

**PAGES
MISSING**

CANADIAN GROCER

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

Vol. XXXII.

PUBLICATION OFFICE: TORONTO, MARCH 8th, 1918

No. 10

Welch's

"The National Drink"



was founded on the principle of keeping heads clear. And, with clearheadedness an essential in these times, Welch's gains many new users every day.

Canadian Grocers' customers have found that after work, exercise, shopping, Welch's is really refreshing without reaction. Rich in the pure, unfermented juice of the best Concords Ontario can produce, Welch's is an energizing food, a builder-up.

If your customers are not acquainted with the many delicious combinations Welch's makes with other lines you sell, tell them. We will gladly furnish you with the information if you will write for a copy of "Welch Ways."

Sold by Leading Jobbers

THE WELCH CO., LIMITED

ST. CATHARINES

ONTARIO

CANADIAN GROCER

Syrup

Crystal Syrup

PURE CANE

A fine quality syrup at an attractive price.

This is the season to sort up your stocks.

Right now there is a big consuming demand for Table Syrup.

St. Lawrence Sugar Refineries, Limited
Montreal

PROHIBITION

BY THE BRITISH GOVERNMENT

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

MUNITIONS OF WAR

This regulation precludes our manufacturing (for the present)

BOTTLE CAPS

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

BETTS & COMPANY, LIMITED

1 Wharf Road LONDON, N., Eng.

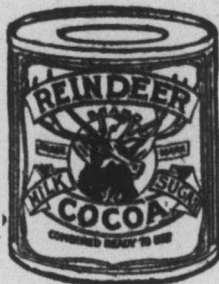
Cable Address: CHECKMATE, LONDON



Turn Borden Popularity to good account



Cash in on the country-wide popularity of Borden Milk Products.



The big demand is being constantly augmented by steady consumer advertising. A Borden window display will connect you with this profitable demand and a Borden customer is always a satisfied one.



When your stocks need replenishing ask your wholesaler to supply you. He carries the complete Borden line.

Borden Milk Company, Limited
"Leaders of Quality"
Montreal

Branch Office:
No. 2 Arcade Building, Vancouver

Canada Food Board OTTAWA

Important Notice To Dealers in Food and Food Products

It will be illegal to transact business in any one or more of the following trades, after the dates given below, without having first obtained a license from The Canada Board:

	Licenses Become Operative
Produce Wholesalers Produce Commission Merchants Produce Brokers	} March 15th, 1918
Wholesale Grocers Wholesale Grocery Jobber Wholesale Grocery Commission Agent Wholesale Grocery Broker	} April 1, 1918
Retail Grocer	May 1st, 1918
Retail Butcher, Retail Baker, Retail Produce Dealer, Retail Flour and Feed Dealer, Retail Fruit and Vege- table Dealer, Retail Fish Dealer	} May 15th, 1918

Every effort is being made to furnish all wholesale and retail dealers in food and food products, with forms of application by mail, but any failure to receive such notice will not be deemed a good and sufficient reason for neglect to obtain the necessary license by the dates given above.

The following licenses became operative on the dates given:

Wholesale Fish Dealers' License	January 1st, 1918
Wholesale Fruit and Vegetable Dealers' License	} February 1st, 1918
License to sell Cereal Products	January 1st, 1918
License to operate a mill for grind- ing Wheat and other grains	December 1st, 1918
Bakers' License	March 1st, 1918

It is imperative that every person, firm, corporation or association carrying on business in these lines should apply for license without delay, if they have not already done so.

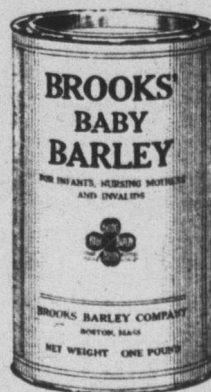
This is the barley

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

BROOKS' Baby Barley

Fast Seller. Good Profits. Satisfied Customers.

Order from your wholesaler.



THREE SIZES.

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

Agents for Canada:

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

Made by BROOKS BARLEY COMPANY, Boston, Mass.



**Canada's Best
Will Stand
The Test**

For years Windsor Salt has stood every test for Purity, Quality and Savour.

It is the standby in almost every home—just as it is sold by practically every grocer.

**Windsor
Table
Salt**
THE CANADIAN SALT CO. LIMITED



What they think of it "Over There"

"TOMMY'S FRIEND"

There's a soldiers' friend in Flanders,
There's a soldiers' friend in France
And every Tommy keeps that friend,
Whene'er he gets that chance.

Once having made acquaintance,
It's one he never breaks
For the value of so good a friend
He cannot underrate.

You'll find this friend in villages,
In hamlets and in towns,
In fact wherever Tommy moves,
This friend will sure be found.

We've met this friend in trenches,
In shelters and dug-outs,
In canteens, army huts and stores,
You'll find him without doubt.

This friend is not of Adam's race
Nor yet of creature kind,
But 'tis a bottle of H.P. Sauce
With quality sublime.

The food served out to Tommy
They guarantee as sound,
But an appetizing flavour
In it is seldom found.

To meet this great omission,
We know no better way,
Than using Garton's H.P. Sauce
With liberal hand each day.

We use it in our Mulligan;
We use it in our Stew,
And when they serve us Bully Beef,
We use our H.P. too.

When starting out some mornings,
Upon a ten-mile march
The load we Tommies carry
Does sure nigh break our hearts.

To ease our aching shoulders,
We often throw things out,
But not that bottle of H.P. Sauce,
Which we would not be without.

And when we are done with Army life,
With Mulligan and Stew,
We'll still use Garton's H.P. Sauce,
In civil life with you.

—Private Wm. Murray, Winnipeg High-landers Batt., Somewhere in France.

PPRIVATE MURRAY, of the Winnipeg Cameron Highlanders is just one of the many Canadian Tommies "Over There" who appreciate the delicious goodness, the delightful piquancy of

H.P. SAUCE

And H.P. is just as much appreciated in civil life. Good housewives wishing to economize are asking for H.P. Quality dealers always sell it.

The safe sauce for you to recommend to your customers.

W. G. Patrick & Co., Ltd.

IMPORTERS

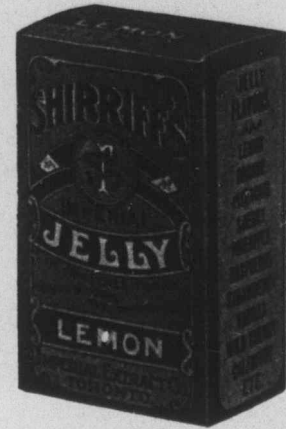
51-53 Wellington St. W., Toronto

Western Branch: 168 Market Ave. E., Winnipeg
U.S. Office: 13-15 Laight St., New York

The Steady Profit Earner

When a lot of capital is tied up in the goods on your shelves you appreciate the steady sellers. Our experience of re-orders from dealers all over Canada shows that one of the steadiest "movers" of all is

Shirriff's Jelly Powders



It is these quick turn-overs that mean worth while profits at the year's end.

We notice, too, that when we send out window dressing material the dealer's enterprise helps his sales.

Shirriff's makes a highly attractive dessert that permits wide variation—just what your customers want. We have a full line of delicious fruit flavors.

Sell Shirriff's—get the window dressing helps—write today for full particulars.

Imperial Extract Company, Toronto



It's Canadian
made. So push it!

The Cowan Co. Limited, Toronto



Deliveries by Ford One-Ton Truck

THE commercial car is looked upon today as a necessity by progressive business firms who have hauling and delivering problems to consider.

Wholesale or retail merchants who must deliver quantities of merchandise have found the horse-drawn delivery to be too slow, expensive, and entirely inadequate.

The Ford truck, with a single driver, will do more work and cover more ground than two teams and two drivers, for it travels in half the time. This truck will reduce your hauling costs. It eliminates one driver's salary and the care which horses always require. It will make your delivery service more efficient. It will widen your area of distribution. It will be constantly ready for work—day or night. It will show a profit on your investment.

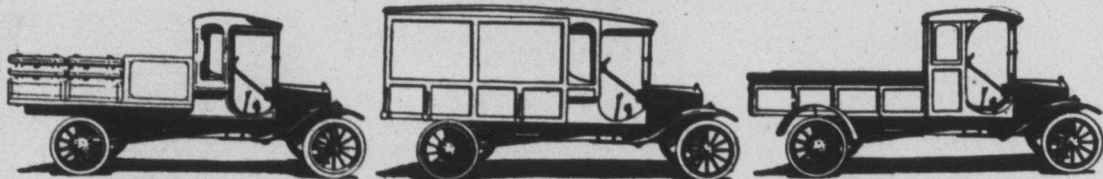
There has been a popular demand for a Ford truck as is shown by the many uses, for commercial purposes, to which our standard chassis has been put. Now, after most careful designing and exacting tests, we are able to offer the Ford One-Ton truck to meet this demand.

The Ford truck is supplied as a chassis only. This permits the purchaser to mount any one of the many body styles specially designed for the Ford truck, and already on the market, and he can select it to meet the individual needs of his business.

Price \$750 f.o.b. Ford, Ont.

See any Ford Dealer in Canada, or write for a catalog

Ford Motor Company of Canada, Limited
Ford, Ontario



Three of the many body styles that may be mounted on the Ford truck chassis

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

*The marmalade that
quality popularized:*

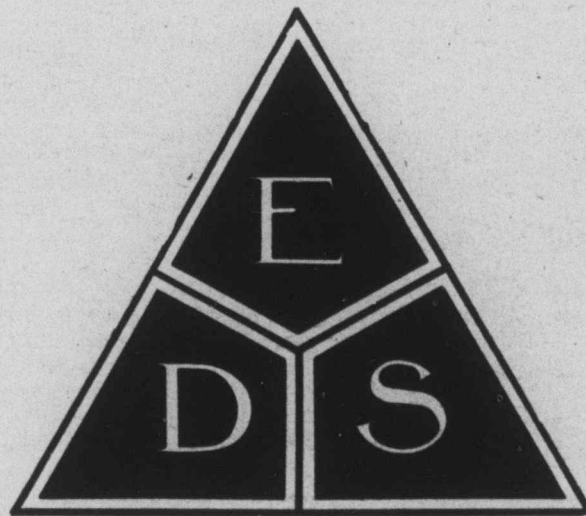
E.D.S.

ORANGE MARMALADE

The New Season's pack is ready. Lay
in your stocks now and guarantee your-
self bigger and better marmalade selling.

Made from Selected Oranges and Pure
Cane Sugar.

Ask our nearest agent to supply you.

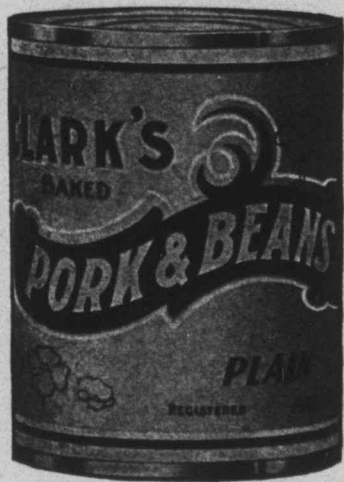


E. D. Smith and Son,
Limited
WINONA, ONT.

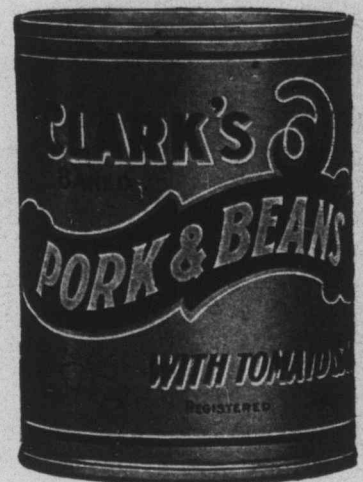
AGENTS: Newton A. Hill, Toronto; Eastern Representative:
Wm. H. Dunn, Limited, Montreal; Alberta Representative:
Donald H. Bain Co., Calgary, Alta., Edmonton, Alta.; Watson
& Truesdale, Winnipeg; B.C. Merchandise Brokerage Co.,
Vancouver, B.C.

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

CLARK'S PORK & BEANS



are still
to the
fore



The Quality of Material
The Perfection of Cooking
The Delicacy of Flavour

make them easily

YOUR BEST SELLERS

W. CLARK, LTD.

MONTREAL

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.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

*Wholesale Grocery Commission
Brokers*

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

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

PUGSLEY, DINGMAN & CO., LTD.
JOHN TAYLOR & CO., LTD.

The above are two examples of firms we represent in Western Canada. Let us give your product the same attention.

F. D. COCKBURN CO.

Grocery Brokers
Manufacturers' Agents **WINNIPEG**

THE H. L. PERRY CO.
214-216 Princess St., Winnipeg

We can make a big success of your agency. Unequalled facilities. "Always on the job."

Storage Distributing Forwarding

The Canada Nut Co., Limited

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

VANCOUVER, B.C.

Let us connect you with the Western Markets

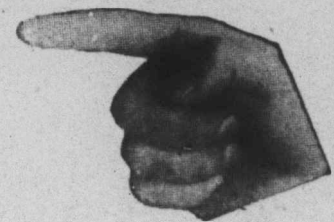
We cover the entire wholesale and retail trade through twelve aggressive men, nine of whom are doing retail work exclusively. Think what a success-making factor these men will be in marketing your product in the West!

May we send you full particulars?

SCOTT-BATHGATE COMPANY, Ltd.

Wholesale Grocery Brokers and Manufacturers Agents.

149 Notre Dame Ave. E., WINNIPEG



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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES.

MANUFACTURERS :

Do you require first class representation? Write us. Satisfaction guaranteed.

GEO. W. GRIFFITHS & CO., LTD.
Manufacturers' Agents and Commission Brokers

402 Chamber of Commerce
Winnipeg - - Manitoba

Trade Papers are
Pioneers of Business
Expansion

THE
Robert Gillespie Co.

MALTESE CROSS BUILDING
WINNIPEG

IMPORTERS, BROKERS,
MANFS. AGENTS,
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

WHOLESALE
GROCERY BROKERS

*Manufacturers' Agents
Commission Merchants*

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

Est. 1907. Write us.

Correspondence Solicited.

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

WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents

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

120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distri-
bution

C. H. GRANT CO.

*Wholesale Commission Brokers and
Manufacturers' Agents,*

1206 McArthur Bldg., Winnipeg

We have the facilities for giving manu-
facturers first-class service.

MANITOBA

SASKATCHEWAN

ALBERTA

BRITISH COLUMBIA

TO MANUFACTURERS AND SHIPPERS

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

DONALD H. BAIN Co.

WINNIPEG

Head Office

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

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

DRIED AND EVAPORATED APPLES.
Apple Waste and Chops, Specialties
H. W. Ackerman
BELLEVILLE ONTARIO

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

TO
Manufacturers' Agents

W. F. ELLIOT
Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)
FORT WILLIAM, ONT.
Established 1909.

Headquarters for
Evaporated Apples and Beans
W. H. Millman & Sons
Wholesale Grocery Brokers
TORONTO

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

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

W. G. A. LAMBE & CO.
TORONTO
Established 1895
SUGARS FRUITS

LOGGIE, SONS & CO.
Merchandise Brokers and Manufacturers' Agents
Grocery, Drug and Confectionery Specialties.
"We cover Canada 3 times a year."
Foy Bldg., 32 Front Street W.
TORONTO - - ONTARIO

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

More Lines Wanted
Commission agent located in the North Country is open to look after several good lines for manufacturers and wholesalers.
I cover the territory from Sudbury to Hearst and also the Porcupine District.
"On the Job All the Time."
If you want results write me.
A. Lalonde
Post Office Box 123. TIMMINS, ONT.

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS

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

Canadian Grocer
143-153 University Ave.
TORONTO

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ROSE & LAFLAMME LIMITED
Commission Merchants
Grocers' Specialties,
MONTREAL TORONTO

QUEBEC
Complete Trade Connection.
JOHN E TURTON
Importer and Commission Merchant
55 St. Francois Xavier St. - Montreal
Wholesale and Retail

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

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

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

FREEMAN and SHEELY
WHOLESALE GROCERY BROKERS
St. Nicholas Bld. - Montreal

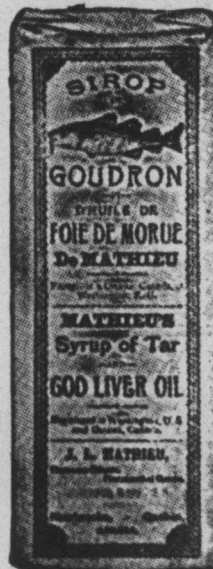
DO YOU WANT TO BUY A BUSINESS? SEE PAGE 63

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

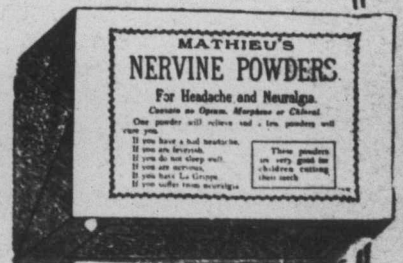


A/s NORWEGIAN CANNERS' EXPORT OFFICE
Stavanger (Norway)
Apply: STANDARD IMPORTS, LIMITED, Montreal

The Mathieu Lines are always in demand



Because both "Nervine Powders" and "Syrup of Tar" are thoroughly dependable, always giving results in keeping with their quality reputation. If you're not now selling these two favorites, write for trial supply.



J. L. MATHIEU CO.
PROPRIETORS
SHERBROOKE, QUEBEC

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

Bristol, Somerville & Co.,

[Formerly Geo. E. Bristol & Co.]

Hamilton

Our travellers have specials in Marmalade, Sugar Syrup in tins and bulk, Little Whole Beats 2's, Rice, Lobsters, Beans, Manilla Paper, etc. How about fish for Lent.

Bristol, Somerville & Co.

We manufacture the highest grade

CANNING BOXES

in Canada

Write for prices.

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



"McCASKEY"

Account Systems

For Every Business.

Send for booklet—

"A Credit Plan that Works."

McCaskey Systems
Limited

245 Carlaw Ave., - Toronto

"Canada's Best
Brand"

MAPLE SYRUP

A pure Maple Syrup unsurpassed in texture and flavor, made from the choice maple sap of Eastern Canada. Every bottle or tin purchased brings to your home the delight of the Eastern forest.

Canada Maple Exchange Ltd., Montreal

HIGH-GRADE SPECIALS IN OVERSEAS TRADE

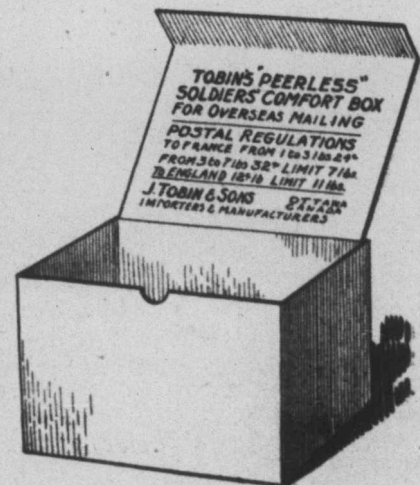
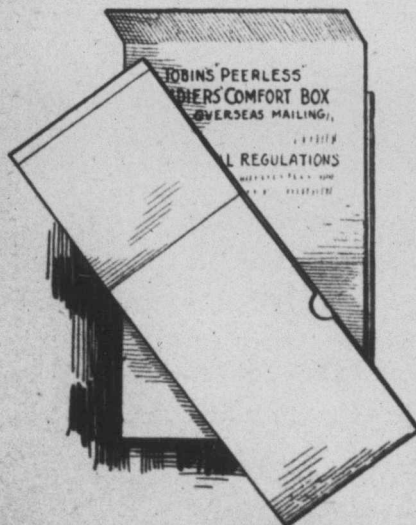
Tobin's "Peerless" Overseas Mailing Boxes, etc., etc.

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

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

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

J. TOBIN & SONS, Ottawa, Ont.



MARSH'S GRAPE JUICE

is a quality customer pleaser that no good grocer should fail to push.



The Marsh Grape Juice Company
 Niagara Falls - Ontario
 MacLaren Imperial Cheese Co., Ltd.
 Ontario Agents
 Rose & Laflamme, Ltd.
 Montreal, Que.

"Cobban's Herb Tablets"

(The old Reliable Herb Remedy in tablet form)

Do you stock them?

If not order from your jobber

They are advertised in the leading papers and are meeting with big demand from the trade. Put up in carton display box of 1 doz. (50 tablets each). Boxes to each carton to retail at 25 cents per box, every box guaranteed.

MUNCEY SUPPLY COMPANY

PROPRIETORS

Muncey - Ont.

Watson & Truesdale, 120 Lombard Street, Winnipeg
 Distributors for Canadian North-West



ROLA EGG POWDER

"QUALITY" is Profitable to You



Packed one dozen in an attractive display carton (6 dozen in case.)

It is an EGG Powder in reality and not only in name.

Pure, Wholesome, Nutritious, and does all the work of eggs at a cost equalling 12½c per dozen.

Repeat business from all districts where it has been introduced proves that the public want a really first class product.

Order from your wholesaler

SELLING AGENTS
ROSE & LAFLAMME, LIMITED
 MONTREAL - TORONTO



LIVELY selling is a big feature of WONDERFUL SOAP. Its dependable cleaning qualities make it an all round favorite in every community.

The attractive red label helps sales by focussing attention on the display.

Give WONDERFUL SOAP a try-out in your store. Also CRYSTAL SOAP CHIPS—The Best Ever.

Guelph Soap Company
 GUELPH, ONTARIO.

WAGSTAFFE'S



CELEBRATED

Orange Marmalade

WAGSTAFFE'S Pure Raspberry Jam

We have large stocks. Order from your Jobbers.

WAGSTAFFE'S Pure STRAWBERRY

We have fair stocks.

WAGSTAFFE'S Crushed Strawberry in Jelly

Large stocks.

WAGSTAFFE, LIMITED

HAMILTON, CANADA

You are the man to supply the demand

Our consumer advertising, strong, forceful and persistent, has created a lively demand for

Purina Calf Chow

We have interested hundreds in the CHECKERBOARD CALF CLUB through which we are offering valuable prizes to boys and girls in rural communities for the best calf raised on PURINA.

But, we do not want to supply this demand direct. We want to sell those people through the dealer. We want to supply the demand in your community through you.

Arrange then to be a Purina Calf Chow dealer. We'll co-operate in every way—and your profits will be worth while.

Postcard to-day for particulars of the Checkerboard Calf Club to

The Chisholm Milling Co.
TORONTO Limited

Have you seen

“DANDEE” Peanut Butter?

Nothing better could be produced.

We invite enquiries

Litster Pure Food Co.
1297 Queen Street West Limited
TORONTO

Furnivall's

FINE
FRUIT
PURE JAM

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

Grocers selling Furnivall's will tell you that there is always a good, big demand for these Fine Fruit Jams. And the margin on every sale is worth securing.

Ask any of our agents to ship you a supply.

FURNIVALL-NEW, Limited
Hamilton Canada

Salesmen Wanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.

SMALL'S MAPLE SYRUP

Maple
Butter



Maple
Sugar

World's Standard For Nearly One Hundred Years
— AT ALL JOBBERS —

SMALL'S, Limited - **Montreal, Que.**

"We Are Oversold"

ONCE upon a time a certain manufacturer was urged by his retailers to cut out his advertising in consumer mediums because it was embarrassing them. This manufacturer was disposed to listen to his retailers because his product was heavily oversold. He half-welcomed the chance to save the money he was spending on consumer advertising in national mediums.

So he cut out his consumer advertising.

Then arose a competitor—a new man in the field. He went to the retail trade and got orders easily, for he was in a position to make immediate deliveries. He made a good article, and it was a "cinch" to open up connections with the retail trade. He got in strong and permanently, and to-day he is a formidable rival to the manufacturer who ceased his selling propaganda.

That oversold manufacturer admits that he has had a lesson for life. If retailers were to say to him to-day—"Please cut out your consumer advertising. You can't meet the demand you have created and the public's insistence for your article is causing us to lose sales"—if retailers said this, and they have said it, this manufacturer has his reply all ready. It is—"Never again! I stopped once, and I opened the door to a new maker. It has cost me many times what I thought I was saving to hold my own and to recover what I lost. I learned something three years ago when I yielded to the temptation to cut out my consumer advertising, and in future I'll keep on advertising to the public even though I may find myself heavily oversold."

To-day hundreds of manufacturers are oversold. Some have cut out their consumer advertising. Some

have kept up their publicity campaign with little or no diminishment. These consistent and persistent advertisers are not regretting their policy. Some of the others are, and they admit freely their error. They are finding that the lost momentum and the new competition which has arisen will require a doubling and tripling of future advertising and selling effort to get back to old positions.

When war contracts were easy to get and looked plums, many manufacturers dropped making their usual line and went in for the fortunes which they thought could be made in a few months. If you ask some of these manufacturers to-day what they think of their cessation of making their usual line for which a big consumer demand had been created at great cost by national advertising, and which retailers were glad to distribute, because selling it was easy, you will be told by those frank enough to make honest confessions, "We made a mistake. We are finding it harder now to get back to our old place with the retailers and the public. We have lost ground. We regret the mistake we made. It will cost us much money to get back again, and in the meantime retailers and the public have learned to buy others' merchandise."

IF the firms who are oversold, and the firms who have lost something of value because of the stoppage of their advertising, find in the foregoing any message to them, let us say to them that they can do influential advertising of a national sort, effective on both consumers and distributors, by the use of two national mediums—MACLEAN'S MAGAZINE and FARMERS' MAGAZINE. The cost of strong campaigns in each of these magazines, and in them both, is as follows:—

	Circulation	Number of of issues per year	Minimum page rate	Cost of page in every issue
MACLEAN'S MAGAZINE ..	55,000	12	\$147.00	\$1,764.00
FARMERS' MAGAZINE	30,000	24	75.60	1,814.40
Both Magazines	85,000	36	\$222.60	\$3,578.40

It means about \$300 per month to cover urban and rural Canada. Let it be remembered that 85,000 circulation in Canada is the equivalent of 1,700,000 in the United States with its 20-times larger English-speaking population. That is, using MACLEAN'S and FARMERS' in combination gives an advertiser a circulation in Canada comparable to that of the *Saturday Evening Post* and with that of the *Ladies' Home Journal* in the United States.

We invite correspondence from all oversold manufacturers and others who want to break back into the public's favor. We would like the privilege—and solicit it—of talking over with them the whole matter of national advertising, looking forward to the preparation of a specific proposal based on their own special problems and conditions. And so we ask you to address a letter of enquiry to the General Manager of

The MacLean Publishing Co., Ltd., Toronto, Canada

With branches at: Montreal, Winnipeg, New York, Chicago, Boston and London, England

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

Your jobber knows how ROYAL BLEND COFFEE

1. makes friends for the dealer
2. makes money for the dealer
3. keeps trade for the dealer

Does It Sell?

THE SIMPSON COMPANY

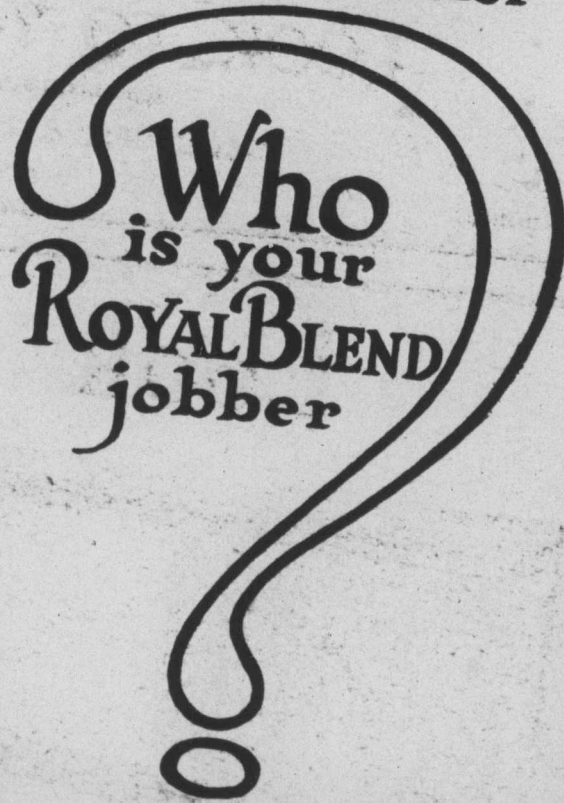
Guelph, Ont.
Feb. 15, 1918

Granger & Company
Buffalo, N.Y.

Gentlemen:-

We are pleased to report that our dealers are selling Royal Blend with good success. For instance -Mr. Hood, of Hood & Benallick, told me today that he had five repeat calls for Royal Blend Coffee in one day this week.

Yours very truly,
THE SIMPSON COMPANY
A. H. Simpson



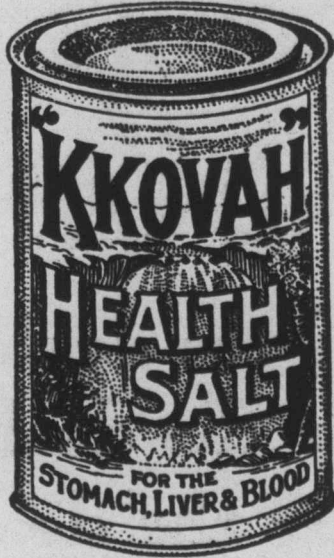
Who
is your
ROYAL BLEND
jobber

Watch future issue of Canadian Grocer for startling list of Canada's premier wholesalers.

Granger & Company, Buffalo, N.Y.

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

TWO OF THE BEST LINES TO CARRY



LOOK TO YOUR STOCKS

SOLE DISTRIBUTORS FOR CANADA

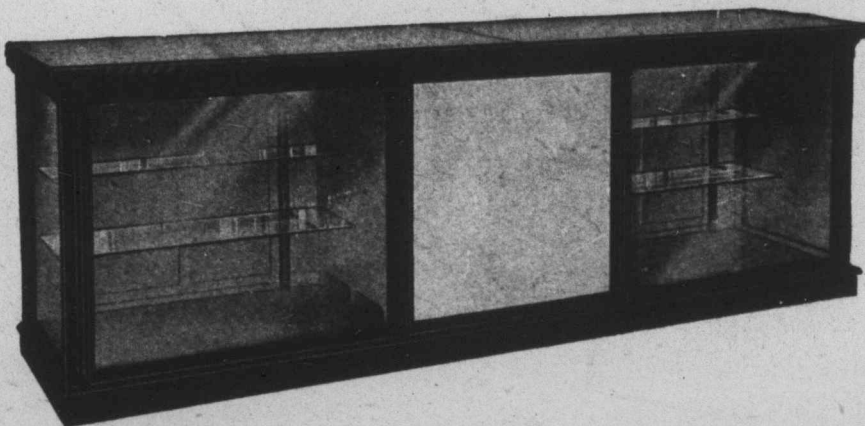
MACLURE & LANGLEY LIMITED

WINNIPEG

TORONTO

MONTREAL

Look Ahead!



An attractive and valuable silent salesman refrigerator that will save and sell perishable foods in summer months.

Turn your time, floor and wall space to the best possible use.

Grocers who enlist the services of our efficiency-making equipment are the grocers who are going to successfully overcome the labor scarcity problem.

