part to our customer, for the reason that we increase our margin of profit and the customer does not feel the slight advance. Still, we are able to undersell our competitors who buy at the advanced prices.”

**George Appel, New Hamburg, Ont.**—“I would take part of the advantage and give part to the customer as goods are costly enough to the customer as it is at present.”

**A. G. McDowell, Dunnville, Ont.**—“Would all depend on the quantity of

stock I had and future prospects of market. If I had a large stock and future conditions looked favorable I would sell at old prices. If not, I would advance my price just enough to get an average profit.”

**Stone & Fisher, Iroquois, Ont.**—“We would sell the stock with our usual profit over to-day's price of article if we could. The reason is, if an article goes down in price we have to reduce the selling price to a great many times less than cost. When war was declared over a year ago we were fortunate to have for instance a large stock of sugar on hand, also flour, and we followed the market where we could. Of course, you have to take your opposition into consideration where he will not work with you. Last summer flour took a slump and in some cases we lost 75c a bag. We had to put our price down or keep the flour, for in this section the farmers club together where the merchant has not followed the market, and order the goods themselves.”

**Robert Rawlings, Lakeside, Ont.**—“If competition would allow it I would sell goods at advanced price, because when goods fall again I should have to sacrifice; but one cannot always do what one would like. Competition does not always allow that.”

**W. A. Brunton, Newmarket, Ont.**—“Take part advantage. Having to sort up stock and pay in advance, keeps your price more regular for a length of time and is both fairer to yourself and your customer. Exception would apply to stuff you were carrying too long.”

**A. Ronald & Co., Minessing, Ont.**—“As the saying goes ‘There are exceptions to all rules,’ but we believe in basing our selling price on the present cost of goods, or else what is to be saved by watching the market and buying at most favorable time? If prices go down, selling prices in most cases have to follow suit. Why should it not work the other way? This practice should be considered as perfectly right and proper and the exception should only be when the difference is charged up to advertising in any of its branches. Profits now-a-days are all too small and we think that the advice given on page 200 of ‘Store Management,’ that is ‘keep up prices wherever and whenever possible,’ is the proper plan. You would not catch a farmer disposing of his grain or other produce at a fraction of a cent less than the highest price obtainable at the time of selling and why should a merchant do anything different?”

**R. E. Hughes, Burgesville, Ont.**—“Since the rapid climb in the price of

### KEEP THE INEVITABLE IN MIND

By W. Mauchinney, Burk's Falls, Ont.

*The only safe method of basing profits is undoubtedly on current values, because while on an advancing market, we have the option of a choice in profits, on a falling market we have no choice. We are then forced to come down in our prices regardless of profits.*

*Unfortunately almost every town has one or two price-cutters who prefer working for “temporal glory” instead of for the future of their family and a competency for old age. Where this condition exists the only thing to do is to make every legitimate effort to at all times secure as nearly as possible a reasonable profit on market values, thus building up a “profit residue,” so that when the inevitable slump in prices comes, we have something tangible to fall back upon enabling us to weather the gale.*

*When the storm is over we will most likely find that the price-cutter and profit-sharer, has added his name to the long list of insolvents, who have gone before; his fond dream of some day being a “Grocery King” will be rudely shattered, and he will find that those whom he benefited the most will be the first to call him a fool.*

groceries we have made it a practice in selling goods bought previously to the rise in price, to take part of the advantage ourselves and give part to the customer except in the case of sugar and flour where the margin of profit is very small. We base our selling price on present cost. We believe this to be the only safe course, especially with stores doing a country business where the customer has a fair idea of the stock a merchant keeps, and to base selling price on present cost would often be cause of loss of confidence on the part of the customer. A thing which a merchant must always guard against. Then again to base selling price on original cost leaves the merchant without protection in the new goods which he eventually has to buy at a higher price."

**W. Hanna & Co., Port Carling, Ont.—**

"Sometimes 'B' and sometimes 'C.' It is necessary for a merchant to make an extra profit on a rising market in order to balance the loss that he must have on a falling market. When prices fall there is always some one or more dealers in a community who just strikes it right. They are ready to buy at a reduced price and sell accordingly. The others, of course, have to follow suit no matter how much stock they have on hand nor how much they have to lose by the drop. On the other hand when prices go up there are likely to be more dealers who have stocks on hand than there are those who have to buy at once at an advanced price. So most of the dealers are afraid to raise their selling price too quickly if their competitor has not done likewise. Then, of course, we feel that it is right to give the customer part of the advantage as well as good policy to be able to say, 'these goods are worth more money to-day than we are selling them for,' but we bought them right and want to be able to give our customers the advantage.

"On the other hand we think that dealers have a perfect right to the full advantage if they wish to take it, and in justice to each other, we think they should take it. All dealers cannot be fortunate enough to have good stock on hand when prices go up. Some have to buy in hand-to-mouth lots at all times and so these small dealers have often to lose money when prices go up in trying to meet competition from dealers who have a big stock on hand, bought at a low price and still keep selling at less than market price.

"If all the dealers would stand together and would do it, the proper thing to do at all times would be to raise and lower the selling price with present market cost no matter what stocks were on hand. We suppose, however, that ideals like this would be hard to realize."

## Retain Customers' Confidence

Advice of Merchant Who Goes Fully into the Question of Basis of Retail Selling Price—Dealer Must Protect Himself Against Reaction

By A. McGillivray, Brechin, Ont.

REPLYING to questions asked, may say that it is a question that every man in the trade cannot answer the same, as local circumstances and conditions affecting one dealer do not affect another. But, I believe every man in the trade in considering this problem should look at it in a broad sense and consider the welfare of the whole trade.

Every dealer must guard against doing anything which will prejudice the public against him or destroy confidence in him as a man who is always in a position to protect his customers against the extremes of the market at a critical time. It must be admitted that the truly patriotic man to-day is the man who understands that the Canadian people are drawn together as never before and at the same time remember that he must be his brother's keeper, as never before; and I would not very much like to be the man who will come through the war a richer man than when it was started. Yet there are two kinds of unfair men in the world. The one is the man who may be, partly at least, unfair towards the public, and the other the man who is unfair towards himself and the interests of his business. I always consider the latter the bigger sinner and every man in the trade, as he watches the rising prices of everything in which he deals, is thinking of the time of the re-action. If he acts wisely he will guard now against his sure losses that he knows must come when prices recede.

But if a merchant will come through with his greatest asset unimpaired—which is the confidence of the public—he must act wisely and carefully. In case I do not make myself plain, I will take the article of tea. Shortly after the war opened, the price advanced 5c a pound. The trade, forewarned of the advance, consequently stocked up liberally, and when the advance came, many merchants went into their stock houses and put stickers on their package tea. This I consider was at least bad business for every time the grocer sold a pound of tea he was destroying the confidence of the public in him as a man who had their interest at heart. Take again the matter of sugar; every dealer knew that the Government was going to put a tax on sugar (if he didn't know he should have known), and bought up sugar as much as he could. Now when the advance came suppose a farmer who happened into my store house and saw 50 or 100 bags of sugar which he knew were bought before the rise, what would he have thought about it, if I had charged him a dollar more per sack?

My policy is to let my customers know I am always on the alert and by doing so I can make a good margin and yet protect those who depend on me to supply their needs to their advantage as far as reasonably possible. My belief is that every man in the trade must protect himself, while the market is advancing for what he knows he is sure to lose when the market breaks. Hold the confidence of your customers and never forget that no matter what they expect of the dealer, that when the market goes down they will not buy his goods if the price is higher than elsewhere.

**A. Sweet & Co., Winchester, Ont.**—“We think a merchant should advance his price on an advancing market because he is forced by competition to reduce prices on a falling market. Our policy has been to follow the market both up and down as closely as possible. In some cases we have thought it wisest to divide profits both up and down and adjust prices gradually on a sort of sliding scale.”

**J. W. Wettlaufer, Bright, Ont.**—“I would fall in on question ‘B,’—base selling price on present cost, that is, on goods which we turn over often. There are lines we handle which are slow sellers where in many cases price changes without our knowledge. Speaking of the above, should prices drop in many cases we would have to drop also, regardless of our cost. Why should we not have the advance? Because we speculate and protect ourselves on our own investment is no reason why we should sell below cost and more so because it raises disturbance amongst keen opposition.”

**H. E. Pilley, North Bay, Ont.**—“I always base my selling price on what the goods actually cost me because I do not stock up with any one line, and I buy as I need, and as a rule turn my money over once a month. A man who buys when prices are low, however, and has a big stock I would deem it good business to sell to make a good profit to make up for when he has to buy at higher prices.”

**John B. Roper, Milton, Ont.**—“I base selling price on what goods would cost me now, for when prices drop, customers look for the drop as well. I consider the difference between what I pay and the rise as profit for risk on my investment.”

**W. J. Crawford, Ripley, Ont.**—“The question to be answered we believe is to base the profit on the present price. If the market fluctuates in any way either up or down the merchant should go with it, not according to what he pays for the goods, as in this way it makes the merchant keep a strict watch on the market; the majority of the public are able to inform most of us merchants on the market.”

**J. McParland, Gananoque, Ont.**—“Our experience with the average grocer is that he will be governed by local conditions. There are always some people in every community and in every trade who try to sell below the other fellow, regardless of after results. We have always endeavored to have a living profit consistent with honest dealing and handling the best quality of goods. We cannot say we ever made very much by

an advance on any commodity which we bought before the advance. The stock of goods held by an average merchant in a small town is never so large that the advantage will be great.”

**J. H. Edwards, Carleton Place, Ont.**—“If I continue to sell at the low price until I require to repurchase I will make my usual profit. When the drop in price comes the chances are I have a stock on hand and one of my competitors has not. He starts immediately to

**DIVIDE UP WITH CUSTOMER**

By Geo. S. Mackenzie, Kelowna, B.C.

We usually adopt the latter plan, viz., give part of the advantage to the customer and take some advantage ourselves. This seems to us to be only fair, as although we like to make money, we do not think it best from any standpoint for a merchant to take too large or what you might call an illegal or illegitimate profit.

On the other hand a merchant should have the benefit of his experience in getting in on the low market, else what good is his experience to him in a financial way. We generally take the long advantage but an exception or several exceptions have been made during the last year as we find that in these times of stress no one has a moral right no matter what his legal right may be to make big profits.

Flour a year or so ago was a notable exception. Raisins, currants and peel were also exceptions last Christmas season, and tea prices were not changed at all. Under ordinary circumstances and in ordinary times I think the man who has the foresight to buy advantageously should have the long advantage.

sell at the low figure and I must follow suit. I have not protected myself when I had the opportunity, therefore, I must sell out at a loss the goods I happen to have on hand. I should take advantage of the advance in price and thereby protect myself for the drop in price when it comes.”

**Melville Bros., Bracebridge, Ont.**—“It depends on the goods. If flour or sugar ‘B,’ if small groceries ‘c.’”

**R. W. Waters & Son, Norwood, Ont.**—“Merchants should base their selling price on present cost of goods, but will

have to be governed by local conditions.”

**M. Hastey, Kazabazua, Que.**—“I would take and give part of the advantage. By doing so it gives me a chance when buying future stock. Also the majority of the public expect a rise and when they see a dealer not taking all the advantage they will appreciate it.”

**Cairn Bros., Yarmouth, N.S.**—“We base our selling price on the present cost of goods. Our chief reason is that when all staple goods drop in price, trade conditions compel us to follow and therefore to protect ourselves we feel it is necessary to advance the price of goods when the cost advances.”

**Cockell Bros., Whitney Pier, N.S.**—“We favor ‘B.’ We always figure on what it would cost us to replace the goods. If we were loaded up with stock at high prices and a slump came we would certainly have to figure on replacements. The public would not share our loss. That is certain.”

**A. T. Morrison, Shippegan, N.B.**—“My idea would be to base the selling price on to-day’s market, and take the advantage of the purchase; if the market went up and we bought goods on a high market we would have to meet our competitors even at a loss to ourselves in many cases.”

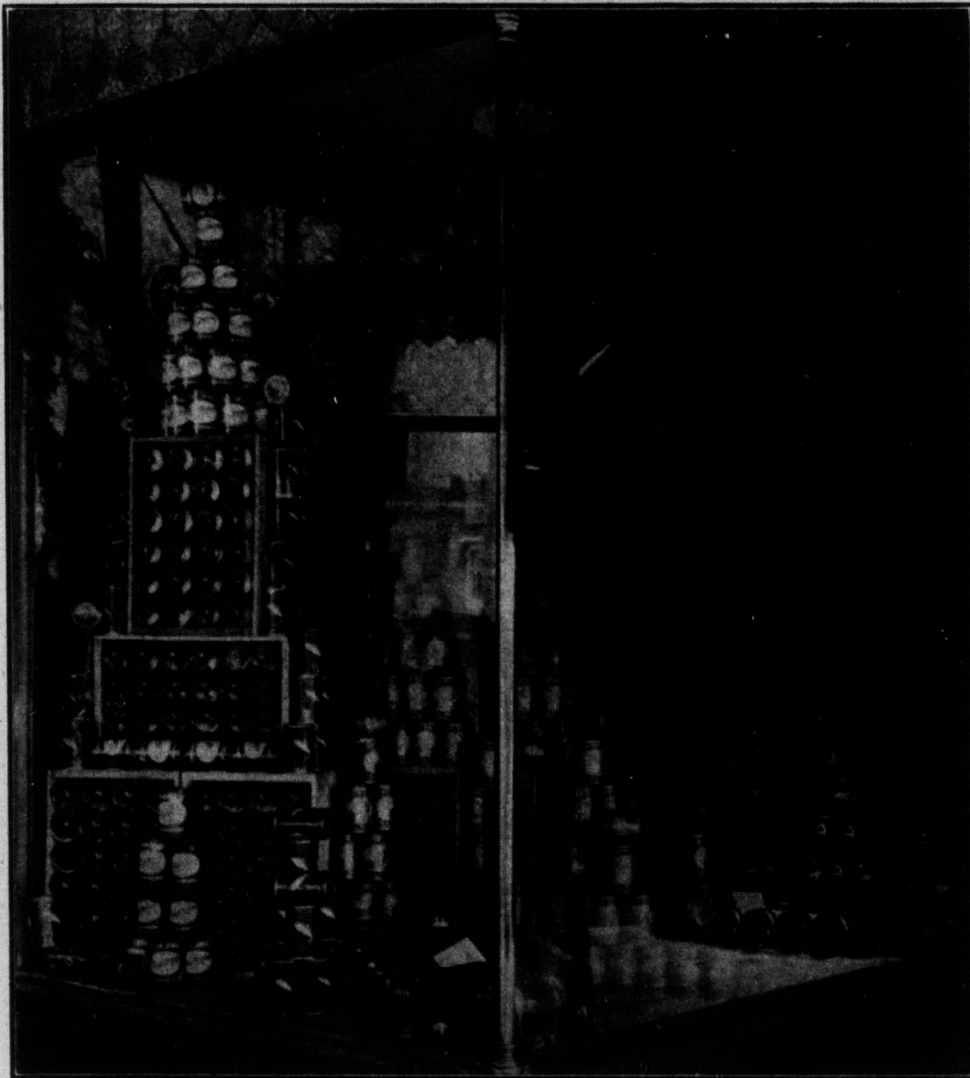
**MERCHANTS IN BOARD OF TRADE OFFICES**

Grocers who have recently been elected to Board of Trade offices are as follows:—Nap. G. Kirous, Quebec, P.Q.; Jos. Savard, Quebec, P.Q.; A. W. Woodman, Coaticook, Que. (president); F. F. Telfer, Collingwood, Ont. (vice-president); E. T. Marsh, Trenton, Ont. (vice-president); J. C. Cahoon, Cardston, Alta. (vice-president); W. H. Kenny, Sarnia, Ont. (2nd vice-president); C. T. Stephens, Collingwood, Ont. (secretary); J. H. Bradley, Prescott, Ont.; H. P. Prentice, Collingwood, Ont.; J. Caldenwood, Huntsville, Ont.; L. H. Ware, Huntsville, Ont.; W. V. Webster, Trenton, Ont.; C. T. Woodside, Saskatoon, Sask.; S. D. McMicken, Moose Jaw, Sask.; J. R. Kelly, Moose Jaw, Sask.

The following general merchants are also identified with this year’s Boards of Trade:—E. Hanson, Wheatley, Ont. (President); T. A. Gaetz, Red Deer, Alta. (president); J. J. Audet, Coaticook, Que. (vice-president); J. F. Clarke, Watrous, Sask. (vice-president); G. E. Ford, Sackville, N.B. (vice-president); E. O’Callaghan, Cornwall, Ont. (treasurer); F. R. McMillian, Saskatoon, Sask.; J. E. Hickey, Sackville, N.B.; J. E. Fisher, Huntsville, Ont., and W. J. Dodson, Watrous, Sask.

## Display Canned Fish in Lent

Now An Appropriate Time to Take Advantage of a Special Season—Canned Salmon Trim That Got Good Business — Large Quantity Attractively Shown.



Window display of canned salmon, which is an appropriate line to show just now in view of Lenten season.

**T**HE accompanying window presents a good suggestion for a canned salmon window. The photograph is a little dull, but the idea of the display will be readily seen. The window trimmer's intention was to produce quantity as well as to make an attractive showing.

Now that Lent is with us again a canned fish display is appropriate. It will be interesting to note that this particular trim sold

five cases of salmon at regular retail prices in two weeks. This demonstrates the power of display when the window is arranged artistically.

CANADIAN GROCER would urge immediately a display of canned as well as fresh, frozen and pickled fish. The Lenten season is an important one and full advantage should be taken of it.



# CANADIAN GROCER

ESTABLISHED 1886

*The Only Weekly Grocery Paper Published in Canada.*

**THE MACLEAN PUBLISHING COMPANY  
LIMITED.**

**JOHN BAYNE MACLEAN, President.**

**H. T. HUNTER, Vice-President.**

**H. V. TYRRELL, General Manager.**

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

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**New York**—R. H. Huestis, 115 Broadway, New York; Telephone 8971 Rector. **Chicago**—A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., 105 West Monroe St., Phone Randolph 3234. **Boston**—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

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No. 10

## USE PRESENT COST AS BASIS

ATTENTION of our readers is directed to the first article in this week's issue based on replies of some thirty-five merchants to an important business management question. The question was asked whether the dealer favored basing his selling price on the original cost of the goods, or on what it would cost him to replace them. The answers show the majority are in favor of present cost; that is, if they purchase an article for a certain price and before it is all sold the price advances, they advance their selling price accordingly. In other words, they favor taking advantage of the profit accruing to them from their good buy.

Others, however, do not favor this or at least they do not always follow this course. Many claim to be governed by competition. If their competitors took advantage of the rise in the market, they say they would do the same, but when their competitors continue to sell at the old price, they deem themselves to be in duty bound to do the same.

The question, therefore, has brought up a difference of opinion and will bear further discussion. If a farmer buys a horse at \$100 and finds that through some cause or another the price of horses advance, and in six months' time he would have had to pay \$150 for the same horse, is he going to consider its value at \$100 or \$150? The answer is obvious. Why shouldn't the retailer who happens to get in right on a particular market take advantage of the rise in that market. That is logical reasoning, but if, of course, competition is so keen, as a number of dealers say it is, then this method might not always be the best

one to pursue. Nevertheless, it is undoubtedly a sound business principle to base prices on present cost.

## PROSPECTS IN PICKLE PRICES

WINNIPEG dealers are expecting higher prices on pickles, owing to small cucumber crop last year. As Winnipeg is an important centre for manufacture of this line, this is a matter which concerns the Western dealer especially. Manufacturers' prices are advancing rapidly, and stocks are much depleted. Bottled goods will be exceptionally high, and will probably remain so until new crop is assured. Winnipeg manufacturers are even sending abroad for cucumbers. Another factor which has bearing on high prices is scarcity of saccharine, for which sugar is being used as a substitute for sweetening. As there are more sweet pickles sold in this part of the country than other kinds, this is an important factor.

As regards vinegar, although season is some way off, many Western merchants are booking their requirements at to-day's prices. The high cost of alcohol is causing manufacturers to refrain from contracting for future delivery, and they are able to quote only on sight supplies, which are limited. One manufacturer states that about three-quarters of his annual turnover is already sold. Prices of vinegar are about 10c per gal. higher than they were a year ago.

It is predicted that higher prices on pickles may come into effect about April 1, especially on sweet pickles. The demand for this line starts up as soon

## CANADIAN GROCER

as the warm weather begins, and buying has already been heavy, due either to anticipation of increased prices or to low stocks.

### THE FABLE OF THE CUBAN

CONSIDER the case of the Cuban sugar planter. Formerly, that is up to eighteen months ago or so, he was none too flush of ready money. The sugar business was averagely good, but it was nothing spectacular, and the Cuban would get his sugar across to New York as soon as he could, in order to get there for a cash return. In those days the brokers and refiners in Gotham would sit in their offices and smoke their cigars and turn languidly to the stenographer when she brought in a letter from Cuba. "Oh let him wait," murmured the broker or refiner. So the Cuban waited and sold for whatever the refiner or broker thought they would give him, not for what the Cuban thought he should have. For the Cuban had not very much money, and he would not dictate price and say "that or nothing."

But, the months pass. For a year and a half the world has been scrambling after sugar. The New York refiner found that France and England were competing with him as buyers, and they were willing, perhaps, to pay what the Cuban asked. So the man from Gotham found he was getting short, and that now he must really get in the scramble for sugar, or else he might have to pay very highly because the Frenchman and the Englishman were buying so heavily.

Behold, then, the Cuban of to-day. He has money and lots of it, which is a state diametrically opposite to that he was in eighteen months ago. Therefore, 'tis the Cuban who smokes his cigar, and when a refiner or broker from Gotham writes urgently, offering a price for sugars, he turns languidly to the dusky messenger who brings the letter, and murmurs, "Oh let him wait." For the boot is on the other foot. The Cuban is rich. The Cuban can dictate prices. If he doesn't get what he wants immediately he can say to the erstwhile important broker and refiner: "Very good, I can wait. You made me wait once. Now, I want my price, and I can sit tight till I get it."

And behold, he gets it.

### GOOD SAP RUN EXPECTED

PROSPECTS are there will be a good run of sap in the Eastern townships of Quebec Province this spring. Maple sugar men claim that the sunshiny days and cold nights are conducive to a good flow of sap, so that the weather man has at least been favorable to the producers of our fine Canadian maple sugar and maple syrup.

This year the Government will, no doubt, watch pretty closely the manufacture of maple products. The law is now in effect prohibiting the manufacture or sale of anything but the absolutely pure article.

Retail dealers should be very careful, therefore, in ordering their supply, for as vendors to the public, they are made responsible by law for the purity of maple products. Low price quotations should, therefore, be thoroughly inquired into before a purchase is made. Nothing is allowed on the market bearing the name of "Maple," but what is absolutely pure, according to Government standards. Retailers should act accordingly.

### LOWER COURT UPHELD

MANY merchants throughout the province and in other parts of the Dominion will be interested to know that sentence has been imposed upon the manager of Business Boosters, Limited, by the court to the extent of \$200 fine or three months in jail. The business which they have been carrying on is declared in contravention of the Trading Stamp Act of Canada.

E. M. Trowern, secretary of the Dominion Board of the Retail Merchants' Association of Canada, in an interview with CANADIAN GROCER, stated that the case as disposed of by the courts makes these contests illegal wherever carried on in the Dominion. It is the purpose of this association to notify the secretaries of the various provincial association that the business of this company has been declared illegal and requesting them to take action wherever the conditions warrant.

"Wherever merchants have these contests under way they should immediately terminate them," said Mr. Trowern. "If they continue them they hold themselves just as liable as the promoters. It is the purpose of our association to see that steps are taken to bring an action wherever the contests are still continued. Customers who accept the tickets, merchants who give them out and the promoting company are equally guilty before the law in having anything to do with these coupons.

