

**PAGES  
MISSING**

IN THIS ISSUE—PRODUCE ASSOCIATION CONVENTION REPORT

# CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXI

PUBLICATION OFFICE: TORONTO, FEBRUARY 16th, 1917

No. 7

## Crown Brand Corn Syrup

*At All Wholesalers*



**The Canada Starch Company, Limited**

Montreal

Cardinal

Brantford

Fort William

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

# A FRUIT WINDOW CONTEST

HERE is another window dressing competition that should prove of wide-spread interest. In all the list of goods stocked in the Grocery Store, no line lends itself more readily to window decoration than fruit. No line brings such a ready response to the suggestion thus offered. If you have not had time to enter our Christmas contest, or even if you came into it, here is another opportunity facing you. Get your window in this contest without fail.

**The Natural Decorative Quality of Fruit Makes Experience Unnecessary.**

**The Effort Will Convince You of the Effectiveness of the Fruit Window.**

**The Results Gained Will In Themselves Be a Compensation.**

The CANADIAN GROCER, with the idea of convincing our readers of the effectiveness of the fruit window, and with the idea of stimulating trade in this line, and encouraging the stocking of a fuller line of fruit, has decided on this new contest. Get into the competition and help to make it a success.

*Conditions of the contest are:* The window must be decorated entirely with fruits. It may be all of one variety, or a general display as the competitor thinks best. Have the window photographed; about 10" x 7" is the best size. Have the photo as near this size as possible—not necessary to mount it. Mail copy to this office accompanied by a description of the window.

This Contest closes March 15, 1917. Be sure and have your entries in by that date.

The basis of judgment will be:

*Selling Power, Attractiveness and Novelty.*

## PRIZES FOR BOTH TOWNS AND CITIES

The town store will not have to compete against the larger city store. We are making the contest as fair as possible.

### THE PRIZES

**Towns and Cities over 10,000 Population**

1st Prize .....	\$5.00
2nd Prize .....	3.00
3rd Prize .....	2.00

**Centres under 10,000 Population**

1st Prize .....	\$5.00
2nd Prize .....	3.00
3rd Prize .....	2.00

Send photograph with description to

**THE CONTEST EDITOR, CANADIAN GROCER**

143-153 UNIVERSITY AVENUE

TORONTO

**"I sell  
Borden Milk Products  
because**

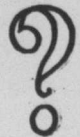
their purity and utility are such as win the esteem of the most critical customer.

But little effort is required to keep a stock of Borden's Moving. The public are being constantly reminded of Borden superiority through newspaper and magazine advertising, they know that back of every Borden line is a reputation for quality extending over sixty years.

Hence I find that a little reminder to the housewife in my windows or interior displays is sufficient to keep my stock moving briskly. And the profits are really worth while."

*Successful Grocer"*

ARE  
YOU  
A  
BORDEN  
DEALER

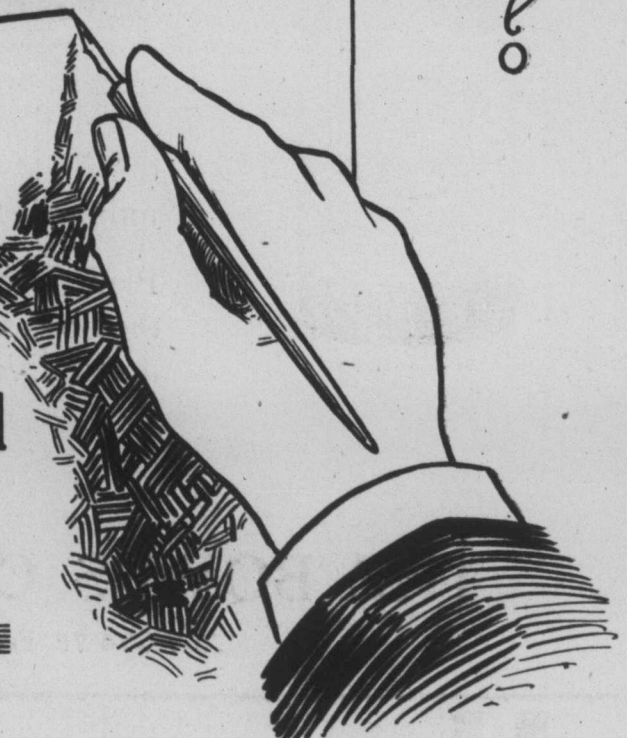


**Borden Milk Co., Limited**

"LEADERS OF QUALITY"

MONTREAL

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



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

# You need Bowes Maple Syrup in your business because your customers *want* it



The appearance, the quality, the delicious wholesomeness—in short the all-round excellence of Bowes Maple Syrup is the kind that wins trade and holds it too.

Nothing whatever is left to chance in its manufacture. All that scrupulous care and scientific manufacturing methods can do has been done to make Bowes Maple Syrup worthy of the Bowes name and the Bowes reputation.

Quality such as this is bound to satisfy your most discriminating customer, and customer satisfaction is after all the surest criterion by which to judge the true selling value of any article.

Plan to sell more maple syrup this season. Give the Bowes line a try-out and note the profit-making possibilities it offers you.

## THE BOWES COMPANY LIMITED

70-72-74-76 Front St. E., TORONTO

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



## The Royal Shield that shields you and your customers from inferior quality goods

The finest Teas, Coffees, Jelly Powder and Baking Powder obtainable to-day are sold under the well-known ROYAL SHIELD BRAND.

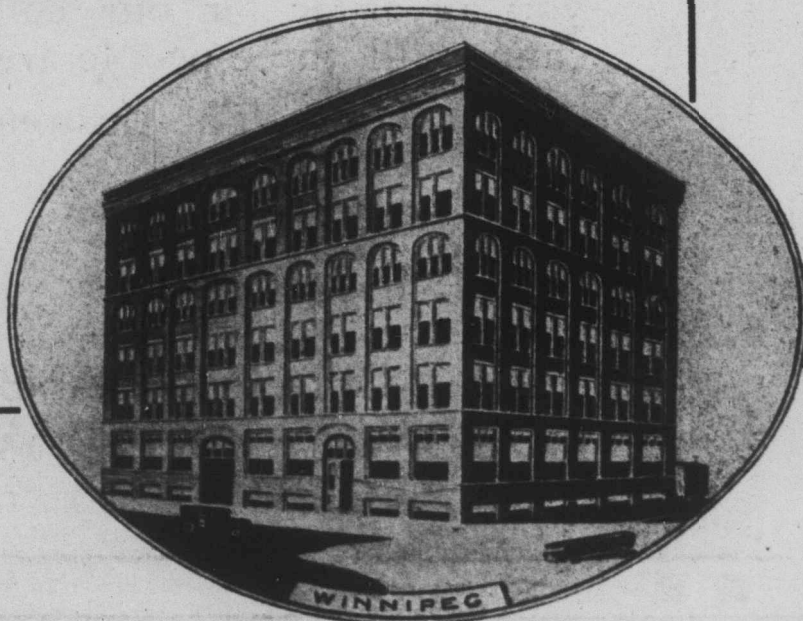
**T**O the customer the Royal Shield trade-mark is a guarantee of superior goods, to the dealer it guarantees the customer the satisfaction that means steady "come-back" sales. Please the "Hard-to-please" with a selection of Royal Shield Specialties. You'll find our lines all we claim for them—and more.

Any one of the following houses will be pleased to supply you with a trial order. Send it in to-day.

## Campbell Brothers & Wilson, Ltd.

Winnipeg, Canada

BRANCHES: Campbell, Wilson & Horne, Limited, Calgary, Lethbridge, Edmonton, Red Deer; Campbell, Wilson & Miller, Limited, Saskatoon; Campbell, Wilson & Strathdee, Limited, Regina and Swift Current.



Our Head Office at Winnipeg

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

# Furnivall's

FINE  
FRUIT  
PURE JAM

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto.  
Montreal—W. S. Silcock. St. John, N.B.—MacLaren Imperial Cheese  
Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E.  
Sheppard. Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Im-  
perial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese  
Co. Saskatoon—Mowat & McGeachy.

displayed on your sales counter will remind the housewife of Canada's finest Jam, and will bring you really worthwhile Jam sales.

Every Furnivall sale will mean repeat orders, for Furnivall Quality appeals to all. Get a trial supply.

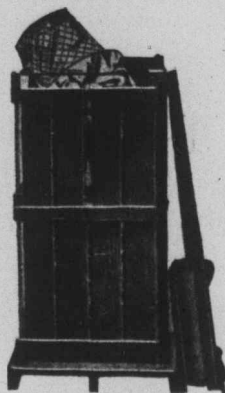
**FURNIVALL-NEW, Limited**  
Hamilton Canada

## More Dollars

You can make "Dollars Grow" out of your *spare time*. Spare-time efforts have made hundreds of dollars for MacLean Representatives. To-day there are in Canada, men and women, who find that our proposition worked for an hour or two daily provides for many of the added luxuries of life. You supply us the time,—we'll supply you the money. Write for full particulars.

The MacLean Publishing Co., Limited  
Dept. M, 143-153 University Avenue, Toronto, Can.

## Substantial Revenue and Store Tidiness



Are two outstanding features you gain by the installation of the Jewel Paper Baler.

Don't throw away or burn your waste paper and cardboard, *bale it and bank the money.*

You will find the "Jewel" a positive convenience in keeping your premises clean and tidy. The fire risk in loose paper is entirely eliminated.

*A card will bring all particulars re baler and your best market.*

**General Sales Co.**  
203 Stair Bldg. TORONTO

When our persistent advertising brings you an order for our coffee which you cannot fill, three people are disappointed:

1. The Customer.
2. You.
3. Ourselves.

Let's get together.

**CHASE & SANBORN**  
MONTREAL

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

# What National Cash Registers Do.

## No. 5—Give a printed, unchangeable receipt without delay

The new National Cash Registers give with every purchase an unchangeable receipt or sales-slip. This shows in printed figures the amount paid or charged, who made the sale, and the date.

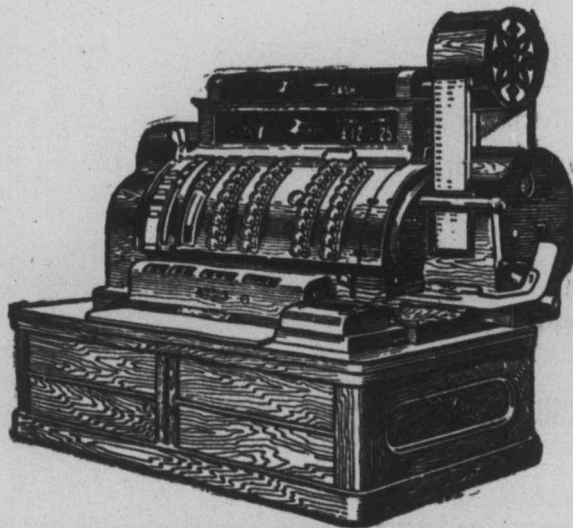
The receipt-giving, National Cash Registers enable you to get all your money because they force your clerks to give a correctly printed receipt to every customer.

A National Cash Register receipt is a mark of accuracy and establishes a bond of confidence between the customer and the merchant.

It protects the servants and the children sent to the store and the amount shown on the receipt is the amount they have spent.

This receipt is printed automatically — in half a second; and at the same time a duplicate record is printed on the sales-strip.

Now is the time to install machines that print an unchangeable receipt in an instant—as an incidental part of the service they perform.



## The National Cash Register Company of Canada, Limited

Christie Street - TORONTO, ONT.

*Sign and send this coupon now.*

**To the National Cash Register Co. of Canada, Limited**  
Toronto, Ontario

Without obligating me in any way to buy, I would like to know more about your complete Model Receipt-Giving Cash Registers and "N.C.R. Service." We have — salesmen in our store. We have a register — years old. Principal lines of merchandise are —

Firm name .....

Address .....

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



# JAPAN TEA



Used by discriminating people who have become acquainted with its matchless flavor and aroma, Japan Tea, grown, cured and packed under the control of the Japan Tea Growers' Association will always be found pure, free from dust, stems and broken leaves.

The Japanese Government prohibits adulteration and coloring of Tea

ON SALE AT ALL GROCERS

*Your customers are reading our consumer ads in the big "dailies"*

Quality and publicity are the two factors which largely determine the turnover in your tea department.

When quality and publicity are combined, as in the case of *JAPAN TEA*, you get a selling proposition of unusual merit.

The superior quality of *JAPAN TEA* is too well known to need reiteration. The necessary publicity is being supplied through our consumer advertising which is boosting this product of sunny Japan in every community.

What does this mean to *YOUR* tea department?

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

# Quality Counts

St. Lawrence



Sugars

Are uniformly of the Highest  
Quality and not only hold business but  
bring new business.

## TO INVESTORS

THOSE WHO, FROM TIME TO TIME, HAVE  
FUNDS REQUIRING INVESTMENT  
MAY PURCHASE AT PAR

## DOMINION OF CANADA DEBENTURE STOCK

IN SUMS OF \$500, OR ANY MULTIPLE THEREOF

Principal repayable 1st October, 1919.

Interest payable half-yearly, 1st April and 1st October by cheque (free of exchange at any chartered Bank in Canada) at the rate of five per cent per annum from the date of purchase.

Holders of this stock will have the privilege of surrendering at par and accrued interest, as the equivalent of cash, in payment of any allotment made under any future war loan issue in Canada other than an issue of Treasury Bills or other like short date security.

Proceeds of this stock are for war purposes only.

A commission of one-quarter of one per cent will be allowed to recognized bond and stock brokers on allotments made in respect of applications for this stock which bear their stamp.

For application forms apply to the Deputy Minister of Finance, Ottawa.

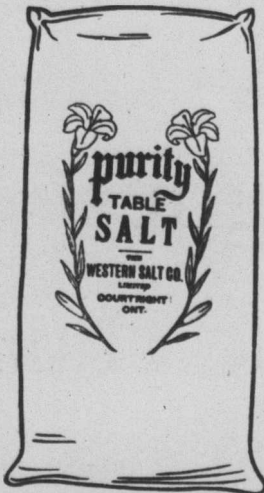
DEPARTMENT OF FINANCE, OTTAWA  
OCTOBER 7th, 1916.

## Equipment and Experience

are back of Purity Table Salt, the salt whose proven good qualities make it a dependable year-round seller.

Purity Salt consists exclusively of fine, dry, even crystals free from any injurious foreign substance.

For table or dairy use you cannot recommend a better or more satisfaction-giving salt to your customers than Purity Brand.



Purity salt comes to you in all sizes of sanitary cotton bags and handy, easy-running packages.

*Send in your order to-day.*

**The  
Western Salt Co.**  
Limited  
Courtright, Ontario

# Have you tried WETHEY'S ORANGE MARMALADE?

It is making  
a hit.

## Why You Should Feature

# KING GEORGE'S NAVY

### Our advertising pays you

We are continually driving home the merits of *KING GEORGE'S NAVY* to tobacco users all over the country, and dealers handling it will tell you of the splendid selling results this publicity is producing. Ring in on this money-making game now by stocking up with a plentiful supply of *KING GEORGE'S NAVY*, the veteran chewer's favorite.



Handled by  
the Wholesale  
Trade

**Rock City Tobacco Co., Ltd.**

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

10c. Everywhere

# CATELLI'S MILK MACARONI

## A Brand New Food

**C**ATELLI'S Milk Macaroni wins on food value—wins on flavor—wins on quality—wins because it strikes a new note in selling appeal, backed by generous, vigorous advertising.

We have originated a new food—created a demand for it—and given the dealer the easy part of supplying the demand and making a nice profit on every package.

### And this Particular Girl Will Help



She has gone into thousands of homes, and showed women how to prepare over a hundred different Macaroni dishes. She is "The Girl At Catelli's"—our big new Macaroni Recipe Book, that is teaching women to use more and more Macaroni. Mailed free to every woman who writes for it.

**The C. H. CATELLI CO., LIMITED, Montreal**

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



## 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.

## It steel-cuts coffee faster

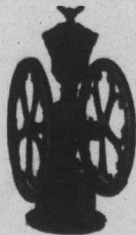
But that is only one reason why you should install it

### Elgin National Coffee Mill

To mention just a few of its advantages:

It costs you less, runs easier, can be regulated while running to cut as coarse or as fine as desired. It is the best finished, strongest, longest lasting coffee mill on the Canadian market, where thirty years' actual usage have demonstrated its superiority.

The Elgin Catalog 24-C will tell you in detail the merits of this profit-making mill. A postcard will bring it to you. Send for it to-day!



No. 40

WOODRUFF & EDWARDS CO., Elgin, Ill., U.S.A.

Say You Saw It  
in  
Canadian Grocer

99 out of every 100 customers  
who buy

# GIPSY Stove Gloss

once will come back for more.  
The other one, moves to  
another district, and gets it  
there.

Order from your Wholesaler.

HARGREAVES (CANADA), LIMITED  
The Gray Building, 24-26 Wellington St. W., Toronto

Western Agents:—For Manitoba, Saskatchewan and Alberta—W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon—Creeden & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

Grocers who aim to avoid complaints and give satisfaction in everything else, usually stock heavy on WONDERFUL SOAP. For if any soap has given complete satisfaction for years and built up big business for most grocers it is



Get your jobber to stock you to-day.

**Guelph Soap Co.**  
GUELPH, ONT.

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

?? ? Ask us for

Wrapping Papers

Twines

Brooms Brushes

Parchment Butter Paper  
Printed and Plain

PROMPT SHIPMENT

WALTER WOODS & CO.  
HAMILTON and WINNIPEG



Chuck full of customer satisfaction

When your customer passes over her five cents for her first purchase of **BABBITT'S CLEANSER** you can count upon selling her many more cans in the future, because the size of the can, backed by the unbeatable service this cleanser gives will convince her that it is a decidedly good buy.

And there's still another selling appeal to help you move your stock quickly—we give premiums for the trade-marks. So that you can stock Babbitt's, secure in the knowledge that they never collect dust—they move too quickly.

Agents:

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

## Push Malcolm's—Canada's Original Milk Products



Compare our prices and our quality with the imported brand and be convinced that we can make better Milk Products here in Canada than are made elsewhere.

Malcolm Milk Products have the delicious goodness that appeals to the discriminating taste, while their remarkable convenience and utility popularize them with everybody.

*Show yourself a practical Canadian by encouraging Canadian enterprise and supporting Canadian labor.*

*Push Malcolm's Made-in-Canada Goods.*

**The Malcolm Condensing Co., Ltd., St. George, Ont.**

*The Only Canadian Milk Company in Canada*

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

**MAKE YOUR DOLLARS  
FIGHT  
AT THE FRONT.  
BUY  
DOMINION OF CANADA  
THREE-YEAR  
WAR SAVINGS CERTIFICATES**

\$ 25.00 FOR \$21.50  
50.00 " 43.00  
100.00 " 86.00

INDIVIDUAL PURCHASES LIMITED TO \$1500.

FOR FULL PARTICULARS APPLY AT ANY BANK  
OR ANY MONEY ORDER POST OFFICE

JAN. 9, 1917

FINANCE DEPARTMENT  
OTTAWA

## FORGETTING

One of the things we all do well is to forget.

Names that were household words yesterday are gone to-day.

Because people knew your Name and your Line a year ago it is no sign they do to-day. They forget easily.

Keep yourself in the public mind by advertising. It is just as important to make old friends remember as it is to win new friends. Advertising does both.

Tea  
Dutch Rusks



### A Staunch Friend of the Grocer

Profitable, A Repeater and a Business Magnet.  
A Breakfast Food, Simply and Quickly Prepared.  
Appetising, Wholesome, and Nutritious.  
For Invalids and Children, a Perfect Food, Easily Assimilated.  
Recommended by the best Authorities on Scientific Food Values.  
The Attractively Labelled Packages make a most effective Window and Counter Display.  
Packed 36 15-cent packages to the Case.  
A Sample Order will convince.

TRY IT.

**The Robert Gillespie Co.**  
WINNIPEG, CAN.

Canadian Representatives

## In your Locality are many Dogs and Cage Birds

Your customers must have FOOD for them. It is to your interest as well as that of your customers and their pets, that you should regularly stock

# SPRATT'S DOG CAKES, Puppy Biscuits and Packet BIRD SEEDS.

The name SPRATT'S is a guarantee of quality and reliability. It will help you to keep old customers and attract new ones.

SPRATT'S Depôts in CANADA are:—  
MONTREAL—F. HUGHES & Co., 109, Place d'Youville.  
VANCOUVER, B.C.—LONDON GROCERY Co., Ltd., Granville Street.

Direct Correspondence invited:—  
SPRATT'S PATENT Ltd., 24-25, Fenchurch Street, London, England.

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

# CLARK'S



The Beans Canadians like.

The Beans the best grocers sell.

THE QUALITY BEANS.

## PORK AND BEANS

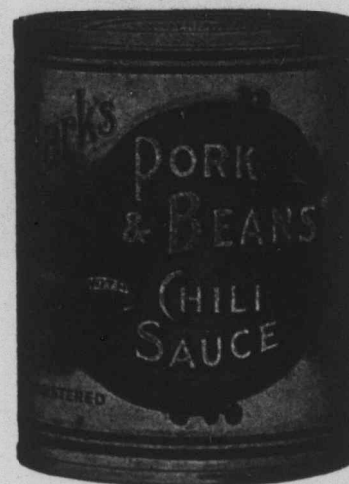
PLAIN, CHILI AND TOMATO SAUCE

are

READY SELLERS  
STEADY SELLERS

and

BUSINESS BUILDERS.



REPLENISH YOUR STOCK NOW.

W. CLARK, LTD.

MONTREAL

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



# Let Reason, Not Habit, Guide You



Just as you have every confidence in recommending Furnivall's Jams to your most particular customer, so can you push with the same degree of satisfaction the sale of our Marmalade made only from the finest selected Seville oranges and pure cane sugar.

For Quality, Purity and Fine Flavor, it is unsurpassed.

Get your stock in order now. Home-made preserves are becoming depleted these days, offering a splendid opportunity to the wide-awake grocer to increase his sales and his profits.

Furnivall purity and Furnivall flavor will win the approval of the most critical jam users.

*Keep Furnivall's in front.*

## Furnivall-New, Limited

Hamilton, Canada

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. Montreal—W. S. Silcock, St. John, N.B.—MacLaren Imperial Cheese Co., Halifax, N.S.—MacLaren Imperial Cheese Co., Sydney, N.S.—A. E. Sheppard, Hamilton.—R. M. Griffin, Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co. Saskatoon—Mowat & McGeachy.

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



# SELL PRESNAIL'S PATHFINDER CIGARS

*Write us for samples of*

## S.P.B. BAGS

and CENTRE SEAM open end

### ENVELOPES

for mailing Catalogues

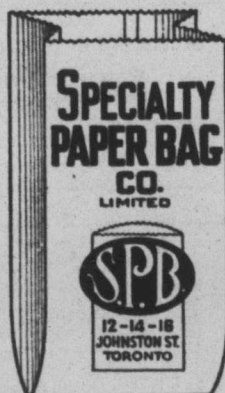
Confection-  
ery Bags

Spice Bags

Peanut Bags

Jelly Bags

Lard Bags



We  
Specialize  
in  
Transparent  
Glassine  
Bags and  
Envelopes  
Made  
the Only  
Reliable  
Way

Heavy Kraft Bags with  
Centre Seam

We make Bags to line any  
size Carton

**SPECIALTY PAPER BAG CO., Ltd.**

Department G

12-14-16 JOHNSON STREET TORONTO, CAN.

# Century Salt

will  
please  
your  
custom-  
ers

Pure white crystals refined with the greatest care go to make up every package of Century Salt—the best table, cooking or dairy salt on the market.

Are you selling it?

**THE DOMINION SALT CO. Limited**  
SARNIA - ONTARIO

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

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

## ONTARIO

What have you to offer in  
**Beans, Apples,  
Onions, Potatoes**

Your early quotations with full details will have our prompt attention.

Reference: Dominion Bank of Canada

**WHITE & McCART, Ltd.**  
309-310 Board of Trade Bldg.  
TORONTO, ONTARIO

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

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

**HAMBLIN-BRERETON CO.**  
Limited  
Wholesale Grocery and Confectionery  
Brokers  
Open for one or two good Canadian  
Agencies.  
TORONTO WINNIPEG CALGARY

*Washington's*  
**COFFEE**  
W. GEO. VARTY, Agent  
29 Melinda St., Toronto. Phone M. 7089

KINDLY MENTION THIS  
PAPER WHEN WRITING  
ADVERTISERS

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

**Loggie, Parsons & Co.**  
Merchandise Brokers and Manufacturers' Agents  
Open for Agency for Ontario or Coast to Coast. Best References.  
"We cover Canada 3 times a year."  
Office 310  
33 Front St. E., Toronto, Ont.

*If you want low quotations on*  
**Japan Tea, Raisins  
or Tapioca**

*Write us at once*

**W. H. Millman  
& Sons**  
Wholesale Grocers' Brokers  
TORONTO

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

**The HARRY HORNE CO.**  
Toronto, Can.  
BROKERS AND IMPORTERS

Food Stuffs, Grocery Sundries, Drugs  
Sundries and Confectionery.

We carry stocks in our own Warehouse  
(when necessary).  
We employ a steady staff of salesmen.  
(Get in touch with us.)

**DRIED AND EVAPORATED  
APPLES.**

Apple Waste and Chops, Specialties.  
**H. W. Ackerman**  
BELLEVILLE ONTAR

**THE "WANT" AD.**

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

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

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

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

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

## WESTERN PROVINCES

**McKelvie & Stirrett Co., Limited**  
Wholesale Grocery Brokers  
and Manufacturers' Agents.  
CALGARY ALBERTA  
We solicit agencies for staple lines.

**F. D. COCKBURN**  
Grocery Broker & Manufacturers' Agent  
We represent Pugsley, Dingman & Co., Ltd.; John Taylor & Co., Ltd., Toronto, and many other large British, American and Canadian firms. We can give the same time and service to your product.  
149 Notre Dame Avenue East, Winnipeg

**C. H. GRANT CO.**  
Wholesale Commission Brokers  
and Manufacturers' Agents  
509 Merchants Bank, Winnipeg  
We have several good accounts, but can give you results on yours.

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES (CONTINUED).

**THE H. L. PERRY CO.**

214-216 Princess Street, Winnipeg  
We can make a success of your Agency. Our STORAGE, DISTRIBUTING and FORWARDING facilities are unexcelled.

Correspondence solicited.  
"Always on the Job."

**THE  
Robert Gillespie Co.**

MALTESE CROSS BUILDING  
WINNIPEG

Importers, Brokers, Manfs. Agents,  
Grocery, Drug and Confectionery  
Specialties.

DISTRIBUTION & SERVICE  
from  
COAST to COAST.

**W. H. Escott Co.  
Limited**

Manufacturers' Agents  
Wholesale Grocery Brokers

Winnipeg, - Manitoba

BRANCHES:  
Regina Saskatoon  
Calgary Edmonton

ESTABLISHED 1907

**C. S. Turner Co.**

147 Bannatyne Ave. East  
WINNIPEG

Manufacturers Agents  
Excellent Storage, Forwarding and  
Distributing Facilities

**WATSON & TRUESDALE**

Wholesale Commission Brokers and Manufacturers' Agents  
Have live men working the retail trade daily. They get the business,  
and can get it for you. Write us, and we will explain our system.  
Trackage Storage Distribution  
120 Lombard Street, WINNIPEG, MAN.

*Kindly mention  
this paper when  
writing advertiser*

MANITOBA

SASKATCHEWAN

ALBERTA

BRITISH COLUMBIA

**To Manufacturers and Shippers**

To take care of our agencies, we have competent sales staffs, offices and large warehouses at

**Winnipeg**  
(Manitoba)

**Regina**  
(Saskatchewan)

**Saskatoon**  
(Saskatchewan)

**Calgary**  
(Alberta)

**Edmonton**  
(Alberta)

**Vancouver**  
(British Columbia)

We are in daily touch with every Wholesale Grocer Jobbing House in the Provinces of

**Manitoba, Saskatchewan, Alberta and  
British Columbia**

If you require SERVICE and RESULTS in marketing your products, communicate with us at any one of our offices.

**Donald H. Bain Company**

Wholesale Grocery Commission Brokers and Manufacturers' Agents.

WINNIPEG, MAN.

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

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

QUEBEC.

## ROSE & LAFLAMME LIMITED

Commission Merchants  
Grocers' Specialties.

MONTREAL TORONTO

Buyers and Sellers of

## All Kinds of Grains and Seeds

Denault Grain and Provision Co.  
LIMITED  
SHERBROOKE, P.Q.

## QUEBEC'S RESPONSIBLE BROKERS

We offer our services in marketing your products, as we are open for one or two more good agencies for produce, grains or grocery lines, etc. Write for particulars. BEANS AND CORN A SPECIALTY.

ALFRED T. TANGUAY & COMPANY,  
Commission Merchants and Brokers,  
91 DALHOUSIE ST. QUEBEC CITY

## OATS, PEAS, BEANS, ETC.

handled in any quantities to best advantage by  
ELZEBERT TURGEON  
Grain and Provision Broker  
MONTREAL, P.Q. QUEBEC, P.Q.  
Selling Agent for  
The Maple Leaf Milling Co., Ltd., Toronto

## G. Gagne

Grocery Broker  
and Manufacturers' Agent

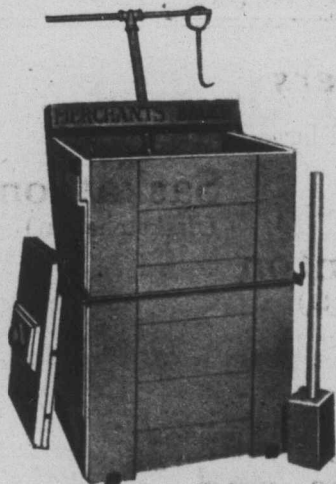
We have a connection in Quebec City and throughout the province.

111 Mountain Hill Quebec City

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

## Merchants Baler

MADE IN CANADA



No.	Bale	Weight	Price
2	17x18x31	140 lbs.	\$21.00
3	18x24x33	160 "	25.50
4	18x26x36	175 "	27.75

"f.o.b. Toronto."

Stephenson, Blake & Co.

Manufacturers

60 Front St. West, - Toronto

## THE COST OF SELLING

SCARCELY necessary, is it? to protest that you must spend some money, much or little, to keep yourself and your merchandise known to your customers and should-be customers.

