

**PAGES
MISSING**

In this Issue—Sugar Exports Boosting Prices

CANADIAN GROCER

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

Vol. XXX

PUBLICATION OFFICE: TORONTO, APRIL 21st, 1916

No. 16



*—the chewing tobacco with the
palate-pleasing, non-irritating flavor
that appeals at once to every judge
of a good chew*

“King George’s Navy” is made from a specially selected leaf that will not harden while in stock, and preserves its elasticity right down to the last chew. It is cut and packed, so as to give the grocer a good margin of profit.

Connect up with this money-maker. It will give your tobacco department a big boost towards bigger business.

Order to-day.

Rock City Tobacco Co., Limited, QUEBEC and WINNIPEG

CO-OPERATE WITH US AND DOUBLE YOUR SALES OF

O-Cedar Polish

(MADE IN CANADA)

We are spending thousands of dollars telling your customers of the wonderful qualities of O-Cedar. They know it and want it. It has become a necessity in every home.

Co-operate with us by displaying the polish and the mops prominently in your store and windows, and your sales will double. Show the women of your district that you sell O-Cedar and you will get their orders.

We will be glad to supply you with all manner of advertising matter for displays, and also for your local paper. Write us about it.

Order from your Jobber.

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

See this package?

*It is a real big
seller everywhere*



—a seller because the public appreciate a tea with the delicious, palatable flavor that denotes superior selection and expert blending.

We concentrate entirely on the perfecting of Minto Tea. We carry on no consumer advertising, and the fact that our sales are daily increasing is excellent evidence that Minto Quality puts the "come-back" in every sale.

The amount of money it would cost to advertise it is enclosed in every package of Minto Tea. Tell your customers of this novel idea.

Feature Minto. Recommend it to the particular housewife. She'll come back for more.

Minto Brothers

284 Church Street, - TORONTO

More Salesmanship

More Profits

Know your Goods. If you know the advantage of "Canada First" Evaporated Milk in coffee you can easily increase your milk sales by telling your customers.

And, Mr. Grocer, remember this, your women customers will be delighted with any suggestions you make that will save them time and money as well as improve their table.



Can be whipped just like
fresh cream.

(Chill before whipping)

So—tell them how you like "Canada First" in your own coffee in the morning. After you have tried it, take a can home to the breakfast table and prove it out.

Aylmer Condensed Milk Co., Limited
AYLMER, ONTARIO

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

A WOMAN wondered one day what she would have for lunch. On looking through her cook book she found a recipe for serving grated cheese with crackers. She bought a box of McCormick's Jersey Cream Sodas, and the result was even better than she had expected. There are any number of such dishes, any one of which, if McCormick's Sodas are used, will help a woman at her wits' end for something new and appetizing for her table.

McCormick's

Jersey Cream

Sodas

5c, 10c and 25c
packages 61



Advertising and Sales

The mission of McCormick advertising is primarily to make sales. It may incidentally do other things but that is its main job. With this idea in view then, it lays stress on cleanliness by showing interior views of the factory; it shows that McCormick biscuits are properly made, baked and packed by illustrating these various processes; it furnishes ideas for new uses by suggestions and recipes. In a word McCormick advertising is telling the public in an interesting way the very things it has long wanted to know about biscuits and biscuit-making. From this we may reasonably expect increased good-will for McCormick biscuits and larger sales for the man who handles them.

If our traveller should miss you, a post-card will insure regular and prompt attention to your order.

THE McCORMICK MANUFACTURING COMPANY, LIMITED

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

TEA

With the shortage of tonnage and all the difficulties and delays in connection with bringing goods from the Far East, this is no time to pursue a policy of hand-to-mouth buying, but on the other hand, anticipate your requirements and buy Spot goods when you see them right.

At the present moment we have particularly desirable lines of Ceylon, Indian, Congou and Japan Teas to offer at prices that are right.

Communicate with us, we are Tea Experts and handle tea exclusively, and will be pleased to send you samples and quotations for any tea you desire.

John Duncan & Co.

Established 1866

MONTREAL

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

Borden's

You will sell more Borden Milk products than any other kind because the public appreciate the superior merits of these "Leaders of Quality"



Three generations ago Borden Milk Products set the standard for positive purity, a standard that has ever since been consistently maintained. This superiority has been constantly brought before the public in our widespread consumer advertising, with the result that the demand for Borden's is ever-increasing, convincing dealers everywhere that the Borden lines are well worth featuring throughout the year.

Borden Quality is only made possible by exercising the utmost vigilance in selecting and processing the very highest grade milk obtainable.

Hence, when selling Borden's, you can confidently recommend each and every one to be as perfect a product as science can produce.

A window display of Borden's makes first sales easy and first sales of Borden's are always followed by more and more. Put our claims to the test by ordering a supply of Borden's to-day.

Made in Canada
Leaders



Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

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

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

Century Salt

Pure,
even
crystals

This is the evidence of the extreme care taken in the refining and packing of **Century Salt**. The salt that is best for table or dairy. Every store should handle **Century**. Order from your wholesaler or direct. We ship promptly. Get our quotation on assorted carloads.

THE DOMINION SALT CO. Limited
SARNIA - ONTARIO

The quick turnover is what counts

and that is just the reason why you will find it to your advantage to feature

Lytle's Sterling Lines

—the lines with the delicious purity that is only obtainable by using ingredients of the highest quality.

We have built up our splendid reputation on a solid foundation of **quality** and **square dealing**, and the public realize that the "Sterling" trade-mark is a dependable guarantee of unbeatable goodness.

You should concentrate on lines of proven superiority. Only by doing so is it possible to permanently retain old business and attract new customers to your store.

If you are not already a Lytle dealer, why not begin now? Ordering a trial shipment of "Sterling" sellers to-day will be a big step on the road to a worth-while turnover.

WRITE US FOR PARTICULARS

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



When you sell

HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

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

H. J. Heinz Company

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

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



- | | |
|-----------------|-----------------|
| Baking Powder | Biscuit Flour |
| Coffee | (Self-Rising) |
| Cream of Tartar | Buckwheat Flour |
| Extracts | (Self-Rising) |
| Herbs | Pancake Flour |
| Cake Icing | (Self-Rising) |
| Jelly Powders | Breakfast Food |
| Mustard | (Flaked Wheat) |
| Spices | King's Food |
| Yeast Cakes | (Flaked Wheat |
| Flaked Wheat | with Premium) |
| Diet Flour | Wheat Kernels |
| (For Diabetes) | (The Cream |
| Health Flour | of Wheat) |
| (High Grade | Barley Crisps |
| Whole Wheat) | Flaked Rice |
| | Flaked Peas |

Government Warranty on every package

MR. DEALER:—

You can sell more of a product which you can sincerely recommend from your own experience—consequently more sales will be made more easily, and the profits will be correspondingly greater.

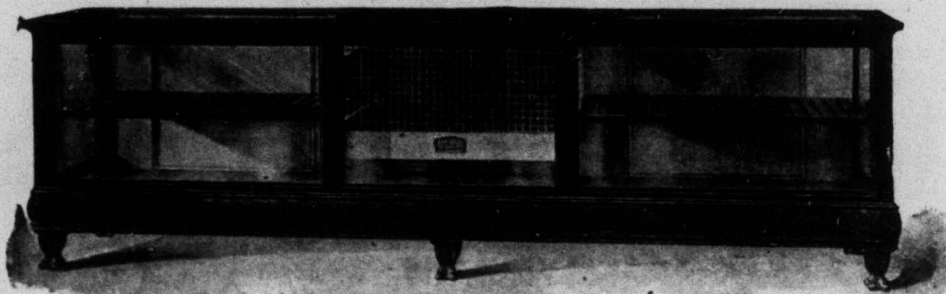
Try some Pancakes made from *WHITE SWAN* Pancake Flour, and Biscuits made from *WHITE SWAN* Biscuit Flour. Their lightness and inimitable flavor will at once win your favor.

You know *WHITE SWAN* Flaked Wheat, but if you have not tried it yourself send us a request for a sample and you will appreciate the tusciousness of its thinner, whiter, larger flakes, which makes it a favorite in so many Grocers' homes.

We will be glad to send you a sample of any *WHITE SWAN* Goods you may wish to try. **FREE UPON REQUEST.**

White Swan Spices & Cereals LIMITED

TORONTO, : : : CANADA



John Hillock & Co., Limited

Makers of high-class refrigerators

TORONTO

Get ready for the hot weather

Fit your store with an Arctic Refrigerator silent salesman.

Perishable goods must be sold quickly during the sultry summer days. Displayed in the Arctic Silent Salesman, they will produce rapid satisfactory sales, without loss through spoilage.

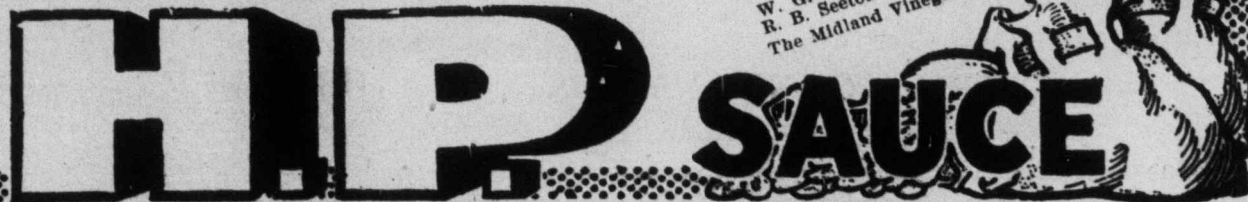
The Arctic is pre-eminently the most satisfactory refrigerator silent salesman on the market. Its handsome appearance will give added tone to your store equipment.

Write for catalog.

If it's PROFITS you want, Sir—Don't overlook the claims of H.P. Sauce

A reliable article, an ever widening demand, and most generous margin for YOU.

Get H.P. in stock—quick!



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

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

For Spring Cleaning Babbitt's Cleanser

The 5 Cent Line



Cleans, Scours,
Scrubs, Polishes,
Purifies

Full weight package
sells at

5 cents

giving double value
(and premiums for
the trade-marks as
well.)

Shows you a good
profit and is a sure
repeater.

Agents:

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



The New Home of "Holland Rusks" at Holland, Michigan

The season is just approaching for the big demand
on this most wholesome product.

10c packages, \$1.45 per Carton of 18
15c " " \$2.15 " " " 18

Fresh Stock on spot at Toronto.

A window display mailed free on request.

THE HARRY HORNE CO.

Canadian Sales Agents

Toronto

Canada

BROOMS If you want the maximum
of quality at the minimum
price, write us for our
proposition
American Broom Works
St. Bazile de Portneuf, P.Q. **BROOMS**

Talking to the Point—

CLASSIFIED ADS. get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads. are so productive of the best kind of results.

CLASSIFIED ADS. are always noticed. They are read by wide-awake, intelligent dealers, who are on the lookout for favorable opportunities to fill their requirements.

TRY A CONDENSED AD. IN THIS PAPER.

Mention this paper when writing advertisers. It will identify the proposition about which you require information.



Clark's Spaghetti with Tomato Sauce and Cheese

is one of the most popular dishes with the
CANADIAN PUBLIC
To-day

Get right in line for your share of the trade and
STOCK NOW

W. CLARK, LTD.

Clark's

MONTREAL

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

Behind the Bolted Door?

by

ARTHUR E. McFARLANE

A gripping detective story starting in the May number of MacLean's Magazine.

It is full of mystery, tense with interest, alive with action, passing strange in plot and incident and baffling until the last paragraph of the last chapter.

Mr. McFarlane is a master-writer of detective stories. He is Canadian-born though he resides at present in New York, and places the bulk of his work with the large American publications.

This latest product of his pen is exceptional in every way. Dr. Laneham, the exponent of a new theory of crime detection, is the most unusual detective that has appeared since Sherlock Holmes.

If you want to enjoy thrills and excitement, and puzzle over mind-defying problems, get the May MacLean's, just out.

This number is one of pre-eminent interest for Canadians. It contains more stories and articles by the best known Canadian writers than any previous number of any Canadian periodical. In fact, **MacLean's** is the only home-made magazine in which the work of the really great Canadian-born writers appears. And the May number excels all previous issues of MacLean's in the strength and interest of its features and the length of its list of illustrious contributors. Here are some:

- "Humor as I see It" *Stephen Leacock*
- "Speaking of Women" *Nellie L. McClung*
- "My Mate," a War Poem *Robert W. Service*
- "If Uncle Sam Went to War?" *Agnes C. Laut*
- Brief Statements on National Topics by N. W. Rowell, Sir Herbert Ames, C. C. James, James L. Hughes and J. P. Downey.



MACLEAN'S MAGAZINE

The MacLean Publishing Co.
Limited

143-153 University Avenue, Toronto, Canada

Send for free sample copy

Please send me a free sample copy of May issue of MACLEAN'S MAGAZINE.

Name

Address

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

It is easier to sell

OCEAN BLUE

than not to—after the first packet.

Order from your Wholesaler.

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

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




The Wayne Side-walk Pump

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

WAYNE PUMP

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

Ask us all about it.

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

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



RENNIES SEEDS

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

GORDON McDONALD & CO.

having had their operations largely curtailed through the prohibition of many of the lines they used to handle, and also owing to their inability to get any goods from the Continent, are now open to handle fresh lines in Great Britain and Ireland.

They have 32 salesmen working from Aberdeen, in the North of Scotland, to Plymouth in the South of England, 4 men in Ireland, and 2 men working the export trade in London.

They are open to handle any kind of foodstuffs, confectionery, or any article of domestic use, and will either sell on a commission basis or buy the goods right out for their own account.

References can be given to large Canadian manufacturers with whom they are already doing business.

Cables: "DONABLE," LONDON

GORDON McDONALD & CO.
 13, Northumberland Alley, Fenchurch St., London, E.C.
 Manufacturers' Agents and Grocery Jobbers

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

Tartan BRAND

THE SIGN OF PURITY
Phone Orders at our Expense

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

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

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

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

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

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

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

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax - N.S.

No. 45

Chats with "Old Baba"

(Canada's 105-year-old Pioneer)

Sell Better Tobacco

"Tobacco is tobacco to some men, but not to the majority of them.

"The taste for good tobacco is growing stronger all the time, as far as I can see, and the sooner grocers realize this and keep only the best, the sooner they will get their share of the men's trade, for tobacco and also for household lines."

The Grocer who sells

**King George's
Navy**

—Canada's popular chewing tobacco—is on the right road. It gets the trade of the laboring man as well as the better trade. It has a big pull.



Rock City Tobacco Co., Ltd.
Quebec and Winnipeg

Mention this paper when writing advertisers. It will identify the proposition about which you require information.

“A letter that is worth more than money. To make a few friends such as Mr. Hunter would be a good reward for a lifetime of hard work.”

—T. H. Estabrooks.

Messrs. T. H. Estabrooks Co., Ltd.,

Harvey Station, York Co., N.B.
April 11th, 1916.

St. John, N.B.

Dear Sirs:—

Please find enclosed cheque \$34.56 in payment of invoice March 16th.

As I have sold my business here, this will probably be our last transaction and I take this opportunity to thank you for the many kind favors shown to me in the 22 years of our business relations which have always been very pleasant.

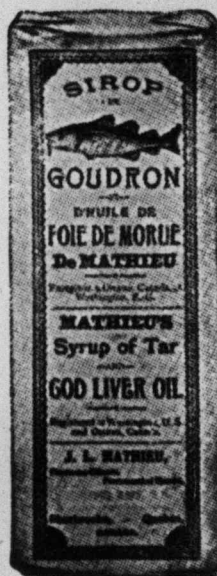
I have handled Red Rose Tea ever since you put it on the market and during the last 14 years have handled it altogether. Not a pound of any other tea except Red Rose and to the entire satisfaction of my customers. If I had remained in business I would certainly have continued to handle it and I trust the same pleasant dealings will continue with you and my successor.

Wishing you all success in your business.

Yours truly,

S. B. HUNTER.

This changeable weather means that colds will be prevalent



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

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

Mathieu's Syrup of Tar and Cod Liver Oil

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

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

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

Get a Eureka and don't mind the thermometer

Even if it registers 90 in the shade you can rest assured that the Eureka Refrigerator will preserve your perishable goods absolutely secure against spoilation and yet display them in such a way as to promote quick sales.

There are many different models of Eureka's—there is one that would just suit your store. An examination of the Eureka catalog will convince you that this refrigerator is the most practical one for you.

Send for a copy.



REPRESENTATIVES:—James Rutledge, 2608 Waverley St., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.

EUREKA REFRIGERATOR COMPANY
LIMITED

31 Brock Avenue - - TORONTO

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

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

Get your stock of these popular cereals off the shelves and arrange it in an attractive window or counter display—some place where your customers will notice it. Robinson's "Patent" Barley and "Patent" Groats are well known to all your customers. They are going to buy Robinson's somewhere.

Why not get this profitable trade?

Keep Robinson's "Patent" Groats and Robinson's "Patent" Barley well to the front. Get them from your nearest wholesaler.

AGENTS FOR THE DOMINION OF CANADA

MAGOR, SON & CO., Limited

30 Church Street, TORONTO

191 St. Paul Street West, MONTREAL



GOLD DUST A STEADY SELLER



You don't have to argue for Gold Dust.

It moves from your shelves rapidly because housewives have used it for years—they know exactly how it saves them work in scrubbing floors, washing dishes, and countless other household tasks that were a drudgery until the advent of Gold Dust.

A good stock of Gold Dust means that you won't disappoint any of your best customers. How is your stock?



THE N. K. **FAIRBANK** COMPANY

LIMITED

MONTREAL



"Let the GOLD DUST TWINS do your work."

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

CANADIAN GROCER

VOL. XXX

TORONTO, APRIL 21, 1916

No. 16

Sugar Exports Boosting Prices!

Exports From North America to Europe Looming Us as Biggest Factor in Regard to Quotations—Supersedes the Difficult Ocean Freight Problem—Figures That Explain The Situation

THE question of an increased European consumption of North American sugar is daily assuming larger proportions in its relation to the rising tendency of prices and begins to supersede the question of ocean freights in its importance as a factor in determining future prices of sugar.

Increased exportation from the United States is threatened. At present the monthly shipments to Europe exceed the average annual exportation for the last ten years previous to the war. In 1915 there was a total of one billion pounds exported, as compared with 522,000,000 in 1914, and 100,000,000 in 1913. The latter figure represents the largest amount of any one year's shipment for 100 years previous to the war; now, every month, that much at least is shipped out. The month of October, 1915, showed 220,000,000 lbs. exported largely to Great Britain, France and Italy, as these countries now represent the present European market for America's sugar. Previous to the war, they depended upon the beet sugar supplies of Europe; since the war they have bought \$75,000,000 worth of sugar in the U.S., as compared with \$2,000,000 worth in a period of equal duration previous to the declaration of war.

Deliveries Are Difficult

Such is the demand for sugar, so high are ocean freights and so scarce is tonnage that delivery has become the important feature and freight carrying charges have been relegated to second place in the decision. Cuba, the largest producer of cane sugar in the world is sending supplies direct by railway train to the refineries of New York and Philadelphia. Hawaii is sending her raw sugar by fast steamers to Pacific coast points, and thence in through cars for the journey across the continent in preference to the old route by way of South America and the Magellan Straits. The opening of the Panama Canal by the

middle of April may have some influence on the freight situation in regard to Hawaiian supplies at least but according to reports, supplies awaiting shipment to the Pacific Coast are so few that the situation is likely to remain the same for some time at least.

The total quantity of sugar brought into continental United States in 1915, as shown by the official records of importation was: From Cuba, 4,800,000 pounds; Hawaii, 1,260,000,000 pounds; Porto Rico, 638,000,000 pounds; Philippines, 188,000,000 pounds; South America, 127,000,000 pounds; Santo Domingo, 77,000,000 pounds; and other countries, 84,000,000 pounds. In addition to this the beet fields of the United States contributed approximately 1,750,000,000 pounds, and the cane fields about 350,000,000 pounds. The official valuation of the sugar imported from foreign countries in 1915 was \$175,000,000. Hawaii \$55,000,000, Porto Rico \$30,000,000, Philippines \$5,000,000, while the value of the beet and cane sugar product in the United States is estimated at approximately \$100,000,000.

WATCH FOR SPRING AND SUMMER SALES NUMBER

Next week the Annual Spring and Summer Sales Number of CANADIAN GROCER will be issued. As this issue will contain a great deal of valuable information on developing summer business, every reader should make a careful study of it. How various merchants are maintaining business during the warm weather months will undoubtedly be most advantageous.

See that you get your copy.

Situation Apparently Strong

It is thought that present crop estimates are not likely to show any material increase, so that in view of the prevailing rate of exportation the position of sugar becomes stronger. A simple mathematical problem of deducting from the total amount of sugar available for the U.S., the annual consumption of that country, and figuring the 1916 exports from the U.S. on a basis of the total for the first three months of the year, it becomes plainly evident that the exports cannot be shipped out at the same rate if home consumption is to be cared for. In any event the conclusion is that sugar will reach a price that will curtail consumption, both in U.S. and abroad. The total of supplies available amount to about 5,000,000 tons; the U.S. consumption is practically under 4,000,000 tons, leaving available for export 1,000,000 tons. In the first three months there were shipped to Europe 203,000 tons of refined sugar and 211,000 tons of raw sugar from Cuba, so that on that basis it will be seen that the amount available for the year does not equal the foreign demand based upon present shipments.

This article, however, presents merely one angle of a many-sided situation. No man can say when the war will be over and although many may prophesy, none can determine just exactly what effect the cessation of war will have upon sugar prices and whether or not Central Europe is hoarding sugar with which to flood the world or the reverse. The view from this angle of exports and supplies, is that the present strong position of sugar cannot be lessened in the near future by any happening short of a peace that discloses vast reserves in Central Europe, while a large variety of possibilities occur as likely to further enhance the price of the commodity in the world's markets.

Analysis of Thirty-Three Cent Paint

Toronto Hardware Merchant Secured Analysis of 33c Paint From Department of Inland Revenue, Canada—What Sample Contained — Reproductions of Advertisements and Correspondence With Department

GENERAL merchants throughout the country who sell paint, will be interested in articles in the last two issues of Hardware and Metal, a paper published for the hardware trade by the MacLean Publishing Co., on the subject of the T. Eaton Co., selling paint at 33 cents per quart.

The following are extracts:

There is reproduced herewith in reduced size, a letter received from the Department of Inland Revenue, Ottawa. The letter refers to an analysis of a sample of mixed paint, which had been submitted to the department with a request for an analysis. The analysis was made at request of Morris Phillips, a hardware merchant at 686 Bloor street, west, Toronto.

In the Toronto Daily Star of February 2, 1916, a portion of the full page advertisement of the T. Eaton Co., featured mixed paint at 33 cents per quart.

Two days later, Feb. 4, another advertisement appeared, and a portion of the advertisement featured paint, as shown in the reproduction on this page. This advertisement stated in part, "Don't judge the paint by the price. It contains all that a first-class paint should contain, and is carefully ground and blended, containing only pure lead, pure zinc, pure dry colors, and pure linseed oil."

On February 7, accompanied by an officer from the Inland Revenue Department, Mr. Phillips went to the store of the T. Eaton Co., Ltd., Toronto, and purchased two quarts of paint (inside white) which had been previously advertised in the Toronto Star of Feb. 4, and delivered same to H. R. Frankland, collector of Inland Revenue at Toronto. Mr. Frankland was requested to forward one can of paint to the Inland Revenue Depart-

ment, at Ottawa, for analysis. Mr. Frankland forwarded one of the cans to Ottawa, together with the invoice, advertisement and a letter from Mr. Phillips, to the Department of Inland Revenue at Ottawa, with the request that the paint be analysed.

Mr. Phillips' letter follows:

Toronto, February 7th, 1916.

H. R. Frankland, Esq.,

Deputy Collector of Inland Revenue,
12 Toronto street, Toronto.

Dear Sir:

I desire to call your attention to an advertisement of the T. Eaton Company, Limited, published in the Toronto "Daily Star," of February 4th, 1916, dealing with the sale of a certain mixed paint which is offered at 33 cents a quart and described in the ad. as composed of only pure lead, pure zinc, pure dry colors and pure linseed oil. My belief is that it does not contain the above mentioned ingredients in the pure form and I therefore request you to have an analysis of it made for the purpose of determining the truth or falsity of the above referred to advertisement, because

it is very unfair to the manufacturers of and dealers in paints and to the general public who are the purchasers and users, in the event of its turning out that the above described description of the said paint is incorrect and untrue.

Yours truly,
MORRIS PHILLIPS,
686 Bloor street, W.

According to a statement by H. R. Frankland, collector of Inland Revenue, he received on March 2 from the department at Ottawa, an analysis of the paint in question. On March 14, Mr. Frankland supplied Mr. Phillips with a copy of a letter which the former received from Ottawa. The letter reads as follows:

Deputy Minister's Office

Ottawa, March 10, 1916.

Mr. H. R. Frankland,
Collector Inland Revenue,
Toronto, Ontario.

Dear Mr. Frankland:

Re Paint sold by the T. Eaton Co., at Thirty-three Cents per Quart:

The T. Eaton Co. have written to the department, stating that the advertisement which accompanied the sale of their paint at thirty-three cents a quart had been prepared inadvertently.

However, the offence committed by this company does not come within the control of this department.

Section 38 of the Adulteration Act enacts that whenever Dry White Lead in Oil is sold, with a label having the word "pure" or "genuine" printed on it, that the white lead must conform to the standard set in Schedule four of the Adulteration of Foods Act.