"Merchants who have purchased prizes for these contests, or who have part payments made on them, should take what measures they deem best to protect their interest in the prizes," said Mr. Trowern.

### EDITORIAL NOTES

SINCE THE war began potash has risen from \$35 per ton to \$240. A Western American firm is now engaged in collecting seaweed on the Pacific Coast in order to extract the potash from it for use in the manufacture of munitions. Alunite, a rare mineral long used for the profitable production of alum and which yields up to 8 per cent. of potash, is now in the States also being utilized for the same purpose by a new and cheap method of extracting the potash from it.

# The Cap Stone of the War

A Trade War of Tariff Walls the Certain Outcome of Present Struggle—An Accentuation of National and Racial Characteristics and a Discrimination Directed Against Central European Trade Agents in Particular and Foreigners in General Advised by Sir Richard Burbidge of Harrods—Aid the Dominions and Improve the Consular Service for Trade Improvement

**P**UBLIC governing bodies are already beginning to promote activities that will insure the eventful victory of British Imperial trade in this great struggle. In particular precautions are to be taken against the activities of the commercial agents of the Central European Powers.

Sir Richard Burbidge, managing director of Harrods, London, has this to say about a tentative plan that would meet the requirements of the situation:

"The only way to beat the Germans, is to put a prohibitive tariff on German and Austrian goods that compete with those we make at home or whose manufacture we are now developing. A prohibitive tariff on foreign dyes would do more to stimulate the British dyeing industry than any other measure imaginable.

"I would have all foreign articles of luxury heavily taxed. 'Make the foreigner pay' would be my motto. It is possible that we may have to pay a little more for things, but the tariffs will go to relieve the heavy rates and they will tend to keep trade in the country and maintain employment, so that so far from having any cause for grumbling, the average man, realising the facts of the situation, will be only too thankful. Even if we pay more for a thing, the great point is that the money will remain in the country and circulate there, so that the community will have the benefit of it.

## "Tax All Foreigners"

"Tax the German and the Austrian in particular, but tax all foreigners who send us goods which we can equally as well produce at home at a reasonable price. We have been obliged to buy abroad by the constant underselling of the foreigner. First we only bought 25 per cent. of our commodities abroad, then it grew until it became 50 per cent. and 60%, and it was impossible to do without these imports because the public would have the cheaper article irrespective of its origin. If there was a 6s. German-made bag side by side with a 7s. 6d. English-made bag, the customer would say, 'I will have the 6s. bag.'

"The remedy is clear. It is to tax the German so that he cannot undersell the English manufacturer by means of his rebates and his system of running his factory day and night, which allows,

of course, of cheaper production. The German manufacturer is helped to undermine the British manufacturer's trade. We had evidence before the Tariff Commission that iron in Germany was sent out to be sold at £2 10s. per ton less than the home price.

"Encourage the British manufacturer and it will not be found that he is wanting in enterprise. But he must have security for his capital. It is no use his laying down expensive machinery if the next month he finds the market flooded with imitations of his manufactures at cheaper prices than he can sell them. How often have we found this happen! One has only to quote the instances of Birmingham jewellery imitated in Germany and sold here for 25 per cent. less.

"In the coming trade war we must see that German goods bear the mark of origin. In the past we have been rather lax on this score. We have seen that the boxes were stamped 'Made in Germany', but we never took the care that we should have done that the articles themselves were so stamped. In the future there must be no possibility of such negligence occurring. Let people see that mark, 'Made in Germany,' and if they have lost a near and a dear relative in the war, or if they are as keenly patriotic as we expect, they will shun those articles. It will be almost

a matter of conscience with them not to have anything to do with them.

"I can tell you what Harrods' plans are in this matter. Whether the Government proposes to put a tariff on German goods or not, and whether they are cheaper or not, our buyers will have orders after the war to buy only from British manufacturers and from manufacturers in the Allied countries. Where purchases are made in neutral countries it will be their business to see that there is not the slightest suspicion of the goods being of German origin.

"Already we are opening up negotiations with, and sending buyers to America and Canada, and in due course they will go further afield, to Russia, for instance. I am sure we shall be able to do without Germany.

"While I would tax the foreigner I would relieve some of the commodities which we get from our Colonies and Dependencies; tea, for instance, with its 100 per cent. duty—and we still speak of 'the free breakfast table'! In fact, I would give a preference to everything that comes from our Dominions.

## Improve Our Consulates

"It is possible that the German might come over and start business here, despairing of competing against our tariff wall. In that case I would have some special rating put on him. He must not be allowed to work side by side with the Englishman, his enemy, on equal terms.

"In the coming trade war I would have our Consulate system improved. I would have them run on commercial, not exclusively on diplomatic and social lines. One further point. I see it is suggested that the Continental trip is a temptation to buyers for English houses to go abroad to make their purchases. That is not the case with us; indeed, quite the reverse. We have the utmost difficulty in persuading our buyers to go abroad. They have been inclined to buy from the agencies established here.

"The Continental trip may be a holiday for the buyers of firms who let them go away for a week and don't mind what they do, but in the case of Harrods I can assure you it is no holiday, for we have our own house in Paris to which our buyers visiting there report every day. Usually when they are making purchases they are accompanied by a member of the Paris branch."

## PASSING GOOD THING ALONG

*The following appeared in a recent price list of the A. Macdonald Company, wholesale grocers, Winnipeg:*

*"When we know of a good thing we believe in passing it along. If you are interested in better methods of keeping account of your affairs you should read the CANADIAN GROCER, issue of February 4th, where you will find an article 'How to Keep a Correct Set of Books.' In the February 11th issue of the same publication you will find a well-written lecture 'Finding the Exact Cost.' It will pay you to read both these articles."*

# Declare War--Against the Fly

Approach of Spring is Time to Map Out Campaign--Stamp Out the Pest in Your Store--Proclaim the Same Task to Your Customers--Aids to Selling, Preventive and Cures

*Specially written for Canadian Grocer by E. A. Hughes*

**W**HEN there is so much talk in the newspaper about war; when the spring drive on the part of each belligerent is drawing nearer; when as is the case, just at this writing, the spring drive of the Germans has been hustled up a few weeks by reason of the necessity of the case, the air is full, as it were, of killing. The grocer should take part in this killing and he has a spring drive for which he should be preparing and planning right now. This is a renewal of activities in the war he commenced, it is to be hoped, some years ago, against the fly. Before this article goes any further, it offers the advice to such retailers, as have not yet declared war on the fly, that they do so now.

The thing should be gone into at once because spring is in the offing. The days are lengthening, the trees are beginning to show little shoots of green, the man at the desk next to us is muttering something which sounds suspiciously like a spring poem, several birds which, in the dark, might be mistaken for robins, are to be seen, and we can see the office boy from afar off coming to ask if he can get a day off to attend his grandmother's funeral. All these are signs of spring. When everything else in nature gets busy because "the year's at the spring," the fly gets busy too, and is just as determined to do as much bad in the world as humanity is determined he shall do little. The plan, therefore, is to exterminate him before he gets big enough to do very much damage.

## What the Fly Lives On

The fly has an all too good opportunity. It lives upon filth, upon dirt, and there is so much dirt and filth in the world, so much necessary dirt and filth and refuse, that the fly has ample opportunity. Garbage pails in the streets, the gutters with their sewerage, such buildings as stables and others where animals congregate, rotting vegetation, meats that have gone bad—all these and a hundred other things are what the fly is

## A FLY CATECHISM

1. Where is the fly born? In manure and filth.
2. Where does the fly live? In all kinds of filth, and he carries filth on his wings and feet.
3. Where does the fly go when he leaves the manure pile, the privy vault and the spittoon? He goes into the kitchen, the dining-room and the store.
4. What does the fly do there? He walks on the bread, the fruit and the vegetables; he wipes his feet on the butter and he bathes in the milk.
5. Does the fly visit patients ill with consumption, typhoid fever and cholera infantum? He does and he may call on you next, carrying the infection of these diseases.
6. What diseases does the fly carry? Typhoid fever, consumption, diarrheal diseases, diphtheria, scarlet fever, and, in fact, any communicable disease.
7. How can the fly be prevented? By destroying all the filth about your premises; screen the privy vault; cover the manure bin, burn all waste matter, destroy your garbage, screen your house.

**Either man must kill the fly or the fly will kill him.  
Prevent the Fly.**

looking for. He has such an abundant chance of getting in his "bad acting" and most of these things are necessary evils which are being handled just as expeditiously as possible, that the only way to do is to make a real determined attempt to exterminate the fly itself. If we cannot get rid of all the garbage and all the refuse and dirt in the world, the best way is to get rid of the instrument which, using that, creates disease.

## Innocent-Looking But Deadly

Consider the common fly. He is a very innocent looking little gentleman, or she is a very innocent looking little lady—that you would not think it possible that he or she could be responsible for so much mischief as falls to their lot. Nevertheless, it does not need a scientist to point out how much evil is done in the world, by the fly. Disease is bred, children and grown-ups alike are infected, and even lives are lost, through the ingenuity and the industry of the house fly.

To begin with there are so many of them! Starting with one fly it is possible in about a month, to see a direct result in the production of no less than 800,000 or 900,000 offspring. Figure it

out like this. The fly is prolific to such a tune, that when it lays eggs, it lays 150 at a time. Taking that 150 eggs, which by the by are hatched in 10 days, and supposing that half of them are females, there are out of that bunch 75 more sources of reproduction. In a very few days after hatching they are themselves ready to produce. Multiply 75 flies by 150 eggs and in another ten days there are 11,255 ready to do the same sort of thing over and over again. A large percentage of that number will be reproductive and have a capacity of 150 eggs a piece and in a month's time you have between 800,000 and 900,000 flies. This is an amazing number and when it is thought of the aggregate ill flies can do in the world, one sees what a real menace the common house fly is.

Did you ever spend a little time and watch the machinations of a fly? If its industry could be turned into good channels it would be monumental. It perches, perhaps, on the fence, then flies down into the garbage pail or the stable, wallowing in filth. Without taking the trouble to wash its hands, it hops straight into the milk jug or the sugar basin, contaminating anything and everything with which it comes in contact. It will wander slowly and deliberately around every dish and jug and bowl on the table and leave a certain amount of infection in each.

Not content with that, it will renew its activities along rather different lines and following the bad example of the Prussian militarists, becomes a sort of baby-killer. Filthy, infected with all sorts of disease as it is, it will crawl about whoever and whatever lie in its path, paying no attention as to whether it is the skin of a child or a grown up. So it goes on and the name of fly is legion. Disease in all its insidious forms is spread about by this so little and mean instrument and its activities, because of its very number, would increase from year to year if determined action were not taken by humanity in general. When you think of all the mischief it does and

then you think that it is only a little bit of a thing, your wonderment increases as to why the pest has not been made of much less effect if not entirely obliterated long before this.

**Grocer's Great Responsibility**

The grocer has a great responsibility in the matter of the house fly, in that he sells food for the public. He has all sorts and conditions of food in his store and everything and anything, particularly eatables, if they are not safe from the attack of the fly, unless sufficiently guarded, will be instrumental to the fly in producing disease.

Have lots of fly-killer up and down the store. See to it that in the hotter months, particularly, no refuse or decayed matter lays about the premises. Rags, old paper, stale food stuffs, meats, all these and half a hundred little things should be guarded from the time they come into the store until the time they leave it. They should not be left about the place any longer than is necessary and they should be kept in such a way and under such covering that the fly cannot penetrate. One method of doing this is fly netting. This can be obtained very cheaply and probably the grocer himself is selling it anyway. There are several different fly killers which every grocer stocks in his store. Use a good number of these for your own use and for taking care of your own comestibles in your store yourself.

**Dealer's Duty to His Customers**

As to the selling end of it, the grocer should get the public interested in the campaign against the flies, long before they make their appearance. Talk about the danger of the fly to the customer. Appeal to what the newspaper man calls the "human interest" side of the matter. Point out to a woman customer that the fly which has been lingering round the garbage can or cuspidor is the direct enemy of her child. Point out how easily tuberculosis and typhoid might result. Then go ahead and sell lots of fly destroyers. Have notices up and down your store in good bold print pointing out the evils to whomsoever shall come in. Talk about it in your campaign; advertise it and write about it; in short put up a determined and continuous campaign against the fly. Compile statistics which show how big an enemy the fly is. Why not take the figures at the head of this article and copy them out and put them in some place in the store where they would be readily noticed? In brief take any and every method of exterminating this evil.

This article is written ahead of time in order that the grocer may do his part. If an enemy in arms were coming to Canada, and we knew it, we should not begin preparing when they were already

at Montreal; we should have prepared for them months ahead. You know the fly is coming as soon as the weather is hot enough; then prepare ahead. Get out after the fly yourself, and talk the campaign to your customer, so that this year even more than other years, a determined effort may be made to get rid of the evil.



**ADVERTISE DELINQUENT LIST**

The merchants of New Glasgow and Trenton, N.S., have reorganized the Retail Merchants' Association with J. Fisher Grant as president.

A committee has been appointed to interview the Nova Scotia Steel & Coal Company about changing some of their pay days so that they would all fall on open nights for the stores. The committee reported that the management of the Steel Works had kindly agreed to this change.

Another committee to interview merchants keeping open on closed nights reported that all were willing to fall in

line with the other stores starting March 1st.

It was decided to advertise in the local papers that stores will close Tuesday and Thursday at 9 p.m., Monday, Wednesday and Friday at 6 p.m., starting March first.

Discussion regarding the summer half holiday resulted in vote to close stores Wednesday afternoons from the middle of June to the 1st of September.

The secretary of the Grocers' and Butchers' section submitted a resolution as follows:

"Resolved that all debtors who do not pay or make a settlement for past due accounts, on or before April 1st, will have their names put on the Delinquent Debtors' List." This was unanimously adopted by the association and will be advertised.

A number of the merchants present stated that they had already received payment of old and past due accounts amounting to several times the membership fee of the association.

**Favors the 5 Cent Line**

**Montreal Grocer Gives His Reasons for Preferring Article Costing \$3.90 per 100 Tins to One Costing \$3.60 per 48 and Retailing at 10c.**

*By Z. Lapointe, Montreal*

**I** WAS very much interested reading the article in your issue of February 25, headed "Declare in Favor of 10-cent Line." On reading the opinions expressed by the various grocers, it is plain to see that the great majority of those who declared in favor of the 10-cent line had not thoroughly understood the case as presented to them in your issue of the 4th inst. They took it that the article costing \$3.60 per case of 48, and retailing at 10c, was evidently double the quantity of the same product as the line costing \$3.90 per case of 100, and selling at 5c.

Based on the assumption, I would certainly declare in favor of the 10c line, for my customer would be getting the same value, and I would be making a much better profit on each individual sale.

But your statement of the case intimates that the two articles are of identical quality, and of the same weight, yet one retails for 5c and the other for 10c. Under such conditions, I declare emphatically in favor of the 5c line. Once I became convinced that the quality was equal, I would certainly recommend the 5c line to my customers, for it is my

opinion that the grocer who has the interest of his clients at heart obtains their confidence, and at the same time their steady trade.

I have in mind a case which seems to fit the one presented by you, of a product put up by two manufacturers—one selling at 5c and the other 10c. When the 5c line was offered to me, after looking into its merits, it seemed such a good proposition for the consumer that I took it into stock and recommended it to my customers. The result is that I now sell much more of the 5c line than I previously did of the 10c line. One feature of the case is that the consumer, getting the product so cheap, uses it more generally, getting double the results that she previously obtained for the same expenditure.

And personally I feel that I am making more money on the line, as it sells for 5c straight, whereas I was compelled to sell the 10c line in many instances at three for a quarter, owing to competition. Furthermore, I have the satisfaction of knowing that I have pleased many of my customers, as several of them have mentioned how glad they are that I drew their attention to the 5c line.



## THE CLERKS' PAGE



### Some Principles of Salesmanship\*

Practical Pointers on Salesmanship—Studying the Temperaments of Buyers  
—Responsibility Rests With Every Man—Go in to Win  
Battle in Mind of Buyer

**I**N these modern days, salesmanship has justly been classed as a profession, and has been developed along scientific lines, until it ranks equally as high as law, medicine and kindred sciences, and requires equally as much study, thought and training as is required in obtaining success in any of the above.

In later years there have been developed scientific sales schools and clubs. Today most of the larger manufacturing and commercial concerns throughout the United States have their own sales schools to increase the efficiency of their sales force. Some of the big railroad companies are now educating their employees from the ground up—fitting them for positions of responsibility and larger remuneration.

Selling goods is essentially a process of the mind between buyer and seller. Psychology as one writer puts it, is "The Science of the Mind." Every sale combines the elements of mind over mind and unless there is a willingness of the buyer to purchase and the willingness of the seller to sell there can be no sale.

Let us consider first some of the qualifications necessary for the successful salesman to possess and, second, some of the various characteristics of the purchaser.

No salesman can expect consideration at the hands of his customer and command his respect unless he possesses **SELF-RESPECT**.

Every self-respecting man has a certain amount of dignity. This does not mean he should be independent or egotistical. A self-respecting salesman has the courage and determination and faith in himself so that he can look every man in the face, and be a true man in every sense of the word. The salesman should always bear in mind that he is not asking any special favors from his customers when he tries to sell him his goods but, on the other hand, should try to convince his prospect that he is there to render him service by selling him the product that in turn will prove profitable to all concerned.

\*Extracts from an address by A. L. Habekotte, Assistant Sales Manager, The Moore Oil Co., Cincinnati, Ohio.

Banish every sense of Fear, for the salesman that is conscious of any thought of littleness will never succeed. If your goods are right no apology is necessary when you try to sell them.

Cheerfulness, Politeness and Enthusiasm go hand in hand. "As a man thinketh, so is he." This is as true from a salesmanship standpoint as it is from a moral or spiritual standpoint. The man who can smile and does smile, the man who is cheerful even in the face of disappointment, is always in greater demand than the grouch or pessimist who is always looking on the dark side of things. Kickers and knockers have no place in the business world. Many a sale would otherwise be lost if it were not for the fact that the buyer was impressed by the pleasant, good-natured attitude of the salesman. Some authorities claim that these qualities are of as much importance as a knowledge of the goods, showing the interest in the welfare of your prospect, and working into his confidence and goodwill, will always bring its reward.

If your prospect is inclined to argue and show his resentment, agree with him for the time being, and if you are tactful enough, you will soon have him agreeing with you. A little study of human nature will convince you of this fact. A man's character is often expressed by the clothes he wears, the manner of his walk, the expression in his eyes. A judge of human nature will read a man's character in his face.

It is essential that the salesman be neat in his dress. This does not mean to be a fashion plate or to wear gaudy clothes, which attracts attention from the real man.

It is said of the president and salesmanager of one of the greatest concerns in the United States, that in a meeting of his sales force, numbering into the hundreds, he addressed a dozen or more of his men, and warned them that unless they had their clothes pressed and wore a subdued color of a necktie, that their resignations would be accepted.

Soap and water are cheap, and there is no excuse for a salesman to neglect their use. Keep your collar and shirt

clean. Keep the body well bathed; a clean shave each day; hair brushed neatly and trimmed; teeth and nails should always be kept clean. Pay strict attention to your health. The salesman who is careless in all these matters will be careless of his business.

The use of cigarettes and liquor should be shunned. The smell of tobacco or liquor on the breath has lost many an order from a good customer and in some cases the buyer has quit dealing with the house altogether.

Experience has proven that it is not necessary to indulge in these habits or to entertain your customer in this manner in order to get his business.

Hope, Determination, Stick-to-it-iveness are just as important for the salesman to cultivate as any other qualifications. The man with the desire to be successful will reach his goal sooner than the man who never hopes to attain the first place in his profession. It is true some men have their wish-bones where their backbones ought to be, but the man with the definite aim and purpose in life, the man who is not a drifter, the man who aims at the bull's-eye, is bound to win the prize of the high calling of successful salesmanship. Think success and you will be successful. The salesman who possesses the bulldog spirit, the salesman who says "I will" and "I can" is the man who will not yield to opposition, no matter from what source it comes—never let go and when you are sure you are right—go ahead.

This spirit will develop confidence in yourself and nothing can stop you. Persistence in the right direction if not overdone will in most cases land the order that you are so eager and anxious to secure.

#### Characteristics of the Purchaser.

It has been said that the real battle in making a sale is in the mind of the buyer. As the temperaments of two people are hardly alike, so it becomes necessary for the successful salesman to study in no small degree the various temperaments of his prospects. Human nature is a peculiar thing, and the salesman who can judge the general disposition of the purchaser, his strong and weak points, and use this knowledge to its best advantage, will, nine times out of ten, get in such close touch with him, that he will succeed in closing his sale.

Some buyers need coaxing to a certain extent. Some will want to argue and trip you up, and by taking you una-

## CANADIAN GROCER

wares, endeavor to get the best of the bargain. Some buyers are looking only for price instead of quality and service.

It is very seldom that any buyer is looking for you with outstretched arms to welcome you. After all, the orders which are hardest to get are the ones most appreciated. The salesman is in a true sense an educator.

Many new lines are being introduced to the public every day and if the article has the proper merit, the price asked for it is right, if it is backed up by the house and the salesman—you are justified in asking the time and attention of your prospect. Always make your customer feel that your business is going to prove profitable and beneficial to him. Some salesmen have been known to have talked themselves out of an order after they have once had it. So be careful and know just when to end your argument.

More salesmen fall down in closing their sales than at any other time. If you failed to make your sale be good-natured about it, or at least do not show your disappointment, but keep up your courage, for at some future time success will come from your efforts.

We read a great deal nowadays about "Clean Up" day and spring medicines to tone up the system, etc. This is the season for house cleaning, to get rid of the germs of laziness and lack of interest in our work and take our medicine regularly and faithfully. If you have a wife or a sweetheart, take her in your confidence and get her interested in your personal work. She will help you and inspire you. Be like Willard. Go into the fight to win. He said all during the big fight his thoughts were of his wife and children. Read up in books and magazines all you can about things pertaining to your business. Remember: Science is Knowing and Art is Doing.

If you want to reach the top round in the ladder of successful salesmanship, make up your mind to start to-day to take advantage of every opportunity which knocks at your door. Don't be afraid to work. Work with your brain as well as your hand and foot. Learn to think and use all the faculties with which God has blessed you.

The responsibility rests with every man as an individual and it is up to YOU to make your life a success or a failure.

### HAS NO EQUAL

MacLean Publishing Co.

Dear Sirs:—Find enclosed \$2 to pay for "CANADIAN GROCER" for one year.

It has no equal as a grocer's paper.

M. F. AMES,

Plainville, Ont.,

### THE WONDERFUL COCOANUT

The probability of the placing of copra, the dried kernel of the cocoanut, on the contraband list gives added prominence to the great value of this product to man.

The cocoa palm flourishes in the Tropics where it is the very mainstay of his existence to the native. For planting purposes the fully ripe nut is chosen and laid in a hole in the ground and left thus uncovered. In a few days a slender shoot bursts through a minute hole in the shell and spreads out into three light green leaves. Its roots develop in the soft white sponge which now fills the nut, push out the stoppers of two of the natural holes in the end of the nut and strike vertically into the earth, seeking moisture. The shell and husk become very hard and brittle and in a day or two burst by the operation of some spontaneous force within. The nut is now a young tree. It thrives without attention of even the rudest sort, especially if close to the sea and soon reaches maturity. It begins to bear in its fourth or fifth year and so continues for nearly a century. Strangely enough, its fruit is non-seasonal and thus may be seen at one and the same time the strange spectacle of fruit in all stages of development from the beautiful white blossoms to the ripe nut. Its fruitfulness is its chief distinction.

The copra is valuable through the variety of its products, chief amongst which is the oil or cocoanut butter, of which it contains 70 per cent. From it there is made margarine, candles, salt water soap, salad oil, lard and glycerine which last has greatly enhanced its value as a necessity in high explosive manufacturing.

Cocoanut oil is also substantial with great success for cod liver oil. The residue after oil extraction forms a splendid hog and cattle food. For these reasons its importation into Germany is in process of being stopped.