This you admit, but—DO YOU FOLLOW CLOSE UP THE LEAD OF YOUR CONVICTION?

Are you spending the money? Let's look at the cost of close-up work in

## The FARMER'S MAGAZINE

A half-page 12 times will cost you \$367.20 (\$30.60 per insertion). A full page, \$714.00 (\$59.60 per insertion).

Not a heavy annual cost to canvass the choicest class of farmers in this country—farm homes of greatest prosperity, progressiveness and capacity.

But—are you keeping a salesman always on the job?

You should—and can, at so low a price.

Write in about it.



Waste Paper  
\$13.00 a ton.

## "Climax" All Steel Fireproof

Baling Press will convert your waste into compact bales ready to ship and sell at the highest prices.

Ask us for information.

Climax Baler Co.  
Hamilton, Ontario

KINDLY MENTION THIS PAPER WHEN ANSWERING ADVERTISEMENTS

# Wentworth Jam and Profits

Wentworth Brand Fruit Butter is preferable in many ways to dairy butter for a "spread" for the children, and even for the "grown-ups" at breakfast and supper.

## Better Than Butter

Suggest Wentworth Fruit Butter to your customers who are anxious to reduce the high cost of living. Wentworth Jams are extremely pleasing to the taste and healthful for old and young.

Your profit is assured.

**NET PRICE LIST  
FRUIT BUTTER**

**FLAVORS: Peach and Apple, Plum and Apple,  
Pear and Apple, Pineapple and Apple**

Tumblers .....	\$1.15 per doz.
12 oz. Glass Jars .....	1.40 " "
16 oz. Glass Jars .....	2.00 " "
No. 2 Gold Tins .....	3.00 " "
No. 4 Gold Tins .....	.50 each.

At all wholesalers, or write us direct.

### Pure Orange Marmalade

Tumblers .....	\$1.30 per doz.
12 oz. Glass .....	1.50 " "
16 oz. Glass .....	2.30 " "
2 lb. Tins .....	3.60 " "
4 lb. Tins .....	5.70 " "

### Wentworth Dessert Jams and Jellies

High-grade, made from pure fruit  
and apple jelly.

Tumblers .....	\$1.15 per doz.
12 oz. Glass .....	1.40 " "
16 oz. Glass .....	2.00 " "
No. 2 Gold Tins .....	3.00 " "
No. 4 Gold Tins .....	.50 " tin
30 lb. Pails .....	.11 1/4 " lb.

### Ready-to-Use Pie Filling

We are the only manufacturers in  
Canada of a complete line of  
"Ready-to-Use" Pie Filling.

All Flavors.

No. 2 Gold Tins .....	\$3.00 per doz.
No. 4 Gold Tins .....	.50 each

This is a new line and one that should  
command a ready sale.

**The Wentworth Orchard Co., Limited, Sales Office: Hamilton, Can.**

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

New and Illustrated Edition

## Coffee; Its History, Classification and Description

By JOSEPH M. WALSH

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

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

**12mo.**

**Cloth Extra, Net, \$2.00**

**By Mail, \$2.10**

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

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

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

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

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

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

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

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

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

Send your order to Book Department

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

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



**Make  
your tobacco  
business  
worth while**

Stocking lines that satisfy, lines that the men will come in again for, is the surest, in fact the only way to make your tobacco department profitable.

Hence we ask you to consider the

**Orlando (Invincible)  
Cigar**

—the popular three-for-a-quarter smoke that grocers everywhere are cashing in on. There is no better value going than the ORLANDO, and your customers will be quick to appreciate this fact.

Put it to the test. Get a trial supply to-day and watch ORLANDO make good.

**W. R. WEBSTER & COMPANY, LIMITED**  
SHERBROOKE, CANADA

**Has become a staple—**

**PARIS PATÉ**



Because of the high price of sardines and other similar goods Paris Pate which is a delicious, nourishing meat paste has gradually come into great demand.

Instead of a summer specialty it has become a staple with most grocers.

Keep well stocked with Paris Pate and display it, and you will realize increased sales from the extensive advertising which is now being done.

**Maclure and Langley, Limited**

12 Front St. E., TORONTO

123 Bannatyne Ave., WINNIPEG

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

# A Good Business Maxim

"Push the lines your *most active* opposition does not sel."

As regards tea, your *most active* opposition is the pedlar. He sells bulk tea. He does not sell and cannot get Red Rose Tea.

Why not push Red Rose and sell *all* your customers tea.



## A Woman's Choice

One of the first things a woman does in examining a corn broom is to test the weight.

### KEYSTONE NUGGET BROOMS

are the lightest quality brooms made to-day. Then she feels the smoothness of the handle, and wants to know whether the broom will spread or the ends turn up. The Nugget fills every requirement.

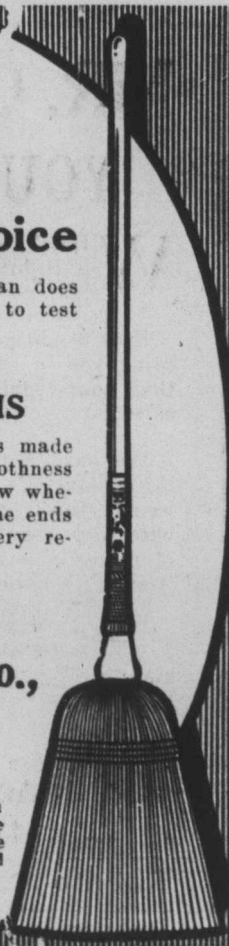
Write for prices, etc.

**Stevens-Hepner Co.,**

LIMITED

Port Elgin, Ont.

The "Nugget" Broom is only one of the famous Keystone Brand Brooms and Brushes.



## Don't Imagine You Can Keep Perishable Goods

fresh and saleable without a Eureka Refrigerator.



You take no risk in buying the EUREKA. Its Patented System, which has stood the test for 28 years, is backed by the maker's guarantee, and the thousands of satisfied customers in all parts of the Dominion is a strong guarantee of itself.

It will pay you to investigate. It will cost you nothing to get our catalogue showing the various styles and sizes. Write for it to-day. There is a Eureka to suit your requirements.

**Eureka Refrigerator Company**

31 Brock Ave.

LIMITED

TORONTO



# Are you a Robinson Dealer ?

Are you cashing in on the year-round demand for the two big favorite cereals—

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

Remember—you don't have to waste much time "talking up" these two sellers. Their quality and their uniform goodness have popularized them everywhere, and a little display is all that is required to pull you results worth while.

**There's a decent profit on every Robinson sale. Plan now to get your proper share.**

### Magor, Son and Company, Limited

191 St. Paul St. West, MONTREAL

30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA

## Agents Wanted

We have some valuable territory open in sections of Ontario, New Brunswick and Nova Scotia for

### PURINA CALF MEAL Poultry, Dairy and Horse Feeds

We are co-operating with our agents by liberal newspaper and magazine advertising. Write to-day for territory.

We will be pleased to quote you on Gold Dust Corn Meal, Rolled Oats, Oatmeal, White Corn Flour and all cereals. Prices lowest, consistent with highest quality.

Phone, wire or write us.

**The Chisholm Milling Co.**  
TORONTO LIMITED

## 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

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

# CANADIAN GROCER

Vol. XXXI.

TORONTO, FEBRUARY 16, 1917

No. 7

## Conclusion of Produce Convention

Officers for the Coming Year Elected—Free Egg Cases Discussed and Rouse Lively Discussion—Interesting Items Relative to Produce Trade.

AT the concluding session of the Canadian Produce Association, the following officers were elected: President—A. E. Silverwood, of London, Ont.

1st Vice-president—J. J. Fee, Toronto, Ont.

2nd Vice-president—E. J. Smith, Brockville, Ont.

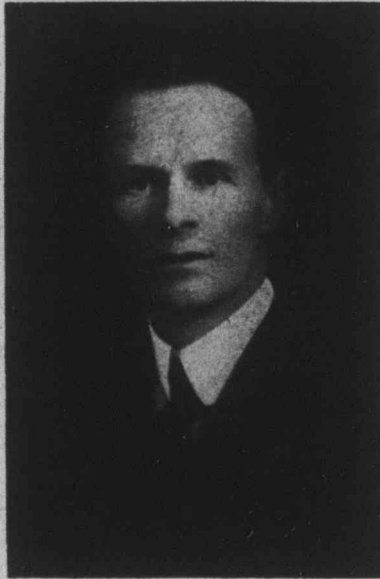
Sec.-Treas.—L. P. Marshall, Toronto, Ont.

The Directors appointed were: R. B. Coldwell, Halifax, N.S.; H. R. Gray, Montreal; Jos. Emond, Quebec; C. H. Labarge, Ottawa; A. E. Bailey, Belleville; J. K. Richardson, St. Mary's; R. J. McLean, Toronto; H. B. Clemes, Toronto; M. Lemon, Owen Sound; J. T. Madden, Toronto; H. Fearman, Hamilton; J. R. McNab, Dungannon; A. S. Duclos, Edmonton; W. Champagne, Montreal; C. M. Thacker, Montreal; T. J. Coyle, Winnipeg.

It was decided to hold the next convention in London, Ont.

### Increasing Egg Production in Quebec

August Trudel, in speaking of the means to increase the egg production in the Province of Quebec, stated emphatically that one of the chief reasons for the low production of the province was loose buying system. Eggs were mainly bought through the agency of the general merchant, who had not facilities for proper handling, and consequently the quality suffered. The custom of buying eggs through peddlers was also deplored. He urged as a remedy that the wholesaler deal as directly as possible with the farmer through the agency of "egg circles" and similar organizations. To increase the production it was necessary to show the farmer there was money in the business. He further urged that a better system of grading be instituted, whereby the dealer getting better eggs could afford to pay better prices. Eggs, he considered, should be bought under the same grades that were used in selling to the consumer.



C. M. THACKER,  
of Montreal, retiring President of the Canadian Produce Association.

R. H. Gray, of Gunn-Langlois, Montreal, spoke on the export of eggs for the coming year. Mr. Gray stated that the export of eggs for the past three years had reached very respectable figures:—

1914—4,310,979 doz., valued at \$1,060,023.

1915.—8,203,064 doz., valued at \$2,308,284.

1916.—7,276,508 doz., valued at \$2,452,619.

Continuing, Mr. Gray stated that the production of eggs had very materially increased, especially in Prince Edward Island, and the Western Provinces. Only a few years ago, Ontario shipped many carloads to the West, but of recent years this condition had been reversed. Indeed there had been a considerable surplus production as the export figures showed.

Mr. Gray spoke of the probable increase in shipping rates, and insurance, and the known increase in cases and fillers. It was important, he urged that there be a fairly low cost from the far-

mers in order that this export demand might be met without the danger of a repetition of the slump that had come this year, owing to the overloading of the English market with high-priced eggs.

Mr. Gray spoke highly of the quality of Canadian eggs, which commanded a premium price on the English market.

### Conditions on the English Market

In the discussion that followed, J. S. Madden, of Toronto, who has recently returned from examining the condition of the produce business in the United Kingdom, outlined some of his observations. He noted the great delays in transport, some of the shipments from Canada taking three weeks in transit, while shipments from Chicago had been six weeks on the road. He did not consider the American eggs equal to the Canadian. There was too much handling between the producer and the consumer.

From his observation he states that some of the causes of poor delivery were, breakage due to the improper placing of fillers, pilfering, a very common complaint, and the use of oat hulls in the fillers, which caused heating and consequent deterioration.

### Canada's Increasing Export of Eggs

J. W. Atherton, of Toronto, stated that the imports into Britain from the usual sources, had materially decreased. In 1915, as against 1914, there was a decrease of 42 per cent., and in 1916 a decrease of 35 per cent. Consequently, Canada would be looked to to supply the deficit. As a matter of fact, Canada's exports to Britain had increased in 1915, 103 per cent., and in 1916, 57 per cent.

There were a number of points of danger for the shipper to be considered, however. The cost of shipment had materially increased. In 1915 it had averaged 6.769 per dozen, while in 1916 it had increased to 8.843 per dozen.

Then, too, the increasing cost of the product in England was a point to be

reckoned with. This had increased enormously. The average cost per dozen was as follows:—

1913 .....	21.33c
1914 .....	23.19c
1915 .....	28.68c
1916 .....	34.44c

Taking these facts into consideration, Mr. Atherton thought it was the part of wisdom for the produce man to go slow.

#### Non-returnable Cases Rouse Discussion

H. Dalrymple, president of the Montreal Produce Association, introduced the question of the free, or non-returnable egg case. He stated that in Montreal the attempt had been made to introduce the system. The system had not been given a fair trial. He hesitated, however, to recommend that it again be tried, because the increased cost of paper had increased the price of fillers from 7½c to 14c per set, while the crates had also increased.

In the discussion that followed, President Thacker urged the hardship that the returnable case entailed, adding ½c a dozen in the price.

J. W. Atherton championed the free egg case and stated that he voiced the opinion of 90 per cent. of the Ontario dealers in stating that they would buy on no other basis than the free egg case.

H. B. Clemes said that the free egg case had come to stay, no matter what Montreal dealers did. So long as any merchants kept true to this principle, it will eventually have to come to that principle.

R. J. McLean claimed that the free case was right in principle and should be maintained, despite the reports of failures to follow the system out.

Professor Graham, of Guelph, threw a bomb into the assembly by stating that the association had suffered 50 per cent with the Government, because while they pretended to live up to the free egg case system, they were not actually doing so.

There were some heated charges and counter charges at this, which were finally stilled.

Mr. Proctor, of Halifax, stated that he favored the free egg case system and would not buy eggs on any other basis.

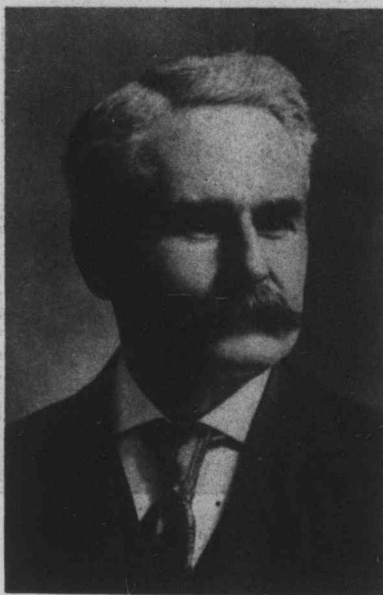
A resolution was finally passed, reaffirming the association's stand in the matter, and urging the Montreal members to reconsider their action in discontinuing the system.

#### Weighing and Inspection of Butter

P. W. McLagan, of Lovell & Cristman, Montreal, in speaking on the question of weighing and inspection of butter, spoke very highly of the system of grading butter in the three Western dairy provinces. In all three there was a definite method of grading that had resulted in

a very superior pack. In the east nothing had been done in the way of official grading of butter and cheese.

The question of correctness of weights, he thought, was second to that of quality. It is extremely desirable, therefore, that there should be official weighers who should be able to give an official weight prior to purchase. The West is still in the lead in this respect. Saskatchewan and Manitoba have such official weighers and Alberta is expecting to make the necessary improvement. In Ontario there is no official weigher for butter or cheese. Mr. McLagan noted that in all American cities there were official weighers. These weighers are appointed by the different city local trade associations. The same is the case in Montreal. He believed, however, that the acts of an appointee of the



R. J. McLEAN,  
Who reported for the Committee on  
Legislation.

Government would carry more the confidence of the Ontario buyers.

Furthermore, he thought it would be of value to the producer who will undoubtedly get better prices when the buyers are assured of the quality and weight of the commodity they purchase. R. J. McLean contended that we should have a Dominion standard for grading butter. Each Province has a different standard and the butter has different quality, so as to get a uniform pack the necessity for a Dominion Standard was, he thought, obvious.

#### Urged Need of Further Exchanges

J. J. Fee, Toronto, urged the advisability of the organization of exchanges in Montreal and Winnipeg and gave some details of the working of the Toronto Exchange. Among the advantages he noted, due to trading on the exchange, were, the setting of a standard of price, dissemination of mar-

ket information, the stabilizing of prices and curtailment of unnecessary price cutting engendered a better feeling among the trade. It was also a means of discouraging unwise legislation and of encouraging anything of benefit.

#### Housewives' League, Press and Politicians Under Fire

In this connection Mr. Fee had a word to say of "those choice spirits of the age, the housewives' league," whom he graphically described as the "caterpillars of the commonwealth," "the yellow press, and the peanut politicians." "In the eventful day when Gabriel blows his horn, the produce men will have an extra golden crown and wings in comparison with the trio," he concluded.

Among the resolutions passed was one to increase the fee of the association from \$3 to \$5.

At the annual banquet of the association held in the Ritz-Carlton Hotel, the Hon. J. E. Caron, Minister of Agriculture of the Province of Quebec, told the association that while the farmers had enjoyed merited prosperity during the past years they still required education, sympathy, and help, so that they and their sons might be encouraged to continue on the farms, enlarge their holdings and increase production. What benefited the farmer, he said, benefited the whole country, and for his part he would not like to see the high cost of living disappear. Butter substitutes, he held, were unfair to the farmer, but there should be a Government grading of butter and cheese, and such products should be bought only on quality.

Mr. Caron stated that while it was true that the Province of Quebec was not producing enough eggs, the Government in the past had done much to assist by the erection of modern poultry houses for farmers. Mr. Caron further urged the need for co-operation among farmers and a better relation between the work done and the profits. He thought that the country would have to look to the farmer as the greatest force in the reconstruction to come after the war.

#### Opposed Butter Substitutes

Prof. Leclair, superintendent of the Provincial Dairy School at St. Hyacinthe, speaking on butter, stated that experiments had proved that all forms of animal life suffered when fed on substitutes for butter fat. In spite of legislation, it had been possible to make butter substitutes so like butter in appearance as to deceive the consumer. In the United States, he asserted, there had always been the tendency to present the substitutes as the real article. Moreover, he urged that the butter industry was one of the greatest in the province and deserved protection.

A. A. Ayers, of Montreal, reviewed

the past, present, and future of dairying in the Province of Quebec. After outlining the development of Montreal, the great commercial centre of the province, and the development of transportation facilities, Mr. Ayers pointed out the prime necessity of transportation and population in the promotion of the production of dairy products.

Butter in the early days, he stated, was made in small dairies at the farms, and until 1866, almost all the Eastern Townships' butter found its way to Boston.

For many years the shipments of butter far exceeded that of cheese. In 1865 the first factory in the province was erected in Dunham, and this was only the second factory, for this purpose, in the Dominion. In its first year this factory made about 2,000 boxes of cheese.

It was not unusual for the best dairy butter to sell at 12½ to 15 cents. There were no creameries for many years after and hence cheese factories multiplied fast, as they paid the farmers much better prices for milk.

In 1878 and 1879, the number of cheese factories had increased so fast that cheese declined to 7 cents and even in some instances to 5 cents. There were no cold storages, so summer butter did not keep its sweetness and autumn butter commanded a premium. Good eggs were practically unknown in winter.

The volume of trade handled by individual firms to-day is many times larger, though the profits are not half what they were in former years. Every man in the trade to-day must be an expert, not only in quality but in storing.

The growth of the produce business depends upon the dairy farmer. The quantity and quality of butter and cheese depends on the quality, care, and upkeep of the cow. The same was true of eggs and bacon. The produce association, therefore, in their own interests, should study the conditions of farming and give encouragement to everything that will make the farmer prosperous.

#### Great Increase in Past Year

Mr. Ayers stated that for the year 1916, the estimated total value of Canadian eggs, was \$50,000,000, of Canadian butter \$80,000,000, of Canadian cheese \$25,000,000, of hog products \$75,000,000; a total value of \$240,000,000. Total value of exports of the above was \$75,000,000, while the increased value of these products for 1916 over 1913 was \$100,000,000.

Profits on these commodities are much smaller than they were years ago, Mr. Ayres continued, and it has become absolutely necessary that methods should be introduced to minimize the cost of handling in every possible way.

"Don't forget, and don't let the farmer forget that food is one of the necessities in winning the war. The pro-

### DELEGATES FROM THE PRODUCE CONVENTION AT MONTREAL —PRESENT PETITION TO MINISTER OF AGRICULTURE AT OTTAWA URGING LEGISLATION TO PREVENT THE SALE OF EGGS UNFIT FOR FOOD

At the past session of the Canadian Produce Association Convention, the discussion on the Loss-Off system was so spirited and the feeling in favor of the system so pronounced that it was decided that as many as possible of the members should journey to Ottawa, and present the case to the Minister of Agriculture. It is to be noted that the legislation asked for had nothing of the class element about it. The legislation asked for would make it an offence not only to sell Eggs unfit for food, but also to buy them. Thus the Produce men in urging this legislation were making their demands as broad as possible.

About forty members of the association joined in the delegation to approach the Hon. Mr. Burrell. The deputation was most courteously received, Mr. Burrell stating that he was personally heartily in accord with the aims of the delegation and assured them that legislation was being drafted to cover the matter. Whether this legislation would be quite as far-reaching as that which they had proposed he was not prepared to say, nor was it possible to assure the delegation of its early consideration. The press of war business was so great as to put all other matters in the background. The Minister assured the delegation, however, that the matter would be dealt with at the earliest possible moment.

The following is the resolution dealing with the subject that was unanimously passed at the Produce Convention:

We, the Canadian Produce Association in Convention assembled in Montreal this day, after careful consideration based upon past experience, present for your earnest and immediate consideration, the following resolution, which in our opinion, will establish the egg industry of Canada on a sound basis and insure for the product a recognized place in the markets of the world

Whereas:—The time has now arrived when Canada is producing a surplus of eggs in excess of its own consumption, and,

Whereas:—Prices paid producers in future will be largely governed by the price at which the export product can be sold and,

Whereas:—The present is a particularly opportune time to retain and improve our market as already established in Great Britain and,

Whereas:—In consideration of the keen competition for this market that will ensue after the war, with countries such as Holland, Denmark and Russia, it is of the utmost importance to the industry that the Canadian eggs retain their favorable reputation on the British market for quality and dependability as to grading and,

Whereas:—Our export trade in the past has seriously suffered from lack of standardization and,

Whereas:—The loss to the egg producers of Canada last year represented millions of dollars through the marketing of bad eggs and eggs of inferior quality, therefore, be it resolved that the Honorable the Minister of Agriculture be seriously urged to immediately have suitable legislation enacted to provide and legalize standards for all Canadian eggs and to provide such inspection as may be necessary to enforce such legislation and to issue government certificates if required and further:—

That this legislation prescribes regulations to provide against the sale of eggs, unfit for food, making due allowance for reasonable deterioration as provided in standards adopted, and further.

That a deputation from this association be appointed to interview and present this resolution to the Honorable the Minister of Agriculture, and request that favorable consideration be given and that the necessary legislation be enacted during this present session of Parliament.

duction of food is the farmer's part, but he must be encouraged, and as far as possible shown how to do it."

Mr. Ayers found it difficult to understand why the Province of Quebec should have to import so many eggs. It seemed that the premier dairy province should be able to do better and Quebec was the premier province in this respect. Of the 442,000 boxes of butter received in Montreal in 1916, during open navigation, more than 300,000 were from Quebec.

#### Better Cows Needed

After speaking highly of the Government inspection of butter and cheese, Mr. Ayers urged the necessity of educating the farmer in the quality of his cows and the cleanliness and care of their milk. I believe, he stated, that three-quarters to seven-eighths of all our farmers have cows in their herds which are a loss instead of a profit to them. He urged that every cow in these herds should be tested as to the quality of the milk, and the cleanliness and care in handling should be standardized.

There never was a time more opportune, Mr. Ayers stated, in concluding

his remarks, never a time more needful for the farmers to do their best to produce all the food possible. Those who do not enlist may do their share by thus increasing the supply of food.

### THE DEATH OF JOHN HEWITT, OF THE CANADIAN SHREDDED WHEAT CO.

The death of John Hewitt, who at the time of his death was sales manager at the Toronto office of the Canadian Shredded Wheat Co., removes one who was a very well-known and universally respected figure in the grocery trade. Mr. Hewitt had been connected with the Toronto office of the company for 18 years, and prior to that was with the company at the Niagara Falls plant for some years.

He came to this country from England, when still young, and for a great many years has been associated with different phases of business in the city of Toronto, which was his home. He will be greatly missed in the circles in which he was wont to move.

## Legislation to Protect Egg Quality

An Address Delivered by E. J. Smith, of Brockville, Which Started a Discussion of Great Moment—The Need of Protective Legislation Earnestly Urged

**T**HE accompanying paper was read before the Canadian Produce Association at their recent convention in Montreal. In thus outlining the importance of legislation to prevent the buying and selling of bad eggs, E. J. Smith, of the White Packing Company, Brockville, opened a discussion of such importance that it culminated in the association sending a strong deputation to Ottawa to urge the necessity of such legislative action as Mr. Smith suggested.

It has been the purpose of this association since its organization to co-operate with the Departments of Agriculture of the Federal and Provincial Governments, in disseminating information of an educational nature that would eliminate to a very large extent the immense losses from the marketing of "bad eggs."

Payment on the "loss off" system and on a "quality basis" instead of by the old "case count" system made a decided improvement in the general quality of the eggs being marketed especially in those districts where this policy was generally adopted.

During the past year, owing to abnormal conditions, brought about by the exceptional demand for eggs on account of the war, I fear the "loss off" and "quality basis" of payment has not been so generally adopted as in the previous year, and that instead of making progress, we have really gone back in this respect, and there is a serious danger of a return to the old method of payment according to "case count."

The reason given by some for this retrograde step is that there has not been legislation enacted to back up our efforts and that neither buyer nor seller felt legally or morally bound to adhere strictly to this custom, which was not generally practised, because no penalty was attached for failure to put this system into practice. These conditions exist, we regret to say, notwithstanding the earnest efforts and co-operation with the trade, on the part of the Government officials.

### Providing for the Return of Normal Conditions

In view of these conditions and the fact that we hope soon to resume normal conditions, (when the war has culminated in victory for our Empire and the Allies) it is all important that we consider at this time very seriously the future interests of the Produce trade and

urge upon the Governments that we deem it advisable and necessary that legislation be enacted promptly that will avert the danger of going backward instead of forward.

We may, therefore, consider this problem from two view points:—that of handling eggs within our own country and the export trade to Britain. In considering the home trade, it must be recognized that a campaign of education has been and must still be waged to get the best results; that we should continue payment according to "quality" basis, and to strengthen this effort, buyers and sellers ought to realize that they would be liable to be penalized for either buying or selling eggs unfit for food.

### Keeping Canada's Commercial Reputation Clean

It is a patriotic duty that we consider the export trade on such a basis, that Canadian eggs shall be recognized to be a uniformly dependable quality, and to be fully up to the standard of the grades

## Egg Standards Adopted by Association

**A**T the convention of the Produce Association, held in Montreal recently, the standards for eggs were considered. Some minor changes were made in the standards and a new grade was added, that of pullet, new laid, to provide for the small new laid eggs always plentiful in the winter time, that, barring this new grade, would have to grade No. 2 on account of their size. Special emphasis was laid on the importance of this standard, as it is expected that it will shortly be brought before the Government and made law.

The classes are: Fresh Gathered, Storage, Cracked, and Dirties.

The grades: Specials, Extras, Pullets' New Laid, No. 1 and No. 2.

Eggs are expected to grade at point of delivery 90 per cent. of grade named at point of shipment. A deterioration of 10 per cent. is allowable, though there shall be none bad.

Specials.—Eggs of uniform size weighing over 25 ozs. to the dozen, or 45 pounds net to the 30-dozen case; absolutely clean and strong and sound in shell, air cell not over 3-16 of an inch in depth; white of egg to be firm and clear and yoke dimly visible; free from blood clots.

Extras.—Eggs of good size, weighing

we sell. Our brave soldiers have gained a reputation for Canada. Can we not continue this high respect for our country in the quality of the eggs, the butter, the cheese and the bacon we export?

### Appointment of Inspectors Urged

If legislation is enacted, Inspectors might be appointed with headquarters at large centres. They could carry on an educative campaign throughout their district, and they would be recognized as officers with authority in the performance of duty and in the enforcement of the law. They could be called in to inspect shipments from merchants and dealers, by either the buyer or seller, so that neither would be done an injustice in settlement. They could make inspection of carload lots for interprovincial shipment, and for export shipment, which would establish a confidence between sellers and buyers, and lead to increase of trade within our own country and with the Motherland.

The Government has enacted legislation in the dairy interests, in the fruit and vegetable interests, all of which have had a beneficial effect, and I feel confident that legislation in the produce interests will result in similar experience and benefit to our own and the Motherland.

at least 24 ozs. to the dozen, or 45 pound net to the 30 dozen case; clean, sound in shell; air cell less than  $\frac{3}{8}$  inch in depth; white of egg to be firm and yoke slightly visible.

Pullet New Laid.—Eggs smaller in size than preceding classes, but strictly new laid.

No. 1.—Eggs weighing at least 24 ozs. to the dozen or 43 lbs. to the 30 dozen case; clean; sound in shell; air cell less than  $\frac{1}{2}$  inch in depth; white of egg to be reasonably firm; yoke may be quite visible but mobile, not stuck to shell or seriously out of place; air cell not necessarily stationary.

No. 2.—Eggs, clean; sound in shell; may contain weak, watery eggs, and eggs with heavy yokes, and all other eggs sound in shell and fit for food.

### IT CONTAINS USEFUL HINTS

The MacLean Pub. Co.,

Toronto, Ont.

Gentlemen,—Enclosed you will please find P.O. Order for \$3.00, subscription for Canadian Grocer as per statement enclosed. I take much interest in reading same, and obtain some very useful hints.

W. J. BOWER,

Melita, Manitoba,  
January 25, 1917.

## Quaker Oats Company Purchases Large London Mills

The London, Ont., Mills Sold to the Quaker Oats Company  
—Rumors That Peterboro Mill May Not be Rebuilt,  
Though no Official Confirmation is Available  
—Tillson Brand Becomes Property of the  
Quaker Oats Company.

THE destruction of the Quaker Oats plant at Peterborough in December last, quite materially affected the market of cereal products. Ever since that time there has been a very considerable amount of speculation as to what steps the company would take to meet their Canadian trade, as it was well-known that the Saskatoon mills were not capable of meeting the enormously increased demand, even if the freight rates to points East had not made this an impossibility. Some time ago it was announced that the company had purchased the plant of the Sudbury Milling Co., at Sudbury, Ont. This plant had a daily capacity of 1,000 bbls. of flour, but was not equipped for the manufacture of oat meal. Still later the company purchased a 300 bbl. mill at Neepawa, Man. The latest move in the campaign to once again place the business on a working basis was announced a day or so ago, when Mr. Jamieson, of the Canadian Cereal and Flour Mills Company, whose sales offices are in Toronto, announced that his company had sold the Quaker Oats Company their 400 bbl. mill at London, Ont.