Up-to-the-minute store fixtures like what we supply will enable you to turn over your stock quickly and profitably.

Our free illustrated catalog will show you just what you require to modernize your store—to put it on a real, successful sales-creating basis.

We supply just the right fittings for Cigar and Tobacco selling—a profit-making line no good grocer should neglect pushing.

Send to-day for the Walker Bin catalog.

The Walker Bin & Store Fixture Co., Limited
KITCHENER, ONTARIO

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



A "good" flavor
 A "good" package
 A "good" name
 A "good" seller



We've got it

Railways, factories and foundries demanded a broom that would stand the heaviest kind of sweeping without the corn becoming broken or cut at the shoulder.

**Keystone Stapled
 METAL CASE BROOMS**

are filling the bill to perfection. 8 styles for particular needs and every one a winner.

Write for prices, etc.

STEVENS - HEPNER CO., LIMITED
 Port Elgin, Ontario

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

OCEAN BLUE

stands for all that is implied in the word "QUALITY." And quality too at a popular price. No Grocer has regretted stocking OCEAN BLUE since his customers came to know the 5c. "OCEAN" quality.

Order from your Wholesaler.

HARGREAVES (CANADA) LTD.
 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—Cresden & Ivory, Rooms 5 and 6, Jones Block, 47 Hastings Street W., Vancouver, B.C.



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

A Sales Getting Customer Reminder

You'll sell more Colman and Keen Products if you hang one of these Attractive Cards in your Store.

Every card is lithographed in handsome colors, each package being reproduced in facsimile.



You don't need to *introduce* Colman and Keen lines to your people. Everybody knows these quality products. Just let them know your stock is complete by displaying this splendid reminder.

Ask us to send you one.

MAGOR, SON and COMPANY, LIMITED
30 CHURCH STREET, TORONTO

191 ST. PAUL STREET W., MONTREAL

We hand it to you with a guarantee

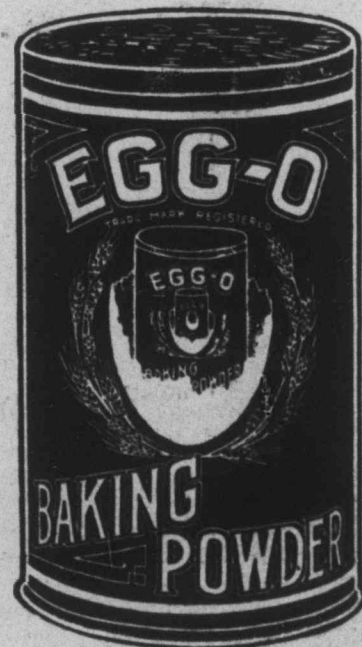
We know the quality of the selected materials that go to make up every can of

Egg-O Baking Powder

We know that in thousands of Canadian homes the Purity and the Economy of Egg-O Baking Powder have won for it the unstinted approval of critical housewives.

We know that Egg-O is about as perfect a Baking Powder as infinite care and consummate skill can produce.

Therefore, we hand it to you backed by a guarantee of quality and customer satisfaction that goes beyond the tin—right into the baking. And that is the guarantee that counts.



Egg-O Baking Powder Co., Limited
HAMILTON, CANADA

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

CANADIAN GROCER

Vol. XXXII.

TORONTO, MARCH 8, 1918

No. 10

Grocery Trade Licenses Required May 1

Order-in-Council Makes License Necessary and Imposes Some Obligations—No Property Qualification or Apprenticeship Essential—No Regulation of Delivery

Special to Canadian Grocer

OTTAWA, March 7.—The Food Control Board announced definitely during the week that all retail grocers would be under license by May 1, that it would not be legal for a grocer to be doing business after that date without a government license.

Application blanks are being prepared and being sent out to the trade. These blanks will call for definite information from retailers as to the percentage of their business devoted for instance to fruit and vegetables, produce, provisions, flour and feed, etc., in addition to a great deal of other matter. On receipt of the information the retailer will secure his license. If the information is not satisfactory license will probably be withheld until returns are made in a satisfactory manner.

A committee was asked by the former Food Controller, Hon. W. J. Hanna, to present their proposals for licensing dealers. One of these proposals suggested that a dealer must spend two years in the grocery business before he would be able to secure a license in future. Another was that his capital at the outset should amount to at least \$1,000.

On making inquiries in this connection it was learned these two suggestions have not been adopted by the present Food Control Board. They point out their policy is one that does not permit them to take any drastic measures in this connection. They feel that if such regulations are to be put into effect it would be a matter for the Federal Government to consider themselves at some future date.

There have been considerable reports to the effect that deliveries would be controlled so that general delivery systems would be used instead of individual systems. As CANADIAN GROCER has contended, it would be impossible to regulate delivery in this way, and anything done would have to be of an educational character.

The man in direct charge of the detail in regard to licensing retailers is H. Amphlett. He comes from British Columbia and has spent a number of years in connection with the grocery trade.

By May 15 handlers of foodstuffs of all kinds will be under license.

Mr. Amphlett was asked as to whether a dealer with a separate provision department, for instance, would be called upon to pay two license fees, one for his grocery department and one for his provision department. The reply was that where the provision department was a distinctly separate one and where the turnover was a big percentage of the total annual turnover an additional license would likely apply. It was, however, difficult to say anything in this connection until the information called for in the application blanks was studied.

The license fee will be placed at \$2.00 on a turnover up to \$20,000 per year. An advance of \$2.00 per year will be made on each \$20,000 additional turnover. The license fees will apply on the operation of the licensing system. Whether this will be sufficient to cover the expenses of the department will not be known for a considerable time. If it does not the Federal Government will, of course be called upon to meet the deficit.

THE regulations in the Order in Council governing the retail trade, are hardly as comprehensive or far reaching as was generally expected. Some of the proposed regulations suggested by the committee appointed to outline some system of government for the trade have gone by the board. The Food Control Department evidently did not feel equal to the large task of putting in force such innovations.

The Order in Council does, however, live up to the suggestions as outlined in CANADIAN GROCER of Dec. 21, 1917, in many important particulars. First in that every department of the trade must be licensed. Every department under the various orders in Council is definitely defined, and license numbers must appear on all stationery, statements, bill heads, etc. Moreover a license only holds for one department of business, so that if a wholesaler sells to the consumer he is outside of the meaning of wholesaler under the order governing the wholesaler and must take out a license in every department of business in which he is engaged. This regulation is unquestionable a protection for the retailer against wholesalers' competition.

Require a Business System

The regulations go on to require a business accounting of all stocks on hand so that anything in the nature of food hoarding may be made an impossibility. The matter of profit too is to be regulated, and the profits to be permitted will not be in excess of these of the pre-war period. Information as to stocks on hand and the amount of yearly turnover will have to be provided by applicants for license, and so the department will have a check on any attempt at undue profiteering. Other clauses deal with the preservation of food and forbid the destruction of any product fit for food purposes, and the failure to prevent waste where it is preventable.

The License Fee

The license fee will be \$2 on every \$20,000 of business, and an additional \$2 on every additional \$20,000 of business or fraction thereof. As our correspondent has stated, where a store oper-

ates two distinct departments, and operates them both on a large scale, the operator will require a license for each department. That is to say where a grocery and butcher store is operated by one management under one roof, each department will require a separate licence. Stores having branches in other parts of cities will not be covered by one license but will be required to have a license for each business.

Obligation on Merchant to Obtain License

Forms for application for license will be forwarded to every merchant by mail. In the event, however, of the merchant not receiving such an application blank it will not be sufficient plea for him to urge in justification for his failure to take out a license. The obligation lies upon the licensee to see that his license is on hand by the date set.

The date after which the retail grocer must be licensed or be prepared to discontinue business is May 1. Other departments of the food distributing activities must obtain their licenses on the following dates: Produce wholesalers, produce commission merchants, produce brokers, March 15, 1918; wholesale grocer, wholesale grocery jobber, wholesale grocery commission agent, wholesale grocery broker, April 1, 1918; retail butcher, retail baker, retail produce dealer, retail flour and feed dealer, retail fruit and vegetable dealer, retail fish dealer, May 15, 1918.

The actual Order in Council regarding the licensing of the retail grocers was not available at the time CANADIAN GROCER went to press. The regulations regarding the wholesale trade are as follows:

THE ORDER IN COUNCIL REGULATING WHOLESALERS, JOBBERS AND COMMISSION MERCHANTS

The following is a copy of the new Order in Council affecting wholesale grocers, jobbers and commission merchants. This regulation follows very closely the proposed regulations that were published in CANADIAN GROCER, Dec. 21.

CANADA FOOD BOARD OTTAWA

Order No. 17.

"WHEREAS by Order-in-Council No. 3214, dated the fifteenth day of November, 1917, it was, amongst other things, provided that 'the Food Controller may prohibit any person from dealing in any food or food products designated by him without a license, and may cancel any license for any violation of any regulation or order,'—

"AND WHEREAS, by Order-in-Council dated the eleventh day of February, 1918, His Excellency the Governor-General in Council did order:—

"That all the powers of the Food Controller for Canada are now vested in and are to be exercised by the Canada Food Board.

"Therefore it is hereby ordered:—1. That on and after the first day of April, 1918, no person, firm or corporation shall deal wholesale in food or food products, which are regarded as necessary for house-

hold consumption and commonly designated under the heading of groceries, without having first obtained a license from the Canada Food Board, such license to be known as Wholesale Grocer's license, a Wholesale Grocery Jobber's License, a Wholesale Grocery Commission Agent's License, or a Wholesale Grocery Broker's License, as may be made necessary by the trading operations of the applicant. Save and except those dealing wholesale, exclusively in bakery products, or flour mill, grist mill and cereal mill products, or fresh fruit, or vegetables, or fish (fresh or canned), or dressed fresh meats, or lard, or butter, or oleomargarine, or cheese, or eggs or poultry, and those manufacturing any food or food products unless otherwise ordered thereto.

"2. That the licensee shall not buy, contract for, sell, store or otherwise handle or deal in any food or food products for the purpose of unreasonably increasing the price, or of restricting the supply, or of monopolizing or attempting to monopolize either locally or generally any food or food products.

"3. That a wholesale grocer may sell to another wholesale grocer, a wholesale jobber may sell to another wholesale jobber, a commission merchant may sell to another commission merchant, and a broker may sell to another broker, but such transaction or transactions shall in no case increase the price to the retailer.

"4. That licensee shall not destroy any food or food products which are fit for human consumption, and shall not knowingly commit waste or wilfully permit preventable deterioration in connection with the storing or sale of any food or food products.

"5. That no licensee shall, directly or indirectly, knowingly buy any food commodities from, or sell any such commodities to, any person required to obtain a license from the Canada Food Board, and who has not obtained such license.

"6. That the licensee shall place on every letterhead, contract, order, acceptance of order, invoice, price list and quotation issued, the words 'Canada Food Board License Number' followed by the number of the license, and shall show the name of the license or licenses under which business is carried on.

"7. That all licensees may be required to make reports monthly, and as often

and at such times and in such form as may be in writing directed by the Canada Food Board, showing the stock on hand, or in transit to order of licensee, and such other information as may be required by the Canada Food Board from time to time.

"8. That every licensee shall keep such books, invoices, vouchers and other papers and records as will enable the Canada Food Board or any person by them thereto authorized to verify any report or statement that such licensee is required to make to the Canada Food Board.

"9. That all application for license shall be on form 6 hereto attached.

"10. Trade classification:—

"(a) A wholesaler is one who buys in wholesale quantities and warehouses his purchases, and of which not less than ninety per cent. of the total value thereof are sold to the retailer.

"(b) A wholesale jobber is one who regularly deals in merchandise, acting as an importer or dealer on his own account, and sells only in wholesale quantities.

"(c) A commission agent is one who warehouses or handles goods for the owner on a commission basis only.

"(d) A broker is one who does not warehouse or handle goods, but acts as an intermediary between seller and buyer, selling on a brokerage or commission basis only.

"11. That the following shall be the fees payable for licenses granted under this order for the above trade classification:—

"Classes A and B, annual turnover of \$100,000 or under, \$20, and \$10 for each additional \$50,000 or fraction thereof.

"Classes C and D, \$25 per annum.

"12. That all licenses shall expire on the thirty-first day of March, in each year.

"13. That licenses are not assignable or transferable without the assent of the Canada Food Board.

"14. That licensee shall give notice in writing to the Canada Food Board of any change of address, or of any change in the management or control, or of any change in the character of the business licensed, within ten days of such change or changes being made.

"Dated at Ottawa this twenty-first day of February, 1918."



H. B. Thomson, Chairman of the Food Control Board, whose signature has been affixed to a formidable list of Orders-in-Council to regulate the food distributing activities during the past week

Retail Merchants Present Case re Freight Increase

Urge That There is no Justification for Increased Rates—Claim That the Postal Service Does Not Pay Its Way, and Urge That There is the Place to Impose Increase

Ottawa, March 7th (staff correspondence).—The Retail Merchants' Association represented by Henry Watters, of the Dominion Board, and Secretary E. M. Trowern, presented the case of the retailer in connection with the proposed increase in freight rates on the part of the railways at the sitting of the cabinet council on Friday of last week. The Retail Merchants' Association as a body is opposing the application for increase in rates.

Henry Watters presented the merchants' case as follows:

"Gentlemen,—In appearing before you in favor of appeal from increased freight rates, we beg to be understood as not offering general and dogmatic opposition to all railway rate advances. We realise that all losses in construction and operation stand as a burden on the people, and must be met by the people's contributions to taxation. We recognize that the retail distributors of merchandise are the recognized medium through which these contributions to taxation are received. We have no reason to complain of this service to the state when our judgment approves the economic and ethical character of our relationship to this function. We cannot, however, look with favor on being made the tax-collectors in circumstances presenting apparently no justification for increased freight rates. Especially do we object to lend ourselves to additional burdensome taxation in the presence of a mental bias in press and people against the so-called middleman, personified in the retail merchant as the only culprit the uniformed mind seems capable of visualizing as the cause of the high cost of living. We submit that if there be no sound reason for increase of freight rates, that the present is a most inopportune time to add to the burden of life.

"Now what are the facts as to the cost of freight operation and pecuniary returns from same? From Government statistics for 1916 we find that the train cost per mile to operate averages \$1.62, and the revenue \$2.71. The passenger revenue shows \$1.79 as the average of all roads. As it is estimated that passenger trains cost nearly double that of freight trains to operate, these figures would demonstrate that freight trains are paying adequate returns. If passenger service shows a loss it would seem good business to augment the rates on that division rather than on the freight side. It is quite in order to urge that passenger traffic should be largely considered a personal expenditure rather than a business expense charge, whereas freight traffic carries an inevitable tax to the consumer. It should also seem the part of sound business to abolish all

free transportation in the form of passes.

"In our study of railway transportation rates, we find that the postal service allows only 16 cents a car mile for carrying the mails. As the actual cost amounts to 27 cents a car mile, there is a discrepancy of 11 cents a car mile. As mail rates are presumably based on the 16 cent. cost, it is quite evident that the public is supplied with the mail transportation much below actual cost. Again, it is presumably correct to say that the minimum parcel rate is based on the imposed 16 cent. rate, with progressively diminishing rates for heavier parcels and corresponding loss of revenue. This feature, in our opinion, should be revised and actual cost of transportation and other service charges levied on everything carried by mail."

Henry Watters, chairman; L. N. Poulin, B. G. Crabtree, E. M. Trowern, secretary.

Representations were made by other organizations, and the entire matter is now before the Cabinet.

NEW REGULATIONS TO INCREASE FISH PRODUCTION

An order-in-council has been passed at Ottawa making changes in fishery regulations which will tend to permit the greatest production of fish, compatible with proper protection of fisheries. These modifications, as announced through the Naval Department, permit the use of purse-seines for the catching of pollock on the Atlantic coast. This is an excellent fish for the table, and vast numbers are available in the Bay of Fundy and around the coast of Western Nova Scotia. Herring fishing, which has been prohibited for many years around a certain portion of Grand Manan Island on the assumption that it was a favorite spawning area for these fish, may now be continued.

The order-in-council prohibits shad fishing in the Bay of Fundy or tributary waters for four years from the 1st of March. This action is taken because this valuable fish is becoming very scarce.

LONDON, ONT., WHOLESALER PASSES AWAY

Samuel Screaton, Senior Member of Edward Adams and Company, London, Ont., Dies in That City After a Two Weeks' Illness

Samuel Screaton the senior partner of Edward Adams and Company, wholesale grocers, London, Ont., died recently in that city, after a two weeks illness from heart trouble. The late Mr. Screaton, was born in London, and spent the greater part of his life in that city.

He was formerly in the drug business under the late William Saunders, but in 1885 he joined the staff of Edward Adams and Company, later becoming a partner in the same firm and for some years past he has been the senior partner.

The late Mr. Screaton was of a retiring nature, and for that reason was but seldom in the public eye. He was, however, connected with many charitable institutions and he had a host of appreciative friends. He is survived by his wife and a family of two sons and two daughters. His loss will be deeply felt in the community of which he was so long a part, and in those various interests with which he was most definitely connected.

SENATOR GILLMOR DEAD

Was Senior Partner of Canadian Firm of Chase & Sanborn

The late Hon. Daniel Gillmor, Dominion Senator for the County of Charlotte, N.B., died suddenly on Friday, Feb. 22, at his home in Westmount.

Senator Gillmor was born in St. George, N.B., on July 1st, 1849. He was there associated with the firm of O'Brien and Gillmor, groceries and other lines, and many years ago he came to Montreal and associated himself with the Canadian firm of Chase and Sanborn. Of this company he was senior member until the time of his decease, and was at the office the afternoon before his death. Senator Gillmor previously spent some years on the road, representing the Boston firm of Chase and Sanborn.

In 1904 Senator Gillmor was a candidate for the House of Commons in Charlotte County, though unsuccessful. In January, 1907, he was called to the Senate.

The surviving family, is comprised of Mrs. Gillmor, one daughter and three sons, all of the latter having seen active service. These are Capt. Dawes Gillmor, Capt. Daniel Gillmor and Private Horace Gillmor. The sons were at or near home when Senator Gillmor died.

PIONEER PARRY SOUND MERCHANT DIES

John Purvis, one of the pioneers of Parry Sound, Ont., died recently from pneumonia, after a brief illness.

The late Mr. Purvis, though in his 62nd year, was still actively engaged in business with his son under the name of Purvis and Son, grocers. He had been a resident of the town for forty years and had served as mayor and councillor for a number of years. His son, Harry M. Purvis, is the present mayor.

MAXVILLE, ONT., VISITED BY FIRE

A serious fire occurred recently in Maxville, Ont., when the post office and two stores were almost completely destroyed; one of the chief sufferers was D. J. McMillan, who owned the buildings and the store. The loss is estimated at \$10,000, which is partially covered by insurance.

Grocer Outclasses Tobacco Stores

Tobacco Department of Lee Grocery, Simcoe, Ont., is Foremost Individual Factor in Town Trade—Latest Design in Fixtures Allows Maximum Display Value—Special Display Sections for Cigarettes, Smoking and Chewing Tobaccos

A STEP towards the time when the grocery store will be one of the chief distributing mediums for cigars, cigarettes and tobaccos, is found in the case of the Lee Grocery of Simcoe, Ont., a store which is a factor of prime importance in the tobacco trade of that town. The tobacco department of the Lee store is one which has been established since the first day the store commenced business many years ago, and is now well known among the townspeople.

Though the Lee store has in past years been under the management of a number of members of the Lee family, the business has retained its original form. There are a number of distinctive departments in the business as it stands to-day, and among the most profitable of these departments is that devoted to the sale of cigars and tobaccos. This department is a sort of specialty with the present manager of the business, a son of the late G. W. Lee, former proprietor. Mr. Lee says the tobacco department is as profitable as is the sale of bread.

With the passing of years, the tobacco department of the Lee store has

developed until business is now carried on on a large scale. The most up-to-date fixtures are used, and a jobbing business is done among other grocers and hotels of the town as well as with hotel proprietors in surrounding towns.

As illustrated herewith, the tobacco department in the Lee store has assumed proportions which justify it in laying claim to be the biggest sale of tobaccos and cigars of any such store in the town. The fixtures used for displaying the cigars, cigarettes, tobaccos, etc., are of the latest design, and indicate no limitation of expenditure in fitting out the department with the best display devices available.

Great Power of Suggestion Employed in Display Fixtures

Entering the Lee store, the customer's attention is first attracted to the extensive tobacco department. It extends from the front of the store to about one-third the depth on one side. Display cases are fitted with shelves to allow of the utmost display of cigars in boxes. The cigar display is one of the outstanding features of the department, for sel-

dom is such an array of different brands of cigars found even in an exclusive cigar store. In these cases latest devices are again brought into play. Special equipment in the form of tubes placed at intervals in the cases keep the air moist. In this way the cigars are really in a humidor though at the same time are on display in the showcases. The extent of the cigar stock in the Lee store is a big factor in drawing trade, for customers of this store come from far and near and appreciate the wide selection of brands.

On the display cases are many other articles associated with the tobacco business, arranged so as to suggest themselves to the smoker in the most effective manner. Gum of all kinds, chocolate bars, matches, peppermints, etc., are all there, and get much attention from the tobacco department clients. The sale of gum, chocolate bars, etc., is recognized as a necessary adjunct to the tobacco department and does not in any way interfere with the important candy department of the Lee store located across the way.



View of the tobacco department of the Lee Grocery, Simcoe, Ont.

All Departments Work Towards Common End

In this connection it is interesting to note how these two departments, and in fact all the departments of the Lee store, work together toward the common end. The candy department of this store is well known among the townspeople and draws much trade from young gentlemen. In the Summer time an ice cream parlor is in full swing and serves to bring large numbers of young people through the store. This class of trade represents the largest purchasers of candy and tobaccos, and it is therefore found that the three departments are almost inseparable as a business asset. This source of trade for the tobacco department is altogether apart from that represented by the large number of regular customers of the Lee store. A high class grocery business, fitted with baking facilities, holds much trade, which makes its effect felt in the tobacco department.

The extent of the jobbing and retail business in cigars, cigarettes and tobaccos, is such that a \$3,000 stock is kept on hand at all times. The Lee store turns over its stock on the basis of jobber's prices, both in the retail trade and in selling to other grocers and hotel proprietors in town. The hotels of Simcoe and of nearby towns are large purchasers of cigars in boxes. The Lee store acts as a distributing agency for many brands of cigars. Travellers of certain companies take orders from other dealers in the town and turn them in to the Lee store to be filled. This practice eliminates the necessity of soliciting business in the town. The calls of these travellers on the town dealers results in more business than would otherwise be forthcoming.

Pipes, Pouches, Etc., Figure Prominently

The sale of chewing tobacco, pipes, tobacco pouches and other smoking accessories, is a big factor in the store, in addition to the sale of cigars, cigarettes and tobaccos. In the cigar show-cases an upper shelf is used for displaying cigars in boxes. These boxes are all fitted with price tickets and arranged in such a manner that they can be easily selected by a customer and easily reached by the sales clerk. The floor of these cases is chiefly used for displaying pipes, pouches, special boxes of cigarettes, cleaners, and other similar articles.

Tobaccos in packages are well displayed through the glass doors of wall fixtures, designed as part of the furnishings' arrangement. There is sufficient space in the sections to allow each brand of tobacco to appear individually. The distinctive appearance of each package is therefore easily recognizable by the tobacco customer. The same applies to the sale of tobacco in plugs. The lower section of the wall fixtures consists of drawers, some of which are designed to fit the boxes in which the plug tobacco is packed. The front end of the

box is knocked out and then inserted in the drawers or section devoted to it. The front end of the drawer is of glass and therefore allows of a good display. About a dozen lines of chewing tobacco are carried in this extensive stock.

Selling by Suggestion

The power of suggestion has been found to be one of the greatest factors in the sale of tobacco and cigars. In this instance, as in others, it is seldom found that the customer will ask for any particular line of goods which his eye has not already alighted upon in the showcases or wall fixtures.

No Special Training for Sales Clerk in Tobacco Department

No particular sales clerk is delegated to the tobacco department. Mr. Lee has found it unnecessary for any specially trained clerk to have charge of the sales in this department. The completeness of the display fixtures places almost every line of tobaccos, cigarettes, cigars or plug tobacco where it can readily be seen. In this way the fixtures are the chief element in selling. Difficulty in locating various articles is also thereby reduced to a minimum. Mr. Lee himself does much of the selling in the tobacco department for he firmly believes that salesmanship can increase business in this department as in any other. Oftentimes the suggestion of articles in the display cases can be

backed up to advantage with a personal word.

The busiest time for the tobacco department in the Lee store is on Saturday nights. This is the recognized shopping night of the week in Simcoe, and in the surrounding towns. The store is always crowded to the greatest extent on Saturday evenings and the tobacco department is well patronized. Supplies for the week-end are purchased by the townspeople, and supplies for the whole week are then purchased by those from the surrounding country places.

Practically all the grocers in the town of Simcoe handle some stock of tobaccos and cigars. Such business is not enlarged upon to the extent of the Lee store, however, and the sale is chiefly restricted to a few popular lines of smoking and chewing tobaccos. Cigarettes are not handled by the other grocers of the town owing to a \$25 license fee which is required. Chewing tobacco and cigars in 25c lots are the strongest items in the general trade.

In the Lee store the biggest sale of cigars is in 25c lots. This fact gives some indication of the total extent of the cigar business done in this store, when the extensive jobbing business in cigars in boxes is taken into consideration. Special retail prices are given in the sale of cigars by the box in the Lee store, but the chief box trade is done with other town dealers, hotels and surrounding towns.

Featuring Coffee to Draw Trade

H. Malcolmson, Chatham, Ont., Uses Effective Window Display to Build Sales—Makes a Specialty of Coffee Sales

CHATHAM, Ontario.—The H. Malcolmson grocery recently had a good window display featuring coffee, in which Mr. Malcolmson has always specialized.

The central item in the window was a dolls' tea table, set with a cloth and china coffee set, showing fancy biscuits, etc. Two big dolls on small chairs were set on opposite sides of the table.

Immediately behind was placed the store's electric coffee-grinder, flanked by neatly stacked red coffee cans. The remainder of the window to the right and left was devoted to showing various grades of coffee, the unground coffee being displayed in frames trimmed with blue bunting and set at a slight incline to give a good view. In the foreground, the entire width of the window and to a depth of several inches were shown the green coffees. The remainder of the space was given to a showing of roasted coffee (unground), including a 40c mixture to the right, and to the left two qualities, a special 30c and an extra strong 40c. The display was flanked at both ends by more coffee tins. All the different qualities shown were labelled with prices quoted in neat lettering. The coffee grinder was connected and used as it stood for grinding whenever needed.

Mr. Malcolmson has always made a

feature of his bulk coffees, and gives them frequent advertising and display space. In addition to full space advertising on occasion, there is scarcely an advertisement on other topics that does not carry an epigrammatic reference to "our special breakfast coffee."

Supplying Coffee Tins

A feature of the trade is the use of cylindrical coffee tins, pound size. These are supplied to each new coffee customer and constitutes an air-tight container, which helps to preserve the strength and aroma of the ground coffee. All coffee is electrically ground specially to suit the purchaser at the time of purchase. The coffee tins are constructed with metal tops and cardboard frame, finished in red, and, besides the firm's business card there is printed on the label a special recipe for making good coffee.

Mr. Malcolmson's specialization on coffee has helped to attract a great deal of business in other lines.

INCREASE EGG PRODUCTION

The Galt Poultry Association of Galt, Ont., has launched a campaign to increase egg production, and will supply eggs or baby chicks to any person desiring to embark in the poultry business.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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

THE MACLEAN PUBLISHING COMPANY, Limited

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

Vol. XXXII. TORONTO, MARCH 8, 1918 No. 10

EDITORIAL BRIEFS

PREMIER Hearst of Ontario turned a deaf ear to the pleas of the workmen and others. Two and a half per cent. proof is the final word. Looks as though the Jamaica ginger would still be in great demand.

* * *

A TORONTO storekeeper, fortunately not a grocer, who left the window lights burning, was brought before a magistrate and fined fifty dollars. A word to the wise who happen to be using Hydro power should be sufficient.

* * *

WHEN you read in the papers about people in different parts of the country hanging to the ridgepole of their homes to escape the flood, then, even though it may look dry in your neighborhood, have a look at the cellar, and provide against emergencies.

* * *

MR. O'CONNOR is busy as usual discovering things that are not so, and in so doing is endearing himself to the great general public, who delight to think that most people to whom they have to pay money are rascals. The Government is in a sad pickle. They would like to drop this Jonah overboard, but dare not do so since the newspapers have adorned him with the mantle of the public benefactor.

* * *

"A DANGEROUS economy." That is the way Mr. Wills, president of the Imperial Tobacco Company, characterized the impending shortage of tobacco in England, due to transportation difficulties. With a well-filled pipe, a man may look more or less philosophically on many serious ills. The friendly weed is a great fortifier.

PRINCE Edward Island had a surplus crop of 3,000,000 bushels of potatoes. Of these some million and a half bushels have been moved. Clever mathematicians will therefore be able to deduce that there still remains a million and a half bushels of Prince Edward Island potatoes to be disposed of before the new potatoes are available.

* * *

THE Government is again urging the food production campaign. No one would say a word to discourage that campaign, but it is well, nevertheless, to remember that the production of food is not the only question, and we have been faced rather often of late with the reports of plentiful supplies of vegetables in Canada that cannot be brought to those who need them.

THE FARMERS' MARKET

LAST summer there was a good deal of an agitation in Toronto, and other of the larger centres in different parts of the country, with regard to the encouraging of farmers' markets. Curb markets were suggested, and it was urged that here was the solution for so many of the high price evils. At a recent session of the Toronto City Council one of the controllers protested with some warmth in regard to this matter:

"The farmers come in there, sell no lower than our retail stores and get off without paying taxes."