With the present exports of this article to Europe at over a million tons a year the value has increased from \$40 twenty years ago to \$200 a ton to-day.

The tree's usefulness does not stop here. Its logs are used for lumbering purposes and for the making of charcoal and all manner of wooden implements. Its boughs are used for the thatching of houses and for the making of baskets. The fibre is woven into matting and clothes, as well as fish lines and ropes. The polished and dried husks of nuts serve the natives for a variety of dishes and utensils ready made, and the leavings for fuel. In its native habitat the oil is used for the embalming of the dead.

### RULES GOVERNING EGG CASES AND EGG HANDLING

The Canadian Produce Association has sent out the following instructions re egg cases, their specifications, etc., which will be read with interest by this trade:

"Dear Sir:—

"Owing to the loss of a great number of egg cases from year to year, the produce dealers have, during the past twelve months, been advocating non returnable cases and at the Annual Meeting of the Canadian Produce Association in Belleville on February 9th last, a resolution was passed confirming the adoption of non-returnable cases to go into effect March 1st, 1916, the cost of the case to be included in the price of the eggs.

"It is expected that by having the cases supplied by the shipper, there will be an improvement in the quality of the eggs. From a sanitary standpoint, it has another advantage, as it means the eggs will, in most instances, be shipped in new cases and fillers, thus doing away with a lot of old cases which have been the cause of musty and inferior eggs.

"We would suggest for a non returnable case, the following thickness:

Top, sides and bottom 3-16 in.

Ends and centre 7-16 in.

End cleats 1½ in x 7-16 in.

"No cases that are shipped to the country should be stencilled or branded with any name or distinctive brand.

"In order that the eggs arrive at their destination in good condition and free from breakage, the shippers should see that a pad of excelsior or cushion filler be used in the bottom of each case and a cushion of excelsior or other suitable material be placed between the eggs and the top of the case.

"It is to the interest of the shippers, therefore, to look ahead and provide themselves in advance with cases and fillers.

"The "Loss Off" system of buying eggs has proved a great success during the past two or three years and resulted in a great improvement in regard to quality. It was unanimously agreed by all dealers present at the meeting in Belleville that all eggs be bought on that basis the year round, in fact, a further step was taken by a resolution being passed by the Association confirming the action of the Committee on Resolutions in memorializing the Government to make the buying and selling of bad eggs a criminal offence with a penalty attached.

"We believe, therefore, it would be in the interest of all concerned if all storekeepers and buyers candled their eggs before shipping."

Albert H. Dalrymple, President.



## CURRENT NEWS OF WEEK

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



### Quebec and Maritime Provinces

Cardinal & Frere, groceries, of Montreal, are offering business for sale.

Clifford Johnston's store in North Sydney, N.S., has been destroyed by fire.

The death is announced of W. W. Baskin, grocer, of St. John, N.B.

W. H. Dunn, secretary-treasurer of the Borden Milk Co., has been in New York this week on business.

J. D. Hutchins manager of John Duncan & Co., tea importers has been in New York on a business trip during the past week.

W. C. Miller secretary of the Retail Merchants' Association of Toronto, and D. W. Clark of that city were in Montreal this week, calling on the principal manufacturers in connection with legislative measures they have promoted for the interest of the trade at large.

One of the oldest of the old-time merchants of Halifax passed away on the 5th inst., when death claimed John Macnab at the age of eighty-three. Deceased made the foundation of his fortune many years ago in the provision trade from which he retired a few years ago. He was accounted one of the wealthiest business men of Halifax and was associated with numerous financial and business corporations.

The salesmen and heads of departments of Charles Gurd & Company, Montreal, were entertained at dinner by Charles Gurd, at his residence, Argyle avenue, Westmount, recently, the occasion being the seventy-fifth birthday of Mr. Gurd. There were speeches and songs and recitations. Mr. Gurd was presented with a reading lamp and Mrs. Gurd with a large bunch of roses, the presentation being made by A. J. Burge. Alex. McA. Murphy referred to the happy relations existing between the head of the company and the staff, many of whom had been in their positions for years. Mr. Gurd replied in happy terms and sang several songs. Dr. Gurd was toastmaster. Others taking part in the evening included J. P. McEntee, M. Jordan, J. W. Lauzon, Peter Craig, Frank de Repentigny, Walter R. Gurd, and Miss M. M. Gurd who gave several piano solos and who with Mrs. Gurd was accompanist for the evening.

### Ontario

The fruit store of Rubino Frank, in Toronto, was recently damaged by fire

Mrs. Trudel, confectioner of Ottawa, is succeeded by Mattar Bros.

James Nimick, of Stratford, grocer, has sold to A. Thistle.

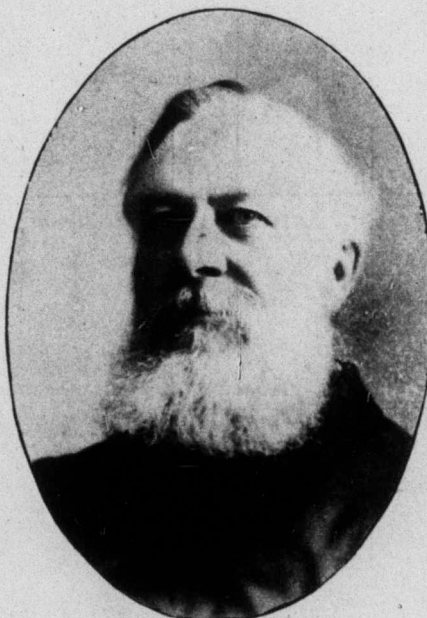
J. R. Kneechtel, of Harriston, grocer, is succeeded by McDonald & Pridham.

Abraham Hobson, of Hamilton, grocer, has sold out.

Annie Sullivan, of Toronto, grocer, is succeeded by Margaret J. Denison.

R. A. McDiarmid, grocer and butcher, of Cobden, Ont., suffered loss by fire. His store, however, was insured.

Cameron Bros., butchers, of Carleton Place, Ont., have suffered loss by fire; the store was insured.



CHAS. GURD, Montreal.

Manufacturer of aerated waters, who recently celebrated his seventy-fifth birthday.

W. S. Hayes, of Hawkesbury, flour and feed merchant, is retiring from business.

C. H. Brown, of Toronto, grocer, has suffered loss by fire; his store, however, was insured.

William McQuilty will open a grocery store in Welland, Ont., in the store shortly to be vacated by Hilder & Co.

S. J. English, of Forest, has sold his confectionery and grocery business to Miss Margaret and Grace Campbell, who will take possession at an early date.

The Dominion Dustless Sweepers, Ltd., is a new company with a federal charter. Head office is in Peterborough, Ont., and capital stock \$200,000.

J. Thompson, Webbwood, Ont., has disposed of his general store to S. H. Scott, who takes possession soon. Mr. Thompson is retiring for the present from active business.

Charles Leigh Wilson, eldest son of Mr. and Mrs. C. L. Wilson, died at the family residence in Ingersoll, in his thirty-third year, after a severe illness of a few days. He was a traveling salesman for the Ingersoll Packing Company.

A despatch from London says that Toronto, Guelph, Brantford and London men are interested in a new wholesale produce and butter industry which is to be established in that city. The company has been capitalized at \$40,000. Charles Johnstone, of Silverwoods, London, is to be the manager of the new firm. Charles Johnston is a brother of Robert Johnston, cheese buyer, of Woodstock.

### Western Canada

J. C. McGillivray, of McCreary, Man., has suffered loss by fire.

John Galloway, confectioner of Wellwood, Man., is succeeded by Mrs. A. Galloway.

A. R. Laidlaw, High River, Alta., has sold his Okotoks store of general merchandise to Hennessey & Wilson. This was to enable Mr. Laidlaw to give more of his time to the High River store.

R. J. Macdonald, proprietor of the South Side Department store, Edmonton, has decided to close out his entire stock of groceries, boots and shoes, dry goods, ready-to-wear and clothing.

Fifty thousand dollars is the estimated damage from a fire in the business section of Revelstoke, B.C. It is thought to have started from a furnace in the basement of the Taylor block, which was largely destroyed. The stock of the McRae Mercantile Company, a total loss, while the Sugar Bowl confectionery store was considerably damaged, as was also a Chinese restaurant.

H. E. Crook, manager A. Macdonald Co., Edmonton, Alta., states that before the war broke out tea merchants of Western Canada could always rely on having their shipments from India within sixty days, but now, owing to scarcity of ships on the Pacific ocean, they are fortunate indeed if they get shipments in three months, it more often being four months and has been known to be six months.



CANADIAN GROCER



PURE MAPLE PRODUCTS MEN MEET

Montreal, March 8.—at the annual meeting of the Pure Maple Sugar and Syrup Co-operative Agricultural Association, held at Rigaud, Que., resolutions were passed asking the Federal Government to enforce the law prohibiting the manufacture of imitations of maple syrup and sugar. It was stated that the majority of grocery stores in Montreal and throughout the country are still handling these goods.

Nearly 700 were present at the meeting. The mayor of the parish of Rigaud gave an address of welcome, which was responded to suitably by the president of the association, Gustave Boyer, M.P.

Professor J. F. Snell, of Macdonald College, gave an address on "Sugar Sand," and ways of detecting the adulteration of maple sugar goods. Afterwards he demonstrated the value of his process by an electrical apparatus in the hall.

The Rev. Father Allaire, of St. Hyacinthe Agricultural College, spoke of the workings of co-operative societies and the value of co-operation to any body wishing to make a permanent success.

Jos. H. Lefebvre, of Waterloo, Que.,

secretary of the association and a practical sugar maker, spoke of the maple sugar industry of Canada, its present condition and its possibilities for the future. He described the actual process of securing the sugar from the tapping of the trees for the sap to the final packing of the goods for the market.

Auguste Trudel, of Montreal, gave his experience in handling the goods of the association last spring. Good prices were obtained, and he could assure them that those who got their goods last year will be customers again this one.

Some manufacturers of apparatus for the making of maple sugar had exhibitions in the building.

Letters of regret at their inability to be present were received from Hon. Martin Burrell, minister of Agriculture for the Dominion, and Hon. J. E. Caron, minister of agriculture for Quebec.

The following officers were elected: Patrons, Hon. Martin Burrell, Hon. J. E. Caron, and Hon. Sydney Fisher; vice-president, Prof. J. F. Snell; president, Gustave Boyer, M.P., Rigaud; vice-president, Charles A. Fisk, Abbotsford, Que. Directors: R. T. Brownlee, Hemmingford, Que.; J. H. Grimm, Montreal; Luc J. A. Dupuis, jr., Saint Rock des Aulnaies, Que.; and the secretary, J. H. Lefebvre.

Bert C. Crockett, Toronto, who has joined the 206th Bantam Battalion for overseas, was presented with a military wrist watch by the employees of the Imperial Extract Co.

D. S. Walker, until recently connected with McLaughlan & Sons, Ltd., biscuit manufacturers, but now with the Quartermaster's staff of the 147th Bn., was presented with a wrist watch on eve of departure from the firm.

Russel Harker, only son of Mr. and Mrs. J. B. Harker, Bridge street, Belleville, Ont., was this afternoon presented with a wrist watch by the staff of the John Sloan Company, wholesale grocers in that city, where he has been employed for years. He has gone to Kingston to take a course in signalling with the 155th for overseas duty. His father J. B. Harker is a traveler for White Swan Spices and Cereals, Limited.

PRELIMINARY STATEMENT OF TRADE OF CANADA FOR JANUARY

Compiled by The Financial Post.

One Month, Ten Months and Twelve Months ending January, 1914, 1915 and 1916.

	Month of January			Ten Months ending January			Twelve months ending January		
	1914	1915	1916	1914	1915	1916	1914	1915	1916
<b>Imports for Consumption.</b>									
Dutiable goods .....	\$ 26,234,666	\$ 18,183,179	\$ 27,504,149	\$ 349,673,743	\$ 234,008,746	\$ 225,454,635	\$ 430,415,534	\$ 294,465,477	\$ 271,163,143
Free goods .....	14,686,574	12,116,978	22,666,516	177,003,982	145,038,331	168,639,353	216,817,976	176,232,749	199,255,139
Ttl. imp'rts (mdse.)..	40,921,240	30,300,157	50,170,665	526,677,725	379,047,077	394,093,988	647,233,510	470,698,226	470,418,282
*Coin and bullion ...	429,627	638,174	11,716,848	13,419,454	131,257,281	31,618,851	14,039,017	133,073,132	32,354,562
Total imports .....	\$ 41,350,867	\$ 30,938,331	\$ 61,887,513	\$ 540,097,179	\$ 510,304,358	\$ 425,712,839	\$ 661,272,527	\$ 603,771,358	\$ 502,772,844
Duty collected .....	\$ 7,029,888	\$ 5,125,000	\$ 9,962,556	\$ 90,983,949	\$ 63,706,076	\$ 81,267,856	\$ 112,048,484	\$ 79,866,772	\$ 96,745,269
<b>Exports.</b>									
<b>Canadian Produce—</b>									
The mine .....	\$ 4,205,038	\$ 3,508,769	\$ 4,654,815	\$ 48,423,544	\$ 42,469,353	\$ 53,688,992	\$ 59,100,714	\$ 53,084,863	\$ 62,960,628
The fisheries .....	1,701,844	1,703,715	2,437,715	17,782,794	15,820,794	18,541,413	20,988,841	18,661,560	22,407,687
The forest .....	2,159,088	1,811,049	3,243,300	38,135,945	36,867,152	45,428,289	42,707,781	41,523,344	51,211,820
Animal produce ....	3,151,012	5,661,172	10,203,827	46,719,871	64,097,884	88,763,256	52,361,474	70,727,132	99,056,115
Agricultural produce.	8,942,529	8,082,571	15,402,976	186,648,698	114,691,494	217,909,912	211,322,370	126,262,825	237,964,468
Manufactures .....	5,050,999	7,769,146	47,015,283	46,529,453	60,956,072	166,414,532	55,473,978	71,870,071	190,997,981
Miscellaneous .....	8,227	59,448	773,208	94,056	515,888	4,518,818	111,122	542,920	4,666,732
Ttl. Can. produce..	\$ 25,218,737	\$ 28,595,598	\$ 83,731,184	\$ 384,334,361	\$ 335,418,637	\$ 595,265,232	\$ 442,066,280	\$ 352,672,715	\$ 669,265,431
Foreign produce .....	667,858	1,371,732	1,715,862	22,157,886	48,012,633	35,691,657	24,128,530	49,723,532	39,702,607
Total exports, (mdse.) .....	\$ 25,886,595	\$ 29,967,330	\$ 85,447,046	\$ 406,492,247	\$ 383,431,270	\$ 630,956,889	\$ 466,194,810	\$ 402,396,247	\$ 708,968,038
*Coin and bullion ...	3,974,764	863,007	112,736	12,066,487	5,042,799	103,263,870	15,527,680	16,507,016	127,587,439
Total exports .....	\$ 29,861,359	\$ 30,830,337	\$ 85,559,782	\$ 418,558,734	\$ 388,474,069	\$ 734,220,759	\$ 481,722,490	\$ 418,903,263	\$ 836,555,467
<b>Aggregate Trade.</b>									
Merchandise .....	\$ 66,807,835	\$ 60,267,487	\$ 135,617,711	\$ 933,149,972	\$ 762,478,347	\$ 1,025,050,877	\$ 1,113,428,320	\$ 903,094,473	\$ 1,179,386,410
Coin and bullion .....	4,404,391	1,501,181	11,829,584	25,515,941	136,300,060	134,882,721	29,566,997	149,580,148	159,942,001
Total trade .....	\$ 71,212,226	\$ 61,768,668	\$ 147,447,295	\$ 958,665,913	\$ 898,778,427	\$ 1,159,933,598	\$ 1,142,995,017	\$ 1,052,674,621	\$ 1,339,328,411

\*Note.—It will be noted that the figures relating to the imports and exports of coin and bullion for the twelve months ending January, 1916, were: Imports, 1916, \$32,354,562; 1915, \$153,073,132, and exports 1916, \$127,587,439; 1915, \$16,507,016. Although it has been customary to include these figures in trade returns, the total trade figures are seriously disturbed by them in this instance, and they should not be taken as an indication of the trade of Canada.

It will be noted from the above that total Canadian exports for year ending January were \$836,555,467, as against \$448,903,263 the previous year. Exports, too, exceed imports by more than \$3,000,000.

# Sugar 30c. Higher: Sharp Advance in Tapioca

Full Two Cents Higher in Quotation—Sal Soda Takes Another Jump — Strong Situation in Sugar: Three More Advances—Prices on Dried Peaches Up—Teas Higher in London.

Office of Publication, Toronto, March 9, 1916.

**T**HERE has been some change in situation in new-laid eggs. Supplies from country points have not been so plentiful as might be, nor as was wanted to satisfy demands, and quantities have been imported during the last few days from Chicago. Across the border new-laid eggs are exceedingly plentiful just now and can be laid down here at a low price, so low a price, in fact, that unless deliveries from country points in Canada become better and the price of Canadian stuff can be dropped, American eggs will go on getting the business. Reports from Chicago and New York indicate there are new-laid eggs "to burn," and that for the moment conditions affecting the market are a complete reversal of those found in Canada. On other hand it must be remembered that for last three or four weeks preceding this week deliveries of new-laid eggs in Canada have got steadily better and prices have gone gradually lower. It may be only a temporary condition that deliveries from Ontario points are slow this week and next week may see reversion to better deliveries. New-laid eggs have got to the price recently where consumption has increased so much that it would be a pity if deliveries fell off, and United States new-laid eggs had to be imported to any large extent to fill the gap.

Since last writing in these columns, sugar market, which was very strong, and looked due for an advance, registered three advances of 10c each per 100 lbs. It was suggested in our detailed report on sugar situation last week that an advance was by no means improbable and that market was in such a shape that whether the advance came or not there could be no weakness displayed. This has been confirmed by the actual advances referred to. The markets in New York and the Canadian markets seem to be short of raws and oversea buying has been factor in keeping the market up. There was some diffidence on part of refiners in paying prices which were asked for raws but these were in such strong shape that the refiners came to the point where they simply had to get raws, no matter what price was asked. Market even at advanced levels remains exceptionally strong, and no one can prophecy what will happen during next few days.

## Quebec Markets

Montreal, March 8.—Undertone of market still continues firm, with noticeable absence of declines in any line and additional firmness in most and a good volume of trade passing. Flour lines have been strengthened a little by recent firmness of wheat market, which goes up and down regularly. All fish lines show strength as result of storms, that have interfered with fishing and caused a depletion of local stocks. Advances in sugar have been feature of the week, and this market is still characterized by a firmness that, however, is tinged by degree of uncertainty that is influenced by confused state of shipping accommodations and other principal factors that are influencing prices in all lines. Con-

fluctuating influences are at work in many cases. Advances are frequently reported from primary markets without any corresponding increase here, because the state of local trade frequently is such that it will not allow of any further increase of existing high prices. High and uncertain freights are still a chief cause of concern and adding to the difficulty in replacing sold out stocks at anywhere near the old prices that in some cases have governed eventual sale of goods. Approach of navigation season and certainty of lowered freight rates by the middle of April in anticipation of same all have good effect on market.

Advances of from 2½ to 5c are reported in canned goods lines, which are beginning to recover their former position of strength under stimulus of continued good demand; a 2c advance in primary market is reported for molasses, with additional firmness, but no price changes

## Markets in Brief

### QUEBEC MARKETS.

#### FRUIT AND VEGETABLES—

No bitter oranges.  
Tomatoes cheaper.  
California celery up.

#### PRODUCE AND PROVISIONS—

Lard firm.  
New laid eggs up and other eggs unobtainable.  
Shortage in dressed fowl continues.  
Honey demand continues.

#### FISH AND OYSTERS—

Scarcity of fresh and frozen fish.  
Advances in some lines.  
Good demand in salt and pickled fish.

#### FLOUR AND CEREALS—

Local market erratic.  
Cereals quiet.  
Feed production threatened.

#### GENERAL MARKETS—

Sugar advances 30c.  
Canned goods stiffened up.  
Tapioca, washing sundries and nutmeg up.  
Imported liquors scarce.

### ONTARIO MARKETS.

#### FLOUR AND CEREALS—

Wheat market stiffens.  
Flour generally dull.  
Domestic trade slow.  
Several cereals higher.  
All feeds down.

#### FISH AND OYSTERS—

Shortage in haddock.  
Also in cod.  
Whitefish big seller.  
Lent speeds up trade.

#### PRODUCE AND PROVISIONS—

Compound lard lower.  
New laid eggs from America.  
Butter situation peculiar.  
Why the low prices?  
Several poultry changes.  
New cheese coming.

#### FRUIT AND VEGETABLES—

Lots of navels coming.  
Florida tomatoes in.  
Grapefruit of good quality.  
Root vegetables selling.  
Apples very firm.  
Onions firmer and higher.  
No change in potatoes.

#### GENERAL GROCERIES—

Sal soda much higher.  
Sugar up another 10c.  
Teas higher in London.  
Peaches all advance.  
Sharp jump in tapioca.

### MANITOBA MARKETS.

#### FLOUR AND CEREALS—

Flour drops another 30c bbl.  
Wheat market very uncertain.  
Rolled oats \$2.15 or lower.  
No feature to feed market.

#### FRUIT AND VEGETABLES—

California lemons decline.  
Florida tomatoes \$6 case.  
Potatoes continue high.

#### FISH AND POULTRY—

Haddies advance to 9½c.  
Feared haddies will be scarce.  
Good demand on fish day.  
All fish lines moving well.

#### PRODUCE AND PROVISIONS—

Temporary advance in eggs.  
Much lower market anticipated.  
Hog market and meats firm.  
Cheaper butter easing off.  
Little fresh butter arriving.

#### GENERAL GROCERIES—

Sugar up another ten cents.  
Several lines of spices scarce.  
Rice and tapioca still firm.  
Small prunes cleaned up.  
Evaporated apples weaker.  
Higher package tea likely.  
Pickles and vinegar advancing.

# CANADIAN GROCER

here, chiefly on account of great scarcity of stocks, which fact is assuming the proportions of a problem. Raisins are up about 1/2c. Tapioca is up 2c as result of condition outlined in last week's report on this page.

The situation in imported liquors is becoming acute, with no prospect of relief in sight. Brandies and Scotch whiskies are the most seriously affected. Industrial chemicals continue to feel the effect of the concentration of manufacturers on munitions work. Caustic soda has advanced 25c, and is quoted at \$6.50 per 100-lb. drum; soda bicarbonate 15c, and is now \$2.75 per keg. Washing sundries lines are all firm as result of continued neglect of the production in this line. Baking powder is stiffening, following rise in soda bicarbonate; lamp wicks have advanced 33 1-3 per cent., and bulk cocoanut has gone up 1c.

**SUGAR.**—Market very firm, following three further advances of 10c each, making extra granulated \$7.05 per 100-lb. bag, and other grades in proportion. The later 10c advance on all New York refiners to \$6.45 has materially added to strength of this market, which was already firm, but gave evidence of some uncertainty in this feeling. It is pointed out that any price here that does not allow for a one cent higher rate than for refined in New York is out of proportion and subject to the possibility of adjustment if local refiners should ever refrain from price competition. The drought in Cuba is assuming proportions that are having a strengthening effect on market. There is no relief from freight situation, as reviewed again in these columns last week. It is fully as acute as ever and full of possibilities that tend in contrary directions.