### Quaker Oats Brand Changes Hands

One of the greatest items of interest in connection with this sale is that the Canadian Cereal Company also sold all the rights to manufacture and sell their well-known brand Tillson's Oats. This

brand will in future be manufactured by the Quaker Oats Company. Not that the Canadian Cereal Company contemplates going out of the oatmeal business.

They still have a large mill at Tilsonburg of 500 bbls. capacity to look after this end of their business, as well as other mills at other points in Ontario. The money derived from this sale will be used to operate one of two idle plants at Tilsonburg and Lindsay. Which of these plants will be opened will depend on the amount of assistance offered by the municipality in which the plants are located.

### No Definite Word as to Fate of Peterborough Plant

As far as is yet known no action has been taken relative to the possible reopening of the Peterborough plant. Officials of the company will not commit themselves on this point, but are ready to state that with the purchase of these three mills in conjunction with what assistance may be obtained from the Saskatoon plant, they are able to handle the present business. Of course it is to be noted that while this is a heavy using season for cereal products, it is not the heaviest from the standpoint of the manufacturers, as most of the large jobbers have stocked fairly heavily for the winter trade. It remains, therefore, to be seen what action will be taken to meet the demand of the busier business season.

## Milk Products Company Purchase Aylmer Plant

Large American Condensed Milk Firm Purchase Factories for the Canadian Manufacture of Their Product—At Present in Operation—Goods Will Probably be Sold Under the Carnation Brand.

THE Carnation Milk Products Co., of Seattle, Wash., the manufacturers of Carnation Condensed Milk, have entered the Canadian new, and will manufacture the product in this country.

E. A. Stuart, the president of the company, recently purchased the two factories of the Aylmer Condensed Milk Co., at Aylmer, Ontario. The new company at once began operations. These factories are of considerable size, having a capacity of 1,000 cases a day.

Until this sale came into force these

factories were operated by the Dominion Cannery. R. L. Innis, of that company, when spoken to regarding the matter, confirmed the information regarding the sale. He stated that the deal had constituted an out and out sale, the Dominion Cannery having given up entirely any association with that business. Their reason for taking this action, he stated, was that the canning of milk had no particular connection with any other form of canning, consequently it was felt that it was to the interest of the company to dispose of this Aylmer plant.

The Carnation Milk Products Co., as has been stated, are already operating the new plant. They are not ready to make a statement as to what brand the product will be marketed under, but it is understood from other sources that the products of these factories, like the American product, will be marketed under the Carnation Brand.

### READY TO FIGHT

Retail Merchants in Southern Alberta Prepare to Make It Hot for Mail Order Houses Doing Business There.

A meeting of retail merchants was held in Lethbridge last Friday for purpose of devising means for the establishment of better relations between consumer and retailer on the one hand, and between retailer and jobber on the other, and eliminating as much as possible the mail order evil in Southern Alberta. President Marnoch, of the Board of Trade, addressed a gathering of retailers earlier in the week, when he urged co-operation among the retailers of all lines, not only in Lethbridge but in the smaller towns of Alberta, so that the consumers may find no particular reason for patronizing the mail order houses. President Marnoch also advocated the establishment of a cash price and a charge price for all commodities so that the consumer may see at a glance what he will save by paying cash. He intimated that it would be working along the right lines if the retailers of Lethbridge were to start a central delivery system to cut out the present overlapping in deliveries and consequent heavy delivery charges which must be met by the consumers.

It is also desired, if possible, to get the business between the consumer and the retailer on such a basis that less credit would be necessary between the retailer and the wholesaler, and right on up through the wholesalers, jobbers and manufacturers until the banks are reached. This would tend to cut down the losses from bad debts, and also interest charges, all of which must be charged against the consumer in the end.

The meeting was attended by representatives of the hardware, dry goods, grocery and furniture retailers.

### The Giftie Gie Us

The Chinese are not a race given to flattery.

A gentleman called at a Chinese laundry for his clothes. On receiving the package he noticed some Chinese characters marked upon it. Being curious, he asked, pointing to the lettering:

"That is my name, I suppose?"

"No. 'Slection," was the Chinaman's bland reply. "'Lil ol' man, cross-eyed, no teet'!"

# CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

## THE MACLEAN PUBLISHING COMPANY, Limited

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### EDITORIAL NOTES

THERE is a marvelous felicity to the words of J. J. Fee, Toronto. When at the Produce convention he characterized the Housewives' League as "The Caterpillars of the Commonwealth" there was not a dissenting voice.

\* \* \*

THESE are indeed tough days for the Prussian Junker. It is reported that China has withdrawn its pigtailed diplomat from Berlin. Well doubtless the pigtail will be safer in Peking than Berlin.

\* \* \*

IF THE submarines were as successful in holding up shipping as the G. T. R. and C. P. R. are in holding up coal, it would be all over but the shouting, and the shouting would be inclined to have a guttural sound.

\* \* \*

TWO Quebec firms were recently fined \$200 and costs at Quebec for having sold Oleomargarine. Law is law of course and must be obeyed, but one can't help feeling that a law that fines a man \$200 for selling a perfectly healthy article of food, when a man may steal and get off with a far lighter sentence, has a kink in it somewhere.

### A WORD ON THE PRODUCE MAN

IT IS an encouraging sign when men gathered together in the interests of their own business, can take a broad enough outlook, to consider not only their own advantage but that of the producer. It is a more than encouraging sign when such men asking for remedies for evils that have crept into their business ask for legislation that is operative not only against the offending producer but also against the

offending buyer. In the proposals of the deputation from the Canadian Produce Association who went to Ottawa following their convention in Montreal to ask for legislation making it a misdemeanor to sell eggs unfit for food, there can be no suspicion of class legislation. The produce man has little to gain from a money standpoint by such a move. The legislation is asked in the interest of the country at large.

During this past year the wastage in eggs mounted into the millions, and with this mounting waste the cost mounted in sympathy. The produce men urge that legislation be enacted to protect the country against this needless waste. Good eggs or bad the produce man's profits would remain about the same, for the cost of the bad eggs must ultimately be placed against the price of the goods. The produce man has no axe to grind, and the profound interest that these men are taking in the means to conserve the nation's supplies is an outstanding disproof of the many baseless charges that have been made against the trade during the past winter.

### BANNING THE OFFICIAL ORGAN

THE announcement made last week that the Ontario branch of the R. M. A. had decided to discontinue the arrangement by which a Montreal financial paper was sent to the members, emphasizes a tendency that is becoming recognized—a feeling opposed to organs of a more or less official nature. The official organ of an Association carries just as much weight as is possible in view of the established fact that its policy is set and immovable. It must always stand by the aims and actions of the body it represents and its advocacy of everything its association approves is taken as a matter of course. For this reason the opinion of a journal that stands free of such control, even though, as in the case of a trade paper, it represents a class, is much more likely to be heeded and valued.

There is another respect in which the straight out-and-out official organ loses weight with the outside business world. Its circulation is fixed and involuntary. The member gets it whether he wants it or not. He may read it or not but, it comes along regularly just the same. The organ, therefore, suffers in comparison with the independent paper which goes only to the man who pays for it and who, therefore, can be assumed to want it. Nevertheless the status of the official organ is used as a lever to secure advertising. Manufacturers who place advertising with official organs often do so unwillingly as they feel that they are not buying the kind of circulation that is likely to bring them the best results.

This is not intended as a criticism of all official organs. There are some such publications in Canada doing useful work. It is becoming recognized, however, that the status of the official organ is not a sound one on most counts and the tendency is to depend upon them less. The action of the Ontario R.M.A.

in deciding to issue bulletins and use the columns of established trade papers for the dissemination of association news will unquestionably be approved by the members as a whole.

#### THE BACKYARD GARDEN

**I**F Premier Hearst has his way the shovel and the hoe will supplant the lawnmower. A vegetable garden for every home is to be the slogan for this campaign. The song of the lawnmower propelled by perspiring father will no more be heard in the land. Father will still perspire, no doubt, as he labors to turn the mixture of bricks and mortar that goes for earth in the average city backyard lot. Father will speak learnedly of seeds and seasons, of time for planting and the time of harvest. He will become an expert at executing the gay potato bug, perchance if he wage this war successfully, he may have a few small potatoes to show for his labors. Nature is wonderfully patient with amateurs. In any event, the exercise will be wonderfully good for father.

#### CANADA'S TRADE IN MARGARINE

**W**.C. MILLER, Secretary of the Retail Merchants' Association, in a recent visit through the section of the country bordering on Lake St. Clair, states that he failed to find a single merchant who was not whole-heartedly espousing the cause of removing the embargo on margarine. Moreover, his investigations across the border led to a conviction that there was a very considerable business being done in this commodity, despite the restrictions and the penalty for infringement. He was assured that upwards of 7,000 lbs. of that commodity was smuggled across the border from Detroit alone in the course of every month. One cannot countenance these illicit acts, but they nevertheless demonstrate the fact that there is a very strong demand for this commodity. The prevalence of this habit of smuggling is working a great hardship to merchants all along the border. While this law is in force the Government should adopt more aggressive measures to put down this abuse. It would be better still to remove the embargo and let the dairy industry stand on its own feet. It is a false prosperity that is built up on any system of embargo that favors one class at the expense of another. The good of the greatest number has always been the basis of the best legislation. The consuming public are greater in number than the dairy interests, and they deserve the greatest consideration.

#### IS A FRUIT EMBARGO DESIRABLE?

**T**HE Niagara District Fruit Growers propose to send a deputation to Ottawa to ask for an embargo on all American fruits and vegetables during the four months of the Canadian fruit season. It is

very unlikely that such an appeal will meet with any favorable response from the Government, which gains a very substantial revenue from this source. In refusing to accede to any such request the Government would unquestionably be taking the right track. Embargoes at the best are very dangerous tools to handle, and surely Canada has already enough statutes on its books at present favoring some particular class without adding another to the list. The Niagara fruit belt is wonderfully blessed in its location as a shipping point. There are few American markets that can put their products on the market so expeditiously and with such a comparatively short haul. The American products, too, are already discriminated against on an average tariff of about 37½ per cent. Surely this should afford enough protection for the Niagara District fruit farmer. The gentlemen lose sight of the fact that it is not the competition of outside markets that they have to fear, but it is the competition of their own conditions. In a good year the yield of the Niagara District is so abundant, and the season of such comparatively short duration for each variety, that the present markets are not able to handle the output. An embargo could in no wise affect this situation.

The Niagara Fruit Growers would be better employed in devising some better system of distribution, whereby some of the smaller towns and villages that rarely see any fruit could help to bear part of the burden of this surplus supply.

#### TWO SIDES OF THE QUESTION

**R**OBERT A. ROGERS, president of the Crescent Creamery Company, Winnipeg, in appearing before a High Cost of Living Investigation Committee, stated that their business for the past year had resulted in a loss of some \$16,000. The company had been compelled to advance the price paid the producer 3 cents a gallon in order to keep them in business.

The annual meeting of the Staffordville Cheese & Butter Company was held recently at Staffordville, Ont. The secretary's report showed that there had been 356,076 pounds of cheese which sold at \$65,351.23; December milk sold in Toronto for \$5,387.36. Total pounds of milk, 4,207,435, value \$70,738.59. Average price to the patrons \$1.45 per cwt.

The Crinan, Ont., factory also had a very successful year. They manufactured some 79,400 pounds of cheese, the largest output in the history of the factory. The patrons received over \$12,000 for milk, or an average of \$1.51 per cwt.

Which is the correct picture, the poor producer getting an extra three cents a gallon to keep things going, or the patrons of prosperous factories sharing the profits?



# Accounting for Retail Merchants--VII.

Use of Blank Columns on Credit Page—Learning to Read Results Concurrently — Keeping Matter of Rental and Building Account Straightened Out.

By Henry Johnson, Jr.

**T**WO columns on our credit page have been kept blank. This, because I have wanted to get you into the routine as speedily as possible without beclouding any part of the instruction. Naturally, those two columns are for revenue accounts; items of earnings which occur regularly enough to justify their segregation. We have seen how little occasional, incidental revenues are passed through the Sunds. column from the way we handled that F. & F. item—the sale of the old desk to Fox.

If you own your building, for instance, that is something which may produce revenue every month; often many times a month. Then it is desirable to give it a credit column, and you will write B'dg. top of fourth column on credit page.

Let us say your building contains your own store, with 22 feet front, and another store, also 22 feet, which you rent to a shoe dealer; that there are four suites of offices on the second floor; and that you live on third floor; also have two suites of rooms which you rent to lodgers.

Let us suppose the property is on a corner, that you occupy the corner, and that it cost you \$15,000; that you have paid \$8,000 on it and carry a mortgage for \$7,000, drawing 5½ per cent. How shall this account be handled through the ledger, and how shall entries to its debit and credit be put through the journal?

### Each Tub on Its Own Bottom

First: That property has nothing to do with your business as such. Your business must bear the same relation to it that would exist if you did not own it. Hence, the accounts must not be mixed.

Turn to my first article and you will find that Building was entered top of page 70 in your ledger. On page 124 you wrote Surplus. And on page 90 you wrote Bills Payable.

I said I'd help you make use of Savings account on page 114; but let us treat that later. Let us say somebody left you the \$8,000 in his will, and that, seeing the property appealed to you as a good investment, you bought it forthwith on the terms indicated.

On the credit side of Surplus enter:—

Feb. 1. By Cash (Uncle Henry's Bequest) ..... \$8,000.00  
On credit side of Bills Payable enter:

Feb. 1. By Cash (Brown's Mtge. on Building) ..... 7,000.00  
On debit side of Building enter:  
Feb. 1. To Surplus ..... 8,000.00  
To Bills Payable ... 7,000.00

This takes care of the entries on the investment in the building and your ledger is in balance. It gets the building into your books and into your all-embracing ledger, without affecting your business one way or another, and without confusing or mixing things at all.

Now, the only entries which are apt to occur hereafter on page 70 are: (1) Charges for betterments which increase the value of the property; (2) charges for increase in the mortgage; and (3) credits by Bills Payable on account of reduction of mortgage. The first is not apt to occur frequently; the second will not be allowed to occur unless through very untoward circumstances; and the third, which should occur regularly, will take little room. Hence, the one page is all you need reserve for the Building (Investment).

Take next page, therefore, No. 71, and write: Building, Maintenance and Return; and plan to reserve all pages therefor up to Barn, at 80.

### How to be a Good Landlord

Hereafter, you are two persons. You are John Smith, Grocer; and you are John Smith, Landlord—and the two are, and must be kept, distinct. Maybe you have enjoyed a favorable lease, and perhaps all the tenants have been having an easy time of it. But your business now is to gauge the rents on the basis of what such property is worth—and get such rents yourself. If you have been paying \$45 a month for your store, and the store is worth \$60 a month—get \$60 immediately from John Smith, Grocer. For there are two things you must have in mind: That you must get \$1,500 gross out of that property as a landlord; and that your business would have to pay full rentals to others in usual circumstances, hence is equally able to pay the same dates to you.

And what is it going to cost you to run that building—Smith, the landlord, I mean? Well, here is a fairly equitable tabulation for average conditions and locations:—

	Per
	Annum
Int. on \$7,000 Mtge. at 5½ p.e.	\$ 385.00
Int. on your \$8,000 at 6 p.e.	480.00
Insurance, \$10,000, say	67.00

Taxes . . . . .	150.00
Repairs and vacaneies . . . . .	75.00
Incidentals, streets, lights, etc.	43.00
	\$1,200.00

So go over your rentals and make correct adjustments; for you want that \$300 real profit, equalling 3¾ per cent. on your \$8,000, or 2 per cent. on the \$15,000. That is the only way to be a good landlord; and it will pay you to be one, as I shall show you presently.

Your tenants are the shoe dealer; John Smith, grocer; four office holders on second floor; two lodging tenants on third floor; and John Smith, private party, also on third floor. So you have nine rentals coming in every month. All entries of expenses indicated above, and all the rentals are to go into the account on page 71.

### How to Journalize

Every rental you receive should be entered on your duplicate sales check, the one copy going to the tenant and the other being handled as any received on account; except that these are entered specially in the journal. Look at your rules for handling cash. See that receipts of cash, other than for mdse., are entered in debit cash column. So rents are entered first on the credit side, say like this:—

Feb. 1. B'dg.—	Bldg.
J. S., store, Feb. . . . .	\$60.00
J. S., home . . . . .	15.00
Harkness, store, Feb. . . . .	35.00
Olsen, office, Feb. . . . .	15.00

and the debit entry will be:—  
Feb. 1. Cash, Rents . . . . . \$120.00

Expenditures on Maintenance and Return account (page 71) are journalized like payments on Expense account; but the items are extended into the debit Sunds. column. The receipts from Bldg. having a column to themselves on the credit page, run along to the end of the month, and then one posting is made into the ledger. This not only saves space and work, but the entries thus made are a daily reminder of any rentals not yet paid; and you can get after the tenant. Need I say that rents are payable in advance—and that you will be a useless experiment as a landlord if you vary that rule?

Now, as John Smith, grocer, and J. S., private tenant, draw checks to J. S., landlord; and as other moneys come in from other tenants, what is J. S., the landlord, to do with that money? The  
Continued on page 46.

# Something New for the Cardwriter

A Series That Will Give Ideas and Instructions for the Cardwriter Who Has Already Mastered the Rudiments of the Work.

By R. T. D. Edwards

**EDITOR'S NOTE**—Before introducing this new series of card-writing, it is necessary to give a few words of explanation as to the kind of a series it will be. The "Cardwriting Made Easy" series, which is just completed, was composed of more or less standard alphabets and showcard methods. They ranged from the simplest beginners' exercises to fairly complicated work. This course covered the greater part of showcard work and those who followed it have had a thorough grounding. This new series, which will be called "Something New for the Cardwriter," will consist of twelve lessons, and should be of great interest to all who have followed the first series. The beginner, as well as the more accomplished man, will be able to follow this series, as each stroke will be explained in detail.

### Lesson I.

**A**LTHOUGH this month's chart shows a brush stroke style of Alphabet, the double stroke and outline work will be also gone into as this work is absolutely essential in the execution of all kinds of show card work. In addition to these alphabets, new styles of pen lettering will be featured.

The formation set forth in the chart is of a free and easy style and it is not at all necessary to keep to the exact type. If the chart and card reproduction are compared it will be seen what is meant. For instance in the chart the lower case "g" is of a different formation than the "g" used on the "Spring Goods" card. This is just one instance of the many varieties that can be effected without changing the general effect of the lettering.

It depends a great deal upon the various letters which go to make up a word,

as to the style of letters that can be used together. Fig. 1 illustrates this. The cross bar of the "T" in the first instance is straight because no stroke interferes with it, but in the second case the "H" interferes and the cross stroke is made as shown. This will also be noticed as the different completed cards are examined. Thus we are getting away from hard and fast rules, making formations as the occasion arises and using the chart as a basis. The main thing to learn is the general effect of this alphabet then, it will be possible to carry it out successfully.

Note the absence of spurs from the letters of this chart. This feature is different from the Roman lettering and it requires much more care in finishing and commencing the strokes.

### The Chart

It must be remembered that this is brush stroke work. Each stroke is made

tea  
the

Fig. 1.

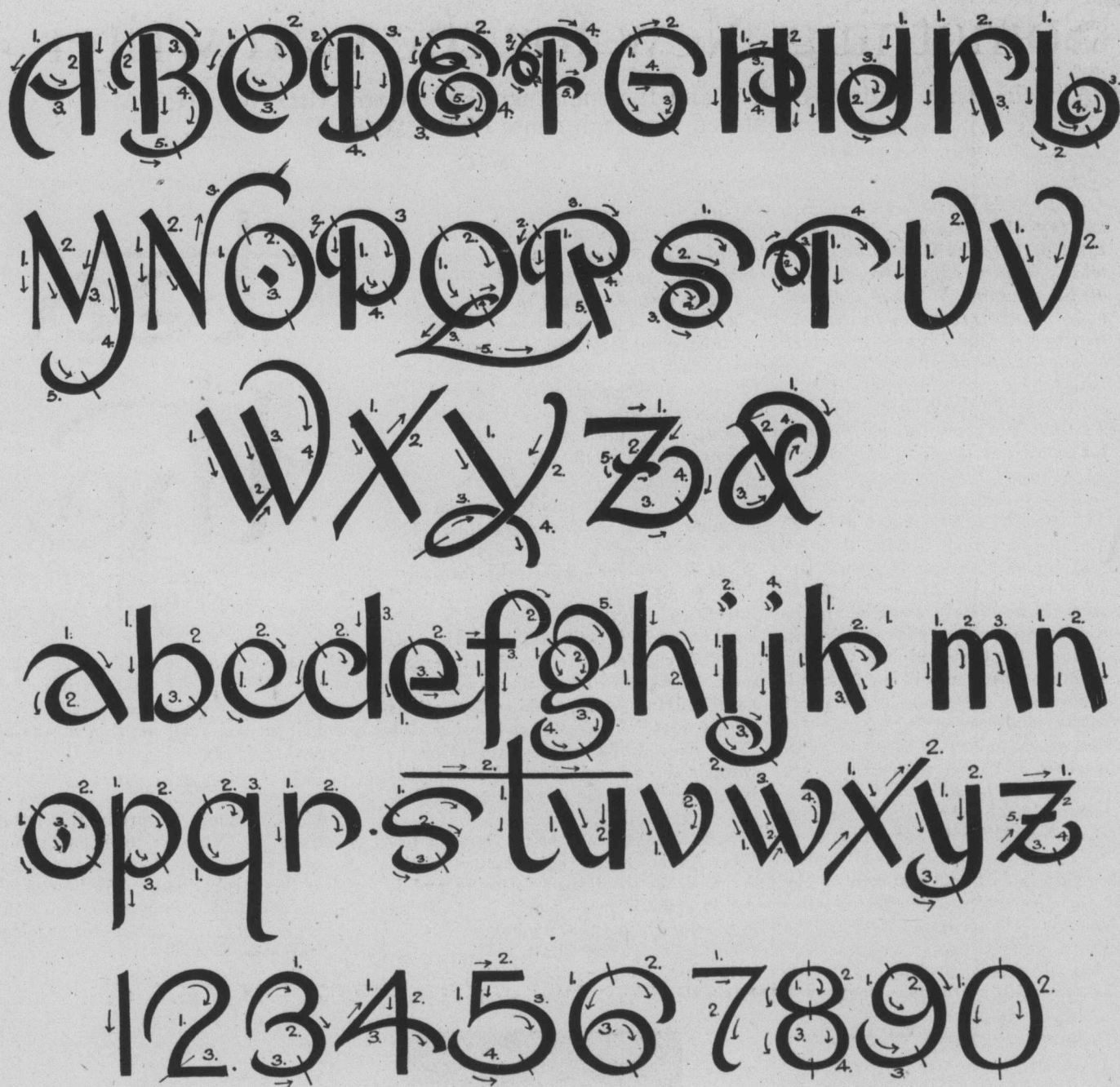
with one sweep of the brush. The brush used should be a red sable writer that can be drawn out to a chisel point which insures a thick or thin stroke as the worker desires.

### Lower Case

"A", The main feature of this letter is stroke 1. This is made with one sweep of the brush. Note the angle, the end of this stroke is at. Also how much further stroke 1 projects to the right than does stroke 2. This letter requires much practice.

"B" is a three stroke letter and its feature is where stroke 1 and 3 meet.





"C"'s feature is stroke 1, note how it projects to right more than does stroke 2. Practise this letter often.

"D" Note the relation of stroke 2 has to stroke 1. They are all but joined.

"E" has somewhat of the same formation as "C". This is a typical letter of this alphabet. Stroke 3 must be parallel to the upper and lower guide lines.

The down stroke of "F" finishes below the lower guide line. Note that stroke 2 is brought down to the upper guide line. These strokes should be practised many times.

"G" is an all curved stroke letter and this is only one of the many formations which can be used in this style of letter. Note the long sweep of stroke 5.

The feature of "H" is stroke 2. Note the angle it is at and the angle the end

of the stroke is. It will probably be difficult to get this at first but practice will rectify this. The only thing new about the I is that the dot is not round.

"J" has a very graceful base and you will find this needs much attention not how these strokes are brought under the other letters. This should work in the same when putting it into actual use.

The combination strokes 2 and 3 are the feature of "K." Practise these many times.

"M" and "N" have the same feature as has "H". Strokes 3 and 2 respectively are just at the right angle to give them an individual appearance.

Note that the narrow parts of the "O" are to the right and left instead of being in the centre as the correct form of Roman lettering shows it.

"P" and "Q" are somewhat similar in construction but reversed. They require much practice.

Stroke 2 of "R" is the feature of this letter, practise often.

In the usual construction of the Roman "S" the top portion is smaller than the lower. In this case it is the reverse. This is a good example of the idea of this alphabet.

You will note upon studying the completed cards that this letter is used in variety.

Stroke 2 of "T" is also used in as many varieties as the writer sees fit to make.

Stroke 1 of "U" is just the reverse of stroke 2 of "H".

Note how strokes 1 of "V" and 1 and 2 of "W" are all at the same angle and the beginning of each stroke is at right angles with the

stroke itself instead, as in Roman lettering, of following the guide line.

Both of these letters will require much time spent on them in order to perfect their formations.

"X" shows the extreme in stroke 2.

"Y" is a letter that will require a lot of practice. Stroke 1 appears in other letters. Strokes 2 and 3 have appeared before in the letter "J". You will notice this letter made in different formations on the completed cards.

"Z" This is only one variety of many that can be formed.

#### Numerals

The top of the 1 is cut at an angle slanting to the left.

Now you have a chance to show your skill at long curved strokes. Stroke one of "2" will require a lot of practice. This is the feature stroke and should be made the same as shown.

Stroke one of "3" is the same as that of "2" but not so long. This numeral requires much practice. Note how stroke one joins stroke two.

Stroke three gives the variety to the figure "4."

Strokes three and four give the "5" a very graceful appearance. Note how stroke two projects out to the right beyond stroke three.

Practise stroke two of "7" often.

The "8" is somewhat similar to the Roman formation.

The "9" is just the reverse of the "6." Much practice is needed here.

"0" is of Roman formation.

#### Upper Case

You will notice the prevalence of curved strokes in the upper case alphabet. This means more practice is necessary in order to reproduce them.

The feature of "A" is the curved stroke 1. This is just one long sweep of the brush from the top of stroke 2 to beneath the lower guide line.

Strokes 2, 3, 4, and 5, of "B." Practise these often. Note the graceful appearance of the letter "C."

A new feature in "D" is the relation stroke 4 has to stroke 1. This is a somewhat different way of joining up the bottom.

Note the long top stroke 2 of "E." The many curved lines of this letter need a lot of practice work in order to make a graceful letter. "F" shows new style top strokes. Stroke 4 carries out the same feature as shown in other letters. Practise often.

"G" also shows the long top right-hand stroke. Note how it projects beyond stroke 3. Much practice is needed here.

Strokes 3 and 4 of "H" are the only differences in this letter. Strokes 1 and 2 should be parallel. The 1 is just a perpendicular stroke.

"J." The chief feature is shown in

strokes 2 and 3. Note that they are half the height of stroke 1. Practise often.

In "K" we have much the same combination of stroke as shown in the lower case letter "K." The long curved stroke 2 needs much practice.

Note the slant at which stroke 2 and 1 of "L" are joined. This is a good formation and should be practised often.

The one feature of the "M" is the long sweeping strokes 4 and 5. This is only one of the many varieties of letter formations that can be made.

To make stroke 3 of "N" it is advisable to turn the card more to the left so a good clean stroke can be made.

The centre dot of the "O" is not necessary, but can be added for variety's sake. Note how strokes 3 and 4 are brought down lower than usual.

"Q" shows a variety in the strokes 3,



4 and 5. Many different styles of tails are used on this letter. Practise the long curved stroke often.

"R" shows a very graceful letter and will need a lot of work to reproduce its formation. Note the relation of strokes 3 and 4 to stroke 5.

The "S" is just a larger copy of the lower case letter with stroke 4 added. Practise stroke 1 often.

"T" is the same as the F without stroke 5.

Stroke 2 of "U" is one you should feature in practice work.

Stroke 2 of "V" is a little different to that of the "U" but requires just as much practice.

The long graceful stroke 4 of "W" also needs much practice. Note that strokes 1 and 3 are parallel.

"X" is just a reproduction of that used in the lower case.

In the lower part of the letter "Y" is shown a variety. The combination

strokes 2, 3 and 4 require much practice. Note the strokes 3 and 4 of "Z." These are the strokes in this letter that need the most practice.

The sign "&" shows the long stroke extended to the right as featured in many of the letters in the foregoing alphabets.

We are featuring in this lesson, the use of letter hand-painted floral designs on show cards for spring. Note the collection of four small panel cards. These are good illustrations of this work.

The fruit card is on grey mat board and the floral design on both sides of the circle at the top of the card is a combination of green and different shades of violet. To get the best effect, first put on a shade of mauve mixed from purple and white; then put the darker color on after the other is dry, as is shown on the card. The green is put on last to give a green leaf effect.

The card "New Spring Imports," shows a dainty little floral piece at the bottom.

The green stocks in this case are put on first then the two shades of mauve. This makes a striking combination on a black card background.

The white card "New Arrivals," also shows the same colors used on it as was used on the black card. This makes a very pretty effect for spring.

The "House Cleaning" card shows something new for a hardware store.

Note the floral effect at the lower part of the "S" and the two small floral designs at the top and bottom of the card.

All these floral designs are painted very quickly. No attempt is made to reproduce a flower, but just the general effect is all that is required.

The large card "Spring Goods," shows a very striking effect on a mottled brown mat board card. The lettering is white and the large lettering is shaded with black. The floral design over the "S" brightens up the card wonderfully and is quite in keeping with Easter time showings.

The "Easter Favorite" card is written on white card with black show card color shaded in a pale green. The purple and green floral designs at the top and bottom make a very effective card.

The "Canned Soup" card is an excellent design for grocery store display.

The dark band across the card is of pale green and the mottling on it is of a paler shade of the same color.