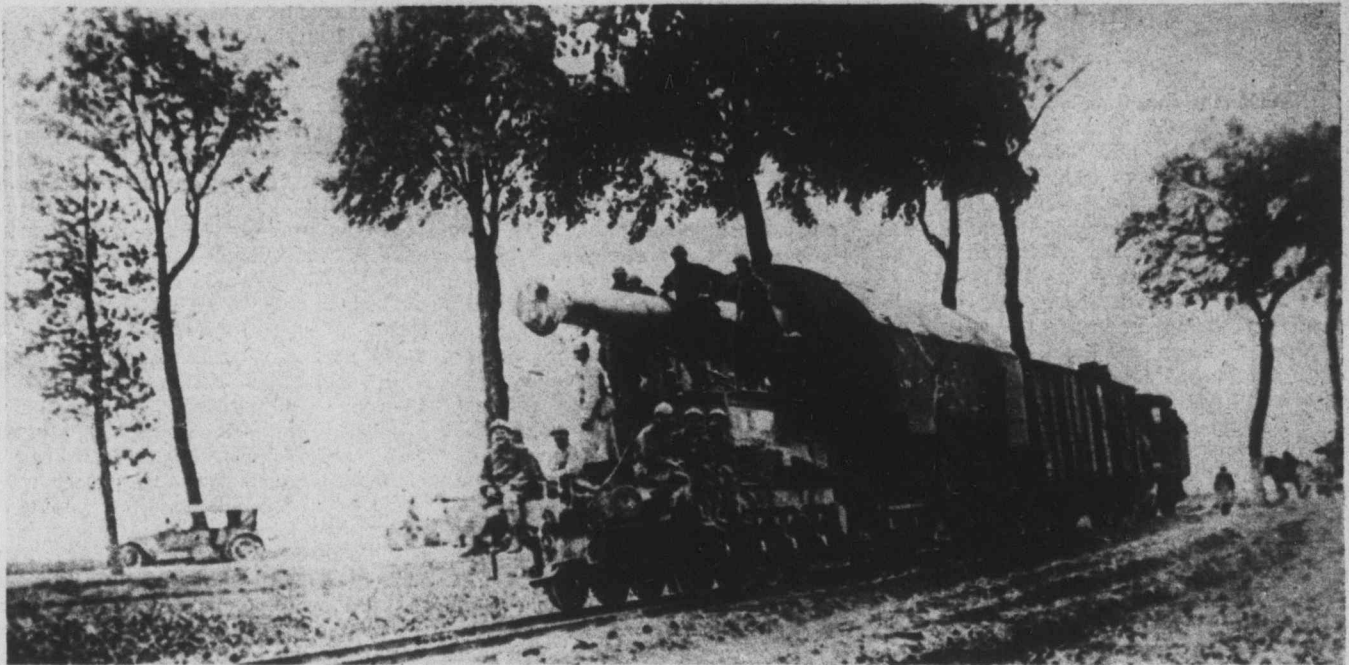
That is, of course, the situation in a nutshell. The farmers' market means nothing of saving to the consumer. The farmer in these days is conversant with daily prices. He knows what the retailer is getting and he sells his goods at precisely the same figures. In the United States various attempts were made to reduce the cost of living by eliminating the middleman. Assistance was given to the producer by the post office authorities and the express companies. Yet the consumer paid just as much as ever, the facts proved that the producer simply absorbed the retailer's margin.

We are not suggesting that there is anything wrong in the farmer getting all he can for his crops, nor would we discourage the farmers' market, which is of great advantage to many towns. The contention merely is that the elimination of the retailer does not reduce prices. This fact has been tried and proven.

MAPLE SYRUP SHOULD BE BUMPER YIELD

THE Food Control Department is preaching a campaign of greater production of maple syrup and sugar. Given satisfactory weather conditions, there should be a hearty response to this propaganda. There is an urgent need for the production of every grade and kind of sugar. There is the assurance that the producer would receive substantial returns. It would seem, therefore, that the owner of maple trees who is not making them produce to their limit is a long way from being far-sighted.

Current Events in Photograph—No. 10



THE GUNS THAT SPEAK FOR DÉMOCRACY

THE long expected Hun offensive will break some day soon. The Allies await this assault with confidence born of the knowledge of the better morale of their men and of a laboriously achieved preponderance in artillery. The photo shown herewith is one of the monsters that will be heard in the cause of democracy. It is being brought up to its position on the Lorraine front for its baptism of fire. Other guns on other railways are moving up to other fronts all along the "far-flung battle line."

NO CHANCE OF SMALL BAGS OF FLOUR

Current Belief That Millers Would be Permitted to Sell in Less Than 20 lb. Bags Emphatically Denied By Food Control Department

Ottawa, March 7 (special).—There has been some talk of late that flour in bags of less than 20 lb. in weight would be permitted to be sold by the millers to the trade. Retail dealers claim that now that the standard flour is on sale there will be many people who have always been accustomed to purchase in the small bags who will want their flour in the same way. They point out it will cost them more to put up flour in small quantities in paper bags, including cost of the bags, twine and labor, than it will be have the flour put up similarly by the miller.

Reports have been going the rounds that this would be permitted.

Your correspondent interviewed Mr. Macdonald, of the Food Control Department, who has the flour matter in charge. He states there is no truth in this rumor. "There is no chance whatever," he stated, "that flour will be permitted to be put up by the millers and sold in the smaller packages. The consumer will soon get into the habit of

buying it in 24 or larger sized bags, and if this is brought about there should be considerable saving."

Mr. Macdonald did not think that many would ask to buy flour in bags of less weight than 24 lb. It will be interesting to know experiences of retailers in this connection.

SUPPLY OF PRESERVING JARS LIMITED

In view of the importance of householders providing themselves with a sufficient number of vacuum glass jars for the preservation of fruit and vegetables next season, the English Food Production Department has made the necessary arrangements with the Minister of Munitions, representatives of the manufacturing, wholesale, and retail trade organizations, and other bodies. It is strongly emphasized that by ordering their jars at once the public will assist the trade to insure early delivery, and also materially to help relieve the heavily burdened transport systems of the country. Everyone ordering now will be sure of getting a supply of jars in good time and at reasonable prices. If there is delay in giving orders a supply may not be available.

MUST PROTECT LOBSTER INDUSTRY

A Federal law registering the size of lobsters trapped in the waters of the United States in inter-state commerce with a similar law in Nova Scotia was favored by several of the members attending the recent conference of the International Fisheries' Commission at Boston. Lobster dealers told the commission that if the industry was to be saved it would have to be protected by laws rigidly enforced.

Plans for the expansion of the steam trawler fleet operating out of Boston to three times its present size were outlined as result of the increased consumption of salt fish as a meat conservation measure.

The commission will hold conferences in various parts of the Maritime Provinces and will subsequently proceed across the Dominion, holding sittings in the West and on the Pacific coast.

Such questions as the protection of salmon in the Fraser River, the protection of halibut on the Pacific coast, the lobster fisheries of the Atlantic, and the adoption of equitable rules governing the use of Canadian and American ports by fishing vessels of both countries, are the main points of controversy.

Turnover's Place in Judging Profits

A Fair Profit a Relative Term—How it is Affected by Condition of Sale—Bread and Sugar Sales Are Really Profitable—A Correspondent Presents a New Aspect of the Case

UNDER the heading of "The Retailer's Right to a Fair Profit," CANADIAN GROCER recently published extracts from letters received from grocers in all parts of Canada in reply to a query as to whether they believed they were entitled to charge a fair profit on all goods sold. These retailers almost without exception expressed the opinion in one form or another that a grocer was entitled to get a fair profit on business done no matter upon what lines such profit was obtained. No one attempted to define exactly what was meant by a fair profit, but presumably such profit would have to cover cost of doing business which appears at the present time to hover around the twenty per cent. mark and in addition a profit over and above this cost which at the very lowest could not very well be placed at less than five per cent. Let us say then twenty-five per cent. gross profit. That would appear to be the minimum of profit at which those retailers who sent in their replies consider they should do business regardless of the nature of the commodity sold. They admit that upon certain lines they cannot get this profit and that in order to equalize matters they are compelled to make it up upon other lines, but nearly all deprecate this system of making one line of goods pay the profit which they consider they should obtain on another and some even go so far as to suggest that legislation might remedy the matter.

The Case of Sugar

Now it will be interesting to follow out this line of argument and to see exactly where it will lead us. Let us take sugar. The present wholesale price is \$8.54 per 100 lbs. at Toronto. To obtain a profit of 52 per cent. on the retail sale price, the grocer would have to sell this at 12 cents per pound. Again, take butter now quoted at 52c at Toronto. To obtain a similar profit the grocer would have to sell at 69c per lb. And yet what an outcry there would be from press and public were the grocers of Canada suddenly to insist on charging these or corresponding prices with no reason other than that they only constituted a fair profit.

At first sight it would appear that no objection could reasonably be made against this claim to a fair profit on the part of the grocer and yet upon second thoughts it will be seen that the outcry from press and public which it is assumed would follow any such rise in prices as those suggested would not be without some justification.

It is now become an accepted maxim in municipal life and economy that the

public must not be made to pay through the nose for any commodity or service which constitutes almost a necessary of life. Take, for instance, water. In nearly every case this commodity is now supplied by the municipality itself at slightly over cost. Take gas: in some cases this is supplied by municipalities, in others by private corporations, and in the latter cases such corporations are frequently limited by law in the amount of profit they are allowed to make, such limit covering only a modest interest upon capital involved. Or again take railway transportation in which rates are fixed by a board appointed as a rule by the government of the country. In each of these cases and many others in which the commodity or service supplied is more or less a necessary of life needful to rich or poor alike, the profits derived from the business are strictly limited. Now sugar and butter are just as much necessities of life as is water and they are necessities in a much greater degree than are either gas or transportation. Is it not therefore only reasonable on the part of the public to demand that they should not be compelled to pay more than is absolutely necessary for these commodities?

Turnover the Important Item

It will surely not be disputed that any individual or company having a monopoly of supplying sugar at the present current retail price would be able to amass immense profits! And why? Because the margin of profit is a fair one? No. Because of the large turnover. And here is the secret of the whole question—the large turnover. As the volume of your turnover increases so will your overhead charges decrease, and if you are not securing a sufficient margin of profit on any one article to cover your overhead expenses, your aim should be to increase your sales of that particular article until its sale at last becomes profitable to you. You cannot make up the deficiency on other goods handled. If you attempt to do so, be sure that your sales of those other goods will decrease till even at the enhanced price the profit on them will not cover their own proportion of overhead and you will have another deficit to make up on still other goods. If your profit on sugar or on butter is not sufficient to cover overhead expenses, you must sell more sugar and more butter, thereby reducing those overhead charges till the sale becomes a profitable one.

Selling Bread at a Profit

A similar question arose a short time back and was discussed in CANADIAN GROCER at the time with reference to the profit the grocer could make on sell-

ing bread and it was contended that in selling at one cent a loaf profit he was doing business at a loss. One view of the matter, however, appeared to be disregarded.

Let us suppose a grocer has a sale of only 50 small loaves a day, costing 10c a loaf. The capital required to pay for this amount is \$5 on which he makes a profit of 50c with a daily turnover. His profit is thus \$3.50 per week or roughly \$175 for the year which is not a bad return on a capital of \$5—a neat little 3,500 per cent. per annum with probably no extra overhead charges entailed. Is it to be doubted that any grocer would jump at the opportunity of adding as many more similar lines as he could on such a basis of profit?

So it is with sugar even if he make only 1½ cents per lb. gross profit. Many people purchase 10 or 20 lbs. at a time and it is very little extra trouble to handle 20 lbs. over and above that entailed in handling a single pound but the profit is twenty times as great.

Look at it this way. Say you sell 2,000 lb. of sugar a month and always keep a reserve of 500 lb. in hand, buying 2,000 lb. every month. Your capital in this case, at the present price of sugar, is just over \$200 and your gross profit roughly \$30 per month or say \$360 in the course of the year—180 per cent. per annum on the capital involved. These figures assume he pays cash on delivery but as he probably pays at 30 days and many of his customers pay cash, his outstanding capital would really be much less.

Quick Turnover Goods Require Less Profit

And so it is with any commodity of this nature which is used by everyone continually and on which there is a quick turnover. Consider the difference between a product such as sugar or butter and other products the grocer deals in, such, for instance, as canned salmon. Sugar and butter every one must have. Canned salmon many families hardly ever eat and none probably use it other than occasionally and the average grocer probably would turn this line over only 5 or 6 times a year as compared with 40 or 50 times for the sugar.

The Right Viewpoint on These Sales

The real truth of the matter is that the retailer is accustomed to look at his sugar sales from an entirely wrong standpoint. Instead of his selling lines such as those at a loss, they are really his chief standby. He cannot expect to make the same profit from an article which he sells over and over again every week in the year as on one which

he has to keep on his shelves for two or three months. In considering what his overhead charges are he must make allowance for the frequency of turnover, and considering ten times a year as a normal turnover for his stock any increase of turnover should reduce his overhead accordingly, that is to say if he turns over an article 40 times instead of ten, it would probably be fair to consider the overhead charges on that one article as only one-fourth those on the one turned over less frequently. This would bring the overhead on sugar to 5 per cent. which would be well covered by a profit of 1½ cents per lb. at present prices.

Let us get away then from the idea that we must stick to any hard and fast rule as to the amount of overhead expenses to be covered on any particular article. We must judge the profit we can make on each article according to circumstances and not by any stereotyped regulation. The main point to remember is: It is the volume of the commodity sold that counts. Increase your sales and you thereby automatically lessen your overhead.

REGINA R. M. A. ASKS PROVINCIAL EXECUTIVE TO SECURE LEGISLATION TO REGULATE DELIVERIES

With a view to securing legislation regulating the number of deliveries per day, the Regina Retail Merchants' Association at a recent meeting passed a resolution asking that the provincial executive of the association take the matter up with the proper authorities. The retailers are asking the public of Regina to co-operate with them in the matter of cutting down the number of deliveries by carrying as many parcels as possible.

A resolution was passed asking the city council to take immediate steps for the erection of a convention hall in Regina, the necessity for such a building being increasingly evident.

Appreciation of the credit reporting department of the association was expressed by several members.

A new feature inaugurated recently is the investigation by a committee of all advertising schemes other than legitimate newspaper advertising. All schemes will be passed upon by the advertising committee in future. The membership campaign, according to the report of N. L. Green, president, has resulted in over 70 merchants now being registered as members of the association. A. L. Struthers, efficiency expert, will be in Regina shortly and address a luncheon of local merchants, retailers and clerks.

SMALL FIRE IN MOOSE JAW, SASK., STORE

A small fire started in the basement of the Robinson MacBean departmental store, Moose Jaw, recently, but was brought under control before any damage resulted. The fire started in some straw taken from boxes when crockery was being unpacked.

Ottawa Grocers Discuss Bread Sales

Claim That Profit on This Line is Too Limited—Members of Association Urge That Bread be Not Handled by Grocers—Committee Appointed to Discuss Subject with Bakers

OTTAWA, March 7th.—The profit the Ottawa grocers are getting on bread was one of the chief matters of discussion at their regular meeting on Thursday night last. The majority have been paying 10c per loaf and securing only 11c from the customer. This means only a little more than 9 per cent. gross profit on the selling price.

R. H. Beck stated he was getting 12c per loaf, which meant a fair profit. Some time ago he took the matter up with his customers, pointing out he was not making any profit whatever on bread selling it at 11c, and that it would be satisfactory for him if they purchased bread direct from the baker's wagon. Now that the baker will not be wrapping bread it means that the dealer will have to do so, and therefore will result in an additional expense for paper, twine and time. At first his sales dropped somewhat, but his customers were in the main coming back again because they preferred the convenience of the grocery store to the baker's wagon. In this connection he cited a case where he had raised the price of milk with a view to getting customers to buy direct from the dairy. One of his customers would not pay the increased price and purchased \$5 worth of milk tickets from the dairy. The dairy service however did not suit her, with the result she is now purchasing all her milk from Mr. Beck.

Two Cents on 12 Cents Would Mean Gross Margin of 16 2/3 Per Cent.

T. W. Collins referred to the fact that between 300 and 400 stores in Ottawa were selling bread every day, and he estimated in each store there were probably three or four loaves wasted on an average per day. He thought the grocers should tell the Food Control Board this is too much of a waste and urge that the bread business be handled exclusively by the bakers. "If we raise our price 1c on bread," he said, "the customers will naturally get the impression that we are getting a cent extra on everything, and it will not be a very good advertisement for us."

Duncan Bell was of the opinion that grocers should not distribute bread or milk at the profit secured. "We are simply obliging the bakers and dairies when we do so. There should be depots for bread and milk all over the city to take care of this trade."

Alex. Phillips pointed out some grocers were selling bread to attract other trade. Mr. Henderson, of McGregor's, suggested that a committee be appointed to wait on the bakers with a view to obtaining a better understanding between them. This was finally decided upon, the committee consisting of Mr. Henderson, Mr. Beck, and B. G. Crabtree.

Duncan Bell urged the association to do what it could to obtain a universal Daylight Saving Bill in Canada. A motion to favor the daylight saving idea

as a Federal proposal was made, and Dominion Secretary E. M. Trowern will be asked to take the matter up with the Government. (It has since been reported that a bill is being prepared by the Government, and it is quite likely will go through.)

Some of the members proposed that stores be closed during the summer months on Wednesday afternoon. This was discussed at some length and will likely be gone into further at a later meeting.

Representatives of the Ottawa "Journal" were present with a plan to make better known the aims and objects of retail merchants. A special edition of that paper is being published with this in view.

S. B. Trainer, of the Canadian Milk Products Co., Toronto, will be invited to give an address before the Ottawa Association likely at the next regular meeting in two weeks' time.

B. T. Huston, of the CANADIAN GROCER staff, was present, and was asked to address the meeting. He referred to the serious food situation from the standpoint of the Allies, and urged that the grocery trade work with a view to conserving as far as possible the essential foods and to push sales of the wholesome, nourishing foods that would take their places. He pointed out 1918 should be a splendid business year for the trade. The Grand Trunk Railway granted increases not long ago to employees to the extent of \$500,000. The Canadian Pacific recently gave their employees increases that would amount to more than this. Government and civic employees, as well as laborers and mechanics are earning more money to-day than they ever were before. This all naturally meant good business for the grocer as well as other retail trades. He urged that the aggressive dealer go strongly after business this year. He also urged that care should be taken so that a fair profit would be secured on every article sold. There was no necessity to get undue profits. It never had been shown yet that the grocery trade as a whole were securing such profits since the beginning of the war or before. It was necessary however that every care be exercised in marking goods to prevent losses, as losses were very easy at the present time when cost of doing business was so great.

The Ottawa grocers have begun a campaign to assist in increasing membership of the Ottawa branch of the Retail Merchants' Association. The members were given cards with names of other grocers in Ottawa who will be seen within the next few days. It is expected this will result in a substantial increase in membership.

The chair was occupied by the president, Thos. Bowman.

A Little Problem and its Many Answers

Grocers and Grocers' Clerks Plunge in a Maze of Figures to Unravel the Problem—Did You Think of a Method Not Outlined Here?

LAST week a modest little problem was propounded for the store-keeper and clerk to wrestle with. They have wrestled with some effect. The problem propounded was as follows:

"There are three measures—one contains 8 gals. of oil, the two others being empty, but are 5 gals. and 3 gals. in capacity respectively. How can these three measures and no others be utilized so that exactly 4 gals. will remain in the 8-gal. measure?"

And here are some of the answers.

Fill 5-gal. measure from 8-gal. measure, result 3-5-0; fill 3-gal. measure from 5-gal. measure, result 3-2-3; empty 3-gal. measure into 8-gal. measure, result 6-2-0; empty two gallons from 5-gal. measure into 3-gal. measure, result 6-0-2; fill 5-gal. measure from 8-gal. measure, result 1-5-2; fill 3-gal. measure from 5-gal. measure, result 1-4-3; empty 3-gal. measure into 8-gal. measure, result 4-4-0; fill 3-gal. measure from 5-gal. measure. Final result—Four gallons in 8-gal. measure; 1 gallon in 5-gal. measure; 3 gallons in 3-gal. measure.

J. FRANCIS & M. LEWIS.
51 Musgrove Street, Ottawa.

A Quebec Method

1st, Fill 3-gal. measure; 2nd, empty 3-gal. measure of oil into the 5-gal. measure; 3rd, fill 3-gal. measure out of 8-gal. measure; 4th, fill 5-gal. measure out of 3-gal. measure, leaving 1 gal.; 5th, empty 5-gal. measure into 8-gal. measure; 6th, empty the 1 gal. left in 3-gal. measure into 5-gal. measure; 7th, fill 3-gal. measure out of 8-gal. measure, and you will have 4 gals. left in the 8-gal. measure.

J. J. SAVAGE.

South Stukely, Que.

Or Do It This Way

Put three from the eight in the three-gallon tin.
This three from the three to the five then pour in.
Then three from the eight measure into the three;
And two from the three fills the five to a tee.
Now five from the five in the eight finds a place.
For one from the three in the five this leaves space.
From the eight to the three, then pour three and no more;
Which leaves in the eight what you want, namely, four.

"SUBSCRIBER."

Or What About This One?

First fill the 5-gal. measure; then from it fill the 3-gal. measure; empty this back into the 8-gal. measure; then empty the remaining 2 gals. of oil out of the 5-gal. measure into the 3-gal. measure; then fill the 5-gal. measure from the 8; then

fill the 3 from the 5; then empty the 3 into the 8, which would then contain 4 gals. of oil.

G. A. MORTIMER.

Shelburne R.R. 3.

Further Light on the Question

1st, Fill 3-gal. measure and empty same into the 5-gal. can; 2nd, fill 3-gal. measure again (drawing from the 5 gals. remaining in the 8-gal. container), then finish filling the 5-gal. can from the 3 gallons; 3rd, throw the 5 gals. back into the 8-gal. measure, which will give 1 gal. in the 3-gal. measure, 0 gal. in the 5-gal. measure, 7 gals. in the 8-gal. measure; 4th, empty the 1 gal. which remains in the 3-gal. measure into the 5-gal. can; then fill your 3-gal. measure again from the 7 which are now in the larger container, and again empty the 3-gal. measure into the 5-gal. can, which will give 4 gals. now in the 8-gal. measure and 4 gals. also in the 5-gal. can.

P. C. MESSERVY.

Church Street, Montreal.

Another Way of Doing It

The oil is all in the 8-gal. keg. Fill the 3; put the 3 into the 5; fill the 3 out of the 8; fill the 5 out of the 3; empty the 5 into the 8; put the balance of the 3 into the 5; fill the 3 out of the 8; empty the 3 into the 5, and you will have 4 in the 5 and 4 in the 8.

A. E. ANDERSON.

Atwood, Ont.

Another Answer to the Problem

1st, Fill 3-gal. measure from 8-gal. measure; 2nd, put contents of 3-gal. measure into 5-gal. measure; 3rd, refill 3-gal. measure from 8-gal.; 4th, fill 5-gal. measure from 3-gal. measure; 5th, put contents of 5-gal. measure into 8-gal. measure; 6th, put balance of 3-gal. measure into 5-gal. measure; 7th, fill 3-gal. measure out of 8-gal. measure. The last-named measure will now contain 4 gals.

MILDRED ALLEN.

Thamesford, Ont.

Another Correspondent's Methods

1st, Fill the 3-gal. measure, this will leave 5-0-3; 2nd, empty the 3-gal. measure into the 5-gal. measure, this leaves 5-3-0; 3rd, fill the 3-gal. measure again from the 8-gal. measure, this leaves 2-3-3; 4th, empty the 3-gal. measure into the 5-gal. measure, that will leave 1 gal. left in the 3-gal. measure as follows: 2-5-1; 5th, empty the 5-gal. measure into the 8-gal. measure, that leaves 7-0-1; 6th, empty this 1 gal. (left in the 3-gal. measure) into the 5-gal. measure, this leaves 7-1-0; 7th, fill the 3-gal. measure again from the 8-gal. measure, this leaves the answer: 4-1-3.

PATRICK A. LABELLE

c/o Cavanagh Bros.

Maniwaki, Que.

HERE IS ANOTHER PROBLEM TO TEST YOUR SKILL

The following problem was sent in by G. A. Mortimer, Shelburne, R.R. 3, Ont. Get busy on this one and let us have your answers.

Suppose I were given \$100 to start a poultry farm to consist of hens, geese and turkeys, on condition that I spend the \$100 (no more, no less) for 100 fowl (no more, no less) at the following prices: hens, 50c; geese, \$3.00; turkeys, \$5.00. How many of each would I have to get?

Still Another Solution

1st. Fill the 3-gal. and empty it in the 5-gal. measure; then fill it again and then fill up the 5-gal.; then empty the 5-gal. back in the 8-gal. can; now empty the balance of the 3-gal., that is 1-gal. in the 5-gal.; now fill the 3-gal. out of the 8-gal., which has 7 in it, and it leaves 4 gals. in the 8-gal. measure, 3 gals. in the 3-gal. measure, and 1 gal. in the 5-gal. measure, or 4 gals. in 8-gal. measure, 4 gals. in 5-gal. measure.

F. EAMAN,

c/o Arbutnot & Co.,
Northfield Station, Ont.

The Way it is Done in Thedford

Fill the 5 gal. can from the 8 gal. can:—Leave 3 in 8, and 5 in 5.

Fill the 3 gal. can from the 5 gal. can:—Leave 3 in 8, 2 in 5 and 3 in 3.

Pour the 3 gals. from 3 gal. can back in 8 gal. can:—Leave 6 in 8, 2 in 5, 3 empty.

Pour the 2 gals. from 5 gal. can into the 3 gal. can:—Leave 6 in 8, 5 empty, 2 in 3 gal.

Fill the 5 gal. can from the 8 gal. can:—Leave 1 in 8, 5 in 5, 2 in 3.

Fill the 3 gal. can from the 5 gal. can:—1 in 8, 4 in 5, 3 in 3.

Pour the 3 gal. can back into the 8:—Leaves 5 in 8, 5 in 5, 3 empty.

L. S. Larkinson, Thedford, Ont.

Here is Another Solution

8 5 3
gal. gal. gal.

Take 3 from 8 and put in 5 5 3 0

Take 3 from 8 and put 2

of it in 5 2 5 1

Put 5 into 8 and 1 into 5 7 1 0

Take 3 from 8 and put into 5 4 4 0

—M.R.S.

PAINTED SALMON HELPS SALES

Painted salmon have been sold in large quantities through Boston, Mass., according to inspectors of the city health department. Dr. P. H. Mallowney, deputy commissioner in charge of food inspection, states that his men discovered employees in a packing house painting the fish, which were then smoked, causing the color to be absorbed and giving the fish a pleasing appearance to the eye. A paint brush and bucket were seized as exhibits.

CURRENT NEWS OF THE WEEK

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

Maritime Provinces

A. R. Spence, grocer, Moncton, N.B., has suffered loss by fire, partially insured.

W. Frank Hatheway, of W. F. Hatheway & Co., Ltd., is in Florida for the spring months.

Recent storms have damaged sardine wiers along the Bay of Fundy coast to the extent of \$1,000,000, according to estimate made by the fisheries inspector.

William J. Duffy, aged thirty-five years, clerk in the grocery store of Jenkins & Sons, Charlottetown, was killed in an elevator accident when the car fell.

Bakers in St. John are permitted to continue the use of white flour until March 15, owing to the railway congestion having prevented the arrival of stocks of war flour.

Quebec

J. E. Molouin, grocer, Quebec, has sold out.

F. X. Marciel, grocer, Joliette, Que., is dead.

Miss F. Coderre, grocer, Montreal, has discontinued.

F. Duchesneau, general store, St. Tite, has sold out.

Lauxon & Frere, grocers, Montreal, sustained loss by fire and water.

W. Cloutier, general store, St. Sauveur des Montagnes, suffered loss by fire.

Schechter & Handelman, general store, Lachine, have dissolved partnership.

Hellyer and Co., of Japan, are represented this week in Montreal by Mr. Hellyer.

H. D. Marshall of Ottawa is in Montreal for a few days in the interests of his firm.

Canadian Syndicate, general store, Lachine, has dissolved; a new firm has been formed.

L. F. Pye, buyer for the John Duncan Co. in Japan, has arrived in Montreal and will be there for a time.

Mr. Evans, buyer for the Hudson's Bay Co. at Calgary, was a Montreal visitor in the interests of his firm.

A. Pellerin of Ste. Agathe, Que., dealer in fruits, vegetables and meats, was a visitor to Montreal last week.

Mr. Irwin, of Irwin, Harrison and Crossfield, New York, tea importers, is a Montreal visitor this week.

C. Ritz, manager of the Robin Hood mills Montreal office is a visitor for the week in the Maritime Provinces.

J. H. Bell, manager of the B. & L. Manufacturing Co. of Sherbrooke, Que., was a visitor to Montreal last week.

Martin F. Sichel, representing Small's Limited, of Montreal, is visiting Toronto, Hamilton and London this week in the interests of his firm.

N. Gottlieb, formerly tea buyer for the firm of Harrison and Crossfield, has arrived from Japan and is renewing acquaintances in Montreal.

Jos. Barnes of Caughnawaga was a caller at the Montreal office of CANADIAN GROCER last week. Mr. Barnes has been a merchant in Caughnawaga since 1872.

The many friends and acquaintances of Capt. F. W. Wallace, Secretary of the Fish Committee of the Food Controller's Board, will sympathize with him in the death of Mrs. Wallace, on Friday February 22nd.

Merchant's of Montreal have formed an organization with other city interests for the enforcement of the criminal law as it affects business. Many thousands of dollars are lost each year through thefts which the police seem unable to deal with.

Armand and Emile Chaput, of Armand Chaput & Co., are in New York this week and expect to return to Montreal on Friday. They have made an extended tour of United States centres for the past five or six weeks, where they have visited the dried fruit and other centres of the Republic.

Ontario

A. Dell, grocer, Toronto, has sold out.

S. Miller, grocer, Toronto, has sold out.

N. Bernier, grocer, Ottawa, has sold out.

H. B. Riddell, grocer, Toronto, has sold out.

Wm. A. Mills, grocer, Toronto, has sold to E. Munk.

J. Ross, grocer, Toronto, has sold to Jos. Barron.

E. E. Allen, grocer, Toronto, has sold to J. Ross.

N. Mitoff, grocer, Toronto, has sold to G. C. Litoff.

Maxville Creamery, Ltd., Ottawa, Ont., has sold out.

A. Laplante, grocer, Cornwall, Ont., has sold out.

Field Bros., Cobourg, Ont., sustained loss by fire.

Bruder & Loos, grocers, Walkerton, have dissolved.

F. E. Seely, grocer, Sarnia, Ont., has sold to P. Randall.

A. Kinsman, grocer, Toronto, has sold to L. W. Richardson.

G. Meyer, grocer, Toronto, has been succeeded by E. Marr.

M. D. Grimshaw, grocer, Toronto, has been succeeded by Mrs. A. Gray.

W. E. Graham, grocer, Barrie, has been succeeded by Merrick & Litster.

E. Smith, grocer, Toronto, has sold Parliament street branch to J. Collish.

Waddell Preserving Co., Ltd., Brantford, Ont., will build an addition to the present plant.

S. Shadoff, grocer, Toronto, has been succeeded by T. Georgieff and others trading as W. Benson.

Patterson & Ferguson, grocers, Smiths Falls, have dissolved. E. F. Ferguson continues the business.

The Wingham, Ont., salt works has lately been purchased from the Young estate, the owners, by the William Davies Company.

Grocers of Sarnia, Ont., are protesting a new tax of \$10 which the town council proposes to levy upon dealers handling cigars and cigarettes.

Grocers of Stratford, Ont., have decided to cut out Saturday night deliveries after March 9. No orders will be received after 6 p.m. for delivery that day.

Windsor merchants, members of Border City Retail Merchants' Association are launching an ambitious campaign to secure new members for the association.

Canning factory plant owned by E. McCaw, Picton, Ont., has been purchased by Mayor Colliver who also owns a large evaporated plant at Oakville, Ont.

Brantford Merchants' Club has been launched at Brantford, Ont., with J. M. Young as honorary president; B. Inglis, president W. D. Christianson, vice-president, W. C. Greenhill, secretary.

H. N. Carr & Company, Ltd., has been incorporated with headquarters at Hamilton, to manufacture and deal in farm and dairy products and to operate creameries and cheese factories, retail stores, etc.

Cambefort Cheese Company, Ltd., has been incorporated to carry on the manufacture and sale of cheese, butter, and other farm products, with headquarters at Gore Bay, Ont.