Wholesale buying has been brisk at advanced prices, but retail buying has dropped off, largely as result of advances having been discounted. Acadia is 10c less than list prices.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	7 05
25 lb. bags	7 15
2 and 5-lb. cartons	7 35
Extra Ground Sugars—	
Barrels	7 40
50 lb. boxes	7 60
25 lb. boxes	7 80
Yellow Sugars—	
No. 1, 100 lb. bags	6 65
Dark yellow, 100 lb. bags	6 45
Bright yellow, bbls. only, cwt.	6 90
Powdered Sugars—	
Barrels	7 20
50 lb. boxes	7 40
25 lb. boxes	7 60
Paris Lump—	
100 lb. boxes	7 65
50 lb. boxes	7 75
25 lb. boxes	7 85
Crystal Diamonds—	
Barrels	7 65
100 lb. boxes	7 75
50 lb. boxes	7 85
25 lb. boxes	8 05
Cartons	8 35
Half cartons	8 75
Crystal Dominoes, cartons	8 35

**DRIED FRUITS.**—Only direct advance of week in market has been in raisins, which record an advance of from 1/2c to 3/4c. In 16 oz. packages fancy seeded are quoted at from 10 1/2c to 11c,

and choice seeded from 10 1/4c to 10 1/2c, but additional all-round firmness is noted in other lines. Fruits of tropical origin in particular show increasing firmness, and have a corresponding effect on American lines, in spite of which demand continues fairly good. Currants are quiet at an unchanged price of 11 1/2c and 12 1/2c for loose and package respectively, although this price is out of proportion to the one in effect in primary markets. Figs are firm, with no new developments to note.

EVAPORATED FRUITS.		per lb.
Apples, choice winter, 25-lb. boxes	.....	0 11 1/2
Apples, choice winter, 50-lb. boxes	.....	0 11
Apricots	.....	0 14
Nectarines, choice	.....	0 11 1/2
Peaches, choice	.....	0 08
Pears, choice	.....	0 13 1/2
DRIED FRUITS.		
Candied Peels—		
Citron	.....	0 22    0 23
Lemon	.....	0 20    0 21
Orange	.....	0 19    0 20
Currants—		
Filiatras, fine, loose, new	.....	0 11 1/2
Filiatras, packages, new	.....	0 12 1/2
Dates—		
Dromedary, package stock, old, pkg.	.....	0 09
Fards, choicest	.....	0 12 1/2
Hallowee, loose, new	.....	0 07 1/2
Hallowee, 1-lb. pkgs.	.....	0 07 1/2
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 11 1/2
1 lb. glove boxes, each	.....	0 12
Cal. bricks, 10 oz.	.....	0 09 1/2
Cal. bricks, 16 oz.	.....	0 10
Cal. layers	.....	0 10
Cal. fancy, table, 10 lbs.	.....	1 00
Prunes—		
30 to 40, in 25-lb. boxes, faced	.....	0 11 1/2    0 12 1/2
40 to 50, in 25-lb. boxes, faced	.....	0 11 1/2    0 12 1/2
50 to 60, in 25-lb. boxes, faced	.....	0 10 1/2    0 11 1/2
60 to 70, in 25-lb. boxes, faced	.....	0 10    0 11
70 to 80, in 25-lb. boxes, faced	.....	0 09 1/2    0 10 1/2
80 to 90, in 25-lb. boxes, faced	.....	0 09    0 10
90 to 100, in 25-lb. boxes, faced	.....	0 08    0 09 1/2
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$2.80; 4-crown cluster	.....	3 75
Muscatsels, loose, 3-crown, lb.	.....	0 08 1/2    0 09
Muscatsels, 4-crown, lb.	.....	0 09 1/2    0 10 1/2
Cal. seedless, 16 oz.	.....	0 12 1/2
Fancy seeded, 16 oz. pkgs.	.....	0 10 1/2
Choice seeded, 16 oz. pkgs.	.....	0 10 1/2
Valencias, selected	.....	0 11
Valencias, 4-crown layers	.....	0 11 1/2

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

**MOLASSES AND SYRUPS.**—Market on molasses shows increasing firmness, viewed from any angle. There has been an advance of 2c in primary market apart from freight situation, which is decidedly firmer in its relation to market. But no advance has occurred here other than that the range of prices in force is being narrowed. Demand has been phenomenal, and all that has been offered for future delivery has been eagerly snapped up. Some wholesalers are refusing orders for future delivery on new crop and a scarcity of stocks for future delivery has become feature. Further advances in sugar have added materially to the strength of molasses, but question of freight remains one of paramount importance, upon which whole future of this season's prices may be said to rest. A fairly good crop of molasses is reported, but until navigation opens and encourages renewed efforts for the ending of present shortage its effect on local conditions can only be speculative.

There is moderate sale reported for syrups, with prices unchanged and nominal and demand normal.

	Price for	Choice.
Barbadoes Molasses—	Fancy.	Island of Montreal.
Punchoons	0 63	0 45
Barrels	0 66	0 48
Half barrels	0 66	0 50
For outside territories prices range about 3c lower.		
Carload lots of 20 punchoons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.		
Corn Syrups—		
Barrels, per lb., 3 1/2c; 1/2 bbls., 4c; 1/4 bbls.	.....	0 04 1/4
Pails, 8 3/4 lbs., \$1.85; 25 lbs.	.....	1 40
Cases, 2 lb. tins, 2 doz. in case	.....	2 65
Cases, 5 lb. tins, 1 doz. in case	.....	3 00
Cases, 10 lb. tins, 1/2 doz. in case	.....	2 90
Cases, 20 lb. tins, 1/4 doz. in case	.....	2 85
Cane Syrups—		
Barrels, lb., 4 1/2c; 1/2 bbls.	.....	0 06
Cases, 2 lb. tins, 2 doz. in case	.....	3 60

**SPICES.**—Market continues to grow firmer, with additional price advances that occur so regularly, and as result of such erratic conditions that a wide range of values ensues and causes lack of price conformation. Trading occurs only in quantities needed and mills discourage the placing of large orders. Nutmegs have gone up 5c; allspice and peppers of all kinds, but particularly whites, are advancing ahead of general and similar trend of whole market.

The consuming demand is increasing to such an extent that it is becoming more active than state of supplies warrant, and a real scarcity in some lines appears probable except in cases such as in black pepper, the high price of which tends to discourage trading. Basic market conditions continue to rule in contradistinction to the purely speculative, which is notably absent.

	5 and 10-lb. boxes.	1/2-lb. pkgs. dozen.	1/4-lb. tins lbs.
Allspice	.....	0 16	0 23
Cassia	.....	0 24	0 35
Cayenne pepper	.....	0 28	0 38
Cloves	.....	0 30-0 32	0 40-0 45
Cream tartar—55 to 60c.	.....		
Ginger, Cochon	.....	0 22	0 29
Ginger, Jamaica	.....	0 25	0 30-0 31
Mace	.....	0 80	1 00
Nutmegs	.....	0 45-0 45	0 50-0 50
Pepper, black	.....	0 22-0 25	0 85-0 90
Peppers, white	.....	0 32-0 35	1 15-1 20
Pastry spice	.....	0 22	0 25-0 30
Pickling spice	.....	0 16-0 18	
Turmeric	.....	0 21-0 23	
Lower prices for pails, boxes or bails when delivery can be secured.			
Cardamon seed, per lb., bulk	.....	2 00	2 50
Caraway—			
Canadian	.....	0 13	0 22
Dutch	.....	0 30	0 16
Cinnamon, China, lb.	.....	0 14 1/2	0 16
Mustard seed, bulk	.....	0 19	0 23
Celery seed, bulk	.....	0 36	0 46
Shredded cocoanut, in pails	.....	0 18 1/2	0 22
Pimento, whole	.....		12-15

**RICE AND TAPIOCA.**—Rice market is strong and continues to be ruled by transportation facilities, which show no sign of improvements, and the activities of which have been confined almost entirely to increased insurance and freight rates. Demand is normal and unaffected by tense condition of market.

Both pearl and seed tapioca have advanced for reasons reviewed in these columns last week from 1c to 2c, and are now quoted at from 9c to 10c in each case. In common with other goods of tropical origin, it is almost unprocurable even at these prices and firmness is still feature of market.

Rangoon Rices—	Per cwt.
Rangoon, "B"	4 20
"C.C."	4 10
India bright	4 35
Lustre	4 40
Fancy Rices—	
Mandarin, Patna	4 30
Pearl	4 75
Imperial Glace	5 40
Sparkle	6 00
Crystal	6 00

Snow	5 30
Ice drips	5 30
Java Onyx	6 50
Prisms are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12 1/2 lbs.).	
Imported Patna—	Per lb.
Bags, 224 lbs.	0 05 1/2
Half bags, 112 lbs.	0 05 1/2
Quarter bags, 56 lbs.	0 08
Velvet head Carolina	0 09
Sago, brown	0 05 1/2
Tapioca—	
Pearl, lb.	0 09
Seed, lb.	0 10

**NUTS.**—Fair volume of trade continues to pass on a firm market, in which all classes of pecans are the scarcest and hardest to get of any line in demand. Shelled pecans are up 2c and firm at this; peanuts are a strong feature of market and in good demand. The appearance of the new Brazil nuts has been further delayed and a higher price indicated. It is expected they will be offered next week at from 15c to 16c per lb.

Almonds, Tars, new	0 15	0 15 1/2
Grenobles	0 18	0 15 1/2
Marbots	0 13 1/2	0 14
Shelled walnuts, new, per lb.	0 35	0 36
Shelled almonds, 28-lb. boxes, per lb.	0 40	0 42
Sicily filberts	0 14 1/2	0 15
Filberts, shelled	0 32	0 34
Pecans, large	0 17 1/2	0 18 1/2
Brazils, large, washed	0 20	0 21
Peanuts, American, roasted	0 08 1/2	0 12 1/2

**TEA.**—Market is firm and steady under good demand for importing orders and with slackened volume of trade for present use. Such sales as are reported, however, are at a good price that gives no indication of weakening. Shipping situation continues to be chief source of any notable movement in market, and is credited with being the chief cause of the 20 per cent. advance that has occurred at primary markets since November. General condition tends in common with that of market at large to be erratic in its relation to supplies and spot stocks, which in some cases are amply sufficient for present needs and in others are dependent on future arrivals.

**COFFEE.**—Market is unchanged in its general features, although there has been additional fluctuation lately as result of increased insurance and uncertainty of freight situation, which has taken on features of added interest recently. This has added to its firmness. Some further advances of speculative nature are reported in raws in case of some holders of big stocks. Volume of trade passing continues to be normal and at unchanged prices.

**DRIED VEGETABLES.**—Prices and demand continue unchanged, normal, quiet and steady, with good stocks on hand. A small volume of trade is anticipated until resumption of navigation stimulates trade in general. This line has been affected less than any other by the abnormal conditions of market.

Beans—		
Canadian, 3-lb. pickers, per bushel	4 20	4 35
Canadian, hand-picked	4 90	5 00
Canadian, 5-lb. pickers	4 00	4 00
Yellow eyes, per bushel	4 20	4 20
Lima, per lb.	0 08	0 08 1/2
Peas, white soup, per bushel	3 00	3 25
Peas, split, bag, 50 lbs.	5 00	5 00
Barley, pot, per bag	3 00	3 00
Barley, pearl, lb.	0 04 1/2	0 05

**CANNED GOODS.**—Demand continues unusually good, especially in view of re-

cent low prices that greatly stimulated trade. A sweeping advance is recorded of from 2 1/2c to 5c. Corn is 90c to 95c, English garden peas 90c to 95c, and early June peas 95c to \$1.10. Lower grades have strengthened in sympathy. Advance has not detracted from firmness of market, as stocks are greatly reduced as result of late heavy selling.

## Ontario Markets

Toronto, March 9.—Sal soda, remarkable recently for spectacular advances, has beaten previous performances this week. It is now \$2 or over. Six months ago it was selling for 75c—some difference! Reason is that quantities are being used for munition purposes, and munition activity has increased so much lately that price of sal soda and kindred commodities has jumped spasmodically. All washing compounds and powders will be bound to advance, sooner or later, as a consequence, and the trade will be well advised to stock up now while they can get these things cheaply.

Munitions are affecting grocery lines more and more. The existent firmness in molasses is partially an outcome of the munitions industry. Molasses are in a strong position; not only is war demanding its share of support from this product in this way, but quantities for rum-making are also being taken. Add to this, exorbitant and scarce freights from the West Indies—and there you are!

Sugar has been doing big things in the way of jumping this week. In two days it advanced twice by steps of 10c at a time, and just as we go to press another dime on the price is registered. This makes a basis of \$7.11, which is high, though probably none too high for obtaining conditions. Raws are scarce and tightly held, and refiners have got to buy some time or other. So far they have been buying as little as they could, but all over the States and Canada refiners are shy, so that at no time are they in a position to fight the strength of raws. Incidentally, \$7.11 price is higher than at any other time since the outbreak of war, excepting October and November, 1914, when the same level was registered, \$7.05 in Montreal, and 6c higher here. Nor does there appear any reason for a break at present. Several factors, indeed, would appear to operate the other way. Cuban crop report, reproduced in part in detailed sugar market this week, shows that crop is liable not to come up to expectation. Refiners, probably, are still short of adequate stocks. Overseas buying is going on quietly and surely all the time.

**SUGAR.**—Since last week an advance of 30c is recorded in three separate increases of 10c. These were not unexpected, as may be seen by opinion expressed in this column last week, although advances came sooner than expected. Toronto followed New York again, because conditions here duplicated conditions there. Raws are scarce and refiners had to buy for their requirements were not generally supplied, even though there has been heavy buying recently. The tone of market after the advance is still strong. Apparently domestic demand is an increasingly important item at present. Inquiries from overseas are few and orders fewer. Cuban crop is also a factor, because it looks as if it will not reach anticipated dimensions. Weather in Cuba is dry, and the drouth is holding up the yield. Freight conditions are also a source of anxiety on the island, there being a scarcity of cars in some sections. The Cuban crop report is worth quoting: "The persistency of drouth is causing general complaint, not only for the new planted cane, which is not able to grow, but also for cane now being ground. In some places the planters are commencing to reduce their original estimates on the crop now being harvested owing to the fact that the quantity of the juice has diminished, although the sugar yield continues good. However, in north-east Santa Clara the conditions have been very favorable for cane, both new and old, and conditions are also much improved in Orient owing to the recent rains."

Just as we go to press, sugar took its third 10c advance, making in all an advance of 30c from last week, and bringing it to a basis of \$7.11.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	7 11
20 lb. bags	7 21
10 lb. bags	7 26
2 and 5-lb. cartons	7 40
Nova Scotia refined, 100-lb. bags	7 01
New Brunswick refined, 100-lb. bags	7 05
Extra Ground Sugars—	
Barrels	7 51
50 lb. boxes	7 71
25 lb. boxes	7 81
Powdered Sugars—	
Barrels	7 31
25 lb. boxes	7 71
Crystal Diamonds—	
Barrels	7 66
100 lb. boxes	7 76
50 lb. boxes	7 96
Cartons (20 to case)	8 41
Cartons (50 to case)	9 31
Crystal Dominoes, carton	8 76
Paris Lump—	
100 lb. boxes	7 76
50 lb. boxes	7 96
25 lb. boxes	7 96
Yellow Sugars—	
No. 1	6 41
Barrels granulated and yellow may be had at 6c per cwt. above bag prices.	

**MOLASSES AND SYRUPS.**—Molasses situation much firmer. Quantities are being used in rum as well as for munition purposes. Moreover, freights are growing scarcer. In a letter from Barbadoes a shipper complains that sailing vessels are unobtainable even at fancy rates. Never was there such a scarcity of bottoms. Shipments are de-

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laid again and again. Stocks are low in Canada; although Toronto does not take the interest in molasses that Montreal does, it nevertheless is evincing a firmness in the situation owing to the recited causes.

<b>Corn Syrup—</b>		
2s, per case 2 doz.	2 60	2 73
5s, per case 1 doz.	3 00	3 08
10s, per case 1/2 doz.	2 91	2 96
20s, per case 1/4 doz.	2 91	2 97
1/2 barrels, per 100 lbs.	4 40	
<b>B. C. Cane Syrups—</b>		
2-lb. tins, 2 doz. to case, per case.	3 15	
5-lb. tins, 1 doz. to case, per case.	3 60	
10-lb. tins, 1/2 doz. to case, per case.	3 30	
20-lb. tins, 3 tins to case, per case.	3 25	
(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)		
<b>Molasses—</b>		
Barbadoes, 1/2 bbls.		Per gal. 0 57
New Orleans, 1/2 bbls.		0 36

TEA.—There is no change in situation locally. Market on Ceylons was up in London, a farthing two days ago, and firm at that. Tea market, in its primary state, is in an anxious condition. "There has been a lot of heavy buying recently", writes a London correspondent "and the money laid out in that, including a heavy tax, is considerable. Moreover, one would think that rumours of still further advances and the efforts of the British Government for economy would all curtail consumption and that prices might be easier. Colombo however, despite heavy stocks, is certainly strong and has been up a full cent within last couple of weeks. Apparently shipping scarcity is not affecting values much, probably because Russian buying is heavy and counter-balances it. All these things must be considered. The best way to sum up the international tea market, perhaps, is to say that though there appear to be reasons why it should ease a little, the easement shows no signs of materializing."

DRIED FRUITS.—Peaches are all cleaned up at coast, and spot stocks here are light. This is responsible for a general advance of a quarter to half a cent in most grades, fancy 25 lbs. being the only exception. There is a heavy demand, and stocks are light in all quarters. Amala currants have shown a slight tendency to slacken a little, and are rather easier, though no lower. There has been a continued strength in these for three or four months, during which time the trade has consistently bought heavily. Currants now, however show a lack of firmness both here and in New York. Probably the pendulum is swinging the other way. 1915 crop prunes are strong, though demand at coast is somewhat light. Large packers, however, have situation well under control and New York opinion is that it is unlikely there will be any relapse. All indications point to better conditions within a short time, and an even, steady demand, it is said, will grow. Future 1916 prunes are quiet alike at the coast, New York and here, and such as are selling, go on the basis of easy levels prevalent for some time.

Apples, evaporated, per lb.	0 10%	
<b>Apricots—</b>		
Std., 25's, faced	0 12	0 12 1/2
Choice, 25's, faced	0 13 1/2	0 14
Extra choice, 25's, faced	0 14 1/2	0 15
Fancy, 25's, faced	0 15 1/2	0 16
<b>Candied Peels—</b>		
Lemon	0 17	0 18
Orange	0 17	0 18
Citron	0 22 1/2	0 23 1/2
<b>Currants—</b>		
Filiatras, per lb.	0 12 1/2	0 13 1/2
Amalas, choicest, per lb.	0 13 1/2	0 14 1/2
Patras, per lb.	0 13	0 14
Vostizzas, choice	0 13 1/2	0 14 1/2
Cleaned, 1/2 cent more.		
<b>Dates—</b>		
Fards, choicest, 12-lb. boxes	0 09 1/2	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09 1/2
Package dates	0 07 1/2	0 08
Hallowees	0 07	0 07
<b>Prunes—</b>		
30-40s, California, 25-lb. boxes	0 13	0 13 1/2
40-50s, 25-lb. boxes	0 10 1/2	0 11
50-60s, 25-lb. boxes	0 09 1/2	0 10
60-70s, 50-lb. boxes	0 09 1/2	0 10 1/2
70-80s, 50-lb. boxes	0 08 1/2	0 09 1/2
80-90s, 50-lb. boxes	0 08 1/2	0 09 1/2
90-100s, 5-lb. boxes	0 07 1/2	0 08
25-lb. boxes, 1/2c more.		
<b>Peaches—</b>		
Choice, 50-lb. boxes	0 07 1/2	0 07 3/4
Std., 50-lb. boxes	0 06 1/2	0 06 3/4
Choice, 25 lbs., faced	0 07 1/2	0 07 3/4
Extra choice, 25 lbs., faced	0 07 3/4	0 08
Fancy, 25 lbs., faced	0 08 1/2	0 09
<b>Raisins—</b>		
Valencia, Cal.	0 09	0 09 1/2
Seeded, fancy, m 1 lb. packets	0 10	0 10
Seeded, choice, 1 lb. packets	0 09 1/2	0 10 1/2
Seeded, choice, 12 oz.	0 12	0 12
Seedless, 16 oz. packets	0 11 1/2	0 12
Seedless, 12 oz. packets	0 10	0 10
Raspberries, black, dried, 25-lb. boxes	0 40	0 42

NUTS.—Walnuts and almonds, both shelled and in shell, show some scarcity in supply at present. Demand however, for them, as for all nuts, is light. There are no price changes.

<b>In Shell—</b>		
Almonds, Tarragona	0 15 1/2	0 16 1/2
Brasilis, medium, new	0 16	0 16
Brasilis, large, washed, new	0 20	0 22
Chestnuts, peck	1 75	2 80
Filberts, Sicily, bags 100 lbs.	0 14	0 14 1/2
Peanuts, Jumbos, roasted	0 13 1/2	0 14 1/2
Peanuts, hand-picked, roasted	0 11	0 11 1/2
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	0 14 1/2	0 15 1/2
Walnuts, Bordeaux	0 11	0 11
Walnuts, Marbots	0 12 1/2	0 13 1/2
<b>Shelled—</b>		
Almonds	0 45	0 46
Filberts	0 35	0 35
Peanuts	0 11	0 11 1/2
Pecans	0 60	0 65
Walnuts, new, halves	0 35	0 40
Broken	0 31	0 32

BEANS.—No change is recorded since last week's showing in split peas. All levels are well supported. Feature of the market still is scarcity in beans of good quality, which are harder and harder to procure. Deliveries are only fair, even of second grade stuff. The trade is not buying quite so heavily just now however.

Beans, choice primes, bush	4 25	4 60
Beans, hand-picked, bushel		4 75
Peas, blue, bushel	3 25	3 60
Split, lb.	0 06	0 06 1/4

SPICES.—Ginger has displayed unusual strength this week. Ginger is about due for firmness, all other spices having taken it in turn. The whole list is firmly held. Demand is only hand-to-mouth and in ordinary times present high levels would therefore not exist. But so far as supplies go these are certainly not ordinary times and hence the strength.

<b>Spices—</b>		
Allspice, ground	0 19	0 18-0 18
Allspice, whole		0 15
Arrowroot	0 15-0 20	
Bay leaves		0 20
Ricarb. soda		0 07 1/2
Caraway seeds		0 25
Sassa, whole		0 25-0 30
Casia, ground	0 18-0 18	0 25-0 32
Cayenne		0 30-0 35
Cayenne, Jap. chillies		0 40
Celery seed		0 45-0 60

Celery salt	0 30-0 35
Celery pepper	0 30-0 35
Cinnamon, Batavia	0 30-0 40
Cloves, whole	0 35-0 45
Cloves, ground	0 18-0 22
Coriander seed	0 12-0 13
Cream of tartar	0 25-0 30
Curry powder	0 30-0 35
Ginger, Cochin	0 15-0 17
Ginger, Jamaica, ground	0 18-0 21
Ginger, Jamaica, whole	0 28-0 30
Ginger, African, ground	0 14-0 15
Mace	0 85-1 00
Mustard, pure	0 28-0 30
Mustard seed	0 20-0 25
Nutmegs, brown, 64s, 55c; 80s, 45c; 100s	0 35-0 40
Nutmegs, ground, bulk, 30-35c; 1 lb. tins	0 37-0 42
Pastry spice	0 25-0 30
Paprika	0 35-0 40
Peppers, black, ground	0 14-0 18
Peppers, black, whole	0 24-0 29
Peppers, white, ground	0 19-0 24
Peppers, white, whole	0 30-0 35
Pickling spice	0 18-0 22
Sage	0 45-0 50
Saltpetre (chilli)	0 10-0 10
Thyme	0 25-0 25
Turmeric	0 20-0 22

COFFEE.—Market displays that lack of feature which is its characteristic at this time of year. The tone of all coffees is firm, reflecting the primary market, but demand is dull.