The "Garden Tools" card shows a quite elaborate design and a combination of two-tone green shading and scrolling with a black letter on a white cardboard

The entire set of cards have the alphabet lesson of this month put into use. You can easily see our reason for saying that this alphabet is practical for all kinds of cards, and also the various forms that can be made of the same letters.

# Retail Merchants Assn. and Its Labors

Reports of Meetings of the Associations in Different Centres—A Review of Activities of the Association, Passed and Proposed—Officers of Different Branches Elected.

**A**N Executive meeting of the Ontario Provincial Board of the Retail Merchants Association was held in the Queens Hotel, Stratford, Ont., on February 1st.

The secretary's report of the previous meeting showed that the Association had secured a substantial increase in membership. The treasurers report was also decidedly satisfactory.

W. C. Miller Secretary of the Association brought a number of matters to the attention of the Executive. A number of complaints he stated had reached his office relative to the smuggling across the border. He stated that the attention of the Customs department had been called to the matter, and subsequent reports from the border had shown that the increasingly rigid examination, had greatly improved conditions.

## Margarine Smuggling on the Border

Complaints had also been received from, Windsor, Walkerville and Sandwich with regards to the smuggling into the country of large quantities of Oleomargarine. Mr. Miller stated that he had been informed that this item amounted to some 7,000 pounds a month from Detroit alone. The enormous interchange of traffic across the border at this point made it relatively easy for the person desiring to bring the commodity across. The fact however that Margarine could be bought for 29 cents a pound in Detroit worked a great hardship to the merchants of the border towns who because of this competition had to sell butter at 45 to 50 cents a pound. Mr. Miller stated, however, that he had visited a great many towns and cities in that section and had talked with a large number of merchants, and in every instance they were in favor of raising the embargo, and removing Margarine from the prohibited list.

The meeting requested the Dominion Government to enact legislation, compelling every farmer, manufacturer and dairy to place his name on every print of butter manufactured by him, so that in the case of adulteration the maker could be traced.

The proposed bulk sales act as amended was also approved. By this new act the retailer is not discriminated against, but gets the same amount of protection that was asked by the other interests. As the Retail Merchants Association were the principal opponents of this

measure when it was considered some years ago, and as the clauses to which they objected have been amended, it is expected that the measure will pass without any dissenting voices.

The proposal to ask an amendment for the Transient Traders and Hawkers Act was endorsed. It was felt that the act as it now stands left too many loopholes for the peddler to take advantage of.

The question of freight and cartage rates was discussed and it was announced that this matter was being taken up by the Dominion Board with the authorities at Ottawa.

## Association Will Fight Civic Competition

A resolution was passed opposing the principle of municipalities going into public markets, and using the tax paying merchants money in making these experiments. It was noted that the Toronto Council proposed to spend 2 million dollars to go into the coal business, and it was announced that any attempt by that city to procure legislation to enable them to do so would be strongly opposed by the Association.

A further resolution was passed urging the co-operation of all the branches with the central association in giving preference to returned soldiers in any positions that might be available.

## Discriminative Freight Rates

A complaint from Meaford, Ont., that it was being discriminated against in the matter of freight rates on sugar was dealt with. It was pointed out that the rate from Montreal to Collingwood was 20 cents a hundred. The same rate applied to Owen Sound which was a longer haul, while Meaford which lies between these two points had a rate of 33 cents a hundred. It was stated that this matter had been up with the Minister of Railways and the Railway Commission.

The proposal of the Dominion Board to establish a bureau of retail trade in the Department of Trade and Commerce, was heartily endorsed. It was felt that this department was a more suitable one for handling such matters than the Department of Labor where all such matters had heretofore been arranged. It was noted that a strong deputation had presented this case to the Government and that their representations had been favorably received.

The recommendation to drop the Journal of Commerce as the official

organ of the provincial association was adopted.

A proposal to draw the attention of the Government to the unfair nature of the competition of the mail order houses with the tax paying retail merchant was whole-heartedly endorsed.

A recommendation to have the Dominion Board urge all the local associations to consider the Daylight saving plan was also approved.

## Ottawa Branch Association Elects Officers

A meeting of the Ottawa Branch Association was held on Feb. 5th. The officers for the ensuing year were elected as follows:

President, Henry Watters, 1st vice-president, H. Poulin; 2nd vice-president, A. Phillips; secretary, A. Crabtree; Treasurer, T. W. Collins.

During the course of the meeting, W. C. Miller outlined the work the Association had done during the past year.

E. M. Trovern made a spirited attack on the proposed bill to make it illegal for a manufacture to fix a standard trade mark price on certain articles he manufactured. The proposed bill he held tended to do away with contracts which was in line with the policy of the Mail Order Houses.

## May Join Retail Merchants' Association

At meeting of the Ottawa Retail Grocers' Association, W. C. Miller secretary of the Provincial Retail Merchants' Association presented the case of this Association and urged that the Ottawa Association affiliate with them in this work. In the discussion that followed Mr. Millers address, many of the members favored such a move and urged its adoption. The matter was finally however left over for a subsequent meeting for final decision.

## Stratford Branch Holds Meeting

At the recent meeting of the Stratford Branch of the Retail Merchants' Association, addresses were delivered by B. W. Ziemann the president of the Association. D. W. Clark, vice-president of the Provincial Association, W. C. Miller, secretary of the Provincial Association and T. J. Maher organizing secretary of the Stratford District.

## Walkerville Association Elects Officers

The recent meeting of the Walkerville section of the Retail Merchants' Association was addressed by W. C. Miller.

(Continued on page 46).



## CURRENT NEWS OF WEEK

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



### Maritime Provinces

F. S. Bonnell, formerly of Bonnell & Cowan, retail grocers, died at his home in St. John recently at the age of sixty-five years.

H. Colby Smith, managing director, A. C. Smith & Co., Ltd., wholesale feeds, etc., St. John, N.B., is expected to be a member of the Government ticket in the approaching general elections.

Mr. Benjamin Beveridge, of Andover, who for a number of years has been conducting a grocery business at the old Beveridge stand, has retired. Of late Mr. Beveridge has not been enjoying the best of health.

Fire which destroyed the Minto Hotel building in Moncton, on February 7, also destroyed the store of Edward Bourgeois, retail grocer, whose premises were in the same building. His loss was estimated at \$2,000, and he has been awarded \$1,500 insurance.

Owing to the heavy demand, which has exhausted stocks, and unfavorable weather which has made it impossible to renew stocks, halibut has entirely disappeared from the markets in St. John. Kipper herring also has been stricken from the lists for the same reasons. Other lines of fish are scarce and dear.

The demand for potatoes, which forced them up to the famine price of \$5 a barrel, wholesale, still continues, and the New Brunswick market has been unable to supply the calls made upon it. The high water mark was reached this week when the C.P.R. was called upon to supply 160 cars for New Brunswick potato dealers, while the daily requirements since the middle of January have been only a little short of this. On the same day the railway had calls for 355 potato cars for Maine shippers. In addition to shipments by rail the Eastern Steamship Company is carrying large quantities, partly for the Boston market and partly for trans-shipment to Cuba. At the recent convention of farmers and dairymen of New Brunswick, the vice-presidents from several counties gave facts and figures which indicate that thousands of bushels still are being held by the farmers who are awaiting the topmost price.

### Quebec

Paul Lizotte, Montreal, has sold the stock of his grocery store.

Two Quebec firms were fined \$200 and costs in the Court of Special Sessions for having sold oleomargarine to the public.

C. Ritz, manager of the Robin Hood Milling Co.'s offices in Montreal, has returned from a brief business visit to the West.

Tom Ward, of the Joseph Ward Co., wholesale grocers, Montreal, was on a business visit to Toronto during the present week.

Leigh Fowler Pye, representative and buyer in Japan for John Dunnean & Co., tea merchants, Montreal, is on his way to Montreal this week via Sarnia, Hamilton, and Toronto.

J. A. Kennedy, manager of Gunn's, Ltd., St. John, N.B., attended the Canadian Produce Merchants' Convention the other week, and took the opportunity also of visiting Toronto.

H. P. Briggs has assumed the management of the Halifax office, newly opened by H. D. Marshall, commission broker. He was formerly attached to the Montreal staff with J. L. Freeman.

A cablegram received on Tuesday morning from Cecil T. Gordon, of J. Alex. Gordon & Co., Montreal, announced that he is detained for another two weeks on business in Great Britain.

A very welcome visitor to the convention of the Canadian Produce Merchants was T. J. Coyle, of T. J. Coyle & Co., Winnipeg. Mr. Coyle is very enthusiastic for the production of eggs and butter in the West.

J. A. Paulhus, of the D. Hatton Fish Company, Montreal, is an enthusiastic collector for the Canadian Patriotic Fund, and has been doing big work for the fund in the Bon Secours Market district this week.

Harper R. Gray, manager of Gunn, Langlois, Ltd., produce dealers, Montreal, has taken an active part in Patriotic Fund collection and organizing work during the present campaign in Montreal.

Actively engaged in the work of collecting and organizing collection campaign work for the Canadian Patriotic and Red Cross Funds were Messrs. Armand and Emile Chaput, of L. Chaput, Fils et Cie, wholesale grocers, Montreal.

Prominent in the party of Montreal business men who succeeded in securing from the city a grant of one million dollars for the Canadian Patriotic and Red Cross Funds was Mr. Zephirin Hebert, president of the Board of Trade, and president of Hudon Hebert et Cie., wholesale grocers, Montreal.

Andrew McNiece, a young member of the staff of John Dunnean & Co., Mont-

real, who joined their business force in Japan after some time on the city staff, has been promoted to their house in India. He is well known to many business people in Montreal, and his rapid advance in the tea trade training is noted with pleasure.

Wintry weather and the restricted train services are making calls in the smaller centres of Quebec increasingly difficult for the travellers of various firms, according to reports received. This may explain to retailers who have missed accustomed visits of commercial men why their business friends from the city are less frequent visitors.

Wedding bells have been ringing for A. E. Cox, representative of the Cowan Co., Ltd. (cocoa and chocolate), in the Province of Quebec, and his many friends throughout the province are adding their congratulations to those of the firm and staff. The bride was Miss M. Mahaffy, a daughter of D. Mahaffy, grain merchant, Montreal, and the young couple are to reside in Montreal.

### Ontario

M. St. John, Stoney Creek, has sold to John Clough.

Aberle Bros., Formosa, are advertising their business for sale.

A. G. Brock, Longwood, has sold his business to Charles H. Willoughby.

Mrs. E. Patterson, Brantford, has sold her grocery business to G. H. McCann.

W. H. Thoms, Carleton Place, has disposed of his meat and grocery business to D. J. Cameron.

Robert Gillies, the oldest grocery merchant in Grey county, died at his home in Williamsford, Ont., on January 5.

Wm. Taylor, of Taylor & Pringle, pickle manufacturers, Owen Sound, Ont., attended the National Canners' Association Convention in Cleveland, O., last week.

The Delhi canning plant, Delhi, Ont., which has been inactive for the past two years, will run again this season. Mr. Strout, the former manager, has been reappointed.

Robert Anderson, sales manager of the Atlantic Sugar Refining Co., with headquarters at Montreal, has been spending a week in the Toronto field on business matters.

Fire at an early hour Feb. 6, destroyed the one-storey building owned by Joseph Jenkins, Essex, and occupied by W. Kenefek, who had a grocery and

butcher shop. The origin of the fire is unknown.

The Borden Milk Company, Ingersoll, have recently purchased a cheese factory in Thamesford and another in Putnam. This step is to help meet the increasing demands for milk. The factories purchased will be used as receiving depots.

T. H. Estabrooks, of St. John, N.B., president of the Red Rose Tea Company, returned to the East, after spending ten days in Toronto, Hamilton and London districts. Mr. Estabrooks made a business trip through this district a year and a half ago.

White & McCart, Ltd., is the name of a new concern that has been organized in Toronto to deal in the importation of Southern fruits and in potatoes, onions and other vegetables. F. J. White was formerly in the produce business in Toronto. W. J. McCart, the other member of the company, was formerly in the mercantile and produce business at Avonmore, Stormont County. Following that Mr. McCart was managing director of the Carson Dairy Co., Winnipeg, of which Ralph Connor, the author, was president. The offices of the company will be at 309-310 Board of Trade Building, Toronto.

As a result of the experience which citizens had this winter in lack of fuel, high prices of bread, and other problems, the St. Catharines City Council has decided to ask the Legislature for power to purchase, store and sell coal, cereals, and other food products, if occasion arises, where that is deemed advisable.

The Old Homestead canning plant at Picton, Prince Edward county, has been working for some weeks past, on an extensive order for supplying canned pork and beans for the British army at the front. Their order is said to total ten million cans, making about two hundred carloads of pork and beans to be shipped from this factory alone.

#### Western Provinces

John McDonald, Clanwilliam, Man., has sold out.

F. J. Stevens, Victoria, B.C., has sold his grocery business.

F. W. Cardno, Thornhill, Man., has sold to Jas. Broadbent.

L. B. Sesson, Pilot Mound, Man., has sold his grocery business.

Esther Yucht, Winnipeg, Man., has been succeeded by M. Katz.

A. D. Cardno, Darlingford, Man., grocer, has sold to J. Broadbent.

C. G. Carter, Winnipeg, Man., has been succeeded by Laura Lay.

Radloff & Son, Star City, Sask., has been succeeded by H. Reynolds.

The Aberdeen Stores, Medicine Hat, Alta., have adopted the cash system.

Hugh J. Hickey, of Mason & Hickey, Winnipeg, has returned from a trip to California.

Mason and Hickey have moved their Regina branch into the McCallum Hill Building.

W. B. Amos & Co., Russell, Man., have sold the stock of their grocery business to Mrs. W. B. Amos.

J. J. Ecklund & Son have opened their new store at Orion, Alta. This makes four general stores in Orion.

John Crawford, of Macdonald-Crawford, Ltd., wholesale grocers, Moose Jaw, was a visitor in Winnipeg last week.

James Simington, W. Harding, and W. Colquhoun, Moose Jaw, returned re-

#### THE HON. GEORGE E. FOSTER SPEAKS OF MARGARINE.

The following letter has been received from the Hon. George E. Foster. The pamphlet referred to is a reprint of the articles on Oleomargarine that appeared in recent issues of CANADIAN GROCER.

Even the guarded opinion expressed in this letter is of interest considering the importance of the subject under discussion.

Dear Sir,—

I beg to acknowledge the receipt of yours of the 6th enclosing copy of pamphlet containing an article on margarine which I shall take occasion to study and have no doubt it will be helpful to me.

There are decidedly two sides to this question and it is somewhat difficult to determine what is best to be done in the permanent interests of the dairy production of the country. The demand for margarine is insistent at the present time because of the conditions of the war, which of course are not permanent, although it may be some little time before things return to a normal condition.

The Government is now considering the matter and I am obliged to you for giving me the information in the concrete form that you have.

Yours sincerely,

GEORGE E. FOSTER.

cently from attending a meeting in Minneapolis.

Hewitt & Black's new department store at Manyberries, Alta., has commenced business under the management of Mr. Smiley.

The A. Macdonald Company held a convention of some of their men from the branch offices last week, commencing on Monday.

Alex. Chalmers, Regina manager of W. L. MacKenzie & Co., manufacturers' agents, Winnipeg, was a visitor at headquarters last week.

J. M. McLeod, manager of the grocery department of the Hudson's Bay

Co., Vernon, B.C., made a business trip to Vancouver recently.

Two train loads of passengers, including many commercial travelers, were snowed-up on the C.N.R., in Saskatchewan for nearly a week.

The Regina branch of the Donald H. Bain Co. has been moved into larger premises, made necessary by expansion of their business there.

George Carter and J. E. Davies, of the Robin Hood Flour Mills, Moose Jaw, were guests at the Royal Alexandria Hotel, Winnipeg, last week.

The MacLean Grocery Co., Regina, have moved into their new premises on Dewdney avenue, which are not far from those they formerly occupied.

The William Davies Co., Winnipeg, have started curing bacon at their Winnipeg plant. This has been made necessary by the expansion to their business.

There was a small fire at the plant of the William Davies Co., Ltd., Winnipeg, last week, which delayed them for a day. The damage amounted to about \$500.

A. O. Bentley, Watrous, Sask., has sold out his stock in trade in connection with his business of groceries and meats to Nemetz Bros., who took possession on Feb. 1.

The Star City and District Co-operative Association, Star City, Sask., held their annual meeting on Jan. 27. It was announced that John Pearse, manager, had resigned, and that William Groat had taken his place.

The Good Company, Lethbridge, Alta., whose store was recently burned, have leased the store previously occupied by Piche and Miron, near the Hudson's Bay Co.'s store, and will do business there until their store is rebuilt.

Plans are being made for the erection of an abattoir at the Union Stock Yards, Winnipeg, the Swift Company having bought a large tract of land for that purpose. The plant will be built in units, the first to cost about a million dollars, the ultimate cost to be about three millions.

W. J. M. Sandels, one of the best known commercial travelers in the West, who was for some time connected with the Hudson's Bay Company in Victoria, B.C., and was responsible for the organization there of the Kelly, Douglas Company, died suddenly at Prince Rupert on the eve of his departure for Victoria.

The wholesale section of the Lethbridge Board of Trade met on Wednesday, Feb. 7, and discussed the possibility of retailers getting down to a cash basis. Among those present were: J. Horne, chairman; F. E. Spooner, A. M. Marshall, G. B. MacKay, G. Savage, G. Stacey, A. Jack, also R. T. Brymner, vice-president, and J. R. Oliver, secretary of the Board.

# WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

## THE MARKETS AT A GLANCE

**T**EA S continue to be a strong feature in grocery markets. Further advances were recorded during the week which were as much as 8c per pound on certain grades. Stocks of teas are light and there is small chance of replenishing them through the London tea auctions as supplies reaching that market from India and Ceylon are very light.

Sugar has also developed strength on the receipt of news that a revolution is in progress in Cuba. In the New York sugar market raw sugars at the time of writing had advanced 1/4c and two of the refiners there had increased their price for granulated to that extent. Strikers are still in progress at the New York sugar refineries and this has no doubt helped to put a firmness in the sugar market. In Canada prices of sugar have advanced 15c per hundred. There have been heavy bookings by wholesalers.

Flour held steady during the week, with the demand improving somewhat. Cooked and prepared meats are all in firm market with advances registered. Live hogs were higher in price. There is a firmer undertone in butter, and eggs have worked toward higher levels again. Cheese is also up in price. Baking powders, gelatine, finnan haddie, sisal clothes lines and lamp wick have all been moved upward. Tapioca is in firm market and higher prices are strongly probable in the face of the upward tendency of importers' quotations. One brand of package cereals were reduced during the week. This instance, along with an easier tone in compound lard, are the only declines that were registered during the week. Onions and potatoes are commanding still higher prices. The first shipment of marmalade oranges is expected to reach the market next week. Business has been fairly good during the week. The shortage of cars, railway embargoes, accentuated at its worst time by heavy snowfalls and cold snaps, is dominating all other considerations affecting markets in Quebec this week. Many country points around Montreal are almost entirely cut-off from supplies of flour in carload lots. An advance of 25c per case has been made in the price of some lines of canned milk.

## QUEBEC MARKETS

**M**ONTREAL, Feb. 14.—Dominating all other considerations affecting markets this week in Montreal is the unprecedented difficulty occasioned by the car shortage and railway embargoes. Accentuated at its worst time of year by weather troubles, heavy snowfalls, and cold snaps throughout the Province of Quebec, and East and West as well, the familiar congestion of terminals and sidings in February is absolutely breaking all records for trouble. As one leading wholesaler remarked: "It is as hard for us now to get supplies from Ontario as it used to be for us to get imports from England when navigation was open and war troubles set in." Many minor firmnesses of market tone and some important advances are noted. Canned milk is again up, due to cost of containers, and cost of feeds for the cows, too, no doubt. Vege-

tables, especially potatoes, are advanced considerably. Tapioca is higher, and may go higher still. Generally jams are advanced by about 5 per cent. on all well known lines, Canadian as well as imported jams. A curious drop in the market price of cod liver oil is noted by one large firm of jobbers. This product from Nova Scotia seems to have experienced a temporary scarcity, which is now relieved, and the price is down \$1.50 a gallon to \$4 and \$4.25 per gallon.

### Sugar Crop Reports Show Slow Production

**Montreal**  
SUGAR.—The sugar market of New York took a holiday to celebrate the birthday of Lincoln in customary style, but news on the resumption of business shows that there is a firmer tendency in sugar. This was noted in the "paper" market, but justified by the facts in

Cuba, where the centrals operating, though more numerous than they were this time last year, are not overtaking the shortage of output as compared with this time last year.

### SUGAR ADVANCES 15c

Owing to the excitable market as a result of the revolution in Cuba all Canadian sugars have advanced 15c per hundred pounds. Cable advices from New York stated that the sellers of Cuban raws had withdrawn from the market. Refined sugar in that market advanced 25c on Tuesday and again 25c on Wednesday. Raw sugars advanced 3/8c per pound. There has been heavy buying on the part of Toronto wholesalers.

Atlantic, St. Lawrence and Canada Sugar Companies, extra granulated sugars	100 lbs.	7 30
Acadia Sugar Refinery, extra granulated		7 20
Wallaceburg sugar		7 20
Special icing, barrels		7 30
Yellow, No. 1		6 90
Powdered, barrels		7 40
Paris lumps, barrels		7 90
Crystal diamonds, barrels		7 90
Assorted tea cubes, boxes		7 90
For 50-lb. and 25-lb. bags add 10c per 100 lbs.; for 20-lb. bags add 15c per 100 lbs.; for 10-lb. bags add 20c per 100 lbs.; for 5-lb. cartons add 25c per 100 lbs. and for 2-lb. cartons add 30c per 100 lbs. Granulated and yellow sugar may be had in barrels at 5c over above prices. Fancy sugars make a corresponding increase when put up in small packages.		

### Canned Milk

#### Again Advances

CANNED GOODS.—Once again the rather dull condition as regards canned goods at present is disturbed by a determined advance in canned milk—the Borden and Eagle brands of canned milk and condensed milk. These, as will be remembered, experienced an advance only recently, going up 15c per case for evaporated milk and 50c a case for condensed milk on January 9. The present advance is effective February 10, and is a 25c advance per case. Eagle brand is now \$8 a case, and other Borden brands to correspond. As regards other lines of canned goods, the market is dull but steadily firm, and with a very marked outlook for firmness as spring advances a little further.

Salmon Sockeye—		
1 lb. talls, cases 4 doz., per doz.	3 00	
1/2 flats, cases 8 doz., per doz.	2 00	
Chums, 1-lb. talls	1 20	1 45
Pinks, 1-lb. talls	1 45	1 75
Cohoos, 1-lb. talls	2 50	
Red Springs, 1-lb. talls	2 90	
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25	
Canned Vegetables—		
Tomatoes, 2 1/2s	1 90	2 15
Peas, standards	1 35	1 50
Corn, 2s, doz.	1 50	1 80
Corn (on cob gallon, cans), doz.	2 65	
Red raspberries, 2s	2 45	
Red cherries, 2s	2 45	
Strawberries, 2s	2 50	
Pumpkins, 2 1/2s	1 60	1 70
Pumpkins, 3s	1 75	
Apples (gallon)	3 75	4 00



## Still Firmness In Dried Fruits

**Montreal**  
**DRIED FRUITS.**—There is no very brisk awakening yet in regard to the market for dried fruits, and everything points to great firmness of market for all lines. California raisin-growers have been moving in the Eastern markets arranging for the sale of new crop goods, which are still far from harvest, and the arguments adduced in favor of the United States product in this line are many. Certainly the outlook for supplies from European sources grows no more reassuring during the submarine campaign. The firmness in dried apples maintains most markedly, and the shortage of last season's supplies is noticed, even though demand has been quite perceptibly smaller for dried fruits owing to high prices.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 25-lb. boxes	.....	0 12
Apples, choice winter, 50-lb. boxes	.....	0 12
Apricots (old crop)	.....	0 18
Slabs	.....	0 19
Choice, 25's, faced, new crop	.....	0 22
Nectarines, choice	.....	0 11½
Peaches, choice	.....	0 12
Pears, choice	.....	0 15
DRIED FRUITS.		
<b>Candied Peels—</b>		
Citron	.....	0 27
Lemon	.....	0 24
Orange	.....	0 25
<b>Currants—</b>		
Filiatras, fine, loose, new	.....	0 18
Filiatras, packages, new	.....	0 21
(In the present condition of market currant prices are considered merely nominal.)		
<b>Dates—</b>		
Dromedary, package stock, old, 1-lb. pkg.	.....	0 12
Faris, choicest	.....	0 12½
Hallowe (loose)	.....	0 12½
Excelsior	.....	0 10
Anchor	.....	0 09
<b>Figs—</b>		
8 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 12
6 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 11½
1 lb. glove boxes, each	.....	0 12
Cal. bricks, 16 oz.	.....	0 09½
Cal. bricks, 16 oz.	.....	0 10
Cal. layers	.....	0 10
Cal. fancy, table, 10 lbs.	.....	1 60
<b>Figs—</b>		
Spanish (new), mats, per mat.	.....	2 40
<b>Prunes, California New Crop—</b>		
30 to 40, in 25-lb. boxes, faced	.....	0 13
40 to 50, in 25-lb. boxes, faced	.....	0 12
50 to 70, in 25-lb. boxes, faced	.....	0 11
70 to 80, in 25-lb. boxes, faced	.....	0 10½
80 to 100, in 25-lb. boxes, faced	.....	0 10
<b>Raisins—</b>		
Malaga, table box of 22 lbs., 3-crown cluster, \$2.80; 4-crown cluster	.....	3 75
Muscateis (loose), 2 crown	.....	0 10½
Muscateis, loose, 3-crown, lb.	.....	0 12½
Muscateis, 4-crown, lb.	.....	0 13
Cal. seedless, 16 oz.	.....	0 12½
Fancy seedless, 16 oz. pkgs.	.....	0 11½
Choice seedless, 16 oz. pkgs.	.....	0 10½
Valencias, selected	.....	0 11½
Valencias, 4-crown layers	.....	0 12
Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.		

## Montreal Cane Syrups Steady

**Montreal**  
**MOLASSES AND SYRUPS.**—While new crop molasses is coming into Montreal and being sold at prices as quoted below, the railway situation is seriously affecting importation, and with supplies as low as they are at present, the scarcity of molasses keeps the market very firm indeed. Corn and cane syrups maintain their price standards of last week, Montreal cane syrups not having so far been affected by the advance in

prices of a Western brand. Maple syrup stocks are low now towards the time of new crop.

	Prices for	
	Fancy, Island of Montreal.	Choice.
<b>Barbadoes Molasses—</b>		
Punchons	0 65	0 80
Barrels	0 65	0 83
Half barrels	0 70	0 85
For outside territories prices range about 3c lower. Carload lots of 20 punchons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.		
<b>Corn Syrups—</b>		
Perfect seal jars, 3 lbs., 1 doz. in case, case	3 25	
2 lb. tins, 2 doz. in case, case	3 25	
5 lb. tins, 1 doz. in case, case	3 65	
10 lb. tins, ½ doz. in case, case	3 55	
20 lb. tins, ¼ doz. in case, case	3 50	
Barrels, about 700 lbs.	0 04½	
Half barrels, about 350 lbs.	0 04½	
Quarter barrels, about 175 lbs.	0 05	
2 gallon wooden pails, 25 lbs. each, per pail	1 70	
3 gallon wooden pails, 39¼ lbs. each, per pail	2 40	
5 gallon wooden pails, 65 lbs. each, per pail	3 70	
<b>Lily White—</b>		
2 lb. tins, 2 doz. in case, per case	3 75	
5 lb. tins, 1 doz. in case, per case	4 15	
10 lb. tins, ½ doz. in case, per case	4 05	
20 lb. tins, ¼ doz. in case, per case	4 00	

## Transportation Troubles Nuts

**Montreal**  
**NUTS.**—Railway transportation difficulties have been playing serious pranks with the sources of supply for imported nuts, and stocks in Montreal for the replenishment of wholesalers' supplies are themselves finding difficulty of replenishment. That is to say, supplies of various lines of nuts expected into Montreal by rail are held up indefinitely on the other side of the border, and this condition is in itself adding to the firmness of an already very firm market for nuts generally. Prices, however, remain as quoted last week, but there may be shortages causing advances at any time until railway and marine transportation conditions improve.

Almonds (Tara), per lb.	0 21	0 22
Almonds (shelled)	0 39	0 40
Brazil nuts (1916 crop), per lb.	0 22	0 23
Filberts (Sicily), per lb.	0 18½	0 19
Hickory nuts (large and small), per lb.	0 09	0 09
Peanuts (coon), per lb.	0 09	0 10
Peanuts (Jumbo), per lb.	0 10	0 13
Pecans (New Jumbo), per lb.	0 21	0 21
Pecans, New Orleans, No. 2	0 21	0 24
Pecans, "paper shell," extra large Jumbo	0 40	0 40
Pecans (shelled)	0 70	0 75
Walnuts (Greenoble)	0 18½	0 19
Walnuts (shelled)	0 45	0 46

## Canadian Beans A Shade Easier

**Montreal**  
**BEANS.**—Some more Canadian 3-lb. pickers found their way to market this week and were priced at rather easier figures than those quoted last week, enabling them to be sold to retailers at \$7 per bushel, though hand-picked are still at \$7.50 per bushel. It is expected that March may see more Canadian bean supplies on the market, but for the present prices are particularly firm, and supplies hard to secure. Lima beans are in firm market also, and imported beans from India and other foreign lands are affected by the scarcity of cargo space, which means firm markets for beans generally.

Beans—	
Canadian 3-lb. pickers, per bushel	7 50
Canadian hand-picked	7 50
Canadian 5-lb. pickers	6 50
Yellow Eyes	6 50

Lima, per lb.	0 10
Pear, white soup, per bushel	3 75
Pear, split, new crop, per bag 98 lbs.	6 75
Barley (pot), per bag 98 lbs.	5 00
Barley, pearl, per bag 98 lbs.	6 25

## Rice is Steady Tapioca Advances

**Montreal**  
**RICE AND TAPIOCA.**—Tapioca has advanced in price this week, and is now being quoted at 11c to 12c for both seed and pearl grades. Flake tapioca is fairly plentiful; pearl tapioca is said to be very scarce, and likely to go higher in price, according to some market opinions based on information from New York as regards importations and importing conditions. Rice conditions and prices are similar to those described last week; the market firm, due to cost of containers, but no advance yet as far as prices to the retailer are concerned.