Apparently the paint sold by the T. Eaton Co. was labeled as follows: "Durable Mixed Paint, Inside White." This being the case, Sec-

Buy Paint at 33c a Quart if You Want to Share in the Greatest Value Ever Offered in Paint

Buy it for Indoor Painting Now, Buy it for Future Outside Painting

THIS PAINT WAS SOLD AT THIS FIGURE LAST YEAR, AND IT WAS CERTAINLY A GREAT BARGAIN, but it is doubly so this year, because the ingredients have advanced considerably. The only reason for the price being the same is that after the immense success which attended last year's efforts orders were immediately placed for a repetition of the event this year, and we thereby saved the advances on the materials. Don't judge the paint by the price. It contains all that a first-class paint should contain, and is carefully ground and blended, containing only pure lead, pure zinc, pure dry colors, and pure linseed oil. It is ready mixed and ready to apply. It will not crack, blister, or peel if directions are followed, and the list of colorings provide for woodwork in bedrooms, for shutters, verandahs, fences, in fact everything that will look better painted. BUY NOW WHILE THE COLOR LIST IS COMPLETE, FOR WE POSITIVELY CANNOT DUPLICATE THIS OFFERING AT THE SAME PRICE AFTER THE STOCK ON HAND IS GONE. DON'T DELAY—BUY SATURDAY. PHONE OR MAIL ORDERS WILL BE FILLED PROMPTLY. Here are the colors:

| | | | |
|---------------|----------------|-------|--------------------------------|
| Golden yellow | Cream | Lead | Grey |
| Light buff | Warm drab | | Light |
| Buff | Blue grey | | Medium shutter green |
| Light green | Brown | | Dark shutter green |
| Pea green | Russet | | Outside and inside white |
| Pale green | Indian red | | Made-in-Canada special, price, |
| Bottle green | Turquoise blue | quart | 33c |

OTHER GREAT MADE-IN-CANADA SPECIALS FOR SATURDAYS ARE AS FOLLOWS:

| | |
|--|-----------------------------|
| Pure white lead, 25 lbs. for \$2.45; per 100 lbs. | \$9.80 |
| Brushes, made in Canada. Special | 17c, 20c, 22c, 27c, and 34c |
| Canadian embossed parlor wall paper, half price | 7 1/2c |
| Rich green and cream embossed wall paper, good colorings; designs outlined with gold; 9-inch border, half price, yard, 2c. Wall and ceiling, half price, single roll | 7 1/2c |
| New papers for rooms or halls, 9-inch border, yard, 1 1/2c. Wall and ceiling, single roll | 5c |

—Fourth Floor—

Reproduction of a portion of the Eaton advertisement which appeared in a Toronto daily paper on February 4, 1916.

tion 38 would not apply, and the department has, therefore no power to interfere.

You might perhaps explain to Mr. Morris Phillips that his resource is a civil one against the T. Eaton Co., and possibly also a criminal one, under the Criminal Code, for mis-representation and fraud.

However, he should consult his solicitor.

Yours very truly,

J. U. VINCENT,
Deputy Minister.

Up to this time Mr. Phillips had not received an analysis of the paint, and on March 14 he wrote the department at Ottawa as follows:

Toronto, March 14.

The Deputy Minister of Inland Revenue,
Ottawa, Ont.

Dear Sir:

Referring to the analysis of certain paint purchased by me from the T. Eaton Co., and supplied to your Collector of Inland Revenue here, Mr. Frankland, I would be obliged if you would kindly send me a copy of the analysis, as it appears in your letter to him of the 2nd instant.

I saw Mr. Frankland to-day and he read over the various items alleged to comprise the paint in question, but he thought it would be better for me to get a copy of this analysis direct from you.

Trusting that you will be able to let me have such copy of the analysis at an early date. I am,

Yours truly,

MORRIS PHILLIPS,
628 Bloor street, West.

No reply having been received by March 23, Mr. Phillips, despatched a telegram as follows:

J. U. Vincent,
Deputy Minister Inland Revenue,
Ottawa.

"Have not received reply to my letter March 14, asking for copy of analysis of paint submitted February 7. Please wire immediately reasons for delay."

MORRIS PHILLIPS.

A reply was received by Mr. Phillips on March 25. In this letter the assistant deputy minister and secretary has included some advice which was not asked for. The letter read as follows:

Ottawa, 24th March, 1916.

Mr. Morris Phillips,
686 Bloor street west,
Toronto, Ont.

Sir:—

I acknowledge receipt of your communication of the 14th inst., and wire of yesterday's date, requesting to be furnished with a copy of analysis of the sample of paint which you forwarded as having purchased from the T. Eaton Company, Ltd., Toronto, Ont.

DEPARTMENT OF INLAND REVENUE
CANADA

ALL CORRESPONDENCE
TO BE ADDRESSED TO
THE DEPUTY MINISTER

REFERENCE FILE NO.
110256

Morris 29th March, 1916

W.W.Hodges Esq.,
Barrister &c.,
2 Toronto Street, Toronto, Ont.

Sir:—

I acknowledge receipt of your communication of the 27th instant, with enclosed money order for \$5.00 covering payment of the fee for analysis of a sample of "Mixed Paint" alleged to have been purchased from The T. Eaton Company Ltd., by Mr. Morris Phillips.

In reply, I beg to advise that according to the report of the Chief Analyst, the sample submitted is found to contain:—

" Pigment 57.44% Vehicle 42.56%

The Pigment above referred to has the following composition:

| | | | |
|-------------------------|--------|--------------------|--------|
| Basic Carbonate of Lead | 0.80% | Lead Sulphate | 0.74% |
| Zinc Oxide | 8.21 | Barium Sulphate | 17.17 |
| Zinc Sulphide | 11.71% | Silica & Silicates | 18.81% |
| | | (by difference) | |

The article is of exceedingly low value as a paint. The pigment essentially consists of Barium Sulphate and Silicate which have very little covering power. The amount of lead contained in it is very small indeed.

The statement in the advertisement that "it contains all that a first class paint should contain" is certainly incorrect and misleading.

I remain, Sir,
Your obedient servant,
GEO. W. TAYLOR
Asst. Deputy Minister & Secretary

OTT:L

Above is a reproduction, in reduced size, of the letter received from the Department of Inland Revenue, Canada.

I may say in reply, that as the fee of \$5 charged for work of this nature was not paid, the department does not feel justified in furnishing you with the information desired. Moreover, should the object in procuring same be to secure evidence whereby to enter an action against the alleged vendors it would without doubt fail of its purpose, since the legal formalities have not been complied with.

I remain, Sir,

Your obedient servant,
GEO. W. TAYLOR,

Asst. Deputy Minister and Secretary.

The reply to the foregoing was forwarded by Mr. Phillips through his solicitor as follows:

Toronto, March 27th, 1916.

The Honourable,
The Minister of Inland Revenue,
Ottawa, Ont.

Dear Sir:

Referring to your Mr. Taylor's letter of the 24th inst., addressed to Mr. Phillips, of 686 Bloor street west, about the analysis of certain paint which was submitted to your department some time ago, and in which letter Mr. Taylor says that the fee of \$5 required for the work done in this matter had not been paid. I may say that this is the first intimation we received that a fee of \$5 or a fee at all was required to be paid. However, in order to secure a copy of the analysis in question which was contained in a letter from Mr. Vincent to Mr. Frankland, dated the 2nd inst., I herewith en-

CANADIAN GROCER

close a Post Office order for \$5—the amount named by Mr. Taylor as the fee for the work in question and will ask you, therefore, to kindly let me have a copy of the analysis as appeared in the Deputy's letter of the 2nd inst., to Mr. Frankland, here, by return mail if convenient.

As to what our object may be in procuring this information, I will not enter into any discussion of that just now.

Yours truly,
W. H. HODGES.

The reply to the foregoing letter, received by Mr. Hodges, and turned over to Mr. Phillips, is as follows:—

March 29, 1916.

W. H. Hodges, Esq.,
Barrister, etc.,
2 Toronto street, Toronto, Ont.

Sir,—I acknowledge receipt of your communication of the 27th instant, with enclosed money order for \$5.00 covering payment of the fee for analysis of a sample of "Mixed Paint" alleged to have been purchased from the T. Eaton Company, Ltd., by Mr. Morris Phillips.

In reply, I beg to advise that, according to the report of the chief analyst, the sample submitted is found to contain:—

Pigment, 57.44%; vehicle, 42.56%.

The pigment above referred to has the following composition:—

| | |
|-------------------------------|--------|
| Basic carbonate of lead | 0.80% |
| Zinc oxide | 8.21 |
| Zinc sulphide | 11.71% |
| Lead sulphate | 0.74% |
| Barium sulphate | 17.17 |

Silica and silicates (by difference) 18.81%

The article is of exceedingly low value as a paint. The pigment essentially consists of barium sulphate and silicate, which have very little covering power. The amount of lead contained in it is very small indeed.

The statement in the advertisement that "it contains all that a first-class paint should contain" is certainly incorrect and misleading.

I remain, sir,
Your obedient servant,

GEO. W. TAYLOR,
Asst. Deputy Minister and Secretary.

Analysis of the Vehicle

According to the analysis of the vehicle by the Inland Revenue Department, which has been submitted to W. H. Hodges, barrister, of Toronto, representing Mr. Morris Phillips, it is stated that the vehicle is not linseed oil. In the analysis sent by the Department of Inland Revenue to Mr. Hodges under date of March 29, 1916, the paint was shown to contain 57.44 per cent. pigment and 42.56 per cent. vehicle. As this analysis made no mention of the contents of the vehicle, or in other words, the liquid portion of the paint, Mr. Phillips requested his solicitor to write the department at Ottawa asking that an analysis of the vehicle be forwarded.

The letter written by Mr. Hodges on behalf of Mr. Phillips requesting an analysis of the vehicle is as follows:

Toronto, March 31, 1916.

George W. Taylor, Esq.,
Assistant Deputy Minister and
Secretary Inland Revenue Dept.,
Ottawa.

Dear Sir.—I duly received your favor of the 29th inst., containing an analysis of the paint that was submitted some weeks ago for that purpose.


The parties to whom I submitted it say that the analysis did not cover the vehicle which you will understand to be the liquid portion of the composition. The Eaton advertisement stated that the paint contained pure linseed oil. The analysis does not disclose whether it does or does not. Could you not supplement this analysis by saying what the contents of the vehicle are, and oblige.

Yours truly,
W. H. HODGES.

Under date of April 11, the assistant deputy minister and secretary of the Department of Inland Revenue wrote to Mr. Hodges with respect to the vehicle. His closing paragraph states that the analysis proves that the vehicle is not linseed oil. In the advertisement of the T. Eaton Company, which appeared in the Toronto Daily Star on Feb. 4, it was stated:

"This paint was sold at this figure last year, and it was certainly a great bargain, but it is doubly so this year, be-

DEPARTMENT OF INLAND REVENUE
CANADA



DEPARTMENT OF INLAND REVENUE
110256

Ottawa 11th April, 1916

T. H. Hodges Esq.,
Barrister &c.,
2 Toronto Street,
Toronto, Ont.

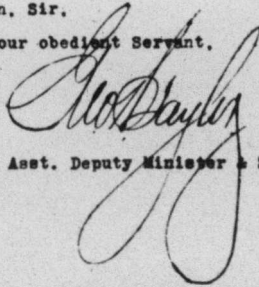
Sir:—

I acknowledge receipt of your communication of the 31st ultimo, requesting further information in connection with the vehicle present in a sample of Mixed Paint recently analyzed, and alleged to have been purchased from The T. Eaton Company Limited.

In reply, I beg to advise that the vehicle shows the following:—

| | |
|--------------------------------|--------|
| Specific Gravity at 15.5°C | 0.906 |
| Refractive Index at 25°C | 1.4700 |
| Saponification Number | 166.4 |
| Unsaponifiable Residue | 0.90% |
| Evaporation Test Loss at 150°C | 17.36% |

These results prove that the article in question is not Linseed Oil.

I remain, Sir,
Your obedient Servant,

Asst. Deputy Minister & Secretary

Reproduction of letter containing copy of analysis of vehicle or liquid portion sold at 33c a quart.

cause the ingredients have advanced considerably. The only reason for the price being the same is that after the immense success which attended last year's efforts orders were immediately placed for a repetition of the event this year, and we thereby saved the advances on the materials. Don't judge the paint by the price. It contains all that a first-class paint should contain, and is carefully ground and blended, containing only pure lead, pure zinc, pure dry colors, and pure linseed oil."

The letter with respect to the analysis of the vehicle is as follows:

Ottawa, 11th April, 1916.

W. H. Hodges, Esq.,
Barrister, etc.,
2 Toronto street,
Toronto, Ont.

Sir,—I acknowledge receipt of your communication of the 31st ultimo, requesting further information in connection with the vehicle present in a sample of mixed paint recently analyzed, and alleged to have been purchased from the T. Eaton Company, Limited.

In reply, I beg to advise that the vehicle shows the following.

Specific gravity at 15.5 deg. C. 0.906
Refractive index at 25 deg. C. 1.4700
Saponification number166.4
Unsaponifiable residue 0.90%
Evaporation test loss at 150
deg. C. 17.36%

These results prove that the article in question is not linseed oil.

I remain, sir,
Your obedient servant
G. W. TAYLOR,
Asst. Deputy Minister and Secretary.

RESOLUTIONS OF N. B. MERCHANTS

The annual convention of the New Brunswick Retail Merchants' Association (their second) was held in Fredericton on April 12 and 13. Officers for the coming year were elected as follows:—President, A. Murray, Fredericton; first vice-president, F. W. Daniel, St. John; second vice-president, W. G. DeWolfe, St. Stephen; treasurer, Allan McIntyre, St. John. The appointment of the provincial secretary was left in the hands of the executive. The next place of meeting will be either Moncton or St. Stephen, the choice being left to the executive. E. M. Trowern, Toronto, secretary of the Dominion Board, was presented and addressed the convention.

Resolutions were adopted as follows:

"That the Provincial Government be asked to arrange for a system of bonding for every collecting agency doing business in the province."

"That the Dominion Board be urged to secure a Dominion Act to allow manufacturers and others to fix retail prices to protect their trade marks."

"That the retail merchants will use their best endeavors to prevent the handling or selling of goods of all countries now at war with the Allies, and at the same time to encourage the sale of goods of Canadian manufacture."

"That we would recommend that all

stores and places of business in Canada be called by Canadian names, and that in all advertising "Made-In-Canada" goods should be emphasized."

On Wednesday evening the delegates were the guests of the business men of Fredericton at dinner in the York Hotel.

Grocers Get Together on Delivery

Several of Them in Chatham, Ont., Work Under General System and Claim to be Saving Money—One Grocer Saves \$4 or \$5 Weekly—How System Operates.

ON various occasions Canadian Grocer has described the co-operative delivery systems in vogue in different towns in Western Ontario. This sort of delivery has been tried out in Galt, St. Mary's, St. Thomas, Simcoe, and other centres, and is also in vogue in Chatham, Ont. In the majority of these places at least, where grocers have gone into the system, it appeals to them very much and there are to be found many warm friends of it.

While in Chatham recently a Canadian Grocer representative discussed the matter with R. P. Bradley, of Bradley & Son. "It certainly is one of the finest things we know of," said Mr. Bradley. "It eliminates a great deal of bother and at the same time saves us much money during the year. The majority of the merchants here are in it, and by paying so much a week, according to the amount of business they do, we save probably four or five dollars weekly. If we did not have this system we would have to have at least two waggons here, which would cost us considerable money to maintain, as well as wages of drivers. As it is now one firm handles the entire deliveries of all the merchants who are in the proposition, which I understand includes about eight grocers and six dry goods firms. There is no worry connected with it, no runaways for which we have to suffer, and as deliveries are made at certain hours of the day—that is 9.15 and 11 a.m. in the morning, and 2.30 and 5 p.m. in the afternoon—we have a splendid reason for refusing to send rush parcels for which customers occasionally telephone. Because so many of us are in the system customers know they cannot get any of our competitors to deliver these rush goods. Naturally, this saves us a lot of bother. All we have to do is simply point out that the delivery has gone and express our regret that the goods could not go sooner. We, of course, tell the customer they will be sent out with the next delivery at such and such an hour."

It will be noted that Mr. Bradley saves \$4 or \$5 a week by being connected with this co-operative delivery system which means about \$200 a year. This is

certainly quite a saving in one item of expense alone.

BULK SALES BILL THROWN OUT AGAIN

The Ontario Bulk Sales Bill which was introduced a couple of weeks ago by W. D. McPherson, M.P.P., has once again been discarded by the Legislature. The final discussion and vote took place on Tuesday night last in the chamber with the above result. The opposition came from the Retail Merchants Association which body felt that it was not in their interests, the way in which it was worded. Last year the bill was framed to suit both wholesalers and retailers but it did not go through at that time.



Private M. T. Sears' name appears in a recent casualty list as suffering from shock. He enlisted from Toronto with the 74th, leaving Sealey's grocery store to do so. He went to England on September 30, and was only in the Old Land for a few months when he was transferred to the 36th Battalion. After arriving in France on March 1 he was again moved to the 42nd Battalion.

SERVICE DEPARTMENT

Editor Canadian Grocer.—Please furnish us with name of two or three wholesale fruit houses in Montreal.

H. J. BURTON,
St. Andrews, N.B.

Editorial Note.—These names have been sent by mail.

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED.

JOHN BAYNE MACLEAN, *President.*

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

H. V. TYRRELL, *General Manager.*

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

Canadian Grocer is an applicant for membership in the Audit Bureau of Circulation.

OFFICES:

CANADA—

Montreal — Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. **Toronto**—143-153 University Ave.; Telephone Main 7324. **Winnipeg**—34 Royal Bank Building; Phone Garry 2313.

UNITED STATES—

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

GREAT BRITAIN—

London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 129600. Cable Address: Atabek, London, England.

Subscription: Canada, \$2.00; United States, \$3.00.

Great Britain, the Colonies and Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

Vol. XXX.

TORONTO, APRIL 21, 1916

No. 16

SMALLER TOMATO TIN AS STANDARD

CANNERS of vegetables and fruits in Ontario have decided this year to adopt as far as possible the 2½-lb. tin for tomatoes, baked beans and some fruits, instead of the usual 3-lb. tin. The idea of this, no doubt, is on account of the prices on canned tomatoes and baked beans advancing so sharply during the past six or eight months. The canners are anxious to produce a tomato tin, etc., that will sell to the consumer at a popular price, and still allow a margin of profit for themselves and the trade. The experience with a No. 3 tin is that it can seldom be got down to the popular price basis and this injures the consumption greatly.

Some canners predict that this is the beginning of the end of the No. 3 tin as a standard size, and that several other lines will follow. In peas and corn the standard size of course has been the No. 2 tin.

ACT RE FALSE ADVERTISING

ADVERTISERS and retailers should always bear in mind the provisions of the amendment to the Criminal Code (Chap. 24) relating to mis-statements in advertising. It is unlawful to knowingly publish or cause to be published any advertisement, for promoting the sale of an article, containing any false statement or false representation which is likely to or is intended to enhance the price or value of such article, or promote the sale thereof, etc., etc. Every merchant should carefully study the provisions of the Act, assented to June 12, 1914 and which are reproduced herewith:

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

"1. The Criminal Code, chapter 146 of the Revised Statutes, 1906, is amended by inserting the following section immediately after section 406 thereof:

"406a. Every person who knowingly publishes or causes to be published any advertisement for either directly or indirectly promoting the sale or disposal of any real or personal movable or immovable property, or any interest therein, containing any false statement or false representation which is of a character likely to or is intended to enhance the price or value of such property or any interest therein or to promote the sale or disposal thereof shall be liable upon summary conviction to a fine not exceeding two hundred dollars or to six months' imprisonment or to both fine and imprisonment."

PARIS GREEN SHORTAGE PREDICTED

GENERAL stores will be interested in information about the Paris Green market. It does not require a prophet, nor yet the seventh son, to make a reasonable prediction that there will be a shortage of Paris green before the present season is through—and the logical business effect of short supplies is higher prices. About the only thing that could upset this prediction would be a kind Providence, which would interfere with the usual activity of insect pests; while on the other hand, a bad season in this respect is likely to lead to a serious situation.

With the prices of raw materials soaring, manufacturers both in Canada and the United States have cut down their production considerably. The fact that the opening price in the Canadian market was 38¾c per pound as compared with 16¼c at the opening a year ago indicates what the higher cost of materials has already meant, and manufacturers say that even higher prices are now warranted. A manu-

facturer points out that, under ordinary conditions, if business in one year is light, the surplus can be held over until the next season; but that this cannot be done on account of the high and uncertain prices of materials. Paris green carried over represents capital tied up for seven or eight months, and at present costs manufacturers cannot afford to finance production on a scale to warrant this. The result has been that some plants have closed down entirely, and the usual policy has been to curtail output. Conditions do not warrant gambling on a heavy demand, and for this reason makers generally are prepared for light business only.

American makers of Paris green are of the opinion that the production for 1916 will be about 60 per cent. of the normal output, and Canadian manufacturers are in about the same position. As the facilities for manufacturing are limited, while the greatest difficulty exists in obtaining the necessary ingredients, due not only to an actual shortage of materials, but to freight congestion and other factors, trade interests assert that the chance of turning out Paris green at the time of a rising demand is extremely limited.

The four main raw materials required in the manufacture of Paris green are sulphate of copper, or blue vitriol, arsenic, soda ash and acetic acid. All are scarce at the present time and held more dearly than during other years.

DISPLAY SEEDS NOW

THE seed season is here again in earnest. During the past ten days or so we have been favored with some fine spring weather, so that thoughts of back-yard enthusiasts are turning to seeds. Even where it is too early to plant seeds out in the open, there are many who start them under glass at this early date and earlier, so as to be prepared for the time when there will be no frost.

Displays of seeds, therefore, are in order. In fact, there were many people buying seeds two and three weeks ago, simply because they were on display in grocery stores.

Seed displays, too, create a spring-like appearance and actually encourage sales in other lines.

Last year was a very important one from the standpoint of the backyard and this year there is predicted another big sale for seeds. The grocery store that displays them most prominently is bound to get its share and a little more of the business.

USE THE PAPER BALER

FOR several weeks past CANADIAN GROCER has, through its weekly market reports, directed attention to the shortage of paper, waste paper and rags. The matter has now been taken up by the

Department of Trade and Commerce and last week a poster, signed by Sir George E. Foster, Minister of Trade and Commerce, has been sent out, advising the public of the serious shortage of raw materials, including rags and old papers. The Department points out the necessity of stopping the waste, and requests the public to save all waste paper and rags and dispose of them through the usual channel of collectors and dealers.

The grocery trade, probably more than any other, can assist in this campaign. A similar campaign was inaugurated in the United States some time ago. A paper baler in which can be thrown all waste paper to be sold to paper dealers should soon pay for itself.

CLEAN ADVERTISING

IT IS worth something to know that advertisements which are inserted in a trade paper are clean and dependable. In the United States there is an organization known as the Association of National Advertisers which makes it a principle to ask publishers to declare themselves with respect to certain questionable classes of advertising. For instance, there are the advertisements for cancer cure, men specialists, fortune-telling, advertisements of real estate and financial concerns that one would personally consider questionable, matrimonial bureaus, and other classes of advertising which might gull the public.

In the case of very many of the newspapers they have been unable to answer these questions in a creditable manner. There are numerous forms of advertising which get into the trade paper that would gull its readers if careful scrutiny and selection were not exercised. It is one of the business principles of CANADIAN GROCER to exercise the greatest care possible in safeguarding its readers. It is our settled business policy never to solicit advertising from a source that may be at all questionable. Furthermore, on our advertising contracts we always reserve the right to cancel an advertisement. This is done in case it turns out that the firm carrying the advertising is not all that we had expected it to be.

Merchants who have occasion to peruse the advertising pages of this paper can feel assured that the greatest of care has been exercised on their behalf in this process of selection. It is our aim to make our advertising of the most reputable and trustworthy kind. Many advertisements have been rejected because we have felt that they might be of the questionable sort.

THE SPRING and Summer Sales Number will contain a splendid article on how a large grocer keeps a complete set of books, so that he always knows exactly where the business is at.

The Pepful Land of the North

The Only Town Between North Bay and the North Pole—Faith That Made an Empire Possible—Huskies and Pulp Wood, Portage and Packs—The Dun and Bradstreet's of the North—Development of a New Type of Manhood—A Dollar-and-Cents View of a Human Problem

Written especially for Canadian Grocer.

COCHRANE, the "only town between North Bay and the North Pole," as some of its admirers say, is the furthest north of that municipal trilogy of live wire towns that includes Cobalt and New Liskeard on the south.

To go into Northern Ontario is to go into a new West that lies at the very doorway of the old East, you unsuspected and unsusung, except from a purely northern standpoint. For it is the West again, a different West 'tis true, more staid, more settled, but with all the pep, the dash and go of that other that lies three days' journey to the geographical West. For this is the West of mind and thought which numbers amongst its sons that breed that dreams dreams and does deeds.

The very atmosphere on the trains is different. The people mix, swap views, talk about the country, the cut of the saw-mills, the run of pulp, the clearing of the land and the future—that bright prospect that unfolds its roseate promise unto those who believe in this land.

Past New Liskeard, mother of towns, rich in good warm farms, a newer old Ontario town; through Cobalt, that maker of millionaires; and Haileybury, the Little London of the North, residential, farming and mining interests, interwoven into the fabric of its town planning, its splendid cathedral, its hospitals and its schools.

It is faith that has made this land.

The Pride of a Young Country

And it is all so young and so generous in the unbounded enthusiasm of its years. In the hotel at Cochrane the place of honor on the walls is given to the little picture frame that encloses the pulp from the first run at the Abitibi Pulp & Paper Company's mill at Iroquois Falls on August 1, 1914. In another there is the first run of paper on July 14th, 1915, the same day on which the

first ticket was sold for a trip on the National coast to coast train over the newly acquired Transcontinental. These are the business doctors' certificate of industrial birth. And by their sides hang enlargements of the ancestors, broad-faced and high-cheeked Indians of the James Bay country, from the northern dooryard of the town.

Things Primitive

Huskies are still the dog de luxe. They roam about the streets, bristling and sturdy, pinto hued as any circus pony. Pulpwood is still a large medium of exchange. Merchants take it by the cord in settlement of sacks of flour that even yet are toted in 300-lb. man loads, by might of trunk line, straining muscle and sturdy leg over the long portage and through the rotting muskeg. Money and goods are advanced on it prodigally, in the bush; more later on the track, and the balance at the mill. For our northern merchant is a man of parts who makes the circumstances of a new country fit his need of business.

Rating Men in Pounds

And so likewise is his customer. Assuredly he must be a man of parts to carry such a load over such places to put to such uses. For men are rated by their loads. An Indian is rated in a class by himself—three hundred pounds worth of a rating besides which Dun and Bradstreet's pales; flour, beans, bacon and sugar, flung in orderly confusion like

cordwood across the whipeord neck and muscled shoulders.