<b>Coffee, Roasted—</b>		
Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 17	0 19
Java, lb.	0 31	0 33
Maracalbo, lb.	0 27	0 28
Mexican, lb.	0 27	0 28
Mocha, lb.	0 33	0 35
Rio, lb.	0 17	0 20
Santos, lb.	0 21	0 23
Chicory, lb.	0 12	0 14

RICE AND TAPIOCA.—"The outlook for sago and tapioca is more and more for higher levels" said Canadian Grocer last week. In proof of this market is up a full two cents this week, making pearl 10 and 11c, and seed 10 and 11c too. Further advances are not at all unlikely. Freight situation has tied up conditions and stocks in Canada are exceptionally low. Meanwhile there is an active demand, particularly in Toronto and Montreal.

<b>Rice—</b>		
Rangoon "B." per cwt.	4 28	
Rangoon "OC." per cwt.	4 15	
Rangoon, fancy, per cwt.	4 38	6 58
Patna, fancy	0 07 1/2	0 09
<b>Tapioca—</b>		
Pearl, per lb.	0 10	0 11
Seed, per lb.	0 10	0 11
Sago, brown, per lb.	0 07	0 07

Manitoba Markets

Winnipeg, March 9.—Jobbers are predicting an advance in baking powder, following advance in baking soda. On chloride of lime, the market is firm, and prices may be higher. On account of scarcity of jute and cotton, salt in bags is being quoted subject to change. There may be advances in pineapples, as crop was lighter than usual. The market on senna leaves has advanced from 13c to 45c per lb. within a few weeks.

The Canadian Northern Railway had pictures taken of the snow banks on their line during the heavy snow fall a few weeks ago, and it is estimated that with the arrival of spring considerable difficulty will be experienced in making shipments on account of floods. This probably accounts for the heavy influx of orders during past week from country

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points, Southern Manitoba and Saskatchewan.

**SUGAR.**—The market on all sugars advanced 10c per bag on Thursday, March 2. This is attributed to freight situation, refiners being compelled to pay more for conveying raw sugar to their plants. The marine situation is such as to permit boat owners to get almost any figure they like. Western demand remains only hand-to-mouth.

	Per cwt. in sacks.
<b>Sugar, Eastern—</b>	
Standard granulated	7 55
Extra ground or icing, boxes	8 36
Extra ground or icing, bbls.	8 20
Powdered, boxes	8 20
Powdered, bbls.	7 70
Hard lump (109-lb. case)	8 50
Montreal yellow, bags	7 75
<b>Sugar, Western Ontario—</b>	
Sacks, per 100 lbs.	7 50
Halves, 50 lbs., per cwt.	7 60
Bales, 20 lbs., per cwt.	7 60
Powdered, 50s.	8 25
Powdered, 6s.	8 55
Icing, barrels	8 20
Icing, 50s.	8 35
Cut loaf, barrels	8 30
Cut loaf, 50s.	8 55
Cut loaf, 25s.	8 30
<b>Sugar, British Columbia—</b>	
Extra standard granulated	7 75
Bar sugar, bbls.	7 90
Bar sugar, boxes	7 45
Icing sugar, bbls.	8 10
Icing sugar, boxes	8 35
H. P. lumps, 100-lb. cases	8 60
H. P. lumps, 25-lb. boxes	8 85
Yellow, in bags	7 35

**SYRUPS.**—It is figured here that corn syrup has reached its limit, especially as the grain markets are inclined to be weak just now. With a high sugar market, cane syrup is much firmer now. Demand is good for time of year, and will gradually improve until April, when stocks will be bought for the big business which comes in spring.

<b>Corn Syrup—</b>	
2s, per case 2 doz.	2 73
5s, per case 1 doz.	3 08
10s, per case, 1/2 doz.	2 96
20s, per case, 1/4 doz.	2 97
1/2 barrels, by the lb.	4 14
<b>B. C. Cane Syrups—</b>	
2-lb. tins, 2 doz. to case, per case	3 40
5-lb. tins, 1 doz. to case, per case	3 65
10-lb. tins, 1/2 doz. to case, per case	3 55
20-lb. tins, 3 tins to case, per case	3 90

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

	Per gal.
<b>Molasses—</b>	
Barbadoes, fancy	0 70
Barbadoes, choice	0 63
New Orleans	0 35 0 37

**DRIED FRUITS.**—The market remains about stationary, and feeling holds that when demand picks up there will be higher prices. Small prunes are cleaned up in California. It is reported here that an association of peach growers is being formed in California to help maintain the markets. At present consumption of currants is not large, but market remains exceptionally strong. Currant consumption has been considerably curtailed by high cost. Market on raisins remains about the same. Evaporated apples are much weaker, and it would not be surprising if they dropped still further. However, large quantities are being held in Winnipeg which were bought on the old basis, and few are being bought at lower prices prevailing today.

<b>Dried Fruits—</b>	
Evaporated apples, choice, 50's	0 10 1/2
Evaporated apples, choice, 25's	0 10 1/2
Pears, choice, 25's	0 12 1/2
Apricots, choice, 25's	0 13 1/2
Apricots, choice, 10's	0 14 1/2

<b>Peaches—</b>	
Choice, 25-lb. boxes	0 07 1/2
Choice, 10-lb. boxes	0 08 1/2
<b>Currants—</b>	
Filiatras, per lb.	0 10 1/2
Filiatras, fresh cleaned	0 11 1/2
Washed	0 12
1 lb. package Amalias	0 12
2 lb. package	0 24
<b>Dates—</b>	
Hallowee, loose, per lb.	0 08
Hallowee, 12-oz. pkgs.	0 08 1/2
Fard dates, 12-lb. boxes	1 25
<b>Raisins, California—</b>	
16 oz. fancy, seeded	0 10 1/2
16 oz. choice, seeded	0 09 1/2
12 oz. fancy, seeded	0 08 1/2
12 oz. choice, seeded	0 08 1/2
<b>Raisins, Muscatels—</b>	
3 crown, loose, 25's	0 08 1/2
3 crown, loose, 50's	0 08 1/2
<b>Raisins, Sultanias—</b>	
California, 50's, fancy bleached	0 15 1/2
California, 25's, fancy bleached	0 17
16-oz. pkgs.	0 17 1/2
<b>Raisins, Valencias—</b>	
4-cr. layers, 25-lb. boxes	4 10
4-cr. layers, 8-lb. boxes	1 08
Fancy selected, 14-lb. boxes	1 90
<b>Raisins, Cal. Valencias—</b>	
25-lb. boxes	0 09
50-lb. boxes	0 09 1/2
<b>Prunes—</b>	
90 to 100, 25s	0 08 1/2
80 to 90, 25s	0 08 1/2
70 to 80, 25s	0 09
60 to 70, 25s	0 09 1/2
50 to 60, 25s	0 10 1/2
40 to 50, 25s	0 11 1/2
30 to 40, 25s	0 12 1/2

**DRIED VEGETABLES.**—The bean market remains firm, and large quantities are now being brought in from Japan, these being orders placed three months ago. Without exception almost, buyers are going in more for a better class of beans. The market on splits remains stationary.

<b>Beans—</b>	
Choice, white, 3-lb. pickers, per bush.	4 50
Fancy, hand-picked, bushel	4 60
<b>California Lima Beans—</b>	
Bag lots, 50-lb. sacks	0 07 1/2
<b>Barley—</b>	
Pot, per sack, 98 lbs.	3 20
Pearl, per sack, 98 lbs.	4 35
<b>Peas—</b>	
Split peas, stock, 98 lbs.	6 15 6 25
Whole peas, bushel	3 05
Whole peas, 1 lb. pkgs., case	3 30

**RICE.**—This market remains exceedingly firm, and higher prices will undoubtedly rule later on account of the high freights. Although the market is up, many jobbers having placed contracts ahead, they are able to sell on a reasonable basis. Tapioca is being sold in Winnipeg to-day lower than it can be brought in at. Price of sago is also comparatively low to retailer. Large quantities of tapioca and sago are being sold just now.

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

**SPICES.**—Cables continue to report high prices on peppers, the latest quotation on black pepper being 6c higher than it was two months ago. White pepper is correspondingly high. In primary market there are indications of supply running short, especially on pepper, nutmegs and cloves.

<b>Allspice, ground</b>	0 11 1/2	0 14 1/2
<b>Cassia, ground</b>	0 17 1/2	0 20 1/2
<b>Cream of tartar, 98% guaranteed</b>	0 50	0 55
<b>Cloves, whole</b>	0 25	0 28
<b>Cloves, ground</b>	0 27	0 28 1/2
<b>Ginger, Jamaica, ground</b>	0 22 1/2	0 23 1/2
<b>Nutmegs, ground</b>	0 25 1/2	0 26
<b>Pepper—</b>		
Ground, black	0 19 1/2	0 23 1/2
Ground, white	0 28 1/2	0 32 1/2

**COFFEE.**—The market is still strong, but there have been no further advances since our last report. The higher prices

do not seem to have affected demand seriously.

<b>Coffee—</b>	
Green, choice, No. 7 Rio	0 14
Green, choice, No. 5 Rio	0 15
Green Santos	0 18 1/2
Roasted Rio, in bulk (sacks)	0 17 1/2
Roasted Santos	0 23
Maracibo, by bbl.	0 21 1/2
Chicory, lb., by bbl.	0 08 1/2
Chicory, lb., 14-lb. tins	0 12 1/2

**TEAS.**—Markets in the East are still strong, and teas have been increasing in price since beginning of the year. If market continues in such an excited state, retail prices in Western Canada will have to advance. One of largest packers of tea in Winnipeg is seriously considering advancing quotations. There is some hesitation in taking this step, as the desire is to keep prices of package teas especially stationary for considerable time. During past year there has been a tendency for tea to act like the wheat market, and it has the same tendency this year. Excessive freight rates are also helping to keep market higher.

**CANNED GOODS.**—There seems no question at all that as soon as cheap stocks, now being carried in Winnipeg, begin to move, higher prices will prevail. Two important reasons are given for this. First, labor situation, which is acute, and secondly, that tins and boxes are costing more money. There is practically no buying of canned goods going on just now by wholesalers, who are still selling to retail trade at a price lower than they can be bought at. Stocks are still heavy. In case of one or two lines—peas, for instance, the price is so high, there could hardly be an advance. Wholesalers who bought peas at figures of year ago, are still selling on that basis. It is not likely that there will be any feature to canned goods market until spring, when goods begin to move.

## BRITISH COLUMBIA MARKETS

By Wire.

Vancouver, March 9.—Eggs and oranges are bare; these are features on wholesale circles to-day. Quotations on both eggs and navel are descending to a new level. Local fresh eggs are quoted at 26c a dozen; other grades priced accordingly down to cooking eggs at 21c. Large stocks of oranges have caused a drop. Boxes of 80 to 100 are worth \$2.40; boxes of 200 to 324, \$3.40. Butter and cheese prices are unchanged, though there is a possibility that some grades of cheese may be cheaper.

<b>Produce and Provisions—</b>	
Butter, creamery, per lb.	0 32 1/2 0 37 1/2
Butter, New Zealand, lb.	0 39 1/2 0 40
Cheese, per lb., large, 20 1/2c; twins	0 21
Cheese, Stilton, lb.	0 23 1/2
Eggs, local fresh	0 26
Grapefruit, Florida, case	7 00
Lard, 5's, per case	5 55
Lard, 5's, per case	5 45
Lard, 10's, case	5 40
Lard, 20's, each	10 80
<b>General—</b>	
Almonds, shelled, lb.	0 69 1/2
Beans, Lyton, per lb.	0 08 1/2
Cream of tartar, lb.	0 55
Beans, Lyton	0 08 1/2
Figs, 12-30 oz. pkgs., per box	0 80
Figs, 50-60 oz. pkgs., per pkg.	2 25
Cocconut, lb.	0 18 1/2

## CANADIAN GROCER

Cornmeal, ball .....	3 00
Flour, best patent, per bbl. ....	6 00
Grapefruit, Flo., case .....	6 00
Honey, Idaho, 24 lbs. ....	4 50
Lemons, box .....	4 75
Potatoes, Ashcroft's, per ton .....	30 00
Potatoes, local, ton .....	20 00
Rolled oats, ball of 80 lbs. ....	2 80
Onions, Oregon, cwt. ....	1 80
Oranges, new, navel, box .....	2 40
Rice, 50's, sack .....	1 90
Sugar, standard gran., per cwt. ....	7 65
Sugar, yellow, per cwt. ....	7 00
Walnuts, shelled, lb. ....	0 45
Walnuts, Manchurian, lbs. ....	0 14
Jams, glass jars, doz. ....	2 25
Jams, 4-lb. tins, doz. ....	7 80
<b>Canned Goods—</b>	
Apples, gala, 8-case .....	1 62
Beans, 2's .....	2 10
Corn, standard, per 2 doz. case .....	2 15
Peas, standard, per 2 doz. case .....	2 10
Plums, Lombard, 2's, case .....	1 80
Peaches, 2 1/2's, case .....	4 00
Strawberries and raspberries, 2's, case .....	4 50
Tomatoes, standard, per doz., case .....	2 30
<b>Salmon—</b>	
Sockeye, 1's, 4 doz. case .....	9 00
Sockeye, 1/2's, 8 doz. case .....	10 75
Pinks, 1's, 4 doz. case .....	4 00
<b>Dried Fruits—</b>	
Apricots, per lb., 1lc; Apples, lb. ....	0 12
Prunes, 70-80, 25's, lb. ....	0 08
Currants, per lb. ....	0 12
Raisins, seeded, lb. ....	0 09 1/4
Peaches, per lb. ....	0 06 1/2
White figs, per lb. ....	0 07 1/2

### ALBERTA MARKETS (CALGARY)

By Wire

Calgary, March 9.—Sugar is up twenty cents. Rogers syrup advanced thirty-five to fifty cents a case and advances on other brands are expected. Evaporated apples are cheaper at eleven cents for 50's and eleven and a half for 25's. With hogs at \$9.35, higher prices on lard may be looked for. Local new laid eggs are away down and quoted at eight to nine dollars. Pickles will see a decided advance very soon.

#### General—

Beans, small white Japan, lb. ....	0 07 1/4
Flour, No. 1 patent, 90's .....	3 35
Molasses, extra fancy, gal. ....	0 75
Rolled oats, ball .....	2 85
Rolled oats, 50s .....	2 65
Rice, Siam, cwt. ....	4 80
Potatoes, local, per bush. ....	0 07 1/2
Sago and tapioca, lb. ....	0 07 1/4
Sugar, pure cane, granulated, cwt. ....	8 15
Shelled walnuts, finest halves, lb. ....	0 45
Shelled walnuts, broken, lb. ....	0 30
<b>Produce and Provisions—</b>	
Cheese, No. 1, Ontario, large, per lb. ....	0 19
Butter, creamery, lb. ....	0 37
Butter, No. 1, dairy, lb. ....	0 30
Eggs, Minnesota, new laid, case .....	12 50
Lard, pure, 2s, per case .....	9 90
Lard, pure, 5s, per case .....	9 85
Bacon, smoked backs, per lb. ....	0 22
Bacon, smoked bellies, per lb. ....	0 23
<b>Canned Goods—</b>	
Tomatoes, 3s, standard, case .....	2 85
Corn, 2s, standard, case .....	2 35
Peas, 2s, standard, case .....	2 45
Tomatoes, gala, case .....	2 10
Apples, gala, Ontario, case .....	1 75
Strawberries, 2s, Ontario, case .....	4 80
Raspberries, 2s, Ontario, case .....	4 50
Salmon, finest sockeye, tails, 48x1s, cs. ....	10 00
Salmon, pink, tails, 48x1s, per case .....	4 80
Lobster, 1/2s, per doz. ....	3 00
<b>Dried Fruits—</b>	
Currants, lb. ....	0 13
Evaporated apples, 50s, per lb. ....	0 11 1/4
Peaches, choice, 2s, per lb. ....	0 07 1/4
Apricots, choice, 2s, per lb. ....	0 10
Pears, choice, 2s, per lb. ....	0 14
Prunes, 80-100 .....	0 07
Sultana raisins, Cal., extra fancy .....	0 15
Valencia raisins, Cal., lb. ....	0 10
<b>Fruits and Vegetables—</b>	
Apples, No. 1, box .....	2 00
Apples, cooking, box .....	1 25
Bananas, lb. ....	0 04 1/2
Grapefruit, Florida, case .....	4 80
Oranges, navel, case .....	4 00
Onions, B.C., ton .....	50 00
Lemons, case .....	4 75

### ALBERTA MARKETS (EDMONTON)

By Wire

Edmonton, March 9.—Since milder weather, new laid eggs are coming in freely. There is little stir in the butter market. Business continues good; collections as usual. Advance of half a

cent is registered in compound lard. Decline in local flour was twenty-five cents a hundred. Cane syrup has advanced forty cents on 2's; sixty-five cents on 5's; fifty-five on 10's.

Feeds declined in sympathy with wheat market.

Sugar has advanced ten cents recently and ten cents more next day making bulk hundreds worth \$8.15.

#### General—

Beans, Japan, lb. ....	0 07 1/4
Bran, ton .....	20 00
Coffee, whole roasted, Rio .....	0 18
Potatoes, per bush. ....	0 65
Rolled oats, 20's, 70c; 40's .....	1 35
Rolled oats (ball, \$3.05; 80's .....	2 45
Flour, fancy patents, 98-lb. sack .....	2 95
Flour, seconds .....	2 45
Rice, Siam, per cwt. ....	0 22
Shorts, per ton .....	22 00
Sugar, standard gran., per cwt. ....	8 15
Sugar, yellow, per cwt. ....	7 65
Walnuts, shelled, lb. ....	0 38
<b>Produce and Provisions—</b>	
Cheese, lb. ....	0 21
Bacon, lb. ....	0 22
Butter, creamery, per lb. ....	0 38
Butter, dairy, No. 1, 32c; No. 2, .....	0 30
Eggs, extra, per doz. ....	0 65
Eggs, No. 1 .....	0 60
Eggs, No. 2 .....	0 30
Lard, lb., pure .....	0 15 1/4
<b>Canned Goods—</b>	
Corn, standard, per two dozen .....	2 25
Peas, standard, 2 dozen .....	2 00
Plums Lombard .....	2 25
Peaches .....	3 55
Strawberries, \$1.45; Raspberries .....	4 00
Tomatoes, standard, per 2 doz. ....	2 25
Salmon, sockeye, 4 doz. tails, case, 1s .....	9 95
Salmon, pink, case .....	4 14
Cohoos, 1's, \$5.80; humpbacks, 1's .....	4 35
Lobster .....	2 35
<b>Dried Fruits—</b>	
Currants, per lb. ....	0 13 1/4
Prunes, 70-80, 25's, lb. ....	0 08 1/4
Evaporated apples, 50's, lb., 10 1/2c; 25's, 10 1/2c; 35's .....	0 12

### SASKATCHEWAN MARKETS

By Wire.

Regina, March 9.—Since February 24 flour has dropped 30c. Price is now \$3.25. Sugar advanced 10c on March 2 and 10c March 3; now quoted at \$8.04. Market is still very strong, and there is indication of further advance. Big advance of 55c a case came in Rogers cane syrup. Molasses advanced slightly. Mushrooms are higher, and advance of 15c in condensed milk is registered. Rio coffee is higher at 20c. Beans are worth \$4.70 a bushel. Fresh eggs are down to 27c. Dairy butter is 26c; creamery, 33c.

#### Produce and Provisions—

Butter, creamery, per lb. ....	0 33
Butter, dairy, No. 1 .....	0 26
Cheese, per lb. ....	0 21 1/4
Eggs, new laid .....	0 27
Eggs, fancy, storage .....	0 25
Eggs, good, storage .....	0 22
Lard, 2's, per case .....	10 00
Lard, 5's, per case .....	9 95
Lard, 10's, per case .....	9 90
Lard, 20's, per case .....	3 30

#### General—

Beans, Ontario, white, per bush. ....	4 80
Coffee, whole roasted, Rio .....	0 17 1/4
Cream of tartar, lb. ....	0 60
Cocunut, lb. ....	0 18
Cornmeal, ball .....	2 80
Flour, 90's .....	3 25
Rolled oats, 80's .....	2 45
Rice, per cwt. ....	4 35
Onions, B.C., 100 lbs. ....	3 00
Sugar, standard, gran., per cwt. ....	8 04
Sugar, yellow, per cwt. ....	7 65
Tapioca and sago, lb. ....	0 07 1/4
Walnuts, shelled, 47-49c; almonds .....	0 45

#### Canned Goods—

Apples gala, case .....	1 80
Beans .....	2 35
Corn, standard, per 2 dozen .....	2 23
Peas, standard, per 2 dozen .....	2 40
Plums Lombard .....	2 10
Peaches .....	3 10
Raspberries, \$1.33; Strawberries .....	4 73
Tomatoes, standard, per case .....	2 80
<b>Salmon—</b>	
Sockeye, 1's, 4 dozen case .....	9 55
Sockeye, 1/2's .....	12 35
Cohoos, 1's .....	6 90
Humpbacks, 1's .....	4 60

<b>Fruits and Vegetables—</b>			
Apples, Washington, bbl. ....	1 75	2 25	
Celery .....		0 05 1/4	
Cranberries, per bbl. ....		10 50	
Grapefruit, case .....	4 00	4 50	
Lemons .....		6 00	
Navels .....	4 00	4 75	
Potatoes, bushel, B.C. ....		0 90	
<b>Dried Fruits—</b>			
Apricots, per lb. ....		0 12	
Citron peel, lb. ....		0 28	
Lemon peel, lb. ....		0 17	
Orange peel, lb. ....		0 17 1/4	

### STRICT BUTTER REGULATIONS

The law in regard to the sale of butter reads that butter must not contain more than 16 per cent. water. If so, it is considered as adulterated. Neither is dairy butter allowed to be packed for sale in boxes similar to those used for the packing of creamery butter, where such boxes are not branded "dairy" butter, as required by law. Readers should also remember that butter which is not creamery butter must be labelled "dairy" or "whey" as the case may be.

### COMPUTING CHEESE CUTTER PRESIDENT DEAD

Ernestus P. Searle, president of the Computing Cheese Cutter Company, Anderson, Ind., passed away recently. Canadian Grocer readers are familiar with this firm through their advertising in this paper.

### COLOMBO FREIGHT RATES UP

The normal freight rate from Colombo to New York is 40 shillings per ton. During January and February the rate advanced to 159 shillings per ton, says the Tea and Coffee Trade Journal. According to cable advices just received in New York the rate for March will be 208 shillings per ton. Prices on Ceylon tea are advancing steadily in sympathy.

The early closing movement in the Earls court district, Toronto, is being well received by the merchants throughout the section. The petition for a Wednesday afternoon half-holiday, circulated by the Earls court Business Men received a number of signatures.

### MUST HAVE THE GROCER

The Canadian Grocer—

Dear Sirs:—There has been a delay in replying to your statement of the 7th inst., owing to irregularity of the arrival of the mails here.

I think this has been the worst winter the people of the Okanagan have experienced. The lake is completely frozen over. We were without a boat for a week and the Southern end of the lake has had no boat service for a month.

Cannot do without CANADIAN GROCER though, so herewith find Dom. Exp. Order for \$2 to cover my subscription for 1917.

J. H. CLEMENTS,  
Peachland, B.C., Feb. 6th, 1916.



## THROUGH OTHER SPECTACLES



### Mice Won't Chew Matches

From the Providence Journal

"Saw in the paper to-night that the police laid the cause of a tenement-house fire to mice and matches," said a man who knows a lot about fire insurance. "I can't say on what grounds the police base their belief, but I do know the New Haven road says there is no such cause. After a fire in one of the New Haven stations in this neighborhood, some time ago, an inspector came to look into it. The station agent was of the opinion that a mouse had got into the pocket of a coat hanging in a closet and gnawed the matches in it until they went off. He couldn't account for the blaze in any other way. 'Sounds all right, but it isn't so,' said the inspector at the end of the recital. And then he proceeded to tell the agent why. He explained that for some time the inspectors' department had been experimenting with mice and matches. They put the two together in every way, shape and manner, but there was nothing doing. They tried many mice with all sorts of matches, from the old seven-day variety to the latest and safest on the market. Yet all to no purpose. Not under any conditions would the mice monkey with the matches. They ran over them and sniffed at them, but as for a bite or a chew, or a gnaw, they might as well have been toothless. Even when some of the mice were kept without food several days and then fed matches, in the hope their hunger might get the better of them, they fought shy. After the experiments had continued over a satisfactory period and the mice wouldn't bite, the department decided that mice and matches as a cause of a fire was a fallacious one. So the inspector told the agent, and so it stands on the New Haven to-day."