Rangoon rice, per 100 lbs.	4 30
"Texas" Carolina, per 100 lbs.	7 00
Real Carolina, per 100 lbs.	7 50
Patna (fancy)	7 60
Patna (good)	4 50
Siam, No. 2	4 50
Siam (fancy)	5 75
Tapioca, per lb.	9 10

## Cocoa Finds Better Demand, Due to Cold

**Montreal**  
**COCOA.**—The market for cocoa continues steady with no price changes to record, and rather better demand noticed owing to cold weather. Merchants say that this season of the year is about the best for cocoa sales, and that until the spring is well advanced there will probably be good business for retailers handling the various popular lines of cocoa both in bulk and in the can. Imported cocoas are subject to the difficulties of marine transport but supplies are still good on this side of the Atlantic.

Cocoa—	
1 lb. tins, per doz.	4 60
½ lb. tins, per doz.	2 40
¼ lb. tins, per doz.	1 35
"10-cent" tins, per doz.	0 90

## Coffee Still in A Quiet Market

**Montreal—**  
**COFFEE.**—While ocean risks were advanced again and these affected primary market supplies of coffee, prices for the present week remain as quoted last week, and the market in spite of the turbulence of many markets due to new war risks for the United States which have an effect on Canada, is still reported rather dull. Large coffee stocks in the hands of the great holders of this commodity prevent fluctuations of price at present, but there is a firm tendency always present which might in time develop into higher prices for coffee.

Coffee, Roasted—	
Bogotas, lb.	0 28
Jamaica, lb.	0 25
Java, lb.	0 30
Maraibo, lb.	0 23
Mexican, lb.	0 28
Mocha, lb.	0 34
Rio, lb.	0 19½
Santos, Bourbon, lb.	0 24
Santos, lb.	0 25

**Teas and Package  
Teas Advanced**

**Montreal**

TEA.—Very marked firmness is the rule now in the tea market. The principal package tea merchants are responding to the condition. The Salada Tea Co. last week advanced prices 4c lb. to the trade and 5c lb. to the consumer. The cheapest tea quoted in London, England, at present, is priced at what would be 36 cents per pound on the Canadian basis, and no guarantee of delivery can be given at that. Retailers who have not laid in stocks of teas are having rather anxious times of it at present for prices are certainly on the rise, and several leading wholesalers of Montreal have expressed the belief that if the war continues for another year tea will be found at unprecedented prices. Ship shortage is one great reason for the firmness of the market. Black teas are especially affected. Tea cargoes are on the way, and tea consignments are on rail too, but there is great uncertainty as regards deliveries, and it is a case of first come first served now as regards supplies to the retailer. Prices average higher now by from three to five cents a pound.

Pekoe Souchongs, per lb.	0 32	0 32
Pekoes, per lb.	0 32	0 35
Orange Pekoes	0 34	0 39

**Spice Market May  
Firm Up Faster**

**Montreal**

SPICES.—While spice prices for the present week in Montreal remain steady at the firm levels of last week, New York and primary market conditions as affected by the marine transportation difficulties are pointing to tremendous risks ahead as regards shortage. One very strong warning is sounded as regards possible shortages of pepper should the United States enter the war, and it is even predicted that pepper prices may be definitely higher next week (that is to wholesalers buying stocks for grinding purposes). This suggestion particularly applies to black peppers spot stocks of which are small. Red peppers are firm also. Cloves have also gone firmer to the wholesaler, nutmegs similarly, and gingers are in strong demand. All the seeds are still very firm.

	5 and 10-lb. boxes	¼-lb. pkgs. dozen	¼-lb. tins lbs.
Allspice	0 15	0 19	0 23
Casia	0 25	0 27	0 37
Cayenne pepper	0 28	0 35	0 35
Cloves	0 30-0 32	0 40	0 39
Cream tartar—45 to 50c.			
Ginger (pure)	0 20		
Ginger, Cochin	0 25		0 31
Ginger, Jamaica	0 28	1 15	0 28
Mace	0 40		1 00
Nutmegs	0 40-0 60	0 45	0 81
Peppers, black	0 30	0 35-0 35	0 40
Peppers, white	0 37	1 17-1 22	0 39
Pastry spice	0 22	0 25-1 20	0 29

Pickling spice	0 20-0 23	
Turmeric	0 21-0 23	
Lower prices for pails, boxes or balters when delivery can be secured.		
Cardamom seed, per lb., bulk	2 00	2 50
Carraway, Dutch (nominal)		0 60
Cinnamon, China, lb.	0 18	0 25
Mustard seed, bulk		0 25
Celery seed, bulk	0 36	0 46
Shredded cocoanut, in pails	0 21	0 23
Cinnamon, per lb., 35c.		
Pimento, whole		12-15

**Florida Frost May  
Advance Vegetables**

**Montreal**

FRUIT AND VEGETABLES.—Once again potatoes have advanced in price, and the prospects are for still firmer markets. No less than \$3.00 to \$3.25 a bag were the prices quoted for "spuds" this week. There is a great shortage evident. Red onions were also scarce this week and went to \$3.50 a bag. While onions appeared on the market selling at \$6.00 per 100 lbs. These are American onions. Parsley is firmer, having gone up to \$1.25 per dozen bunches. There is further firmness also

**TRY YOUR HAND AT  
ANSWERING THIS**

A correspondent, P. W. Hache, of Portneuf Station, Quebec, propounds the following question. Work it out for yourselves and let us have the answers.

"A certain department store in Quebec advertised lately and offered to give any five articles for the price of four, except on certain articles where only twenty per cent. reduction was offered, plainly stating the exception. Can any reader find how much he would economize on fifteen articles bought five for the price of four, or vice versa?"

in Leeks which are now quoting at 25 cents per bunch straight, and Florida grown beans are much higher in price, having gone to \$9.00 a basket for both wax and green. Spinach is also firm at \$7.00 a barrel. The effect of the recent frost in Florida is bound to be felt soon in the shape of even further high prices, according to market opinion. Oranges are likely to go up in price on this account, the new Florida tomatoes which arrived last week are quoted at \$5.00 per crate for "Fancy" and \$4.00 for "Choice." New local grown rhubarb is on the market quoting at \$1.50 a dozen. California celery is reported scarce and Boston lettuce is up 25 cents to \$2.00 doz. Florida eggplant at \$3.00 doz. is one of the lines likely to be affected by the frost. Apples keep unsatisfactory in quality and are in weak demand.

Bananas (fancy large), bunch	2 75	3 00
Oranges, Navels, per box	1 00	3 00
Oranges (Eureka)	3 00	3 25
Oranges (Calif.)	3 50	3 50
Lemons	2 50	3 50

Apples—	No. 1	No. 2
Wealthy Apples	4 50	3 50
McIntosh Red, per bbl.	8 50	
Fameuse, per bbl.	7 00	
Spies	9 00	6 00
Baldwins	5 50	5 00
Kings	5 50	5 00
Wagners	6 00	5 50
Russets	7 00	5 50

Brussels Sprouts (quarts)	0 15	0 25
Cauliflower, per doz. bunches		3 00
Celery (California) crate		9 00
Onions, red, per bag (75 lbs.)		3 50
Onions, Spanish, per crate		7 00
Onions, Spanish, ¼ crate		2 50
White onions, per bag (100 lbs.)		6 00
Potatoes, per bag (80 lbs.)		3 25
Carrots, per bag		1 00
Beets, per bag		1 25
Parsnips		1 25
Lettuce, Curly, per doz.		0 75
Lettuce, Romaine, doz.		1 00
Lettuce (Boston), per box of 2 doz.		2 00
Tomatoes, hothouse, lb.		0 25
Tomatoes (Florida), per crate	4 00	5 00
Horse Radish, per lb.		0 25
Cabbage (barrel)		4 50
Cranberries (Cape Cod), barrel		13 00
Beans, U.S. wax, basket		9 00
Beans, U.S. green, basket		9 00
Leeks, per doz. bunches		3 00
Parsley, doz.		1 25
Mint, doz.		0 50
Watercress, doz.		0 50
Rhubarb, per doz.		1 50
Eggplant, per doz.		3 00

**Lenten Fish Supply  
Shows Some Shortage**

**Montreal**

FISH.—Continued cold weather has stimulated the frozen fish business to such an extent that there are possibilities that some few lines may run short before very long. Of these most notable will be halibut and all kinds of lake fish. This has been one of the worst seasons experienced for quite a number of years, the difficulty being entirely due to weather conditions which have been of the worst. It is said that there are lots of fish on the producing grounds but the catches cannot be secured or delivered to the shipping points on account of severe and stormy weather. The sales of pickled fish have been neglected up to now, but a great turn-over will, take place between now and the opening of Lent. February 21 is the opening day of the Lenten season, and as the season draws near no doubt active business will set in now and for some time. Supplies of fresh fish from the East are very small and there is no indication that conditions will improve for some time yet, which means high prices for fresh haddock, cod-fish and their by-products haddies, fillets, and so forth. Trade in bulk and shell oysters is very quiet at present. Supplies have been pretty nearly entirely cut out due to a cold wave which has frozen up nearly every river producing oysters. It is expected, however that regular business will be resumed shortly.

SMOKED FISH		
Haddies	0 12	0 13
Haddies, fillet	0 15	0 18
Dieby herring, per bundle of 5 boxes		1 00
Smoked boneless herring, 10-lb. box		1 40
SALTED AND PICKLED FISH		
Herring (Labrador), per lb.		9 00
Salmon (Labrador), per bbl.		20 00
Salmon (B. C. Red)		16 00
Sea Trout, red and pale per bbl.		15 00
Muskeel, No. 1, per bbl.		21 00
Codfish (Skinless), (100-lb. box)		9 50
Codfish (Rondelet), Flocks "Vory" Brand per lb.		4 10
Codfish, Shredded, 12 lb. box		1 50

SHRIMPS, LOBSTERS		
Lobsters, medium and large, lb.	0 50	
Prawns, Imperial gal.	3 00	
Shrimps, Imperial gal.	2 50	
Scallops	3 00	
FRESH FROZEN SEA FISH.		
Halibut	18	-20
Haddock, fancy, express, lb.		.09
Mackerel (med.), each		.20
Mackerel (large), each		.25
Cod, steak, fancy, express, lb.		.10
Salmon, Western	16	-18
Salmon, Gaspe	18	-20
FRESH FROZEN LAKE FISH.		
Pike, lb.	0 09	0 10
Perch	0 10	0 11
Whitefish, lb.	0 12	0 13

Lake trout	0 14	0 15
Eels, lb.		0 10
Dore	0 12	0 13
Smelts, No. 1		0 15
Smelts, No. 1 large		0 20
Oysters—		
Selected, gal.		2 00
Ordinary, gal.		1 50
Malpeque oysters (choice) per bbl.		13 00
Malpeque Shell Oysters (ordinary), bbl.		10 00
Cape Cod shell oysters, per bbl.		12 00
Cleams (med.) per bbl.		8 00
FRESH FISH.		
Haddock	0 09	0 10
Steak Cod	0 10	0 12
Market Cod		0 08½
Carp	0 10	0 11

## ONTARIO MARKETS

TORONTO, Feb. 15.—The outstanding item of interest in the grocery trade during the week continued to be in tea. Prices advanced all the way from 2c to 8c per pound for some grades. Other brands of package teas were also advanced during the week and tea men assert their strong belief that the top limit in teas has not yet been reached. In vegetables onions and potatoes were in active market with very light supplies. The Lenten season begins next week and fish dealers have provided for the occasion with fairly good supplies of fish. Marmalade oranges are due to arrive in the market next week. Fruit shipments have been hampered by the extremely cold weather. Meat products are all firm, an advance being registered in most lines of 1c per pound. Live hogs advanced 75c per hundred during the week. Compound lard was in temporary weakness owing to the fear that export would be shut off through the operation of the submarine policy. There was a firmer undertone in the butter market and eggs went to higher levels. Some Western eggs are affording a measure of relief in the face of the cleaning up of the storage supplies. Business has been fairly good during the week.

### Revolution in Cuba Sends Sugars Up 15c.

Toronto  
**SUGAR.**—With a revolution in progress in Cuba, considerable strength has developed at the time of writing in the refined sugar market. The immediate effect of this outbreak was to send the price of raw sugars up ¼c per pound on Tuesday. Two of the New York refiners also increased the price of their granulated sugar ¼c per pound. With the New York refiners, however, there have been labor troubles and this may have operated to some extent to cause the increased price. Locally the market became somewhat excited and orders were immediately placed by some of the wholesalers with the Canadian refiners. There were rumors in sugar circles during the week to the effect that the British Government contemplated placing an embargo on the im-

portation of sugars into the United Kingdom. As to whether there is any basis for this rumor remains to be seen. Production on the Island of Cuba up to February 5 had surpassed that of last year judging from the number of centrals that were then grinding, the number at the above date being 176 as against 174 at the same date last year. If the revolution is not nipped in the bud there is every possibility that production will be greatly curtailed.

The total stocks of raws at Atlantic ports amounted to 134,230 tons as compared with 85,882 tons last year. The big factor in the market at the present time is the circumstance that there is a disturbance afoot in the great producing centre. Last minute advices stated that all Canadian refined sugars have advanced 15c per hundred. Following are the Toronto prices:—

	100 lbs.
Atlantic, St. Lawrence and Canada Sugar Companies, extra granulated sugars	7 53
Acadia Sugar Refinery, extra granulated	7 43
Dominion Sugar Refinery, extra granulated	7 43
Yellow, No. 1	7 14
Special icing barrel	7 73
Powdered, barrels	7 63
Paris lumps, barrels	8 13
Assorted tea cubes, boxes	8 13
In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 15c per 100 lbs.; 20c per 100 lbs. in 10-lb. gunnies, and 25c per 100 lbs. in 5-lb. cartons, and 30c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. Second grade granulated is sold by Atlantic and St. Lawrence at 10c under extra granulated. Dark yellow is sold 20c below No. 1 yellow.	

### Baking Powders Register Advances

BAKING POWDER, GELATINE, FINNAN HADDIE, CLOTHES LINES.—There have been advances in a number of lines of baking powder during the week. In the "1900" and "Kitchen Queen" for the 1-lb. tins there has been an advance of 30c per dozen, the new selling price to the retail trade being \$1.65 as compared with \$1.35 formerly. On the 12-oz. size of Kitchen Queen the price has been increased from \$1.15 to \$1.35 a dozen, a gain of 20c. Prices on Magic baking powder have been withdrawn and this is taken as a precursor of higher prices. White sheet gelatine has advanced approximately 15 per cent. during the week. The size that formerly sold for 80c is now quot-

ed at 90c. Canadian brand of finnan haddie have advanced from \$5.50 to \$6 per dozen tins. Sisal clothes lines have increased 20 per cent. Lamp wick is another of the lines that has been increased during the week. In the grade that formerly sold for 70c the price is now \$1 per roll, while the size that was formerly 90c the new price is \$1.20.

### Molasses Consumed As Fast as it Arrives

Toronto  
**MOLASSES AND SYRUPS.**—There is a good demand for molasses both in tins and in bulk, state local importers. Shipments have been delayed owing to freight situation and as soon as they arrive there is a ready call for the goods to meet the demand. New Orleans molasses has advanced 1c per gallon in the primary market during the week. Cane syrups and corn syrups held steady in price during the week with a fair demand.

Corn Syrups—	
Barrels, per lb.	0 04½
Cases, 2-lb. tins, 2 doz. in case	3 25
Cases, 5-lb. tins, 1 doz. in case	3 65
Half barrels, ¼c over bbls.; ¼ bbls., ¼c over bbls.	
Cane Syrups—	
Barrels, lb., 5¼c; ¼ bbls.	0 09½
Cases, 2 lb. tins, 2 doz. in case	4 00
Molasses—	
Fancy Barbadoes, gal.	0 75
West India, half barrels, gal.	0 42
West India, 10-gal. kegs	0 50
West India, 2-lb. tins, 36 in case	3 50

### Wholesalers Canvassed For Fall Salmon Orders

Toronto  
**CANNED GOODS.**—Representatives of coast packers were making a preliminary survey among the wholesale trade during the week to ascertain the probable quantities that would be required. This is the year of the big run of salmon in Western waters and dealers have high hopes that there will be a good pack. Every fourth year there is an extra heavy run of salmon in western waters. Some American canned salmon reached the local market during the week. Salmon is becoming scarce and it is anticipated present stocks will be cleaned out ere July comes round, which is earlier than usual. Prices for canned goods held steady during the week.

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

Salmon Sockeye—		
1 lb. talls, cases 4 doz., per doz.	3 00	3 25
¼ flats, cases 8 doz., per doz.		2 00
Alaska reds, 1-lb. talls	2 75	2 90
Alaska pinks, 1-lb. talls	2 40	
Chums, 1-lb. talls	1 20	1 45
Pinks, 1-lb. talls	1 75	1 90
Cohoos, ½-lb. tins	0 85	1 00
Cohoos, 1-lb. talls	2 40	2 50
Red Springs, 1-lb. talls	2 35	2 75
Canned Vegetables—		
Tomatoes, 2½s	2 25	2 40
Peas, standard		1 35
Peas, early June		1 45
Beans, golden wax, doz.		1 35
Asparagus tips, doz.	2 75	3 00
Corn, 7s, doz.	1 20	1 00
Pumpkins, 2½s	1 75	2 10
Red raspberries, 2s		2 65
Red cherries, 2s		2 45
Strawberries, 2s		2 50
Pineapple, Hawaiian, 2s, doz.	2 35	2 75
Do., 1s, doz.		1 45

### Prunes Going Into Consumption Freely

Toronto

**DRIED FRUITS.**—With the exception of prunes there has been little activity in dried fruits during the week. Prunes, however, have been moving into consumptive channels freely. People are apparently turning their attention more to the buying of canned goods and jams in place of dried fruits. Evaporated apples inclined to higher levels during the week and were quoted at 12c to 12½c in some quarters. Prices on candied peels have not yet been named either by the American or English manufacturers.

Apples, evaporated, per lb. ....	0 12	0 12½
Apricots, choice, 25's, faced .....	0 19½	0 23
<b>Candied Peels—</b>		
Lemon .....	0 23	0 24
Orange .....	0 23	0 25
Citron .....	0 26	0 30
<b>Currants—</b>		
Filiatras, per lb. ....	0 20	0 22
Patras, per lb. ....	0 21	0 23
Vostizas, choice .....	0 23	0 24
Cleaned, ¼ cent more.		
Australians, lb. ....		0 22
<b>Dates—</b>		
Excelsior, packages, 3 doz. in case... 3 10		3 25
Dromedary dates, 3 doz. in case....	3 85	4 00
Hallowee, per lb. ....	0 11	0 12
<b>Figs—</b>		
Taps, lb. ....	0 06½	0 07
Malagas, lb. ....		0 10
<b>Prunes—</b>		
30-40s, per lb., 25s, faced .....	0 13	0 13½
40-50s, per lb., 25's, faced .....	0 12½	...
50-60s, per lb., 25's, faced .....	0 12	...
60-70s, per lb., 25's, faced .....	0 11½	...
70-80s, per lb., 2s, faced .....	0 09½	0 11
80-90s, per lb., 25's, faced .....	0 11	...
<b>Peaches—</b>		
Choice, 50-lb. boxes .....	0 11	0 12
Std's., 50-lb. boxes .....	0 10½	0 11½
Fancy, 25 lbs., faced .....	0 13	0 14
<b>Raisins—</b>		
California bleached, lb. ....	0 14½	0 15
Valencia, Cal. ....	0 10½	0 11
Valencia, Spanish .....	0 10½	0 12
Seeded, fancy, 1-lb. packets .....	0 12	0 13
Seedless, 12-oz. packets .....	0 12	0 13½
Seedless, 16-oz. packets .....	0 14½	0 16

### Importers Seek to Bring Tea by Pacific

Toronto

**TEAS.**—There have been still higher prices for teas during the week and the market continued an excitable one. The advance on bulk teas during the week has been from 2c to 8c per pound. There is comparatively little tea on hand either in importers or wholesalers hands. Teas are not arriving in London and it is difficult to get quotations from that source. Some of the importers have consequently cabled orders to Colombo for shipment of teas by way of Hong Kong and the Pacific Ocean. This would take three to four weeks longer to bring by this route but it is considered a possible means of relief. At the best it would take teas in the neighborhood of thirteen to fourteen weeks to come by way of the Pacific. The cheapest tea obtainable is 35c per pound for Pekoe Sous. In package teas there was a continued firmness and other concerns followed upward in price with the lead taken by one company last week. Ridgeways teas were advanced 2c per pound to the retail trade. Red Rose tea has advanced 4c per pound in Ontario to the retail trade and

5c per pound to the consumer. Lip-ton's teas have not yet advanced but it is expected they will record an advance in the near future. Indian and Ceylon teas in the London market were quoted 1c per pound higher this week.

	Per lb.	
Pekoe Souchongs .....	0 35	0 37
Pekoes .....	0 36	0 40
Orange Pekoes .....	0 37	0 40
Broken Pekoes .....	0 37	0 40
Broken Orange Pekoes .....	0 40	0 45

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

### High Price of Teas May Stimulate Coffee

Toronto

**COFFEE.**—There is opinion expressed on the part of importers that the high prices for teas may send a greater demand to coffee, which is comparatively cheap at present. Demand for coffee has been good, the volume of business being reported ahead this year as compared with the same period last year. Embargoes on railways are affecting deliveries but stocks are fairly heavy locally which will take care of requirements for some time. In the United States the stocks of coffee are also fairly heavy, being 340,000 bags in excess of this same time last year. There is a total visible stock in that country of 1,863,479 bags. In Brazil there are 3,294,000 bags at the ports of Santos and Rio which is in the neighborhood of 400,000 bags greater than at this time last year. Local prices held steady during the week.

Bogotas, lb. ....	0 28	0 30
Maracaibo, lb. ....	0 25	0 28
Mexican, lb. ....	0 27	0 31
Jamaica, lb. ....	0 26	0 27
Mocha, Arabian, lb. ....	0 35	0 40
Itio, lb. ....	0 20	0 21
Santos, Bourbon, lb. ....	0 25	0 28
Chicoory, lb. ....	0 14	0 17

### Prices in Spices Are Stimulated by Submarines

Toronto

**SPICES.**—In the primary markets at New York there has been an active market for spices to take care of the actual needs of manufacturers. This activity has been caused partly through the submarine menace which has renewed interest in these commodities since there was some danger of supplies being reduced through their ravages. Locally demand for spices has been excellent. There is a firmness in the market but dealers are conservative about advancing prices lest the demand should suddenly be cut off. Ginger continues in scarce market. Prices held steady during the week.

	Per lb.	
Allspice .....	0 16	0 18
Cassia .....	0 25	0 35
Cinnamon .....	0 40	0 50
Cayenne .....	0 30	0 35
Cloves .....	0 30	0 35
Ginger .....	0 25	0 30
Mace .....	0 90	1 25
Pastry .....	0 25	0 30
Pickling spice .....	0 22	0 25
Peppers, white .....	0 38	0 42
Peppers, black .....	0 28	0 35

Nutmegs, selects, whole, 100's.....	0 40
Do., 60's .....	0 45
Do., 64's .....	0 60
Mustard seed, whole .....	0 25
Celery seed, whole .....	0 35
Coriander, whole .....	0 25
Caraway seed, whole .....	0 55
<b>Cream of Tartar—</b>	
French, pure .....	0 48
American high test .....	0 53

### Peanuts Advance ½c In Primary Markets

Toronto

**NUTS.**—There has been an advance of ½c per pound in peanuts in the primary market in Virginia and this has accordingly put a firmness in the local market. There has been a little more activity in nuts during the week on account of the submarine menace which apparently has had the effect of stimulating trade in nearly all lines that come by ocean transit. Some firms report they have been cleaned out of shelled walnuts within recent days. Shelled nuts are moving freely. This class of goods is becoming very scarce in Europe owing to the lack of labor there. Shelled California walnuts have been finding ready sale, the price for the various grades being quoted from 26c to 33c per pound.

<b>In the Shell—</b>		
Almonds, Tarragonas, lb. ....	0 20	0 21
Walnuts, Marbots .....	0 16½	0 17½
Walnuts, Bordeaux .....	0 18	0 19
Grenobles, lb. ....	0 18	0 19
Filberts, lb. ....	0 18	0 20
Pecans, lb. ....	0 17	0 19
Peanuts, lb. ....	0 12	0 14
Brazil nuts, lb. ....	0 20	0 22
Cocoanuts, per sack 100 .....		5 75
<b>Shelled—</b>		
Almonds, lb. ....	0 42	0 48
Walnuts, lb. ....	0 48	0 50
Walnuts, California .....	0 26	0 33
Brazil nuts, lb. ....		0 70
Pecans, lb. ....		0 85

### Tapioca Importers Advanced Price 1c

Toronto

**RICE AND TAPIOCA.**—There is a firmness in the market for tapioca which has made itself evident by the advance of 1c per pound on the part of importers to the wholesale trade. While some quotations in tapioca were as low as 10c on the other hand there were firm quotations at 11c. It is anticipated there will be a movement upward quite generally by wholesalers. The cost of Penang tapioca coming by way of New York at the present quotations there would bring the cost to 13c per pound to lay down in this market. As yet there has been none brought over this route at these higher prices. Cables to Singapore from importers in this city to ascertain stocks and quotations have remained unanswered for over a week. Stocks on spot are light. There has been a good demand for rice during the week. One wholesale firm was cleaned out of available supplies although they have other stocks due to arrive. Rice prices remained unchanged.

Rangoon R., per 100 lbs. ....	4 50	4 75
Peking rice, 100 lbs. ....	5 00	5 50
Texas Japan, 100 lbs. ....	6 00	6 50
Carolina rice, 100 lbs. ....	7 00	7 50

Java .....	6 50	7 00
Patna .....	5 00	6 50
Siam, 100 lbs. ....	4 75	6 00
Japans, 100 lbs. ....	6 00	6 50
Tapioca, per lb. ....	0 10	0 11

### Ontario Beans Are Scarce; Prices Higher

**Toronto**  
**BEANS.**—Wholesalers have concerned themselves during the week with picking up odd lots of Ontario beans still available. There is a scarcity of this commodity as the producers have pretty well sold out their stocks. There is a fair demand for limas but prices held steady during the week in the face of the firmer market at primary points in California. Ontarios are quoted from \$7 to \$7.50 per bushel.

Ontario, 1-lb. to 2-lb. pickers, bush.....	7 00	7 50
Rangoon, per bushel .....	5 90	6 00
Japanese, per bushel .....	6 00	6 00
Limas, per pound .....	0 10	0 11

### Another Line of Package Cereals Down

**Toronto**  
**PACKAGES.**—There has been a decline of 50c per case in the Robin Hood rolled oats during the week. The family size of 20 to case has been reduced from \$4.50 per case to \$4. This now makes two of the well-known brands that are selling at \$4. Cornflakes and shredded wheat held steady. Starch was also in steady market. There is a fair demand for package cereals.

Cornflakes, per case .....	2 50	2 95
Rollled oats, round, family size, case.....	4 00	4 00
Rollled oats, round regular 2-lb. size, case	1 35	1 50
Shredded wheat, case .....	4 75	4 85
Shredded wheat, case .....	3 50	3 50
Cornstarch, No. 1, pound cartons .....	0 08 1/2	0 08 1/2
No. 2, pound cartons .....	0 07 1/2	0 07 1/2
Starch, 6-lb. packages, per lb. ....	0 07	0 10
In 1-lb. cartons .....	0 08 1/2	0 08 1/2

### Whitefish, Herring And Pickere! All Up

**Toronto**  
**FISH AND OYSTERS.**—Fish dealers have anticipated a heavy demand for the Lenten season which begins February 24 and have in consequence laid in fairly good supplies of fish. There have been a number of price changes during the week, a number of which were in an upward direction while there was a slightly easier tone in some lines. Haddie fillets are firm and up 1c to 2c per pound. Kippered herring are also quoted up as high as \$2 per box. Labrador herring are quoted 25c to 50c a barrel higher and salt mackerel in kits in some instances is quoted up 35c per kit. Frozen halibut is in good supply and the price is consequently slightly easier than last week, being quoted down to 14c per pound. Steak cod is also quoted down to 10c per pound. Whitefish is 1/2c per pound higher and frozen herring have also increased a like amount. Yellow pickerel has advanced 1/2c and smelts are quoted firmer

SMOKED FISH.		
Ciscoes, per lb. ....	0 14	0 15
Haddies, per lb., new cured .....	0 12 1/2	0 13
Haddies, fillets, per lb. ....	0 17	0 18
Kippered herring, per box .....	1 60	2 00
Ugoy herring, bundle of five boxes.....	1 00	1 25
Smoked boneless herring, 10-lb. box.....	1 60	1 60
PICKLED AND DRIED FISH.		
Labrador herring, keg .....	4 50	5 00
Labrador herring, barrel .....	8 75	9 00
Salt mackerel, kits .....	2 25	2 60
Quail on toast, lb. ....	0 10	0 10

FRESH SEA FISH.		
Crabs, per dozen .....	2 50	2 50
Halibut, frozen .....	0 14	0 15 1/2
Cotoae salmon (red), frozen.....	0 14 1/2	0 15
Qualla salmon (pink), frozen .....	0 10	0 11 1/2
Haduock, fancy, express, lb. ....	0 09	0 09
Steak cod, fancy, express, lb. ....	0 10	0 11

FRESH LAKE FISH.		
Pike, lb. ....	0 08	0 08 1/2
Whitefish, lb., frozen .....	0 12	0 13
Goldeyes, lb. ....	0 07	0 08
Herrings, frozen .....	0 05 1/2	0 06
Tullibees, lb. ....	0 08	0 08
Yellow pickerel .....	0 12	0 13
Smelts, No. 1, lb. ....	0 13	0 14
OYSTERS—		
Standards, gal. ....	2 00	2 30
Selects, gal. ....	2 50	2 65
Shell, per barrel .....	8 80	8 80
SHRIMPS—		
Wine gallon cans .....	1 40	1 40
No. 2 .....	2 70	2 70
No. 3 .....	5 20	5 20

**EVAPORATED MILK.**—A further advance of 30c per case on Eagle brand condensed milk has taken place and 25c per case on all other lines of condensed and evaporated milks of the Borden company with the exception of Baby evaporated which has advanced 10c per case.