James Comb, Palmerston, Ont., who has conducted a grocery store in that town for the past 28 years is retiring from business. The business has been sold to Theo. Morris of the Queen's Hotel, Palmerston, who will carry it on.

William Williamson, who has been deputy collector of Customs at Belleville, Ont., for a number of years past, died there recently in his 65th year. Previous to his appointment he had conducted a grocery business in that city for 19 years.

J. A. Rourke, Hepworth, Ont., for many years a resident of that town, died recently after a protracted illness. He was one of the pioneer merchants of the section, having conducted the first gen-

eral store to be opened at Shallow Lake, Ont.

Retail merchants of Hamilton, Ont., are endeavoring to secure a modification of the recent ruling against window lighting. A reasonable amount of window lighting is asked, for which consideration economy in the use of lighting inside the stores will be effected.

Betty's Ltd. has been incorporated with a capital of \$40,000 to carry on business as manufacturers and shippers of canned goods, condiments, pickles, jams, jellies, preserves, table delicacies, grocers' sundries and supplies and prepared foods. Headquarters of the company in Toronto, Ont.

Western Provinces

F. C. Walters, grocer, Victoria, B.C., has sold out.

F. M. Dean, grocer, Frobisher, Sask., has discontinued.

J. Rothstein, general store, Wroxton, Sask., has sold out.

M. Rosovsky, general store, Zehner, Sask., has sold out.

J. A. Riddle, general store, Canwood, Sask., has sold out.

W. D. Jenkins, general store, Instow, Sask., has sold out.

Sardia & Oltman, general store, Limerick, Sask., have sold out.

Rutherford Trading Co., Opal, Alta., has dissolved partnership.

F. Adilman, general store, Verigin, Sask., has sold to Katz Bros.

H. Baranbam, general store, Waldheim, Sask., has discontinued.

H. Jones, general store, Marengo, Sask., has discontinued business.

E. Boitteaux, general store, Wauchope, Sask., has sold to K. H. Goettler.

Barsky Bros., general store, Cudworth, Sask., have dissolved partnership.

Plotkins Bros., general store, Morse, Sask., have dissolved partnership.

Moffett & Robertson, general store, Viceroy, Sask., have sold to L. Goldberg.

Maddin Bros., Ltd., general store, Eriksdale, Man., have been incorporated.

McPherson & Lyle, general store, Weldon, Sask., have sold to Wm. Fraser.

R. Foster, grocer, Winnipeg, Man., has been succeeded by Corrigan & Churchill.

R. T. Fowler, grocer, Prince Albert, Sask., has been succeeded by J. Cassie.

Farmers' Trading Co., general store, Cadogan, Alta., has dissolved partnership.

Wm. Fraser, general store, Melfort, Sask., has opened a branch at Weldon, Sask.

Holden Supply Co., general store, Holden, Alta., has been succeeded by M. Black.

A. Ostrovsky, general store, Wakaw, Sask., has been succeeded by Ostrovsky & Barsky.

Scales Carscadden Rothnie, Ltd., general store, Virden, Man., has been incorporated.

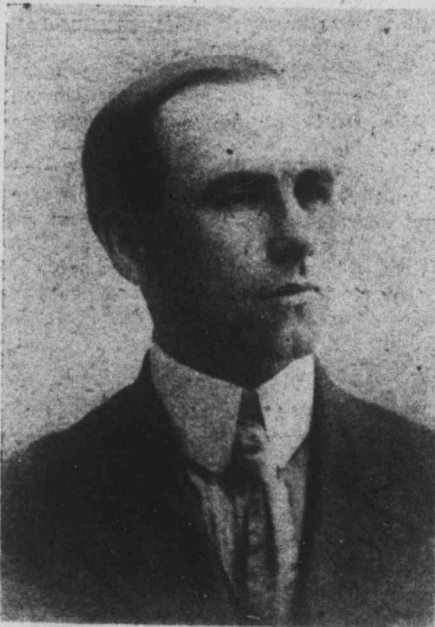
Johnston & Coner, general store, Fort Pitt, Sask., have dissolved. T. W. Johnston continues.

Munro Bros., Central Butte, Sask., general store, have been succeeded by Maer & Clarke.

DEATH OF A. P. CALL

Dies at Early Age—Well Known Throughout the West—Sales Manager for Jobin, Marrin Co., Winnipeg

The death is announced of Arthur P. Call on February 27, at Mayo Brothers Hospital, Rochester, Minn. Mr. Call was well known throughout Western Canada as sales manager for Jobin, Marrin Co., Ltd., wholesale grocers, Winnipeg. He had been ailing for a month, following a trip East to see his mother, who resides in Toronto. On his return to Winnipeg he suffered an attack of grippe which developed into an abscess in the ear. This necessitated his going to Rochester, where meningitis developed, causing his death. He was born at Picton, Ont., in 1881, being educated at the high school there, and at the Jesuit school, Kingston, Ont. He followed the profession of school teaching for a number of years, joining the staff of Jobin, Marrin Co., Ltd., in 1904. While with this firm he filled many important positions, even-



THE LATE A. P. CALL who at the time of his death was sales manager for Jobin, Marrin & Co., Winnipeg.

tually being appointed their sales manager, which position he filled at the time of his death. His frank and engaging manner endeared him to a host of friends who mourn his early demise. Expressions of regret were heard on every hand as he was a man of exceptional qualities, and his position will be difficult to fill.

NEW SCALE AND SLICER CO.

Thos. Ferguson, Toronto, who has been connected with the Brantford Scale Co., Brantford, Ont., for some seven years, has severed his connections with that firm to join the Canada Scale and Slicer Company, Limited. J. L. Howard, formerly connected with the Brantford company, is manager of the new company, which is now manufacturing scales and slicers. He was connected with the Brantford Scale Co. at its inception in 1910. Mr. Ferguson has been appointed general sales manager of the Canada

Scale and Slicer Company, with headquarters at 482 College Street, Toronto.

FISHERMEN PROTEST AGAINST FIXED PRICES

Vigorous protest against the price fixed by the Ontario Government for fish requisitioned from the fishermen of the province, for distribution at cost among the people, has been voiced by deputations from the Lake Erie Fishermen's Association and the Lake Huron and Georgian Bay Fishermen's Association.

The fishermen have to provide boxing, ice and other necessaries and with the high cost of fishing equipment, labor, etc., it was contended that a price of 12 to 14 cents a pound was not too much. The fishermen claim that it costs 10c per pound to produce fish and that this nets them only between 6c and 7c per pound at shipping points. They claim that they are the only class asked to labor at less than cost.

TORONTO TRAVELLER DIES ON THE ROAD

J. W. Powell, Toronto, a traveller for the E. W. Gillett Company, Ltd., Toronto, died recently in Dublin, Ont., from pneumonia contracted while on business. He was too ill to move to his home, and he died after a week's illness.

New Goods Department

NON-ALCOHOLIC FOOD FLAVORS

A. N. Christy & Company, Newark, N.Y., is putting on the market in Canada a range of food flavors comprising forty condensed extracts which are claimed to contain no alcohol in any form. These flavors are put up in paste form and are sold in tubes of two sizes. The condensed extract in tubes is used by the drop. These flavors are claimed to preserve all the qualities of the original fruits, vegetables and spices.



A NEW EGG POWDER

"Rola" egg powder is a new line that is being manufactured by Rola Products Registered, Montreal and Toronto. Rose and Laflamme Limited, Montreal and Toronto, are the selling agents.

The manufacturers point out it is made from evaporated eggs and other ingredients. It will be sold to the consumer at 25c per tin.

While it can be used in all recipes for cake making, etc., in place of fresh eggs, the manufacturers do not claim that it replaces baking powder in any way.

The package is attractively gotten up and is packed one dozen in a neat display carton, which can be used for counter sales. Directions are enclosed in the package and show a number of recipes.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

THE first sales for the 1918 pack of canned salmon have been made by British Columbia packers at prices which, it is felt among the trade, are exceedingly high. In fact, the view is expressed that regulation by Canada's Food Administration Board should be undertaken. Exorbitant prices are being asked by the fishermen for the raw fish and the cold storage men are urgent bidders for the catch.

The primary market on both Japan and Ceylon teas is very strong and sales of stocks in Canada are being made at less than replacement values. Coffee roasters are required by the Dominion Government to supply full details as to stocks on hand, output, etc., though no explanation has been offered as to what use will be made of this information. The market is very firm and in some instances premiums are being offered to secure spot stocks.

Cereals are holding very firm and advances have been made in rolled oats. Improved transportation facilities will improve stocks somewhat or at least enable orders to be filled, but at present supplies remain limited.

In an evident desire to unload some of the heavy stocks of barreled apples, some big declines are registered for the week, ranging from 50c to \$2.00 per barrel. The demand for boxed apples is good and the market held firm with slight advances being recorded in Winesaps.

Potatoes from New Brunswick are a little easier. The first shipment of Greek currants in months has arrived and these are being quoted at 30c. It is thought that dates now lying in New York may be rolling in a very few days towards their destination. The primary market on spices is very strong and prices are expected to advance. Shelled walnuts are quoted as high as 75c and further advances would not be unexpected. Pearl and pot barley show strength in an advance of 50c, while the diversion of mill feeds from Fort William mills back West accentuates the present shortage.

QUEBEC MARKETS

MONTREAL, March 5.—The week has been one of modified interest although there is very little evidence that orders are scarce. For the most part there is a strong undertone to the market in nearly all commodities and some lines are getting scarcer from day to day. The most interesting feature to report is that of an advance of 25c per 100 lbs. in the price of sugar, this being applied to that of Atlantic Sugar Refineries product, and making the price \$8.65. The others remain at \$8.40. Increased costs of transportation and other commodities are assigned as the reason for this advance. The raws are coming in somewhat better but not as they are desired. There seems to be little indication of an immediate advance by the others although in one quarter CANADIAN GROCER was informed that this was probable. Peanut butter, chicory, blue, mustard, walnuts, mill feeds, cereals, fruit jars, crisco and camphor are all in the advance list for the week and rice is in a strong market. It is worthy

of note that a feeling prevails and is evident that many supplies are shorter than they have been, although deliveries are expected to improve. Many cars of foodstuffs are en route and these are anxiously awaited.

Refined Sugar Advances Twenty-Five Cents

Montreal.

SUGAR.—The interest of the week centres in an advance of 25c per hundred pounds in the price of refined sugar. This was made by the Atlantic Sugar Refineries other prices holding without any change. It is made necessary, say the refiners, owing to the added costs for transportation, and other factors have also made it essential to ask this increased price. As one refiner started to CANADIAN GROCER: "It looks like a day to day proposition, in so far as the delivery of raws is concerned." It is unlikely that this price will be increased, stated this same informant and

just as unlikely that it will decline. On the other hand some refiners feel that deliveries should be better in the course of a few weeks and if they are they see no reason why prices should be changed upward. It is generally stated that more raws would be desirable, that if they were to be had the demand would readily absorb them, and that every part is being served as equally as the depleted stocks will permit of. Some feel that if the retail trade would make more suggestions from week to week, urging their customers to take and to use more soft sugars, this would serve to help matters in so far as giving all some sugar, is concerned. Another refiner states that he has very little of the soft sugars to sell. In any case it seems that these soft sugars are to be had from one or two of the refineries, and it will be well to educate one's trade for these where possible.

	100 lbs
Atlantic Sugar Company, extra granulated sugars, 100 lbs.	8 65
Acadia Sugar Refinery, extra granulated	
St. Lawrence Sugar Refinery	8 40
Canada Sugar Refinery	8 40
Dominion Sugar Co., Ltd., crystal granulated	8 40
Special icing, barrels	3 70-9 05
Icing (25-lb. boxes)	9 10-9 40
Icing (50-lb. boxes)	3 90-9 20
Diamond icing	3 70-9 05
Yellow, No. 1	8 10
Yellow, No. 2 (or Golden)	8 00
Yellow, No. 3	7 90
Powdered, barrels	3 60-3 95
Paris lumps, barrels	5 10
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	9 10
Crystal diamonds (boxes 100 lbs.)	9 10
Cut loaf (50-lb. boxes)	9 30-9 65
Cut loaf (25-lb. boxes)	9 50-9 85

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

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

Some Dealers Short Of Canned Goods

Montreal.

CANNED 'GOODS.—The demand for canned tomatoes has improved, states one jobber and there seems to be more activity just now as between jobbers themselves, quite a number of lots changing hands. Importers state that they have very little to offer, no canned vegetables at all and just a fair quantity of canned fruits. The trade is looking up somewhat here and there, as spring approaches, and it was stated that there would in all probability be an improved demand in the near future from the consuming public. It is a strange coincidence, that the same conditions obtain in the United States markets, that of the trading being confined almost entirely to

the business that is passing between jobbers themselves, supplies having passed out of first hands.

Salmon Sockeye—

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

Canned Vegetables—

Tomatoes, 3s	2 67½ 2 75
Tomatoes, U.S. pack (2s).....	2 12½ 2 60
Tomatoes, 2½s	2 40 2 60
Peas, standards	1 75
Peas, Early June	1 90
Beans, golden wax	1 85 1 90
Beans, Refugees	1 85 1 90
Corn, 2s, doz.	2 35 2 40
Spinach (U.S.), 3s.....	3 00
Do., (U.S.), gallons	10 00
Corn (on cob, gal. cans), doz....	8 50
Red raspberries, 2s	2 90
Simcoes	2 75
Red cherries, 2s	2 60 2 90
Strawberries, 2s	3 00
Blueberries, 2s, doz.	1 35
Pumpkins, 2½s	1 60 1 70
Pumpkins, 3s	1 75
Pumpkins (gallon), doz.	6 00
Carrots, sliced, 2s	1 45
Apples (gallons)	5 00
Peaches, 2s (heavy syrup).....	2 00
Pears, 3s (heavy syrup).....	2 45
Pineapples, 1½s	2 25
Greengage plums (light syrup)	1 90
Lombard plums (heavy syrup), 2s	1 70

Fruit Jars Up; Washing Blues Also

Montreal. FRUIT JARS.—Advances have been recorded in fruit jars and these are as much as 75 cents per doz. Imperial gem are now selling on the following basis: pts., \$10.50 qts. \$11 and ½-gal. \$14. In the Imperial measures sizes the pints are \$11; quarts \$12 and half gallons \$14. The Perfection in these three sizes are selling at \$11.50, \$12 and \$16.25 per doz. respectively. Washing blue has also recorded a considerable advance and this is quoted by one large jobber at 20c all through per lb.; Reckitt's at 22c and Challenge at 14½c

Shortening, Peanut Butter, Chicory Up

Montreal. CRISCO, PEANUT BUTTER, ETC.—There have been a few advances in some lines this week and among these are Crisco, which is selling now at \$10.80 per case in all sizes. This represents an advance of 15c per case. Peanut butter, for which a very strong demand is said to exist, is selling at 27c per lb. an advance of 3c. Canadian Chicory is up to 30c per lb., representing an advance of 8c. Camphor is stated to be very scarce and in one quarter is now selling at 40c per lb. Mustards are being held in a firming market and are selling as high as 70c per lb. for the ¼'s; 66c for the ½'s and 65c for the one pounds.

Local Rice Price Holds Firm

Montreal. RICE.—The local rice situation continues to rule firmly at the advances re-

corded a week ago. There is a fair amount of trading and jobbers are selling at the new prices. In the outside points there is a strong tone also and in view of the fact that the U.S. Government has picked up various lots here and there, the tendencies have been to higher levels. In fact there is but a small spot quantity, it is said, following the government's purchasing of these supplies.

Carolina	11 50	12 50
"Texas," per 100 lbs.....	9 50	9 50
Patna (good)	9 00	9 40
Siam, No. 3	8 50	9 00
Siam (fancy)	8 75	10 50
Rangoon "B"	8 50	8 50
Rangoon "B," 200-lb. lots.....	7 70	7 70
Rangoon CC	7 60	7 60
Mandarin	8 75	8 75
Packling rice	7 70	7 70
Tapioca, per lb.	0 15	0 16
Tapioca (Pearl)	0 15	0 16

Dried Fruit Shipments Relieve Shortage

Montreal. DRIED FRUITS.—The dried fruit market is short of peaches, prunes apricots, pears and raisins, it is stated. If the many cars that were shipped weeks, and in some instances, months ago were available it is said that they would be readily saleable as the market would command a fairly large amount. The prices are very firm and in the matter of raisins, figs and prunes, and also evaporated apples the conditions are such as to suggest higher quotations in the near future. In the U.S. Centres the situation is not very clear in view of the fact that the government's interference in various ways has unsettled the market and there seems to be very little to offer of various lines. The whole situation is materially affected by the urgency of the government's needs for the army and navy. Prices locally are unchanged but firm.

Currants, old	0 24
Do., new	0 32
Dates, Excelsior, per case.....	5 75
Do., Dromedary	6 50
Figs (new), 100 to case.....	11 00
Figs (layer), 10-lb. boxes	1 90 2 50
Figs, Spanish (22-lb.)	0 20
Figs, Portuguese	0 13
Figs, Fancy Cal. White (Choice)—	
Pkgs. 16 oz. (10 pkgs.).....	1 75
Pkgs. 10 oz. (12 pkgs.).....	1 45
Pkgs. 8 oz. (20 pkgs.).....	2 00
Pkgs. 6 oz. (50 pkgs.).....	3 60 4 75
Pkgs. 4 oz. (70 pkgs.).....	3 70 5 00
Prunes—	
30-40	0 17
California, 40-50s	0 13½
25-lb. cases, 50-60s	0 13
60-70s	0 12½
70-80s	0 12
80-90s	0 11
90-100s	0 10
Oregon, 30-40s	0 15¼
40-50s	0 15¼
50-60s	0 12½

Supplies Of Spices Show No Improvement

Montreal. SPICES.—There is little change, locally in the condition of the spice market. It is stated that the prices are as low as they will be and that in some quarters there is very little inclination to seek new business. Local stocks have been maintained fairly well and these are held without change. Deliveries have improved the past few days and will be

better as the weather improves. Cassias are very strong in the primary markets. Peppers continue to rule firmly. Cloves are scarce and the outlook is for small lots only. There is a strong indication that nutmegs will reach higher levels.

Allspice	0 16	0 18
Cassia	0 25	0 30
Cayenne pepper	0 28	0 35
Cloves	0 70	0 70
Cream of tartar	0 80	0 90
Ginger, pure	0 25	0 35
Ginger, Cochín	0 25	0 25
Ginger, Jamaica	0 30	0 35
Mace	0 80	1 00
Nutmegs	0 40	0 50
Pepper, black	0 38	0 40
Pepper, white	0 42	0 45
Pickling spice	0 22	0 25
Tumeric	0 21	0 23
Cardamon seed, per lb., bulk.....	2 00	2 00
Carraway, Dutch, nominal.....	0 75	0 75
Cinnamon, China, lb.	0 22	0 25
Cinnamon, per lb.	0 35	0 35
Mustard seed, bulk	0 25	0 25
Celery seed, bulk	0 46	0 46
Shredded coconut, in pails.....	0 21	0 23
Plmento, whole	0 12	0 14

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Bean Market Strong; Supplies Scarce

Montreal. BEANS.—There is a continued strong tone to the bean market and in view of the fact that deliveries have been light and are likely to be, there is every possibility of higher prices. Some supplies of Japanese hand-picked beans have been received and others are on the way from the coast, several carloads being en route to one large jobber. These will be on sale at from \$8.50 to \$9 per bushel. In view of all the various circumstances through which supply has been curtailed, and which have already been referred to in these columns for several weeks, it is unlikely that there will be any great surplus. The Ontario beans are practically out of the jobbers' figuring these days, and the Quebec crop is being used up by the usual demand, which is seasonable.

Beans—

Canadian, hand-picked, bush..	9 50	10 50
Ontario, new crop, 3 to 4 lbs..	8 15	8 15
British Columbias	8 16	8 16
Do., in 100-lb. sacks, gross, per 100 lbs.....	15 00	15 50
Canadian, 3-lb. pickers, per bu.	9 00	9 50
Canadian, 5-lb. pickers	7 40	8 00
Michigan, 3-lb. pickers	9 00	10 00
Michigan, hand-picked	9 50	10 50
Yellow Eyes, per lb.	0 14	0 14
Rangoon beans, per bush.....	7 00	7 50
Lima, per lb.	0 20	0 20
Chilean beans, per lb.	0 14½	0 14½
Manchurian white beans, lb....	0 15	0 15
South American	5 20	5 20
Peas, white soup, per bush.....	5 00	5 50
Peas, split, new crop, bag 98 lbs.	11 00	11 25
Barley (pot), per bag 98 lbs....	6 25	7 25
Barley, pearl, per bag 98 lbs. ...	7 50	8 00

Maple Products, Honey In Light Supply

Montreal. MAPLE PRODUCTS AND HONEY.—There is really very little to say on the market for maple products or for honey. The season is so advanced that little improvement can be expected in deliveries of honey and these have been light for some time past. The maple syrup and sugar supply is likewise stated to be small and this is being picked up gradu-

ally by the fair demand that exists. It is expected from all sides that there will be a good run of sap this spring and in view of the fact that greater interest seems to be taken in the reduction of this to syrup and sugar, there will probably be a larger production than in former years. Prices are unchanged as follows:

Honey—		
Buckwheat, 5-10 lb. tins, lb.....	0 19	
Buckwheat, 60-lb. tins, lb.....	0 16½	
Clover, 5-10 lb. tins, per lb.....	0 22	
Clover, 60-lb. tins.....	0 21	
Comb, per section.....	0 21	
Maple Product—		
Syrup, 13 lbs. Imp. meas., gal. 1 70	1 80	
11-lb. tins.....	1 35	1 45
Sugar, in blocks, per lb.....	0 19	0 20

Corn Syrups Firm; Molasses Unchanged

Montreal.
CORN SYRUPS AND MOLASSES.—The position of the corn syrup is indicated by a maintained firmness, although there have been no changes. The better delivery of supplies of corn has enabled the makers to overtake some of the orders that have accumulated in the weeks during which supplies were unobtainable. As before stated, the prices of corn in U.S. Markets cannot be construed as having an effect on the situation here, expecting these changes are maintained, and they have been of such a fluctuating nature as to not be a factor in the local market. It is expected and hoped that there will be better deliveries as the season advances and as congestion is relieved. Molasses is still very strong and in the import centres there is a similar condition to that prevailing here, viz., a great scarcity of spot supplies.

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

Prices for		
Fancy, Choice,		
Island of Montreal		
Barbadoes Molasses—		
Punchoons.....	0 91	0 93
Barrels.....	0 94	0 96
Half barrels.....	0 96	0 98

For outside territories prices range about 3c lower.
 Carload lots of 20 punchoons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.
Cane Syrup (Crystal) Diamond—
 2-lb. tins, 2 doz. in case, per case.... 5 05
 Barrels, per 100 lbs..... 7 50
 Half barrels, per 100 lbs..... 7 75

Peanuts Will Be Scarce; Also Almonds And Filberts

Montreal.
NUTS.—It is very evident from advices just received that there will be much difficulty in securing the usual supplies of nuts for the present season. A large importer told CANADIAN GROCER that shipments were now to be prohibited out of Spain and that with this decision there would be very little procurable from either Spain, Portugal or France. As a direct result of this shelled almonds have advanced four

cents a pound, and even at this the New York importers are not in a selling mood. It will naturally be hard to get supplies of peanuts and these are being readily and freely asked for at the present time. A large quantity of these is used in the making of peanut butter and this product seems to be selling better than ever before, since it was placed on the market. It requires a combination of Virginia and another grade of the Spanish nuts. Chinese peanuts have been on the market and have been selling in some quarters. Shelled walnuts are selling at 2c higher.

Almonds (Tara), per lb.....	0 20	0 24
Almonds (shelled).....	0 42	0 43
Almonds (Jordan).....	0 70	
Almonds, Valencia, shelled.....	0 44	0 46
Almonds, soft shelled Tarragonas.....	0 21½	0 22½
Brazil nuts (new).....	0 14	0 18
Brazil nuts (med.).....	0 15	0 17
Filberts (Sicily), per lb.....	0 19	0 21
Filberts, Barcelona.....	0 17½	0 18½
Hickory nuts (large and small), lb.....	0 10	0 15
Peanuts, Bon Ton.....	0 15½	0 16½
Peanuts, "Diamond G".....	0 15	0 16
Peanuts (coon), per lb.....	0 12½	0 13½
Peanuts (Jumbo), per lb.....	0 16	0 21
Peanuts, shelled, Spanish, No. 1.....	0 17	0 17
Peanuts, shelled, Virginia, No. 1.....	0 16	0 17½
Do., No. 2.....	0 14	
Pecans (new Jumbo), per lb.....	0 21	0 25
Pecans, New Orleans, No. 2.....	0 21	0 24
Pecans "paper shell," extra large Jumbo.....	0 40	
Pecans (shelled).....	0 80	
Walnuts (Grenoble).....	0 23	
Walnuts (new Naples).....	0 16	0 18
Walnuts (shelled).....	0 61	0 63
Walnuts (Marhots), in bags.....	0 22	0 24
Walnuts (California), No. 1.....	0 24	

New Flour Being Used; Feeds Much Higher

Montreal.
FLOUR AND FEED.—Notwithstanding the order to permit of the using up of patent flours in the hands of bakers, it is stated that a great deal of the war standard flour is already being used and the restaurants are now serving bread made by it, much as they disliked having to meet with the requirements. Opinion seems to be divided as to the amount of old flours in the hands of bakers, but it is probable that these are small, excepting with some who have had to protect themselves in outside points where they had flour delivered in advance to prevent any possible shortage through non-delivery. The bakers are in somewhat of an awkward position who have too much on hand, that is, more than they will require beyond March 15th, for, while the government will take delivery of this it must be delivered at the price paid by the baker, to the seaboard. This makes no allowance for freight and this is the decision of the government as told to CANADIAN GROCER by one of the large mills. However, it is generally thought that few will be confronted with serious loss in this way, although it will probably affect a few. Deliveries of wheat have somewhat improved and the mills are able to work longer hours, although they could make much more flour if the wheat were available in larger quantities. Demand is still active. In the matter of feeds the request from all points continues unabated. As a matter of fact one miller

stated that they would be able to sell three times the quantity if the same could be delivered. Crushed oats and barley chop are higher and the latter have advanced in the week \$7 a ton in one quarter, while other grades are higher still. Feed oats have advanced again and are selling at \$1.15.

War Standard, Graham and Whole		
Wheat Flours—		
Car lots (on track).....	11 10	
Car lots (delivered), Bakers.....	11 20	
Small lots (delivered).....	11 30	
Bran, per ton.....	35 00	
Shorts.....	40 00	
Crushed oats.....	61 00	69 00
Barley chop.....	69 00	78 00
Barley meal.....	71 00	78 00
Feed oats, per bushel.....	1 15	

Note.—There are various grades of feed and this explains spread of prices above.

Cereals Are Higher; Will Rule Firmly

Montreal.
CEREALS.—The tendencies are very firm for cereals this week and as a matter of fact advances have been made by some in cornmeal, oatmeal and rolled oats and barley are also very firm. Rye flour is in a very firm position and as a matter of fact it is difficult to maintain a quotation on this. The scarcity of oats will serve to still firm oat products and to make it harder to procure in large quantities. Package oats are higher this week and this applies to the various sized packages. Corn meal is very firm and the prices of other cereals are still ruling firmly.

Barley, pearl.....	8 25
Barley, pot. 98 lbs.....	6 25
Corn flour, 98 lbs.....	6 50
Cornmeal, yellow, 98 lbs.....	5 90
Hominy grits, 98 lbs.....	4 75
Hominy, pearl, 98 lbs.....	7 50
Oatmeal, standard, 98 lbs.....	5 85
Oatmeal, granulated, 98 lbs.....	5 85
Peas, Canadian, boiling, bush.....	5 00
Split peas.....	11 00
Rolled oats, 90-lb. bags.....	5 50
Rolled oats (family pack.), case.....	5 75
Rolled oats (small size), case.....	2 05
Rye flour, small lots, 98 lbs.....	6 25

Vegetable Markets Fair Montreal Potatoes Down

Montreal.
FRUITS AND VEGETABLES.—The features of the week are confined to declines on some lines of vegetables and to a firmer tone for Boston lettuce. Montreal potatoes are selling for \$1.60 to \$1.75 per bag, but the New Brunswick variety are still unchanged. There is a decidedly weaker tendency in the price of red onions, and while the prices are unchanged these sold on the market last week as low as 75c per bag. The prices are really open in many cases. Cabbage is a little firmer, about 25c per bbl. New cucumbers are on the market at \$2.50 per doz. Fruits are still in fair demand and the prices are held unchanged. It is expected that with the arrival of Spring conditions and Easter there will be a decided impetus to business in fruit and vegetables.

Bananas (fancy large), bunch.....	3 50	4 00
Oranges, Valencia lates.....	5 00	5 75
Oranges, Porto Ricos.....	4 25	5 25
Oranges, California navels.....	7 00	7 50
Oranges (bitter).....	4 00	4 50
Oranges (Seville, bitter).....	5 50	
Grape fruit, Cuban.....	4 00	4 50
Grape fruit, California.....	5 00	6 00
Grape fruit, Florida.....	5 00	6 00

Lemons (fancy new Messina), as to size	4 50	6 00
Lemons, California seedless		5 00
Grape fruit (fancy Jamaica)	3 25	3 75
Grape fruit (fancy Porto Ricos) 80, 96, 64		4 50
Grape fruit (fancy Porto Ricos) 34, 64		4 25
Grape fruit (fancy Porto Ricos) 36		4 00
Pineapples, Cuban, grate		5 00
Grapes, Malaga (keg)	7 00	7 50
Grapes, Malaga (heavy weights, tinted), per keg		12 00
Grapes, Malaga, medium		10 00
Cocconuts (sack)		7 25
Apples, (bbls.)—		
Wealthy, No. 1	7 00	7 50
Fameuse	7 00	8 50
Ben Davis	4 50	5 00
Russets	6 00	6 50
Apples, boxed		2 75
Pears (eating), small lots only, doz.	0 30	0 60
Ontario Apples—		
Spys, No. 1, per bbl.	8 00	8 50
Do., No. 3 (special), bbl.		5 50
Do., No. 3, bbl.		4 50
Pewaukee, No. 1, bbl.		6 50
Do., No. 2, bbl.		6 50
Baldwin, No. 1, bbl.	6 00	7 00
Do., No. 3 (special), bbl.		5 50
Do., No. 3 (ordinary), bbl.		4 00
Stark, No. 1, bbl.		7 00
Do., No. 3 (special), bbl.		5 50
Do., No. 3 (ordinary), bbl.		4 00
Boxed apples (all sizes)		2 75
Rhubarb, doz.	1 50	1 75
Cauliflower (California), crate, 2 doz.	4 50	5 00
1 doz. crate		2 75
Cabbage, Montreal, per bbl.	2 50	3 25
Cabbage, Montreal, doz.	1 00	1 25
Celery, Canadian, per doz.	0 50	1 00
Celery, Cal., 4, 5, 6 doz. case	6 00	7 50
Celery, Cal., 2 doz. crate		4 50
Celery (Wash.), doz.		1 50
Celery, Florida	3 00	3 75
Cucumbers (Boston), doz.		2 50
Min.		0 60
Leeks	3 00	4 00
Onions, Canadian, bag	1 50	1 75
Onions, red, 100-lb. bag		2 75
Oyster plant		0 75
Parsley (Amer.)		1 50
Parsley (Can.)		0 75
Spanish onions, half cases	2 25	3 00
Spanish onions, large crate	4 50	5 00
Spanish onions (small crate)		1 25
Potatoes (sweet), per hamper, as to size	2 50	5 00
Potatoes, bag	1 60	1 75
Potatoes (New Brunswick), bag	2 00	2 25
Carrots, bag	0 50	0 75
Beets, bag (60-lb. bag)	0 90	1 00
Parsnips (60-lb. bag)		1 00
Turnips (Quebec), bag		1 00
Turnips (Montreal), bag	0 75	0 90
Tomatoes (hothouse), lb.		0 30
Lettuce, curly (3 doz.)		2 50
Lettuce, Boston, hothouse (2 doz. in box)	2 00	2 50
Lettuce (Florida), hamper		2 75
Cranberries (Cape Cod), box		5 50
Cranberries (new), small size, bbl.		15 00
Watercress (Can.)		0 75
Watercress (Amer.)		1 25

The Strength Of Coffee Points To Higher Price

Montreal.