### Buying Away From Home

From the Bargain Counter News

In a recent issue we printed the following about the Southern farmer:

The average Southern farmer gets up at the alarm of a Connecticut clock.

Buttons his Chicago suspenders to Detroit overalls.

Washes his face with Cincinnati soap, in a Pennsylvania pan.

Sits down to a Grand Rapids table.

Eats Chicago meat and Indiana hominy, fried in Kansas lard on a St. Louis stove.

Puts a New York bridle on a Kentucky mule, fed with Iowa corn.

Plows a farm covered by an Ohio mortgage with an Illinois plow.

When bed time comes, he reads a chapter from a Bible printed in Boston and says a prayer written in Jerusalem.

Crawls under a blanket made in New Jersey, to be kept awake by a houn' dog—the only home product on the place.

And then—

He wonders why he cannot make money raising cotton.

The above little extract was widely read and we had many requests from Southern business men for copies of it. Now one of our subscribers who lives in the middle West, thinks that all of this buying away from home is not confined to the Southern farmer and furnishes the following:

"She gets up from her slumbers on a Cincinnati made mattress; stands before a French made mirror; quickly adjusts her Connecticut made hair fastened with a Rhode Island barrett; arranges her New York complexion, ad-

justs her Baltimore or Cincinnati made gown; puts on New Jersey made hose, buckled with Philadelphia supporters; buttons her Boston made shoes and sits down on an Ohio made chair; looks up her household necessities through a mail order catalogue; picks up her Canadian made furs, which resembles Old Tom, a Charleston house cat; the only home product on the place; then wonders to hubby why business and employment are not better in our town."

Hubby answers: "If you buy out of town, and we buy out of town, and our neighbors all buy out of town, and the jobbers sell all the 'so-called good people' their family supplies at wholesale prices for cash, what in thunder will become of our town and business?"

### Fool Legislation

From Modern Merchant, Philadelphia, Pa.

Some poor "fat head" has introduced into the New York Legislature one of the most ridiculous and revolutionary bills that it has ever been my curious fortune to see. It purports to be a food bill for the protection of the public, and first requires all canned goods to be dated with the year, month, day and hour of packing. That is foolish enough in itself, for it has been many times shown that a dating bill would have no effect except to kill the sale of canned goods more than one year old, though they may be better than the current pack.

But the dating feature is nothing compared with another feature. When canned goods become two years old, under this bill, their sale is prohibited, they are confiscated, and the packer is compelled to redeem them in new goods, which may be grossly inferior to them.

It demonstrates nothing to call names, but I cannot deny myself the pleasure of observing that the man who conceived this bill has the head of an ignoramus and the feet of a jackass. What outrageous rot it is! Really it is a waste of time to discuss it at all. I shall not discuss it, beyond saying that it would serve the fool public right to pass a bill like this and see the price of canned goods go up.

### Urges Retailers to Organize

From the Advertiser, Claresholm, Alta.

We hope the merchants of Claresholm, Granum and Stavely will carefully read an article in this issue under the heading, "Country Merchants Organizing." This is the movement that ought to be taken up by every town in the west. The business men must organize if they would successfully compete with the departmental store. They must work out their own salvation in this matter. Far too much money is sent out of Alberta to fatten eastern business houses. This money should be kept at home, and will be kept at home, if the merchant himself has nerve enough to tackle the problem with determination and energy. There is too much apathy and indifference on this subject; too much willingness to let things slide and take the leavings from the department store table. Every merchant should resolve that he will hold the trade of his own district and make his business a success. No man with a particle of pride or self-respect is willing to be a door mat for another man to wipe his feet on, yet this will happen if he does not assert his manhood and prove by his actions that he can hold his own, if not in one way then

in another. If by organizing, the country merchant can drive a peg in the coffin of the department store, then organize by all means and do it quickly.

### Grocery Trade Makes Strides

From Ottawa Journal.

The banquet of the Retail Grocers' Association Wednesday night serves to draw attention to the wonderful strides the grocery business has made in the past few years in sanitary methods. Scientists tell us that the duration of life is increasing. If it is, part of the credit can safely be given to cleanliness in the grocery stores. The going of the open bin, and the coming of the sanitary package have meant much to the health of the people.

Sanitary methods have probably added somewhat to the cost of living, but we all probably prefer to pay a little more, and have the things we eat served to us in a clean and tempting way.

The Ottawa grocers in up-to-date methods have kept pace with the best grocery stores in Canada. They have shown always a marked spirit of progress. The Pure Food Show, which attracted so much attention last exhibition, originated with the Ottawa grocers.

To the great credit of the Ottawa grocers stands the important fact that they have not shown any disposition whatever to take price advantage of the war conditions.

### Food Adulteration

From Toronto Globe.

The defect in the Food Adulteration Act which penalizes the innocent retailer should be corrected. There is no excuse for it in regard to domestic products. When goods are imported responsibility should rest with the importer.

### The Apple Duty

From Retail Grocers' Review, Vancouver, B.C.

The Finance Minister has seen fit to impose a duty of 90 cents a barrel on imported apples. This protection to the apple growers of British Columbia will be a source of great satisfaction to them, and we congratulate their association upon the success of its efforts in obtaining such a valuable concession from the Government. This is a tangible demonstration of the value of co-operation and association work.

We cannot let this pass, however, without saying a word about the part that the retail grocer will take in this effort to protect a most valuable industry of the province. The retail grocer is the man who will be called upon, as usual, to shoulder the burden of collecting this extra duty from the consumer—that is, the consumer who demands apples from about now on to the time when the British Columbia apple season comes on again.

It cannot be denied, therefore, that the retail grocer is entitled to some little consideration at the hands of the British Columbia apple growers. It is said that good apples are grown in British Columbia. Apples the equal of anything in the world are claimed to be produced right in this province. We are strongly inclined to believe it, too; in fact, we have seen reports that they have taken first prizes in very notable exhibitions. Well, then, the retailer will feel amply compensated for this extra burden placed upon him for the benefit of his friend the apple grower, if friend apple grower will reciprocate by shipping a carload or two of at least first grade British Columbia apples to Vancouver next season.





# FRUIT AND VEGETABLES



## Oranges and Grapefruit in Good Demand

Florida Tomatoes Arriving: Good Quality—Cabbages Scarcer and Higher—Celery in the Same Case—Spanish Onions up 50c.

### MONTREAL

FRUIT.—Local market is unchanged in its chief features, although latest auction gave evidence of some slight price-shading, which, however, has not had any effect on the prices that prevail in this market, nor on the general strong undertone. Strong and numerous inquiries for bitter oranges are a feature of the present market, but no movement is noted in this line through inability of local buyers to get prices. Bananas are unchanged and quiet at a price that is maintained, more as a result of light receipts in the controlling market of New York than any large demand at this point. Lemons showed some weakness at latest auction in direct sympathy with developments in New York market, which has been adversely affected by increased shipments adding to the already large stocks at that point. Apples are strong and steady, and are being held at the high prices in force following last week's advances in good quality grades and a slight shading of inferior ones. Feature of this market is its firmness and scarcity of supplies for present needs.

Apples—	
Fameuse, No. 1's	7 00
McIntosh Reds	6 00
Stars	5 00
Spys	7 00
Ben Davis, No. 1	4 25
Ben Davis, No. 2	3 75
Russets, No. 1	6 00
Russets, No. 2	5 00
Greenings	5 00
Baldwins	4 00
Bananas, bunches	2 00
Cranberries, Cape Cod, bbl.	12 00
Cranberries, Nova Scotia, bbl.	8 50
Grapefruit, 46-54-64-80-86	2 50
Lemons—	
California	2 75
Verdellis	2 75
Messina, 300 size, box	2 75
Oranges—	
Navels	2 50
Jamaica, 196-200-216	2 50
Porto Rico, 126-150-200-226	2 50
Mexican	2 25
Pineapples, 18-24 and 30-36	5 50
Strawberries, Florida, box	0 40

VEGETABLES.—Market is rather quiet, but firm, with usual number of advances that have become customary of late, except in case of Florida tomatoes, which have declined 50c, and are now quoted at from \$3.25 for choice to \$3.75 for fancy six-basket crate. Cabbages have shown the greatest price activity of the week, having advanced as high as

60c over last week's range in the course of the week, but have now settled down to a price of \$1.25, or 25c higher than last week, at which demand is very good. Market for California celery has been stimulated by the possibility that stocks in sight may represent last shipments of the season to this point. There has been an advance of 50c, and quotation is now \$8 per crate. Spanish onions are up 50c, and are now quoted at \$6.50 per crate, but conditions governing this advance are such that same may only be temporary in character. Spinach has advanced \$1, and is now quoted at \$4 a barrel.

Potatoes are showing the greatest activity of any line from standpoint of quantities changing hands. They are moving freely on a firm market that remains unchanged in price. There is no scarcity of supplies, as the improved weather conditions have encouraged shipping in proportion to present heavy demand. Artichokes remain unchanged in price but are so scarce as to almost be out of the market., Brussel sprouts are in a similar condition owing to the exhaustion of supplies.

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

### TORONTO

FRUIT.—There is not a single price change in fruit market this week, although several interesting things have happened. Navel oranges have been the chief receipts, and they are coming in in cars. They are going at a long range of prices. On the whole, navels have been rather cheaper this year than last. Spys, Baldwins and Russets came in in good quantities this week, and are eagerly inquired for on appearance. Grapefruit, at quoted levels, is selling well, and supplies are ample. Quality is certainly excellent. Rest of the list is featureless. Pines are slow sellers; so, for the moment, are strawberries.

Apples, No. 2, bbl.	3 50	3 75
Apples, No. 3, bbl.	2 50	3 00
Apples, snow, bbl.	3 00	3 00
Apples, Spies, bbl.	4 00	3 00
Apples, Baldwins, bbl., No. 1	3 00	5 00
Apples, Greenings, bbl.	3 00	5 00
Apples, Russets, bbl.	3 00	4 00
Apples, 11-qt. basket	0 25	0 35
Apples, B.C., box	2 00	2 50
Bananas, per bunch	2 00	2 75
Cranberries, bbl.	12 50	
Grapefruit—		
Florida, case	3 50	4 00
Cuban, case	3 00	4 00
Oranges—		
Florida, case	3 00	3 25
Navels	2 25	3 25
Marmalade, case	3 25	3 35
Lemons, new, Calif., box	4 00	4 25
Lemons, new, Messina, box	3 50	4 00
Limes, per 100	1 50	5 00
Pears, Cal., case	4 50	5 00
Pineapples, Florida	5 25	6 00
Strawberries, Florida, box	0 40	0 45
Tangerines, case	2 00	2 50

VEGETABLES.—Root stuff continues to be greatly in demand, carrots and turnips having big call at fairly high prices. A car or two of Florida tomatoes came in this week. Best grades are worth \$4 and \$4.25; other grades half a dollar lower. Demand was not very good at first. Egg plant, selling singly or by the case, is a feature; price is moderate. Potatoes show no change in price, but are very firm; so are onions, which were up last week.

Cabbage, new, case	3 00	3 25
Beets, Canadian, bag	0 60	0 80
Carrots, new, bag	0 75	0 85
Cauliflower, case	5 00	5 25
Celery, Cal., case	6 50	6 75
Celery, Florida, case	3 25	3 50
Cucumbers—		
Hothouse, doz.	2 75	3 00
Onions—		
Choice, Canadian	2 75	3 00
American, 100-lb. bag	3 75	4 00
Spanish, large case	5 25	5 50
Green, doz., bunches	0 10	0 50
Lettuce, leaf, doz.	0 25	0 30

(Continued on page 40.)



# PRODUCE AND PROVISIONS



## U. S. New Laid's Coming In

They Have "Eggs to Burn" Across the Border—Ontario Deliveries Slow—Easy Prices in Butter a Conundrum—Milk-fed Chickens Make Appearance—Heavy Strengthening in Montreal

### MONTREAL

**PROVISIONS.**—Lard market is firm with good enquiries cropping up and a noticeable stimulation of sales following recent decline in price. An additional firmness of market is anticipated as result of American advances. Smoked meats are in good demand at both local and outside points at unchanged prices despite the late decline in hogs which continue in fair demand at unchanged price. Bacon is in good demand and shows firmness at old prices. Cooked meats are in firm demand only.

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

**BUTTER.**—Market is firm and unchanged in price and tone, with a steady and fair volume of trade passing. Enquiries from American sources that are being received here are taken to indicate an approaching shortage there that combined with the improved state of that market may have a strengthening effect on this one.

<b>Butter—</b>	
Finest creamery, September make	0 35
Finest creamery, fresh made	0 33
Dairy prints	0 28
Dairy, solids	0 27
Separator prints	0 29
Bakers	0 29

**EGGS.**—Supplies are moving freely with weaker and irregular tendencies cropping up as result of declines in the American market, which has become the chief source of supply for this one. An advance of one cent has occurred in new laid's which are now quoted at 32c, but this is looked upon as a transient condition peculiar to the local situation which has been aggravated by the complete disappearance of old stocks of select and storage eggs and a shortage in local sources of supply of new laid's. Last year there were ten times as many of the latter received from Canadian sources as at present. American eggs are making up this shortage and latest quotations from Chicago offer new laid's at 25 1/4c plus duty, freight and war-tax. Milder weather and increased receipts are also expected to have a weakening influence on market.

**CHEESE.**—Prices remain unchanged and firm with restricted domestic demand as result of high prices for export trade. Stocks are light and stationary as export trade has been practically finished and only a limited amount of new supplies are coming into storage. Some winter cheese has been made here, but its quality has barred it from going into general use. The recent English advance of one shilling or 1/4c per lb. on colored Canadian cheese, has had no immediate effect on local price. Jobbing orders have been the strength of the market lately but opinion now is that stocks fit for export have all gone into use and future activity will be confined to supplying small lots for local needs.

<b>Cheese—</b>	
1915 make	0 30 0 21
Stilton	0 30

**POULTRY.**—Conditions and prices remain unchanged except for an increase of irregular and conflicting tendencies with a continued scarcity of live fowl that has reversed the relative value of live and dressed. Hens are commencing to lay so that they are being offered less freely by the farmers. Live fowl and ducks, frozen and live turkeys, and frozen poultry are all in good demand.

Stocks are cleaning up very rapidly in all lines, but the greatest shortage has occurred in frozen turkey and present stocks give every indication of complete exhaustion before new supplies can arrive.

<b>Poultry—</b>		
<b>Frozen stock—</b>		
Turkeys	0 26	0 28
Fowl, large	0 19	0 20
Fowl, small	0 14	0 16
Ducks	0 20	0 20
Geese	0 17	0 18
Roasting chicken, milked, 4 lbs. or over	0 21	0 25
Roasting chicken, ordinary	0 18	0 22
Spring broilers, dressed, pair	0 75	1 00
Squabs, Canadian, pair	0 40	
Squabs, Philadelphia, pair	0 70	
Pigeons, pair	0 25	0 30
<b>Live stock—</b>		
Fowl, 5 lbs. and over	0 22	0 23
Fowl, small	0 18	0 21
Turkeys	0 22	0 25
Ducks	0 25	0 28
Geese	0 16	0 18
Chicken	0 15	0 15

**HONEY.**—Market has been further stimulated by unusual demand that has made serious inroads on local stocks and advanced prices all round about one cent. Demand is fairly general in locality but the lightness of normal stocks on hand preclude any extensive trading at present.

<b>Honey—</b>		
Buckwheat, tins	0 09 1/4	
Strained clover, 60-lb. tins	0 12	
Strained clover, in 10-lb. tins	0 12 1/4	
Strained clover, in 5-lb. tins	0 12 1/4	
Comb honey, white clover, per section	0 16	
Comb honey, buckwheat, per section	0 13	

### TORONTO

**PROVISIONS.**—Compound lard is slightly easier this week and prices are down about 1/4 cent. Pure is firm on average demand. No change is noticeable in meats, backs and bacons having good demand.

<b>Hams—</b>		
Light, per lb.	0 19	0 20
Medium, per lb.	0 20	0 21
Large, per lb.	0 15	0 17
<b>Backs—</b>		
Plain	0 25	0 26
Boneless, per lb.	0 28	0 29
Pea meal, per lb.	0 28	0 28
<b>Bacon—</b>		
Breakfast, per lb.	0 21	0 24
Roll, per lb.	0 16	0 17
Shoulders, per lb.	0 16	0 17
Pickled meats—1c less than smoked.		
<b>Dry Salt Meats—</b>		
Long clear bacon, ton lots	0 14	0 14 1/4
Long clear bacon, small lots	0 14 1/4	0 15 1/4
Fat backs, lb.	0 13 1/4	0 14
<b>Cooked Meats—</b>		
Hams, boiled, per lb.	0 27	0 29
Hams, roast, per lb.	0 27	0 29
Shoulders, boiled, per lb.	0 24	0 25
Shoulders, roast, per lb.	0 24	0 25
<b>Barrelled Pork—</b>		
Heavy mess pork, per bbl.	26 00	27 00
Short cut, per bbl.	27 00	29 00
<b>Lard, Pure—</b>		
Tierces, 400 lbs., per lb.	0 13 1/4	0 13 1/4
Tubs, 60 lbs.	0 12 1/4	0 12 1/4
Pails	0 12 1/4	0 13

# CANADIAN GROCER

## WINNIPEG

### PRODUCE AND PROVISIONS.—

There was a temporary advance on eggs last week on account of stormy weather affecting shipments, amounting to 1c. New quotations on new-laid are 34c and on candled storage 24c. The egg market now is on a purely weather basis, and lower prices are expected in the United States, with a steady increase of current receipts in Manitoba. The hog market is firm in sympathy with the South, which has advanced. There is a good demand, and higher prices are being quoted on meat products. Lard is steady. Cheaper grades of butter are easing off, but good butter is inclined to be firm. There is not as much fresh butter being made, nor will there be until the cattle go to the grass. Cheese is firm, and quoted 20¼c for large and 20½c for twins.

Tins, 3 and 5 lbs., per lb.....	0 14	0 14½
Bricks, 1 lb., per lb.....	0 14½	0 14½
Lard, Compound—		
Tierces, 400 lbs., per lb.....	0 12½	0 12½
Tubs, 50 lbs., per lb.....	0 12½	0 12½
Pails, 20 lbs., per lb.....	0 12½	0 13
Hogs—		
Live.....	9 50	9 75
Dressed, abattoir killed.....	14 00	14 25

**BUTTER.**—Prices are well supported in a steady market. The only quotable change is in bakers, up one cent. Other levels very firm. Trade is beginning to wonder why our prices are so low. Demand seems average and deliveries are fairly good. The American market, however, has been going in for pyrotechnics for four or five weeks, rising together about 5c. If this goes on and conditions here continue to be such that prices don't advance, there should be an opening across the border where they are really hard up. We are exporting little to England now, compared with a year ago, but if the comparatively easy state of the market here still remains, it would appear that Canada will export to the States; that would automatically advance figures.

Butter—		
Creamery prints, lb.....	0 35	0 36
Dairy prints, choice, lb.....	0 28	0 32
Dairy prints, lb.....	0 24	0 26
Bakers.....	0 23	0 24

**EGGS.**—New laids are rather firmer and shows an advance of about a cent. Ontario deliveries are slacker for the moment and general cars come forward this week, from Chicago. There they have new laids to burn, and can lay them down here so cheaply that unless deliveries in Ontario are better and prices consequently lower, America will get the business. Storage levels are weaker, but there gets less and less demand for them and they are quoted only nominally.

Eggs—		
New laids, specials, in cartons.....	0 31	0 32
Extras.....	0 30	0 31
No. 1, storage.....	0 23	0 25
No. 2, storage.....	0 21	0 22

**CHEESE.**—New cheese, most of it of poor quality is coming in and quotations are altered to include it. Large is worth 19 and twins 19½, old is priced ¼c higher in each case, old stuff is generally preferred to be new but there's mighty little of it. And it is eagerly snapped up. Export business proceeds a pace.

Cheese—		
New, large, per lb.....	0 19	
New, twins, per lb.....	0 19½	
Old, large, per lb.....	0 19½	
Old, twins, per lb.....	0 19½	
Old, triplets, per lb.....	0 20	

**POULTRY.**—Prices are all on the up grade, in both dressed and live. Live stuff is greatly in demand, particularly in fowl. Milk-fed chicken is appearing and though pretty high priced, it is quickly purchased. Turkey is slow.

Poultry—	Live	Dressed
Old fowl, pound.....	0 16-0 18	0 16-0 18
Old turkeys.....	0 18-0 19	0 20-0 22
Ducklings.....	0 15-0 16	0 18-0 20
Turkeys.....	0 18-0 20	0 23-0 27
Chickens.....	0 15-0 18	0 18-0 22
Chickens, milkfed.....	0 17-0 20	0 24-0 28

**HONEY.**—There is no appreciable change in this market.

Malaga grapes, kegs.....	15 00
Vegetables—	
Cabbage, per lb.....	0 02
Peppers, per basket.....	0 75
Mushrooms.....	0 90
Carrots, per lb.....	0 01
Manitoba potatoes, local loads.....	1 25
Manitoba potatoes, sacked, carloads.....	1 15
Sweet potatoes, hamper.....	2 25
Garlic, per lb.....	0 25
Turnips, bushel.....	0 60
California head lettuce, case.....	4 60
California cauliflower, doz.....	3 50
Valencia onions, cases.....	7 50
Red Globe, onions, lb.....	0 04
Head lettuce, doz.....	1 00
California celery, doz.....	1 50
Florida tomatoes, case.....	6 00

## CANADIAN GROCERS' WINDOW CONTEST

The Brandon, Man., Sun says: "Premier honors in the Canadian Grocers' Christmas Window Display Contest, a competition open to the whole of Canada, was won by Nation & Shewan's, Brandon. The window was dressed by J. F. Nichol, and was at the time the subject of much local comment. A recent issue of the Canadian Grocer contains an illustration of the window and the accompanying article mentions that Class 1, in which the Nation & Shewan window comes under, is composed of cities over ten thousand population. The judges were all members of the Canadian Window Trimmers' Association."

## TOO MANY GROCER'S BOYS

The following letter was received by the Regina Daily Province following the insertion of an ad. for a grocery boy: "To the Editor the Evening Province. "For heaven's sake either stop that advertisement for grocery boy wanted, or change the phone address for applicants. In last night's Province, someone advertised for a delivery boy and attached, apparently in error, the wrong phone address. The result is my phone has been buzzing all evening with offers of grocery boys. This proves your paper a good advertising medium, but as you are making me the goat, either cut out the advertisement or put in the right phone address.

"Yours truly,  
"PHONE 4067.

"Regina, Jan. 31."

## ENLISTED—LIKES CANADIAN GROCER

MacLean Publishing Co.

Dear Sirs,—Having disposed of my business and have enlisted for overseas service with the 156th Batt., I therefore would like you to discontinue my subscription to THE CANADIAN GROCER and as a subscriber for over sixteen years, if I were still in the grocery business I feel that I could not or would not be without it. My successor is Mr. W. C. Taylor.

Yours truly,  
A. E. SHAVER.

Brockville, Ont.

## FRUIT AND VEGETABLES

(Continued from page 38.)