### Cold Weather Hinders Movement of Fruits

**Toronto**  
**FRUIT.**—The long stretch of cold weather has been a hindrance to the fruit trade. It has been impossible to move it with any degree of safety either to have deliveries made to wholesalers or to distribute it to the retail trade. For this reason the fruit business has been in a quiescent state during the week. No. 1 Spys were quoted up to \$8 per barrel. Some boxes of British Columbia apples were selling as low as \$2. Florida oranges were quoted at \$4 per case. Cuban grape fruit was quoted as high as \$4 per case while the Porto Rico was quoted up to \$3.50 case. California lemons were quoted from \$3.50 to \$4 per case. Marmalade oranges are in transit and are expected to reach this market next week.

Apples—		
Barrel .....	3 25	7 00
Spys, No. 1 .....	6 00	8 00
Spys, No. 2 .....	5 50	5 50
Boxes, American .....	2 25	2 50
Boxes, B.C. ....	2 00	2 50
Ransnas, bunch .....	1 25	2 00
Cranberries, bbl. ....	10 50	11 00
Do., kegs .....	5 50	5 50
Boxes, 28-qt. ....	3 75	4 00
Oranges—		
Cal. Navels .....	2 75	3 50
Floridas, per case .....	4 00	4 00
Tangerines, Florida, case .....	2 50	2 75
Grapes—		

Spanish Almeria, small bbl., 40 lbs. ....	7 00	8 00
Grapefruit, Florida, case .....	3 75	4 25
Grapefruit, Cuban .....	3 25	4 00
Porto Rican, case .....	3 00	3 50
Lemons, Cal., case .....	3 50	4 00
Messinas, case .....	3 25	3 75
Pineapples, Cuban, case .....	4 00	4 50
Cuban, case .....	4 00	4 50
Rhubarb, doz. bunches .....	1 00	1 25
Strawberries, 1-qt. ....	0 45	0 60

### Potatoes and Onions Climb to Record Levels

**Toronto**  
**VEGETABLES.**—There has been considerable activity in the onion market during the week. British Columbia onions are quoted from \$7.50 to \$8.50 per 100-lb. sack as compared with \$5 last week. Ontario onions are also quoted much higher at \$6 to \$6.50 per 75-lb. sack. Spanish onions are selling at \$6.50 to \$7.50 per 120-lb. crate. There is a scarcity of this class of vegetable in the market at present. Potatoes are pretty much in the same position. Prices in the latter ranged from \$3 to \$3.25 during the week. One large dealer who had thirty-eight cars on order in Saskatchewan is unable to get any supplies so far from this source. Ontario potatoes where they are available are selling at \$2.90 to \$3 per sack. Green string beans in hampers are quoted up to \$8, an advance of \$1.50. Carrots in the bag are also firmer and are quoted up to \$1.75. California celery has advanced 50c per case and Florida half cases are quoted \$1.50 to \$2 higher per case. Lettuce by the pound has increased 3c and is now selling at 20c. Turnips are also firmer, being up as high as 90c per bag with the range down to 75c.

Artichokes, Cal. French, doz. ....	1 00	1 25
Beans, green string, hamper .....	8 00	8 00
Beets, bag .....	2 00	2 00
Brussel sprouts, imported, quart .....	0 15	0 25
Cucumbers, hothouse, doz. ....	2 50	2 75
Cauliflower, Cal. 18 to 24 in box.....	4 00	4 00
Do., half box .....	2 00	2 00
Carrots, bag .....	1 60	1 75
New, hamper .....	1 50	1 50
Celery, California, case .....	8 00	8 50
Florida, half case .....	4 00	4 50
Eggplant, each .....	0 25	0 30
Lettuce, per doz. bunches .....	0 25	0 50
Per pound .....	0 20	0 20
Florida head lettuce, hamper .....	4 00	4 50
Mushrooms, 4 lbs. ....	2 00	2 50
Onions—		
Spanish, crate, 120 lbs. ....	6 50	7 50
Spanish, half cases .....	3 75	3 75
Spanish, small crate .....	2 75	2 75
B.C. onions, 100-lb. sack .....	7 50	8 00
Ontario onions, 75-lb. sack .....	6 00	6 50
Green, per bunch .....	0 75	0 75
Potatoes—		
N. Brunswick Delawares, 90-lb. sacks	3 40	3 25
Sweet Jerseys, hamper .....	2 15	2 50
Parsnips, bag .....	2 00	2 50
Green peppers, doz. ....	0 80	0 80
Tomatoes, Florida, 6-basket carriers.....	5 00	6 00
Watercress, 11-qt. ....	0 25	0 30
Parsley, 11-qt. ....	0 75	0 75
Turnips, yellow .....	0 75	0 80

## MANITOBA MARKETS

**WINNIPEG, Feb. 14.**—There is not the same evidence this week of canned tomatoes being sacrificed, but they are being quoted at \$4, with a big discount. There has been evidence for some time of jobbers holding stocks of canned goods at big prices getting anx-

ious as to what was going to happen. A prominent Winnipeg broker this week states that there is absolutely no ground for apprehension, and that there is no necessity for cutting prices on canned goods.

It has been surprising to find the hog

market holding up, and prices for live hogs have reached almost record heights again. This has no doubt been caused by the extremely cold weather, in which there has been very little let up. This is also responsible for an advance in new laid eggs to 50-55c., and an advance of a cent in fresh made creamery. All Florida fruit and vegetables took a jump this week on account of frost in that State, one of the most important advances being in grapefruit, which advanced a dollar; strawberries went up ten cents per box. The flour market is uncertain, and like wheat, is marking time somewhat until the American situation clears.

### Doubt Regarding Sugar No Predictions Made

**Winnipeg**  
SUGAR.—There is as much doubt regarding sugar as ever, and neither brokers, nor anybody else, are inclined to predict what is going to happen. While the tendency for raws has been down, the shipping crisis makes an advance possible. Refiners advise that Cuba raws sold at a higher figure last week. Sugar was one of the few commodities adversely affected by the critical situation in the States.

	Per cwt. in sacks.
<b>Sugar, Eastern—</b>	
Standard granulated	8 00
Extra ground or icing, boxes	8 85
Extra ground or icing, bbls.	8 65
Powdered, boxes	8 65
Powdered, bbls.	8 45
Hard lump (100-lb. case)	8 95
Montreal yellow, bags	7 60
<b>Sugar, Western Ontario—</b>	
Sacks, per 100 lbs.	8 05
Halves, 90 lbs., per cwt.	8 15
Bales, 90 lbs., per cwt.	8 15
Powdered, 50's	8 70
Powdered, 25's	8 95
Icing, barrels	8 70
Icing, 50's	8 90
Cut loaf, barrels	8 90
Cut loaf, 50's	9 10
Cut loaf, 25's	9 35
<b>Sugar, British Columbia—</b>	
Extra granulated sugar	8 00
Bar sugar, bbls.	8 05
Bar sugar, boxes, 25's	8 45
Icing sugar, bbls.	8 15
Icing sugar, boxes, 50's	8 35
H. P. lumps, 60-lb. cases	8 85
H. P. lumps, 25-lb. boxes	9 10
Yellow, in bags	7 55

SYRUP.—Most of local jobbers have made contracts in the south for molasses at the old prices, and it is hardly likely there will be an advance for some time unless on account of increased transportation charges. Brokers predict higher prices on Barbadoes on account of difficulty getting tonnage. Advances recently went into effect of 50c. per case on Ginger bread and Domoleo molasses. There is no change in corn or cane syrup this week.

**Winnipeg**

**B. C. Cane Syrup—**

2-lb. tins, 2 doz. to case, per case	4 10
5-lb. tins, 1 doz. to case, per case	4 70
10-lb. tins, 1/2 doz. to case, per case	4 40
20-lb. tins, 3 tins to case, per case	4 25

(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, 1/2 bbls., per gal.	0 70
New Orleans, 1/2 bbls., gal.	0 46

### Apricots Hard to Get Prunes to Sell Higher

**Winnipeg**  
DRIED FRUITS.—Retailers may expect

firm prices on prunes. Brokers advise that stocks in California are approximately 9,000 tons, against sales last year from Feb. 1 to new crop of about 20,000 tons. The raisin market is steady, and stocks in Winnipeg are good. Apricots are hard to get, and some jobbers' stocks are inclined to be short. Currants are moving very slowly owing to the high prices being asked.

<b>Dried Fruits—</b>		
Apples, evap., new, 50-lb. boxes, lb.	0 11 1/2	0 12 3/4
<b>Apricots—</b>		
Choice, 25's	0 19	0 20
Choice, 10's	0 19 1/2	0 20 1/2
<b>Pears—</b>		
Choice, 25's	0 12 1/2	
<b>Peaches—</b>		
Choice, 25-lb. boxes	0 10	
Choice, 10-lb. boxes	0 10 1/2	
<b>Currants—</b>		
Fresh cleaned, Australian, lb.	0 19	
Amalias, Greek, wet cleaned	0 18	
<b>Figs—</b>		
Cooking Figs	0 07 1/2	
<b>Dates—</b>		
Halloweys, new, bulk, lb.	0 12	
Paris, box, new, 12 lbs.	2 00	
<b>Raisins, California—</b>		
16 oz. fancy, seeded	0 11 1/2	
16 oz. choice, seeded	0 11	
12 oz. fancy, seeded	0 09 1/2	
12 oz. choice, seeded	0 08 1/2	
<b>Raisins, Muscatels—</b>		
3 crown, loose, 25's	0 10	
3 crown, loose, 50's	0 10 1/2	
<b>Raisins, Cal. Valencias—</b>		
3 crown, loose, 25's	0 09	
3 crown, loose, 50's	0 08 1/2	
<b>Figs, cooking, lb.</b>	0 09	
<b>Prunes—</b>		
90 to 100, 25's	0 09	
40 to 50, 25's	0 11 1/2	
<b>Peels—</b>		
Orange, lb.	0 22	
Lemon, lb.	0 21	
Citron, lb.	0 25	

### Barley Hard to Get Jobbers Sell Beans East

**Winnipeg—**  
DRIED VEGETABLES. — Barley is very hard to get now, and millers state that it is very hard to get good barley for milling purposes. There has been a big demand considering the high price, but the season will be well over in thirty days. Most cereals have been firm, although, with keen competition in the rolled oats market, prices are easier, several firms doing business at 2.80 for 80's. Jobbers report very few beans selling, and there are cases of jobbers with good stocks selling them to brokers, who have disposed of them in the East where the demand is better than here.

<b>Beans—</b>		
Japanese, white beans, bushel	5 30	5 75
Manchurian, bushel	5 25	5 50
<b>California Lima Beans—</b>		
80-lb. sacks	0 09 1/2	0 09 1/2
<b>Barley—</b>		
Pot. per sack, 98 lbs.	4 60	4 70
Pearl, per sack, 98 lbs.	6 60	6 65
<b>Peas—</b>		
Split peas, stk., 98 lbs.	5 60	7 00
Whole peas, bushel	3 60	4 00

### Advance in Coffees May be Expected

COFFEE. — Shipping situation in South America, and higher insurance rates, are sending the market up, and will result in higher prices to the retail trade before very long. Some jobbers have run out of stock, and are paying about a cent more for their new supplies.

### Several Brands of Package Teas Advance

TEAS.—There has been another advance in Blue Ribbon tea, following the

recent advance in Calcutta. Their red label is now bringing 38c. and 39c. An advance has taken place in Salada tea.

### No Ground for Fear For Canned Tomatoes

CANNED GOODS. — The temptation on the part of some jobbers to quote low on canned tomatoes is in evidence, and 3.80 is not being turned down this week. There is a feeling in some quarters that there is no need for disquietude. One broker says: "There would be no weakness if jobbers did not get cold feet. We predict even higher prices for next crop, and those who look for any relief will be mistaken. Prices named in the United States so far for 1917 goods are very high, and big sales have been made."

### Fish Prices High; Poultry Slow

**Winnipeg**  
FISH AND POULTRY.—Fish jobbers complain that fish is becoming increasingly hard to get, and that prices being quoted are high. As regards poultry, there is very little demand for it, and receipts from the country are light.

Oysters, Imperial gallon	3 00
Whitefish	0 10
Salmon, frozen	0 15
Halibut, frozen	0 14
Cod, frozen	0 10
Kippers, boxes	2 00
Bloaters, boxes	2 00
Mackerel, 10-lb. kits	3 80
Finnan haddie, lb.	0 13 1/2
Salt herrings, bbl.	5 80
Salt herrings, 20-lb. pails	1 60
Smelts	0 14
Haddock	0 09
Flounders	0 08
Brook trout	0 30
Smoked filets	0 17
Sea herring	0 07 1/2

### Frost in Florida Sends Many Lines Up

**Winnipeg**  
FRUITS AND VEGETABLES. — Difficulty is still experienced getting carrots and other roots because of the cold weather, which has continued severe for several weeks. Onions are up on account of scarcity, and are bringing \$4.50 per cwt. Trouble is experienced with Florida products on account of frost in that State. Florida strawberries have advanced from 60c to 70c per box. Florida head lettuce is practically unobtainable; California is bringing \$1.75 per doz. Another line from Florida is grapefruit, which has advanced from \$4.50 to \$5.50. Cranberries are getting fewer, and are selling at the same figure—\$11.00 per bbl.

Brussels sprouts, lb.	0 25
Manitoba potatoes, 10-bushel lots	1 20
Manitoba potatoes, carlots, bush., f.o.b.	
<b>Winnipeg</b>	
Celery, Cal., doz.	1 00
Carrots, bushel	1 50
Turnips, bushel	0 50
Onions, per cwt.	4 50
Cabbage, per cwt.	4 10
Cauliflower, Cal., case	5 00
Head lettuce, Cal., doz.	1 75
Head lettuce, Florida, hamper 3 doz.	5 50
Imported mushrooms	0 90
Sweet potatoes, hamper	5 00
Tomatoes, Florida, basket	1 50
<b>Fruits—</b>	
Oranges, navel, case	3 00
Oranges, Florida, box	3 00

(Continued on page 46.)

# WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

## Alberta Markets

FROM EDMONTON, BY WIRE.

Edmonton, Alta., Feb. 13.—Lard has increased 1c per pound, now making the base price \$13.50 per case. Condensed and evaporated milk have been advanced 25c per case. The sugar market is steady. Broom market is strong, and with the reported shortage of broom corn an advance is anticipated in the near future. Dried fruits are steady, with coast packers of prunes reported to be holding out for higher prices. Supplies of apricots are nearly exhausted. New-laid eggs are now selling at 60c per dozen, while storage are quoted at 50c per dozen. Dairy butter is quoted at 32c per pound, and No. 2 dairy butter at 30c.

EDMONTON:

Beans, small white Japan, lb.	0 10	0 11
Flour, No. 1 patents, 98s, barrel	9 20	9 20
Molasses, extra fancy, gal.	0 77½	0 77½
Rolled oats, 80s, basis	3 40	3 40
Rice, Siam, lb.	0 04½	0 04½
Sago and Tapioca, lb.	0 00	0 10
Sugar, pure cane, granulated, cwt.	8 45	8 45
Cheese, No. 1, Ontario, large	0 26	0 26
Butter, dairy	0 32	0 32
Butter, No. 2 dairy, lb.	0 30	0 30
Lard, pure, 3s, per case	13 50	13 50
Bacon, smoked backs, lb.	0 26½	0 26½
Bacon, smoked sides, lb.	0 26½	0 26½
Eggs, new laid, doz.	0 60	0 60
Eggs, storage, extras	0 50	0 50
Tomatoes, 3s, standard case	4 50	4 50
Corn, 2s, standard case	3 20	3 20
Peas, 2s, standard case	2 90	2 90
Apples, gals., Ontario, case	2 50	2 50
Strawberries, 2s, Ontario, case	5 50	5 50
Raspberries, 2s, Ontario, case	5 50	5 50
Peaches, 2s, Ontario, case	4 15	4 15
Salmon, finest sockeye, tall, case	13 50	13 50
Salmon, pink, tall, case	5 00	5 00

## Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Feb. 13.—Evaporated and condensed milks have advanced 25c per case. Hog products are in an advancing market. Bacon sides and backs are now quoted at 27c. Cigars have advanced from \$3 to \$5 per thousand. Paper bags and twine show slight advances. Flour held in a steady market with a firmness in sugar. Sago and tapioca are in firm market, with advances probable in the near future. Shelled almonds are quoted down 2c per pound from a week ago. Manchurian shelled walnuts for arrival in two weeks are being quoted at 40c per pound for halves and 31c per pound for broken. Peanuts are quoted at 12c per pound. All California dried fruits are firm. Some package teas which had not ad-

vanced followed upward 5c per pound to-day.

CALGARY:

Beans, small white Japan, lb.	0 08½	3 10
Flour, No. 1 patents, 98s, per bbl.	9 20	9 20
Molasses, extra fancy, gal.	0 77	0 77
Rolled oats, 80s	3 20	3 20
Rice, Siam, cwt.	4 75	4 75
Sago and Tapioca, lb.	0 09	0 09
Sugar, pure cane, granulated, cwt.	8 45	8 45
Cheese, No. 1 Ontario, large	0 27	0 27
Butter, creamery, lb.	0 44	0 44
Lard, pure, 3s, per case	13 50	13 50
Bacon, smoked backs, lb.	0 27	0 27
Bacon, smoked sides, lb.	0 27	0 27
Eggs, new-laid, doz.	0 45	0 45
Eggs, storage, case	11 00	12 00
Tomatoes, 2¼s, standard case	4 50	4 75
Corn, 3s, standard case	3 50	3 90
Peas, 2s, standard case	2 95	2 95
Apples, gals., Ontario, case	2 50	2 50
Strawberries, 2s, Ontario, case	5 25	5 25
Raspberries, 2s, Ontario, case	5 25	5 25
Peaches, 2s, Ontario, case	4 20	4 20
Salmon, finest sockeye, tall, case	12 00	12 00
Salmon, pink, tall a.c.e.	5 00	5 50

## New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Feb. 13.—Although the records of past thirty years show highest previous price of potatoes to be \$4 per barrel, they are now firm at \$5, with a strongly upward tendency. This situation is expected to continue for at least another month, when milder weather will drive out any hoarded stock, which may be sufficient to depress the market, although this cannot be counted on definitely. The market is practically bare of onions, and the few that are being offered readily command \$7 to \$7.50 per 100-lb. bag. Cheese is firmer at 26c to 26½c per pound. Eggs, both new-laid and case, are scarce, but prices remain stationary. Breakfast bacon is now quoted 27c to 28c. Yellow-eyed beans are easier at \$6.85 to \$6.90. American clear pork, with an advance of \$4 during the past month, is now quoted at \$43 to \$44. Lemons are scarce and higher in price, Messinas being quoted at \$4.50 to \$5 per case, and Californias at \$5.50. Grapefruit is also firmer at \$4.50 per box. Jobbers are beginning the distribution of seed to rural dealers, and are thus taking advantage of the good winter roads. Demand for seed is good, with timothy lower than last year. No. 1 timothy is quoted at \$9.25 to \$10 per hundred pounds; No. 2 at \$7.35 to \$8. Red clover seed—No. 1 is quoted at \$26 to \$27 per hundred pounds, and No. 2 at \$25 to \$26. Mammoth No. 1 is quoted at \$28 to \$29, and No. 2 at \$26 to \$27. Alsike No. 1 is quoted at \$24 to \$25, and No. 2 at \$20 to \$21. Demand is more for better grades than formerly.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Manitoba	10 50	10 50
Ontario	9 55	9 55
Cornmeal, gran., bbls.	7 50	7 50
Cornmeal, ordinary, bags	5 75	5 75
Flour, buckwheat, 100-lb. bag	6 00	6 00
Molasses, extra fancy, gal.	0 60	0 61
Rolled oats, bbl.	8 50	8 50
Beans, white, bush.	7 00	7 00
Beans, yellow-eyed	6 85	6 90
Rice, Siam, cwt.	6 00	6 25
Sago and Tapioca, lb.	0 11	0 12
Sugar—		
Standard granulated, cwt.	7 45	7 50
United Empire	7 35	7 40
Bright yellow	7 25	7 30
No. 1 yellow	7 05	7 10
Paris lumps	8 50	8 75
Cheese, N.B., twins	0 45	0 50
Eggs, new laid	0 39	0 42
Eggs, case	0 25	0 26
Roll bacon	0 27	0 28
Breakfast bacon	0 38	0 41
Butter, dairy, per lb.	0 22	0 22½
Lard, pure, lb.	0 17½	0 18
Lard, compound	43 00	44 00
American clear pork	2 80	3 50
Beef, corned, 1s	4 70	4 70
Tomatoes, 3s, standard case	3 80	3 80
Corn, 2s, standard case	2 60	2 60
Peas, 2s, standard case	3 10	3 25
Apples, gals., N.B., doz.	5 80	5 80
Strawberries, 2s, Ontario, case	4 00	4 00
Raspberries, 2s, Ontario, case	10 50	10 50
Peaches, 2s, Ontario, case	6 00	6 75
Salmon, pink, tall, case	9 00	9 00
Salmon, Cohoes, case	4 75	5 00
Salmon, Chums	4 00	4 00
Sardines, domestic, case	0 43	0 45
Cream tartar	0 21	0 21
Currants, lb.	0 11½	0 12
Raisins, choice, lb.	0 15	0 15
Raisins, fancy, lb.	0 12	0 12
Raisins, seedless, lb.	0 10	0 10
Prunes, 90-100, lb.	0 25	0 26
Candied peel, citron	0 21	0 22
Candied peel, orange and lemon	0 11½	0 12
Evaporated apples, lb.	4 50	4 80
Evaporated apricots, lb.	4 50	4 80
Pork and beans, case	2 00	5 50
Fresh Fruits and Vegetables—		
Apples, bbl.	4 50	5 00
Lemons, Messina, box	3 25	4 00
Lemons, Cal., box	6 00	7 00
Oranges, Cal., box	4 50	5 00
Grapes, Malaga, keg	7 00	7 50
Grapefruit, per case		
Potatoes, bbl.		
Onions, per 100-lb. bag		

## Saskatchewan Markets

FROM REGINA, BY WIRE

Regina, Feb. 13.—The business outlook here is brighter, dealers reporting trade picking up in rural communities and city business better. Staples remain firm for the most part. In canned goods, peas and peaches are slightly lower, peaches being quoted at \$3.75 and peas at \$2.60 per case. St. Charles and other brands of condensed milk have advanced 25c per case. Rogers syrups have also advanced 25c per case. Teas have been marked up 1c per pound. Brooms have taken a big jump upward, advancing from 50c to \$1 per dozen. Evaporated apples show an advance of 1c per pound, and are quoted at 11½c. Figs and dates are about off the market, and shelled walnuts are scarce.

REGINA—

Beans, small white Japan, bush.	5 75
Flour, No. 1 patents, 98s, per lb.	9 30
Molasses, extra fancy, gal.	0 71
Rolled oats, bbls.	3 60

(Continued on page 46.)

# FLOUR AND CEREALS

## Flour And Feed Market Hampered

Montreal

**FLOUR AND FEEDS.**—While the outlook as regards the wheat and flour market is not exactly pessimistic, and the note of hopefulness for improved conditions is continually present in all opinions voiced, there can be no denying the fact that the railway transportation trouble in the shape of congestion and embargoes, due to congestion, is causing the gravest concern at present. Many country points around Montreal are as totally cut off from supplies of flour in car load lots as if Montreal were without railway communication at all. Strictest possible embargoes prevail, making it impossible to ship supplies by any railway route, even the device of sending cars by way of certain junctions having been frustrated. Leading milling people are even fearing that there may soon be serious shortage of flour supplies in certain country places unless matters are speedily remedied. The market continues with prices as prevailed last week, and supplies most carefully conserved by the millers having stocks on hand. It is said that very little wheat remains in Montreal elevators, so that no one is being supplied with sufficient flour to stock up and hold against any possible market advance. Whenever the railway troubles begin to let up a little a big rush is expected for wheat and flour, but at present it looks as if the let up will not be until near the end of February, and meantime the situation is keeping Western mills very idle for the most part. Winter wheat is reported also in dwindling stocks in Ontario, and the snow roads are reported heavy, so that not a great deal of hauling is being done. The market for winter wheat is steady at rather dull tone, with only hand-to-mouth buying recorded. Feeds are absolutely at a premium now, and while mills are quoting the prices given below, supplies are restricted, and anyone wanting a large quantity would have to pay heavily for it if able to secure supplies at all. Some farmers are said to be reducing their live stock rather than buy feeds even to carry them over till grass grows.

	Car lots	Small lots
Manitoba Wheat Flour—		
First patents	9 60	9 90
Second patents	9 10	9 90
Strong bakers	8 90	8 50
Winter Wheat Flour—		
Fancy patents	9 25	9 90

90 per cent., in wood	8 50	8 75
90 per cent., in bags	4 00	4 15
Bran, per ton	33 00	35 00
Shorts	36 00	38 00
Special middlings	40 00	41 00
Feed flour	49 00	50 00
Feed oats, per bushel	.....	0 74

## Cereals in Very Good Market Demand

Montreal

**CEREALS.**—There is brisk demand, and great firmness of market tone for cereals this week, the effect of the railway difficulties being felt to a serious extent also as regards shipments, though supplies in sufficient quantity for immediately visible needs exist in Montreal, and some firms are fortunately situated in this respect. Still stocks are only replenished sparingly, and with the future uncertain holders of cereal supplies for sale in quantity are not inclined to unload rapidly. Surprise was expressed when news of the sale of 1,000 bags of rolled oats at \$3—a price well under the market even at the time—was reported on Saturday, and the market has since firmed up to \$3.25 and \$3.35 per 90-lb. bag. Rye flour has been held up by railway embargoes to such an extent that small quantities have even been brought into Montreal by express.

Barley, pearl, 96 lbs.	6 25	6 50
Barley, pot, 96 lbs.	.....	6 75
Buckwheat grits, 96 lbs.	.....	4 50
Corn flour, 96 lbs.	.....	3 30
Commeal, yellow, 96 lbs.	.....	3 40
Graham flour, 96 lbs.	.....	3 40
Hominy, granulated, 96 lbs.	4 50	4 75
Hominy, pearl, 96 lbs.	4 50	4 75
Oatmeal, standard, 96 lbs.	.....	4 25
Oatmeal, granulated, 96 lbs.	.....	4 25
Peas, Canadian, boiling, bush.	.....	3 75
Rolled oats, 90-lb. bags	3 25	3 50
Rolled wheat, 100-lb. bbls.	.....	6 50
Rye flour, 96 lbs.	.....	4 00
Whole wheat flour, 96 lbs.	.....	4 55
Wheatlets, 96 lbs.	.....	4 80

## Railway Embargo Affects Mill Activity

**Freight Shipments Closed Up Tight—Some of Mills Have Seized Opportunity to Close Down and Make Repairs**

Toronto

**FLOUR.**—The situation in flour is becoming more acute through the inability of the mills to make deliveries. There are practically no shipments coming from the West owing to the embargoes on the railways, and in Ontario points there is a condition that practically amounts to an embargo on nearly all points. One large concern with a mill at Goderich have been unable to make shipments, and have consequently closed down their

mill and have seized the opportunity to make some repairs. There is scarcely any feed coming from the Western mills. Flour held steady in price during the week as a result of the comparative steadiness in wheat. On Tuesday of last week the cash wheat at Winnipeg closed at \$1.68, and on Tuesday of the present week it closed at \$1.68<sup>3</sup>/<sub>8</sub>, which represents a net gain of <sup>3</sup>/<sub>8</sub>¢ during the week. During that time, however, it went as low as \$1.65 on three days of last week. On Monday it reached high point for the week at \$1.70<sup>3</sup>/<sub>8</sub>. In some quarters there is a slightly better demand noted, but the demand is of a hand-to-mouth nature. Ontario winter wheat flour held steady in a dull market, demand being rather light.

	Car lots per bbl.	Small lots per bbl.
Manitoba Wheat Flour—		
First patents	9 50	9 70
Second patents	9 00	9 20
Strong bakers	8 90	9 00
Ontario Winter Wheat Flour—		
High patents	8 60	8 80
Second patents	8 20	8 40

## Easier Prices For Rolled Oats During Week

Toronto

**CEREALS.**—Prices for rolled oats were slightly easier during the week. Demand for this commodity has been good; with the easier tone, buyers took hold and transactions were fairly heavy. In some of the package oats there was a decline of 50¢ per case during the week.

Barley, pearl, 96 lbs.	6 50	7 00
Barley, pot, 96 lbs.	4 85	5 25
Beans, prime	6 75	7 25
Buckwheat grits, 96 lbs.	.....	6 75
Corn flour, 96 lbs.	.....	3 50
Commeal, yellow, 96 lbs.	.....	3 20
Graham flour, 96 lbs.	.....	4 50
Hominy, granulated, 96 lbs.	.....	3 50
Hominy, pearl, 96 lbs.	.....	3 25
Oatmeal, standard, 96 lbs.	3 85	4 50
Peas, Canadian, boiling, bush.	3 25	.....
Rolled oats, 90-lb. bags	3 50	3 65
Rolled wheat, 100-lb. bbls.	4 75	5 25
Rye flour, 96 lbs.	4 75	5 50
Whole wheat flour, 96 lbs.	4 50	4 60
Wheatlets, 96 lbs.	4 75	5 00

## Poor Shipments Are Cutting Feed Supplies

Toronto

**FEEDS.**—There is a still further curtailment of the available supplies of feeds through the railway situation. The large milling concerns are finding it impossible to get sufficient stocks to the East to anywhere near meet the demand. During the week the freight situation took on a more acute state, and millers were unable to get a pound of their commodities accepted by the railways for shipment. Some of the millers have



been forced to close down in consequence. The sale of feeds is still being limited to mixed cars, where a certain proportion of flour is also taken with the order. Prices held steady during the week.