COFFEE.—The price of coffee has been unchanged. There is a strong feeling, however, and in the outside markets indications are taken to point to an upward revision of prices if stocks on spot continue to dwindle. This is inevitable if tonnage is not available for supplies, and there seems to be little promise of improvement along these lines. The trading in futures is not active, and there is little inclination to buy beyond a limited period in large volume. The cocoa situation is firm, and sales here are reported to be much better than expected. A great deal is being used.

Coffee, Roasted—

Bogotas, lb.	0 28	0 32
Jamaica, lb.	0 23	0 25
Java, lb.	0 33	0 40
Maracabo, lb.	0 23	0 24
Mexican, lb.	0 28	0 29

Mocha, lb.	0 34	0 37
Mochas (genuine)	0 43	0 48
Rio, lb.	0 19 1/2	0 20
Santos, Bourbon, lb.	0 24	0 25
Santos, lb.	0 23	0 24
Cocoa—		
Bulk cocoa (pure)	0 30	0 35
Bulk cocoa (sweet)		0 25

Japan Teas Shorter And Tendencies Upward

Montreal.

TEAS.—There have been few definite changes locally in the tea markets, but the tendencies are very strong. Japans are reported to be shorter again, as are also some other lines. An active trade is

ONTARIO MARKETS

TORONTO, March 6.—With improved transportation facilities some improvement is shown in the movement of sugar and grain in addition to other lines, and an easier feeling exists among the trade. Cars are moving with greater freedom, and it is thought that the curtailed passenger service will result beneficially to the freight end of the traffic as soon as adjustments can be effected. Business is reported good and changes in price are not excessive. A decided drop in some lines of apples was made during the week and New Brunswick potatoes are somewhat easier. It is reported that British Columbia packers have made some sales of 1918 canned salmon, and that prices are exceedingly high. The better grades are hard to procure at present. Gem jars, peanut butter, walnuts and rolled oats have all advanced. The first shipment of Greek currants to reach the local market in twelve months arrived during the week.

Relief In Sugar Situation Developing

Toronto.

SUGAR.—Relief from the present shortage of sugar may be expected in the next few weeks if conditions continue to improve. The arrivals of raw sugars during the week at Atlantic ports were 48,627 tons, which admits meltings of 50,000 tons, leaving raw stock of 21,819 tons. These meltings allow a distribution of 50,000 tons of refined sugar to be forwarded from Atlantic ports, and to this can be added about 17,000 tons from the Southern refineries. It is confidently expected that a few more weeks of distribution of this size will bring conditions to normal as far as supplies of refined are concerned, and this condition will be reflected in Canada as well as the United States. Receipts of raws are reported, and refined sugars generally are slightly better, with every prospect of improvement shortly. Although a temporary shortage exists, there is reason to believe sugar will be plentiful when transportation is provided to carry same.

As CANADIAN GROCER goes to press the Atlantic Sugar Refineries report an advance of 25c. No other changes had gone into effect, but it is probable that similar action will be taken by other refiners.

Atlantic, extra granulated	8 79
St. Lawrence, extra granulated	8 54

reported from the outside in particular, and it is presumed that the country dealers have weighed all conditions and realize that they will have to pay more for teas in the near future. In any event the market is strong locally, but prices are still unchanged. The New York market is ruling strong.

Ceylon and Indias—

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

Javas—

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

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

Acadia Sugar Refinery, extra granulated	8 54
Can. Sugar Refinery, extra granulated	8 54
Do., No. 1 yellow	8 14
Dom. Sugar Refinery, extra granulated	8 54
Icing sugar, barrels	8 74
Powdered, barrels	8 64

St. Lawrence and Canada Sugar differentials:—25-lb. sacks, 10c over 100-lb.; 20-lb., 15c advance; 10-lb. gunnies, 20c advance; 5-lb. gunnies, 40c advance; 5-lb. cartons, 25c advance; 2-lb. cartons, 30c advance. Atlantic and Acadia differentials: In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 20c per 100 lbs.; 30c per 100 lbs. in 10-lb. gunnies, and 40c per 100 lbs. in 5-lb. cartons, and 40c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1.

Gem Jars Advance; Peanut Butter Up

Toronto.

GEM JARS, PEANUT BUTTER.—New prices have been issued on many miscellaneous lines handled by the wholesalers, prominent among which this week are advances on gem jars and peanut butter. The present quotations on gem jars approximate a straight advance of 50c a gross, and orders are now being booked on the following basis:

Wine Measure—	Pint	Gross	1/2 Gal.
Crown and Imperial Gem	\$10.50	\$11.00	\$14.00
Crown style only	11.00	12.00	16.00
Perfect Seal	11.50	12.00	16.25

Comparative figures on Clark's peanut butter, showing the old prices and the new quotations, which represent a slight advance, are as follows:

	Old	New
1/4's	\$1.35	\$1.45
1/2's	1.90	1.95
1's	2.35	2.45
5-lb. pails	0.28	0.30
12-lb. pails	0.26	0.28
24-50 pails	0.25	0.27

Further revisions in shoe polishes, stove polish and lubricant oil have been made, which reveal the Simplex shoe polish in black, tan, or white, selling at 90c dozen; Beaver oil shoe dressing, \$1.25; Slick black paste shoe polish, 55c; Shino stove polish, 10c size, 90c; household lubricant oil, 85c.

Market Firm On Syrups; Receipts Improve

Toronto.

MOLASSES, SYRUPS.—One change in molasses is reported during the week, the fancy Barbadoes in barrels being quoted as high as 98c to \$1. Supplies are limited, though sales are reported good. The shortage of stocks is traced to lack

of transportation facilities, as several cars are reported in transit. Further receipts of corn syrup were reported during the week, with the demand holding good. Prices remained unchanged for the week.

Corn Syrup—		
Barrels, per lb.	0 07	
Cases, 2-lb. tins, 2 doz. in case	4 65	
Cases, 5-lb. tins, 1 doz. in case	5 20	
Cases, 10-lb. tins, 1/2 doz. to case	4 95	
Half barrels, 1/4 c over bbls.; 1/4 bbls., 1/4 c over bbls.		
Cane Syrups—		
Barrels and half barrels, second grade, lb.	0 06	
Cases, 2-lb. tins, 2 doz. in case	5 05	5 25
Molasses—		
Fancy Barbadoes, barrels	0 92	1 00
Choice Barbadoes, barrels	0 88	0 90
West India, 1/2 bbls., gal.	0 55	0 65
West India, 10-gal. kegs.		6 50
Tins, 2-lb., table grade, case 2 doz., Barbadoes		4 75
Tins, 3-lb., table grade, case 2 doz., Barbadoes		6 40
Tins, 5-lb., 1 doz. to case, Barbadoes		5 30
Tins, 10-lb., 1/2 doz. to case, Barbadoes		5 20
Tins, 2-lb., baking grade, case 2 doz.		3 50
Tins, 3-lb., baking grade, case of 2 doz.		4 60
Tins, 5-lb., baking grade, case of 1 doz.		3 90
Tins, 10-lb., baking grade, case of 1/2 doz.		3 75
West Indies, 1 1/2, 48s.		5 00
West Indies, 2s, 36s.	4 00	4 25

Canned Salmon
For 1918 To Be High

Toronto. **CANNED GOODS.**—A report from Vancouver indicates that the first sale of future salmon for 1918 has been made by British Columbia packers. The prices named are exceedingly high, and the trade views are that they warrant investigation by Canada's Food Administration Board. It is declared the pack will likely be large. Exorbitant prices are being asked by the fishermen for the raw fish, and the cold storage men are urgent bidders for the catch. No change in the market locally has been reported. Some doubt is expressed as to whether there will be sufficient supplies of canned vegetables to take care of the demand until the new pack is on the market. This applies particularly to tomatoes, and with the action of the United States Government in limiting sale of present stocks there until the needs of the army and navy are taken care of not much opportunity of importing from that source exists. Apart from peaches and plums, little is obtained in other lines of canned fruits. Booking orders are being accepted on Aylmer pumpkin 3's at \$1.90.

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

Salmon—		
Soekere, 1s, doz.	4 00	4 50
Soekere, 1/2s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls		2 25
Do., 1/2s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., 1/2s, doz.	1 35	1 50
Cohoos, 1/2-lb. tins	1 85	1 90
Cohoos, 1-lb. tins	6 45	3 60
Red springs, 1-lb. talls	3 15	3 65
White springs, 1s, dozen	2 15	2 25
Lobsters, 1/2-lb., doz.	3 10	3 25
Canned Vegetables—		
Beets, 2s	2 10	2 30
Tomatoes, 2 1/2s	2 60	2 75
Peas, standard	1 95	2 25
Peas, early June	2 00	2 32 1/2
Beans, golden wax, doz.	1 85	2 10

Beans, Midget, doz.	2 25	2 45
Asparagus tips, doz.	3 45	3 65
Corn, 2's, doz.	2 40	2 50
Pumpkins, 2 1/2s	1 80	2 10
Spinach, 2s, doz.	1 80	2 40
Succotash, No. 1, doz.	2 00	2 35
Pineapples, 2s	3 00	3 25
Cherries, 2s	2 60	2 90
Peaches, 2s	1 75	2 40
Pears, 2s	1 75	2 00
Plums, Lombard, 2s		1 75
Plums, Green Gage	1 80	1 95
Raspberries, 2s, H.S.	3 00	3 25
Strawberries, 2s, H.S.	3 00	3 40
Jam, raspberry, 16 oz., doz.	2 90	3 30
Do., black currant, 16 oz.	2 90	3 20
Do., strawberry, 16 oz.	3 00	3 40
Do., raspberry, 4-lb. tin	0 83	0 90
Do., black currant, 4-lb. tin	0 77	0 88
Do., strawberry, 4-lb. tin	0 83	0 90
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Plums, Green Gage, doz.	2 40	2 95
Do., Lombard, doz.	2 25	2 90
Do., Blue, doz.	2 40	2 90
Black currants, doz.		3 45
Red currants, doz.		3 45
Raspberries, doz.	3 45	3 60
Strawberries	3 60	4 40

First Greek Currants
Reach Market

Toronto. **DRIED FRUITS.**—A shipment of Greek currants reached the local market this week, the first, it is said, to arrive for twelve months. Price being made on these is 30c. Shipments of dates reached New York a couple of weeks ago, but have been held there owing to an embargo issued by the railroads. It is thought this will be lifted and the dates rolling to destination this week. This would indicate decided improvement in transportation conditions. Raisins are being booked for fall shipment, and in some quarters it is said that retailers will be well advised to look for their Christmas stocks from these shipments, as a shortage is anticipated. Further shipments have been received during the week; the demand is good, and prices have held firmly. An advance of 1/4c in 30-40 prunes at the coast is reported, though all others remain unchanged. Prices locally show no revision and supplies are limited. Evaporated apples are by no means plentiful, and with the high prices prevailing sales are restricted.

Apples, evaporated	0 23	0 24
Apricots, unpitted		0 16 1/2
Do., fancy, 25s		0 30
Do., choice, 25s	0 25	0 27
Do., standard, 25s	0 24	0 26
Candied Peels, American—		
Lemon	0 26	0 30
Orange	0 28	0 35
Citron	0 35	0 36
Currants—		
Filiatras, per lb.		
Australians, lb.	0 30	0 35
Dates—		
Excelsior, pkgs., 3 doz. in case	4 50	4 75
Dromedary dates, 3 doz. in case		6 00
Figs—		
Taps, lb.		
Malagas, lb.		
Madre figs, mats, lb.		
Cal., 6 oz., doz.		
Cal., 10 oz., doz.		1 45
Prunes—		
30-40s, per lb., 25's, faced	0 17	0 18
40-50s, per lb., 25's, faced	0 16	0 17
50-60s, per lb., 25's, faced	0 15	0 16
60-70s, per lb., 25's, faced	0 14	0 14 1/2
70-80s, per lb., 25's, faced	0 12	0 14
80-90s, per lb., 25's, unfaced		0 13 1/2
90-100s, per lb., 25's, unfaced		0 12
Peaches—		
Standard, 25-lb. box	0 15 1/2	0 17
Choice, 25-lb. boxes	0 18 1/2	0 19
Fancy, 25-lb. boxes		0 22
Raisins—		
California bleached, lb.	0 14	0 15 1/2

Valencia, Cal.	0 10 1/2	0 10 1/2
Valencia, Spanish		
Saged, fancy, 1-lb. packets	0 11 1/2	0 18
Seedless, 12-oz. packets	0 11	0 12 1/2
Seedless, 16-oz. packets	0 14	0 15 1/2
Seedless, screened, lb.	0 12 1/2	0 15 1/2

Ceylon Teas Advance
In Primary Market

Toronto. **TEAS.**—Ceylon teas advanced 4c in the primary market, and it is said sales on spot stocks have been made which are several cents below present cost of importation. This might be said to apply to nearly all lines, as prices now ruling are less than replacement values. Stocks on both Ceylon and Japan teas are light and moving freely under stimulus of good demand. The difficulty in securing supplies may be gauged when it is known that some shipments reaching San Francisco last November have not yet reached Canada. With the probable greater activity of Japan in the war some further restrictions in shipments across the Pacific may be expected.

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

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

Coffee Manufacturers
Report To Government

Toronto. **COFFEE.**—All coffee roasters have been required by the Dominion Government to submit full details in reference to green stocks on hand, output and finished stocks, etc., etc., though what the object is has not yet been disclosed. Stocks are in fair condition, though premiums are being paid in some instances to get delivery of spot stocks. The genuine Arabian Mocha is practically off the market, and those having stocks have been offered premiums in the matter of price to release supplies, but are hanging on to supply their regular trade. Under present conditions the firm trend will be upheld and advances in the market are being looked for.

Coffee—		
Bogotas, lb.	0 28	0 30
Guatemala, lb.	0 24	0 25
Maracaibo, lb.	0 25	0 29
Mexican, lb.	0 27	0 31
Jamaica, lb.	0 26	0 30
Blue Mountain Jamaica		0 40
Mocha, Arabian, lb.		
Rio, lb.	0 19	0 23
Santos, Bourbon, lb.	0 25	0 26
Chicory, lb.		0 20
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 18	0 20

Primary Market On
Spices Stronger

Toronto. **SPICES.**—The primary market on

white pepper, cassia and cinnamon is reported higher, and throughout the range of lines a decidedly strong undertone prevails locally. Cream of tartar, American high test, in 4-oz. packages, is being quoted in some quarters at \$2.80 and in 8-oz. tins as high as \$6. These are the only two changes of note during the week. Some relief in the matter of shipments is being experienced now, but the active entry of Japan into the war may mean the diverting of ships to transporting men and munitions rather than commercial lines, and the consequent result is evident. Higher prices are expected to rule in the very near future.

	Per lb.	
Allspice	0 16	0 18
Cassia	0 30	0 35
Cinnamon	0 40	0 50
Cayenne	0 30	0 35
Cloves	0 70	0 75
Ginger	0 25	0 35
Herbs — sage, thyme, parsley, mint, savory	0 40	0 60
Mace	0 90	1 10
Pastry	0 25	0 32
Pickling spice	0 22	0 28
Peppers, black	0 36	0 40
Peppers, white	0 42	0 48
Paprika, lb.	0 35	0 45
Nutmegs, select, whole, 100's	0 40	0 40
Do., 80's	0 50	0 50
Do., 64's	0 55	0 60
Mustard seed, whole	0 30	0 40
Celery seed, whole	0 40	0 50
Coriander, whole	0 28	0 35
Caraway seed, whole	0 90	1 00
Cream of Tartar—		
French, pure	0 79	0 80
American high test		
2-oz. packages, doz.	1 45	
4-oz. packages, doz.	2 60	2 80
8-oz. packages, doz.	5 45	5 45
8-oz. tins, doz.	5 05	6 00
Tartarine, barrels, lb.	0 21	0 21
Do., kegs, lb.	0 23	0 23
Do., pails, lb.	0 25	0 25
Do., 4 oz., doz.	0 90	0 90
Do., 8 oz., doz.	1 75	1 75
Do., 16 oz., doz.	3 25	3 25

Shelled Walnuts May Reach \$1.00 l.b.

Toronto.

NUTS.—Shelled walnuts are expected to go as high as \$1 per lb. under present conditions, and already in some quarters new walnuts, shelled, are being quoted at 75c lb. It is thought that stocks will be inadequate to meet the demand even at the high prices. No shipments are coming forward from France, and it was stated in one quarter that further shipments from Spain would be greatly restricted, if allowed at all. Shipments now in transit from Spain have been diverted to schooner instead of steamer, and, apart from the delay in receipt that this will mean, increased freight and insurance is bound to be an important factor in boosting prices. Peanut spot stocks are low, and an advance of 1c per lb. in the shelled Spanish is reported. Chinese and Japanese shelled are up 3c in the primary market, though locally no advance has been made as yet; the demand is active.

In the Shell—

Almonds, Tarragonas, lb.	0 20	0 22
Walnuts, Bordeaux	0 22	0 26
Walnuts, Grenobles, lb.	0 22	0 22
Walnuts, Manchurian, lb.	0 20	0 20
Filberts, lb.	0 19	0 22
Pecans, lb.	0 25	0 27
Peanuts, Jumbo, roasted	0 22	0 27
Do., No. 1 Virginia	0 19	0 21
Brazil nuts, lb.	0 14	0 17
Cocconuts, per 100		7 50
Shelled—		
Almonds, lb.	0 42	0 45

Filberts, lb.	0 35	0 40
Walnuts, lb.	0 35	0 75
Peanuts, Spanish, lb.	0 19	0 19
Do., Chinese, Japanese, lb.	0 17	0 17

No Improvement In Bean Situation

Toronto.

BEANS.—An advance of 1c per lb. in lima beans has been put into effect in some quarters during the week, though no change in the range, 18c in sack lots to 22c in broken lots, is yet evident. No improvement in the situation as regards supplies is evident, and it is stated when present stocks are exhausted no further supplies may be expected before next November. The United States Government has commandeered all Japanese beans in addition to the domestic supplies. A fair supply of Rangoons is reported available, prices being \$6.75 per bushel. It is stated that the good grades are very hard to get, and a decidedly firm situation exists in the market.

Ontario, 1-lb. to 2-lb. pickers, bu.	8 50	9 00
Do., hand-picked	9 00	9 25
Can. white kidney beans, bush.		
Rangoons, per bush.	6 75	7 00
Yellow eyes, per bushel.		
Japanese Kotenashi, per bush.	7 50	8 00
Limas, per pound	0 18	0 22

Rices Hold Firm; Stocks Light

Toronto.

RICE.—Stocks of rice are in fair condition, with a good demand prevailing. An embargo from the United States now exists on rice, and this will firm the local market at the advances which were recorded in these columns last week. Spot stocks of tapioca are very light and shipments are limited. Prices are holding up at their present level, and no revision downwards is anticipated. Quotations now being made are:

Texas, fancy, per 100 lbs.	11 00	11 50
Blue Rose Texas	11 00	11 50
Honduras, fancy, per 100 lbs.		12 50
Siam, fancy, per 100 lbs.	9 25	9 50
Siam, second, per 100 lbs.	8 50	9 25
Japans, fancy, per 100 lbs.	10 00	11 25
Japans, second, per 100 lbs.	9 25	9 50
Chinese XX, per 100 lbs.	8 25	9 75
Do., Simiu	11 00	11 50
Do., Mujin, No. 1	10 25	10 50
Tapioca, per lb.	0 14 1/2	0 15

Package Oats Are Holding In Firm Market

Toronto.

PACKAGE GOODS.—In our issue of March 1 it was stated that Tillson's oats are no longer obtainable from the manufacturers. There is evidently a misunderstanding on the part of some wholesalers with respect to these goods, as the information was given out in some quarters that the goods are no longer obtainable. The true condition with respect to these goods has been stated to CANADIAN GROCER by the Quaker Oats Company: "We have been delayed in filling our orders for Tillson's oats because of the fact that the Food Control Board compelled us to discontinue the packing of premiums or coupons after January 1, which necessitated the obtaining of a new supply of Tillson's oats cartons from the printers. While we have

supplies of Tillson's oats cartons in transit, they have not yet reached the mills, and we have, therefore, shipped no Tillson's oats this year. We have, however, our arrangements made to ship a large output as soon as new supplies of cartons reach us." Rolled oats are very hard to get, and a revision upward has been made during the week, as noted below. Quaker brand cornflakes have advanced another 10c in some quarters, and are now being quoted at \$3.90 and \$4. A new cereal, Tillson's Scotch fine cut oatmeal, is now being marketed in 4-lb. cartons, which retails at 35c. Price to the retailer is \$5.80 for 20 packages. A shipment of starch has been received during the week and prices remain firm.

Cornflakes, per case	3 90	4 25
Rollad oats, round, family size, 20s	5 65	5 80
Rollad oats, round, regular 18s, case	2 00	2 12 1/2
Rollad oats, square, 20s	5 65	5 80
Shredded wheat, case		4 25
Cornstarch, No. 1, pound cartons		0 11
No. 2, pound cartons		0 10
Starch, in 1-lb. cartons		0 11
Do., in 6-lb. tins		0 12 1/2
Do., in 6-lb. papers		0 09 1/2

New Supply Of Maple Syrup Expected

Toronto.

HONEY, MAPLE SYRUP.—No great improvement in the supply of tinned honey or maple syrup available is shown over last week. It is thought that the new supply of maple syrup will soon be on the market. Prices held firm during the week, and no weakness is expected to develop even with the arrival of the new product.

Honey—

Clover, 5 and 10-lb. tins	0 22	0 23
60-lb. tins		
Buckwheat, 60-lb. tins		0 18
Comb, No. 1, fancy, doz.	3 50	3 60
Do., No. 2, doz.	3 00	3 25
Jars, 7-oz., doz.		
Do., 10-oz., doz.		
Do., 12-oz., doz.		
Do., 16-oz.		

Maple Syrup—

No. 1, gallon tins, 6 to case	11 70	12 60
No. 2, half gal. tins, 12 to case	12 25	14 20
No. 3, quart tins, 24 to case	12 25	15 55
No. 3, quart bottles, 12 to case	5 50	7 00
N.B.—Above are wine measure.		
Gallon tins, Imperial, 6 to case		13 50
5-gallon tins, Imperial, per tin	9 25	10 50
Barrels, 25 or 40 Imp. gals.		2 00

Barreled Apples Decline Sharply

Toronto.

FRUIT.—A decided drop in some lines of barreled apples has been made during the week, ranging from 50c to \$2. Stocks are heavy and the demand has been light, and there is an evident desire to unload. Boxed apples, Spitzenberg and Winesaps, show advances with the demand for this style of package goods. Lemons are being quoted at \$6.50 for Messinas and \$7.50 for Californias, with fair supply available. Prices at primary points on California navel oranges show advances, though locally no change is reported. All shipments must now be made under license, and it is said the finish of navels is in sight. Bananas are reported very scarce. Out of 45 ships which were required to transport bananas only about

ten or twelve are now being used for this purpose, so heavier stocks are not likely to be in evidence. Grapefruit from Florida is now being quoted as high as \$5, with Cuban and Porto Rico higher at \$4.25 to \$4.50. Supplies will be light from these points, though some may be available in Arizona. Some Porto Rican pineapples reached the local market by express, and are being quoted at \$6 to \$6.50.

Apples—		
Boxes, Spitzenberg	2 65	3 25
Winesaps, box	2 75	3 00
Rome Beauty, box	2 75	3 00
Ontario—		
Baldwins, No. 1, bbl.	7 00	7 00
Greenings, No. 1, bbl.	7 00	7 00
Northern Spys, tree runs ..	6 00	6 00
Mann, No. 1, bbl.	6 00	6 00
Do., No. 2, bbl.	5 00	5 00
Pewakee, No. 1, bbl.	6 00	6 00
Do., No. 2	5 00	5 00
Starks, No. 1, bbl.	5 50	6 00
Do., No. 2	4 50	5 00
Ben Davis, No. 1, bbl.	4 00	5 00
Do., No. 2, bbl.	3 50	4 50
Spys, No. 3	5 00	5 00
Winter varieties, straight No. 3	4 50	4 50
Nova Scotia—		
Baldwins, No. 1	5 50	5 50
Do., No. 2	4 50	4 50
Wagner, No. 1	5 00	6 50
Do., No. 2	4 00	6 00
Starks, No. 1	5 00	5 50
Do., No. 2	4 50	5 00
Winter varieties, straight No. 3	3 00	3 50
Bananas, yellow, bunch	3 75	5 00
Grapefruit—		
Jamaica, 46s, case	3 50	3 50
Do., 54s, case	3 50	3 50
Do., 64s, 96s, case	3 50	3 50
Do., 80s	3 50	3 50
Florida, 36s, 46s, case	4 00	5 00
Do., 54s, 64s, 80s, 96s	4 25	5 00
Cuban and Porto Rico, 54s, 64s, 80s, 96s	4 25	4 50
Oranges—		
California Navels—		
80s	4 00	5 50
96s	4 25	5 50
100s	4 50	5 50
126s	5 50	6 00
150s	6 50	7 00
176s, 200s, 216s, 250s	7 00	7 00
Florida Oranges—		
80s, 96s, 100s	4 75	6 00
126s	5 25	6 00
150s	6 00	6 50
176s, 200s, 216s, 250s	6 00	6 50
Lemons, Cal., case	7 50	6 50
Do., Messinas, box	6 00	6 50
Pears, Cal., box	6 00	6 50
Pineapples, Porto Rican, cs. 30-36s ..	6 00	6 50
Do., Messinas, box	1 25	1 50
Rhubarb, dozen	10 00	10 00
Malaga grapes, keg	0 65	0 65
Strawberries, box	0 65	0 65

N.B. Potatoes Drop; Florida Cabbage Arrives

Toronto.
VEGETABLES.—From New Brunswick comes advice of a big drop in the price of potatoes, and the local market is also somewhat easier. With improved transportation facilities some further reduction may be expected. The first shipment of Florida cabbage is reported here, the price being \$4.75 a case. Some California cauliflower and celery is also available. Onions are somewhat easier, and the demand is said to be good, the Spanish now being quoted in crates at from \$4 to \$4.50 and in half-crates, \$2.25 to \$2.50. It is intimated that another two weeks' campaign on the greater consumption of vegetables is necessary to bring the market down to a real easy condition; the results so far have been splendid and general optimism prevails over the outlook.

Beets, bag	1 50
Brussel sprouts, quart .....	.....

Cauliflower, Cal., standard crates	4 00	4 50
Cabbage, Canadian, barrel	4 00	4 50
Carrots, bag	0 60	0 65
Celery, Ontario, doz.	0 25	0 60
Do., California, case	6 00	6 50
Cucumbers, Boston, doz.	3 00	3 25
Lettuce, leaf, doz. bunches	0 30	0 85
Do., Boston, head, hampers	3 50	3 50
Mushrooms, 4-lb. basket	3 50	3 50
Onions—		
Spanish, crates	4 00	5 00
Spanish, half crates	2 25	2 50
Do., Canadian, 75-lb.	2 00	2 50
American, 100-lb. sacks	3 00	3 00
Potatoes—		
New Ontario, bag	2 25	2 25
N.B. Delawares	2 25	2 40
P.E.I., bag	2 15	2 25
Sweet, hamper	3 25	5 00
Spinach, box	0 60	0 75
Tomatoes—		
Hothouse, No. 1, lb.	0 35	0 35
Do., No. 2, lb.	0 25	0 25
Parasnips, bag	1 50	1 50
Parsley, doz. bunches	0 75	0 85
Peppers, green, dozen	0 50	1 25
Turnips, new, bag	0 75	0 75

Conditions Improve In Flour Situation

Toronto.
FLOUR.—Further improvement is shown in the flour situation, both as to the movement of wheat to be milled and the finished article. Embargoes, which have existed on the C.P.R. out of Fort William and the G.T.R. out of North Bay, have been lifted, and generally an easier feeling exists in milling circles. An increase in output is now possible owing to increased receipts of grain, and with the large demand existing it will be welcome news when capacity production is again possible. Prices, now on an established basis, showed no change.

War grade, 74% extraction—		
Manitoba spring wheat	11.10	11.30
Ontario winter wheat	10.60	10.80
Blended, spring and winter	10.85	11.05

Shortage Of Mill Feeds Has Been Accentuated

Toronto.
MILL FEEDS.—Although it is expected that the freer movement of grain will help out the supply of feeds to some extent, mills do not expect to be able to cope with the heavy demand that now exists. Mills located at Fort William have been ordered by the Food Control Department to divert their mill feeds back West, and this will accentuate the

absolute shortage now evident in the East. Mills throughout the East will be unable to take care of the heavy demand, and the order put through preventing shipments East will undoubtedly work some hardship on the Eastern consumer. It is said that no improvement may be expected until the milling capacity throughout Canada is greatly increased, as the present capacity is insufficient for the exceedingly heavy demands being made upon it. Prices have held steady on the following basis:

Mill Feeds—	Mixed cars ton	Small lots ton
Bran	\$35 00	\$37 00
Shorts	40 00	42 00
Special middlings	50 00	52 00
Feed flour, per bag .....	.....	3.05-3.40

Pearl And Pot Barley Advance 50c Bag

Toronto.
CEREALS.—Pearl and pot barley have advanced 50c per bag in some quarters during the week, the heavy demand and shortage of supplies having influenced this movement. The market is very strong on rolled oats; shipments from the West are few and far between, which has resulted in its being hard to turn out this product. However, some improvement in the matter of shipments has become evident during the week. An occasional car of corn is coming through, but the substitution of corn flour for white flour to a great extent in the United States means that available supplies for export are by no means great. Prices on corn flour range as high as \$7.35, which represents a substantial advance over last week's high figure.