Two hundred pounds does for a white man unless he be a young Hercules and adds fifty and enduring fame. To walk across a spume splashed log, on the crest of an angry rapid with such a load tests all of nerve and muscle. Their value, both men and burden is rated in pounds by dollars; and when they fall, as fall they sometimes do, there is tragedy. The beans will dry in the northern sun, the pork is scarcely hurt, the flour forms a protective outside layer of dough; but the sugar—the rapids have its sticky sweetness.

The Spirit of the Country

And this is what makes the pulpwood a medium of exchange; this is what makes the spirit of the country in all alike, trappers, miners, farmers, shanty men and railroaders, a polyglot mixture of old and new. This is the spirit that has twice rebuilt a fire-swept town until it stands to-day in brick and good grey rock, a monument to all alike.

The time is one of readjustment in Cochrane. During the railroad building period of 1912, '13, '14, the surplus labor of the work insured enough business for all. Cash was all and all was cash. And then the road was completed, the floating population of several thousand transient construction men were wafted away to war and other work; and the country settled down in the midst of war's stern times to find itself.

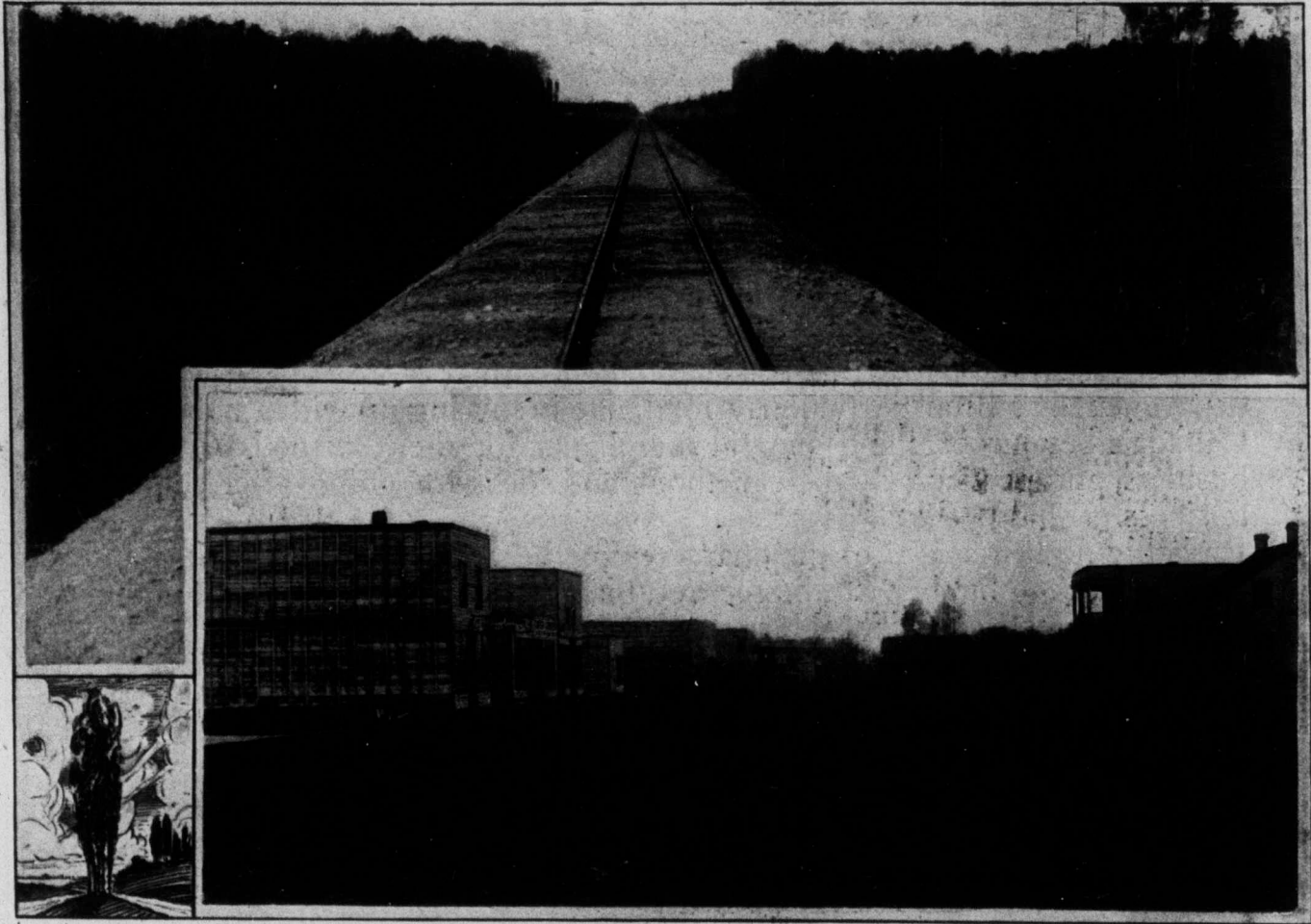
It found itself with its revenues cut in two, down to a basis of population commensurate with the needs of the country, bereft of ready cash and faced with the problem of carrying on credit and an army of men who must now turn their hands to other things; the railroad in place of the raft, the clearing of the land in place of the portage over it.

The New Order

And nobly they have responded.



A pioneer town in the making in New Ontario. This is Harricanaw, a French-Canadian settlement, 143 miles east of Cochrane.



The top picture shows the splendid road-bed of the G.T.P. west of Cochrane; the one below, the main street of Hearst, a divisional point and already quite a live town.

Slowly, but surely, the land is being cleared, crops harvested and debts of reconstruction paid. The tide is flowing to the retailers. Their customers are proving to them the value of their faith. And the new conditions are attracting new men and developing the old. A new type is developing. The fly-by-nights, the ten-day men have gone the way of the will-o-the-wisp. Those who remain are sticklers, fighting the fight of the trench on our northern front. They earn only half the earnings of the old days; they save infinitely more, for then they saved not at all. There is little of the tinsel glamor of superficial conditions, but a great deal of the basic undertone of hard work and honest endeavor, the whole leavened by a plain pep that is above rating.

The Kernel of the Coconut

And there is reason in their faith. Thirty miles to the west is a great lumber company that manufactures all things in the way of wood work. At Iroquois Falls, the second largest pulp mill on the continent pours out that white river that feeds the presses of the

Chicago papers and the wants of India. A duplicate of it is in process of planning at Jacksonborough. Seventy miles away at Macpherson fifteen hundred alien enemies labor at north country roads and the making of a vast experimental farm of which one thousand acres are already cleared of land that averages a cost of thirty dollars an acre in the clearing for the settler.

And Cochrane town itself has become the chief point of three railroad divisions on the Transcontinental, with a \$25,000 pay roll that is growing and the terminus of the Temiskaming & Northern Ontario that expects soon to have a line through to James Bay on the north. And for ten miles in all directions the homesteads lie close-packed and growing in good honest fields of the clay belt land of which this forms so large a part.

The rivers teem with fish, the bush with game. The Government Northern Development Company, divorced from politics, builds roads and bridges through the far-flung wilderness trails; new homes spring up, the western north girds up its lusty loins and smiles at the future.

LABELS FOR EGG SUBSTITUTES

"Egg powder" in the opinion of the Bureau of Chemistry of the U. S. Department of Agriculture is synonymous with "powdered egg" and "Service and Regulatory Announcements," No. 17 of the Bureau, states that articles which do not contain other ingredients will be regarded as misbranded within the meaning of the Food and Drugs Act if they are labelled "egg powder" without qualification. The Bureau also holds that an article should be labelled "egg substitute" unless it possesses the properties of eggs. These questions each manufacturer must settle for himself before shipping his product in interstate commerce. The Bureau of Chemistry is without authority, it is said, to conduct experiments to determine for individual manufacturers whether their products will accomplish the results claimed for them, and the manufacturers must do this work themselves.

Brazil supplied most of the coffee imported into the United States during 1915, sending 30,000,000 pounds more than in 1914, and 134,000,000 more pounds than in 1913.

Spring Number Next Week

THE next regular issue of Canadian Grocer will be the Annual Spring and Summer Sales Number. The editorial matter for this issue has been practically completed, with exception of markets, and we are sure the trade will be convinced next week, that this is the best and most practical issue of any grocery trade paper that has ever reached their store. The editorial department has been particularly fortunate in linking up with a number of Canada's best grocers and general merchants for their methods of doing business, and particularly their methods and ideas for going after summer business.

Probably no better idea of the character of the articles in this Spring and Summer Sales Number can be secured than from the heading of a number of articles prepared for it. Here they are:

Summer Home Trade via Father.
 Watches Hotel Registers for Customers.
 A One Hundred and Ten Thousand Montreal Store.
 From Gasoline Tank to Soda Fountain.
 Order Tables Help Expand Purchasing.
 Boosting Fruit and Vegetable Sales.
 Getting Public to Take the Elevator.
 Making Money on the Telephone.
 Quick Service; Clean Delivery.
 Maple Window Draws School Class.
 A Finger on the Business Pulse.
 Capitalizing the Clean Store.
 Holding a 60-Year-Old Trade.
 Cherney Methods of Building up Business.
 Horse-Shoe Counter in This Store.
 Farmer Turns Grocer, Now a Day Laborer.
 Grocers Get Together on Delivery.
 Saves \$31 Delivery Expense.
 Getting After Seed Trade Early.
 Selling Foods for Trench Consumption.
 The Customer is Always Right.
 Daily Battle Around Bad Accounts.
 Gets the Farmer From the Market.
 Candling Eggs Not General.
 How Do I Handle Provisions?
 How I Handle Cigar Trade.
 New and Effective Display Methods.

Readers can judge for themselves from this list the quality of the Spring Number articles. In view of the character of a number of them, it is going to mean that this issue will be consulted often during the summer season, as the trade are carrying out their respective plans for developing summer business.

THE EDITORS,

Toronto, April 21, 1916.

Grocers and Druggists to Prosper

The manager of one of the greatest manufacturing concerns in Canada says: "As our line is used by all kinds of merchants we made a careful investigation as to the possibilities for growth of the different classes of retailers in this country. We have arrived at the conclusion that Grocers and Druggists have the brightest future of any. We have decided, therefore, to concentrate our advertising upon grocers and druggists."

If you are a manufacturer of grocery lines and wish to share in the present and future prosperity of the grocers of Canada, begin now to interest them in your goods.

There is no way in which you can do this more effectively and economically than through the advertising pages of The Canadian Grocer. It is read every week by the better grocers in every part of this country. Begin with a good announcement in the Spring and Summer Sales Number to be issued next week, on the 28th. You have just time to send in copy for that issue.

**Spring and Summer Sales Number Next
Week**



THROUGH OTHER SPECTACLES



THE SUGAR SUPPLY IN BRITAIN

(From The Grocer, London, Eng.)

A correspondent calls our attention to a complaint, which he rightly regards as serious, in reference to the short-weight condition in which many bags of sugar reach retailers. In one consignment he says that one pocket of sugar was 30 lbs. short weight, and another 20 lbs. Some dealers refuse to entertain any complaint, whether as to quality or weight; but if retailers are prosecuted for selling short weight, somebody, either the dealer or the Royal Commission on the Sugar Supply, should be similarly punished if they pursue such a course. We are told that the practice of the Royal Commission is to deal with imported sugar by averaging weights, taking a certain number of bags for the purpose of arriving at this average; that where faulty bags are found they are thrown aside, and only bags of fair average weight are sold to dealers. It would appear, therefore, that the dealers must be held responsible for such short weight as this correspondent describes; and if the Government hold the retailer responsible for selling full weight to his customers, their duty is also to see that he gets the full weight for which he has to pay. Some dealers are asking their customers to sign an undertaking that they will accept the goods as delivered to them, whatever the weight or quality. Such a proposition appears to be an endeavor on the part of the dealer to rid himself of responsibility and to throw it upon the retailer. The Royal Commission ought to deal with this anomalous position.

Numerous well-founded complaints are being made at meetings of grocers' associations and by individual members of the trade as to the difficulty of obtaining sugar, and these are sometimes coupled with allegations that there is an unfair distribution of sugar by those who hold it. We do not for a moment suppose that the Royal Commission are showing favoritism in any particular direction, for it is obvious that a public body like that must act impartially. At the same time, it must be borne in mind that the Royal Commission are now the sole authority controlling imported sugar and likewise British refined, and with the enormous powers they possess it surely ought to be possible for them to find some way whereby supplies could be more equitably distributed. Nobody expects that supplies can now be obtained on the normal basis, but if there is to be only three-fourths of the normal quantity available, the Royal Commission ought to see that that quantity is properly distributed. Some ridiculous complaints have been made in the daily press as to retailers refusing to sell sugar to customers unless they purchase other goods. Such complaints appear to us to be most unreasonable, and the references to this subject which were made at the Swansea Grocers' Association's meeting on Tuesday show that the retailer has reason and fair play on his side in the matter. It certainly does not appear to be unreasonable to suggest that people who go to multiple-shop companies or to hawkers for their tea should be invited by grocers to obtain their sugar supplies from the same source. In this connection it is interesting to learn that the members of the Workington Grocers' Association are distributing handbills impressing upon their customers the necessity for economy in the use of sugar. This is a practical way of dealing with an awkward position.

THOSE MOLASSES SHIPMENTS

(From St. John, N.B., Telegraph)

According to information received by the Board of Trade from Hon. George E. Foster,

Minister of Trade and Commerce, the steamer Durley Chine has been chartered by the Royal Mail Steam Packet Company for a trip to the West Indies. The ship will sail from Halifax about April 15.

The molasses importers here have asked that the sugar space of this steamer usually reserved in R. S. M. P. boats be utilized on this special trip to bring molasses to this part. This matter has been taken up by the department with the steamship line, with a request that it be given careful and, if possible, favorable consideration.

In his letter the Minister of Trade and Commerce says: "I find that the R. S. M. P. Company has shipped this season from Barbados 1,160 tons of sugar and 4,663 tons of molasses and has booked space up to October 31 this year for 11,280 tons of sugar and 10,300 tons of molasses. Last year the company's boats carried 2,085 tons more molasses than sugar, and up to the end of October of this year will have carried 2,523 tons more molasses than sugar."

These figures were secured by the minister in answer to the statement that the company had precluded molasses, giving preference to sugar shipments. Owing to the fact that the molasses stores in this city have run very low the announcement that this additional trip will be made will be hailed with delight by the local importers, and a combined effort will be made to have the ship bring as large a cargo of molasses to this port as possible to relieve the local situation.

FOOD VALUE OF HONEY

(From Arnprior Express)

Honey, as an article of food, has a value that is well established and unquestionable. Apart from its pleasing taste and odor, it has specific qualities that entitle it to a high place in the list of natural food products. After it has been collected it does not need to be subjected to any additional treatment to be made fit for use; it is in reality a "natural" product. Its use as such has been known from the earliest times, and its popularity will undoubtedly remain unimpaired while the need for human food endures.

The quality of honey is greatly affected by the source from which the bee collects it, for it takes easily the peculiar flavor of the plant that produces it. So far as taste is concerned, the basswood tree stands easily first and buckwheat just as indisputably last in the order of merit as producers. Honey has the great recommendation that most of the work is done by the bees, care being taken to give them flowering plants from which to collect the honey and convenient places in which to store it. Industrious as the bees are, they prefer to operate without having to provide themselves with receptacles, and one of the ingenious practices in beekeeping is to furnish them with boxes or frames that are easily removable, and when the full boxes are replaced by empty ones the bees work on until they are filled or the season comes to an end.

In these times of scarcity of men for farm work, beekeeping is an occupation to which women might profitably turn their attention. In a very true sense, apart from the value of the produced honey, the habits and methods of the bees are interesting subjects for observation. The labor of attending to them is not exhausting or even difficult. Care must be taken to have an abundance of flower blossoms within the radius of the bees' flight from the hive. Nature provides a great

variety of blossoms, but the supply is not inexhaustible, especially in a locality where many hives are kept.

WOMEN AS GROCERS

(From the Kingston Standard)

An English grocery firm engaged fifteen girls as shop assistants on probation; these proved so satisfactory that in the course of a few days the same firm applied for fifty more girl grocers. Now that we have become accustomed to the entry of women into all manner of new branches in trade, it seems rather strange that women assistants did not serve in grocery stores before the war to any extent.

The work is not heavy, and it calls for no greater general knowledge or intelligence than is required of, say, drygoods counter women. The hours are no longer than in other shops, and the wages paid compare very favorably with the earnings of other shop assistants.

Undoubtedly the best method of gaining a good start is for the girl to enroll as a student at a trade school. Tuition for would-be girl grocers' assistants is given in a large room that is fitted as a grocer's shop. As the qualification necessary to a girl who wishes to become an assistant in a grocer's shop, nothing more can be said than that they are the same as are required of shop assistants in all similar positions.

She must be smart in manner and in appearance, quick at figures, able to show herself willing to go to a certain amount of trouble to satisfy customers. In short, the successful girl grocer possesses just those qualities which make the successful saleswoman anywhere.

Women have entered grocers' shops to stay there, not as a wartime expedient. Therefore, the girl who is contemplating starting her business career as an assistant in a shop might do well to enter the grocery trade while there is a demand for her services. Later this trade, like the dry goods, for instance, may get overcrowded and consequently less desirable.

READING TRADE PUBLICATIONS DESIRABLE

From The Credit Men's Journal

The value of knowing trade conditions throughout the territory in which his firm is doing business is of the greatest benefit and value to the credit man.

There are many methods by which this data can be gathered, but few equal in value the careful scrutiny of the commercial pages of up-to-date newspapers, the trade press, and the bulletins issued by the different departments of the Dominion, as well as the Provincial Governments.

The question of time to consult these mediums is one that is of prime consideration to the average man in charge of a credit department. The multitudinous duties that fall to this end of most businesses make the leisure hour for concentrated thought very difficult to get. But it should be got. Where the press of details keeps a man's mind constantly engaged, his ability to develop new policies, to initiate new movements, to improve his department and all departments of his house is impaired. Time for thought, for studying of conditions, methods, improvements, etc., is just as essential in all realms of commercial life as in scholastic circles, and the best equipped man is the man who takes the time to think out the problems, to study new policies and to concentrate his mind on the needs and requirements of his business for tomorrow, as well as the needs of the immediate hour.



CURRENT NEWS OF WEEK

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



Quebec and Maritimes

D. S. Hislop, late of the late produce firm of Hislop & Meldrum, passed away during the week.

Clough & Co., of Lennoxville, P.Q., flour and feed merchants, have changed the style of name to A. L. Parker & Co.

The St. Hyacinth Butter and Cheese Board will hold its annual meeting and first sale for 1916 on Saturday, April 22nd.

The Eastern Townships Dairymen's Exchange now holds its regular weekly meeting every Saturday. On the 15th inst. 767 packages were offered by thirteen factories, and 247 packages changed hands at from 32c to 32 $\frac{1}{2}$ c per pound.

Ontario

Craig & Cherry, of Ottawa, grocers, have been succeeded by G. T. Young.

Walter Ford, of Ottawa, butter and eggs, etc., is succeeded by Modern Dairy Company.

T. Q. Tamblyn, grocer, of Toronto, recently suffered damage by water when a main burst.

Clarke & Linstead, of Toronto, grocers, have dissolved partnership, the latter continuing.

John Kearns has purchased Marshall Green & Co.'s grocery in Orangeville, and took charge last week.

W. H. May, St. Thomas, Ont., has moved to a larger and more attractive store a few doors east on Talbot street.

W. G. Allison, St. Thomas, Ont., has bought his partner's interest. The firm formerly was Morice & Allison, and now Mr. Morice is clerking for Butler Bros.

J. S. Donaldson & Son, manufacturers representatives, have removed from 48 Front street east, Toronto, to Western Buildings, 18 and 20 Wellington street, east.

P. J. Lendenman, general merchant, of Eagle, Ont., died last week. He had been in business in Eagle for over 50 years; he also conducted a branch store in Plattsville, Ont.

H. O. Ead, St. Thomas, Ont., cut his finger slightly three weeks ago, and blood poisoning has set in. Although at first it was very serious, he is improving a little but is not yet out of danger.

Mayor Stevenson, of London, is considering moving for the appointment of

a special committee to inquire into the increase in the price of bread and the establishment of a municipal bakery in London may be the outcome.

There will be a general meeting in London, Ont., on April 27 of the Retail Merchants' Association, one of the chief topics to be discussed being the selling direct to the consumer on the part of some wholesalers.

The Pure Food Show of the London, Ont. grocers, will be held next week. The association there has not only taken over the hall in which the show is to be held, but the entire Winter Garden, in which is a bowling alley and hall for dancing, etc. During the week of the exhibition all employees of the hall will be in charge of the officials of the association, which means quite an undertaking for that body.

The late James Balfour, of Ashburn, who died at his home in Whitby, Ont., at the age of 75 years, was born in Fifeshire, Scotland, and came to Canada in 1856, with the rest of his family. After having been engaged in public school teaching for a few years, he became identified with the wholesale tea business of Balfour & McLaren, of Hamilton, retaining his connection up till within a year of his death.

The fish and game committee of the Ontario Legislature this morning decided that the "market" shooter must be wiped out, and they passed an amendment to the game laws prohibiting the sale of wild ducks, wild geese or any wild water fowl. The object of the law, they claim, is to put out of business men who shoot for monetary purposes and slay the fowl in great numbers for the purpose of supplying the retail markets. The committee also adopted an amendment to the act prohibiting any non-resident from carrying or shooting with a gun without a license from the province. Several other important amendments to the game laws were also adopted.

George H. Millen, president and manager of the E. B. Eddy Co., Limited, Hull, Canada, has recently completed fifty years of service to the late E. B. Eddy and the present company. Mr. Millen was born in Glen's Falls, New York, in 1838, where he spent his boyhood days. When he was but a young man the call to arms came, when he en-

listed and saw active service throughout the Civil war. Not long after the conclusion of the war he arrived in Hull, on the 14th of April, 1866, when he made arrangements with the late Mr. Eddy to take charge of a small saw-mill which he had rented from the Wright family. At that time Mr. Eddy owned some match and pail machinery, but no real estate in Hull. Mr. Millen has been connected with the business ever since, never having been off duty for two weeks at any one time, either on account of sickness, pleasure or business. He has had the superintending and building up of the factories, mills, etc., from the beginning.

Western Canada

W. E. McDonald, of Drumheller, Alta., has suffered loss by fire in his grocery store.

Fire on April 7 broke out in the store of W. E. McDonald, general merchant, Drumheller, Alta., and completely burned out the block.

Robert Gillespie, of the Robert Gillespie Co., Bannatyne Avenue, E., Winnipeg, is on a trip west. He is expected in Vancouver towards the end of the month.

L. B. Cochrane, who operated a general store at Medicine Hat, Alta., until 1911, died at Victoria, B.C., last week. He was formerly in business in Maitland, N.S., and was a son of Hon. A. McN. Cochrane.

A. A. Strang, of Strang Bros., Winnipeg, manufacturers of shoe polish and dressing, is calling on Western jobbers in all cities between Winnipeg and Vancouver. Mr. Strang will be away until late in May.

F. A. Lamb, formerly of the firm of Kirner & Lamb, general store, Empress, Alta., has returned from an extended trip through the States. Mr. Lamb will reside on a homestead west of town in the near future.

The Wentworth Orchard Co., Limited, have opened a wholesale wareroom at 109 King Street East, Toronto. It is also their intention to open distributing branches in the West in the near future. They stock green, dried and canned fruits, as well as jams, jellies, and pie filling.

Condensed Milk Higher; Also Sugar

There Seems to be no Let up to Sugar Advances—Advances Occurring Every Week—High Cost of Materials Cause of Rise in Condensed and Evaporated Milk—Canned Tomatoes Firming Up Again.

Office of Publication, Toronto, April 20, 1916.

AN UNUSUAL condition, created this year and which grocers have to face is a shortage in the crop of ice and the soaring price of ice, caused by an early thaw. The figure now quoted in the price lists of Toronto ice companies is 25 per cent. higher than it was this time last year, that is for daily supply per month. For the season contract the price is 20 per cent. higher than at this time last year. There are one or two reasons for this. The first is that the St. Lawrence supply is considerably behind what it was last year. Indeed if there had not been the accommodation in Montreal for bringing in ice from Lake Francis there would have been an ice famine this coming summer. The ice on the St. Lawrence went away at the end of January and beginning of February and consequently a lot had to be taken in from Lake St. Francis. This has meant the extra expenditure of thousands of dollars in freights which would not otherwise have been necessary, so that ice will be dearer not only because of the failure of the supply in certain quarters but because of the extra cost of haulage. This in its turn is due to the increased price of hay and fodder and everything connected with the haulage business. This soaring price of ice affects the grocer because he has to buy it in large quantities.

The market in new laid eggs is a cent lower in some centres this week on account of a much increased production. Notwithstanding a heavy demand for Easter which it was thought would possibly swamp the market, production was able to take care adequately of this and the margin was ample. Opinion is expressed in several quarters that we shall see still lower prices of eggs.

The same thing applies to dairy butter. There is a lot being made and a good deal of it is not being sent from creameries. Moreover the milk flow is much increased.

With regard to maple syrup this is beginning to arrive in larger quantities although sugar is not yet on the market to any great extent and reports from different parts of the country differ a great deal as to what sort of crop there is going to be. It is not suggested anywhere, so far as one may find out, that there will be any more than an average crop and some reports say that we shall be lucky to get that.

Items of interest to the trade are that condensed milks are up 15c a case and evaporated 10c. These advances are due to the high cost of sugar and milk and packing materials. Other items are advances in paper bags, canned lobster and cocoanut.

Quebec Markets

Montreal, April 20.—Interest this week centred in opening of navigation which is expected to occur within the next week or ten days and materially stimulate trade particularly with Maritime Provinces and Gaspé Coast. Ranking next in importance is lifting of embargoes on C. P. R. and G. T. R., although I. C. R. embargo is still in force and railroad congestions are again becoming acute particularly between here and St. John, where large shipments are said to be tied up. Wholesale trade reports large amounts of orders on hand awaiting opening of navigation for delivery. Present shipments being shipped

by rail continue satisfactory, and although orders are not large, repeats tend to make large totals. Ontario prohibition is being felt here both in a favorable and in a reverse way. There is an increased demand for stimulant lines, but an undertone of uneasiness on part of Ontario customers whose business has been unsettled by recent prohibitory law enacted there which takes effect in September.