	Mixed lots	Small lots
Mill Feeds—		
Bran	33 00	35 00
Shorts	38 00	40 00
Feed flour	50 00	62 00
Ontario oats, outside points	0 63	0 65

**Feed Situation Acute;  
Rolled Oats \$2.80-\$3.00**

**Winnipeg**  
**FLOURS AND CEREALS.**—Early this week, first patents were bringing \$9.00. The wheat market has been very narrow, with very little actual trading. It would seem that the market is simply marking time to see what effect American situation will have on war conditions. Recently the market went down when negotiations were broken off between U.S. and Germany, whereas most people thought the effect would be the opposite. Domestic flour business continues very quiet, largely owing to the railway situation, which is getting daily worse. Millers are finding difficulty securing railway equipment for moving their products. Rolled oats bring from \$2.80 to \$3.00, with considerable demand. The tendency of oats is up, and this will no doubt have an eventual bearing on the manufactured product. Feeds are still firm, bringing \$28 for bran and \$30 for shorts. Eastern buyers are clamouring for delivery of feeds, and are actually paying premiums to secure it. All the mills here have considerable stock, but are making no endeavor to sell locally, as it is all required in the East as soon as they can get cars to move it.

<b>Flour—</b>		
Best patents	.....	9 00
Bakers	.....	8 50
Cleas	.....	8 10
XXXX	.....	6 90
<b>Cereals—</b>		
Rolled oats, 80 lbs.	.....	2 80 3 00
Rolled oats, pkgs., family size	.....	4 10
Cormeal, 98's	.....	3 00
Oatmeal, 98's	.....	4 00
<b>Feeds—</b>		
Bran, per ton	.....	28 00
Shorts, ton	.....	30 00
Middlings, ton	.....	30 00
Mixed chop, ton	.....	42 00

**WEEKLY MARKET REPORTS**

(Continued from page 44.)

Rice, Siam, cwt.	.....	4 35
Sago and tapioca, lb.	.....	0 68 1/2
Sugar, pure cane, granulated, cwt.	.....	8 14
Cheese, No. 1, Ontario, large	.....	0 27
Butter, creamery, lb.	.....	0 42
Lard, pure, 5s, per case	.....	12 75
Bacon, smoked slices, lb.	.....	0 30
Bacon, smoked backs, lb.	.....	0 25
Eggs, new-laid	.....	0 50
Eggs, storage, No. 2	.....	0 40
Tomatoes, 2s, standard, case	.....	4 35
Corn, 2s, standard, case	.....	3 65
Peas, 2s, standard, case	.....	2 60
Apples, gala, Ontario	.....	2 10
Strawberries, 2s, Ontario, case	.....	5 00
Raspberries, 2s, Ontario, case	.....	5 00
Peaches, 2s, Ontario, case	.....	3 75
Salmon, finest sockeye, tall, case	.....	12 00
Salmon, pink, tall, case	.....	8 60
Pork, American clear, per bbl.	.....	40 75
Bacon, breakfast	.....	0 70
Bacon, roll	.....	0 25
Eggs, new-laid	.....	0 50
Eggs, storage	.....	0 40

**ACCOUNTING FOR RETAIL MERCHANTS**

(Continued from page 30.)

answer is: Open a separate bank account, in another bank from where you do business, or in a trust company, and make the building revenue deposits to that account. As soon as the amounts are rung up in the register, make a Paid Out to Savings, and put the money aside in the drawer until banking time. The bookkeeping looks like this:—

Debit.		Sunds.
Savings (say) ....		\$120.00
Credit	Cash	
Cash, Savings ....	\$120.00	

And thus you start the MOST VITALLY IMPORTANT account ever opened by any business man; and your ability to wipe out that mortgage and then go on making REAL MONEY depends on your inflexibility in keeping that account alive. For—let this sink in now and here—no merchant ever yet made any REAL MONEY until he began to take MONEY out of his business regularly and put it into something else. That is a lesson every successful merchant learns as a condition necessarily precedent to success.

Do you begin to see where you can read results from the entries you make daily? Every time you journalize—more particularly, every time you post your ledger—these figures will take on new meaning. Soon a mere glance at them will reveal to you what your business is doing and serve to suggest ways and means for improving its performance.

QUESTIONS, Gentlemen?

**RETAIL MERCHANTS' ASSOCIATION**

(Continued from page 34.)

and T. J. Maher. It was noted at this meeting that there were 23 merchants eligible for membership in this and all had become members.

The following officers were elected: President, Thomas Nairn; vice-president, H. C. Bake; secretary, Albert W. Webb; treasurer, A. E. Luxford.

**Officers of Toronto Branch Elected**

At the meeting of the grocers section of the Toronto branch held in the Association rooms Feb. 12th, the officers for the year were elected as follows: Chairman, F. C. Higgins; 1st vice, R. Dowson; 2nd vice, W. J. Parks; secretary, W. J. Nicholl; treasurer, D. McLean.

The report of the Excursion committee showed a profit of \$350 from that undertaking. The question of orders taken by manufacturers at the Exhibition to be executed by the retail grocer was considered. The matter was finally left till a later meeting so that the mem-

bers could arrive at some suggestion that might give uniformity to this business. Consider Question of Embargo on Fruit

W. J. Nicholl addressed the meeting on the subject. "How I saved 100 dollars by being a member of the Association. Mr. Miller outlined some of the legislation being proposed by the Association. Among other matters Mr. Miller brought to the attention of the Association the proposal of the Niagara District Fruit Growers to send a deputation to Ottawa to petition the government to place an embargo on American fruit and vegetables coming into Canada during the four months of the Canadian fruit season. As this matter was of such importance to the trade it was decided to call a special meeting on the 26th of the month to consider the question fully.

Mr. Miller stated that he had arranged to have bulletins sent out to all members with regard to all adulterations of goods as shown by the investigations of the Inland revenue department. As the fine for such infringements was \$50.00 and costs Mr. Miller thought that such information might be of great value to the members.

**WEEKLY GROCERY MARKET REPORTS**

(Continued from page 43.)

Oranges, bitter, Palermos, case 300.....	7 00
Oranges, bitter, Japanese, case 60 lbs.....	3 50
Lemons .....	5 00
Grape fruit .....	4 50 5 50
Malaga grapes, kegs .....	8 00 10 00
Ontario Greenings .....	5 50
Ontario apples, No. 2 .....	5 50 6 00
Ontario apples, No. 3 .....	4 50
Jonathans, Washington, box .....	1 75 2 25
Wine Saps, box .....	2 00 2 25
Rome Beauties, box .....	2 00
B.C. McIntosh Reds, No. 1 .....	2 25
Cranberries, bbis. ....	11 00
Pears, Winter Nellis, box .....	4 00
Pears, D'Anjou, box .....	4 50
Strawberries, box .....	0 70
Bananas, lb. ....	0 65 1/2

**BRITISH COLUMBIA MARKETS**

Vancouver, B.C., Feb. 14—In wholesale circles one of the principal topics is unprecedented high price of vegetables, never so high in the history of the city. Potatoes \$50 ton; onions \$140; cabbage \$160; carrots, turnips, etc., \$1.50 to \$1.75 sack. This is due to heavy exportation. Much interest is being taken in a report from Ottawa that action is to be taken against British Columbia Sugar Refining Co., and several wholesalers for conspiracy to keep up price of sugar.

They make a vigorous denial of the charge. There is a famine in dry beans, and they are much sought for. Flour prices remain firm. Talk of general use price spices, but not eventuated yet.

There is a movement on foot by British Columbia Consumers' League to induce people to use British Columbia canned goods, especially tomatoes, in preference to Eastern.

# PRODUCE AND PROVISIONS

## Higher Prices For Hogs and Products

**Montreal—**  
**PROVISIONS.**—The advancing markets in Chicago are having a firming tendency on Canadian markets. Already there are higher prices recorded on several lines of pork products, and it looks as if prices may go even higher still. Lard continues scarce, and is in very firm market. Owing to the high prices for lard there is a better demand for shortening. The supply of hogs is very scanty. Live hogs are quoted at \$15.50 to \$15.75 per hundred pounds, and dressed hogs are quoted at \$21.50 to \$22, showing further advances over last week's prices. Quality is not by any means satisfactory to the abattoirs, but the farmers complain of the high cost of foodstuffs for their stock.

<b>Hams—</b>		
Medium, per lb. ....	0 26	0 26½
Large, per lb. ....	0 24	0 24½
<b>Backs—</b>		
Plain .....	0 26	0 27
Boneless, per lb. ....	0 29	0 30
<b>Bacon—</b>		
Breakfast, per lb. ....	0 29	0 30
Roll, per lb. ....	0 22	0 23
Pickled meats—ie less than smoked.		
<b>Dry Salt Meats—</b>		
Long clear bacon, ton lots .....	0 19	0 20
Long clear bacon, small lots .....	0 19½	0 20½
Fat backs, lb. ....	0 15	0 19
<b>Cooked Meats—</b>		
Hams, boiled, per lb. ....	0 38	0 39
Hams, roast, per lb. ....	0 37	0 38
Shoulders, boiled, per lb. ....	0 31½	0 32½
Shoulders, roast, per lb. ....	0 32	0 32½
<b>Lard, Pure—</b>		
Tierces, 400 lbs., per lb. ....	0 21¼	0 21½
Tubs, 60 lbs. ....	0 21¼	0 22
Falls .....	0 22	0 22¼
Bricks, 1 lb., per lb. ....	0 23	0 23½
<b>Lard, Compound—</b>		
Tierces, 400 lbs., per lb. ....	0 17	0 17½
Tubs, 60 lbs. ....	0 17¼	0 17½
Falls, 20 lbs., per lb. ....	0 18¼	0 18½
Bricks, 1 lb., per lb. ....	0 18¼	0 18½

## Supplies of Live and Dressed Poultry Small

**Montreal—**  
**POULTRY.**—There is very little live poultry or fresh killed poultry either, coming into the markets of Montreal at present. The stocks of storage poultry held in Montreal are rather less now than was the case for the corresponding period of last year, according to the views of men in touch with the storage stocks. Dealers report a very good demand for poultry, prices having been fairly low as compared with some other foodstuffs recently. No price changes are reported this week.

<b>Poultry (dressed)—</b>		
Chickens, milk-fed, crate, fattened, lb. ....	0 25	0 30
Old roosters .....	0 20	0 20
Roasting chickens .....	0 25	0 27
Young ducks .....	0 25	0 25
Turkeys (old toms, dressed, lb.) .....	0 31	0 31
Turkeys (young) .....	0 33	0 33

## Egg Prices Firmer; Western Eggs Arrive

**Montreal—**  
**EGGS.**—Storage eggs are very, very scarce at present in Montreal. Fortunately a few cars have been shipped in from Vancouver, Calgary, Edmonton, and Winnipeg. Dealers report the quality of these Western eggs to be very good indeed, and these are filling the trade requirements for the time being fairly well. It is also reported that there are a few cars of Chinese eggs on the way to Montreal. Receipts of new laid are increasing, but the demand continues very good indeed. No new laid are being purchased now from Chicago as the market there is too high when you take into account the express charges on the shipments, and duty. Egg receipts in Montreal for the week ending Feb. 10, were 4,290 cases, as compared with only 2,687 cases for the corresponding period last year. Prices show a slight advance this week.

<b>Eggs—</b>		
New laid .....	0 55	0 60
Selects .....	0 47	0 47
No. 1 .....	0 44	0 44

## Cheese Prices Show Half Cent Advance

**Montreal—**  
**CHEESE.**—The railway transportation troubles are affecting supplies of cheese from the United States for Montreal. Very little cheese is moving in Montreal at present for this reason, but there is some Western cheese quoted at 26½ cents and held at that against export demand. Prices of cheese in Montreal are advanced half a cent per pound this week, due to the rather short supplies and firm market, though arrivals show much better figures for the period ending Feb. 10, than they showed for the corresponding period of last year. The figures are:—1917, 6,132 boxes; 1916, 771 boxes.

<b>Cheese—</b>		
Large, per lb. ....	0 25¼	0 26
New, twins, per lb. ....	0 25	0 26½
Triplets, per lb. ....	0 26½	0 26½
Stillton, per lb. ....	0 28¼	0 28¼
Fancy old cheese, per lb. ....	0 28¼	0 28¼

## Butter in Steady Market: Good Demand

**Montreal—**  
**BUTTER.**—Butter prices show no change for the present week in Montreal, and stocks are still holding up, though dwindling. The market keeps firm and

steady with very good demand experienced all round, but nothing to record of especial note for the week. Receipts of butter in Montreal were 1,617 boxes for the week ending Feb. 19, and these compare favorably with receipts for the corresponding period of last year which were only 503 boxes.

<b>Butter—</b>		
Creamery, prints (storage) .....	0 44½	0 44½
Creamery, prints (fresh made) .....	0 42½	0 42½
Creamery, solids (fresh made) .....	0 42	0 42
Dairy prints, choice, lb. ....	0 40	0 41
Dairy prints, lbs., in tubs .....	0 37	0 39
Bakers .....	0 33	0 34

## Honey in Firmer Market and Scarcer

**Montreal—**  
**HONEY.**—Prices of honey have advanced this week in Montreal owing to the rapid reduction of stocks. Supplies still available in the country are now dwindling low, and demand due to cold weather has been brisk. The present supplies of honey seem likely to hold out fairly well, however, but the price advance will have its effect in conserving stocks the longer.

<b>Honey—</b>		
Buckwheat, 5-10 lb. tins, per lb. ....	0 11¼	0 12
Buckwheat, 60-lb. tins, per lb. ....	0 11	0 11
Clover, 5-10 lb. tins, per lb. ....	0 14	0 14½
Clover, 60-lb. tins .....	0 13¼	0 13¼
Comb, per section .....	0 17	0 18

## Meat Products Up; Hogs 75c. Higher

**Live Hogs Reached Market in Poor Supply, With Fairly Good Demand—Compound Lard Easier by ½c**

**Toronto—**  
**PROVISIONS.**—There was an increase quite generally all along the line in meat products during the week, which amounted to approximately 1c per pound. There has been a good demand for all cooked and cured meats, and the supply of hogs has been comparatively light. During the latter part of the week the live porkers arrived in better numbers. Conditions during the week were sufficient to send the price of live, fed and watered, up 75c per hundred to \$14.75, with the off ears hogs selling at \$15. Dressed hogs are quoted at the same figure as last week, \$20 per hundred. Prices f.o.b. did not increase in proportion with the hogs delivered at the yards, as the freight situation makes the matter of their delivery uncertain. Compound lard gave evidence of a temporary weakness during the week, and a decline of ½c per pound was made effective.

tive in some quarters. This weakness was caused through the submarine menace, with some large American holders of cottonseed oil fearing the export trade might be shut off, and that they might be caught with heavy stocks of oil. It is expected that this phase of the situation will be but temporary.

<b>Hams—</b>		
Medium, per lb.	0 26	0 27
Large, per lb.	0 24	0 24½
<b>Bacon—</b>		
Plain	0 29	0 30
Boneless, per lb.	0 31	0 33
<b>Bacon—</b>		
Breakfast, per lb.	0 27	0 29
Roll, per lb.	0 22	0 22½
Wiltshire bacon, per lb.	0 25½	0 26
<b>Pickled meats—1c less than smoked.</b>		
<b>Dry Salt Meats—</b>		
Long clear bacon, ton lots	0 19	0 19½
Long clear bacon, small lots	0 20	0 20½
Fat backs, lb.	0 21	0 22
<b>Cooked Meats—</b>		
Hams, boiled, per lb.	0 36	0 38
Hams, roast, per lb.	0 36	0 38
Shoulders, boiled, per lb.	0 31	0 32
Shoulders, roast, per lb.	0 31	0 32
<b>Lard—</b>		
Pure tierces, 400 lbs. per lb.	0 21	0 21½
Compound, tierces, 400 lbs. per lb.	0 16½	0 16¾
In 60-lb. tubs, ¼c higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1¼c higher than tierces.		
<b>Hogs—</b>		
Dressed, abattoir killed	20 00	
Live, og cars	15 00	
Live, fed and watered	14 75	
Live, f.o.b.	13 65	

**Better Undertone to Butter Caused by Cold Weather**

**Toronto**  
**BUTTER.**—There was a stronger undertone to butter during the week in consequence of the continued cold weather. Up to the present there has been sufficient butter offered to take care of the needs of the consuming public, but with a continuance of the cold weather a curtailment of the supply could be looked for. The market held steady during the week for the most part, though in some quarters there were firmer quotations.

Creamery prints, fresh made	0 42	0 44
Creamery solids	0 41	0 42
Dairy prints, choice, lb.	0 36	0 38
Dairy prints, lb.	0 34	0 35
Bakers	0 33	0 34

**Eggs Higher Owing To Cold Weather**

**Toronto**  
**EGGS.**—The egg market was an erratic one during the week owing to the continued cold weather, that further curtailed supplies of new-laid. In consequence the new-laid were quoted 2c to 5c per dozen higher. There was an increase also in cold storage of 3c per dozen. Available stocks of storage are about cleaned up, and a slight measure of relief was afforded through the arrival of several cars of eggs from the prairie provinces. Chicago new-laid were quoted at a figure that would bring the price to 54c to lay them down in this city, while the No. 1 storage to bring from that district would cost 50c per dozen. These prices are high, and have had the effect of shutting off this source of supply. When milder weather comes and the hens start producing there is a

very strong probability that prices will ease off considerably.

<b>Eggs—</b>		
New laid, cartons	0 55	0 57
No. 1 storage, ex-cartons	0 46	0 47
Selects, extra	0 47	0 49

**More Inquiry for Cheese From Dealers**

**Toronto**  
**CHEESE.**—There has been a better enquiry for cheese from local sources during the week from dealers who have been running on low stocks. Local demand has been quiet for some time owing to the fact that purchases for their requirements had been made some time ago but with the depletion of these stocks there has been more business locally. Prices have advanced 1c per pound during the week, new large being quoted 26½c to 27c and old large at 27½c to 28c. Exports have not been large owing to the difficulty of getting space.

<b>Cheese—</b>		
	Per lb.	
New, large	0 26½	0 27
Old, large	0 27½	0 28
Twins are ¼c higher than new large; triplets ¼c higher than new large, and Stilton 2c above new large.		

**Good Demand Develops For Frozen Poultry**

**Toronto**  
**POULTRY.**—There has been a better demand for frozen poultry with the result that some of the heavy stocks that were carried over the Christmas season are being cleaned out. There is very little fresh-killed poultry reaching the market. People have started to consume fowl more generally on the realization that as a meat article it is just as cheap as some of the other lines of beef. With this condition prevailing wholesalers are finding a market for their stocks which around the holiday season appeared like a loss.

	Live	Dressed
Spring chickens	0 16	0 17
Spring chickens, crate-fatted	0 18	0 20
Hens, over 4 lbs.	0 16	0 17
Hens, under 4 lbs.	0 13	0 14
Old roosters	0 13	0 14
Young ducks	0 15	0 18
Old ducks	0 12	0 15
Geese	0 13	0 16
Young turkeys (8 and 9 lbs. each)	0 22	0 28
Young turkeys (over 9 lbs. each)	0 23	0 27
Old Tom or hen turkeys	0 20	0 24
Prices are those paid at Toronto by commission men.		

**Buckwheat Honey Now off the Market**

**Toronto**  
**HONEY.**—With the exception of small supplies of buckwheat honey in the comb there is no longer any buckwheat honey in this market. There has been a good sale for this commodity throughout the season. Clover honey is also in fair demand and stocks are dwindling in this class. There will be an ebbing tide with respect to stocks of honey as wholesalers are no longer able to replenish their supplies from producers. Prices held steady during the week.

<b>Honey—</b>		
Clover, 5 and 10-lb. tins	0 13½	0 14½
60-lb. tins	0 12½	0 13
Comb, No. 1, doz.	2 40	2 75

**Eggs and Butter Up; Ham and Bacon Higher**

**Winnipeg**  
**PRODUCE AND PROVISIONS.**—The run of hogs last week was light, although on Thursday, Feb. 8, there were 1000 hogs on the market. Contrary to expectations, the market advanced from 13.00 to 13.25, and later went up to 13.50. The international situation has so demoralized shipping that it is hard to foresee the near future of hog prices. Hams are slightly higher, medium bringing 25½c, and large 24c. Long clear bacon advanced to 28c. Fresh made butter and new laid eggs are both higher, fresh made creamery bringing 43c and No. 1 storage 42c. New laid eggs are bringing 50-55c. Cheese is also up a cent per lb. The cold weather has been affecting prices.

<b>Hams—</b>		
Light, lb.	0 26	0 28
Medium, per lb.		0 25½
Large, per lb.		0 24
<b>Bacon—</b>		
Breakfast, per lb.	0 24	0 25
Breakfast, select, lb.	0 28	0 31
Backs, select, per lb.		0 28
Backs, regular	0 24	0 25
<b>Dry Salt Meats—</b>		
Long clear bacon, light		0 18
<b>Barrelled Pork—</b>		
Meat pork, bbl.		32 00
<b>Lard, Pure—</b>		
Tierces		0 20½
20s		4 72
Cases, 5s		12 90
Cases, 3s		13 06
<b>Lard, Compound—</b>		
Tierces		7 16½
Tubs, 50s, net		8 25
Pails, 20s, net		3 37
<b>Butter—</b>		
Fresh made creamery, No. 1, cartons		0 43
No. 1 storage		0 42
<b>Fresh Eggs—</b>		
New laid	0 50	0 55
Extras in cartons		0 45
No. 1 candled		0 38
<b>Cheese—</b>		
Ontario, large		0 27

**S. F. LAWRASON CO., OF LONDON, ONT., ENLARGE FACTORY**

Very extensive improvements have been made in the plant of the S. F. Lawrason Company, of London, Ont., manufacturers of household ammonia. New machinery and equipment of the very latest pattern have brought this plant up to a very high degree of efficiency. As well as the improvement in the methods of manufacture, the capacity has been greatly increased. Indeed, with the new equipment installed the output of the factory will be nearly doubled.

T. Vanedour & Son, Leamington, have dissolved partnership in their grocery business. Nelson Vanedour continues.

Gordon Underhaye, a clerk at Clark & Sons' grocery, Ridgetown, Ont., was found unconscious in the basement of the store. He had received an electric shock from a light.



**Made in Canada**  
by Canadians—for Canadians.

Every Canadian Grocer should know Armour's Oval Label Products. The Armour Oval is on every package. Because of superior quality and real value for the money, Armour's Products have won the confidence of the Canadian public. The housewife trusts the product that bears the famous Armour Oval—the mark that guarantees quality and purity.

Every dealer's shelf should contain

**Armour's**  
*Veribest*  
TRADE MARK

Ham, Bacon, Lard, Butter, Eggs, Canned Meats, Fish, Soups and Armour's Grape Juice.

A big collection of store signs and advertising material is at your service. Ask the Armour Salesman or write us direct.

**ARMOUR AND COMPANY**

Hamilton - Ontario - Canada



1100

**Let  
Marsh's dominate  
your Grape Juice  
displays**

Let Marsh's Grape Juice prove its unequalled selling possibilities over your own counter. Let it demonstrate its customer satisfying qualities to your entire satisfaction and convince you that you simply cannot afford to be without a supply of this superior *Made-in-Canada* Grape Juice.

The pure unfermented juice of choice Concord Grapes unspoiled by the addition of any preservative whatever makes Marsh's the ideal drink for the connoisseur. You may have hesitated to recommend other Grape Juices, but you can honestly stand back of every bottle of Marsh's that you sell. Results will always bear out your best recommendation.

Our "hit-em-in-the-eye" store signs and pennants will help to move your stock rapidly. Write for particulars.

*We want to connect with a few real live Grocery Brokers who will handle this big selling proposition.*



**The Marsh  
Grape Juice  
Company**  
Niagara Falls,  
Ont.

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

*Look It Up In*

# THE GROCER'S ENCYCLOPEDIA

By ARTEMAS WARD

Full information on every article handled by the grocery trade. Hundreds of trade "Pointers" which are of practical value in buying, selling and caring for goods. An *encyclopedia of all foods* that you have ever seen or heard of. *Food dictionaries* in English, German, French, Italian and Swedish.

1,200 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.

## WHAT JOBBERS SAY

"We find it one of the finest and most valuable books we have ever seen in a long time; every wholesaler as well as retailer should have one."  
*The John Bird Co.*

"It is a very fine book and we have occasion to refer to it many times."  
*Kimball Bros. Co.*

"I appreciate your splendid book a great deal. Its valuable information will help me in my business as a grocery salesman."  
*A. C. Robinson, with the Daniells Cornell Co.*

"A most interesting book and we find a constant pleasure in referring to it."  
*Newport Paper & Grocery Co.*

"The best thing we have seen for the education not only of the retail but also of the wholesale grocer."  
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"A very attractive looking book and one which we should think every groceryman would be glad to own."  
*E. G. Whittelsey & Co., Inc.*

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*Wookey Bros., Waterbury, Conn.*

"The very best book I have ever seen."  
*S. E. Campbell, Fairlee, Vt.*

"I wish to thank you for bringing this book to my notice."  
*H. S. Young, Norwichtown, Conn.*

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"One of the finest books I have ever seen."  
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PRICE \$10.50; DELIVERY PREPAID. Send your Order to

**THE CANADIAN GROCER**  
TORONTO, CANADA

# How "The House of Mennen" Is Co-operating with You.

Shaving Cream  
Dentifrice  
Men's Talcum  
Borated Talcum  
Sen Yang Talcum  
Violet Talcum  
Flesh Tint Talcum  
Unscented Talcum  
Cream Tint Talcum  
Liquid Soap  
Cold Cream  
Tar Shampooing Cream  
Bath Powder



In the leading newspapers and magazines from coast to coast, big, forcible, convincing advertisements are appearing. They are making thousands of new customers and keeping the old ones—they are sending them to *your* store. Everything to help the dealer is vigorously resorted to.

Why not assist us in this effort to increase **your** profits, by putting in a display of the Mennen Products.

Three striking, attention-getting window displays have been prepared for you; one on the Talcum Powder, one on the Shaving Cream, and a combination display of both. Write to

Canadian Agents:

HAROLD F. RITCHIE & CO., LIMITED  
TORONTO, ONTARIO

Mennen's Products are "Made in Canada" by  
G. MENNEN CHEMICAL COMPANY  
MONTREAL, QUEBEC



## "Maple Leaf" Dirt Chaser

CLEANS SCOURS POLISHES  
Bathtubs, Sinks and all Enamelware

Every employee connected with our business is Canadian born.

Agents for different territories wanted

**The B. & L. Manufacturing Co., Limited**  
Sherbrooke, P.Q.

## The Money Market

General Business Conditions, Real Estate, Bond and Stock  
Developments

are discussed every week in

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"The Canadian Newspaper for Investors"

TORONTO, CANADA

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in CANADIAN GROCER and let it assist you in filling your needs.

Women  
Want  
*THIS* →



To  
Make  
*THIS*

*This Is Your  
Opportunity to Sell  
More Raisins*

The already active demand for *Raisins* is now being centered on a *new* raisin specialty—Raisin Pie—through the force of our big page advertisements in *The Saturday Evening Post*.

That means a demand on grocers for *Sun-Maid Raisins* in packages.

Grocers who display these raisins in *their windows* can't keep them *on their shelves*. Put your windows to work. Get in touch with your jobber now. Get your share of this big movement of raisins!

California Associated Raisin Co.  
Membership 8000 Growers  
Fresno, California

**SUN-MAID RAISINS**

THE **DAVIES** COMPANY  
WILLIAM LIMITED

Wholesale Dealers  
and Exporters of

**BUTTER**  
**EGGS**  
**CHEESE**  
**POULTRY**

Toronto

Canada

**EXCELSIOR BROOMS!**

Do you know  
them?



Do you know what sellers they are—what profits they produce—what satisfied customers they create?

Our stock is complete and we can cover your requirements promptly. Ask us.

*There's an  
"Excelsior" for  
every purpose.*

**J. C. SLOANE CO.**

854 5th Avenue E. - Owen Sound  
Makers of Fine Brooms and Whisks

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



Trade Price, 45c per doz.

A popular seller worth displaying. It brings the customer back for more.



Trade Price, 80c per doz.

A snappy seller everywhere. The beautiful transparency and undoubted quality of this RICHARDS line make it a favorite with everybody.



Write your Wholesaler or

**The Richards Pure Soap Co.**  
LIMITED  
WOODSTOCK, ONTARIO

# LARD

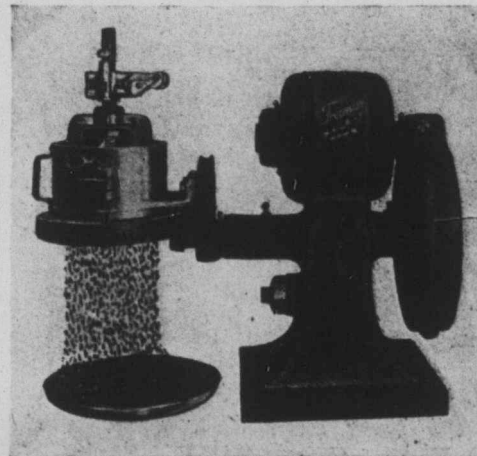
continues to advance in price, and we think will remain at present high prices for some time to come. Hogs are very scarce, very high in price, and are not producing the usual amount of lard per hog.

We are making a very good Brand of "Star" Shortening in all the usual size of package, and shall be glad to quote you prices.

**F. W. FEARMAN CO.**  
LIMITED  
HAMILTON

## Freeman's Electrical

Made in Canada



**Driven  
Meat  
Chopper  
Bone  
Grinder  
and  
Coffee  
Mill**

The above is our Bone Grinding attachment, attached to one of our No. 40. We have meat cutting attachments and coffee grinding attachments for the above. They are fully guaranteed in every way. Send for catalogue which gives full particulars, prices and terms.

**The W. A. Freeman Co., Limited**  
Hamilton, Canada

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



**EVERY** retailer who makes attractive displays of oranges and lemons, particularly "Sunkist" oranges and lemons, places himself in position to cash in on the tremendous national advertising which is being done by the California Fruit Growers Exchange.

This advertising has effected a great increase in the consumption of citrus fruits. Every year people eat more oranges and lemons than they did the year before. Also, every year, more and more people learn the virtue of the Sunkist trade-mark. Now 100 out of every 200 housewives will tell you that they prefer Sunkist oranges and lemons—and only 1 out of every 200 know any other brand of citrus fruits.



"Sunkist" is applied to uniformly good fruit, grown, packed and shipped by the 8,000 growers who belong to the California Fruit Growers' Exchange. This organization not only advertises its product to the consumer, but it is prepared to help jobbers and retailers to attain the widest and most profitable distribution of its product.