	Five Bag Lots Delivered	Single Bag Lots F.o.b. Toronto
Barley, pearl, 98s	\$7.35-\$7.95	\$ 8.00-\$ 9.00
Barley, pot, 98s	5.75- 6.35	6.00- 6.75
Cornmeal, 98s	6.50- 6.60	7.25- 7.75
Cornmeal, fancy	5.70- 5.80	.....
Corn flour, 98s	6.50- 7.35	.....
Farina, 98s .....	.....	7.00- 8.00
Graham flour, 98s	5.60- 6.00	6.00- 6.50
Hominy grits, 98s	6.50- 6.60	.....
Hominy, pearl, 98s	6.50- 6.60	.....
Rolled oats, 90s	5.75- 5.85	5.85- 6.10
Oatmeal, 98s	6.30- 6.40	6.50- 7.25
Rolled wheat, 100-lb. bbl. ....	.....	6.50- 7.00
Wheatlets, 98s .....	.....	7.00- 8.00
Peas, yellow, split	9.50- 9.75	10.00- 11.50
Blue peas, lb. ....	.....	0.13- 0.15

Above prices give range of quotations to the retail trade.

MANITOBA MARKETS

WINNIPEG, March 6.—Everybody was talking about the sugar scarcity last week. The newspapers got talking about it, and at the time of writing there was danger of hoarding. Up to this time the public have not realized that a shortage of sugar was imminent, the fact having been kept secret. Last week end the situation was certainly critical, and the outlook for the next ten days certainly not hopeful. However, refineries have promised supplies to arrive around March 11.

The heated car service was resumed on March 1st, and dealers have been advised to ship the following goods by heated car or express during the cold weather:

Eggs, liquid ammonia, almond paste, beef extract, liquid blue, butter color, cheese, horse radish, jelly in glass, mapleine, evaporated milk, mucilage, castor oil, olives, pickles, salad dressing, maple syrup in glass, vinegar, camphor ice, canned soups, shoe blacking, peanut butter, liquid rennet, fresh fruit, vegetables, catsup in bottles, ink, lime juice, wet mincemeat, prepared mustard, olive oil in glass, patent medicines, liquid, raspberry vinegar, sauces, stove polish, turpentine, cider, flavoring extracts, formaldehyde, native wine, glycerine, grape juice, liquid veneer, liquid metal polish, silver polish, O-Cedar oil, bottled oils.

Manufacturers of candles have announced another advance, price being 4c higher than last year. Bulk Crisco has

gone up to within 1½c the price of tins, whereas the difference is usually 4c. Allotments of Crisco will be based on the actual needs of the trade. Louisiana and Carolina rices are embargoed. Salt orders are being taken subject to delay, and prices prevailing on date of shipment.

Serious Sugar Shortage In Western Canada

Winnipeg.

SUGAR.—Many of the jobbers are absolutely out of sugar of any sort. Only one refinery was supplying Winnipeg, and that in limited quantities. The situation in Saskatchewan is serious, that province being practically marooned. Their supplies, which come from B.C., were temporarily cut off. The situation as regards sugar was never so bad in Western Canada, and unless the promises of supplies within the next ten days are made good there will undoubtedly be a sugar famine in the West. Jobbers are taking very stringent measures to see that their supplies go as far as possible, and that no retailer gets more than his share.

A local wholesale house has endeavored to explain the situation to its customers in the following words:

"Although the embargo on raw sugar being sent to Canada through the port of New York has not been repealed, authorities say that shipping conditions are rounding slowly into better shape. Supplies are very light all over the United States and Canada, but the Shipping Board of the International Sugar Commission has the situation well in hand, and expects to be able to immediately move all surplus stocks now at island ports.

"The railways and refineries are short of coal. This coupled with freight congestion and embargoes on some Canadian lines may keep the situation in Canada from returning to normal for some time. Being faced with these problems, two refineries state that they will be unable to make delivery to Manitoba markets before the last of March or the first of April, while a third refinery has withdrawn entirely from this province. In the meantime sugar is undoubtedly scarce. We are receiving requests for sugar from both wholesale and retail grocers in the United States, which we do not fill, preferring to take care of our customers' needs first.

"Information still points to a decline in price, and just as soon as stocks start to arrive in any quantity, authorities say that a reduction ranging from 25c to 50c per 100-lbs. can be expected."

Big Demand For Corn Syrup

Winnipeg.

SYRUP.—The decline in the price of corn syrup did not have the effect of increasing the demand. Jobbers have warned the retailer that the market will go no lower and consequently buying has

been very active. No change has taken place in the price of cane syrup.

CORN SYRUP.

Beehive and Crown—	
2-lb. tins, 2 doz. case, per case.....	4 25
5-lb. tins, 1 doz. case, per case.....	4 90
10-lb. tins, ½ doz. case, per case.....	4 65
20-lb. tins, ¼ doz. case, per case.....	4 65

Barbadoes Molasses—	
In half barrels, per gal.....	1 15

New Orleans Molasses—	
Blackstrap, half barrels, wood, per gal.	0 63

ROGERS SYRUP.

24 by 2 lb. tins, case	4 85
12 by 5 lb. tins, case	5 65
6 by 10 lb. tins, case	5 25
3 by 20 lb. tins, case	5 10
12 by 3 lb. seal glass jars	4 20

Embargo Announced On American Rice

Winnipeg.

RICE.—The trade has been informed that an embargo has gone into effect on Louisiana and Carolina rice, and orders sent in by Winnipeg jobbers have been cancelled.

Extra fancy Japan, 100-lb. bags.....	0 09
Fancy Japan, 100-lb. bags	0 08½
Choice Japan, 100-lb. bags.....	0 07½
Siam, 100-lb. bags	0 07½
Tapioca, lb.	0 13½
Sago, lb.	0 12½

White Bean Market Warrants Higher Prices

Winnipeg.

BEANS.—The market on white beans is very steady, and jobbers state that supplies are hard to get. Prices are ranging from \$6.25 to \$6.50 per bushel. It is said that the present market justifies higher figures than these. A local jobber has advised his customers as follows:—"Shipments of Lima beans to Canadian buyers have been stopped by the United States Government, and licenses for the export of Michigan white beans, we learn from authentic sources, have been refused. Japan is now the only available white bean market, and recent heavy purchases by the French Government have about cleaned supplies up there."

Barley—	
Pearl, 98-lb. bags, per bag.....	7 25
Pearl, 49-lb. bags, per bag.....	3 65
Pot, 98-lb. bags, per bag.....	5 20
Pot, 49-lb. bags, per bag.....	2 65
Pot, 24-lb. bags, per bag.....	1 35

Beans—	
Lima, large, about 80-lb. bags, per lb.	0 17½
Lima, small, 100-lb. bags, per lb.....	0 14
Fancy white, bushel	6 25
	6 50

Peas—	
Split, 98-lb. bags, per bag.....	10 60
Whole, yellow, soup, 2 bush.	11 25
bags, bush.	4 50
	5 00

Two Lines Of Shoe Polish Advance

Winnipeg.

SHOE POLISH.—The prices of two well-known lines of shoe polish have advanced in price to \$1.20 per dozen. These are Nugget and 2-in-1. Price of the local line, Stop-On, is unchanged.

Corn Products May Be Scarce

Winnipeg.

CORN PRODUCTS.—Jobbers are warning the trade that corn cereals are liable to be very scarce and high in price. An advance has already taken place in

cornflakes. The situation as regards cornmeal is no better, and there is practically an embargo on this line in the United States. There has been an advance in price, 49's now selling at \$3. When corn syrup declined last week there was no corresponding drop in the price of starches, and the trade express the opinion that there will be no decline.

Reported Embargo On Canned Goods

Winnipeg.

CANNED GOODS.—There is an exceptionally good demand for all kinds of canned goods in Winnipeg, and supplies of vegetables, especially canned tomatoes now going out, are very heavy. Newspaper reports indicate that canned peas, corn, tomatoes and salmon from the United States have or will be embargoed. The trade here state that if this embargo is not lifted before spring there will undoubtedly be a shortage in Western Canada.

Dealers Apparently Afraid Of Potatoes

Winnipeg.

FRUIT AND VEGETABLES.—Potatoes are still standing at \$1 to \$1.20 for Albertas, but they are not selling very well. The stores are not buying the same as they did in previous years; probably they are a little afraid the market may decline. Tomatoes (Cubans), have jumped to \$11 per crate, six baskets, which is an advance of \$2 per crate. Mexicans will be due in a few weeks, and in the meantime the price will be high. Fruits—Spies are continuing to be the big sellers in apples, and are bringing \$2.75; they are rather plentiful now. Lemons are bringing \$8 per case. Supplies of bananas and grapefruit are good. New season lines are quoted as follows: Shallots, \$1 per dozen; radishes, 70c per dozen; carrots, \$1.25 per dozen; rhubarb, 14c per lb.

Cabbage, lb., local	0 05
Cabbage, imported	0 05
Cauliflower, Cal., doz.	2 50
Celery, Cal., crate 100 lbs.....	6 50
Potatoes, Albertas	1 00
Potatoes, sweet, lb.	0 05
Carrots, cwt.	2 50
Carrots, new, doz.	1 25
Turnips, cwt.	2 00
Head lettuce, Cal., doz.	1 00
Head lettuce, Cal., case 4 doz.	3 50
Tomatoes, Cuban, 6-bkt. crate.....	11 00
Onions, Valencias, large case.....	6 50
Onions, yellow and red, cwt.....	3 00
Radishes, doz.	0 70
Parsley, imported, doz.	1 00
Parsnips, bag	4 50
Brussels sprouts, lb.	0 20
Rhubarb, lb.	0 14
Shallots, doz.	1 00

Fruits—	
Apples, Nova Scotia, bbl.....	6 25
Apples, Wash. Jonathans, box.....	2 25
Apples, Rome Beauties, box.....	2 25
Apples, Spies	3 75
Apples, Wagners	2 25
Oranges, navels	7 50
Lemons	0 05
Bananas, lb.	0 05
Grapefruit, Florida, case	5 75

Big Difference Between Rolled Oats Quotations

Winnipeg.

FLOUR AND FEEDS.—Prices of flour are unchanged. Business has eased

off a little, this being due partly to hoarding of some weeks ago, and perhaps partly due to the Bonspiel, which brought many from the country into Winnipeg. Rolled Oats—The situation is still peculiar. In Manitoba and Saskatchewan the range in price for bulk oats (80's) is \$4.35 to \$4.75, whereas in Alberta (just across the line from Saskatchewan) the price is \$5.25. The reason for this disparity is that the milling companies have not been able to get together to hold up their prices. Millers state that the proper price is \$5 based on the price of oats to-day. Feeds—There is too much demand for the supply available. Prices are unchanged. In the matter of feeds the mills have been co-operating with the Food Controller, and this arrangement is said to be very satisfactory.

Govt. Standard Flour—	
Cash carload price	10 50
To bakers and flour and feed dealers	10 50
To storekeepers paying cash or 30 days, ton lots	10 60
Do., less than ton lots	10 70
Cereals—	
Rolled oats, 80's	4 35 4 75
Rolled oats, pkgs., family size	5 65
Cornmeal, 98's	5 60
Oatmeal, 98's	5 50
Feeds—	
Bran, per ton	30 80
Shorts, per ton	35 80

CANADA'S RECORD SALMON PACK

Despite the Disaster to the Sockeye, The Total Output Sets a New High Figure for B. C. Fisheries

This year Canada saw a record salmon pack, and that in the face of a very serious curtailment in the sockeye, that has been a feature of former big years. The grand total of this pack reaches the surprising figures of 1,557,435 cases, a high record for these fisheries.

This total exceeds the pack of the previous year by more than half a million cases. The next largest pack was in 1913, when 1,353,901 cases was the total production.

The increase is due to the fact that this year chums and pinks, varieties seldom utilized by the packers in the years when the sockeyes and other favorite varieties were in abundance were put up in greatly increased numbers.

By divisions the pack was: The Fraser River, 377,988 cases; Skeena River, 292,219 cases; Rivers Inlet, 95,302 cases; Naas Rivers, 119,495 cases; Vancouver Island, including Lummi Bay and Nootka, 377,834 cases; outlying districts, 294,597 cases, making a total of 1,557,435 cases.

In 1913, the former big year, the Fraser River yielded 752,059 cases, so there is a falling off this year of 354,071 cases on the Fraser, which made only a half showing for a big year. Last year, however, the Fraser River produced only 106,440 cases; compared with last year the Fraser River did three times better this year.

The year 1917 is considered a fair year for all concerned in the salmon canning industry of British Columbia. With the scarcity of sockeye, the cheaper grades, such as pinks, chums and cohoes achieved a prominence, and because of the de-

mand for sockeyes which could not be satisfied secured a price that was unusual.

BRITISH TO DEVELOP OUR FISHING RESOURCES

A letter from London, England, says: "Important results are anticipated from the consideration which, it is now authoritatively indicated, is being given by the Treasury to the desirability of looking in the undeveloped assets of the Empire for a means of meeting some part at any rate of the enormous financial burden that must be left on us by the war. Prominent among such assets which it is considered might be so utilized are fish, tobacco, palm products, and minerals, in all of which the Empire is exceptionally rich. Those entitled to form a judgment on the subject tell me that with Government assistance—chiefly in the matter of providing capital—vast revenues could be obtained from increased production of these articles, and at the same time a considerable reduction might be made in the cost of important articles of food to our people. The fish resources in view are those of our North American coasts, which, I am told, are not drawn upon to the extent of a tithe of possibilities."

RESTRICT SALE OF GINGER
The manufacturers of commercial essences which carry a large percentage of alcohol have been assured by the Ontario License Board that restrictions likely to be imposed will not hurt the legitimate sale of their products.

In connection with the control of the sale of essences, it is understood that Jamaica ginger is to be put upon the "suspicious" list. The exact restrictions to be imposed have not been decided upon, but it is likely that the Government will require either a doctor's certificate or an affidavit before a sale may be made. Jamaica ginger has been used a good deal to put a "kick" into temperance beverages, and in more than one case its use has resulted in death. It is almost pure alcohol.

MELFORT, SASK., STORE ENLARGED

Extensive alterations are being made to the premises of the Eastern Supply Co's store, Melfort, Saskatchewan, Mr. Ackerman, manager. An addition 16 by 24 is being built at the rear of the store and a new warehouse 16 by 24 is also being erected. The grocery department will take up quarters in the rear of the new store.



Told 'Round the Cracker Barrel

A THOUGHTFUL HUSBAND

Growing tired of having her linen torn by the machinery used in laundries, a lady gave it to a negro washerwoman who, although forty, confessed that she was a "blushin' bride," the eventful ceremony having taken place just two months previous. To date, the bridegroom had failed to go to work, the lady did not know that.

"How do you like married life?"
"Fine! Jus' fine!" replied the bride.
"And is your husband a good provider?"
"He suttinly am, ma'am," declared the bride. "He suttinly am. Dis week he got me fo' new places to wash at."

A commercial traveler while en route through the South relates this of a dorky's purchase of cheese from the local store:
"Boss, how much is er nickel's worth of dat 'er cheeses?"

"Can't sell a nickel's worth, Sam, it's too high."
"All right; gi'me for a dime's worth, cap'n."

The storekeeper cut a thin slice, and Sambo remarked, "Oh, oh! You-all perty near missed it, didn't you, cap'n?"

GETTING RE-ACQUAINTED

Trade was bad. At the end of another blank day the discouraged salesman called on another prospective customer and asked to show his samples.

"No, there is nothing I want to-day," said the customer.

"But will you examine my line of goods?" the salesman persisted.

The customer would not.
"Then," said the salesman meekly, "will

you let me use a part of your counter to look at them myself, as I have not had the opportunity for some time?"

SITTING ON THE EVIDENCE

It was the rush hour in one of those quick lunch places where you help yourself and use the arm of your chair as a table. A man called for a piece of pie, and chose a chair, then, remembering that he wanted coffee, he dashed over to the service counter. When he returned with his coffee his chair was occupied by another hurry-up diner.

"Excuse me," said the first man, "but that is my chair."

"How do you know it is your chair?" demanded the occupant, in a surly tone.

"Because I can prove it," stated the first man.

"How can you prove it?" asked the occupant.

"By your trousers," was the reply. "You are sitting on my pie."

PUTTING UP A DEFENCE

A lawyer who for many years had shocked a large number of his friends by his rather liberal views on religion recently died. A friend of the deceased who cut short a trip to hurry back to town for the purpose of attending the last rites of his colleague, entered the late lawyer's home some minutes after the beginning of the service.

"What part of the service is this?" he inquired in a whisper of another legal friend standing in the crowded hallway.

"I've just come myself," said the other, "but I believe they have opened for the defense."

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, March 5.—Butter to-day went up to 55 and 56 cents a pound. This is based on Alberta advices, from which section present supplies are mostly drawn now that stocks are low. The egg market is wobbly. Cured meats have firmed up a little and lard has taken on another half cent a pound. There has been no change in the price of cheese for months and despite the high price of meats, demand is very light. Rice is firm with a definite notice of advance as soon as present stocks are exhausted. Beans are again plentiful. Apples are moving slowly. Bananas are selling well. Oranges are now up to \$3 a box and are scarce, rain at the orange groves having stopped picking for a time.

VANCOUVER, B.C.—

Sugar, pure cane, gran., 100 lbs.	9 45
Flour, war grade, Manitoba, per per bbl., in car lots	10 85 10 95
Rice, Siam, No. 1, per ton	165 00
Do., Siam, No. 2	150 00
Beans, Japanese, per lb.	0 14½
Beans, B.C., white	0 18
Potatoes, per ton	27 00 35 00
Lard, pure, in 400-lb. tierces, lb.	0 28½
Butter, fresh made creamery, lb.	0 55
Eggs, new-laid, in cartons, doz.	0 60
Eggs, B.C. storage	0 58
Eggs, Washington	0 54
Cheese, new, large, per lb.	0 25
Oranges, box	8 00
Salmon—	
Sockeye, halves, flat case	16 60
Tall, case	14 00
Pinks, case	8 25 10 25
Cohoos	11 00 13 00
Chums	7 50 9 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, March 5.—Fruit jars have advanced 50c gross on gems, \$1 on perfect seal. Two in one polish is now \$1.20. Crisco advanced 20c. Kootenashi beans are moving upwards, some quotations 1c higher. Cow brand soda is now \$4.50 a case. Corn 2's, \$5.25 to \$5.50. Corn starch and syrup are likely to advance in the near future. Campbell's soups are now very scarce locally. Peanut butter prices have been withdrawn. Cream of tartar, lamp chimneys, vinegar and stove polish all show advances. No. 1 creamery butter is 50c pound. Rolled oats in tubes are now \$5.80

case; strawberries and raspberries 2's, \$6.50 to \$6.85.

CALGARY:

Beans, small Burmah, lb.	0 11
Flour, 98s, per bbl.	10 45
Molasses, extra fancy, gal.	1 05
Rolled oats, 80s	5 25
Rice, Siam, cwt.	8 00
Rice, China, per mat, No. 1.	4 00 4 25
Do., No. 2	3 85
Tapioca, lb.	0 14½
Sago, lb.	0 14½
Sugar, pure cane, granulated, cwt.	10 20
Cheese, No. 1 Ontario, large.	0 25
Butter, creamery, lb.	0 50
Do., dairy, lb.	0 40
Lard, pure, 3s, per case	17 40
Eggs, No. 1 storage, case	13 00 13 50
New laid, per dozen	0 60
Candied peel, lemon, lb.	0 30
Tomatoes, 2½s, standard case.	4 90 5 50
Corn, 2s, standard case	5 25 5 50
Peas, 2s, standard case	4 00
Apples, gala., Ontario, case	3 50
Strawberries, 2s, Ontario, case.	6 50 6 80
Raspberries, 2s, Ontario, case.	6 50 6 80
Apples, evaporated, 50s, lb.	0 23½
Apricots, evaporated, lb.	0 26½
Peaches, evaporated, lb.	0 16
Peaches, 2s, Ontario, case	4 75
Lemons, case	9 00
Salmon, pink, tall, case	9 50
Salmon, Sockeye, tall, case.	16 25
Do., halves	18 25
Potatoes, per ton	38 00
Navel oranges, case	4 50 8 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., March 5.—The local market was fairly active during the past week. Business has been keeping up well and the prospects for the coming season seem to be very satisfactory. Standard flour is down to \$5.27½ for 98's. Fresh eggs are firm at from 48 to 50c and storage at 40c to 45c all eggs are still very scarce.

New quotations on cornflakes are: Dominion \$4.25. Kelloggs \$4 and Quaker \$3.65. Olive oil is higher. Margarine is off the market and sugar also cannot be obtained. Two in one polish advanced 30c dozen. Shaving creams and soaps advanced.

REGINA—

Beans, small white Japans, bu.	6 60
Beans, Lima, per lb.	0 22
Flour, standard, 98s	5 27½
Molasses, extra fancy, gal.	0 70
Rolled oats, bails	4 95
Rice, Siam, cwt.	10 00
Sago and tapioca, lb.	0 15½
Sugar, pure cane, gran., cwt.	9 89
Cheese, No. 1 Ontario, large.	0 25½
Butter, creamery	0 45
Lard, pure, 3s, per case	16 80
Bacon, lb.	0 42
Eggs, new-laid	0 48
Pineapples, case	5 75
Tomatoes, 3s, standard case.	5 25
Corn, 2s, standard case	4 60
Peas, 2s, standard case	4 20 4 25
Apples, gal., Ontario	2 90
Apples, evaporated, per lb.	9 19½
Strawberries, 2s, Ont., case.	6 30
Raspberries, 2s, Ont., case.	6 30

Peaches, 2s, Ontario, case	4 30
Plums, 2s, case	3 40
Salmon, finest sockeye, tall, case	15 50
Salmon, pink, tall, case	9 00
Perk, American clear, per bbl.	40 75 41 00
Bacon, breakfast	0 41 0 42
Bacon, roll	0 22 0 24
Potatoes, per bush.	1 50

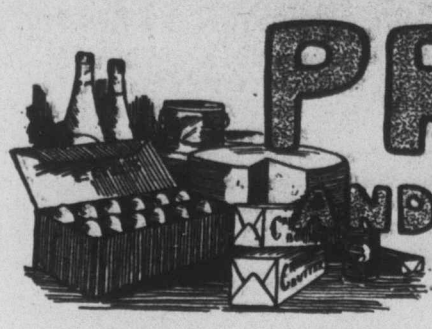
New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., March 5.—The serious freight congestion and slow deliveries continue to be the greatest obstacle to business on the market. As an illustration dried California fruits ordered for Christmas trade have just arrived and some are not here yet; there is a similar situation in shelled nuts from France, considerable doubts prevail as to whether they ever will arrive. The bean situation is also acute and stocks are limited. Small quantities of molasses are offering at 87c. There are practically no native case eggs available. Western offerings are commanding 57c. Margarine is slightly easier at 32½ to 33c. Pure lard is higher at 32 to 32½c. Onions are lower, \$2.50 being the figure quoted. Despite slump last week in up river potato prices, they still command \$4 on the St. John market, due to difficulties of shipping owing to continued cold weather.

ST. JOHN, N.B.

Flour, No. 1 patents, bbls., Man.	12 55
Ontario	11 95
Cornmeal, gran., bbls.	14 50
Cornmeal, ordinary, bags	4 75
Molasses, extra fancy, gal.	0 87
Rolled oats, bbl.	12 25
Beans, yellow-eyed	10 10
Beans, California white	10 00
Beans, British Columbia white.	9 75 10 00
Rice, Siam, cwt.	9 00
Sago and tapioca, lb.	0 17 0 18
Sugar—	
Standard granulated	8 60 8 65
No. 1 yellow	8 10 8 15
Cheese, N.E., twins	0 24 0 25
Eggs, new-laid	0 65
Eggs, case	0 57
Breakfast bacon	0 38 0 40
Butter, creamery, per lb.	0 47
Butter, dairy, per lb.	0 40 0 42
Butter, tub	0 38 0 40
Margarine	0 32½ 0 33
Lard, pure, lb.	0 32 0 32½
Lard, compound	0 27 0 27½
American clear pork	67 00 70 00
Beef, corned, ls	4 25
Tomatoes, 3s, standard, case.	5 40
Raspberries, 2s, Ont., case.	6 20 6 45
Peaches, 2s, Ontario, case.	4 40
Corn, 2s, standard case	5 00
Peas, standard, case	4 00
Apples, gala., N.B., doz.	4 50
Strawberries, 2s, Ont., case.	6 00 6 20
Pork and beans, case	4 00 5 50
Salmon, Reds	15 50
Potatoes—	
New, native, barrel	4 00
Onions, Canadian, 75 lbs.	2 50
Lemons, Cal., Messina, case.	7 50 8 00
Oranges, California, case	7 50 8 00
Grapefruit, case	5 00 6 00



PRODUCE AND PROVISIONS

New Produce Trade Regulations

Licenses Must be Obtained by Middle of Present Month—Strict Regulation of the Charges That May be Imposed Against the Products—Regulation Against the Buying and Selling of Bad Eggs

IN the general downpour of orders-in-council, the produce wholesaler, commission merchant and jobber, has been the first to suffer. The operations of the order become effective for the produce man on the middle of this month, March 15 being the exact date.

Produce men generally are inclined to take the matter philosophically, and to be relieved that the conditions do not bear more heavily upon them. One of the main provisions of the new order is to provide against the imposition of several brokerages before the product gets to the retailer. Under these regulations it shall be unlawful for any wholesale commission merchant or jobber to unlawfully increase the charges on any goods. One profit brokerage or commission alone may be charged, and where there is an exchange of products between wholesalers or commission merchants or jobbers there shall be such regulations made as shall ensure that the price to the retailer will not be increased. It is not intended to prevent such interchange, which in many cases would be a drag upon the industry, but where such industry becomes necessary arrangements must be made between the parties to divide the permitted profit between them in such a way that only one profit will be charged against the goods.

The Loss-Off System in Effect

A still more important item is that under section 14 of the order, prohibiting the purchase of bad eggs in excess of one per cent. on the total of each transaction. This will probably meet with the wholehearted approval of the majority of the produce men, as it is in effect the imposition of the long-hoped for loss-off system. In effect it penalizes both the purchaser and the seller of bad eggs. One of the obligations under his license is that he shall not pay for or demand payment for bad eggs. This regulation should tend to a more careful system of buying as the obligation lies upon the purchaser to assure himself that he has not purchased eggs that show a total wastage of over 1 per cent., and that it is equally obligatory that he shall not sell eggs that show a wastage in excess of this percentage.

This regulation therefore not only affects the produce man but goes right back to the general store, whose merchant takes eggs in exchange from the farmer. He must now assure himself that the eggs are sound or be prepared to shoulder the loss. They cannot be shipped to the finds itself transformed into an extra charge on the commodity.

Illegal to Destroy Product

The clause against the destruction of produce is evidently a sop to the public who still repose a childlike faith in the horrible discoveries of W. F. O'Connor. It is hardly necessary to obligate a merchant not to permit his products to deteriorate or be destroyed, because only the hopelessly uninitiated still cling to the assumption that such things happen in the ordinary course of business. Even eggs that go into cold storage after being thoroughly candled may show waste, but this is not a preventable waste, or one that any handler can provide against.

The full terms of the order-in-council are as follows:

The Order-in-Council

"Order No. 19.

"WHEREAS by Order-in-Council, No. 3214, dated the fifteenth day of November, 1917, it is amongst other things provided that the Food Controller may prohibit any person from manufacturing or dealing in any food or food products designated by him without a license and may cancel any license for any violation of any regulation or order.

"AND WHEREAS by Order-in-Council, dated the 11th day of February, 1918, His Excellency the Governor-General in Council did order:—

"THAT all the powers of the Food Controller for Canada are now vested in and are to be exercised by the Canada Food Board.

"AND WHEREAS it is advisable in the public interest to make the following orders:—

"THEREFORE it is hereby ordered:—

"1. That on and after the fifteenth day of March, 1918, no person, firm or corporation shall deal wholesale in meats, lard, cheese, butter, oleomargarine, eggs or poultry without first having obtained a license from the Canada Food Board, provided however, that any person, firm or corporation, engaged exclusively in the manufacture of meat products, lard, cheese, butter, or oleomargarine shall not be required to obtain a license under this Order.

"2. That all applications for such

licenses shall be in form 7 attached hereto.

"3. That all licenses shall expire on the last day of February in each year.

"4. The licensees under this Order shall be divided into the following classes:—

"Produce Wholesalers, whose business is buying, warehousing and selling, but do not sell to consumers direct.

"Produce Commission Merchants, whose business is receiving, warehousing and selling goods that have been received by them for sale on commission.

"Produce Brokers, whose business is buying or selling on a brokerage basis only and acting as a medium between the buyer and seller.

"And the licenses issued to the above classes shall be known as, Produce Wholesalers' Licenses, Produce Commission Merchants' Licenses and Produce Brokers' Licenses, respectively, and where business is carried on in more than one city, town or village, a license must be obtained for each place of business.

"5. The licensee shall not buy, contract for, sell, store or otherwise handle or deal in any food commodities for the purpose of unreasonably increasing the price or restricting the supply of such commodities, or to monopolize or attempting to monopolize either locally or generally any of such commodities.

"6. That a produce wholesaler selling to another produce wholesaler shall allow a reasonable share of his margin over cost, to be agreed upon at time of transaction, but in no case shall the price to the retailer be increased by the transaction.

"7. That no holder of a commission merchant's license shall charge more than one regular commission on goods received by him for sale and if such goods are transferred by him to any other commission merchant to be sold on commission, he may split his commission but only one regular commission may be charged as herein above mentioned.

"8. That no holder of a broker's license shall charge more than one regular brokerage or commission on goods received for sale, and if such goods are transferred by him to any other broker, or commission merchant, to be sold on commission, he may split his commission but only one regular commission may be charged.

"9. That no holder of a commission merchant's or broker's license shall sell to himself any goods received by him to be sold on commission.

"10. The licensee shall not destroy any food or food products which are fit for human, animal or poultry consumption, and shall not knowingly commit waste

or wilfully permit deterioration in such food or food products.

"11. The licensee shall render annually to the Canada Food Board a statement of profit and loss, assets and liabilities, and shall make such other reports in such form and at such times as may be directed by the Canada Food Board, and shall keep such books, invoices, vouchers, and other papers and records as will enable the Canada Food Board or any person thereto authorized by such Board to verify any report or statement that such licensee is required to make.

"12. No licensee shall knowingly buy any food commodities from, or sell any such commodities to, or for any person, firm or corporation required to have a license by any Order now issued or which may hereafter be issued, unless such person, firm, or corporation shall be the holder of such a license.

"13. The licensee shall place on every letterhead, contract, order, acceptance of order, invoice, price list and quotation issued, the words "Canada Food Board License Number" followed by the number of the license and shall show the name of the licensee or licensees under which business is carried on.

"14. No licensee shall pay or demand payment for bad eggs in excess of a margin of allowance of one per cent. on the total of each transaction.

"15. Every licensee putting eggs in cold storage shall furnish to the operator of the storage a statement in writing certifying that such eggs have been candled and bad and unsound eggs removed. Licensees storing eggs in cold storage which they own or control shall keep a proper record of such candling.

"16. Licenses shall not be transferable.

"17. That the following shall be the fees payable for licenses granted under this Order:—

"Produce Wholesalers.—When the value sold does not exceed \$100,000 per annum—\$10.00, and \$5.00 for each additional \$50,000 or fraction thereof.

"Produce Commission Merchants and Produce Brokers.—\$25.00 per annum.