Maple syrup is beginning to arrive in larger quantities, although sugar is not yet on market to any great extent and reports from authorities are extremely contradictory in nature as to conditions of crop but at best do not indicate more than an average crop. Sugar is very firm and syrup has become more plentiful with the lifting of embargoes that have allowed in raw supplies for mills.

Markets in Brief

QUEBEC MARKETS.

FRUITS AND VEGETABLES—

Oranges and bananas active.
Spinach, cabbage and celery cheaper.
Lettuce and onions up.

PRODUCE AND PROVISIONS—

Lard very firm.
Milk-made butter easier.
Eggs being stored.

FISH AND OYSTERS—

Fresh fish scarce.
Halibut higher.
Frozen stocks low.

FLOUR AND CEREALS—

Flour firmer.
Cereals quiet and easier.
Feeds firm.

GENERAL MARKETS—

Sugar firm.
Taploca 1 to 2c higher.
Canned lines have uniform rate.

ONTARIO MARKETS.

FLOUR AND CEREALS—

Rolled oats lower.
Whole wheat lower.
Graham flour down.
No change in flour.
Export somewhat dull.

FISH AND OYSTERS—

Lake Erie whitefish is now arriving.
Haddock coming in.
Fresh cod selling.

FRUIT AND VEGETABLES—

Oranges getting higher.
Potatoes at all prices.
Strawberries cheaper.
Root vegetables selling.

PRODUCE AND PROVISIONS—

Dairy butter cheaper.
No change in cheese.
New lads are lower.
Cooked meats in demand.

GENERAL GROCERIES—

Canned tomatoes selling.
Condensed milk higher.
Sugar up ten cents.
Interest in prunes.

MANITOBA MARKETS.

FLOUR AND CEREALS—

Flour demand below normal.
Better demand for feeds.
No change in quotations.
Wheat market uncertain.
All cereals quiet.

PRODUCE AND PROVISIONS—

Eggs will decline soon.
Storage butter stocks low.
Hog market goes higher.
Meat prices very firm.

FISH AND POULTRY—

Fresh supply of haddies.
Halibut and salmon scarce.
Fresh salmon quoted at 21c.
Big demand during Lent.
Live poultry arriving.
Dressed poultry market firm.

FRUIT AND VEGETABLES—

Spinach and rhubarb in.
Florida tomatoes \$5 case.
Big drop in asparagus.
B.C. apples off market.
Big jump in navel oranges.
Grapefruit up to \$4 case.

GENERAL GROCERIES—

Further advance in coffees.
Sugar now on \$8.35 basis.
Cane syrups up in sympathy.
Certain canned goods scarce.
Jobbers' prices on prunes up.
Package peanuts advance 10%.
Honey hard to procure.

Uniform prices have been established in canned lines. All of Borden's condensed milks are up 15c per case and evaporated 10c. Several sundry brands have followed. High cost of sugar, milk and packing materials are said to be cause of same. Advance has occurred in paper bags in which the discount has been reduced from 45 to one of 40 per cent. Canned lobsters have advanced to very high price, and cocoanut is up 3c a lb., and very scarce. New vegetables are beginning to come in from South. Gillett lines have advanced 75c a case in lye, 5c in yeast and proportionate changes in soda, cream of tartar and bicarbonate. Baking powder is unaffected.

SUGAR.—Market is up another 10c, and price is now \$7.75 per 100-lb. bag for extra granulated with increase of firmness since last change in middle of last week. Sales are reported from New York of Cubans at 5 1-16 and 5 1/8 to 5 1/4 asked so that the few offerings at the lower price are eagerly snapped up and very hard to get at this price. New York refined made a 15c advance on last rise as compared to 10c here and is now offered at \$7.15 to \$7.25. Firm undertone predominates in New York, where reports are that 5 1/2c is freely predicted for Cubas. Cartons, half cartons and Dominoes are up 40c. Steadily advancing prices have stimulated buying to extent that re-action has occurred here and some hedging is noticed on part of some heavy buyers of late.

This feeling has spread to retail trade and is beginning to check the demand without lessening very strong feeling of market.

| Extra Granulated Sugars— | | Per 100 lbs. |
|---------------------------------|--|--------------|
| 100 lb. bags | | 7 75 |
| 50 lb. bags | | 7 85 |
| 2 and 5-lb. bags | | 7 90 |
| Extra Ground Sugars— | | |
| Barrels | | 8 10 |
| 50 lb. boxes | | 8 30 |
| 25 lb. boxes | | 8 40 |
| Yellow Sugars— | | |
| No. 1, 100 lb. bags | | 7 35 |
| Dark yellow, 130 lb. bags | | 7 10 |
| Bright yellow, bbls. only, cwt. | | 7 60 |
| Powdered Sugars— | | |
| Barrels | | 7 90 |
| 50 lb. boxes | | 8 10 |
| 25 lb. boxes | | 8 30 |
| Paris Lump— | | |
| 100 lb. boxes | | 8 35 |
| 50 lb. boxes | | 8 45 |
| 25 lb. boxes | | 8 65 |
| Crystal Diamonds— | | |
| Barrels | | 8 35 |
| 100 lb. boxes | | 8 45 |
| 50 lb. boxes | | 8 55 |
| 25 lb. boxes | | 8 75 |
| Cartons | | 9 25 |
| Half cartons | | 9 75 |
| Crystal Dominoes, cartons | | 9 35 |

MOLASSES AND SYRUP.—Market remains absolutely unchanged from conditions outlined last week following decision of no Government molasses boats from West Indies. Scarcity of supplies on hand, lack of new arrivals, high prices and keen demand continue to be ruling factors in a very strong market in which holders of stocks are in very strong position. Railroad congestions have increased tendency to restriction of arrivals and some shipments are reported tied up at St. John.

Cane and corn syrup remain unchanged in price but orders are being

filled more rapidly through lifting of embargo which has allowed in raw supplies for running of mills. Maple syrup is beginning to come forward more freely although no quantity of sugar has yet appeared on market. Report of crops are contradictory and vary from those of actual shortage to average crop. New York crop is definitely short.

| Barbadoes Molasses— | Prices for | |
|---------------------|------------|---------|
| | Fancy. | Choice. |
| Punchcoons | 0 57 | 0 69 |
| Barrels | 0 60 | 0 82 |
| Half barrels | 0 62 | 0 84 |

For outside territories prices range about 3c lower.
Carload lots of 20 punchcoons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

| Corn Syrup— | | |
|--|--|----------|
| Barrels, per lb., 3% c; 1/4 bbls., 4c; 1/2 bbls. | | 0 04 1/2 |
| Pails, 3 1/2 lbs., \$1.25; 25 lbs. | | 1 40 |
| Cases, 2 lb. tins, 2 doz. in case | | 2 65 |
| Cases, 5 lb. tins, 1 doz. in case | | 3 00 |
| Cases, 10 lb. tins, 1/2 doz. in case | | 2 90 |
| Cases, 20 lb. tins, 1/4 doz. in case | | 2 85 |

| Cane Syrup— | | |
|-----------------------------------|--|----------|
| Barrels, lb., 5 1/2 c; 1/4 bbls. | | 6 65 1/2 |
| Cases, 2 lb. tins, 2 doz. in case | | 4 80 |

DRIED FRUITS.—Market is without change of importance to record since last week with prices remaining firm with a demand that tends to weakness. Outside influences of state of ocean freight situation and primary market continue to be firm factors in market, although there is no shortage of needed lines in market. Stock of prunes on hand is small but demand has been curtailed by mild weather and importation of currants was so restricted during holiday season that arrival of supplies after Christmas had passed made them available and sufficient to care for normal demands.

| EVAPORATED FRUITS. | | Per lb. |
|-------------------------------------|--|----------|
| Apples, choice winter, 25-lb. boxes | | 0 09 1/2 |
| Apples, choice winter, 50-lb. boxes | | 0 09 |
| Apricots | | 0 14 |
| Nectarines, choice | | 0 11 1/2 |
| Peaches, choice | | 0 08 |
| Pears, choice | | 0 13 1/2 |

| DRIED FRUITS. | | |
|--|--|----------|
| Candied Peels— | | |
| Lemon | | 0 22 |
| Orange | | 0 20 |
| Currants— | | |
| Filiatras, fine, loose, new | | 0 11 1/2 |
| Filiatras, packages, new | | 0 12 1/2 |
| Dates— | | |
| Dromedary, package stock, old, pkg. | | 0 09 |
| Fards, choicest | | 0 12 1/2 |
| Hallowee, loose, new | | 0 07 1/2 |
| Hallowee, 1-lb. pkgs. | | 0 07 1/2 |
| Figs— | | |
| 8 crown, 12-lb. boxes, fancy, layer, lb. | | 0 12 |
| 7 crown, 12-lb. boxes, fancy, layer, lb. | | 0 12 |
| 8 crown, 12-lb. boxes, fancy, layer, lb. | | 0 11 1/2 |
| 1 lb. glove boxes, each | | 0 12 |
| Cal. bricks, 10 oz. | | 0 09 1/2 |
| Cal. bricks, 16 oz. | | 0 10 |
| Cal. layers | | 0 10 |
| Cal. fancy, table, 10 lbs. | | 1 30 |
| Prunes— | | |
| 30 to 40, in 25-lb. boxes, faced | | 0 11 |
| 40 to 50, in 25-lb. boxes, faced | | 0 12 |
| 50 to 60, in 25-lb. boxes, faced | | 0 10 1/2 |
| 60 to 70, in 25-lb. boxes, faced | | 0 10 |
| 70 to 80, in 25-lb. boxes, faced | | 0 09 1/2 |
| 80 to 90, in 25-lb. boxes, faced | | 0 08 1/2 |
| 90 to 100, in 25-lb. boxes, faced | | 0 08 |
| Raisins— | | |
| Malaga, table box of 22 lbs., 3-crown cluster, \$2.50; 4-crown cluster | | 3 75 |
| Muscadella, loose, 3-crown, lb. | | 0 08 1/2 |
| Muscadella, 4-crown, lb. | | 0 09 1/2 |
| Cal. seedless, 16 oz. | | 0 12 1/2 |
| Fancy seeded, 16 oz. pkgs. | | 0 10 1/2 |
| Choice seeded, 16 oz. pkgs. | | 0 10 1/2 |
| Valencias, selected | | 0 11 |
| Valencias, 4-crown layers | | 0 11 1/2 |

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

SPICES.—Market remains unchanged and firm with underecurrent of erratic tendencies owing to results of ship and embargo situation as affecting primary market. Added cost of packing boxes to grinders adds to firmness on their part. Sales of any importance are largely based on individual requirements and

conditions ruling at moment as trade in general seeks to offset present tendency of high prices on part of grinders.

| | 5 and 10-lb. | 1/4-lb. pkgs. | 1/4-lb. tins |
|-------------------------|--------------|---------------|--------------|
| | boxes. | dozen. | lbs. |
| Allspice | 0 16 | 0 09 | 0 23 |
| Cassia | 0 20 | 0 05 | 0 35 |
| Cayenne pepper | 0 28 | 0 15 | 0 35 |
| Cloves | 0 30-0 32 | 0 15 | 0 39 |
| Cream tartar—55 to 67c. | | | |
| Ginger, Cochin | 0 22 | 0 10 | 0 29 |
| Ginger, Jamaica | 0 25 | 0 10-1 00 | 0 31 |
| Mace | 0 30 | 0 15 | 0 40 |
| Nutmegs | 0 45-0 45 | 0 25 | 0 50 |
| Peppers, black | 0 25 | 0 15-0 20 | 0 37 |
| Peppers, white | 0 35 | 1 15-1 20 | 0 37 |
| Pastry spice | 0 25 | 0 05-1 20 | 0 29 |
| Pickling spice | 0 16-0 18 | | |
| Turmeric | 0 21-0 23 | | |

Lower prices for pails, boxes or bales when delivery can be secured.

| Cardamom seed, per lb., bulk | 2 00 | 2 60 |
|------------------------------|------|----------|
| Carraway— | | |
| Canadian | | 0 13 |
| Dutch | | 0 20 |
| Cinnamon, China, lb. | | 0 14 1/2 |
| Mustard seed, bulk | | 0 19 |
| Celery seed, bulk | | 0 35 |
| Shredded cocoanut, in pails | | 0 21 |
| Pimento, whole | | 12 15 |

RICE AND TAPIOCA.—Conditions remain identical with those reported last week also with firm feeling on a quiet and steady market with a less than normal demand. Primary market and ocean freight conditions continue to offset local weakness.

Tapioca has advanced from 1c to 2c a lb., and is very scarce. Actual requirements are not filled by small lots received. Pearl tapioca is now offered at 11c to 12c a lb. and seed for 10 1/2c to 11c.

| Rangoon Rices— | | Per cwt. |
|-----------------|--|----------|
| Rangoon, "B" | | 4 30 |
| "C.C." | | 4 10 |
| India bright | | 4 45 |
| Lustre | | 4 50 |
| Fancy Rices— | | |
| Mandarin, Patna | | 4 50 |
| Pearl | | 5 10 |
| Imperial Glace | | 5 80 |
| Sparkle | | 6 40 |
| Crystal | | 5 70 |
| Snow | | 5 30 |
| Ice drips | | 5 40 |

Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12 1/2 lbs.).

| Imported Patna— | | Per lb. |
|----------------------|--|----------|
| Bags, 22 1/2 lbs. | | 0 06 |
| Half bags, 112 lbs. | | 0 05 1/2 |
| Quarter bags | | 0 06 1/2 |
| Velvet head Carolina | | 0 08 |
| Sago, brown | | 0 06 1/2 |
| Tapioca— | | |
| Pearl, lb. | | 0 11 |
| Seed, lb. | | 0 10 1/2 |

DRIED VEGETABLES.—Market is unchanged and without special feature of interest. Beans continue to be firm, although no large demand is evident but such stock and supplies as are coming forward are equally light. Peas remain unchanged.

| | | |
|-------------------------------------|----------|----------|
| Canadian, 3-lb. pickers, per bushel | 4 30 | 4 45 |
| Canadian, hand-picked | 4 90 | 5 10 |
| Canadian, 5-lb. pickers | | 4 10 |
| Yellow eyes, per bushel | | 4 20 |
| Lima, per lb. | 0 08 | 0 08 1/2 |
| Peas, white soup, per bushel | 3 00 | 3 25 |
| Peas, split, bag, 95 lbs. | | 6 00 |
| Harley pot, per bag | | 3 00 |
| Barley, pearl, lb. | 0 04 1/2 | 0 05 |

NUTS.—Market remains unchanged from last week other than curtailment of supplies coming forward. Shelled walnuts are sold at 32c in a wholesale way and Sicily filberts are up 1/2c in bags, very scarce and very firm. Volume of trade passing remains normal.

| | | |
|--|----------|----------|
| Almonds, Tara, new | 0 15 | 0 15 1/2 |
| Grenobles | 0 16 | 0 16 1/2 |
| Marbots | 0 13 1/2 | 0 14 |
| Shelled walnuts, new, per lb. | 0 35 | 0 36 |
| Shelled almonds, 16-lb. boxes, per lb. | 0 49 | 0 42 |
| Sicily filberts | 0 14 1/2 | 0 15 |
| Filberts, shelled | 0 32 | 0 34 |
| Pecans, large | 0 18 | 0 19 |
| Brazils, new | 0 15 | 0 16 |
| Peanuts, American, roasted | 0 08 1/2 | 0 12 1/2 |

TEA.—Market undertone shows effect of report of torpedoing of a steamer

with 3,000 boxes of tea aboard. Otherwise situation is unchanged in essential features ruling for some weeks past. Volume of sales reported passing is satisfactory owing to improved weather and country roads. Chief difficulty is getting supplies from London, where shipments are held up at docks. In other quarters business is being restricted awaiting cables on first crop tea from the East and import orders only are being taken.

COFFEE.—Market is unchanged in prices and chief features and is steady and firm with stock up to average and a very satisfactory volume of trade going direct into consumption and with no speculative tendencies evident.

CANNED GOODS.—Uniform rate has been established and tomatoes are at \$1.05, string beans 90c, and corn 90c. Action has cleared up situation which tended to be erratic owing to matter of price disparity, which extended from 5c below to 5c above the prices now established. Canned peaches incline to scarceness and firm feeling results.

Canned lobsters are \$2 case higher than last year according to price on large order recently placed by local dealer. One pound tall tins are offered at \$5.30 and 1 lb flat \$5.50 a doz., an advance of 50c and an indication that pound tins will be retailed at 60c.

Ontario Markets

Toronto, April 20.—An advance took place this week in condensed and evaporated milk. Condensed milk is up fifteen cents, and evaporated ten cents. Price advance is partially due to the extraordinarily high level of sugar, and also to the increase which has taken place on the price of packing materials used.

There is considerable discussion as to what the maple sugar crop is going to turn out like this year. So far as this district is concerned, it is said that it will be scarce. Owners of large maple groves say that this year the sap has been a failure. In the cases of towns that supply Toronto with syrup and sugar there has not been enough secured, it is said, to make the marketing worth while. In Newmarket and Aurora it is practically impossible to place an order with the farmers for even a quart. They haven't got it to offer. What little there is they are under contract to supply to Toronto concerns, and they will fall down on supplies thence. The reason

given is the warm nights during the past few weeks.

Canned goods are much in demand these days, and further advances are rumored up and down the street. Tomatoes and corn both went up last week, and latter has again increased this week. Nevertheless there is a big demand and stocks are light, and further increases still, it is thought, will occur. Peas are not so much in demand as they were. Indeed in Toronto this week, they are selling a trifle under recent levels.

High prices for pork and pork products still reign. Cooked meats are particularly in demand, it being the experience of the provision men that retailers buy heavily immediately after Lent is out. Prices did not sag any during that time. Cooked meats, despite the fact that consumption has decreased during last few weeks, will cost more after Lent, than before it. All hams and bacons are quite firm, and dressed hogs are at high point.

SUGAR.—A rise occurred just as Canadian Grocer went to press last week. This was announced briefly and another occurred this week of 10c, making basis in Toronto \$7.81. The same conditions precisely have preceded and followed this rise as other rises. No weaker feeling is evident. The market all round is strong. So is New York. Raws are gradually moving up and sold to-day at 5¼c for May shipment, c.i.f., in bond. Refined price in Toronto, as in New York, is admittedly below the parity of raws and further advances are talked of. France, Italy and Great Britain are all buying refined in large quantities. All this helps to swell firmness of market tone. Cuban estimates, speaking generally, are bullish.

| Extra Granulated Sugars, Montreal Refined—per 100 lbs. | |
|---|-------|
| 100 lb. bags | 7 81 |
| 20 lb. bags | 7 91 |
| 10 lb. bags | 7 96 |
| 2 and 5-lb. cartons | 7 71 |
| Nova Scotia refined, 100-lb. bags | 7 71 |
| New Brunswick refined, 100-lb. bags | 7 81 |
| Extra Ground Sugars— | |
| Barrels | 7 81 |
| 50 lb. boxes | 8 21 |
| 25 lb. boxes | 8 51 |
| Powdered Sugars— | |
| Barrels | 8 01 |
| 25 lb. boxes | 8 41 |
| Crystal Diamonds— | |
| Barrels | 9 36 |
| 100 lb. boxes | 8 46 |
| 50 lb. boxes | 8 56 |
| Cartons (20 to case) | 9 41 |
| Cartons (50 to case) | 10 51 |
| Crystal Dominoes, carton | 9 76 |
| Paris Lumps— | |
| 100 lb. boxes | 8 46 |
| 50 lb. boxes | 8 56 |
| 25 lb. boxes | 8 66 |
| Yellow Sugars— | |
| No. 1 | 7 11 |
| Barrels granulated and yellow may be had at 5c per cwt. above bag prices. | |

TEA.—As these reports go to press a day earlier this week (on account of holiday) it is impossible to secure cabled reports of Monday's and Tuesday's auctions in London.

Regarding the position of teas, internationally, at present, it may be observed that the situation is practically a duplicate of what it was at this time last year. Stocks in bonded warehouses

in London are about the same as a year ago. The total clearances in March were much above normal, and about the same as last year. Arrivals this year have been less so far, but there is more en route from India to-day, and that will equalize things. The London "Financial Times," takes a bullish view of the situation. Reviewing crop increases this year and buying potentialities it does not think that there will be any glut of tea. It says:—"It must also be remembered that a record crop such as was last year is not likely to be repeated, and since consumption continues to increase both at home and abroad, there does not seem much likelihood of any serious fall in prices. From the point of view of shareholders in tea companies the outlook is therefore decidedly promising since there is no doubt that as a result of the war the use of tea in all European countries will be largely increased."

SYRUPS AND MOLASSES.—Inadvertently a mistake was made last week in the increase of price in cane syrups. This is 60c a dozen net case (as stated), and the price is now 5½ cents a pound in barrels. Case price is \$4.80.

Molasses continues exceptionally firm, and no appreciable change is apparent. Freight tie-ups, both ocean and railroad, coupled with a strong demand have strengthened rather than detracted from the market.

| Corn Syrups— | |
|---|-----------|
| Barrels, per lb., 3¼c; ¼ bbls., 4c; ½ bbls. | 0 04½ |
| Falls, 3½ lbs., \$1.95; 25 lbs. | 1 40 |
| Cases, 2 lb. tins, 2 doz. in case | 2 05 |
| Cases, 5 lb. tins, 1 doz. in case | 3 00 |
| Cases, 10 lb. tins, ½ doz. in case | 2 90 |
| Cases, 20 lb. tins, ¼ doz. in case | 2 05 |
| Cane Syrups— | |
| Barrels, lb., 4¼c; ¼ bbls. | 0 05½ |
| Cases, 2 lb. tins, 2 doz. in case | 4 80 |
| Molasses— | |
| Fancy, gallon | 0 60 0 65 |
| West India, bbls. | 0 34 0 37 |

SPICES.—No change of price is recorded. All lines are in good steady demand, peppers, both black and white, especially being called for. Market is somewhat bare on cloves, and there is a firm demand.

| Spices— | Compound, per lb. | Pure, per lb. |
|---|-------------------|---------------|
| Allspice, ground | 0 20 | 0 17-0 19 |
| Allspice, whole | — | — |
| Arrowroot | — | 0 15-0 20 |
| Bay leaves | — | — |
| Bicarb. soda | — | — |
| Caraway seeds | — | — |
| Cassia, whole | — | — |
| Cassia, ground | 0 16-0 18 | 0 25-0 34 |
| Cayenne | — | — |
| Cayenne, Jap. chillies | — | — |
| Celery seed | — | — |
| Celery salt | — | — |
| Celery seed | — | — |
| Celery pepper | — | — |
| Cinnamon, Batavia | — | — |
| Cloves, whole | — | — |
| Cloves, ground | 0 18-0 22 | 0 35-0 45 |
| Coriander seed | — | — |
| Cream of tartar | 0 25-0 30 | 0 12-0 13 |
| Curry powder | — | — |
| Ginger, Cochina, ground | — | — |
| Ginger, Jamaica, ground | 0 18-0 21 | 0 25-0 30 |
| Ginger, Jamaica, whole | — | — |
| inger, African, ground | — | — |
| Mace | — | — |
| Mustard, pure | — | — |
| Mustard seed | — | — |
| Nutmegs, brown, 6½, 55c; 80s, 45c; 100s | — | — |
| Nutmegs, ground, bulk, 30-35c; 1 lb. tins | — | — |
| Pastry spice | — | — |
| Paprika | — | — |
| Peppers, black, ground | 0 14-0 18 | 0 25-0 30 |
| Peppers, black, whole | — | — |
| Peppers, white, ground | 0 19-0 24 | 0 35-0 40 |
| Peppers, white, whole | — | — |
| Pickling spice | — | — |
| Sage | — | — |
| Saltetre (chilli) | — | — |
| Thyme | — | — |
| Turmeric | — | — |

DRIED FRUITS.—More interest is being displayed now in future fruits, and prunes share with raisins the honors in this regard. Quite a good deal of business in future raisins is being done at the coast. There is talk even this early, about increased prices this year, particularly in seedless raisins. There will be a big demand again this year, as there was last, and seeded also look as though they will be quoted at high levels.

Currants are firm and show no disposition toward easiness. Spot stocks are small; only the comparatively small demand at present is keeping prices as low as they are.

Peaches and apricots are still cleaning up, what few are around. Peaches are quite noticeably firmer this week, and in good demand. Apricots are very light in supply with a fair to middling call for them.

Prunes continue to be the centre of interest, that is, prunes for futures. Reports from the coast say that the crop has been hurt to a considerable extent by the recent freakish weather. Crop predictions in prunes are now ripe. Some bullish operators say it will be 70 per cent. of last year's, while others think it will be only half.

Table listing various dried fruits and their prices, including Apples, Apricots, Candied Peels, Currants, Dates, Prunes, Peaches, and Raisins.

BEANS.—Market is again firming up after a little easier feeling this last couple of weeks. This is due to scarcity again. There are no beans in the farmers' hands at all. Quotations are all very strong.

As to peas, choice blue are up to \$3.50 and higher. The trade is being educated to buying a class of blue peas, for they have found that cheap blue peas are no good. Hand picked are the kind in demand and the heavy call has firmed and advanced price. Split peas, on the other hand, show a slight decline.

Table listing various beans and their prices, including Beans, choice primes, bushel; Beans, hand-picked, bushel; Peas, blue, bushel; Split, lb.

RICE AND TAPIOCA.—Both remain very strong and a firm feeling exists. Buying has settled somewhat in this market, and is now of a hand-to-mouth character. Stocks, however, are very low, and the firm feeling prevailing requires little of a fillip to turn it into an advance.

Table listing various rice and tapioca products and their prices, including Rice (Rangoon "B", "OO", fancy) and Tapioca (Pearl, Seed).

NUTS.—Market remains fairly strong on one or two lines, notably shelled almonds and walnuts. Little interest is taken in most lines, however. There are no price changes.

Table listing various nuts and their prices, including Almonds, Brazil, Chestnuts, Filberts, Peanut, Pecans, and Walnuts.

CANNED GOODS.—With the exception of a more or less general advance in corn, hinted at recently, there is little to report. Corn is now 95 to 97½, an increase of almost 2½c. Tomatoes are very firm, peas somewhat easier.