Lettuce, Boston, hamper.....	2 25	2 75
Mushrooms, imported, 5 qt.....	1 75	2 50
Parsnips, bag.....	0 75	0 90
Parley, doz.....	1 25	1 30
Peppers, green, case.....	3 00	4 00
Potatoes—		
N.B. Delawares, bag.....	2 00	2 10
British Columbia, bag.....	1 85	
Ontario, bag.....	1 85	
New, hamper.....	3 50	
Sweet, kiln-dried, hamper.....	1 35	
Rhubarb, doz.....	0 65	0 90
Spinach, bbl.....	3 50	3 75
Sprouts, qt.....	0 10	0 12
Tomatoes, hothouse, lb., No. 1, 30c; No. 2.....	0 50	0 50

## WINNIPEG

### FRUITS AND VEGETABLES.—

There has been a decline in price of California lemons, which can now be bought here for \$5 per case. There are cheaper tomatoes on market, Floridas being quoted at \$6. Potatoes continue at high level they have maintained since advance.

Fresh Fruits—		
Grapefruit, case.....	4 50	
Strawberries, Florida, quart.....	0 60	
Ontario apples, bbls.....	5 00	7 00
B.C. box apples, No. 1s.....	2 00	
B.C. box apples, No. 2s.....	1 75	
Washington box apples.....	2 50	
Navel oranges, case.....	3 25	4 06
California lemons.....	5 00	
Bananas, bunches.....	2 50	3 50
Jersey cranberries, box.....	4 50	



# FISH AND OYSTERS'



## Haddock and Cod Higher

Heavy Storms at Atlantic Responsible—Good Demand for Salt and Pickled Fish — Whitefish Heavy Seller—General Business Good

### MONTREAL

FISH.—Market is showing strength as result of curtailment of fishing following heavy storms on Atlantic coast combined with steady inquiry for salt fish that exceeds capacity of local stocks and a general firmness has resulted with advances in particular lines. Frozen haddock is up ½c and is now 6c to 6½c; codfish steak up one cent, and is now 6c to 7c, and smelts up one cent and are now 11c. In frozen sea fish halibut is up one cent, and is now from 13c to 14c, and flounders up to 10c. Haddock has reached a price of 10c to 12c in Boston, a record for this fish in any market. Another feature of importance is great scarcity of all kinds of fresh fish, and the active trading and short supplies in many of frozen fish lines.

Under a continuance of present weather conditions it is thought that stocks will be well cleaned up. An overstock of frozen halibut was counted upon but market took sudden turn that has resulted in the diversion of a number of cars to the American market, and resultant firmness in this line. Further American trade in this line is expected.

Frozen haddock and cod are completely sold out here and the supplies of tom-cod are nearly exhausted as well as having advanced 10 per cent. in price. A good demand has arisen in the salt fish and pickled lines as a result of the increasing scarcity in other lines and the approach of Lent is assisting in holding trade up. Bulk and shell oyster trade is quiet and unchanged in price although recent storms have had a strengthening effect on it.

### TORONTO

FISH AND OYSTERS.—The shortage predicted, in this column, of cod and haddock appears to be on us. Supplies of these are short this week. It has come at the worst time because demand is heavy owing to Lent. Lake fish, generally speaking, is in same condition. Whitefish is about the only line where there is any plentitude. That still remains a big seller. Lobsters are in fair demand at the more reasonable figures. Supplies for the present are ample. Salmon is a good seller, red spring variety at 10 and 11c moving particularly quick-

ly. Qualla is also good though demand for that is not so active. Halibut has its usual quota of business. The feature of the fish market, if it has any, is the demand for salted and pickled lines. This keeps up and increases. There is much to choose from and levels in most cases are very accessible. Business, taking it all through is good. Lent is starting well.

#### SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.08-.08½	.09
Haddies, 15-lb. and 30-lb. boxes, lb.	.08-.08½	.09
Haddies, fillets, per lb.	.11	.11
Herring, Ciscoes, baskets	1.25	1.50
St. John bloaters, 100 in box	1.10	1.25
St. John bloaters, per box	1.00	1.00
Yarmouth bloaters, 69 in a box	1.20	1.25
Smoked herrings, large, box	.14	.15
Smoked herrings, medium, box	.15	.16
Smoked boneless herrings, 10-lb. box	1.40	1.40
Kipperd herrings, selected, 60 in box	1.25	1.50
Smoked salmon, per lb.	.20	.15-.17
Smoked halibut	.10	.10

#### FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—		
Gaspe, large, per lb.	.13	.13
Red, steel heads, per lb.	.12	.13
Red, sockeyes, per lb.	.12	.12
Red Cohoes, dressed, lb.	.10	.11
Red Cohoes, dressed, lb.	.11	.11
Pale qualla, dressed, per lb.	.08-.08½	.08
Halibut, white western, large and medium, per lb.	.10-.11	.10-.12
Halibut, eastern, chicken, per lb.	.10	.12
Mackerel, bloater, per lb.	.08½-.09	.10
Haddock, medium and large, lb.	.06-.06½	.08
Market codfish, per lb.	.05	.05
Steak, codfish, per lb.	.06½-.08	.09
Canadian codfish, per lb.	.06	.08
Blue fish, per lb.	.15-.16	.18
Smelts	.11	.13
Smelts, extras	.15	.20
Herrings, per 100 count	2.75	3.00
Round pike	.06½	.07
Grass pike, dressed	.07½	.08
Swordfish, lb.	.10	.10

#### DRIED AND PREPARED FISH.

Dried Haddock	6 00	6 00
Dried codfish, medium and small, 100 lbs.	7 00	7 00
Dried haks, medium and large, 100 lb.	6 00	6 00
Dried pollock, medium and large, 100 lb.	6 00	6 00
Dressed or skinless codfish, 100-lb. case	6 50	8 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 10
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes	0 11	0 12
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15
Boneless codfish, in 2-lb. and 3-lb. boxes	1 80	1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

#### BULK OYSTERS, CLAMS, ETC.

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

#### CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

Cape Cod shell oysters, per lb.	9 00	1 50
Canadian cultivated oysters, bbl.	10 00	10 00
Clams, per bbl.	9 00	8 00
Malineses, ordinary, bbl.	9 00	9 00
Live lobsters, medium and large, lb.	0 38	0 38
Little necks, per 100	1 25	1 50

#### FRESH SEA FISH.

	Montreal	Toronto
Halibut	13-14	12-14
Haddock, fancy express, lb.	7-8	8
Mackerel, medium, each	14-15	14-15
Steak, cod, fancy, express, lb.	8-9½	9-10
Herrings, each	3	3
Flounders	10	3

Flounders, New York	14	14
Salmon, Western	15-16	20-22
Salmon, Eastern	15-16	15-16

#### FRESH LAKE FISH.

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

#### FROZEN LAKE AND RIVER.

Whitefish, large, per lb.	.08-.09½	.08-.10
Whitefish, small tullibees	.07-.07½	.06
Lake trout, large and medium, lb.	.10	.10
Dore, dress or ound, lb.	.08½-.09	.08-.13
Pike, dressed and headless, lb.	.07-.07½	.07
Pike, round, per lb.	.06½-.07	.06-.07

#### PICKLED FISH.

Salmon, Labrador, tierces, 300 lbs.	20 00	20 00
Salmon, Labrador, bbls., 200 lbs.	14 00	14 00
Salmon, Labrador, half bbls., 100 lbs.	7 00	7 00
Salmon, B.C., bbls.	12 00	14 00
Sea trout, Baffin's Bay, bbls., 200 lbs.	11 00	11 00
Sea trout, Labrador, bbls., 200 lbs.	12 00	12 00
Sea trout, Labrador, half bbls., 200 lbs.	6 50	6 50
Mackerel, S.S., bbls., 200 lbs.	20 00	20 00
Mackerel, N.S., half bbls., 100 lbs.	12 00	12 00
Mackerel, N.S., pails, 30 lbs.	2 00	2 00
Herrings, Labrador, bbls.	6 50	6 50
Herrings, Labrador, half bbls.	3 50	3 50
Lake trout, 100-lb. kegs	6 50	7 75
Quebec sardines, bbls.	6 00	6 00
Quebec sardines, half bbls.	3 50	3 50
Tongues and sound, per lb.	0 08	0 08
Scotch herrings, imported, half bbls.	10 00	10 00
Holland herrings, im'td milkers, hf bbls	1 25	1 25
Holland herrings, im'td milkers, kegs	1 25	85-1 00
Holland herrings, mixed, half bbls.	8 50	8 50
Holland herrings, mixed, kegs	1 15	70-0 95
Lochfyne herrings, box	1 50	1 50
Turbot, bbl.	11 00	11 00
Green cod, No. 1, bbl.	9 00	10 00
Green cod, No. 2, bbls.	7 50	8 50

### WINNIPEG

FISH AND POULTRY.—Price of haddies has been advanced to 9½c per lb. Up to present dealers have been able to fill all orders for haddies, but fear is expressed that they will be scarce towards end of winter. Fish generally continues to move out well, and there was an exceptionally good demand for Fish Day, Feb. 29, although same interest was not evinced as on the Coast and in the East. There is little change as regards poultry.

Fish—		
Frozen salmon	0 10	0 10
Fresh halibut	0 08½	0 08½
Pickered	0 07½	0 07½
Steak cod, per lb.	0 08	0 08
Lake Winnipeg whitefish	0 08½	0 08½
Finnan haddie	2 00	2 00
Kippers, per box	0 10	0 10
Lake trout, per lb.	0 10	0 10
Bloaters, per box	2 00	2 00
Salt mackerel, 20-lb. kit	3 00	3 00
Smoked gold-eyes, doz.	0 50	0 50
Oysters, per gal.	2 50	2 50
Oysters, on shell, doz.	0 25	0 25
Poultry, Live—		
Fowl	0 15	0 15
Roosters	0 11½	0 11½
Chickens	0 12	0 15½
Turkeys	0 18	0 19
Ducks	0 13	0 13
Ducklings	0 14	0 14
Geese	0 12	0 12
Poultry, Dressed—		
Ducks, No. 1	0 21	0 21
Fowl, No. 1	0 17	0 17
Turkeys, No. 1	0 27	0 27
Geese, No. 1	0 21	0 21



# FLOUR AND CEREALS



## Wheat Higher and Flour Firmer

Bran, Shorts and Middlings Slightly Off in Toronto After a Good Run of Buying—Wheat Market Firm and Advancing—Ontario Oats Trifle Easier

### MONTREAL

**FLOUR.**—Local market is inclined to be erratic in domestic demand following recent sharp declines, which tend to deter local buyers other than bakers from other than most necessary purchases. Export trade continues to be excellent and general feeling of confidence prevails that worst of the decline is over, and that any further drop will only be temporary in character.

Wheat market continued weak up to latter part of last week but showed signs of strength later and early this week which have continued, and have materially added to firmness of market.

Winter wheat flour has dropped since the break in wheat 50c a bbl. from the highest; buyers are cautious and buying only from hand to mouth.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	6 30
Second patents	6 40
Strong bakers	6 30

**CEREALS.**—This line is in fair demand although end of season is in sight and some weakness is evident following the 10c drop in oats. Package goods are moving freely in all lines but prices remain as usual throughout.

Winter Wheat Flour—	Car lot.	Small lots.
Fancy patents	5 85	6 10
90 per cent. in wood	5 60	6 30
90 per cent. in bags	2 70	2 75

**FEEDS.**—Market is firm in face of light orders and small volume of business. A scarcity is looked upon as probable as a result of slackness. Flour milling may result in curtailment of feed production so that present stocks may have to serve later demand.

Mill Feeds—	Per ton
Bran	24 00
Shorts	25 00
Middlings	29 00
Wheat moulee	34 00
Feed flour, bag	35 00
Mixed chop, ton	32 00
Crushed oats, ton	33 00
Oats, chop, ton	33 00
Barley, chop, ton	32 00
Feed oats, cleaned, Manitoba, bush	4 25
Feed wheat, bag	1 50

### TORONTO

**FLOUR.**—There is no change in price this week, in either Manitoba or Ontario, but market is much firmer. A series of gradual and one or two acute advances in wheat prices are chiefly responsible. No. 1 Northern is quoted in store at Fort William at \$1.13 $\frac{3}{4}$ , which is an advance on last week of nearly eight cents; this somewhat balances up the market which slumped very heavily last week. There seems to be little new in the situation. Domestic demand for Manitobas is hardly as firm this week as last, and that would tend to ease up levels, were it not for sharpness in wheat referred to. There is strong undertone to market at present, and higher flour would not be a surprise. Export conditions vary little; lack of bottoms is tying up export trade still, and enquiries from overseas are not many, inasmuch as purchasers there are so unsure of delivery.

Manitoba Wheat Flour—	Small lots.	Car lots.
First patents	7 00	6 80
Second patents	6 80	6 30
Strong bakers	6 30	6 10

**CEREALS.**—Barley is a strong spot and has been registering a series of 1-cent advances. It is very scarce, both pearl and pot, and demand is active. Price is up to \$4.70 to \$4.90. Oats have steadied since last week, and show some disposition towards higher levels; Ontario oats being a cent higher on the board, and western strengthening too. American corn is firm at present and cornmeal shows a corresponding strength.

Ontario winter wheat flour, 90 per cent. (Board of Trade quotation)	4 40	4 30
Barley, pearl, 95 lbs.	4 70	4 30
Buckwheat grits, 95 lbs.	4 80	4 50
Corn flour, 95 lbs.	2 55	2 75
Cornmeal, yellow, 95 lbs.	2 50	2 50
Graham flour, 95 lbs.	3 25	3 25
Hominy, granulated, 95 lbs.	3 00	3 00
Hominy, pearl, 95 lbs.	3 00	3 00
Oatmeal, standard, 95 lbs.	2 75	2 75
Oatmeal, granulated, 95 lbs.	2 75	2 75
Peas, Canadian, boiling, bush	3 00	3 00
Peas, split, 95 lbs.	6 00	6 00
Rolled oats, 95-lb. bags	2 55	2 55
Rolled wheat 100-lb. bbl.	3 30	3 30
Eye flour, 95 lbs.	2 80	2 80
Whole wheat flour, 95 lbs.	3 25	3 25
Wheatflats, 95 lbs.	3 30	3 30

**FEEDS.**—The whole list of prices is changed this week, each of the three feeds being down a dollar. Trade is said to be pretty well stocked up and present

slump is largely result of natural reversion from heavy buying. Present levels are fairly strong. Ontario oats are down a trifle though demand is good. Good feed flour is also lower.

Mill Feeds—	Mixed cars per ton
Bran	24 00
Shorts	25 00
Special middlings	26 00
Feed flour, per bag	1 60 1 70
Oats—	
No. 3, Ontario, outside points	0 41 0 42

### WINNIPEG

**FLOUR AND CEREALS.**—Flour market took a big drop on Monday, Feb. 28, when quotations on first patents fell to \$6.30; this being a decline of 30c per barrel. Since then wheat market has been uncertain, dropping slightly every day until time of writing, when it has recovered a little. Nobody seems to be able to predict what wheat is liable to do. General feeling is that when wheat has reached bottom (and it is thought it will not go much lower) that it will advance again, but may not touch the high limits of January. When the market begins to strengthen again flour will, of course, follow up. It is rumored in Winnipeg that the present weakness of the market is due to a fight between Armour and Patten, of Chicago. Rolled oats in bulk is quoted around \$2.15, with lower quotations on car lots where business is desirable. Quotations on packages are not likely to change just now. Feeds remain the same, with no new features.

Flour—	per ton
Best patents	6 30
Bakers	5 80
Cleas	5 10
XXXX.	4 10
Cereals—	
Rolled oats, 80 lbs.	2 00 2 15
Rolled oats, pkgs., family size	3 90
Wheat flakes, case	3 90
Oatmeal, standard and gran., 95 lbs.	3 00
Cornmeal, 95 lbs.	2 65
Feeds—	
Bran, ton	18 00
Shorts, ton	20 00
Middlings, ton	20 00
Mixed chop, ton	30 00

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

**LEWIS WIGLE**  
LEAMINGTON, ONTARIO

# How about a cereal display, Mr. Dealer?

*Free Window Display  
Sent on Request*

**S**ELLING Tillson's Products is never a very difficult matter, as their reputation for quality is well established. But sales are made easier still by means of our snappy Window Display, one of which we will mail you on receipt of your request.

These are ideal days for the featuring of Tillson's Quality Cereals, every package of which contains a quality that is certain to satisfy the most critical.


Containing every unit of nourishment necessary to the upbuilding of sound, vigorous health, and possessing a truly appetizing flavor, Tillson's are favorites with every member of the family.

Don't confound these high-grade Canadian-made products with others of an inferior nature. Pushing

**Tillson's "Scotch" Fine Cut Oatmeal**  
**Tillson's "Scotch" Health Bran**  
**Tillson's Rolled Oats**

mean that you are giving your customers best quality at lowest prices, and showing practical patriotism by supporting Canadian industry.

**Canadian Cereal and Flour**

 **Mills, Limited**

**TORONTO**





# A big opportunity

*Avail yourself of it now and lay the foundation of steady year round fish sales*

Next Wednesday, March 8th, sees the beginning of the Lenten season—a particularly opportune time for the featuring of quality sea foods.

There is always an increased demand for fish during the Lenten weeks, but in order to secure a goodly share of this business it is necessary to stock only sea foods of unquestioned quality

## Brunswick Brand Sea Foods

have set up an unbeatable standard for high-grade quality and delicious natural goodness. Stocking them now not only means big Lenten sales, but the customer satisfaction they produce will tend to create a steady year round demand.

Get a small trial stock of Brunswick Brand to-day and prove their unequalled selling qualities.

**Connors Bros., Limited**  
**BLACK'S HARBOR, N.B.**

## QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER		
ROYAL BAKING POWDER		
Size	Less than 10 case lots	Bbl. lots or 10 cases and over
	Per doz.	Per doz.
Dime	\$ .95	\$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90
WHITE SWAN SPICES AND CEREALS, LTD.		
	Per doz.	
5c Tins, 4 doz. to case, weight 10 lbs. ....	\$ 0 40	
4 oz. Tins, 4 doz to case, weight 20 lbs. ....	0 65	
6 oz. Tins, 4 doz. to case, weight 25 lbs. ....	0 90	
8 oz. Tins, 4 doz. to case, weight 35 lbs. ....	1 30	
12 oz. Tins, 4 doz. to case, weight 48 lbs. ....	1 60	
16 oz. Tins, 4 doz. to case, weight 70 lbs. ....	2 25	
3 lb. Tins, 2 doz. to case, weight 85 lbs. ....	5 00	
5 lb. Tins, 1 doz. to case, weight 80 lbs. ....	9 50	
DOMINION CANNERS, LTD. JAMS		
"Aylmer" Pure Jams and Jellies	16-oz. Glass Jars.	
	Per doz.	
Apricot .....	\$ 2 30	
Assorted .....	2 20	
Blackberry .....	2 25	
Blueberry .....	2 25	
Currant, Red .....	2 20	
Currant, Black .....	2 25	
Cherry .....	2 20	
Gooseberry .....	2 10	
Plum .....	2 10	
Plum, Green Gage .....	2 20	
Pear .....	2 10	
Peach .....	2 10	
Raspberry, Red .....	2 25	
Raspberry, Black .....	2 25	
Rasp. and Red Currant .....	2 20	
Rasp. and Gooseberry .....	2 26	
Strawberry .....	2 30	
CATSUPS		
	In Glass Bottles Per doz.	
¼ Pts. Delhi Epicure .....	\$ 1 20	
½ Pts., Red Seal, screw tops .....	1 00	
¼ Pts., Red Seal, crown tops .....	0 90	
Pts. Delhi Epicure .....	1 90	
Pts. Red Seal .....	1 40	
Pts. Tiger .....	1 15	
Ots., Delhi Epicure .....	2 40	
Ots., Red Seal .....	1 75	
Ots., Lynn Valley .....	1 75	
BAKED BEANS, with Pork.		
Brands—Aylmer, Slimco, Quaker, Little Chief, Log Cabin.		
	Per doz.	
Individual Baked Beans, Plain or with Sauce, 4 doz. to case .....	0 47½	
1's Baked Beans, Plain, 4 doz. to case .....	0 70	
1's Baked Beans, Tomato Sauce, 4 doz. to case .....	0 70	
1's Baked Beans, Chili Sauce, 4 doz. to case .....	0 70	
2's Baked Beans, Plain, tall, 2 doz. to case .....	1 05	
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case .....	1 05	
2's Baked Beans, Chili Sauce, tall, 2 doz. to case .....	1 05	
Family Baked Beans, Plain, 2 doz. to case .....	1 15	
Family Baked Beans, Tomato Sauce, 2 doz. to case .....	1 17½	
Family Baked Beans, Chili Sauce, 2 doz. to case .....	1 17½	
3's Baked Beans, Tomato Sauce, flats, 2 doz. to case, Aylmer only .....	1 40	
3's Baked Beans, Chili Sauce, flats, 2 doz to case, Aylmer only .....	1 40	
3's Baked Beans, Plain, tall, 2 doz. to case .....	1 50	
3's Baked Beans, Tomato Sauce, 2 doz. to case .....	1 60	
3's Baked Beans, Chili Sauce, 2 doz. to case .....	1 60	
"AYLMER" PURE ORANGE MARMALADE		
Tumblers, Vacuum Top, 2 doz. in case, per doz. ....	\$ 1 10	
12 oz. Glass, Screw Top, 2 doz. per case, per doz. ....	1 20	
16 oz. Glass, Screw Top, 2 doz. per case, per doz. ....	1 60	
16 oz. Glass, Tall, Vacuum Top, 2 doz. per case, per doz. ....	1 60	
2's Glass, Vacuum Top, per doz. ....	2 80	
2's Tin, 2 doz. per case, per doz. ....	2 30	
4's Tin, 12 palls in crate, pall .....	0 40	
5's Tin, 8 palls in crate, pall .....	0 47½	
7's Tin or Wood, 6 palls in crate, pall .....	0 65	
14's Tin or Wood, 4 palls in crate, lb. ....	0 00	
30's Tin or Wood, one pall only, lb. ....	0 00	
BLUE		
Keen's Oxford, per lb. ....	\$ 0 17	
In 10-lb. lots or case .....	0 16	
COUPON BOOKS — ALLISON'S		
For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal. \$2, \$3, \$5, \$10, \$15 and \$20. All same price, one size or assorted.		
UN-NUMBERED		
100 books and over, each .....	0 03½	
500 books to 1,000 books .....	0 03	
For numbering cover and each coupon, extra per book, ¼ cent.		
CEREALS		
	WHITE SWAN Per case	
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs. ....	\$ 2 70	
Buckwheat Flour (Self-rising), 2 doz. to case, weight 50 lbs. ....	2 70	
Pancake Flour (Self-rising), 2 doz. to case, weight 50 lbs. ....	2 70	
Breakfast Food, 2 doz. to case, weight 85 lbs. ....	3 60	
King's Food, 2 doz. to case, weight 95 lbs. ....	4 80	
Wheat Kernels, 2 doz. to case, weight 65 lbs. ....	3 50	
Barley Crisps, 3 doz. to case, weight 50 lbs. ....	3 00	
Flaked Rice, 3 doz. to case, weight 50 lbs. ....	3 00	
Flaked Peas, 3 doz. to case, weight 50 lbs. ....	3 00	
COCOA AND CHOCOLATE THE COWAN CO., LTD.		
Cocoa—		
Perfection, 1-lb. tins, doz. ....	4 50	
Perfection, ¼-lb. tins, doz. ....	2 40	
Perfection, ½-lb. tins, doz. ....	1 25	
Perfection, 10c size, doz. ....	0 90	
Perfection, 5-lb. tins, per lb. ....	0 37	
Soluble bulk, No. 1, lb. ....	0 21	
Soluble bulk, No. 2, lb. ....	0 19	
London Pearl, per lb. ....	0 22	
Special quotations for Cocoa in barrels, kegs, etc.		



## A Made - in - Canada Purely Vegetable Cooking Fat

The use of Crisco quickly becomes a habit and for this reason it pays to keep Crisco always in stock.

Crisco brings out appetizing flavors in foods and helps keep kitchens sweet.

The satisfaction in the use of Crisco builds good will the value of which every successful merchant understands.