*A beautiful set of colored window display cards will be sent free to any grocer or fruit dealer. Ask your jobber or write our Dealer Service Headquarters.*

**California Fruit Growers Exchange**

A Co-operative, Non-profit Organization of 8,000 Growers

**MAIN OFFICE: LOS ANGELES, CAL.**

Canadian Offices:

- |                |                 |
|----------------|-----------------|
| Calgary, Alta. | Toronto, Ont.   |
| Montreal, Que. | Vancouver, B.C. |
| Regina, Sask.  | Winnipeg, Man.  |

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

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

		Per doz.
4 oz. Tins, 4 doz. to case weight 20 lbs. ....		0 75
6 oz. Tins, 4 doz. to case weight 25 lbs. ....		0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs. ....		1 20
12 oz. Tins, 4 doz. to case, weight 48 lbs. ....		1 75
16 oz. Tins, 4 doz. to case, weight 65 lbs. ....		2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs. ....		5 00
5 lb. Tins, 1 doz. to case, weight 75 lbs. ....		9 50
<b>ROYAL BAKING POWDER</b>		
	Bbl. lots	
Size	Less than 10 case lots	and over
	Per doz.	Per doz.
Dime .....	\$0 95	\$0 90
4-oz. ....	1 40	1 35
6-oz. ....	1 95	1 90

**DOMINION CANNERS, LTD. JAMS.**

"Aylmer" Pure Jams and Jellies Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vactop Glass Jars, 16 oz. glass 2 doz. case. Per doz.	
Blackberry .....	2 40
Currant, Black .....	2 50
Gooseberry .....	2 30
Plum .....	2 30
Pear .....	2 30
Peach .....	2 30
Raspberry, Red .....	2 50
Raspberry and Red Currant 2 40	

**THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.**

**ROGERS' GOLDEN SYRUP**  
Manufactured from pure cane sugar.

2 lb. tins, 2 doz. in case.	\$4 10
5 lb. tins, 1 doz. in case.	4 70
10 lb. tins, ½ doz. in case	4 40
20 lb. tins, ¼ doz. in case	4 25
Perfect seal glass jars in the case .....	3 40
Delivered in Winnipeg in carload lots.	

**BAKED BEANS WITH PORK.**

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

Individual Baked Beans, Plain or with Sauce, 4 doz. to case .....	90-90
1's Baked Beans, Plain, 4 doz. to case .....	0 95
1's Baked Beans, Tomato Sauce, 4 doz. to case ....	1 15
1's Baked Beans, Chili Sauce, 4 doz. to case ....	1 15
2's Baked Beans, Plain, 2 doz. to case .....	1 60
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 85
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	1 85

Family, Plain, \$1.85 doz.; Family, Tomato Sauce, \$2.45 doz.; Family, Chili Sauce, \$2.45 doz.; 3's only, \$2.40 doz.; 3's, Plain, Tall, \$3 doz.; 3's, Tomato Sauce, \$3 doz.; 3's, Chili Sauce, \$9 doz. The above 2 doz. to case, 10's ½ doz. per case, for hotel and restaurant use (gals.), .... doz.

**"AYLMER" PURE ORANGE MARMALADE**

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case .....	1 60
12 oz. Glass, Screw Top, 2 doz. in case .....	1 80
16 oz. Glass, Screw Top, 2 doz. in case .....	2 30
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case ....	2 30
2's Tin, 2 doz. per case ....	3 20
4's Tin, 12 palls in crate, per pall .....	0 59
5's Tin, 8 palls in crate, per pall .....	0 72
7's Tin or Wood, 6 palls in crate .....	0 94
14's Tin or Wood, 4 palls in crate, per lb. ....	0 13½
30's Tin or Wood, one pall only, per lb. ....	0 13½

**BLUE**

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

**CEREALS**

**WHITE SWAN Per case**

Pancake Flour (Self-rising), 2 doz. case, wgt. 50 lbs. ....	\$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs. ....	2 70
Buckwheat Flour (Self-rising), 2 doz. to case, wgt. 50 lbs. ....	2 70
Health Flour, 5 lb. bags, per doz. ....	3 60
King's Food, 2 doz. to case, weight 95 lbs. ....	5 50
Diet Flour, 3½ lbs., 1 doz. to case, per case .....	4 50
Wheat Flakes, per case of 2 doz., 25 pkgs. ....	4 50
Wheat Kearnels, 2 doz. to case .....	2 70

**COCOA AND CHOCOLATE THE COWAN CO., LTD.**

Cocoa—

Perfection, 1-lb. tins, doz. ....	\$4 50
Perfection, ½-lb. tins, doz. ....	2 40
Perfection, ¼-lb. tins, doz. ....	1 25
Perfection, 10c size, doz. ....	0 90
Perfection, 5-lb. tins, per lb. ....	0 37
Soluble, bulk, No. 1, lb. ....	0 22
Soluble, bulk, No. 2, lb. ....	0 20
London Pearl, per lb. ....	0 24
(Unsweetened Chocolate)	
Supreme chocolate, ½s, 12-lb boxes, per lb. ....	6 37
Perfection chocolate, 20c size, 2 doz. in box, doz. ....	1 80

# EXPERIENCE

has proven that the merchants who have steadily concentrated on



are the ones who have never had any trouble with their soap sales.

**THE ST. CROIX SOAP MFG. CO.**  
St. Stephen, N. B.

Branches: Halifax, Montreal, Toronto, Winnipeg, Vancouver

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



To the Trade—

# STOP-ON POLISH

is now perfect

Owing to existing conditions, we have had some difficulty in obtaining certain ingredients very necessary in the making of Stop-On Polishes, and this resulted in a little trouble with a few shipments.

Now, however, we are in touch with a new and permanent source of supply, and can assure our patrons that Stop-On is now perfect—a polish that will give entire satisfaction to your customers.

## STRANG BROS.

Polish Manufacturers  
Winnipeg

# Y & S STICK LICORICE

48 5c. Packages to Box



The old-fashioned remedy  
for Coughs and Colds

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

NATIONAL LICORICE COMPANY  
MONTREAL

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

Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz. ....	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, 10c cakes, 2 doz. in box, per box....	1 80
Vanilla, ¼-lb., 6 and 12-lb. boxes .....	0 37
Diamond, 8's, 6 and 12-lb. boxes .....	0 30
Diamond, 6's and 7's, 6 and 12-lb. boxes .....	0 28
Diamond, ¼'s, 6 and 12-lb. boxes .....	0 28
ICINGS for Cake—	
Chocolate white, pink, lemon, orange, maple, almond, coconut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz. ....	1 00
Chocolate Confections. Per doz.	
Maple buds, 5-lb. boxes ....	0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes ..	0 33
Chocolate wafers, No. 2, 5-lb. boxes .....	0 28
Nonpareil wafers, No. 1, 5-lb. boxes ..	0 33
Nonpareil wafers, No. 2, 5-lb. boxes .....	0 28
Chocolate ginger, 5-lb. bxs., per lb. ....	0 38
Milk chocolate wafers, 5-lb. boxes .....	0 39
Coffee drops, 5-lb. boxes....	0 39
Lunch bars, 5-lb. boxes....	0 39
Royal Milk Chocolate, 5c cakes, 2doz. in box, per box .....	0 95
Nut milk chocolate, ¼'s 6, lb. boxes, lb. ....	0 39
Nut milk chocolate, ¼'s, 6-lb. boxes, lb. ....	0 39
Nut milk chocolate, 5c bars 24 bars, per box .....	0 90
Almond nut bars, 24 bars, per box .....	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

Eagle Brand, each 48 cans.	\$7 70
Reindeer Brand, each 48 cans	7 45
Silver Cow, each 48 cans...	6 90
Gold Seal, Purity, each 48 cans .....	6 75
Mayflower Brand, each 48 cans .....	6 75
Challenge, Clover Brand, each 48 cans .....	6 25

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans .....	5 15
Jersey Brand, Hotel, each 24 cans .....	5 15
Peerless Brand, Hotel, each 24 cans .....	5 15
St. Charles Brand, Tall, each 48 cans .....	5 25
Jersey Brand, Tall, each 48 cans .....	5 25
Peerless Brand, Tall, each 48 cans .....	5 25
St. Charles Brand, Family, each 48 cans .....	4 65
Jersey Brand, Family, each 48 cans .....	4 65
Peerless Brand, Family, each 48 cans .....	4 65
St. Charles Brand, small, each 48 cans .....	2 30
Jersey Brand, small, each 48 cans .....	2 30
Peerless Brand, small, each 48 cans .....	2 30

<b>CONDENSED COFFEE</b>	
Reindeer Brand, "Large," each 48 cans .....	5 25
Reindeer Brand, "Small," each 48 cans .....	5 80
Regal Brand, each 24 cans..	4 95
COCOA, Reindeer Brand, each 24 cans .....	5 25

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs. ....	0 37
1 lb. round tins, 4 doz. to case, weight 70 lbs. ....	0 35

ENGLISH BREAKFAST COFFEE.

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

MOJA

½ lb. tins, 2 doz. to case, weight 22 lbs. ....	0 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 00
2 oz. bottles, per doz., weight 4 lbs. ....	2 00
2½ oz. bottles, per doz., weight 6 lbs. ....	2 25
4 oz. bottles, per doz., weight 7 lbs. ....	3 50
8 oz. bottles, per doz., weight 14 lbs. ....	6 50
16 oz. bottles, per doz., weight 23 lbs. ....	12 00
32 oz. bottles, per doz., weight 40 lbs. ....	22 00
Bulk, per gallon, weight 16 lbs. ....	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

Per doz.

¼ oz. (4 doz. case), weight 9 lbs., retail each 15c. ....	\$1 26
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 80c. ....	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each \$1.00. ....	13 25
Pint (1 doz. case), weight 29 lbs., retail each \$3. ....	24 50
Quart (1 doz. case), weight 53 lbs., retail each \$5.50. ....	45 00
Half gallons, each, retail each, \$10 .....	7 00
Gallons, each, retail each \$18 .....	14 00

GELATINE

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 75
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz. ....	1 85
Cox's Instant Powdered Gelatine (2-qt. size), per doz. ....	1 10

W. CLARK, LIMITED, MONTREAL.

Compressed Corned Beef, ¼s \$2; 1s, \$3.10; 2s, \$7.00; 6s, \$25. 14s, \$60.	
Roast Beef, ¼s, \$2; 1s, \$3.10; 2s, \$7.00; 6s, \$22.	
Boiled Beef, 1s, \$3.10; 2s, \$7.00.	
Jellied Veals, ¼s, \$2; 1s, \$3; 2s, \$4.50.	
Corned Beef Hash, ¼s, \$1.50; 1s, \$2.50; 2s, \$4.50.	
Beefsteak and Onions, ¼s, \$3; 1s, \$3.35; 2s, \$6.25.	

# ROYAL BAKING POWDER

## ABSOLUTELY PURE

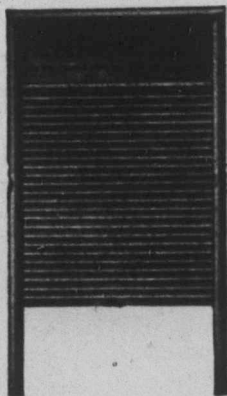
ROYAL BAKING POWDER has "no season" and "no section" because it sells everywhere all the time. Of all the standard products in the grocery business, none has more thorough distribution and active demand than ROYAL BAKING POWDER.

Keep a good stock of ROYAL BAKING POWDER on hand and keep it well displayed, because it will pay you more and surer profit than you can make on inferior brands.

**Contains No Alum**



**The New All-Canadian, All Wooden Washboard—A serviceable, long-wearing washboard retailing at 20c.**



A splendid new line which is proving immensely popular. Zinc and Aluminum washboards are out of the question owing to the high prices of these materials.

Cane's New All-Canadian, All-Wooden board satisfactorily fills the want thus created. This new washboard gives your customers even better service than the old zinc or aluminum lines and at much less cost.

The New All-Canadian board is built for long wear—the rubbing surface being made

from specially selected Canadian hardwood. A trial order will prove worth while to you. Send it in to-day.

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

Sales grow on  
**Havana Ribbon**  
**5c Cigars**

because they are mild and

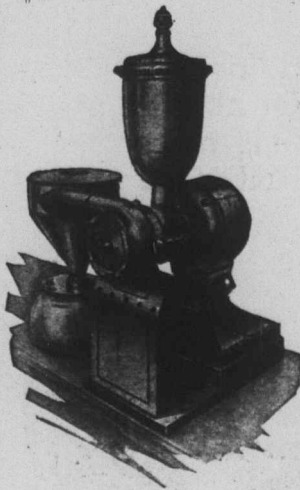
**Havana Filled**

Send to-day to your wholesale or direct for a sample order of this Quality Cigar.

**MANNES & BINGHAM**  
 Manufacturers LIMITED  
 London, Ontario

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

# Better Service for Her Better Profits for You



With the aid of a Hobart Coffee Mill you will be in a position to give your customers the utmost coffee satisfaction — coffee free from chaff, coffee ground to the individual taste of every customer. Think what this means to you in increased patronage and bigger profits.

The Hobart Mill will quickly cover its own cost in the better service and bigger profits it will bring you. It is a real, good investment.

**The Hobart Mfg. Co.**  
149 Church St., Toronto

## Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



The best value in Rice being offered on Canadian markets today.

- Cambridge Sausage, 1s, \$3.00; 2s, \$5.50.
  - Boneless Pigs' Feet, 1/2s, \$1.75; 1s, \$2.75; 2s, \$5.50.
  - Lambs' Tongues, 1/2s.
  - Sliced Smoked Beef, tins, 1/2s, \$1.85; 1s, \$2.80; 4s, \$15.50.
  - Sliced Smoked Beef, glass, 1/2s, ...; 1/2s, \$2.25; 1s, \$3.25.
  - Tongue, Ham and Veal Pate, 1/2s, \$1.50.
  - Ham and Veal, 1/2s, \$1.45.
  - Potted and Devilled Meats, tins — Beef, Ham, Tongue, Veal, Game, 1/2s, 50c; 1/2s, \$1.
  - Potted Meats, Glass — Chicken, Ham, Tongue, 1/2s, ...
  - Ox Tongues, tins, 1/2s, \$3.50; 1s, \$6.25; 1 1/2s, \$9.50; 2s, \$13.
  - Ox Tongues, Glass, 1 1/2s, \$12; 2s, \$14.
  - Mincemeat, Hermetically Sealed Tins, 1s, \$2; 2s, \$3.25; 3s, \$4.55; 4s, \$6.25; 5s, \$8.
  - In Pails, 25 lbs., 13c lb.
  - In 50 lb. Tubs, 13c lb.
  - In 85 lb. Tubs, 12 1/2c lb.
  - In Glass, 1s, \$2.20.
  - Clarke's Peanut Butter — Glass Jars, 1/4, 95c; 1/2, \$1.40; 1, \$1.85. 50 lb. Pails, 20c.
  - Clark's Peanut Butter—Pails 24 lbs., 20c per lb.
  - Clark's Tomato Ketchup, 16 oz., \$3.
  - Pork and Beans, Plain Talls, 1s, 95c; 2s, \$1.80; 3s, \$2.40; 6s, \$8; 12s, \$12; 3s, flat, \$2.
  - Individuals, 80c doz.
  - Pork and Beans, Tomato Sauce, Talls, 1s, \$1.15; 2s, \$1.85; 3s, \$3; 6s, \$10; 12s, \$14.50; 3s, flat, \$2.45.
  - Individuals, 90c doz.
  - Pork and Beans, Chili, 1s, \$1.15; 2s, tall, \$1.85; 3s, flat, \$2.45.
  - Individuals, 90c doz.
  - Tomato Sauce, 1 1/2s, \$1.75; Chili Sauce, 1 1/2s, \$1.75; Plain Sauce, 1 1/2s, \$1.45.
  - Vegetarian Baked Beans, Tomato Sauce, Talls, \$1.80.
  - Clark's Chateau Chicken Soup, \$1.25.
  - Clark's Chateau Concentrated Soups, \$1.15.
  - Clark's Chateau Concentrated Soups, No. 1 assorted, \$1.15.
  - Sphaghetti with Tomato and Cheese, 1/2s, \$1.15; 1s, \$1.65; 3s, \$2.65 doz.
  - Fluid Beef Cordials, 20 oz. btl., 1 doz. per case, at \$10.00 per doz.
  - English Plum Puddings, 1s, \$2.30 doz.; 2s, \$3 doz.
- LAFORTE, MARTIN, LIMITED  
Montreal. Agencies
- BASIN DE VICHY WATERS
- L'Admirable, 50 bottles, litre, cs. .... 8 00
  - Neptune ... .. 8 50
  - San Rival ... .. 9 00
- VICHY LEMONADE
- La Savoureuse, 50 bottles, ca. .... 11 00
- NATURAL MINERAL WATER
- Evian, Source Cachat, 50 bottles, ca. .... 9 50
- IMPORTED GINGER ALE AND SODA
- Ginger Ale, Trayders, ca., 6 doz. pts., doz. .... 1 20
  - Ginger Ale, Trayders, ca., 6 doz., splits, doz. .... 0 95
  - Club Soda, Trayders, ca., 6 doz. pts., doz. .... 1 15
  - Club Soda, Trayders, ca., 6 doz., splits, doz. .... 1 05

- BLACK TEAS**
- Victoria Blend, 50 and 30-lb. tins, lb. .... 0 37
  - Princess Blend, 50 and 30-lb. tins, lb. .... 0 34
- JAPAN TEAS**
- H. L., ch. 90 lbs., lb. .... 0 35
  - Victoria, ch. 90 lbs., lb. .... 0 25
- COFFEES**
- Victoria, Java and Mocha Blend, 1 lb. tin, lb. .... 0 34 1/2
  - Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb. .... 0 32
  - Princess, Java and Mocha Blend, 1-lb. tin, lb. .... 0 22
- MUSTARD**
- COLMAN'S OR KEENE'S**
- Per doz. tins
- D. S. F., 1/4-lb. .... \$ 1 75
  - D. S. F., 1/2-lb. .... 3 30
  - D. S. F., 1-lb. .... 6 25
  - F. D., 1/4-lb. .... 1 10
- Per jar
- Durham, 4-lb. jar, each .. 1 10
  - Durham, 1-lb. jar, each .. 0 35
- JELL-O.**
- GENESEE PURE FOOD CO.**
- Assorted case, 4 dozen .... \$ 3 60
  - Lemon, 2 dozen .... 1 50
  - Orange, 2 dozen .... 1 80
  - Raspberry, 2 dozen .... 1 80
  - Strawberry, 2 dozen .... 1 80
  - Chocolate, 2 dozen .... 1 80
  - Peach, 2 dozen .... 1 80
  - Cherry, 2 dozen .... 1 80
  - Vanilla, 2 dozen .... 1 80
  - Weight 4 doz. case, 15 lbs.; 2 doz. case, 8 lbs. Freight rate, 2d class.
- JELL-O ICE CREAM POWDERS**
- Assorted case, 2 dozen .... \$ 2 50
  - Chocolate, 2 dozen .... 2 50
  - Vanilla, 2 dozen .... 2 50
  - Strawberry, 2 dozen .... 2 50
  - Lemon, 2 dozen .... 2 50
  - Unflavored, 2 dozen .... 2 50
  - Weight 11 lbs. to case. Freight rate, 2d class.
- JELLY POWDERS**
- WHITE SWAN SPICES AND CEREALS, LTD.**
- White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz. .... \$ 0 90
- List Price
- SPICES**
- WHITE SWAN SPICES AND CEREALS, TORONTO**
- |  |          |          |
|--|----------|----------|
|  | 5c       | 10c      |
|  | Round    | Oval     |
|  | lith.    | dredge.  |
|  | dredge.  | 2 oz.    |
|  | Per doz. | Per doz. |
- SPICES**
- Allspice ... .. \$0 45 \$0 90
  - Arrowroot, 4 oz. tins, 90c. .... 0 45 0 90
  - Cayenne ... .. 0 45 0 90
  - Celery salt ... .. 0 45 0 90
  - Celery pepper ... .. 0 45 0 90
  - Cinnamon ... .. 0 45 0 90
  - Cinnamon whole, 5c. pkgs., window front, 45c. .... 0 45 0 90
  - Cloves, whole, 5c. pkgs., window front, 45c. .... 0 45 0 90
  - Cloves, whole, 5c. pkgs., window front, 45c. .... 0 45 0 90
  - Curry powder ... .. 0 45 0 90
  - Ginger ... .. 0 45 0 90
  - Mace ... .. 1 25 1 25
  - Nutmegs ... .. 0 45 0 90
  - Nutmegs, whole, 5c. pkgs., window front, 45c. .... 0 45 0 90
  - Paprika ... .. 0 45 0 90
  - Pepper, black ... .. 0 45 0 90
  - Pepper, white ... .. 0 50 0 95
  - Pastry spice ... .. 0 45 0 90
  - Pickling spice, window front, 90c. .... 0 45 0 90
  - Shipping weight per case .... 10 lbs. 15 lbs.
  - Dozens to case .. 4 4

# CELERY

very scarce

We were fortunate in getting

## Car Florida Celery

Fine Quality. Well Bleached.  
Good Sizes.

Due to arrive this week.

**HUGH WALKER & SON**  
GUELPH, ONT.

HOUSE OF QUALITY

Established 1861

## Fish Orders for Lent

Can be shipped promptly from  
our well assorted stock. Every  
variety

### Sea and Lake Fish

either Frozen, Fresh, Salted, Pickled.

### Fruits and Vegetables

New Cabbage, Celery, Cauliflower,

Navel and Florida Oranges,

Pineapples, Bananas, Sweet Potatoes.

*The Best of Everything from  
the World's Markets.*

**WHITE & CO., LIMITED**

*Fruit Importers and Wholesale Fish Dealers*

Toronto and Hamilton

## Big Advent Fish Sales

Stock up with our high-grade  
first quality fish and every  
customer will be a satisfied  
customer, every sale a fore-  
runner of others.

We can supply you with Lake  
Superior Herring, both salted  
and frozen. All kinds of  
fresh fish, including Geor-  
gian Bay Trout, B.C. Halibut  
and Qualla Salmon.

Whatever your fruit require-  
ments are we can meet them,  
and meet them satisfactorily.  
Apples and all kinds of for-  
eign fruits in stock.

Write us.

**Lemon Bros.**  
OWEN SOUND, ONT.

## New Crop

**"St. Nicholas"**  
**"Queen City"**  
**"Kicking"**

are shipped. Get these brands  
for the best Lemons.

**J. J. McCabe**  
Agent  
TORONTO

Wholesale  
Fruit and  
Produce  
Merchants

Established  
1876

**McWilliam & Everist, Limited**

Apples,  
Bananas,  
Citrus  
Fruits  
Cranberries,  
etc.

25 CHURCH ST.  
TORONTO

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

For more than a quarter of a century

# McVitie & Price's DIGESTIVE BISCUITS

have steadily increased in popular favour.

Quality is the first and last word in the Manufacture of these Biscuits.

The natural, soluble phosphates of the grain are retained and the Biscuits have a high nutritive value and delicious flavour.

Supplies can be obtained from the following:

C. E. Choat & Co., Halifax; McVitie & Price of Canada, Ltd., Montreal; Richards & Brown, Ltd., Winnipeg; The Campbell, Wilson Co.'s Branches in Saskatchewan and Alberta; Kelly, Douglas & Co., Ltd., Vancouver.

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### In Demand the Year Round

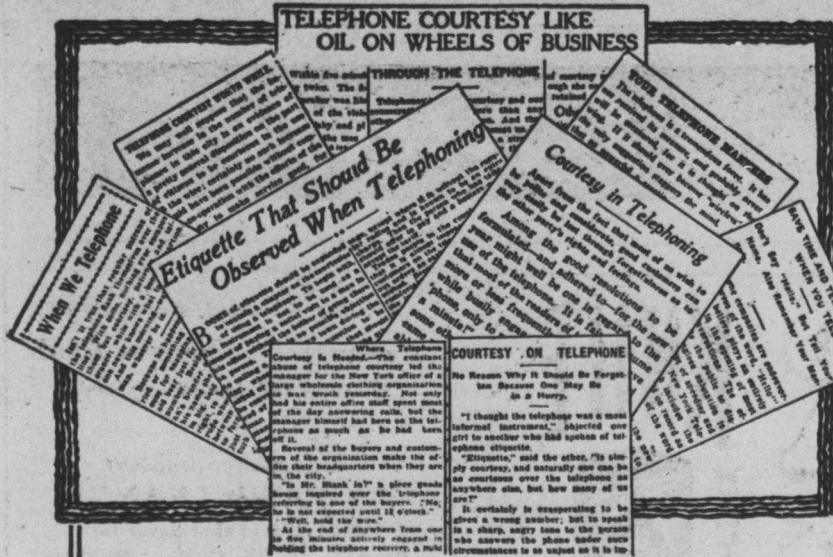
From year end to year end the unequalled cleaning qualities of "Lively Polly" Soap Powder make it a universal favorite with the Canadian housewife. Grocers every-

where are profiting from this popularity and find it good policy to keep a supply of this big 5c value constantly displayed.

Are you one of them?

**J. HARGREAVES and SONS**  
LIVERPOOL, ENGLAND

Canadian Agents:  
McClelland Import Company 301 Road Building  
MONTREAL



# Your Telephone Voice

Your customer calls your number— to give you an order, probably. How do you, or your staff, handle the call?

You send back an answering voice—or your salesman does. Is that voice courteous? If it is, it means a customer in a good mood, open to your suggestions to let you send certain result.

this or that, and a transaction satisfactory on both sides is the result. Failure to answer promptly, a snappy, careless, impatient or just plain "Cross" voice offends the calling customer, and may result in loss of his trade. We suggest that you handle telephone calls with all courtesy, and have your staff do likewise. It means better business.

"Good service . . . our true intent."  
—Shakespeare.



## The Bell Telephone Co. of Canada

## Before you build your home

You will save many dollars, avoid many mistakes, and add vastly to the satisfactoriness of final results if you make yourself thoroughly familiar with the book—

### Building a Home

By Desmond and Frohne

These two men are editors of the *Architectural Record*, the leading paper in its field on this continent. The book is full of sound sense, and is inspiring and educational. Many fine illustrations assist the text.

The price, post paid, is \$1.65 (\$1.50 at our office). This price is as nothing in comparison with the value of the book to those planning to build.

The MacLean Publishing Co., Limited  
143 University Avenue -1- Toronto, Ontario

## FINEST CRYSTAL GELATINES

Powdered and Sheet

## FINE LEAF GELATINE

BRITISH MANUFACTURE

# GELATINES

OURY, MILLAR & CO.  
9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.  
18 TORONTO ST., - TORONTO

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



# Buyers' Guide

## CLASSIFIED ADVERTISING

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

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

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

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

### AGENTS WANTED

FOR NEW BEER EXTRACT HOP-MALT—within prohibition law, no license required, sells everywhere, good commission. Hop-Malt Company, Beamsville, Ont.

### FOR SALE

GROCERY BUSINESS — ESTABLISHED for past 27 years, situated corner King and Princess Streets, one block from one of the finest markets in Ontario, consisting of two brick stores with two dwellings three stories, shed, drivehouse and stable Owner giving up business. For further information apply to L. W. Murphy, cor. King and Princess Sts., Kingston, Ont.

NOTICE TO MERCHANTS:—We will adjust your bad accounts satisfactorily for you. Our system is "Direct from Debtor to Creditor." We handle none of your money. Through our system, you can put your business on a cash basis. We will underwrite any debtor's account for you.

COMMERCIAL UNDERWRITERS  
36 James St. South, Hamilton, Ontario.

## Want Ads.


### Try it out

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

This space would cost you only \$1.00 per issue for one year.

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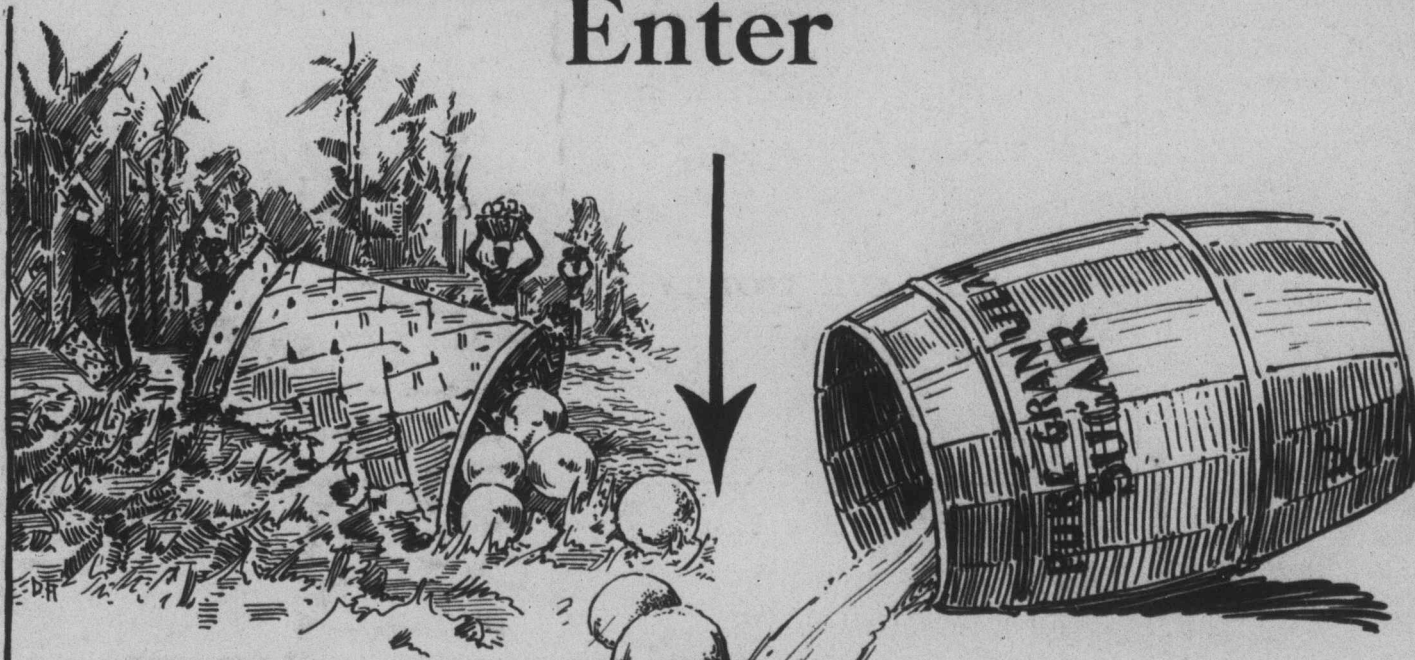
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