Table listing Montreal and Toronto prices for various goods, including Salmon, Chums, and Canned Vegetables.

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

Table listing various fruits and their prices, including Apples, Cherries, Currants, and Peaches.

Table listing various fruits and their prices, including Peaches, Pears, Pineapples, Plums, Raspberries, and Strawberries.

Manitoba Markets

Winnipeg, April 20.—Another advance in sugar. This occurred on the 12th, and is attributed to same thing—difficulty in getting boats to convey raws from Cuba. The high sugar market is also cause of a further advance in B. C. cane syrup quotations, which are 25c higher for cases of 2's, and 30c higher for 5's, 10's and 20's. Syrup is selling well even at these high figures.

In the produce market, interest is centred in eggs, which should drop to a basis of 19c this week, and if weather is real fine, they should go as low as 18c, at which basis storing will be permissible. In fruit and vegetable market there is activity. Among the lines which have advanced are: Grapefruit, now \$4.50 case; navel oranges, \$3.50-4.50 case; new cabbage, 5c lb.; turnips, \$1 bushel, and Florida tomatoes, \$5 case. Lines which have declined are: Valencia onions, \$6.50 case, and Red Globe onions, 3½c lb. Rhubarb and spinach are two new lines on market.

There is no activity in flour and cereal market. Demand for flour is below normal. In fish market, chief fact of in-

interest is the arrival of new finnan haddies, which are selling high—10½-11c.

It begins to look as though canned goods will soon be an attractive market. If stocks held in Winnipeg are not extra large (it was always understood they were very heavy), it will soon be advisable to purchase at to-day's prices. The canner's representative in Winnipeg states that supplies of tomatoes here are not big. Strawberries are also reported to be pretty well cleaned up. Stocks of peas, beans and corn appear to be large.

Considerable interest is being shown by the trade in the corn starch situation. It is stated recent decline of ¾c per lb. was made on account of competition.

Honey is very hard to procure, and it looks as if supplies were practically exhausted. Peanuts in packages advanced 10 per cent. last week. This was due more to the high cost of paper and labor rather than to the higher peanut market. Sales of confectionery have been heavier during the past week at advance than they were before the advance. There has been considerable buying of bulk goods.

SUGAR.—The market advanced another 10c on April 12th, bringing the price in Winnipeg up to a basis of \$8.35 for standard granulated. Representatives of refiners here state that top of the market has not yet been seen. They have been drumming it into buyers that the sugar market was going to advance further, and they believe now that there will be considerable buying. They further state that it will soon be question of being able to get sugar at any price.

| | Per cwt. | Per sack. |
|------------------------------|----------|-----------|
| Sugar, Eastern— | | |
| Standard granulated | 8 35 | |
| Extra ground or icing, boxes | 9 20 | |
| Extra ground or icing, bbls. | 8 91 | |
| Powdered, boxes | 9 00 | |
| Powdered, bbls. | 8 80 | |
| Hard lump (100-lb. case) | 9 50 | |
| Montreal yellow, bags | 7 95 | |
| Sugar, Western Ontario— | | |
| Sacks, per 100 lbs. | 8 30 | |
| Halves, 90 lbs., per cwt. | 8 40 | |
| Bales, 20 lbs., per cwt. | 8 40 | |
| Powdered, 50s | 8 95 | |
| Powdered, 5s | 9 20 | |
| Icing, barrels | 8 95 | |
| Icing, 50s | 9 15 | |
| Cut loaf, barrels | 9 25 | |
| Cut loaf, 5s | 9 45 | |
| Cut loaf, 25s | 9 50 | |
| Sugar, British Columbia— | | |
| Extra standard granulated | 8 35 | |
| Bar sugar, bbls. | 8 80 | |
| Bar sugar, boxes 50s | 9 00 | |
| Icing sugar, bbls. | 8 80 | |
| Icing sugar, boxes 50s | 9 20 | |
| H. P. lumps, 100-lb. cases | 9 20 | |
| H. P. lumps, 25-lb. boxes | 9 25 | |
| Yellow, in bags | 7 95 | |

SYRUPS.—There was further advance in Western cane syrup on April 12th of 25c per case on 2's, and 30c per case on 5's, 10's and 20's. Quotations now are: 2's, \$4.05; 5's, \$4.75; 10's, \$4.45, and 20's, \$4.35. Reason for advance is the high sugar market. Demand for syrup has been heavy, even at advanced prices. During the months of March, April and May demand for syrup is always good an account of spring work in the country, farmers using considerable.

| Corn Syrup— | |
|---------------------|------|
| 7s, per case 2 doz | 2 95 |
| 5s, per case 1 doz | 3 35 |
| 10s, per case ¼ doz | 2 95 |
| 2s, per case ½ doz | 2 97 |

| | |
|---|------|
| ½ barrels, by the lb. | 4 14 |
| B. C. Cane Syrups— | |
| 2-lb. tins, 2 doz. to case, per case | 4 05 |
| 5-lb. tins, 1 doz. to case, per case | 4 75 |
| 10-lb. tins, ½ doz. to case, per case | 4 45 |
| 20-lb. tins, 3 tins to case, per case | 4 35 |
| (These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.) | |
| Molasses— | |
| Barbadoes, ¼ bbls., per gal. | 0 65 |
| New Orleans | 0 28 |
| Tins, 2s, \$3.50; 2½s, \$3.10; 5s, \$3.05; 10s, \$2.75. | |

DRIED FRUITS.—There has been a marked advance on future prunes for October shipment. The bulk basis to the jobber has jumped 1½c in the past ten days, and there is a good deal of excitement in California, as it is reported that prune blossoms have been damaged to a great extent; this report, however, may be exaggerated, but in the meantime all values on spot stuff have advanced in sympathy with future. Future raisins will be considerably higher than last year, it is believed. There are practically no peels available for shipment from Great Britain, and as stated last week, the Canadian trade must look to the States for supplies. Already some of the best packers in the United States report their output sold. Brokers advise jobbers to anticipate requirements on peels. Orders are now being placed for August-September shipment.

| | |
|----------------------------------|-------|
| Dried Fruits— | |
| Evaporated apples, choice, 50's | 0 11 |
| Evaporated apples, choice, 25's | 0 11½ |
| Pears, choice, 25's | 0 12½ |
| Apricots, choice, 25's | 0 13 |
| Apricots, choice, 10's | 0 14 |
| Peaches— | |
| Choice, 25-lb. boxes | 0 07 |
| Choice, 10-lb. boxes | 0 07½ |
| Currants— | |
| Filiatras, per lb. | 0 10½ |
| Filiatras, fresh cleaned | 0 11½ |
| 1 lb. package Amalias | 0 12 |
| 2 lb. package | 0 24 |
| Dates— | |
| Hallowes, loose, per lb. | 0 06 |
| Hallowes, 12-oz. pkgs. | 0 08½ |
| Fard dates, 12-lb. boxes | 1 25 |
| Raisins, California— | |
| 16 oz. fancy, seeded | 0 10½ |
| 12 oz. choice, seeded | 0 09½ |
| 12 oz. fancy, seeded | 0 08½ |
| 12 oz. choice, seeded | 0 08½ |
| Raisins, Muscatels— | |
| 3 crown, loose, 25's | 0 09½ |
| 3 crown, loose, 50's | 0 08½ |
| Raisins, Sultanas— | |
| California, 50's, fancy bleached | 0 16½ |
| California, 25's, fancy bleached | 0 17 |
| 16-oz. pkgs. | 0 17½ |
| Raisins, Cal. Valencia— | |
| 25-lb. boxes | 0 09 |
| 50-lb. boxes | 0 09½ |
| Prunes— | |
| 90 to 100, 25s | 0 07½ |
| 80 to 90, 25s | 0 08 |
| 70 to 80, 25s | 0 08½ |
| 60 to 70, 25s | 0 09 |
| 50 to 60, 25s | 0 09½ |
| 40 to 50, 25s | 0 10 |
| Peels— | |
| Orange, lb. | 0 20 |
| Lemon, lb. | 0 20 |
| Citron, lb. | 0 23½ |

DRIED VEGETABLES.—The market as regards white beans remains about the same.

| | |
|---|-------|
| Beans— | |
| Choice, white, 3-lb. pickers, per bush. | 4 80 |
| Fancy, hand-picked, bushel | 4 65 |
| California Lima Beans— | |
| 80-lb. sacks | 0 07½ |
| Barley— | |
| Pot. per sack, 95 lbs. | 3 20 |
| Pearl, per sack, 95 lbs. | 4 35 |
| Peas— | |
| Split peas, strk, 95 lbs. | 6 15 |
| Whole peas, bushel | 2 80 |
| Whole peas, 1 lb. pkgs., case | 3 30 |

SPICES.—There are no changes here either in the local or primary market.

| | | |
|---------------------------------|-------|-------|
| Allspice, ground | 0 11½ | 0 14½ |
| Cassia, ground | 0 22 | 0 22 |
| Cream of tartar, 98% guaranteed | 0 50 | 0 53 |
| Cloves, whole | 0 25 | 0 25 |
| Cloves, ground | 0 25 | 0 25 |
| Ginger, Jamaica, ground | 0 22½ | 0 25½ |
| Nutmegs, ground | 0 25 | 0 30 |
| Peppers— | | |
| Ground, black | 0 24 | |

Ground, white 0 32½
Whole, white 0 31½

COFFEES.—An advance of ½c per lb. is reported on all coffees in the primary market. There is a good local demand.

| | |
|------------------------------|-------|
| Coffee— | |
| Green, choice, No. 7 Rio | 0 14 |
| Green, choice, No. 6 Rio | 0 15½ |
| Green Santos | 0 18½ |
| Roasted Rio, in bulk (sacks) | 0 19½ |
| Roasted Santos | 0 23 |
| Whole, black | 0 23 |
| Maracibo | 0 21½ |
| Chicory, lb., by bbl. | 0 09½ |
| Chicory, lb., 14-lb. tins | 0 12½ |

CANNED GOODS.—Fairly heavy stocks are being carried in Winnipeg with exception of tomatoes, which will soon be pretty well cleaned up. The latter are now being held at a comparatively low price, but it would not be surprising to anyone to see them advance 15c a dozen. It is believed in some quarters that they will soon be hard to get at any price. Strawberries are being cleaned up. Catsup in 2 lb. tins is hard to get. Lombards and Greengages in 2 lbs. are also scarce. There seems to be plenty of peas, corn and beans. In primary market salmon of any kind is hard to get. Cohoes are pretty well exhausted; Northern Pinks are cleaned up, and about the only class of Pinks available are Fraser River. There are small quantities of Red Spring, but Sockeye supplies are limited. There have been no important price changes of late.

BRITISH COLUMBIA MARKETS
By Wire

Vancouver, April 19.—Strawberries from Florida and from Los Angeles have arrived on this market. The Florida beauties, 24 baskets to the crate, are quoted at \$5.25. The Los Angeles berries 15 baskets to the crate, are at \$2.75. Butter men say that butter will advance shortly. New Zealand prints are 40c; Hollybrook prints, 39c; white rose prints, 37½c. Certain classes of cured fish are inadequate to the demand. Fresh smoked kippers in 20-lb. boxes, quoted at .07. New Arcadia cod, 12-2's, \$3.50. Hams, medium, 22c; bacon, Ajax brand light, 24½c. Eggs are (local and fresh) 29c and 30c. Apples, fancy winsaps, \$1.85; Yellow Newtons, \$1.50 to \$1.75; cooking, \$1.50; Florida grapefruit, 6c. Lemons mission sunkist, \$4.50; festival, .4. Oranges, 80's, \$2.50, and 200-288, \$4. The spring trade is developing satisfactorily, wholesalers say.

| | |
|-----------------------------------|-------------|
| Produce and Provisions— | |
| Butter, creamery, per lb. | 0 32½ 0 37½ |
| Butter, New Zealand, lb. | 0 40 |
| Cheese, per lb., large, 20% TWINS | 0 21 |
| Cheese, Stilton, lb. | 0 23½ |
| Eggs, local, fresh | 0 29 |
| Grapefruit, Florida, case | 7 00 |
| Lard, 3's, per case | 8 55 |
| Lard, 5's, per case | 8 45 |
| Lard, 10's, case | 8 40 |
| Lard, 20's, each | 10 80 |
| Hams, mild | 0 22 |
| Bacon, light | 0 24½ |
| General— | |
| Almonds, shelled, lb. | 0 42½ |
| Beans, Lyton, per lb. | 0 05½ |
| Cream of tartar, lb. | 0 55 |
| Beans, Lyton | 0 06½ |

SASKATCHEWAN MARKETS

By Wire

Regina, Sask., April 19.—Sugar market firmer. Roger's syrups advanced 30c recently. Vinegar on up-grade, causing advance in all lines of pickles. Canned goods show tendency toward advance. Borden's milk and Gillett's goods advancing. Eggs, 22c. Plenty of fresh vegetables coming in; onions, rhubarb, asparagus, strawberries, parsley, peas, pineapples, artichokes, tomatoes and cucumbers among them.

| | |
|--|----------|
| Figs, 12-10 oz. pkgs., per box | 0 90 |
| Figs, 50-60 oz. pkgs., per pkg. | 2 25 |
| Cocconut, lb. | 0 18 1/2 |
| Commeal, ball | 3 00 |
| Flour, best patents, per bbl. | 7 10 |
| Grapefruit, Florida, case | 6 00 |
| Strawberries, small crate, \$2.75; large | 5 25 |
| Honey, Idaho, 24 lbs. | 4 20 |
| Lemons, box | 4 75 |
| Mushrooms, lb. | 0 75 |
| Potatoes, Ashcroft, per ton | 30 00 |
| Potatoes, local, ton | 20 00 |
| Rolled oats, ball of 80 lbs. | 2 80 |
| Onions, Oregon, cwt. | 1 50 |
| Oranges, new, navel, box | 2 40 |
| Rice, 50's, sack | 1 90 |
| Sugar, standard gran., per cwt. | 8 25 |
| Sugar, yellow, per cwt. | 7 30 |
| Walnuts, shelled, lb. | 0 45 |
| Walnuts, Manchurian, lb. | 0 14 |
| Jams, glass jars, doz. | 2 25 |
| Jams, 4-b. tins, doz. | 7 50 |
| New cod | 3 50 |

Canned Goods—

| | |
|---|------|
| Apples, gals., 6-case | 1 62 |
| Beans, 2's | 2 10 |
| Corn, standard, per 2 doz. case | 2 15 |
| Peas, standard, per 2 doz. case | 2 10 |
| Plums, Lombard, 2's, case | 1 90 |
| Peaches, 2 1/2's, case | 4 00 |
| Strawberries and raspberries, 2's, case | 4 50 |
| Tomatoes, standard, per doz., case | 2 30 |

Salmon—

| | |
|-----------------------------|-------|
| Sockeye, 1's, 4 doz. case | 9 00 |
| Sockeye, 1/2's, 8 doz. case | 10 75 |
| Pinks, 1's, 4 doz. case | 4 00 |

Dried Fruits—

| | |
|-------------------------------------|----------|
| Apricots, per lb., 11c; Apples, lb. | 0 12 |
| Prunes, 70-80, 25's, lb. | 0 08 |
| Currants, per lb. | 0 12 |
| Raisins, seeded, lb. | 0 09 1/2 |
| Peaches, per lb. | 0 06 1/2 |
| White figs, per lb. | 0 07 1/2 |

ALBERTA MARKETS (CALGARY)

By Wire

Calgary, April 19.—California Klondyke strawberries quoted at \$3 a crate. Onions at \$75 a ton. Evaporated peaches and prunes slightly firmer. All canned milks up 15c a case. Gillett's lye up 75c. As expected, hog products have advanced. Lard 5's now 10-15c. Bacon, bellies, 24 1/2c. White beans will be much higher. Sugar up 10c to-day. New-laid eggs are firmer at 20c.

General—

| | |
|-------------------------------------|------|
| Beans, small white Japan, lb. | 0 38 |
| Flour, No. 1 patent, 98's | 3 40 |
| Molasses, extra fancy, gal. | 0 75 |
| Rolled oats, ball | 2 85 |
| Rolled oats, 80's | 2 65 |
| Rice, Siam, cwt. | 4 50 |
| Potatoes, local, per bush. | 0 75 |
| Sago and tapioca, lb. | 0 08 |
| Sugar, pure cane, granulated, cwt. | 8 85 |
| Shelled walnuts, finest halves, lb. | 0 49 |
| Shelled walnuts, broken, lb. | 0 30 |

Produce and Provisions—

| | |
|--|------|
| Cheese, No. 1, Ontario, large, per lb. | 0 19 |
| Butter, creamery, lb. | 0 22 |
| Butter, No. 1, dairy, lb. | 0 25 |
| Lard, pure, 5s, per case | 9 85 |
| Bacon, smoked backs, per lb. | 0 23 |
| Bacon, smoked bellies, per lb. | 0 24 |
| Lard, pure, 3s, per case | 9 80 |

Canned Goods—

| | |
|---|-------|
| Tomatoes, 3s, standard, case | 3 00 |
| Corn, 2s, standard, case | 2 35 |
| Peas, 2s, standard, case | 2 45 |
| Tomatoes, gals., case | 2 25 |
| Apples, gals., Ontario, case | 1 75 |
| Strawberries, 2s, Ontario, case | 4 90 |
| Raspberries, 2s, Ontario, case | 4 50 |
| Salmon, finest sockeye, tails, 48x1s, cs. | 10 00 |
| Salmon, pink, tails, 48x1s, per case | 4 50 |
| Lobster, 1/2, per doz. | 3 00 |

Dried Fruits—

| | |
|------------------------------------|----------|
| Currants, lb. | 0 13 |
| Evaporated apples, 50s, per lb. | 0 11 1/2 |
| Peaches, choice, 25s, per lb. | 0 07 1/2 |
| Apricots, choice, 25s, per lb. | 0 13 |
| Pears, choice, 25s, per lb. | 0 14 |
| Prunes, 90-100 | 0 07 |
| Sultana raisins, Cal., extra fancy | 0 15 |
| Valencia raisins, Cal., lb. | 0 10 |

Fruits and Vegetables—

| | |
|----------------------------------|-------|
| Apples, No. 1, box | 2 00 |
| Apples, cooking, box | 1 75 |
| Bananas, lb. | 0 06 |
| Grapefruit, Florida, case | 4 75 |
| Oranges, navel, case | 3 75 |
| Onions, B.C., ton | 25 00 |
| Lemons, case | 4 80 |
| Strawberries, Louisiana, 24 pts. | 4 00 |

Produce and Provisions—

| | |
|---------------------------|----------|
| Butter, creamery, per lb. | 0 33 |
| Butter, dairy, No. 1 | 0 26 |
| Cheese, per lb. | 0 21 1/2 |
| Eggs, new laid | 0 20 |
| Lard, 1's, per case | 9 85 |
| Lard, 5's, per case | 9 85 |
| Lard, 10's, per case | 9 80 |
| Lard, 20's, per case | 3 25 |

General—

| | |
|-----------------------------------|----------|
| Beans, Ontario, white, per bush. | 4 80 |
| Coffee, whole roasted, Rio | 0 17 |
| Cream of tartar, lb. | 0 80 |
| Cocconut, lb. | 0 23 |
| Commeal, ball | 2 80 |
| Flour, 98's | 3 35 |
| Rolled oats, 80's | 2 45 |
| Rice, per cwt. | 4 25 |
| Onions, B.C., 100 lbs. | 3 00 |
| Sugar, standard gran., per cwt. | 8 64 |
| Sugar, yellow, per cwt. | 7 84 |
| Tapioca and sago, lb. | 0 09 1/2 |
| Walnuts, shelled, 47-49c; almonds | 0 45 |

Canned Goods—

| | |
|-----------------------------------|------|
| Apples, gals., case | 1 80 |
| Beans, whole | 2 25 |
| Corn, standard, per 2 dozen | 2 25 |
| Peas, standard, per 2 dozen | 2 40 |
| Plums, Lombard | 2 10 |
| Peaches | 3 10 |
| Raspberries, \$4.33; Strawberries | 4 73 |
| Tomatoes, standard, per case | 2 60 |

Salmon—

| | |
|----------------------------|-------|
| Sockeye, 1's, 4 dozen case | 9 55 |
| Sockeye, 1/2's | 12 25 |
| Cohoec, 1's | 6 20 |
| Humpbacks, 1's | 4 80 |

Fruits and Vegetables—

| | |
|-----------------------------------|----------|
| Apples, Washington, bbl. | 1 75 |
| Celery | 0 06 1/2 |
| Cranberries, per bbl. | 10 80 |
| Grapefruit, case | 4 00 |
| Lemons | 5 80 |
| Navels | 4 75 |
| Potatoes, bushel, B.C. | 1 15 |
| Rhubarb, lb. | 0 40 |
| Cucumbers, doz. | 2 00 |
| Tomatoes, Florida, 6-basket crate | 5 00 |

Dried Fruits—

| | |
|-------------------|----------|
| Apricots, per lb. | 0 12 |
| Citron peel, lb. | 0 24 |
| Lemon peel, lb. | 0 17 |
| Orange peel, lb. | 0 17 1/2 |

TRADE AFTER THE WAR

Now that the subject of trade after the war in its international aspects, says the Grocer, London, Eng., is causing so much discussion among those who rightly realize that it is our duty to beat the enemy in civilization in commerce as well as on the stricken field if the future of liberty and freedom is to be secured, it is not surprising to find that members of the retail grocery trade are beginning to consider what is likely to be the course of their own business when peace is declared. As will be perceived from our report of the meeting on Wednesday of the Bradford Grocers' Association, a committee of that organization has been appointed to consider and report what action should, in their opinion, be taken "when prices of goods begin to come down" at the end of the war. Some of the speakers apparently hold the opinion that with the cessation of hostilities there will be a sudden and substantial reduction in the prices of goods grocers

distribute. Possibly a few articles may be affected in this manner; but we very much doubt whether there is any justification for anticipating a general or substantial reduction in prices of food-stuffs immediately peace is declared.

The resumption of normal conditions in regard to the production, transport and distribution of foodstuffs cannot in the most favourable conditions which are possible take place immediately hostilities cease; the improvement will certainly be gradual. In these circumstances we do not believe that there is likely to be any sudden and substantial fall in the prices of proprietary articles, in regard to which some of our Bradford friends expressed uneasiness. Present indications do not suggest that manufacturers will easily and quickly overcome the difficulties which have rendered increased charges for their goods necessary, and they are not likely to be so blind to their own interests and the interests of their supporters in the distributive trade as prematurely and precipitately to advertise a reduction in the retail prices of their specialties. Hence we believe that prudent buyers need have no fear as to the future. If they do not buy in a panic they certainly need not sell in a panic.

IMPORTANT U. S. COURT DECISION

That a person cannot be punished under the United States Food and Drugs Act for violating the standards of Circular 19, standards created by any public officials, standards erected by custom or otherwise, because the Act itself does not in terms provide for any standards, nor does it adopt any existing standards or delegate to anyone the power and authority to create such standards, is the decision rendered by Judge Albert S. Anderson, of the United States District Court at Chicago, in the case of the United States vs. Thomson & Taylor Spice Company.

The Thomson & Taylor Spice Company were charged by the Government with selling peppermint extract containing less than 3 per cent. of oil of peppermint, which is the Government standard, and an orange extract containing less than 5 per cent. of oil of orange, also the Government standard.

During the trial counsel for the defendant raised the questions that because the Food and Drugs Act contained no provision of any sort for food standards it followed that no standards on food products were within the provision of the Act, and that consequently no criminal prosecution for a violation of the Act could be predicted upon the fact, if such were a fact, that the product had been shipped in interstate commerce. Judge Anderson, holding as sound this contention, discharged the defendant.