"18. That licensees shall give notice in writing to the Canada Food Board of any change of address, or of any change in the management or control, or any change in character of the business licensed within 10 days of such change or changes being made.

"DATED AT OTTAWA this 22nd day of February, A.D., 1918.

CANADA FOOD BOARD."

URGE USE OF COARSER BRANDS OF FISH

The increasing scarcity of beef and bacon has resulted in an appeal from the Food Controller's Fish Committee for Canadians to make use of the so-called coarser fish rather than the higher-priced fish such as halibut, salmon, whitefish, trout and smelt.

The wide use of these luxury fish is claimed to work against the interests of economy, and it is said that one of the detriments to an increase in the supply is the use of luxury fish. Investigations on the Pacific coast indicate that fishermen throw away vast amounts of red cod and other food fish to reserve carrying space on their boats for halibut, which brings fancy prices.

At the present time there is a large supply of fresh frozen coarser food fish on the Eastern market. Efforts are being made to add to these the coarser fish on the Pacific. Efforts are being made to increase the demand for coarser fish.

NEW STANDARD FOR EXPORT EGGS

A New Grade of Eggs Has Been Decided Upon to Meet the Needs of the Export Trade—Proposed Standards Either Too High or Too Low

The proposed new standards for the grading of eggs that were outlined in a recent issue of CANADIAN GROCER, have come in for a good deal of discussion. The main cause of argument has been the fact that while the merchants and produce men generally admit the desirability of the proposed grades, there is a feeling that at the present time it would be next to impossible to get the standards required in quantities sufficient to be of service in the export business. The special grade was felt to be somewhat too high a standard to be reached

at the moment, and to be beyond what the purchaser would naturally expect. For the purposes therefore of standardizing a grade for export use that would maintain a high standard, and at the same time be procurable in the open market, a new grade known as Extra Firsts has been decided upon for the use of the export trade. This will be more or less a composite grade of eggs taking in the special grade as well as the firsts.

The extra first grade is as follows:

"Eggs weighing at least 23½ ounces to the dozen, or 44 pounds net to the 30 dozen case; clean; sound in shell; air cell less than ⅜ inch in depth; white of eggs to be reasonably firm; yoke may be moderately visible, not mobile; air cell stationary."

Annual Meeting of Sask. Creameries Will Give Assistance to Plan of Providing Co-operative Abattoir and Packing House—Reports Show Flourishing Conditions

THE annual meeting of the Saskatchewan Co-operative Creameries was held in North Battleford on Thursday, Feb. 21. It was announced that an order-in-council had been passed by the Federal Government granting to the Saskatchewan Co-operative Creameries a bonus of thirty per cent. of the construction cost for the cold storage now being completed in Saskatoon. The bonus will mean between \$30,000 and \$40,000. It was announced that the opening of both the Saskatoon and North Battleford cold storage warehouses would take place during 1918.

The outstanding resolution of the convention, introduced by J. H. Hilton, director of the Melville Creamery, suggested that the board of directors make efforts to determine in what manner the Saskatchewan Co-operative Creameries might render assistance to the Government in advising and cooperating with its public service facilities in the bringing into existence at an early date of a co-operative abattoir and packing house system. D. Nicholls stated that Northern Saskatchewan was capable of producing all the pork and bacon the allies required if the producer could be assured of equitable treatment in the marketing of pigs that could be produced.

The election of officers resulted as follows: President, W. C. Paynter, Tantalion; secretary, W. C. Wirtz, Wadena; general manager, W. A. Wilson, Regina; directors, Geo. Pensom, Lloydminster; C. W. Hankins, Valparaiso, and J. C. Moore, Fiske.

L. C. Wirtz, Wadena, presented the officials' reports and minutes of meetings; Fred Clarkson reported for the board of directors, and W. A. Wilson, former dairy commissioner for Saskatchewan, presented his first report as general manager of the Creameries' Association.

It was reported that a produce department was now in operation under the direction of H. C. Wilford. Mr. Wilford is now in Toronto, where he

went in charge of four carloads of eggs shipped from the Vonda cold storage warehouse.

W. A. McCorkell, Moosomin, a veteran creamery man, stated that a special fast railroad refrigerator car service was now desired in order to gather at the local depots the small shipments of eggs, butter and perishable products for storage and marketing in the city.

In the financial report of the provincial body, a paid up capital of \$87,000 was shown, and a reserve fund of \$42,000. A final extra patronage dividend, in addition to the cash dividend received by patrons based on their support of the Creameries, on the season's operations amounting to \$50,000 has been distributed. The patron shareholders of the organization have grown from 213 to 8,200 in ten years.

Does Not Favor City Hog Raising

The prohibiting of the killing of young calves and making it compulsory for farmers to fatten hogs to 200 pounds before being killed, Paul McElmoyle, food inspector for the City of Regina, believes would result in increasing the meat supply considerably. Mr. McElmoyle is a member of the Regina committee on food economy. In the matter of keeping pigs in the city, Mr. McElmoyle states he is opposed to the idea, first on the ground of sanitation, and secondly for economic reasons. If the farmer, who has the feed cannot profitably raise hogs, he does not see how a city dweller who has to buy everything can do so.

Wins Butter Competition

H. August Hansen, of Canora, has won the first prize in the butter judging competition at the Department of Dairying, Iowa State College. He was presented with a silver cup, and won out in a competition against men from eleven different states of the Union. Mr. Hansen is manager of the local creamery at Canora.

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

FOLLOWING further advances in live hogs, the market on hams and bacon has gained strength and in some instances new prices are being quoted. Shortening materials and lard stocks are light, while prices on lard show a spread of 1½c over previous figures.

Uncertainty rules in respect to margarine, although some permits for shipments have been granted and receipts announced. No change in price occurred during the week. The increased supply of margarine has not resulted in weakening the butter market as yet; as a matter of fact advances have been put into effect on the dairy prints, choice, as well as creamery.

Declines in new-laid eggs have been registered, and weakness is evident in the market. Poultry is still scarce, with chickens being quoted at higher figures.

Some important revisions in prices on smoked fish have been made, chicken haddies dropping 1½c, market cod 3c, and market haddock 2c per pound. Receipts of frozen lake fish have improved materially and no shortage over the Lenten season is now anticipated.

Short Receipts Of Hogs, Prices Firm

Montreal.

PROVISIONS.—There is no advance for the week in the live hog market. Notwithstanding this the prices are held firmly and will continue so if the deliveries are as short as they were this week. It is assumed by the abattoir men that the conditions should soon improve, and if so there will be an easing of prices. In the meantime they are held at \$20.50 as quoted last week. Cured meats are unchanged but firm, and the advances made last week on several lines are still held. Prices are as follows:

Hogs, dressed—		
Abattoir killed	27 00	27 50
Hogs, live	20 00	20 50
Hams—		
Medium, per lb.	0 32	0 33
Large, per lb.	0 29	0 29½
Bacon—		
Plain	0 39	0 40
Boneless, per lb.	0 44	0 45
Bacon—		
Breakfast, per lb.	0 40	0 42
Roll, per lb.	0 31	0 32
Dry Salt Meats—		
Long clear bacon, ton lots	0 27	0 29
Long clear bacon, small lots	0 28½	0 29½
Fat backs, lb.	0 27	0 28
Cooked Meats—		
Hams, boiled, per lb.	0 47	0 48
Hams, roast, per lb.	0 47	0 47
Shoulders, boiled, per lb.	0 40	0 40
Shoulders, roast, per lb.	0 42	0 42

Lard Advances Again And Is In Good Demand

Montreal.

LARD.—The situation is one of greater firmness, and this is shown in an advance of half a cent per pound. Good demand obtains and fair quantities are moving. With hog receipts still light and the outlook suggesting curtailed supplies for the immediate future, it is probable that the prices will hold firmly. Country demand is reported to be better.

Lard, Pure—		
Tierces, 400 lbs., per lb.	0 30	0 30½
Tubs, 60 lbs.	0 29½	0 30½
Pails	0 30½	0 31
Bricks, 1 lb., per lb.	0 31½	0 32

Shortening In Good Demand And Price Firm

Montreal.

SHORTENING.—There is a strong tone to the shortening market, and while prices are held unchanged it is stated that the scarcity of margarine has served to accentuate the demand for this commodity, and that this is particularly noticeable from the country points. Sales are still made on the basis of last week's prices, but it will be quite in accord with the conditions if an advance be made in the immediate future. Supplies of cottonseed oil still continue very scarce.

Tierces, 400 lbs., per lb.	0 26	0 26
Tubs, 50 lbs.	0 26½	0 26½
Pails, 20 lbs., per lb.	0 26½	0 26½
Bricks, 1 lb., per lb.	0 26	0 27½

Poultry Demand Fair With Light Receipts

Montreal.

POULTRY.—The greater scarcity of poultry as compared with twelve months ago is very evident. Poultry dealers expect that there will be a greater scarcity still. This is accounted for in various ways. In the first place the high price for feed has forced many of the smaller producers to curtail production, and the continued high prices of feed will serve to make poultry-raising still more unattractive. The prices are much higher than they were a year ago, and this fact will serve to curtail demand to a great extent. Even allowing for this it is probable that the supply will be considerably short of the demand, for the present year at least. Many are keeping poultry they have for laying purposes. Altogether prices rule high, but are unchanged as follows:

Poultry—		
	Dressed	
Old fowls	0 28	0 30
Chickens, crate fattened	0 35	0 36
Roasting chickens	0 32	0 32
Young ducks	0 29	0 30
Turkeys (old toms), lb.	0 36	0 36
Turkeys (young)	0 37	0 37
Geese	0 27	0 28

The Tumble In New-Laid Eggs Totals 13 Cents

Montreal.

EGGS.—The tumble in eggs has totalled as much as fifteen cents within the week at U. S. points. Locally the drop is a little less and for new laid the quotation has lowered 13 cents per dozen to 52 cents. Just how long the prices will continue to decline is problematical. This will be dependent upon the extent to which poultry raising has been retarded owing to the excessive cost of feed. It is just a question whether the demand will not absorb the supply to a much greater extent than in former seasons, when the advent of better weather always made for a replenished supply that was ample for all needs. None can say to what degree chicken-raising has been restricted until the season advances further. In the meantime, however, there is a better and a freer movement and demand continues to be good. Number 1 stock is down to 47c per dozen.

Eggs—		
New-laid (specials)	0 52	0 52
No. 1's	0 47	0 47

Very Little Margarine Expected From The States

Montreal.

MARGARINE.—The margarine that is being sold here is coming from the Canadian makers, and upon enquiry it seems that there is little prospect of getting supplies forward at the present time from the United States. Jobbers have generally expected that they would have to depend upon what was forthcoming from the Canadian factories, and some supplies have come through. Sales are fairly well maintained, and in fact there is a shortage. Prices are held without further change as follows:

Margarine—		
Prints, according to quality, lb.	0 29½	0 31½ 0 34
Bulk, according to quality, lb.	0 28½	0 30½ 0 31½

With Firm Tendencies Butter Market Maintained

Montreal.

BUTTER.—The butter situation is one of much firmness, and with sales maintained and active, it is probable that there will be a further advance in the near future. This is emphasized through the fact that receipts are reduced over 5,000 packages from those of the comparative period in the previous year. With margarine receipts curtailed it is evident that little surplus can accumulate for some time, probably not until grass butter is again offered. Prices are unchanged as follows:

Butter—		
Creamery prints, storage	0 52	0 52
Creamery solids, storage	0 51	0 51
Creamery prints (fresh made)	0 49	0 50
Creamery solids (fresh made)	0 48½	0 48½
Dairy prints, choice	0 41½	0 44
Dairy, in tubs, choice	0 39	0 39

Cheese Very Firm With Some Quoting Higher

Montreal.

CHEESE.—There is a very firm tone to the cheese market, and this is due to the somewhat short supplies that are available. There is no great surplus, and the receipts for the past year as compared with those of the former season are reported to be over 413,000 boxes short. Trading is fairly good. The Lenten season seems to make sales better in this district, and many make greater use of cheese as a meat substitute. One large provision jobber has advanced his prices half a cent, and some of the fancy cheeses were advanced last week. Farmers are expecting to get more for their cheese this season, and it is probable that there will be a higher range ere long.

Cheese—

Large (new), per lb.	0 22½	0 23½
New twins, per lb.	0 22½	0 24
Triplets, per lb.	0 22½	0 24
Stilton, per lb.	0 25	0 28
Fancy, old cheese, per lb.	0 30	0 31

Fish Are Selling Well Some Lines Are Weaker

Montreal.

FISH.—The demand for fish is reported to be very active and quite satisfactory. Owing to better deliveries there is a weaker tendency in the prices of oysters, fresh haddock and steak cod. Eastern fresh fish and frozen tom cods are easier in tone, and the better weather at producing points will make these to continue in better market for the present. There is really quite a scarcity of some lines, but frozen halibut, salmon, and a few varieties of lake fish are still in fair supply. A good demand from the United States has taken much of the supply of salted codfish and halibut and the market is rather bare here. Were it not for the fact that prices are already ruling high it is felt that higher levels would be reached owing to the scarcity of some varieties. Eastern fish are more abundant, and prices of these are expected to be easier as a result. Oyster deliveries are freer, but as the season is advanced and prices have ruled so very high for some time it is thought that there will be no great demand. Lobsters continue to be scarce and high.

SMOKED FISH.

Haddies	0 17	0 18
Haddock, lb.	09	09½
Haddies, fillet	0 19	0 20
Smoked herrings (med.), per box	0 23	0 24
Smoked cod	0 15	0 15
Blotlers, per box 60/100	1 50	1 75
Kippers, per box 40/50	2 40	2 50

SALTED AND PICKLED FISH.

Haddock	0 07	0 07
Herring (Labrador), per bbl.	12 00	12 50
Herring (Labrador), ½ bbls.	6 50	7 00
Do., half barrels	7 00	7 00
Herring, No. 1 lake (100-lb. keg)	5 25	5 25
Salmon (Labrador), per bbl.	24 00	24 00
Do., tierces	34 00	34 00
Salmon (B.C. Red)	25 00	25 00
Sea Trout, red and pale, per bbl.	19 00	20 00
Sea trout (½ bbls.)	9 50	10 00
Green Cod, No. 1, per bbl.	15 00	15 00
Green Cod (large bbl.)	16 00	16 50
Mackerel, No. 1, per bbl.	22 00	22 00
Mackerel (¾ bbls.)	12 00	12 00
Codfish (Skinless), 100-lb. box	12 00	12 50
Codfish, 2-lb. blocks (24-lb. case)	0 17	0 17
Codfish (Skinless), ¼lks. "Ivory" Brd., lb.	0 15	0 15
Codfish, Shredded, 12-lb. box	2 20	2 25
Eels, salted	0 12	0 12

Pickled turbot, new, bbls.	15 00	15 00
Do., half barrels	8 50	8 50
Cod, boneless (20-lb. boxes), as to grade	0 14	0 18
Cod, strip (30-lb. boxes)	0 16	0 16

SHRIMPS, LOBSTERS

Lobsters, medium and large, lb.	0 50	0 60
Prawns, lbs.	0 30	0 30
Shrimps, lb.	0 30	0 30
Seal. ops	4 00	4 00

FRESH FROZEN SEA FISH.

Herring, large sea, lb.	0 08	0 08
Herring, frozen lake, lb.	0 06	0 06
Halibut	20	21
Haddock	9	9½
Mackerel	17	18
Cod steak, fancy, lb.	09½	10
Cod—Toms	4 00	4 25
Salmon, Red	19	20
Salmon, pale	14½	15
Salmon, Gaspe	26	26

FRESH FROZEN LAKE FISH

Pike, lb.	0 10	0 11
Perch	0 12½	0 13
Whitefish, lb.	0 12½	0 13
Lake trout	0 18	0 19
Eels, lb.	0 12	0 12
Dore	0 12½	0 13
Smelts, No. 1	0 19	0 20
Smelts, No. 1 large	0 24	0 24

Oysters—

Ordinary, gal.	2 00	2 10
Malpeque oysters, choice, bbl.	10 00	10 00
Malpeque oysters (med.) bbl.	9 00	9 00
Cape Cod shell oysters, bbl.	11 00	11 00
Cape Cod Shell Oysters—		
5 gal. (wine) cans	11 25	11 25
3 gal. (wine) cans	6 75	6 75
1 gal. (wine) cans	3 00	3 00
Oyster pails (pints), 100	1 50	1 50
Oyster pails (quarts), 100	2 10	2 10
Clams, med., bbl.	9 00	9 00
Clams (med.), per bbl.	9 00	9 00

FRESH FISH

Haddock	0 10	0 11
Steak cod	0 11	0 12
Market cod	0 08½	0 09
Carp	0 12	0 13
Dore	0 13	0 16
Lake trout	0 18	0 20
Pike	0 10	0 12
R. C. Salmon	0 22	0 24
Gaspereaux, each	0 07	0 07
Western Halibut	0 26	0 26
Eastern Halibut	0 25	0 26
Flounders	0 07	0 10
Perch	0 09	0 09
Bullheads	0 15	0 15
Whitefish	0 13	0 16
Whitefish (small)	0 09	0 09½
Eels	0 10	0 10
Mackerel (large), each	4 30	4 30
Mackerel (medium), each	4 15	4 15
Mackerel, per lb.	0 14	0 14

Live Hogs Up; Other Revisions

Toronto.

PROVISIONS.—Arrivals of live hogs have shown slight improvement during the week and have been quickly absorbed. Prices show a further advance of 50c per hundred. Fed and watered are now \$19.75. and off cars, \$20.00. Medium hams have advanced one cent in some quarters. Other lines to show changes are roll bacon, Wiltshire (smoked sides) bacon, and dressed hogs. The demand on all lines is reported fairly good at the following prices:

Hams—		
Medium	0 33	0 34
Large, per lb.	0 27	0 31½
Bacon—		
Plain	0 40	0 44
Boneless, per lb.	0 44	0 49
Bacon—		
Breakfast, per lb.	0 38	0 40
Roll, per lb.	0 32	0 34
Wiltshire (smoked sides), lb.	0 35	0 40½
Dry Salt Meats—		
Long clear bacon, lb.	0 27½	0 29½
Fat backs	0 27	0 27
Cooked Meats—		
Ham, boiled, per lb.	0 45	0 46
Hams, roast, without dressing, per lb.	0 48	0 50
Shoulders, roast, without dressing, per lb.	0 45	0 47
Barrel Pork—		
Mess pork, 200 lbs.	55 00	57 00

Short cut backs, bbl. 00 lbs.	60 00	61 00
Pickled rolls, bbl., 200 lbs.	54 00	56 00
Hogs—		
Dressed, 70-100 lbs. weight	27 50	27 50
Live, off cars	20 00	20 00
Live, fed and watered	19 75	19 75
Live, f.o.b.	19 00	19 00

Shortening Materials Hold In Firm Market

Toronto.

SHORTENING.—Deliveries of cottonseed oil are most uncertain, and although some improvement has been shown in receipts manufacturers state that it is exceedingly difficult to catch up with their shipments. At the present time there is by no means sufficient to meet the demand and a very firm condition prevails in the market. Prices show no change on the basis of 26c to 26¼c per pound, tierces.

Shortening, tierces, 400 lbs., lb. 0 26 0 26¼
In 60-lb. tubs, ¼c per lb. higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1½c higher than tierces.

Lard Stocks Light; Advances Reported

Toronto.

LARD.—Advances as great as 1½c are recorded over last week's quotations on lard. Stocks are very light and a good demand exists. The curtailed receipts of live hogs are undoubtedly exerting some influence to cause this additional strength in the market. Present prices range from 29½ to 31c per pound tierce basis.

Lard, pure tierces, 400 lbs., lb. 0 29½ 0 31
In 60-lb. tubs, ¼c higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1½c higher than tierces.

Margarine Future Uncertain Re Imports

Toronto.

MARGARINE.—Some difficulty is being experienced in getting permits through for shipments of margarine. It is said that no new licenses will be granted and that the shipments now coming in apply on licenses granted some months ago. Uncertainty still exists as to whether the United States Department of Food Control really intends to let supplies come through freely. The feeling exists, however, that imports to Canada will be watched closely, and undoubtedly home demands will receive first consideration in this commodity. No change for the week is reported in the market, prices holding firm at the following figures:

Margarine—		
1-lb. prints, No. 1	\$0 32	\$0 33
Do., No. 2	0 30	0 31
Do., No. 3	0 27	0 27
Solids, 1c per lb. less than prints.		

Butter Prices Reveal Upward Tendency

Toronto.

BUTTER.—Advances have been made in some quarters in creamery and dairy prints over prices ruling last week. Not much change in regard to supplies is evident, there being ample butter to take care of the demand. Whether the increased receipts of margarine will affect dairy butter is still a question. No

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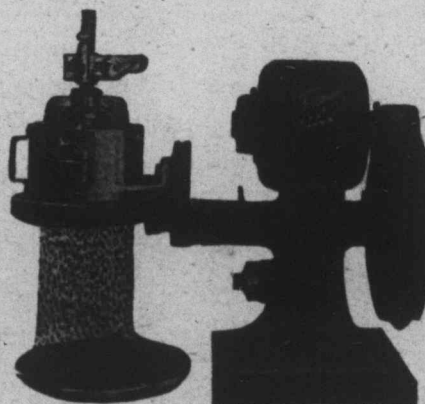
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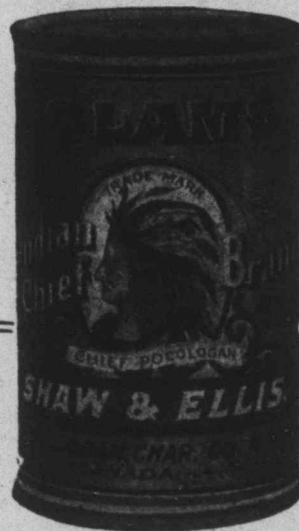
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Boost your Fish sales and help win the War. Boost EASTERN BRAND Lobster and win satisfied customers.

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Half barrels \$6.50

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SPECIALLY PUT UP IN FAMILY SIZE
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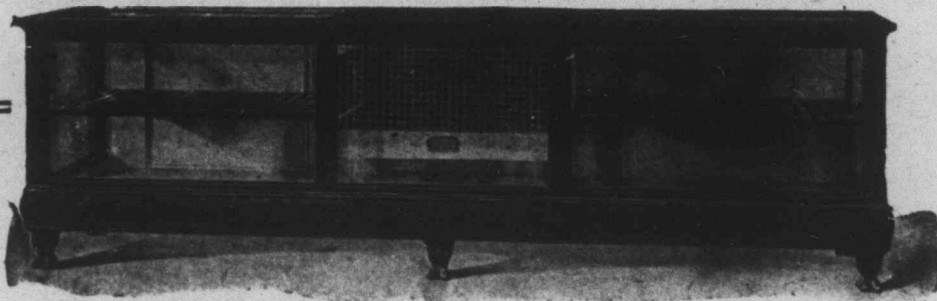
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REQUIREMENTS should be carefully considered and orders placed with WHOLESALERS as early as possible.

LATE ORDERS may not ensure delivery in time to meet the requirements of the PUBLIC.

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Good Profits
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Raspberry, 2 dozen	2 00
Strawberry, 2 dozen	2 00
Chocolate, 2 dozen	2 00
Cherry, 2 dozen	2 00
Vanilla, 2 dozen	2 00
Weight 4 doz. case, 15 lbs.; 2 doz. case, 8 lbs. Freight rate, 2d class.	

JELL-O ICE CREAM POWDERS.

Assorted case, 2 dozen.....	\$2 70
Chocolate, 2 dozen	2 70
Vanilla, 2 dozen	2 70
Strawberry, 2 dozen	2 70
Lemon, 2 dozen	2 70
Unflavored, 2 dozen	2 70
Weight, 11 lbs. to case. Freight rate, 2d class.	

KLIM

Hotel size, 6 10-lb. tins to case	\$15.50
Household size, 1-lb., 24 to case	6.30
Sample size, 4-oz., 48 to case	4.50

THE CANADA STARCH CO. LTD., EDWARDSBURG BRANDS and

BRANTFORD BRANDS

Laundry Starches—	
Boxes	Cents
40 lbs. Canada Laundry....	.09 1/2
40 lbs., 1 lb. pkg., White Gloss .....	.10
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons.....	.10 1/2
100-lb. kegs, No. 1 white..	.10
200-lb. bbls., No. 1 White..	.10
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs....	.11
48 lbs., Silver Gloss, in 6-lb. tin canisters .....	.12 1/2
36 lbs. Silver Gloss, in 6-lb. draw lid boxes .....	.12 1/2
100 lbs., kegs, Silver Gloss, large crystals .....	.10 1/2
40 lbs., Benson's Enamel, (cold water), per case....	3.25
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs. ....	.15
Celluloid, 45 cartons, case..	4.50
Culinary Starch.	
40 lbs., W. T. Benson & Co.'s Celebrated Prepared .....	.11
40 lbs. Canada Pure Corn..	.10
20-lb. Casco Refined Potato Flour, 1-lb. pkgs. ....	.18
(20 lb. boxes, 1/4c higher, except potato flour)	

BRANTFORD STARCH

Ontario and Quebec.

Laundry Starches—	
Canada Laundry	\$0 69 1/2
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs. 1 10	
First Quality White Laundry—	
3-lb. canisters, cs. of 48 lbs. 0 10 1/2	
Barrels, 200 lbs.....	0 10
Kegs, 100 lbs.....	0 10
Lily White Gloss—	
1-lb. fancy carton cases, 30 lbs.	0 11
8 in case.....	0 12 1/2
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case....	0 12 1/2
Kegs, extra large crystals, 100 lbs.	0 10 1/2
Canadian Electric Starch—	
Boxes containing 48 fancy pkgs., per case	3 25
Celluloid Starches—	
Boxes containing 45 cartons, per case	4.50

Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs. 0.10

SYRUP

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

Perfect Seal Jars, 8 lbs., 1 doz. in case	\$4.25
2-lb. tins, 2 doz. in case....	4.65
5-lb. tins, 1 doz. in case....	5.20
10-lb. tins, 1/2 doz. in case..	4.95
20-lb. tins, 1/4 doz. in case..	4.90

(Prices in Maritime Provinces 10c per case higher).

Barrels, about 700 lbs.....	\$9.07
Half bbls., about 350 lbs....	9.07 1/2
1/4 bbls., about 175 lbs....	9.07 1/2
2-gal. wooden pails, 25 lbs. 2.15	
3-gal. wooden pails, 28 1/2 lbs.	3.25
5-gal. wooden pails, 65 lbs. 5.25	

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case....	\$5.15
5-lb. tins, 1 doz. in case....	5.70
10-lb. tins, 1/2 doz. in case. 5.45	
20-lb. tins, 1/4 doz. in case. 5.40	

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup	
2-lb. tins, 2 doz. in case.....	\$5 05
Barrels, per 100 lbs.....	7 50
1/2 barrels, per 100 lbs.....	7 75

INFANTS' FOOD

MAGOR, SON & CO., LTD.

Robinson's Patent Barley—	Doz.
1 lb.	\$4 00
1/2 lb.	2 00
Robinson's Patent Groats—	
1 lb.	\$4 00
1/2 lb.	2 00

NUGGET POLISHES

Polish, Black, Tan, Toney	Doz.
Red and Dark Brown.....	.90
Card Outfits, Black and Tan. 3.20	
Metal Outfits, Black and Tan. 4.50	
Creams, Black and Tan	1.25
White Cleaner	1.25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED
EMPIRE BRANCH

Black Watch, 8 1/2 lbs.	\$ 0 65
Bobs, 1/4s	0 64
Currency, 8s	0 62
3tag Bar, 8s, boxes 5 lbs....	0 61
Pay Roll, thick bars, 1-10s..	0 80
Pay Roll, plug, 10s and 6-lb. caddies	0 80
Shamrock 9s, 1/2 cads., 12 lbs., 1/4 cads., 4 lbs.....	0 70
Great West Pouches, 10s, 3-lb. boxes, 1/2 and 1-lb. lunch boxes	0 80
Forest and Stream, tins, 12s, 2 lb. cartons	0 95
Forest and Stream, 1/2s, 1/2s and 1-lb. tins	0 95
Forest and Stream, 1-lb. ss humidors	1 15
Master Workman, 10s, 2 lb. cartons	0 80
Master Workman, bars, 6s, 2/3s, 1/2 butts, 9-lb. boxes, 3 lbs.	0 79
Derby 8 1/2s, 1/2 butts, 8 1/2-lb. boxes	0 70
Golden Rod, 8s.....	0 64
Ivy, 8s, 1/2 butts, 9 lb. boxes	0 64
Old Virginia, 10s	0 80
Fig Leaf, 8s.....	0 64
Old Kentucky (bars), 6 1/2s, boxes, 6 lbs.....	0 80
Queen's Navy (bars), 6 1/2s, 5 1/2-lb. boxes	0 72
Walnut, 8s	0 70

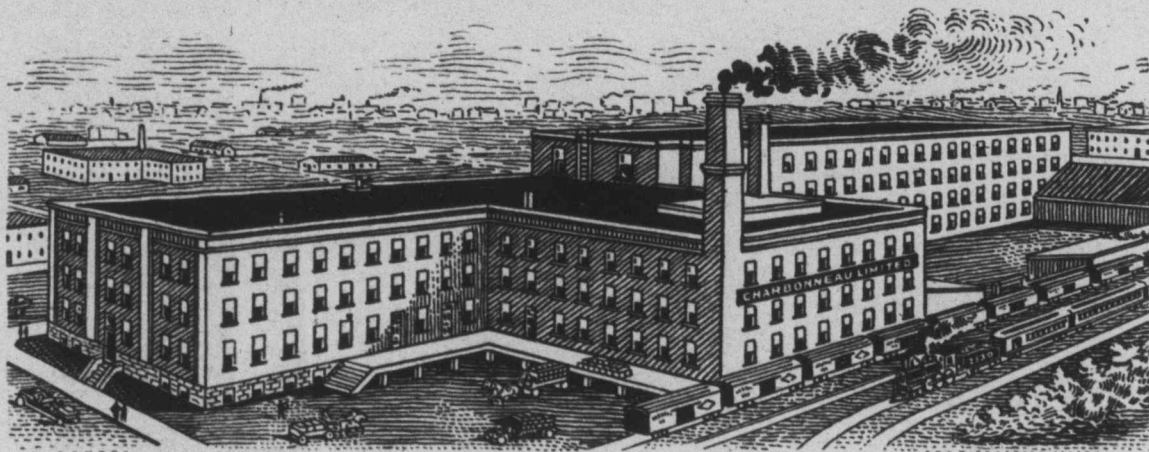
Did you
ever see a clerk
so new that he
didn't know
Gold Dust?

GOLD DUST
Washing Powder

MADE IN CANADA

THE H. K. FAIRBANK COMPANY
LIMITED MONTREAL

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



CHARBONNEAU'S Imperial Maple Cream Butter is unsurpassed.

CHARBONNEAU'S Farm-Cream Sodas are in great demand and are rapid sellers.

Prompt Shipment.

Get Our Prices.

CHARBONNEAU, LTD., 330 Nicolet St., Montreal

Distributors: Robt. Gillespie Co., Winnipeg. Morris & Co., Toronto.