There is both pleasure and profit in handling Crisco.

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

**Crisco advertising matter will help you sell goods. Send for it.**

*All Procter & Gamble products sold in Canada are made in the Procter & Gamble factories at Hamilton. They include Crisco, Ivory Soap, P. & G. The White Naphtha Soap, Gold Soap, Sapolio and Pearlina.*

### Better Foods for Less Money

If you use both lard and butter in your cooking—lard for ordinary occasions, and butter for the things you want especially rich and appetizing—you will find Crisco a welcome economy.



Cake or pastry made with the best creamery butter is not a whit more delicious than when made with Crisco. Yet Crisco costs but half as much as butter.

And foods made with lard seldom attain anything like the flavor of those made with Crisco—not to mention the superior digestibility of the latter. Yet Crisco costs less even than the best grades of lard.

It pays to use Crisco—pays in dollars and cents as well as in food that tastes better and digests easier.

Made in New York. Solely for export at Hamilton, Canada.

### Crisco and Lard

There is something about animal fat that is hard on the human digestion. Lard is entirely an animal fat.

Vegetable fat is a good deal easier to digest and a great deal better for you. Crisco is a purely vegetable fat.



There are different grades of vegetable fats. Crisco is made of only the very highest grade, strained and re-strained, and put through special processes which insure its purity.

Crisco melts at a temperature below that of the human body—it does not require the action of the digestive juices for this purpose.

If you appreciate food which digests easier and is more wholesome than when made with lard, you should try Crisco. You will find it the ideal cooking fat.

Made in New York. Solely for export at Hamilton, Canada.

### The Experience of Others

Women often ask "How can we know that Crisco will do all that is claimed for it?"



The simple answer is that Crisco has been used for four years in hundreds of thousands of good homes, and has given general satisfaction.

When it is used according to directions, Crisco makes cakes and pies such as no lard or "butterine" can produce. Creamery butter itself could not improve cooking that is done with Crisco.

You will understand this better when you have made a trial of Crisco yourself.

Made in New York. Solely for export at Hamilton, Canada.

*Manufacture reproductions from the series of Crisco advertisements now appearing in Canadian newspapers.*





products  
are always popular

— popular with the dealer because they are such reliable year-round sellers, and popular with the buying public by reason of their inimitable flavor and incomparable quality.

You will come nearest to the realization of your best profits when you begin to feature Lytle's "Sterling" Lines.

"Sterling" satisfaction produces the repeat sales that mean business expansion.

How about a trial supply?

**The T. A. Lytle Co.**  
Limited  
STERLING ROAD TORONTO

(Unsweetened Chocolate)

Supreme chocolate, 1/2's, 12-lb. boxes, per lb. ....	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz. ....	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz. ....	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, 1/4's and 1/2's, 12-lb. boxes ....	0 40
Queen's Dessert, 6's, 12-lb. boxes ....	0 40
Vanilla, 1/4-lb., 6 and 12-lb. boxes ....	0 35
Diamond, 8's, 6 and 12-lb. boxes ....	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes ....	0 26
Diamond, 1/4's, 6 and 12-lb. boxes ....	0 27
Ingredients for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in 1/4-lb. packages, 2 and 4 doz. in box, per doz. ....	1 00
Chocolate Confections, Per doz.	
Maple buds, 5-lb. boxes ....	0 38
Milk medallions, 5-lb. boxes ....	0 38
Chocolate wafers, No. 1, 5-lb. boxes ....	0 32
Chocolate wafers, No. 2, 5-lb. boxes ....	0 27
Nonpareil wafers, No. 1, 5-lb. boxes ....	0 32
Nonpareil wafers, No. 2, 5-lb. boxes ....	0 27
Chocolate girger, 5-lb. boxes ....	0 33
Milk chocolate wafers, 5-lb. boxes ....	0 35
Coffee drops, 5-lb. boxes ....	0 38
Lunch bars, 5-lb. boxes ....	0 38
Milk chocolate, 5c bundles, 3 doz. in box, per box ....	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box ....	0 90
Nut milk chocolate, 1/2's, 6-lb. boxes, lb. ....	0 38
Nut milk chocolate, 1/4's, 6-lb. boxes, lb. ....	0 38
Nut milk chocolate, 5c bars, 24 bars, per box ....	0 90
Almond nut bars, 24 bars, per box ....	0 90

**BORDEN MILK CO., LTD.**

**CONDENSED MILK**

Terms net 30 days.

5 Box lots and upward—Freight prepaid up to 50 cents.	
	Per case
Eagle Brand, each 48 cans ..	6 50
Reindeer Brand, each 48 cans ..	6 40
Silver Cow, each 48 cans ..	5 90
Gold Seal, Purity, each 48 cans ..	5 75
Mayflower Brand, each 48 cans ..	5 75
Challenge, Clover Brand, each 48 cans ..	5 25

**EVAPORATED MILK**

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

**CONDENSED COFFEE**

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

**COFFEE.**

**WHITE SWAN SPICES AND CEREALS, LTD.**

**WHITE SWAN**

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

**ENGLISH BREAKFAST COFFEE.**

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

**MOJA.**

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

**PRESENTATION COFFEE.**

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

**FLAVORING EXTRACTS**

**WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.**

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

**CRESCENT MFG. CO.**

**CRESCENT MAPLELINE**

Special Delivered Price for Canada

	Per doz.
1/2 oz. (4 doz. case), weight 9 lbs., retail each 15c. ....	\$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c. ....	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c. ....	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c. ....	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each \$1.60. ....	13 25
Pint (1 doz. case), weight 29 lbs., retail each \$3. ....	24 50
Quart (1 doz. case), weight 53 lbs., retail each \$3.50. ....	45 00
Half gallons, each, retail each, \$10 ..	7 50
Gallons, each, retail each \$18 ..	14 50

**GELATINE**

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

**W. CLARK, LIMITED, MONTREAL**

Compressed Corned Beef, 1/2c, \$1.50; 1s, \$2.50; 2s, \$3; 6s, \$13; 14s, \$37.	
Roast Beef, 1/2c, \$1.50; 1s, \$2.50; 2s, \$3; 6s, \$13.	
Boiled Beef, 1s, \$2.50; 2s, \$3; 6s, \$13.	
Jellied Veals, 1/2c, \$1.50; 1s, \$3; 2s, \$4.50; 6s, \$13.	
Corned Beef Hash, 1/2c, \$1.50; 1s, \$2.50; 2s, \$4.50.	
Beefsteak and Onions, 1/2c, \$1.50; 1s, \$2.50; 2s, \$4.50.	

# WETHEY'S CONDENSED MINCE MEAT

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

Price unchanged.

Order from your jobber.

# Fish For Lent

Everybody wants fish dur-  
ing Lent.

Your sales will be increased by  
carrying a nice assortment of  
**Whitco Brand Haddies,  
Bloaters, Fillets, etc.** White-  
fish, Halibut, Sea Herrings,  
Smelts, Tulibeas, Goldeyes,  
Trout and a full line of Dry  
Salted and Pickled Fish.

## OYSTERS

Renowned for their High Quality and Low Price.

# White & Co., Limited

Wholesale Fruits and Fish

TORONTO and HAMILTON

Every Minute Pays  
→ YOU ←

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

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

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

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

The MacLean Publishing Co.  
143-153 University Ave.  
Dept. C. G. Toronto, Can.

# The Apple Crop

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

## FISH

Salt Trout and  
Herring

Fresh Frozen Trout  
and Herring

Lemon Bros.  
OWEN SOUND, ONT.

# ECONOMY is the Nation's Watchword. PRODUCTION

is equally essential.

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

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

Use

"St. Nicholas" Lemons

# J. J. McCabe

Agent  
TORONTO

# Shortening

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

**F. W. Fearman Co.**

Limited

Established 1854

HAMILTON

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

## New Brunswick Potatoes

### TABLE OR SEED STOCK

Any variety. Stock Guaranteed free from Disease. Car lots at lowest prices.

Wire or Write

**HATFIELD & SCOTT**

Largest Growers and Shippers

MONTREAL, QUE.

HARTLAND, N.B.

**BRANTFORD STARCH**  
Ontario and Quebec  
Laundry Starches—  
Canada Laundry—  
Boxes about 40 lbs. .... .06  
Acme Gloss Starch—  
1-lb. cartons: boxes of 40  
lbs. .... .06%  
First Quality White Laundry—  
3-lb. canisters, ea. of 48 lbs. .07%  
Barrels, 200 lbs. .... .06%  
Kega, 100 lbs. .... .06%  
Lily White Gloss—  
1-lb. fancy carton cases 30  
lbs. .... .07%  
8 in case .... .08  
6-lb. toy trunks, lock and  
key, 6-lb. toy drum, with  
drumsticks, 8 in case ... .08%  
Kega, extra large crystals,  
100 lbs. .... .07%  
Canadian Electric Starch—  
Boxes, containing 40 fancy  
pkgs., per case .... 3 00  
Celluloid Starches—  
Boxes containing 45 cartons,  
per case .... 3 00  
Cullinary Starches—  
Challenge Prepared Corn—  
1-lb. pkts., boxes of 40 lbs. .06%  
Brantford Prepared Corn—  
1-lb. pkts., boxes of 40 lbs. .07%  
"Crystal Maize" Corn Starch—  
1-lb. pkts., boxes of 40 lbs. .07%  
20-lb. boxes ¼c higher than 40's)

**COW BRAND BAKING SODA**  
In boxes only.  
Packed as follows:  
5c packages (96) ..... \$ 3 20  
1 lb. packages (60) ..... 3 20  
½ lb. packages (120) ..... 3 40  
1 lb. 30 } Packages Mixed 3 30  
½ lb. 80 }

**SYRUP**  
**THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP**  
2-lb. tins, 2 doz. in case....\$2 65  
5-lb. tins, 1 doz. in case.... 3 00  
10-lb. tins, ½ doz. in case.. 2 90  
20-lb. tins, ¼ doz. in case.. 2 85  
Barrels, 700 lbs. .... 3%  
Half barrels, 350 lbs. .... 4  
Quarter barrels, 175 lbs. .... 4½  
Pails, 3¾ lbs. .... 1 95  
Pails, 25 lbs. each ..... 1 40  
3 lb. Perfect Seal Jar, 1 doz.  
in case ..... 2 70

**LILY WHITE CORN SYRUP**  
2 lb. tins, 2 doz. in case ... 3 00  
5-lb. tins, 1 doz. in case ... 3 35  
10-lb. tins, ½ doz. in case.. 3 25  
20-lb. tins, ¼ doz. in case.. 3 20  
(5, 10 and 20-lb. tins have wire handles.)

**ST. LAWRENCE SUGAR REFINING CO.**  
Crystal Diamond Brand Cane Syrup  
2-lb. tins, 2 doz. in case..3 60  
Barrels ..... 0 04%  
½ barrels ..... 0 05

**THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.**  
**ROGERS' GOLDEN SYRUP**  
Manufactured from pure cane sugar.  
2 lb. tins, 2 doz. in case...\$3 15  
5 lb. tins, 1 doz. in case... 3 30  
10 lb. tins, ½ doz. in case.. 3 30  
20 lb. tins, ¼ doz. in case.. 3 25  
Delivered in Winnipeg in carload lots.

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

**YUBA BRAND**  
2½ Can ..... \$3.00 \$2.25  
No. 1 Tall Can ..... 1.50 1.20  
No. 10 Can..... 9.00 8.00  
Picnic Can ..... .90  
All prices per dozen—F.O.B. Jobbing Points.

**CANNED HADDIES.**  
"THISTLE" BRAND  
A. P. TIPPET & CO., Agents  
Cases, 4 doz. each, flats, per case .....\$5 40  
Cases, 4 doz. each, ovals, per case ..... 5 40

**INFANTS' FOOD**  
**MAGOR SONS & CO., LTD.**  
Robinson's patent barley, ½-lb. tins, \$1.60; 1-lb. tins, \$3.00; Robinson's patent groats, ½-lb. tins, \$1.60; 1-lb. tins, \$3.00.

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

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

**NUGGET POLISHES**  
Doe.  
Polish, Black and Tan .... 0 85  
Metal Outfits, Black and Tan 3 65  
Card Outfits, Black and Tan 3 25  
Creams and White Cleanser 1 10

**ORANGE MARMALADE**  
"BANNER BRAND" PURE  
**FRUIT PRODUCTS**  
**JAMS AND JELLIES**  
2's ..... \$2 10  
4's ..... 0 85  
5's ..... 0 42  
7's ..... 0 60  
30's, wood ..... 0 65  
12-oz. glass jar ..... 1 15  
Tumbler, glass ..... 0 85

**MARMALADE**  
2's, per doz. .... \$2 30  
4's, per pail ..... 0 40  
5's, per pail ..... 0 45  
7's, per pail ..... 0 65  
30's, wood, lb. .... 0 08%  
12-oz. glass jar, doz. .... 1 20  
Tumbler, glass, doz. .... 1 00

Prices subject to change without notice.

**YEAST**  
White Swan Yeast Cakes, per case, 3 doz. 5c pkgs.... 1 30

**IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRANCH.**  
Black Watch, 8s, butts 8 lbs. .... \$ 0 60  
Bobs, 6s and 12s, 12 and 6 lbs. .... 0 46  
Currency Bars, 12s, ½ butts, 12 lbs., boxes 6 lbs. .... 0 46  
Currency, 6s, ½ butts, 9 lbs. 0 46  
Stag Bars, 6½s, butts, 11 lbs., boxes, 5½ lbs. .... 0 48  
Walnut Bars, 8½s, boxes 7 lbs. .... 0 64  
Pay Roll, thick bars, 8½s, 6 lb boxes ..... 0 68  
Pay Roll, thin bars, 8½s, 8 lb. boxes ..... 0 68  
Pay Roll, plug, 8½s, 12 and 7 lb. caddies ..... 0 68  
Shamrock, plug, 7½s, ½ butts, 12 lb. boxes, 6 lbs. 0 37  
Empire, 7s and 14s, caddies 15 lbs., ¼ caddies, 6 lbs.. 0 36  
Great West, pouches, 9s ... 0 72  
Forest and Stream, tins, 11s, 2 lb. cartons ..... 0 80  
Forest and Stream, ¾s, ½s and 1-lb. tins ..... 0 80  
Forest and Stream, 1-lb. glass humidors ..... 1 00

**SELL 'EM**



—and they will  
always come  
back for more.

The DEL MONTE brand is a complete line of superior flavor and quality canned fruits, vegetables and dried fruits—ripened in the glorious sunshine of California and packed by the largest canners of fruits and vegetables in the world.

Winners of the only GRAND PRIZE for canned fruits at both California Expositions.

**Del Monte**

CANNED FRUITS AND VEGETABLES  
Packed Where They Ripen—The Day They're Picked

CALIFORNIA FRUIT CANNERS ASSOCIATION  
SAN FRANCISCO

**MR. CLERK ←  
YOUR SPARE TIME**

**W**HAT do you do with it? By that we mean, is it bringing you any returns in the ways that go to assure your future success?

How would you like to know of a plan that will bring you in as much (if not more of an income) than your regular occupation. Would you be interested?

We have a plan by which hundreds of clerks throughout Canada are greatly increasing their weekly incomes. This plan interferes in no way with their regular duties. It helps them to become of more value to their employers as well. Besides it supplies them with extra funds.

Write, and we'll give full particulars concerning it. This places you under no obligation, we'll be glad to tell you all about it. Drop us a line To-Day.

**The MacLean Publishing Co.**  
Dept. C.G. 143-153 University Ave.  
Toronto Canada

**Brooms of  
Quality**

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

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

**Walter Woods & Co.**  
Hamilton · Winnipeg

# Buyers' Guide

## CLASSIFIED ADVERTISING

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

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

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

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

### WANTED

AT ONCE — FIRST-CLASS FRUIT AND vegetable buyer. Only thoroughly competent need apply; good salary for right man. Apply Box 132, Canadian Grocer.

AT ONCE—QUALIFIED GROCERY MAN-ager and buyer as assistant manager to large business. Only thoroughly competent need apply; good salary to right man. Box 133, Canadian Grocer.

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

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

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

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

### FOR SALE

FOR SALE — MONEY MAKING GROCERY and meat business in Hamilton, where indus-trial conditions are extra good. Turnover 15 to 19 hundred monthly. Customers are cos-mopolitan. Apply 369 John St. North, Ham-ilton.

FOR SALE—GENERAL STORE, CASH BUSI-ness, in a live country location, stock \$3,000; turnover \$1,500. Price and terms right; send for prospectus. Wilton Bros., Kneeville Val-ley, Alberta.

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




## TANGLEFOOT



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

**OAKLEY'S KNIFE POLISH**



JOHN OAKLEY & SONS, LIMITED,  
LONDON, ENGLAND.

### AGENTS:

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

### JENKINS & HARDY

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

When writing advertised kind-ly mention that you saw it in this paper.

"Canadian Air-Line" Honey  
The BEE-MADE Honey  
PURE ATTRACTIVE TASTY  
The Root Canadian House  
185 Wright Avenue, TORONTO

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

## Safe Investments

The Financial Post of Canada is the recognized authority on Canadian investments.

Each week it gives much exclu-sive information respecting Canadian companies; also reli-able news on bond and stock issues, mining and real estate conditions.

The INVESTOR'S INFORMA-TION BUREAU is maintained free to subscribers and answers by letter all inquiries about in-vestments. Write for sample copy and our subscription offer.

## The Financial Post of Canada

Toronto

"The Canadian Newspaper for Investors"

## EGG FILLERS

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

## ASSIGNEES AGENTS LIMITED

154 Simcoe Street TORONTO  
COLLECTIONS ASSIGNMENTS

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

### CHIVER'S

JAMS—JELLIES—MARMALADE  
Are guaranteed absolutely pure and of the highest quality.  
Send us your orders.  
Agents:  
Frank L. Benedict & Co., Montreal

No. 39

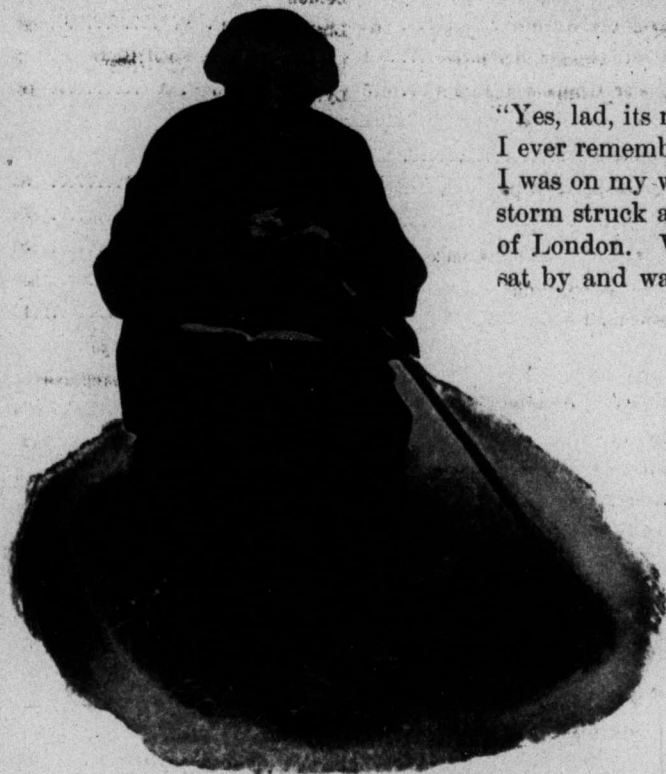
# Chats with "Old Baba"

(Canada's 105-year-old Pioneer)

## The Worst Blizzard

"Yes, lad, its now nearly seventy-five years since the worst blizzard I ever remember witnessing struck the North Street, near London. I was on my way to the 'other side' to become a Yankee when the storm struck and I had to take shelter in a tavern a few miles out of London. Well do I remember the cosy big fireplace which I sat by and watched the blizzard play itself out. I had my good old pipe, a plug of chewing and good company.

"Those days it was only tobacco, not good old KING GEORGE NAVY—the kind I insist on now. My Grocer never suggests any other kind for he knows 'Old Baba' knows a good chew."



Rock City Tobacco Co., Ltd.  
Quebec and Winnipeg



By Special royal permission.

may be confidently depended on to meet the demands of that particularly "hard-to-please" customer.

Selected Norwegian Sardines—the best in the world—prepared and boxed by expert labor, bringing with them the sweet clean flavor of their native element—that's the secret of "King Oscar" popularity.

A trial stock from your wholesaler will be a big step towards quicker sea-food sales and a better customer satisfaction. Get in touch with him to-day.

CANADIAN AGENTS

J. W. Bickle & Greening

J. A. HENDERSON

HAMILTON

ONTARIO

They "put it all over" the hard-to-please customers

When every other brand fails to satisfy,

"King Oscar" Sardines

## IT IS IMPORTANT!

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

**Canadian Grocer**

143 University Avenue, Toronto

## POTATOES

Car lots Alberta and British Columbia Potatoes.

**BOUGHT AND SOLD.**

INQUIRIES SOLICITED.

**A. J. Macdonell & Company**

CALGARY, ALBERTA

# We'll Exchange Our Money For Your Spare Time

**Y**ES, that's just what we mean—we'll exchange our money for your spare time efforts. There are in Canada to-day hundreds of young men, who are representing us in their "off hours," and their spare time with us is giving them regular weekly incomes which are constantly increasing as they devote more and more time to our plan.

You have spare time on your hands. Every one has. What are you doing with it? Are you using it to the best advantage? Is it bringing you a profitable return in dollars and cents? If it isn't, write and ask us how you may increase your earnings by allowing us one or two hours daily. We'll tell you all about it.

Our plan of representation is a sure road to success. It's not anything new or unproven. When other young men are increasing their incomes from \$10.00 to \$20.00 a week, why shouldn't you? Make up your mind that you will join this "Spare-time-money-making class of hustlers" and reap the profits.

The first thing to do is to drop us a line—a post card will do. Back to you by return mail will come full particulars of the plan. This obligates you in no way. Simply say, "Show me how to turn my spare time into money."

**The MacLean Publishing Co.  
LIMITED**

143-153 University Ave.

Dept. B. **TORONTO, ONT.**

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## The Latest Recruit



Amongst the last recruits to join the now famous high flying squad, of the Grocery Business Army, is Spices.

Its enlistment is chiefly due to the strong arguments put up by Ship Shortage, Freight Rates, and Lack of Spot Stocks, whose activities have done more for the recruiting of this division than any other elements.

As a result the market is very unsettled. Prices have gone up rapidly and will continue to rise. We should see some record prices before long.

*He who hesitates is lost.*—So lose no time, and anticipate your requirements for at least three months.

We offer to-day under our well-known "VICTORIA" Brand the following guaranteed Government Standard, Pure Spices:

**Allspices,  
Cloves,  
Cinnamon (Cassio)  
Cayenne,  
Cream Tartar,  
Ginger, Jamaica,**

**Curry Powder,  
Mace,  
Nutmegs,  
Pepper, Black,  
Pepper, White,  
Pickling, Whole.**

In 30 pounds Galvanized Iron Pails  
" 10 " White Enamel Tins  
5 " " " "  
5 " " Glass Jars

**Net Weight.**

These are good sellers, because of quality of the goods and appearance of the package.

We pay freight on all orders of 100 pounds of the above spices.

*Get our prices.*

## LAPORTE, MARTIN, LIMITEE

Wholesale Grocers

MONTREAL





# Manufacturers' Agents and Brokers' Directory

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

**ONTARIO**

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

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

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

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

ON SPOT  
White Beans,  
Evaporated Apples  
Currants and Raisins

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

If you want the market on  
**NEW BRUNSWICK POTATOES**  
Wire or phone

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

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

**WESTERN PROVINCES**

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

**O. F. LIGHTCAP**  
Wholesale Grocery Broker and Manufacturers' Agent. Domestic and Foreign Agencies Solicited.  
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