FRUIT AND VEGETABLES



Many New Vegetables Arriving

Shalots, Egg Plant, Are New Lines Just In—Strawberries Getting Cheaper — Better Demand For Root Vegetables—Boston Head Lettuce Scarce—Navels Gradually Advancing

MONTREAL

FRUITS.—Market is feeling stimulating influence of Easter season and increased demand. Market lacks activity in lines other than oranges and bananas which are selling well. A fair trade in strawberries is developing, although not yet coming forward in very large quantities. Oranges are firm in price, but those coming forward are very wasty. Pineapples have declined 50c and are now offered at \$5.50 a crate. Sales in apples have inclined to slowness and the whole line is a trifle easier with the exception of Spies which are keeping up fairly well in sales and also show firmness in price.

| | |
|-----------------------------|-------------|
| Apples— | |
| Spys | 7 00 |
| Ben Davis, No. 1 | 4 00 |
| Ben Davis, No. 2 | 3 50 |
| Russets, No. 1 | 6 00 |
| Russets, No. 2 | 5 00 |
| Greenings | 4 50 |
| Baldwins | 4 00 4 25 |
| Bananas, bunches | 2 00 2 25 |
| Cranberries, Cape Cod, bbl. | 12 00 12 60 |
| Grapefruit, 46-54-64-90-96 | 3 00 3 50 |
| Lemons— | |
| California | 2 75 |
| Verdellis | 2 75 |
| Messina, 300 size, box | 2 50 3 60 |
| Oranges— | |
| Navels | 3 50 4 00 |
| Jamaica, 196-200-216 | 2 50 |
| Porto Rico, 126-150-250-268 | 2 50 |
| Pineapples, 18-24 and 30-36 | 5 50 |
| Strawberries, Florida, box | 0 40 0 45 |
| Strawberries, Louisiana | 0 10 0 13 |

VEGETABLES.—Market shows effect of new vegetables arriving as well as a heavier influx of some lines of green stuff. Spinach has dropped 50c to 75c and now offered at \$3 a barrel, a reaction directly due to the arrival of large quantities on this market, two cars having arrived this week alone. New Montreal shalots are on market at \$1 a dozen bunches. Montreal cabbage has declined 25c and is offered at \$1.50 per barrel because of the many receipts of new cabbage which, however, remain the same in price at \$3. Celery has declined 25c and is \$3 a crate. Boston head lettuce is very scarce and has advanced 50c to a price of \$3.25 a basket. Montreal and silver onions are up 25c and 50c respectively, and are offered at \$4 a bag and \$3 a crate respectively. There is a car of Spanish onions in half crates on this market selling at \$3.50. New beets at \$1.25 and new carrots at 75c per doz. bunches are new arrivals on market. Potatoes are unchanged, steady and firm.

| | |
|--|-----------|
| Artichokes, bag | 1 50 |
| Beets, bag | 1 50 |
| Beets, new, per doz. bchs. | 1 25 |
| Beans, wax, N.Y., per basket | 8 00 |
| Beans, green, N.Y., per basket | 4 00 |
| Brussel sprouts, qt. | 0 23 |
| Cabbage, Montreal, per bbl. | 1 50 |
| Cabbage, red, doz. | 0 40 |
| Cabbage, new | 3 00 |
| Carrots, bag | 0 75 |
| Carrots, new, per doz. bchs. | 0 75 |
| Cauliflower, crate, single, doz. bunches | 3 50 |
| Cauliflower, Canadian, doz. | 1 00 1 50 |
| Celery, Florida | 3 00 |
| Cucumbers, fancy, Boston, doz. | 1 75 2 00 |
| Egg plant, N.Y., doz. | 1 75 |
| Endive Can., per lb. | 0 25 0 30 |
| Garlic | 0 15 |
| Horse radish, per lb. | 0 25 |
| Leeks, bunch | 0 30 |
| Head lettuce, Boston, box | 3 25 |
| Curly lettuce, box, 4 doz. | 2 40 |
| Mint, doz. | 0 60 |
| Mushrooms, 4-lb. basket | 2 00 2 50 |
| Oyster plant, doz. | 0 50 |
| Onions— | |
| Montreal, 100 lbs., bag | 4 00 |
| Spanish, crate | 6 50 |
| Silver, per 29 lb. crate | 3 00 |
| Parsnips, bag | |
| Parsley, Bermuda | 1 50 |
| Parsley, Montreal, per doz. | 0 50 |
| Potatoes— | |
| Montreal, 80 lbs., bag | 1 75 |
| New Brunswick, 80 lbs., bag | 2 00 |
| Green Mt. | 2 00 |
| Sweet, hamper | 1 75 2 00 |
| Radishes, per doz. | 0 65 |
| Rhubarb, per doz. | 1 25 |
| Spinach, New York, bbl. | 3 00 |
| Shalots, per doz. | 0 80 |
| Shalots, Mt., per doz. bchs. | 1 00 |
| Turnips, bag | 1 00 |
| Turnips, bag, Quebec | 1 25 |
| Tomatoes, hothouse, lb. | 0 30 0 35 |
| Tomatoes, Florida, 6 basket crate | 2 50 1 75 |
| Watercross, Boston hothouse, doz. | 0 75 |
| Watercross, Canadian, doz. | 0 40 |

TORONTO

FRUIT.—A further drop has occurred in the price of Louisiana strawberries, and these now sell as low as 32 and 33 cents. They have entirely superseded Floridas, and are getting more plentiful every day. Grapefruit is firming up, on better demand, and we quote \$3.50 to \$4. Navels are getting scarcer now, and price is up 25 cents this week, making it \$4.25. Apples are firm at prevailing levels, and spies are particularly in demand. Dates are having some business at eight cents. Business is pretty good, and trade in anticipation of holidays has been well up to average.

| | | |
|-------------------------------|-------|------|
| Apples, No. 2, bbl. | 3 50 | 3 75 |
| Apples, No. 3, bbl. | 2 80 | 3 00 |
| Apples, snow, bbl. | 3 00 | 6 00 |
| Apples, spies, bbl. | 4 00 | 7 00 |
| Apples, Baldwins, bbl., No. 1 | 3 00 | 6 00 |
| Apples, Greenings, bbl. | 3 00 | 5 00 |
| Apples, Russets, bbl. | 3 00 | 4 00 |
| Apples, 11-qt. basket | 0 25 | 0 35 |
| Apples, B.C., box | 2 00 | 2 75 |
| Bananas, per bunch | 2 00 | 2 75 |
| Cranberries, bbl. | 12 50 | |
| Dates, lb. box | 0 08 | |
| Grapefruit— | | |
| Florida, case | 3 50 | 4 00 |
| Cuban, case | 3 00 | 3 50 |
| Oranges— | | |
| Navels | 3 00 | 4 25 |
| Mediterranean sweets | 3 00 | 3 25 |
| Kings, case | 5 75 | 6 00 |
| Lemons, new, California, box | 3 00 | 3 25 |

| | | |
|---------------------------|------|------|
| Lemons, new, Messina, box | 2 75 | 3 25 |
| Limes, per 100 | 1 50 | 1 50 |
| Pineapples, Florida | 5 50 | 6 00 |
| Strawberries, Florida | 0 32 | 0 33 |

VEGETABLES.—New asparagus is coming in in bigger quantities, and price is dropping in consequence. This is now down to \$4.25 and \$5. Cauliflower is going the other way at the moment, however, owing to lack of stocks and good demand. It has advanced. Mushrooms are more plentiful and have dropped slightly. Florida celery is lower-priced this week. Egg plant is with us again, and sells for \$2 and \$2.50. Potatoes are quoted at all prices, according to quality. In no case are they higher than they were last week, but in the case of extra quality Delawares firmness is maintained. Lettuce is in good demand, and sells well at ruling prices. Root vegetables are picking up. Radishes and carrots are moving more quickly now. General business is good enough, and has spruced up some with preparations for holidays.

| | | |
|----------------------------|------|------|
| Asparagus, doz. | 4 25 | 5 00 |
| Cabbage, new, case | 3 00 | 3 50 |
| Beets, Canadian, bag | 0 60 | 0 65 |
| Carrots, bag | 1 10 | 1 25 |
| Cauliflower, case | 3 25 | 3 50 |
| Celery, Florida, case | 2 65 | 2 75 |
| Cucumbers— | | |
| Hothouse, doz. | 2 00 | 2 50 |
| Egg plant, doz. | 2 00 | 2 50 |
| Onions— | | |
| Choice, Canadian | 2 00 | 2 25 |
| American, 100-lb. bag | 2 75 | 3 00 |
| Spanish, small case | 1 75 | 2 00 |
| Green, doz., bunches | 0 10 | 0 20 |
| Lettuce, leaf, doz. | 0 25 | 0 35 |
| Lettuce head, hamper | 2 75 | 3 00 |
| Mushrooms, imported, 6 qt. | 2 25 | 2 50 |
| Parsnips, bag | 0 80 | 0 90 |
| Parsley, doz. | 1 00 | 1 25 |
| Peppers, green, basket | 0 60 | 0 65 |
| Potatoes— | | |
| N.B. Delawares, bag | 2 00 | 2 05 |
| Ontario, bag | 1 85 | |
| Sweet, kiln-dried, hamper | 1 35 | |
| Radishes, doz. | 0 40 | |
| Rhubarb, doz. | 0 75 | 1 00 |
| Tomatoes, crate | 3 00 | 3 25 |
| Turnips, bag | 0 50 | 0 45 |

WINNIPEG

FRUIT AND VEGETABLES.—There have been some very important changes in this market during the past week, some advances due to small receipts, and some big declines. Asparagus is now coming on the market at \$5.00 per case; last quotations were \$8.00 per case. New cabbage jumped to 5c per lb. and turnips are now \$1.00 per bushel. For a long time the latter were quoted at 60c per bushel.

(Continued on page 34.)



PRODUCE AND PROVISIONS



New Laid and Dairy Butter Lower

Ample Easter Supplies of Eggs Do Not Stiffen Market — More Dairy Butter Being Made — Cooked Meats in Brisk Demand—Hogs Very Firm

MONTREAL

PROVISIONS.—Market remains unchanged with undertone of added firmness resulting from limited supplies of hogs coming forward and firming of all pork products. Demand for dressed hogs fell off slightly at end of last week, but all trade in lines for past ten days has been fairly brisk in anticipation of Easter trade which has intensified firmness of limited stocks on hand. Dry salt meats are very scarce on market and heavy short cut barreled pork cannot be had. Lard is scarce with firm undertone that makes changes upward freely predicted by dealers. Smoked and cured meats in city and country trade are changing hands in limited quantities sufficient for actual needs only.

| | | |
|-------------------------------------|----------|----------|
| Hams— | | |
| Small, per lb. | 0 20 | 0 21 |
| Medium, per lb. | 0 20 | 0 21 |
| Large, per lb. | 0 19 | 0 19 |
| Bacon— | | |
| Plain, bone in | 0 24 | 0 24 |
| Boneless | 0 29 | 0 29 |
| Peameal | 0 29 | 0 29 |
| Bacon— | | |
| Breakfast, per lb. | 0 24 | 0 24 |
| Roll | 0 17 | 0 17 |
| Shoulders, bone in | 0 15 | 0 15 |
| Shoulders, boneless | 0 16 | 0 16 |
| Cooked Meats— | | |
| Hams, boiled, per lb. | 0 32 | 0 32 |
| Hams, roast, per lb. | 0 35 | 0 35 |
| Shoulders, boiled | 0 26 | 0 27 |
| Shoulders, roasted | 0 27 | 0 27 |
| Dry Salt Meats— | | |
| Long clear bacon, 50-70 lbs. | 0 15 1/2 | 0 15 1/2 |
| Long clear bacon, 80-100 lbs. | 0 14 1/2 | 0 14 1/2 |
| Flanks, bone in, not smoked | 0 15 1/2 | 0 15 1/2 |
| Barreled Pork— | | |
| Heavy short cut mess | 27 00 | 27 00 |
| Heavy short cut clear | 27 50 | 27 50 |
| Clear fat backs | 30 00 | 30 00 |
| Clear pork | 28 00 | 28 00 |
| Lard, Pure— | | |
| Tierces, 350 lbs. net | 0 15 | 0 15 |
| Tubs, 50 lbs. net | 0 15 1/2 | 0 15 1/2 |
| Tins, 50 lbs. net | 0 15 1/2 | 0 15 1/2 |
| Pails, wood, 20 lbs. net | 0 15 1/2 | 0 15 1/2 |
| Pails, tin, 20 lbs. gross | 0 15 | 0 15 |
| Cases, 10 lb. tins, 60 in case | 0 15 1/2 | 0 15 1/2 |
| Cases, 3 and 5-lb. tins, 60 in case | 0 15 1/2 | 0 15 1/2 |
| Brieks, 1 lb. each | 0 17 1/2 | 0 17 1/2 |
| Lard, Compound— | | |
| Tierces, 375 lbs. net | 0 13 1/2 | 0 13 1/2 |
| Tubs, 50 lbs. net | 0 14 | 0 14 |
| Tins, 50 lbs. net | 0 14 | 0 14 |
| Pails, wood, 20 lbs. net | 0 14 1/2 | 0 14 1/2 |
| Pails, tin, 20 lbs. net | 0 14 1/2 | 0 14 1/2 |
| Cases, 10-lb. tins, 60 in case | 0 15 1/2 | 0 15 1/2 |
| Cases, 3 and 5-lb. tins, 60 in case | 0 15 | 0 15 |
| Brieks, 1 lb. each | 0 16 | 0 16 |
| Hogs— | | |
| Dressed, abattoir killed | 0 14 1/2 | 0 14 1/2 |

BUTTER. — Market remains unchanged in price, but with an easier feeling apparent which has resulted in some sales having been recorded at slightly lower prices than those ruling in fresh made lines although dairy butter remains very scarce and firm as reports indicate scarcity in country at large.

Sales at the Dairymen's Exchange at Cowansville on Saturday were very slow at prices at from 2 to 2 1/8c lower than the corresponding week last year though only half of offerings were sold and advices from other sources indicate increase of stock of creamery on hand as compared to previous years. Receipts for ending week of April 15th, were over three thousand packages in excess of last week and over two thousand packages in excess of same week of last year. Large auction sales are becoming feature of market.

| Butter— | |
|---------------------------------|------|
| Finest creamery, September make | 0 34 |
| Finest creamery, fresh made | 0 35 |
| Dairy prints | 0 30 |
| Dairy, solids | 0 30 |
| Separator prints | 0 30 |
| Bakers | 0 26 |

EGGS.—Market is without feature of interest to record and prices remain unchanged with an easier undertone noticeable in market due to greater quantities of new-laid coming forward, although not yet sufficiently in excess of consumption to bring price down and packers and dealers are said to be buying and putting into cold storage earlier than usual this year for future disposal of English market.

| Eggs, case lots— | |
|-------------------|------|
| New laid, stamped | 0 26 |

CHEESE.—Market remains firm without feature of interest to record with continuation of factors ruling for some weeks past. High prices are unchanged and in conjunction with limited stocks tend to restrict trading and new cheese is not arriving in sufficient quantity to establish a market.

| Cheese— | |
|-----------|-----------|
| 1915 make | 0 19 0 20 |
| Stilton | 0 21 |

POULTRY. — Market remains unchanged in prices and other ruling factors with scarcity of supplies and good demand chief features. There is no fresh stuff coming forward and very few live fowl and trading consists almost entirely in left over stock which is being rapidly cleaned up in anticipation of new season. Easter trade has developed added demand and firmness which is expected to play out in most lines after holiday season with exception of dressed poultry which seems to be well out of market.

Fresh killed is coming forward slowly and is scarce and high.

| Poultry— | |
|--|-----------|
| Frozen Stock— | |
| Turkeys | 0 27 0 28 |
| Fowl, large | 0 20 0 21 |
| Fowl, small | 0 16 0 19 |
| Ducks | 0 20 |
| Geese | 0 17 0 18 |
| Roasting chicken, milked, 4 lbs. or over | 0 21 0 22 |
| Roasting chicken, ordinary | 0 18 0 22 |
| Spring broilers, dressed, pair | 0 75 1 00 |
| Squabs, Canadian, pair | 0 40 |
| Squabs, Philadelphia, pair | 0 70 |
| Pigeons, pair | 0 25 0 30 |
| Live Stock— | |
| Fowl, 5 lbs. and over | 0 22 0 23 |
| Fowl, small | 0 18 0 21 |
| Turkeys | 0 22 0 25 |
| Ducks | 0 30 0 32 |
| Geese | 0 16 0 18 |
| Chicken | 0 15 0 18 |

HONEY.—Market remains quiet and steady with prices unchanged. Slimness of stocks counteract any tendency to general easiness in market, resulting from slackness of demand which is less than that of a normal season.

| Honey— | |
|---------------------------------------|----------|
| Buckwheat, tins | 0 09 1/2 |
| Strained clover, 60-lb. tins | 0 12 |
| Strained clover, in 10-lb. tins | 0 12 1/2 |
| Strained clover, in 5-lb. tins | 0 12 1/2 |
| Comb honey, white clover, per section | 0 16 |
| Comb honey, buckwheat, per section | 0 13 |

TORONTO

PROVISIONS.—All meats retain the firmness noticeable this last couple of weeks, and in the case of one or two higher levels are touched. Fat backs is one such line; it shows an advance of half a cent. Cooked meats are showing brisk demand now that the end of Lent draws near, and hams are up a full cent. Lard prices are about the same; in the case of compound, in tierces, there is an advance of half a cent. Tubs and pails, however, are a trifle lower. Dry salt meats and barreled pork are noticeably scarce.

| | | |
|------------------------------------|----------|----------|
| Hams— | | |
| Light, per lb. | 0 21 | 0 22 |
| Medium, per lb. | 0 20 | 0 21 |
| Large, per lb. | 0 16 | 0 18 |
| Bacon— | | |
| Plain | 0 26 | 0 27 |
| Boneless, per lb. | 0 28 | 0 30 |
| Pea meal, per lb. | 0 28 | 0 30 |
| Bacon— | | |
| Breakfast, per lb. | 0 22 | 0 26 |
| Roll, per lb. | 0 18 | 0 19 |
| Shoulders, per lb. | 0 18 | 0 19 |
| Pickled meats—lc less than smoked. | | |
| Dry Salt Meats— | | |
| Long clear bacon, ton lots | 0 16 | 0 17 |
| Long clear bacon, small lots | 0 16 1/2 | 0 17 1/2 |
| Fat backs, lb. | 0 14 | 0 15 |
| Cooked Meats— | | |
| Hams, boiled, per lb. | 0 30 | 0 31 |
| Hams, roast, per lb. | 0 30 | 0 31 |
| Shoulders, boiled, per lb. | 0 26 | 0 27 |
| Shoulders, roast, per lb. | 0 26 | 0 27 |
| Barreled Pork— | | |
| Heavy mess pork, per bbl. | 0 29 | 0 31 |
| Short cut, per bbl. | 0 29 | 0 30 |

| | | |
|-----------------------------|-------|-------|
| Lard, Pure— | | |
| Tierces, 400 lbs., per lb. | 0 15½ | 0 15½ |
| Tubs, 50 lbs., per lb. | 0 15½ | 0 15½ |
| Pails, 20 lbs., per lb. | 0 15½ | 0 16 |
| Tins, 3 and 5 lbs., per lb. | 0 16 | 0 16 |
| Bricks, 1 lb., per lb. | 0 17¼ | 0 17¼ |

| | | |
|----------------------------|-------|-------|
| Lard, Compound— | | |
| Tierces, 400 lbs., per lb. | 0 13¼ | 0 13¼ |
| Tubs, 50 lbs., per lb. | 0 13¼ | 0 14 |
| Pails, 20 lbs., per lb. | 0 14 | 0 14½ |

| | | |
|--------------------------|-------|-------|
| Hogs— | | |
| Live | 11 50 | 11 75 |
| Dressed, abattoir killed | 15 50 | 16 00 |

BUTTER.—There is a drop of a couple of cents in the price of dairy, which brings choice to 27-30. This is because there is far more coming from the country. Apparently they are making more at home and not sending much to creameries. This is partially a weather condition; the roads are very bad, still. Moreover, the flow of milk is improving and supplies of butter also increase. There is a slightly easier feeling in creamery butter too, as is evidenced by the drop to 35 and 36c. Outlook is for still lower lever, and produce men expect this. Strangely enough, bakers' prints are scarce.

| | | |
|---------------------------|------|------|
| Creamery prints, lb. | 0 35 | 0 36 |
| Creamery solids | 0 32 | 0 33 |
| Dairy prints, choice, lb. | 0 27 | 0 30 |
| Dairy prints, lb. | 0 26 | 0 28 |
| Bakers | 0 25 | 0 26 |

CHEESE.—There is no change in price, and little in condition. This latter remains very firm, still owing its strength largely to export demand, which doesn't abate. Difficulty is experienced in getting boats to carry purchases to Britain.

| | | |
|-----------------------------------|-------|--|
| Cheese— | | |
| New, large, per lb. | 0 19 | |
| New, twins, per lb. | 0 19½ | |
| June and Sept., large, per lb. | 0 20 | |
| June and Sept., twins, per lb. | 0 20½ | |
| June and Sept., triplets, per lb. | 0 20½ | |

EGGS.—Price of new laids is again down, this time by a couple of cents. That means cartons at 25 to 26c, and ex-cartons, one cent lower. Heavy production is largely the reason. There was some anticipation that a heavy Easter trade would swamp supplies, firming and even advancing the market. This has not materialized. Easter trade is about over now, and prices, too, are a couple of cents higher than at this time last year. It is surmized that still further declines will follow. Produce men aim to get the price in the country down to 20c this week. Some have done it already.

| | | |
|---------------------------------|------|------|
| Eggs— | | |
| New laids, specials, in cartons | 0 25 | 0 26 |
| New laids | 0 23 | 0 24 |

POULTRY.—There is hardly any live stuff coming at all. The market remains firm, all levels being well supported. Demand for Easter is fairly heavy and has given even additional strength to the market. It will flicker out after the holiday, however.

| | | |
|-------------------|-----------|-----------|
| Poultry— | | |
| Old fowl, pound | 0 18-0 20 | 0 18-0 20 |
| Old turkeys | 0 18-0 20 | 0 26-0 30 |
| Ducklings | 0 14-0 16 | 0 18-0 20 |
| Turkeys | 0 18-0 20 | 0 23-0 27 |
| Chickens | 0 18-0 20 | 0 20-0 24 |
| Chickens, milkfed | 0 17-0 20 | 0 25-0 26 |

HONEY.—Demand is brisk and prices are firm.

| | | |
|------------------------------|-------|-------|
| Honey— | | |
| Buckwheat, bbls., per lb. | 0 07 | 0 07½ |
| Buckwheat, tins, per lb. | 0 07½ | 0 08 |
| Clover, 50 lb. tins, per lb. | 0 07 | 0 13¼ |

| | |
|------------------------------|------|
| Clover, 10 lb. tins, per lb. | 0 14 |
| Clover, 5 lb. tins, per lb. | 0 14 |
| Comb, No. 1, doz. | 2 50 |
| Comb, No. 2, doz. | 2 00 |

MAPLE SYRUP.—There is no change in quotation. Wine gallon measure is also included hereunder, at \$1.15. Nothing further can be said as to supplies; opinions conflict so. Some supplies are coming, however.

| | |
|------------------|------|
| Maple Syrup— | |
| Imperial, gallon | 1 40 |
| Wine gallon | 1 15 |

WINNIPEG

PRODUCE AND PROVISIONS.—Receipts were considerably heavier last week, but not equal to last year. In the event of continued mild weather, we look for a flush commencing this week. Stocks will then be going into storage, although the price just now is rather high for any quantity to be put away. Packers have been quoting 20c, but with big receipts this week, the price should drop to 18-19c. In the butter market there is practically no feature. The new make is small, and storage stocks very low. Receipts of live hogs last week were exceptionally late, due no doubt to the conditions of country roads. This affected the market, which opened at \$10.40 per cwt. and advanced by Wednesday to \$10.65; last Thursday sales were being made at \$10.85. We do not expect this to be maintained, but packers' holdings are comparatively light, keeping the provision market firm at quotations. There is very little to say about cheese.

| | | |
|----------------------------|-------|-------|
| Hams— | | |
| Light, per lb. | 0 21¼ | 0 22¼ |
| Medium, per lb. | 0 19 | 0 21 |
| Large, per lb. | 0 17 | 0 19 |
| Bacon— | | |
| Breakfast, per lb. | 0 22 | 0 23 |
| Breakfast, select, lb. | 0 26 | 0 28 |
| Backs, per lb. | 0 22 | 0 25 |
| Dry Salt Meats— | | |
| Long clear bacon, light | 0 15½ | |
| Cooked Meats— | | |
| Hams, boiled, per lb. | 0 29 | 0 30 |
| Shoulders, boiled, per lb. | 0 23 | 0 24 |
| Barrelled Pork— | | |
| Mess pork, bbl. | | 27 00 |
| Lard, Pure— | | |
| Tierces | 0 15¼ | |
| Pails | 3 17¼ | |
| Cases, 10s | 9 60 | |
| Cases, 5s | 9 68 | |
| Cases, 3s | 9 75 | |
| Cartons | 0 16¾ | |
| Lard, Compound— | | |
| Tierces | 0 12¼ | |
| Tubs, 50s, net | 6 25 | |
| Pails, 20s, net | 2 60 | |
| Butter— | | |
| Fresh made creamery | 0 35 | |
| Best storage creamery | 0 34 | |
| Best dairy | 0 26 | 0 27 |
| Cooking | 0 18 | 0 19 |
| Eggs— | | |
| New laids | 0 19 | 0 20 |
| Cheese— | | |
| Ontario, large | 0 20¼ | |
| Ontario, twins | 0 20¼ | |

FRUIT AND VEGETABLES

(Continued from page 32.)

encia onions have dropped to \$6.50 per case. Florida tomatoes have jumped to \$5.00 per case. Florida celery is now coming on the market in cases at \$4.00. B.C. apples are off the market. A very important change to the grocer is a jump in navel oranges, which are now costing \$3.50-\$4.50 per case. Grapefruit have advanced, and are now \$4.50

per case. New arrivals on the market include green peas at 20c per lb., spinach at \$1.75 per case, and rhubarb at \$2.25 per case.

| | |
|-------------------------------|-------|
| Fresh Fruits— | |
| Grapefruit, case | 4 60 |
| Strawberries, Florida, case | 7 00 |
| Ontario apples, bbls. | 5 00 |
| Washington box, apples | 2 50 |
| Navel oranges, case | 3 50 |
| California lemons | 4 50 |
| Bananas, bunches | 2 50 |
| Rhubarb, case | 2 25 |
| Vegetables— | |
| Asparagus, case | 5 00 |
| Cabbage, new, lb. | 0 05 |
| Cabbage, per lb. | 0 02½ |
| Peppers, per basket | 0 75 |
| Mushrooms | 0 80 |
| Carrots, per lb. | 0 02 |
| B.C. potatoes | 1 23 |
| Alberta potatoes | 1 00 |
| Sweet potatoes, hamper | 2 25 |
| Garlic, per lb. | 0 25 |
| Turnips, bushel | 1 00 |
| California head lettuce, case | 4 50 |
| California cauliflower, crate | 2 50 |
| Valencia onions, cases | 6 50 |
| Red Globe onions, lb. | 0 05¼ |
| Florida tomatoes, case | 5 00 |
| Head lettuce, doz. | 1 00 |
| Florida celery, case | 4 00 |
| Green peas, lb. | 0 20 |
| Spinach, case | 1 75 |



GIVE TRAVELER A SQUARE DEAL

The traveler is entitled to the same consideration from the retailer as the retailer gets from a customer to whom he suggests a purchase. This is an age of business on scientific basis. When a salesman wastes time on a business call, it adds that much more to the cost of the trip and means that much more waste energy; wasted energy advances costs. Travelers are sometimes compelled to waste too much time in their weekly rounds. It would appear that some merchants take delight in keeping them waiting.

Of course, the traveler should give the right of way to a customer at the counter or when the merchant has some other very important business to transact. But there should, however, be no reason for a merchant deliberately working away at his books and in other ways killing time when a salesman is waiting to interview him. Many have the idea that the salesman is something that must be avoided like a plague instead of being treated as a friend with a lot of information up his sleeve. There are many branch lines throughout the country where there is only one train a day. If the traveler misses this, he must drive to the next town or wait over and then the chances are his week's work is dislocated.

It is a fact that many travelers have real grievances against some retailers. Of course, a large number and, no doubt, the majority of retailers give the traveling salesman a fair treatment and a square deal but there are others who do not. Here and there we may see a traveler who probably does not deserve the consideration and full respect of the retail trade. But it is an easy matter to tell him politely where you stand. There is no necessity of keeping him waiting for any length of time unless important business necessitates it.