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

WETHEY'S MINCE MEATS

WHETHER IN

Bulk or Cartons

ARE THE

Best Values on the
Market

Order from your jobber

What Three Canadian Brothers Fighting in France Write to Their Parents

From letters of three brothers fighting in France

"Thank you very much for parcel No. 903, which I got yesterday. The cake was fine and in the best of condition, also the chocolate, which beats anything obtainable here. The G. Washington's Coffee, with the milk and sugar, I am saving for the trenches, as it is worth its weight in gold there now, especially as the weather is getting colder."

"Thanks for the G. Washington's Coffee. It is certainly very welcome. I made some of it to-day and enjoyed it, so did the other fellow, as he made away with all the first lot I made, so I made some more for myself."

"The contents of the parcel were all there and in fine condition. I enjoyed everything so much that I cannot praise any particular thing but the malted milk tablets and the G. Washington's Coffee, as we can generally boil a tin of water and make coffee, and if not that then the malted milk tablets come in handy. We can nearly always boil water for coffee, but cannot do much else in that line."

"Thanks so much for the news parcel which I received in very good shape. The 'Populars' are all the rage around here and the boys certainly appreciate them, also the coffee. Those are the two things we appreciate as well as any, but everything in a parcel is most heartily welcome."

"I received the parcel containing the four cakes of soap and one large can of G. Washington's Coffee and one small can. It is going fast and I hope that Mark and Claude are finding it as good as I am."

"I can assure you the G. Washington's Coffee comes in very handy here, as we are now in the line, or near it. There is little chance of us being always calling on the rations, and it comes in handy."

With G. Washington's Refined Coffee in his kit, the soldier can serve himself a good cup of coffee wherever water, either hot or cold, is available. It dissolves instantly in either. A dollar can provides the soldier with coffee three times a day for thirty days.

Delicious, without milk—relieves fatigue and tired nerves.

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

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES DEL MONTE BRAND

Size—

- 2 1/4-quart Tall Cylinder Can
- No. 1 Pint Cylinder Can.....
- No. 16 Jar.....
- No. 4 Jar.....
- No. 10 Can.....

YUBA BRAND

- 2 1/4-quart Tall Cylinder Can..
- No. 1 Pint Cylinder Can....
- No. 10 Can.....
- Picnic Can.....

BORDEN MILK CO., LTD. CONDENSED MILK

- Terms net 30 days
- Eagle Brand, each 48 cans...\$8 75
 - Reindeer Brand, each 48 cans 8 45
 - Silver Cow, each 48 cans... 7 90
 - Gold Seal, Purity, each 48 cans 7 75
 - Mayflower Brand, each 48 cans 7 75
 - Challenge Clover Brand, each 48 cans 7 25

EVAPORATED MILK

- St. Charles Brand, Hotel, each 24 cans\$6 40
- Jersey Brand, Hotel, each 24 cans 6 40
- Peerless Brand, Hotel, each 24 cans 6 40
- St. Charles Brand, Tall, each 48 cans 6 50
- Jersey Brand, Tall, each 48 cans 6 50
- Peerless Brand, Tall, each 48 cans 6 50
- St. Charles Brand, Family, each, 48 cans..... 5 50
- Jersey Brand, Family, each 48 cans 5 50
- Peerless Brand, Family, each 48 cans 5 50
- St. Charles Brand, small, each 48 cans 2 60
- Jersey Brand, small, each 48 cans 2 60
- Peerless Brand, small, each 48 cans 2 60

CONDENSED COFFEE

- Reindeer Brand, "Large," each 24 cans 5 75
- Reindeer Brand, "Small," each 48 cans 6 00
- Regal Brand, each 24 cans... 5 40
- Cocoa, Reindeer Brand, large, each 24 cans 5 75
- Reindeer Brand, small, 48 cans 6 00

CARNATION MILK PRODUCTS CO., LTD.

All points east of and including Fort William, in Ontario, Quebec and Maritime Provinces.

EVAPORATED MILK

- Carnation, 16-oz. talls (48 cans per case)\$6 40
- Carnation, 6-oz. baby (96 cans per case) 5 40
- Canada First, 16-oz. talls (48 cans per case) 6 25
- Canada First, 6-oz. baby (48 cans per case) 2 60
- Canada First, 12-oz. family (48 cans per case) 5 50
- Canada First, 32-oz. hotel (24 cans per case) 6 15

GELATINE

- Cox's Instant Powdered Gelatine (2-qt. size), per doz... 1 35
- Knox Plain Sparkling Gelatine (2-qt. size), per doz..... 1 75
- Knox Acidulated Gelatine (lemon flavor), 2-qt. size, per doz. 1 85

W. CLARK LIMITED MONTREAL

- Assorted meats, 1s, *\$4.25.
- Compressed Corn Beef—1/2s, *\$2.90; 1s, *\$4.25; 2s, \$9; 6s, \$34.75; 14s, *\$75.
- Lunch Ham—1s, *\$4.25; 2s, \$8.
- Ready Lunch Beef—1s, *\$4.25; 2s, \$9.
- English Brawn—1/2s, \$2.50; 1s, \$3.50; 2s, \$8.50.
- Boneless Pigs' Feet—1/2s, \$2.50; 1s, \$3.50; 2s, \$8.50.
- Roast Beef—1/2s, \$2.90; 1s, \$4; 2s, *\$8.85; 6s, \$34.75.
- Boiled Beef—1s, \$4; 2s, \$8.85; 6s, \$34.75.
- Jellied Veal—1/2s, \$2.90; 1s, \$4.25; 2s, \$9.
- Corned Beef Hash—1/2s, \$2; 1s, \$3.50; 2s, \$8.50.
- Beefsteak and Onions—1/2s, \$2.90; 1s, \$4.25; 2s, \$8.50.
- Cambridge Sausage, 1s, \$4; 2s, \$8.
- Lamb's Tongues, 1/2s.

- Sliced Smoked Beef, tins, 1/2s, \$2.25; 1s, \$3.25; 4s, \$29.
- Sliced Smoked Beef, glass, 1/2s, \$1.75; 1/4s, \$2.75; 1s, \$3.50.
- Tongue, Ham and Veal Pate, 1/2s, \$1.95.

- Ham and Veal Pate—1/2s, \$1.95.
- Potted and Devilled Meats, tins—Beef Ham, Tongue, Veal, Game, Beef, Meats Assorted, 1/2s, 70c; 1/4s, \$1.25.

- Potted Meats, Glass—Chicken, Ham, Tongue, Venison, 1/2s, \$2.
- \$7.50; 1 1/2s, \$12; 2s, \$18.50; 2 1/2s, \$17.50; 3s, \$19.00; 3 1/2s, \$28.50; 6s, \$45.00.

- Mincemeat, in tins, 1s, \$9.70; 2s, \$3.80; 5s, \$12.
- In Pails, 5 lbs., 20c; 10 lbs., 19 1/2c; 25 lbs., 17c lb.
- In 50-lb. Tubs, 17c lb.
- In 85-lb. Tubs, 16 1/2c lb.

- Clark's Peanut Butter—Glass Jar, 1/2, \$1.22; 1/4, \$1.70; 1, \$2.25.
- Clark's Peanut Butter—Pails, 8 lbs., 27c; 12-lb. pails, 25c; 24-lb. pails, 24c.

- Clark's Tomato Ketchup, 8-oz., \$2.25; 12-oz., \$2.80; 16-oz., \$3.50.
- Pork and Beans, Plain (pink label), Talls, ind., 85c; 1s, \$1.15; 1 1/2s, \$1.60; 2s, \$1.75; 3s flat, \$2.45; 3c, talls, \$2.75.

- Pork and Beans, Tomato Sauce, blue label, Individuals, 95c doz. 1s, \$1.25; 1 1/2s, \$1.85; 2s, \$2; 3s talls, \$3.20; 3s flat, \$2.90.

- Pork and Beans, Chili (red and gold label), individuals, 95c; 1s, \$1.25; 1 1/2s, \$1.85; 2s, tall, \$2; 3s, flat, \$2.90.

- Vegetarian Baked Beans, Tomato Sauce, 2s, talls, \$2.

- Clark's Chateau Chicken Soup, \$1.75.

- Clark's Chateau Concentrated Soups, Vegetable, Mulligatawny, Oxtail, Scotch Broth, Mock Turtle, Consommee, Tomato, Mutton Broth, Pea, Julienne, Vermicelli Tomato, Green Pea, Celery, \$1.25.
- No. 1 assorted, \$1.30; No. 2 assorted, \$1.30.

- Spaghetti with Tomato and Cheese, 1/2s, \$1.30; 1s, \$1.75; 2s, \$2.90 doz.
- Fluid Beef Cordials, 20-oz. bottles, 1 doz. per case, at \$10 per doz.; 10-oz. bottle, 55c.

- Canadian Boiled Dinner, 1s, \$2.50; 2s, \$5.95.

- English Plum Pudding—1/2s, 1s, 2s.
- Ready Lunch Veal Leaf—1/2s, \$1.95; 1s, \$3.90.

- Ready Lunch Beef Ham Leaf—1/2s, \$1.95; 1s, \$3.90.

- Ready Lunch Beef Leaf—1/2s, \$1.95; 1s, \$3.90.

- Ready Lunch Assorted Leaves—1/2s, \$2.00; 1s, \$3.95.

- Geneva Sausage—1s, \$4.25; 2s, \$8.25.

- Roast Mutton—1s, 2s, 6s.

- Boiled Mutton—1s, 2s, 6s.

- Cooked Tripe—1s, \$2.50; 2s, \$4.25.

- Stewed Ox Tail—1s, \$2.50; 2s, \$4.50.

- Stewed Kidney—1s, \$4.00; 2s, \$7.00.

- Minceed Collops—1/2s, \$2.00; 1s, \$3.25; 2s, \$6.00.

- Sausage Meat—1s, \$3.50; 2s, \$5.50.

- Jellied Hocks—2s, \$5.00; 6s, \$25.00.

- Irish Stew—1s, \$3.50; 2s, \$6.50.

- Boneless Chicken—1/2s, \$6.00; 1s, \$9.00.

- Boneless Turkey, 1/2s, \$5.90; 1s, \$8.95.

- Lunch Tongue—1/2s, 1s, 2s.

- Tongue, Lunch—1s.

- Ox Tongues, in tins, 1/2s, \$3.75; 1s, \$7.50; 1 1/2s, \$12; 2s, \$15.50; 2 1/2s, \$17.50; 3s, \$19; 3 1/2s, \$20.50; 6s, \$45.

- Chateau Brand Pork and Beans, Tomato Sauce—Individual, \$1.10; 1s, \$1.60; 2s, \$2.30; 3s, \$3.50; individual, 95c; 1s, \$1.50; 2s, \$2.05; 3s, \$3.25. Plain Sauce, \$1.95.

- Smoked Sausage, Vienna style—1/2s, \$1.95.

- Pate de Foie—1/2s, 65c; 1/4s, \$1.30.

- Lunch Tongue, in glass, 1s.

- Ox Tongues, glass, 1 1/2s, \$14; 2s, \$17.

- Mincemeat, in glass—1s, \$3.25.

- Brisket Beef, in glass—1s.

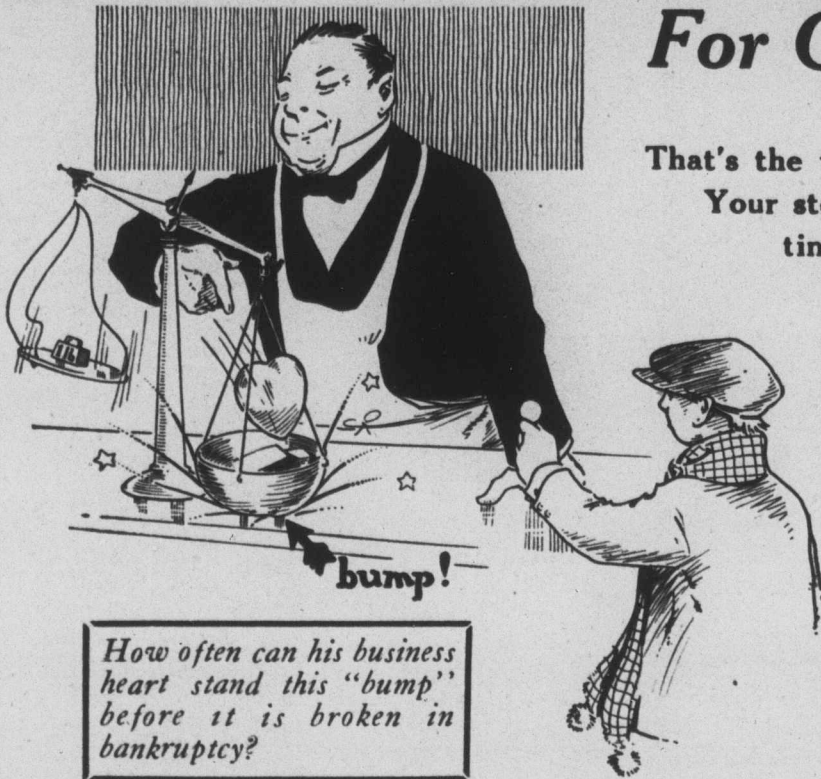
- Chicken Breasts, in glass—1s.

COLMAN'S OR KEEN'S MUSTARD.

- Per doz. tins
- D. S. F., 1/4-lb. \$ 2 16
- D. S. F., 1/2-lb. 4 20
- D. S. F., 1-lb. 7 60
- F. D., 1/4-lb. 1 15

- Per jar
- Durham, 1-lb. jar, each..... 6 50
- Durham, 4-lb. jar, each..... 1 75

Don't Throw In Your Heart For Good Measure



That's the way that leads to bankruptcy. Your stock is too valuable in war time to be given away.

But many a merchant rather than be "unjust" to his customers is unjust to himself and invariably tips the beam in his customer's favor to the extent of a quarter or a half an ounce every time he weighs merchandise.

Now it is nice to be good-hearted, but if you throw your heart into the scales every time you weigh something you will sooner or later lose your business head.

The principle of merchandising today is to give correct weight and to charge for it, and to do it with a

DAYTON AUTOMATIC SCALE

Just so surely as you give credit for underweight so you must exact payment for fractions overweight. It may be only a cent at a time, but that cent from an average of a hundred customers a day will mean three hundred dollars a year out of your net profits.

The scale which will enable you to determine weight and price instantly and automatically is the Dayton Computing Scale.

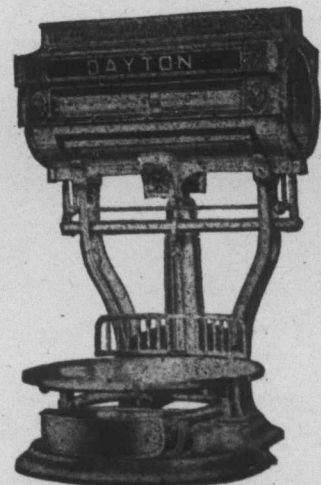
Let us send you our latest folders—TO-DAY.

Dayton Computing Scales

Leslie A. Davidson
Sales Manager

Royce and Campbell Avenues
TORONTO, ONTARIO

The International Business Machines Co., Limited, Toronto, Frank E. Mutton, Vice President and General Manager, Manufacturers Dayton Scales, International Time Recorders and Hollerith Electric Tabulating Machines.



Suggest this line to every housewife

Critical people everywhere who have tried our

Pure Tomato Paste

find it particularly appetizing and "Delightfully different."

The simple directions on the can will enable the housewife to bring out the full, rich, delicious qualities of this incomparable Tomato Sauce.

Our price leaves you a good margin of profit. Send for trial dozen.

E. W. Jeffress, Limited
Walkerville, Ont.

Get stocked now with MacKay's Pearl Barley Flour

This is a delicious, nourishing BARLEY FOOD that's easy to sell and certain to satisfy.

For infants, Invalids and Aged People it is particularly suitable. The nursing mother's best friend.

Very desirable in the kitchen for thickening soups and gravies. Gives them a delightful flavor.

It's the real MacKay

If your wholesaler hasn't got MacKay's, write to-day to



Recommended by Dr. McGill, the Dominion Chief Analyst, Ottawa.

John MacKay Co., Limited
BOWMANVILLE, ONT.

Only Exclusive Pot and Pearl Barley Mill in Canada

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$65 PER INCH PER YEAR

BAKING POWDER

Size	Less than 10-case lots	Per doz.
Dime		\$ 1 15
4-oz.		1 65
6-oz.		2 45
8-oz.		3 10
12-oz.		4 65
16-oz.		5 90
2½-lb.		14 60
5-lb.		27 35

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass 2 doz. case.	Per doz.
Blackberry	\$2 95
Currant, Black	3 05
Plum	2 85
Pear	2 85
Peach	2 85
Raspberry, Red	3 15
Raspberry and Red Currant	2 75

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts. Delhi Epicure	\$1 75
½ Pts., Red Seal, screw tops	1 40
Pts., Delhi Epicure	2 75
Pts., Red Seal	1 90
Qts., Red Seal	2 85
Qts., Lynn Valley	2 75

BAKE DBEANS WITH PORK

Brands—Canada First, Simcoe Quaker	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	\$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1½'s (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
2½'s Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20
Family, Plain, \$2.35 doz.; Family, Tomato Sauce, \$2.80 doz.; Family, Chili Sauce, \$2.80 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), \$12; plain, \$10.	

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	\$1 90
12-oz. Glass, Screw Top, 2 doz. in case	2 25
16-oz. Glass, Screw Top, 2 doz. in case	2 75
16-oz. Glass Tall, Vacuum 2 doz. in case	2 75
2's Tin, 2 doz. per case	3 90
4's Tin, 12 pails in crate, per pail	0 68
5's Tin, 8 pails in crate, per pail	0 84
7's Tin or Wood, 6 pails in crate	1 15
7's Tin or Wood, 4 pails in crate, per lb.	0 14
30's Tin or Wood, one pail crate, per lb.	0 14

BLUE

Keen's Oxford, per lb. In cases 12—12 lb. boxes to case

COCOA AND CHOCOLATE THE COWAN CO., LTD. COCOA

Empire Breakfast Cocoa, 2 doz. in box, per doz.	\$2 45
Perfection, ½-lb. tins, doz.	1 35
Perfection, 10c size, doz.	95
Perfection, 5-lb. tins, per lb.	37
(Unsweetened Chocolate)	
Supreme Chocolate, 12-lb. boxes, per lb.	36
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	90
Sweet Chocolate—	Per lb.
Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 80
Diamond Chocolate, 7's, 4-lb. boxes	1 15
Diamond, 6's and 7's, 8 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Iceings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in ½lb. packages, 2 and 4 doz. in box, per doz.	1 80
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 39
Chocolate wafers, No. 2, 5-lb. boxes	0 35
Nonpareil wafers, No. 1, 5-lb. boxes	0 33
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 42
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, 2 doz. in box, per box	0 95
Nut milk chocolates ¼'s, 6 lb. boxes, lb.	0 39
Nut chocolate squares (20 divisions to cake), packed 2 and 3 cakes to a box, per cake	0 75
Almond nut bars, 24 bars, per box	0 95

FRUITS

Grape Fruit
 Oranges
 Lemons
 Celery
 Cauliflower
 Cabbage
 Apples
 Lettuce
 Pineapple

FISH

The Lenten season is creating a good demand for fish. We have all the well known varieties of

Pickled, Smoked, Frozen
 Halibut, Salmon,
 Ciscoes, Haddies,
 Fillets, etc.

WHITE & CO., LIMITED

WHOLESALE DISTRIBUTORS

Toronto

FRESH ARRIVALS THIS WEEK

2 Cars Extra Fancy
 Florida Oranges
 1 CAR EACH
 California Navels
 California Celery
 Florida Grape Fruit
 Messina Lemons

ALL EXTRA FANCY QUALITY

HUGH WALKER & SON

GUELPH, ONTARIO

Established 1861

ONIONS and CARROTS

Supplies of these vegetables are plentiful. Prices are very low, being less than half what they were last year. Every merchant should push the sale of these lines, to lessen consumption of other goods which are not so plentiful. We have a full supply of Carrots, Beets, Onions, both SPANISH and Domestic, and will be glad to fill all orders.

FISH

We can supply you with all the staple lines at low prices.

ORANGES

Full supply of finest quality Florida Valencias and California Navels.

GRAPEFRUIT

Finest Floridas, all sizes.

CALIFORNIA CELERY

The finest obtainable always on hand.

POTATOES

Regular supplies of FINEST NEW BRUNSWICK DELAWARES.

Get our prices. They are right.

DUNCANS, LIMITED

North Bay, Sudbury, Cobalt, Timmins

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



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

Write for Prices

CANNED APPLES

D.A.H. BRAND

2000 Cases Gallons. 500 Cases No. 3's

STANDARD QUALITY.

State quantity you require and the name of your Wholesale Grocer.

HYSLOP & SONS
Greenville, Ont.

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Wanted

CLASSIFIED ADVERTISING

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

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

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

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

BUSINESS FOR SALE

FOR SALE—GROCERY BUSINESS; ABSOLUTELY the most up-to-date store in Western Ontario city with population of about 15,000, doing a good business. Owner has other interests. Apply Box 286, Canadian Grocer.

GENERAL STORE BUSINESS IN WESTERN Ontario. Good clean stock of \$6,000. Turnover last year \$20,000. Solid brick store and dwelling attached. Apply Box 280, Canadian Grocer.

GENERAL STORE BUSINESS FOR SALE— Stock about \$8,000.00. Annual cash turnover \$26,000.00. Store, storerooms, dwelling, stable, for sale \$8,000.00 or rent \$30.00 a month. Possession 1st April. A snap for someone. Box 23, Silverwater, Ont.

GENERAL STORE BUSINESS—WESTERN Ontario village; \$7,000 stock in best condition; \$95 brick store. Have been in business here for 25 years. Steady, comfortable living. Apply Box 284, Canadian Grocer.

A GENERAL STORE BUSINESS OF 24 YEARS' standing for sale. Stock about \$8,000; cash business last year \$24,800; dwelling in connection; stock clean and up-to-date; good country trade. Also for sale meat shop, stable and drive barn. Situated half mile from station on C.P.R. Good chance for a good live man as I am retiring. Box 282, Canadian Grocer.

AGENTS WANTED

TRAVELLERS—GOOD SIDE LINE, SOLICIT from merchants accounts for us to collect. Reliable agency. Nagle Mercantile Agency, Westmount, Que.

HELP WANTED

WANTED—BUTCHER, MUST BE GOOD counter man and a first-class sausage maker. P. Harvey & Co., Windsor, Ont.

WANTED—EXPERIENCED GROCERY SALES- man, permanent position at a good salary for the right man. Baker & Baldwin, Lindsay, Ont.

SITUATIONS WANTED

YOUNG MARRIED MAN WITH TEN YEARS' retail experience, desires position as traveller with good wholesale house. Highest references. Apply Box 285, Canadian Grocer.

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

MISCELLANEOUS

GROCERS—INCREASE YOUR PROFITS selling Neal's Bread; shipping service unexcelled (Western Ontario delivery only); four factories: Windsor, London, Sarnia, St. Thomas. Neal Baking Co.

HAVE YOU KNOWLEDGE ALONG SOME special lines useful in the grocery business, such as Window Display, Card-Writing, Tea Blending, etc.? Men who are experts in any line are always in demand. Use Want Ad. page of The Canadian Grocer, with its Dominion-wide distribution, as the medium through which you offer your services. Try a condensed ad. Rates, payable in advance, are 2 cents per word first insertion, and 1 cent each additional, with charge of 5 cents extra per insertion for Box Number.

YOU MAY BE ENLARGING YOUR STORE and probably have some fixture which will be of no further use to you, but could be used by someone else. Do not let the value of them be lost to you. Describe the article you have for sale as condensed ad. in Canadian Grocer. Rates, payable in advance, 2 cents per word first insertion and 1 cent per word for each subsequent insertion with 5 cents per insertion extra for box number.

MAYBE YOU HAVE A GOOD, WORTHY line which hasn't just the distribution that you think it should have, and would have, if introduced properly. One way to introduce it is to appoint some well-known hustling men in each locality to represent you. But it's sometimes difficult to get the right men. A condensed ad. in CANADIAN GROCER may be just the thing to help you secure these men. Rates payable in advance, are 2 cents per word first insertion, and 1 cent per word each additional, with charge of 5 cents extra per insertion for Box Number.

ARE YOU OVERSTOCKED IN SOME LINES which do not move rapidly in your locality and you desire to clear them out? There may be some other locality where these goods are selling. Canadian Grocer has thousands of good grocers on its list, and here is the chance to speak to them at a very low cost. Try a condensed ad. in Canadian Grocer. Rates payable in advance, 2 cents per word first insertion and 1 cent per word each subsequent insertion, with 5 cents per insertion extra for box number.

POSITION VACANT

MR. CLERK, YOU WANT TO BETTER yourself. You may want a broader experience than you are getting now. Perhaps you want to enter a new field and desire to form connection with firms of established reputation. Others are using to good advantage Want Ad page in Canadian Grocer. You can do the same. Rates, payable in advance, 2 cents per word first insertion and one cent per word for each additional, with charge of five cents extra per insertion for Box Number.

Kindly mention this paper when writing advertiser

Buyers' Guide

FOR SALE

CHOICE DRESSED POULTRY,
SELECTED EGGS, OLEOMARGARINE,
CHOICE DAIRY BUTTER.

C. A. MANN & CO.
78 KING ST. LONDON, ONT.

BARRELS

(The best shipping package.)

We make them all sizes and for all purposes. For apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc. Get our prices.

THE SARNIA BARREL WORKS, SARNIA, ONT.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
1/2-INCH CUSHION FILLERS
CORRUGATED FLATS

THE TRENT MFG. CO., LTD.
TRENTON ONTARIO

HO-MAYDE BREAD IMPROVER

Makes bread of better color and quality. Means a larger loaf. It makes the sponge rise sooner, even if chilled.

We are inundated with letters from housewives who want it. YOU supply them. Sells in 15c packets.

Makers: **Ho-Mayde Products Co.** TORONTO
Western Agents: **C. & J. Jones** WINNIPEG

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.

FRANK L. BENEDICT & CO.
Agents Montreal

GRAHAM FLOUR

"Ye Olde Process"

STONE - GROUND

From Choicest Ontario Wheat.
The Most Wholesome Flour Made.
\$5.75 per 98' lb. sack.
Freight paid (Montreal rates) 5 sack lots.

Made by
T. A. KIDD & SONS
BURRITT'S RAPIDS ONTARIO

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.




TANGLEFOOT



The Non-Poisonous Fly Destroyer

Safe, Sanitary, Sure. Catches 50,000,000,000 Flies each year

OAKLEY'S
KNIFE POLISH



JOHN OAKLEY & SONS, LIMITED
LONDON, S.E. 1, ENGLAND

AGENTS:

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

This paper circulates in every province, is the best authority in the grocery trade, and so is read by those who want to know; that is why it pays to advertise in CANADIAN GROCER.

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

To Manufacturers' Agents

Manufacturers are always looking for aggressive brokers to represent them. Keep your name and territory covered to the front, thus impressing them with your aggressiveness.

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

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

Canadian Grocer
143-153 University Ave.
TORONTO

15
cents

VOLPEEK

MENDS POTS & PANS



Tell your customers how easily they can repair leaky kitchen utensils with VOL-PEEK. They require no tools. VOL-PEEK can be applied with the fingers and the mended article will be ready for use as good as new—in two minutes or less. VOL-PEEK is wanted in every home. Show it in your store and get a share of the demand. Put up in attractive display stands. Order from us direct or ask your wholesaler.

H. NAGLE & CO., Box 2024, Montreal

KING GEORGE'S NAVY

CHEWING
TOBACCO

Profits you and pleases your customers.

While your margin on every sale of King George Navy is in itself particularly worth while, the customer-satisfaction it produces will more than repay your selling efforts. Satisfied customers are a dealer's greatest asset, and King George's Navy always satisfies.



Rock City Tobacco Co., Ltd.

The Submarine Menace

necessitates the prohibition of export of all foodstuffs from the United Kingdom.

SPRATT'S DOG CAKES

*Poultry Foods, Canary
and Parrot Mixtures*

pending the removal of the embargo, can be obtained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited,
24-25, Fenchurch Street, E.C. 3.

When in need of

Wrapping Paper
Twines & Cordage

Brooms
Brushes
Baskets

Grocers' Sundries

Walter Woods & Co.
Hamilton & Winnipeg

War Flour Good Flour

By CARO M. BROWN

Chemist—Lake of the Woods Milling, Company, Limited

IN THE interest of Food Conservation it has been proved most economical to insist upon a standard loaf of bread from all bake-shops and this is only possible when a Standard Flour is manufactured. In order to effect this standardization of flour all over Canada, the Government requires that the mills make not less than 74 per cent. flour from wheat, that is, 74 pounds of War Flour is to be made from 100 pounds of wheat. This is only very slightly more than most mills are already extracting.

Not "Graham" Flour

The slight increase of flour extracted is true flour, and not Bran or Shorts. Formerly this slight amount of flour had been allowed to go into the feeds for animal consumption, but when every grain of wheat counts as it does now, this is too extravagant a practice. There need be no apprehension as to the quality of Government Regulation flour. It is NOT "Graham," nor even so-called "Whole-wheat" flour, and it is NOT flour mixed with Bran or Shorts. It is simply pure flour as taken from the wheat berry, purified and sifted exactly as in the past; but, instead of several grades, such as FIVE ROSES, HARVEST QUEEN, LAKEWOODS, etc., being separated, all the flour is now blended together and only one brand will be on the market.

Colour More Creamy

The War Flour has not quite the white colour of FIVE ROSES, but for all practical uses it will give identical results in baking. Flavour, texture, general appearance and nutritive value will not be impaired in any way.

Good Baking Results

Foreseeing that some regulation of this sort was imminent, we have been trying out in our laboratory recipes for Bread, Cakes and Pastry, using the new "War Flour," our idea being to ascertain if any modification of present methods should be adopted. There need be no fear that the new flour will make unpalatable bread, cake or pastry. We were more than pleased with the results, and found that for bread no variation seemed necessary.

Suggestions for Your Customers

In making pie crust and puff paste, we have obtained the best results by using slightly less water than with FIVE ROSES. The crust was flaky, crisp and well-flavored. For cake, we followed exactly the same recipe in using FIVE ROSES and the War Flour; the cake from the War Flour was equal to that from FIVE ROSES in lightness and texture, was excellent in flavour and of a rich, creamy colour.

The War Flour being rich in gluten, care should be taken in making baking-powder biscuit and pastry not to work or handle it any more than is absolutely necessary, as this toughens the gluten, resulting in a texture less tender and flaky.

LAKE OF THE WOODS MILLING COMPANY LIMITED

MONTREAL

Makers of FIVE ROSES Flour

WINNIPEG

FIVE ROSES IN KHAKI—To conserve wheat, so essential to the Allied Cause, your favorite brand is now being milled according to Government Regulation. But the name "FIVE ROSES" which, for over a quarter century, has been a positive assurance of quality, is still your protection. Users of "FIVE ROSES Government Grade" Flour are assured of the best available flour under all conditions. Fortunate possessors of the famous FIVE ROSES Cook Book can bake with the new FIVE ROSES with practically no change in their present recipes and in the certainty of excellent baking results.