FISH AND OYSTERS



New York Demand Firms Fish Prices

Live Lobster Lower—Supplies of Fresh Lake—Fish Coming Slowly — Frozen Stocks Pretty Well Cleaned Up—Lake Erie Whitefish Selling

MONTREAL

FISH.—Good demand is developing with last week of Lent with its three fast days, but trade is disappointed with small supplies of fresh fish that have been coming forward. Some good quantities of ground fish from the East have been received and chief failure in fresh supplies seem to be from western points. One of the staple lines, fresh halibut, has not yet put in an appearance on this market, although a few pounds have been received from eastern points and have brought abnormal prices. Shipments of fresh halibut from Pacific coast points are expected next week, and prices indicate an advance of 10 to 15 per cent. over those prevailing last year at this season. Supplies of all kinds of frozen are very low and everything will have been cleaned up by end of week. Easter has resulted in big demand for all kinds of lake and river fish, mostly dore, pike, carp and pickerel. New cure smoked fish, such as fillets and haddies are coming forward in a small way and bringing high prices. Demands for salt and prepared fish are very slow and prices inclined to easiness. Demands in fresh and shell are expected to improve for Easter trade but revival is not expected to be very much this year. Lobsters continue to retain their new found easiness as a result of being much more plentiful than for some time past.

TORONTO

FISH AND OYSTERS.—Most frozen stuff is getting cleaned up now and little is sold unless it is asked for. It is sold, of course, but as stocks of fish lines multiply frozen takes a back seat. Fresh sea fish is coming in more and more. As it does so price declines, of course. Fancy haddock is now worth 11 cents, a decrease of about three cents within a couple of weeks. Halibut keeps pretty high, at 16c, because supplies are still scarce. They are improving, however, and we should see a drop in the market soon. Steak cod sells firmly at 12c, and levels are supported by scarcity in this line too. Fresh salmon dribbles in from the coast, but only in limited amounts.

Fresh lake fish is gradually getting a toe-hold on the market. Whitefish from Lake Erie is the leader, and sells at 30c, unusually high figure. The reason for this is that New York is bidding against Canadian buyers, and stocks are so small that the extra competitor boosts prices. Live lobster is down to 60c, with more offering, and good brisk demand.

SMOKED FISH.

| | Montreal | Toronto |
|---|----------|---------|
| Haddies, per lb., new cured | .10-.11 | .09 |
| Haddies, 15-lb. and 20-lb. boxes, lb. | .10 | .09 |
| Haddies, fillets, per lb. | .12 | .14 |
| Herring, Ciscos, baskets | 1.25 | 1.50 |
| St. John bloaters, 100 in box | 1.20 | 1.25 |
| St. John bloaters, per box | 1.20 | 1.00 |
| Yarmouth bloaters, 69 in a box | 1.30 | 1.25 |
| Smoked herrings, medium, box | .16 | .15 |
| Smoked herrings, medium box | .16 | .16 |
| Smoked boneless herrings, 10-lb. box | 1.40 | 1.40 |
| Kipperred herrings, selected, 60 in box | 1.25 | 1.50 |
| Smoked salmon, per lb. | .30 | .15-.17 |
| Smoked halibut | .10 | .10 |

FROZEN FISH—SEA FISH.

| | Montreal | Toronto |
|---|----------|---------|
| Salmon— | | |
| Cape, large, per lb. | .13 | .13 |
| Red, steel heads, per lb. | .12 | .13 |
| Red, sockeyes, per lb. | .12 | .12 |
| Red Cohoes, dressed, lb. | .11 | .11 |
| Red Cohoes, dressed, lb. | .12 | .11 |
| Pale qualla, dressed, per lb. | .10 | .08 |
| Halibut, white western, large and medium, per lb. | .13 | .13 |
| Halibut, eastern, chicken, per lb. | .14 | .12 |
| Mackerel, bloater, per lb. | .09-.10 | .10 |
| Haddock, medium and large, lb. | .07 | .10 |
| Market codfish, per lb. | .08 | .10 |
| Steak codfish, per lb. | .08 | .10 |
| Canadian sole, per lb. | .06 | .08 |
| Blue fish, per lb. | .16-.18 | .18 |
| Smelts | .11 | .13 |
| Smelts, extras | .15 | .20 |
| Herrings, per 100 count | 2.50 | 3.00 |
| Round pike | .07½ | ... |
| Grass pike, dressed | .07 | ... |

DRIED AND PREPARED FISH.

| | | |
|--|------|------|
| Dried Haddock | 6 00 | 6 00 |
| Dried codfish, medium and small, 100 lbs. | 7 00 | 7 00 |
| Dried hake, medium and large, 100 lb. | 6 00 | 6 00 |
| Dried pollock, medium and large, 100 lb. | 6 00 | 5 00 |
| Dressed or skinless codfish, 100-lb. case. | 6 50 | 3 00 |
| Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb. | 0 08 | 0 10 |
| Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb. | 0 07 | 0 07 |
| Boneless codfish, strins, 20-lb. boxes. | 0 10 | 0 10 |
| Boneless codfish, in 2-lb. and 3-lb. boxes, a box | 1 80 | 1 80 |
| Boneless codfish, in 2-lb. and 3-lb. boxes | 0 15 | 0 15 |

BULK OYSTERS, CLAMS, ETC.

| | | |
|--|------|------|
| Standard, solid meats, gal. | 1 70 | 1 75 |
| Standard, bulk, gal. | 1 40 | 2 75 |
| Selects, per gal., solid meat | 2 00 | 2 25 |
| Best clams, imp. gallon | 1 60 | ... |
| Best scallops, imp. gallon | 2 25 | 3 50 |
| Best prawns, imp. gallon | 2 25 | ... |
| Best shrimps, imp. gallon | 2 00 | ... |
| Sealed, best, pt. cans, each | 0 40 | 0 40 |
| Sealed, best, select, quart cans, each | 0 50 | 0 75 |
| Rockaways, 100 | 1 50 | 1 00 |
| Blue points, small | ... | 1 50 |
| Blue points, large | ... | 1 50 |

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

| | | |
|--------------------------------------|-------|-------|
| Cape Cod shell oysters, per lb. | 9 00 | 1 50 |
| Canadian cultivated oysters, bbl. | 10 00 | 10 00 |
| Clams, per bbl. | 9 00 | 8 00 |
| Malpeques, ordinary, bbl. | 9 00 | 9 00 |
| Live lobsters, medium and large, lb. | 0 40 | 0 60 |
| Little necks, per 100 | 1 25 | 1 50 |

FRESH SEA FISH.

| | Montreal | Toronto |
|------------------------------|----------|---------|
| Halibut | 13 -14 | 16 -14 |
| Haddock, fancy expreses, lb. | 7 - 8 | 11 -14 |

| | | |
|---------------------------------|--------|-------|
| Mackerel, medium, each | 16 | ..... |
| Steak, cod, fancy, express, lb. | 10 | -12 |
| Herrings, each | 3 | 3 |
| Flounders | 10 | 12 |
| Flounders, New York | .. | 12 |
| Salmon, Western | 15 -16 | 30 |
| Salmon, Eastern | 15 -16 | .. |

FRESH LAKE FISH.

| | | |
|---------------------|-------|------|
| Carp, lb. | 0 10 | .... |
| Carp, lb. | 0 12 | .... |
| Pike, lb. | 0 10 | 0 07 |
| Perch, lb. | 0 08 | 0 07 |
| Suckers, lb. | 0 10 | 0 10 |
| Suckers, lb. | 0 06 | 0 08 |
| Whitefish, lb. | 0 12 | 0 20 |
| Lake Erie whitefish | .. | 0 30 |
| Herrings, per 100 | .. | 2 50 |
| Lake trout | 0 12 | 0 14 |
| Eels, lb. | 0 10 | 0 08 |
| Dore | 15-16 | 0 13 |

FROZE LAKE AND RIVER.

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

WINNIPEG

FISH AND POULTRY.—There is a firmer market this week on dressed poultry, which is still exceedingly scarce. Higher quotations are: No. 1 fowl 24c; turkey 33c; geese 25c. Receipts of live stuff are heavier, but they are not yet arriving freely. A wire from the Pacific coast announces that fresh halibut and salmon are scarcer than they have been for sometime. There is hardly any frozen halibut in Winnipeg, but this is not serious as fresh will soon be arriving more freely. Fresh salmon is quoted at 21c. Several cases of new haddies arrived this week, the opening price on which was a little high—10½-11c. This week sees the end of Lent, during which season the demand for all kinds of fish has been exceptionally good.

| | | |
|--------------------------|-------|-------|
| Fish— | | |
| Frozen salmon | 0 10 | 0 10 |
| Frozen halibut | 0 08½ | 0 09 |
| Pickerel | 0 07 | 0 07½ |
| Steak cod, per lb. | 0 08 | 0 08 |
| Lake Winnipeg whitefish | 0 08 | 0 08 |
| Fresh fman haddie | 0 10½ | 0 11 |
| Kippers, per box | 2 00 | 2 00 |
| Lake trout, per lb. | 0 10 | 0 10 |
| Bloaters, per box | 2 00 | 2 00 |
| Salmon, fresh, lb. | 0 21 | 0 21 |
| Salt ackerel, 20-lb. kit | 3 00 | 3 00 |
| Smoked gold-eyes, doz. | 0 20 | 0 20 |
| Oysters, per gal. | 2 00 | 2 00 |
| Oysters, on shell, doz. | 0 25 | 0 25 |
| Poultry, Live— | | |
| Fowl | 0 15 | 0 15 |
| Roosters | 0 11½ | 0 11½ |
| Chickens | 0 15 | 0 15 |
| Turkeys | 0 19 | 0 19 |
| Ducks | 0 13 | 0 13 |
| Ducklings | 0 14 | 0 14 |
| Geese | 0 13 | 0 13 |
| Poultry, Dressed— | | |
| Ducks, No. 1 | 0 24 | 0 24 |
| Fowl, No. 1 | 0 24 | 0 24 |
| Turkeys, No. 1 | 0 33 | 0 33 |
| Geese, No. 1 | 0 25 | 0 25 |



FLOUR AND CEREALS



Several Declines in Cereals

Rolled Oats Easier and Lower—Barley, Whole Meal, Graham Flour and Other Lines Weaker—A Shortage of Feeds?—No Change in Flour

MONTREAL

FLOUR.—Market remains to be unchanged without any features of importance to record other than lifting of C. P. R. and G. T. R. embargo, leaving I. C. R., the only one remaining. Business continues satisfactory following improvement noticed last week and market firm although wheat finished slightly weaker at end of last week. Added firmness is noticeable in undertone with approach of opening of navigation which is expected to materially increase sales in month of May. Interest in export trade has been stimulated during week end by inquiries from abroad but prices offered were such as to hold out no encouragement to local holders of stocks.

Winter wheat flour remains firm and unchanged in price with dulness chief feature of it. Inquiries are comparatively few and stocks on hand large which tends to continue unsatisfactory state of market.

| Manitoba Wheat Flour— | | Per bbl. of 2 bags | |
|-----------------------|-------|--------------------|-------|
| First patents | ..... | 6 60 | |
| Second patents | ..... | 6 10 | |
| Strong bakers | ..... | 5 90 | |
| | | Car | Small |
| Winter Wheat Flour— | | lots | |
| Fancy patents | ..... | 5 85 | 6 10 |
| 91 per cent. in wool | ..... | 5 60 | 5 80 |
| 90 per cent. in bags | ..... | 2 70 | 2 75 |

CEREALS. — Market remains unchanged and firmness still rules in raw oat market and an easier feeling developing in rolled oats as a result of mild weather which leads to lack of price maintainence so that prices quoted are merely nominal.

| Cornmeal— | | Per 95-lb. sack |
|--|-------|-----------------|
| Gold dust | ..... | 2 75 |
| Rolled Oats— | | 90's in jute. |
| Small lots | ..... | 2 75 |
| 25 bags or more | ..... | 2 60 |
| Packages, case | ..... | 2 90 |
| Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90's, in jute. | ..... | 4 00 |
| Rolled Wheat— | | 100-lb. bbls. |
| Hominy, per 95-lb. sack | ..... | 4 00 |
| Hominy, per 95-lb. sack | ..... | 2 75 |
| Corn flour, bag | ..... | 2 65 |
| Rye flour, bag | ..... | 2 75 |
| Barley, pot | ..... | 3 00 |
| Barley, pearl, lb. | ..... | 0 04½ |

FEEDS.—Feed lines continue firm and in good demand particularly in bran and shorts, with no changes in price or other features of importance to record. Country inquiries are chiefly responsible for good demand which leads to firm un-

dertone to market. Local mills are said to be over sold to some extent as result of recent railroad tie-ups that decrease flour production which has reacted on feed production.

| Mill Feeds— | Per ton |
|------------------------------------|---------|
| Bran | 24 00 |
| Shorts | 25 00 |
| Middlings | 29 00 |
| Wheat moulee | 34 00 |
| Feed flour, bag | 35 00 |
| Mixed chop, ton | 32 00 |
| Crushed oats, ton | 33 00 |
| Oats, chop, ton | 33 00 |
| Barley, chop, ton | 32 00 |
| Feed oats, cleaned, Manitoba, bush | 0 55 |
| Feed wheat, bag | 1 90 |

TORONTO

FLOUR.—The market this week reveals little of interest to the trade. Levels, while being well supported, are not any higher. The position of wheat has hardly altered during the week, one way or the other. No. 1 Northern, in store at Fort William, last week was \$1.14. To-day it is 1.13½. So that flour, in so far as it follows wheat trend, could not alter much.

Demand from home purchasers is averagely satisfactory. No miller is doing a whale of a business, though demand is steady if orders are not large. Opening of navigation looms up now, and the period from now till that happens is usually a slow one with the flour men.

Export situation, if anything, is rather quieter, overseas buyers being inclined to sniff at offers here. Freight remain unchanged at around \$1, but there is a feeling of insecurity as to submarine enterprise.

| Manitoba Wheat Flour— | | Small lots. | Car lots. |
|---|-------|--------------------|-----------|
| | | per bbl. of 2 bags | |
| First patents | ..... | 6 70 | 6 80 |
| Second patents | ..... | 6 20 | 6 00 |
| Strong bakers | ..... | 6 00 | 5 80 |
| Ontario winter wheat flour, 90 per cent. (Board of Trade quotation) | ..... | 4 40 | 4 30 |

CEREALS.—Several lines have dropped slightly because the cereal business generally speaking, is dull. Barley is down to \$4.50 and \$4.75. Graham flour is lower by fifty cents. Split peas are down to \$5.50. Rolled oats has lost the firm feeling which has recently characterized it, and is down to \$2.50. Rolled

| | | |
|--------------------------|------|------|
| Barley, pearl, 95 lbs. | 4 70 | 4 80 |
| Ruckwheat grits, 95 lbs. | 4 60 | |

wheat is quoted around \$3.25. Whole wheat flour is lower by fifty cents. Demand for cereals this last week has been poor, but prices are taking on a firmer feeling, and higher levels are suggested, particularly for cornmeal and oats.

| | | |
|--------------------------------|------|------|
| Corn flour, 95 lbs. | 2 55 | 2 75 |
| Cornmeal, yellow, 95 lbs. | 2 50 | 2 50 |
| Graham flour, 95 lbs. | 3 25 | |
| Hominy, granulated, 95 lbs. | 3 00 | |
| Hominy, pearl, 95 lbs. | 3 00 | |
| Oatmeal, standard, 95 lbs. | 2 75 | |
| Oatmeal, granulated, 95 lbs. | 2 75 | |
| Peas, Canadian, boiling, bush. | 3 50 | |
| Peas, split, 95 lbs. | 6 60 | |
| Rolled oats, 90-lb. bags | 2 50 | |
| Rolled wheat, 100-lb. bbl. | 3 30 | 3 50 |
| Rye flour, 95 lbs. | 2 80 | |
| Whole wheat flour, 95 lbs. | 3 25 | |
| Wheatlets, 95 lbs. | 3 50 | |

FEEDS.—There is nothing new to report. Demand continues to be fair to middling. In some quarters a shortage of stocks is felt after the heavy run a couple of weeks ago, but demand is not urgent enough to mean strengthened tone.

| Mill Feeds— | per ton |
|--------------------------------|---------|
| Bran | 24 00 |
| Shorts | 25 00 |
| Special, middlings | 26 00 |
| Feed flour, per bag | 1 60 |
| Oats— | |
| No. 3. Ontario, outside points | 0 42 |
| | 0 45 |

WINNIPEG

FLOUR AND CEREALS.—Quotations on all lines are the same as a week ago. The wheat market has weakened considerably during the past week, due probably to local conditions, as the American market was high. The local demand for flour is below normal, which may be attributed to the fact that most dealers are well stocked. The export demand is about normal, and some improvement has taken place in shipping. All cereals are quiet. Feeds remain firm, with a considerable demand. It will be some time yet before the cattle are able to go on the grass.

| Flour— | | |
|--------------------------------------|-------|-------|
| Best patents | ..... | 6 60 |
| Bakers | ..... | 6 10 |
| Clears | ..... | 5 40 |
| XXXX. | ..... | 4 40 |
| Cereals— | | |
| Rolled oats, 80 lbs. | 1 90 | 2 00 |
| Rolled oats, pkg., family size | ..... | 3 75 |
| Wheat flakes, case | ..... | 3 75 |
| Oatmeal, standard and gran., 95 lbs. | ..... | 2 50 |
| Cornmeal, 95 lbs. | ..... | 2 45 |
| Feeds— | | |
| Bran, ton | ..... | 18 00 |
| Shorts, ton | ..... | 20 00 |
| Middlings, ton | ..... | 20 00 |
| Mixed chop, ton | ..... | 28 00 |

Write, Wire or Phone

your order for

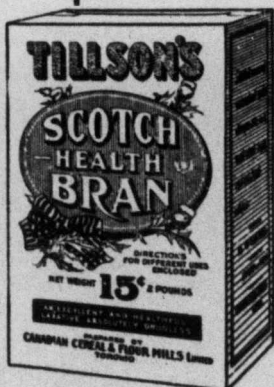
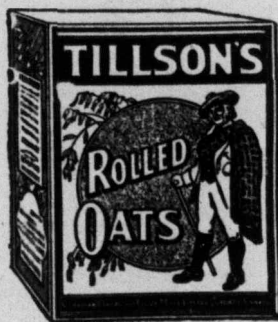
Tillson's Rolled Oats Tillson's "Scotch"

FINE CUT

Oatmeal Tillson's "Scotch" Health Bran

*Canadian Products, Made
in Canada by Canadians*

We guarantee prompt shipment, direct from
our mills, polite attention, and lowest prices
consistent with the highest quality.



Canadian
Cereal and
Flour Mills
Limited
TORONTO

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

A FEW HOURS TIME Netted Him \$13.75

Arthur W. Rundle of Toronto recently read in one of our advertisements that we wanted to get into touch with young men to represent us. He applied in person for a position, was accepted, and has since qualified in every sense of the word—by making good, both for himself and for us.

During his first three days, he worked on an average of five hours a day. The results of his efforts netted him \$13.75 in Cash. We paid Mr. Rundle better than \$1.00 an hour, for every hour he worked. He came to us without previous selling experience; he had no first-hand knowledge of business, but he did have confidence in himself and in our plan. This is one of the few instances of how our boys are making good.

The results of Arthur W. Rundle's success can easily be duplicated in your town and by you. We want more young men who are possessed of lots of energy and an ambition to get ahead. We want to make an appointment right away in your community — who knows but what you are just the man we are looking for?

Anyhow write us and let us explain our plan to you. Simply say: "Show me how to make profits out of my spare time."

**The MacLean Publishing Co.
Limited**

143-153 University Ave.

TORONTO

CANADA

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER

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

WHITE SWAN SPICES AND CEREALS, LTD.

| | Per doz. |
|--|----------|
| 5c Tins, 4 doz. to case, weight 10 lbs. | \$ 0 40 |
| 4 oz. Tins, 4 doz to case, weight 20 lbs. | 0 65 |
| 6 oz. Tins, 4 doz. to case, weight 25 lbs. | 0 90 |
| 8 oz. Tins, 4 doz. to case, weight 35 lbs. | 1 30 |
| 12 oz. Tins, 4 doz. to case, weight 48 lbs. | 1 60 |
| 16 oz. Tins, 4 doz. to case, weight 70 lbs. | 2 25 |
| 3 lb. Tins, 2 doz. to case, weight 85 lbs. | 5 00 |
| 5 lb. Tins, 1 doz. to case, weight 80 lbs. | 9 50 |

DOMINION CANNERS, LTD. JAMS

| | Per doz. |
|---|----------|
| "Aylmer" Pure Jams and Jellies 16-oz. Glass Jars. | |
| Apricot | \$ 2 30 |
| Assorted | 2 20 |
| Blackberry | 2 25 |
| Blueberry | 2 25 |
| Currant, Red | 2 20 |
| Currant, Black | 2 25 |
| Cherry | 2 20 |
| Gooseberry | 2 10 |
| Plum | 2 10 |
| Plum, Green Gage | 2 20 |
| Pear | 2 10 |
| Peach | 2 10 |
| Raspberry, Red | 2 25 |
| Raspberry, Black | 2 25 |
| Rasp. and Red Currant | 2 20 |
| Rasp. and Gooseberry | 2 20 |
| Strawberry | 2 30 |

CATSUPS

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

BAKED BEANS, with Pork.

| | Per doz. |
|---|----------|
| Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin. | |
| Individual Baked Beans, Plain or with Sauce, 4 doz. to case | 0 47 1/2 |
| 1's Baked Beans, Plain, 4 doz. to case | 0 70 |
| 1's Baked Beans, Tomato Sauce, 4 doz. to case .. | 0 70 |
| 1's Baked Beans, Chili Sauce, 4 doz. to case .. | 0 70 |
| 2's Baked Beans, Plain, tall, 2 doz. to case | 1 05 |
| 2's Baked Beans, Tomato Sauce, tall, 2 doz. to case | 1 05 |
| 2's Baked Beans, Chili Sauce, tall, 2 doz. to cs. | 1 05 |
| Family Baked Beans, Plain, 2 doz. to case | 1 20 |
| Family Baked Beans, Tomato Sauce, 2 doz. to cs. | 1 22 1/2 |

| | |
|--|----------|
| Family Baked Beans, Chili Sauce, 2 doz. to cs. | 1 22 1/2 |
| 3's Baked Beans, Tomato Sauce, flats, 2 doz. to cs., Aylmer only | 1 40 |
| 3's Baked Beans, Chili Sauce, flats, 2 doz. to cs., Aylmer only | 1 40 |
| 3's Baked Beans, Plain, tall, 2 doz. to case | 1 50 |
| 3's Baked Beans, Tomato Sauce, 2 doz. to case | 1 60 |
| 3's Baked Beans, Chili Sauce, 2 doz. to case | 1 60 |

"AYLMER" PURE ORANGE MARMALADE

| | |
|--|----------|
| Tumblers, Vacuum Top, 2 doz. in case, per doz. | \$ 1 10 |
| 12 oz. Glass, Screw Top, 2 doz. per case, per doz. | 1 20 |
| 16 oz. Glass, Screw Top, 2 doz. per case, per doz. | 1 60 |
| 16 oz. Glass, Tall, Vacuum Top, 2 doz. per case, per doz. | 1 60 |
| 2's Glass, Vacuum Top, per doz. | 2 80 |
| 2's Tin, 2 doz. per case, per doz. | 2 30 |
| 4's Tin, 12 palls in crate, pall | 0 40 |
| 5's Tin, 8 palls in crate, pall | 0 47 1/2 |
| 7's Tin or Wood, 6 palls in crate, pall | 0 65 |
| 14's Tin or Wood, 4 palls in crate, lb. | 0 60 |
| 30's Tin or Wood, one pall only, lb. | 0 60 |

BLUE

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

COUPON BOOKS — ALLISON'S

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, \$2, \$3, \$5, \$10, \$15 and \$20. All same price, one size or assorted.

UN-NUMBERED

| | |
|--------------------------|----------|
| 100 books and over, each | 0 03 1/2 |
| 500 books to 1,000 books | 0 03 |

For numbering cover and each coupon, extra per book, 1/4 cent.

CEREALS

| | Per case |
|--|----------|
| WHITE SWAN | |
| Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs. | \$2 70 |
| Buckwheat Flour (Self-rising), 2 doz. to case, weight 50 lbs. | 2 70 |
| Pancake Flour (Self-rising), 2 doz. to case, weight 50 lbs. | 2 70 |
| Breakfast Food, 2 doz. to case, weight 85 lbs. | 3 60 |
| King's Food, 2 doz. to case, weight 95 lbs. | 4 80 |
| Wheat Kernels, 2 doz. to case, weight 65 lbs. | 3 50 |
| Barley Crisps, 3 doz. to case, weight 50 lbs. | 3 00 |
| Flaked Rice, 3 doz. to case, weight 50 lbs. | 3 00 |
| Flaked Peas, 3 doz. to case, weight 50 lbs. | 3 60 |

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

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



THE profit on any grocery article should be measured not merely by the turnover on a single sale but also by the number of sales and the time required to make them.

The profit on a single cake of Ivory Soap is as good as the profit on most 5-cent articles and better than many. But what makes Ivory Soap unusually profitable is the fact that it sells at sight and that so many people want it for so many things.

You make a worth-while profit on every cake, you waste no time in making sales and you make enough sales to keep the stock moving steadily.

No grocer who figures profits correctly will fail to stock Ivory Soap.

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

Send for Ivory Soap advertising matter for your local use.

Ten cents a box differential on all the following Procter & Gamble products, bought in 10 box lots: Ivory Soap, Gold Soap, P. & G.—The White Naphtha Soap, Pearline and Sopade. Ask your jobber.



CHAPPING of hands and face usually is caused by rinsing in warm water, careless drying and the use of alkaline soaps. The best preventive is the following:

Rinse with cold water, dry thoroughly and use Ivory Soap.

Ivory Soap is the safe soap because it contains nothing to irritate the skin. It can do nothing but cleanse perfectly, leaving the skin in the healthiest possible condition.

5 CENTS
IVORY SOAP . . .  . . . 99 1/2% PURE
IT FLOATS

Procter & Gamble Factories at Hamilton, Canada, make Ivory Soap, Gold Soap, P. & G.—The White Naphtha Soap, Sopade and Pearline.



THE beauty of Ivory Soap is that it is just as satisfactory for a thousand and one other things as for the bath and toilet.

When you buy it you not only have a mild, pure, white floating soap for personal use in bathroom and nursery but you have a safe, harmless, effective soap for fine laundry work, for delicate articles about the house, for table ware, for silver, for everything that you do not care to trust to ordinary cleansing methods.

In short, you can use Ivory Soap on anything that water itself will not harm.

5 CENTS
IVORY SOAP . . .  . . . 99 1/2% PURE
IT FLOATS

Procter & Gamble Factories at Hamilton, Canada, make Ivory Soap, Gold Soap, P. & G.—The White Naphtha Soap, Sopade and Pearline.



WOMEN who do their own work usually find it hard to keep their hands soft and white. The reason is, they use ordinary yellow soap which almost always contains free alkali and other harsh materials.

With the reduction in price of the white, pure Ivory Soap there is no reason why they should continue to do this.

At 5 cents a cake Ivory Soap is as inexpensive as ordinary soap because it goes farther. At this cost it is no extravagance to use it for almost everything.

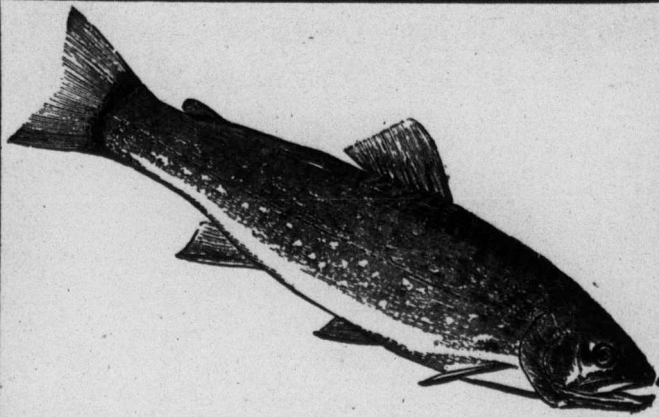
As soon as women begin to use it, not only for bath and toilet but for fine laundry work, dishes, woodwork, windows and general cleaning, they no longer are troubled with unsightly, smarting hands.

Ivory Soap is no more harmful to a tender skin than pure, clear, sparkling water.

5 CENTS
IVORY SOAP . . .  . . . 99 1/2% PURE
IT FLOATS

Procter & Gamble Factories at Hamilton, Canada, make Ivory Soap, Gold Soap, P. & G.—The White Naphtha Soap, Sopade and Pearline.

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



Get the most out of your fish sales

A full line of the quality quick sellers

Brunswick Brand Sea Foods

will enable you to cater to the fish requirements of your customers, while the increased customer confidence these dainty and wholesome Canadian products produce will mean much to your future business.

Brunswick Brand quality is obtained only by the most careful selection and by strictly sanitary methods of preparing and sealing. To this superior quality is due the big popularity enjoyed by every Brunswick Brand line.

Your wholesaler can put you on the road to bigger fish sales by supplying you with Brunswick Brand. Get in touch with him today.



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



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

(Unsweetened Chocolate)

| | |
|---|------|
| Supreme chocolate, 1/4's, 12-lb. boxes, per lb. | 0 35 |
| Perfection chocolate, 20c size, 2 doz. in box, doz. ... | 1 80 |
| Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz. | 0 90 |
| Sweet Chocolate—Per lb. | |
| Queen's Dessert, 1/4's and 1/2's, 12-lb. boxes | 0 40 |
| Queen's Dessert, 3's, 12-lb. boxes | 0 40 |
| Vanilla, 1/4-lb., 6 and 12-lb. boxes | 0 35 |
| Diamond, 8's, 6 and 12-lb. boxes | 0 29 |
| Diamond, 6's and 7's, 6 and 12-lb. boxes | 0 28 |
| Diamond, 1/4's, 6 and 12-lb. boxes | 0 27 |
| Icings for Cake— | |
| Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in 1/4-lb. packages, 2 and 4 doz. in box, per doz. | 1 00 |
| Chocolate Confections. Per doz. | |
| Maple buds, 5-lb. boxes.... | 0 38 |
| Milk medallions, 5-lb. boxes | 0 38 |
| Chocolate wafers, No. 1, 5-lb. boxes | 0 32 |
| Chocolate wafers, No. 2, 5-lb. boxes | 0 27 |
| Nonpareil wafers, No. 1, 5-lb. boxes | 0 32 |
| Nonpareil wafers, No. 2, 5-lb. boxes | 0 27 |
| Chocolate ginger, 5-lb. boxes | 0 35 |
| Milk chocolate wafers, 5-lb. boxes | 0 35 |
| Coffee drops, 5-lb. boxes.... | 0 38 |
| Lunch bars, 5-lb. boxes.... | 0 38 |
| Milk chocolate, 5c bundles, 3 doz. in box, per box..... | 1 36 |
| Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box | 0 90 |
| Nut milk chocolate, 1/4's, 6-lb. boxes, lb. | 0 38 |
| Nut milk chocolate, 1/4's, 6-lb. boxes, lb. | 0 38 |
| Nut milk chocolate, 5c bars, 24 bars, per box | 0 90 |
| Almond nut bars, 24 bars, per box | 0 90 |

BORDEN MILK CO. LTD.
CONDENSED MILK
Terms net 30 days.

5 Box lots and upward—Freight prepaid up to 50 cents. Any excess will be charged on invoice. Per case

| | |
|---|--------|
| Eagle Brand, each 48 cans.. | \$6 75 |
| Reindeer Brand, each 48 cans | 6 50 |
| Silver Cow, each 48 cans.... | 6 00 |
| Gold Seal, Purity, each 48 cans | 5 85 |
| Mayflower Brand, each 48 cans | 5 85 |
| Challenge, Clover Brand, each 48 cans | 5 35 |

EVAPORATED MILK

| | |
|--|------|
| St. Charles Brand, Hotel, each 24 cans | 4 60 |
| Jersey Brand, Hotel, each 24 cans | 4 60 |
| Peerless Brand, Hotel, each 24 cans | 4 60 |
| St. Charles Brand, Tall, each 48 cans | 4 70 |
| Jersey Brand, Tall, each, 48 cans | 4 70 |
| Peerless Brand, Tall, each, 48 cans | 4 70 |
| St. Charles Brand, Family, each, 48 cans | 4 10 |
| Jersey Brand, Family, each, 48 cans | 4 10 |
| Peerless Brand, Family, each 48 cans | 4 10 |
| St. Charles Brand, small, each 48 cans | 2 00 |
| Jersey Brand, small, each 48 cans | 2 00 |
| Peerless Brand, small, each, 48 cans | 2 00 |

CONDENSED COFFEE

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

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

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

ENGLISH BREAKFAST COFFEE.

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

MOJA.

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

PRESENTATION COFFEE.
A Handsome Tumbler in Each Tin.

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

FLAVORING EXTRACTS
WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS

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

CRESCENT MFG. CO.
CRESCENT MAPLEINE
Special Delivered Price for Canada

| | |
|---|--------|
| 1/2 oz. (4 doz. case), weight 9 lbs., retail each 15c. | \$1 25 |
| 1 oz. (4 doz. case), weight 14 lbs., retail each 30c. | 2 50 |
| 2 oz. (3 doz. case), weight 15 lbs., retail each 50c. | 4 25 |
| 4 oz. (2 doz. case), weight 17 lbs., retail each 90c. | 7 50 |
| 8 oz. (1 doz. case), weight 17 lbs., retail each \$1.00. | 13 25 |
| Pint (1 doz. case), weight 29 lbs., retail each \$3. | 24 50 |
| Quart (1 doz. case), weight 53 lbs., retail each \$5.50. | 45 00 |
| Half gallons, each, retail each, \$10 | 7 50 |
| Gallons, each, retail each \$18 | 14 50 |

GELATINE

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

W. CLARK, LIMITED, MONTREAL

| | |
|---|--|
| Compressed Corned Beef, 1/2c, \$1.50; 1a, \$2.50; 2a, \$5; 6a, \$15; 14a, \$37. | |
| Roast Beef, 1/2c, \$1.50; 1a, \$2.50; 2a, \$5; 6a, \$15. | |
| Botted Beef, 1a, \$2.50; 2a, \$5; 6a, \$15. | |
| Jellied Veals, 1/2c, \$1.50; 1a, \$5; 2a, \$4.50; 6a, \$15. | |
| Corned Beef Hash, 1/2c, \$1.50; 1a, \$2.50; 2a, \$4.50. | |
| Reefsteak and Onions, 1/2c, \$1.50; 1a, \$2.50; 2a, \$5.00. | |

Easter

marks the Season of the year when your Customer asks for a piece of Bacon.

When he does, give him the best on the market, and that best you will find in "Star Brand" English Breakfast Bacon, put up by us.

We can also supply you with the Eggs to go with it.

F. W. Fearman Co.

Limited

HAMILTON

Established 1854

Brooms of Quality

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

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

Walter Woods & Co.

Hamilton - Winnipeg

See That Coupon?

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

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

The MacLean Publishing Co.

LIMITED

143-153 University Avenue

TORONTO

ONTARIO

TEAR IT HERE. MAIL IT TO-DAY.

The MacLean Publishing Co., Limited

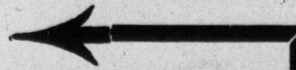
143-153 University Avenue, Toronto, Ont.

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

Name.....

Address.....

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



A WINNING COMBINATION

Arthur Stringer's latest success, "The Anatomy of Love," scheduled to first appear in the June issue of MacLean's, and Arthur MacFarlane's newest mystery story, "Behind the Bolted Door," supply a winning combination for our representatives to "roll up" a big bonus and commissions during the next few weeks.

These two splendid stories will appear in MacLean's first—probably in book form later. These are but two of the many fine features that go to make up entertainment for our readers. This means that **hundreds of people** will subscribe to MacLean's during the next few weeks. There are dozens of subscriptions to be had in your district. Let us tell you how to secure them and how to become an authorized representative.

To take care of the increased demand for MacLean's we must have at once an active representative in every district in Canada. To those who can **qualify**, big money will be paid. The work is light and pleasant—your spare time is all that's needed for a start. It interferes in no way with your regular duties; in fact, the more you work our plan the greater your efficiency in your regular work will be noted.

If the extra \$5.00 or \$10.00 a week in exchange for your spare time means **anything to you**, write us today for full particulars. No obligation, you know—simply say, "Send me all particulars concerning your money-making plan."

The MacLean Publishing Co., Ltd.
TORONTO, CANADA

BRANTFORD STARCH
Ontario and Quebec
Laundry Starches—
Canada Laundry—
Boxes about 40 lbs.06
Arme Gloss Starch—
1-lb. cartons, boxes of 40
lbs.06%
First Quality White Laundry—
3-lb. canisters, ea. of 48 lbs. .07%
Barrels, 200 lbs.06%
Kega, 100 lbs.06%
Lilly White Gloss—
1-lb. fancy carton cases 30
lbs.07%
8 in case08
6-lb. toy trunks, lock and
key, 6-lb. toy drum, with
drumsticks, 8 in case06%
Kega, extra large crystals,
100 lbs.07%
Canadian Electric Starch—
Boxes, containing 40 fancy
pkgs., per case 3 00
Celluloid Starches—
Boxes containing 45 cartons,
per case 3 60
Culinary Starches—
Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .06%
Brantford Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .07%
"Crystal Maize" Corn Starch—
1-lb. pkts., boxes of 40 lbs. .07%
20-lb. boxes 1/4c higher than 40's)
COW BRAND BAKING SODA
In boxes only.
Packed as follows:
5c packages (96) \$ 3 20
1 lb. packages (90) 3 20
1/4 lb. packages (120) 3 40
1 lb. 30 } Packages Mixed 3 30
1/4 lb. 60 }
SYRUP
THE CANADA STARCH CO., LTD.
CROWN BRAND CORN SYRUP
2-lb. tins, 2 doz. in case....\$2 65
5-lb. tins, 1 doz. in case.... 3 00
10-lb. tins, 1/2 doz. in case.. 2 90
20-lb. tins, 1/4 doz. in case.. 2 85
Barrels, 700 lbs. 3%
Half barrels, 350 lbs. 4
Quarter barrels, 175 lbs. ... 4%
Pails, 38 1/2 lbs. 1 65
Pails, 25 lbs. each 1 40
3 lb. Perfect Seal Jar, 1 doz.
in case 2 70
LILY WHITE CORN SYRUP
2-lb. tins, 2 doz. in case ... 3 00
5-lb. tins, 1 doz. in case ... 3 35
10-lb. tins, 1/2 doz. in case.. 3 25
20-lb. tins, 1/4 doz. in case.. 3 20
(5, 10 and 20-lb. tins have wire handles.)
ST. LAWRENCE SUGAR REFINING CO.
Crystal Diamond Brand Cane Syrup
2-lb. tins, 2 doz. in case..3 60
Barrels 0 04%
1/4 barrels 0 05
THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.
ROGERS' GOLDEN SYRUP
Manufactured from pure cane sugar.
2 lb. tins, 2 doz. in case...\$4 05
5 lb. tins, 1 doz. in case.... 4 75
10 lb. tins, 1/2 doz. in case... 4 45
20 lb. tins, 1/4 doz. in case... 4 35
Delivered in Winnipeg in carload lots.
CALIFORNIA FRUIT CANNERS ASSOCIATION
CALIFORNIA RIPE OLIVES DEL MONTE BRAND
Size Mam. Large Med.
2 1/2 Can\$ 4.75 \$ 3.75 \$2.50
No. 1 Tall Can 2.75 2.25 1.80
No. 16 Jar 3.00 2.25 1.80
No. 4 Jar 1.50 1.25 1.15
No. 10 Can.... 14.00 12.00 9.00
YUBA BRAND
2 1/2 Can \$3.00 \$2.25
No. 1 Tall Can 1.50 1.20
No. 10 Can..... 9.00 8.00
Picnic Can90
All prices per dozen—F.O.B. Jobbing Points.
CANNED HADDIES. "THISTLE" BRAND
A. P. TIPPET & CO., Agents
Cases, 4 doz. each, flats, per case\$5 85
Cases, 4 doz. each, ovals, per case 5 85

INFANTS' FOOD
MAGOR SONS & CO., LTD.
Robinson's patent barley, 1/2-lb. tins, \$1.60; 1-lb. tins, \$3.00; Robinson's patent groats, 1/2-lb. tins, \$1.60; 1-lb. tins, \$3.00.
REAVER BRAND CORN AND MAPLE SYRUP
Quart tins (wine measure), 2 doz. in case, per case ... 4 70
STOVE POLISH
JAMES DOME BLACK LEAD
2a size, gross 2 50
6a size, gross 2 40
NUGGET POLISHES
Dox.
Polish, Black and Tan 0 55
Metal Outfits, Black and Tan 3 65
Card Outfits, Black and Tan 3 25
Creams and White Cleanser 1 16
ORANGE MARMALADE "BANNER BRAND" PURE FRUIT PRODUCTS
JAMS AND JELLIES
2's \$2 16
4's 0 25
5's 0 43
7's 0 60
30's, wood 0 65
12-oz. glass jar 1 15
Tumbler, glass 0 95
MARMALADE
2's, per doz.\$2 30
4's, per pail 0 40
5's, per pail 0 45
7's, per pail 0 65
30's, wood, lb. 0 08%
12-oz. glass jar, doz. 1 20
Tumbler, glass, doz. 1 00
Prices subject to change without notice.
WENTWORTH ORCHARD CO., LTD.
Hamilton and Toronto.
Pure Fruit, Jams and Jellies
Raspberry and Apple, Strawberry and Apple, Peach and Apple, Plum and Apple, Gooseberry and Apple, Black Currant and Apple, Red Currant and Apple: Tumblers, 90c doz.; 12-oz. jars, \$1.20 doz.; 16-oz. jars, \$1.60 doz.; No. 2 gold tins, \$2.30 doz.; No. 4 gold pails, 40c each; No. 5 gold pails, 50c each.
Fruit Pie Filling
Raspberry flavor, Strawberry flavor, peach flavor, plum flavor, gooseberry flavor, No. 2 gold tins, \$2.30 doz.
Whole Tomato Catsup
1/2 pints, bottles 0 95
Pint, bottles 1 30
Worcestershire Sauce
1/2 pints, doz. 0 95
Pints, doz. 1 30
YEAST
White Swan Yeast Cakes, per case, 3 doz. 5c pks.... 1 24
IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRANCH.
Black Watch, 8s, butts 9 lbs. \$ 0 60
Bobs, 6s and 12s, 12 and 6 lbs. 0 40
Currency Bars, 12s, 1/2 butts, 12 lbs., boxes 6 lbs. 0 45
Currency, 6s, 1/2 butts, 9 lbs. 0 40
Stag Bars, 6 1/2s, butts, 11 lbs., boxes, 6 1/2 lbs. 0 45
Walnut Bars, 8 1/2s, boxes 7 lbs. 0 64
Pay Roll, thick bars, 8 1/2s, 6 lb boxes 0 68
Pay Roll, thin bars, 8 1/2s, 5 lb. boxes 0 68
Pay Roll, plug, 8 1/2s, 12 and 7 lb. caddies 0 68
Shamrock, plug, 7 1/2s, 1/2 butts, 12 lb. boxes, 6 lbs. 0 57
Empire, 7s and 14s, caddies 15 lbs., 1/4 caddies, 6 lbs.. 0 56
Great West, pouches, 8s ... 0 73
Forest and Stream, tins, 11s, 2 lb. cartons 0 80
Forest and Stream, 1/4s, 1/2s and 1-lb. tins 0 80
Forest and Stream, 1-lb. glass humidors 1 00

Have you tried

WETHEY'S ORANGE MARMALADE?

It is making
a hit.

Easter Shipments

FRUITS AND VEGETABLES

In plentiful supply and large variety.
Imported specially.

TOMATOES PINEAPPLES
ASPARAGUS LETTUCE CELERY
CUCUMBERS NEW CARROTS
ORANGES STRAWBERRIES

Fresh Fish for Good Friday

Fresh Halibut, Cod, Haddock, Floun-
ders, Whitefish, Haddies, Smelts, etc.

WHITE & CO., LIMITED
TORONTO

Wholesale Fruits and Fish

A Household Name

Your customers
know the good
uses of

Mapeline

Order from
Frederick E. Robson
& Co.
25 Front St. E.
Toronto, Can.

Mason & Hickey
287 Stanley St.
Winnipeg, Man.

Crescent Mfg. Co.
Seattle, Wash.



The Apple Crop

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

FISH

Salt Trout and
Herring

Fresh Frozen Trout
and Herring

Lemon Bros.
OWEN SOUND, ONT.

Everybody

Says:

"Traenzzi has cer-
tainly given good
Lemons this sea-
son."

We add:

"As usual."

J. J. McCabe
Agent
TORONTO

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

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

Buyers' Guide

CLASSIFIED ADVERTISING

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

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

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

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

WANTED

WANTED — POSITION AS TRAVELLING salesman. Speak English and French. Not particular as to territory offered. Northern Ontario preferred. Box 138, Canadian Grocer.

SASKATOON — DO YOU WANT A LIVE representative here? Advertiser, with city office, well in with all the buyers, is open for another good commission. Box 139, Canadian Grocer.

AN EXPERT GROCER — PRESENT POSITION manager, is looking for similar position. Wide experience, good character, temperate habits, references if required. Apply Box 136, Canadian Grocer.

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

WANTED—WHAT ARE YOU WANTING? A clerk, a business, a salesman, a partner? An outlay at the rate of two cents a word will make your wants known throughout the Dominion to just the men who can satisfy you. See our rates above and send along your ad. to-day.

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

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

FOR SALE

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

FOR SALE — THRIVING GROCERY BUSINESS in industrial city of S. S. Marie. Central location. Established 25 years. Inspection invited. Owner retiring. E. 452 Albert St., S. S. Marie.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 97 Ontario St., Toronto.

McCASKEY \$200 ACCOUNT REGISTER — nearly new; complete with books and files. Cash \$8,500. Time payments, \$90.00. Apply Box 82, Plattsville, Ont.



TANGLEFOOT



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

OAKLEY'S KNIFE POLISH

JOHN OAKLEY & SONS, LIMITED,
10, DODD ST., ENGLAND.

AGENTS:

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

JENKINS & HARDY

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

We are now located in our new and
more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

Toronto Butchers' Supply Co. LIMITED

Cleaners, Importers, and Exporters
of Sausage Casings, Packers' and
Butchers' Supplies, Outfitters of
Meat Markets. Pure Spices a Speciality.
Butchers' Coats and Aprons.
49 DUNDAS STREET. - - TORONTO

Want Ads.

There is someone who is looking for just such a proposition as you have to offer. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

TRY IT OUT.

EGG FILLERS

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

ASSIGNEES AGENTS LIMITED

154 Simcoe Street TORONTO
COLLECTIONS ASSIGNMENTS

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

CHIVER'S

JAMS—JELLIES—MARMALADE
Are guaranteed absolutely pure and of
the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

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

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



SPICES



What *you* want is an article that is absolutely Guaranteed to comply with the Government Pure Food Act, that has real value and which sells under the most satisfying conditions, both for your customers and you.

Spices packed under our well-known and estimated "Victoria" label are the finest you can handle.

Because only a perfect ground spice of smooth, even grain is put under a Victoria Label.

That we guarantee absolutely and ask you to investigate, at our expense.

Simply request a ¼-lb. Sifting Top Tin of any one of the following, and it will be mailed to you immediately.

- | | |
|-----------------|-----------------|
| Allspices | Nutmegs |
| Cloves | Paprika |
| Cinnamon | Pastry |
| Ginger | Pickling Ground |
| Cream of Tartar | Celery Salt |
| | Celery Pepper. |

Pepper: Black, Cayenne, White.



LAPORTE, MARTIN, LIMITÉE

Wholesale Grocers

584 St. Paul St. West

Montreal



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Manufacturers' Agents and Brokers' Directory

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

ONTARIO

MACKENZIE & MORRIS LIMITED BROKERS

Groceries, Provisions and Produce
C.P.R. Building, TORONTO

W. G. A. LAMBE & CO. TORONTO

Established 1885

SUGARS FRUITS

W. G. PATRICK & CO.

Limited

Manufacturers' Agents
and Importers

51-53 Wellington St. W., Toronto

Maclure & Langley, Limited

Manufacturers Agents

Grocers, Confectioners
and Drug Specialties

12 FRONT STREET EAST TORONTO

ON SPOT

White Beans,
Evaporated Apples
Currants and Raisins

W. H. Millman & Sons

Wholesale Grocery Brokers

Toronto

Ontario

If you want the market on NEW BRUNSWICK POTATOES

Wire or phone

HARRY WEBB, TORONTO

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

W. GEO. VARTY

29 Melinda Street - TORONTO

Agent for G. WASHINGTON'S COFFEE
Phone M. 7089

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

LEWIS WIGLE
LEAMINGTON, ONTARIO

WESTERN PROVINCES

H. P. PENNOCK & CO., Limited

Wholesale Grocery Brokers
and Manufacturers' Agents.
WINNIPEG REGINA

We solicit accounts of large and progressive manufacturers wanting live representatives.

O. F. LIGHTCAP

Wholesale Grocery Broker and Manufacturers' Agent. Domestic and Foreign Agencies Solicited.

O. F. LIGHTCAP.
179 Bannatyne Ave. - Winnipeg, Man.

WATSON & TRUESDALE

Wholesale Commission Brokers and
Manufacturers' Agents
120 Lombard Street

WINNIPEG - MAN.
Domestic and Foreign Agencies
Solicited

THE H. L. PERRY CO.

214-216 Princess Street, Winnipeg

We can make a success of your Agency. Our STORAGE, DISTRIBUTING and FORWARDING facilities are unexcelled.

Correspondence solicited.
"Always on the Job"

MEN WITH SALES ABILITY.

We have a few desirable openings for men of this type to call on Grocers in connection with Star Egg Carriers and Trays. 63% of the grocers of the country are already using Star Equipment. To men with proven selling ability we can offer an exceedingly interesting proposition.

For particulars, apply

STAR EGG CARRIER & TRAY
MFG. COMPANY
1113 JAY STREET ROCHESTER, N.Y.

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

NEWFOUNDLAND

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C., 5th edition and private.

THE "WANT" AD.

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

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

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

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

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

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

ALL ORDERS PAYABLE
IN ADVANCE.

PRICE \$2.00

MacLean Publishing Co.
143-153 University Ave., Toronto

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

Are you a practical Canadian?

Are you doing your "bit" towards conserving Canada's resources by supporting home industries? This is the practical patriotism that keeps the other fellow in his job and that will eventually bring bigger business your way.



Malcolm's Milk Products

are Canadian through and through, and they possess the high-grade quality which appeals to the discriminating customer.

The Malcolm Lines are accredited leaders, being unsurpassed by any imported brands.

You will find them worth while. Send for trial supply.



| | |
|--|--------|
| St. George Brand Coffee, 2 doz. in case | \$4.80 |
| Banner Condensed Milk, 4 doz. in case | 5.75 |
| St. George Evaporated Milk, 4 doz. in case | 3.75 |
| Princess Condensed Milk, 4 doz. in case | 4.75 |

Malcolm Condensing Co.

ST. GEORGE

ONTARIO

LARGEST MAKERS IN THE WORLD

Tin Foll—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size,
color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

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

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road

LONDON N., ENGLAND

CANADIAN GROCER



The Biscuits and Breadstuffs your customers bake with FIVE ROSES create baking ambition, and that is the first essential step towards increased consumption. So that not only your flour turnover, but the moving of every ingredient that enters the oven with flour urges you to sell

Five Roses^{*}

FLOUR *for Breads-Cakes
Puddings-Pastries*

No common flour will advertise you. Cheap flour never yet made a proud user. It is the user of FIVE ROSES that displays her kitchen triumphs to her friends. And then, we are showing thousands of women almost daily how to attempt new culinary ventures. Every woman's magazine published in Canada, the very best farm papers and many other advertising media are spreading the fame of FIVE ROSES. Already over 250,000 housewives are using the famous FIVE ROSES Cook Book. These are customers worth having, for they radiate success. They are better buyers, better users, better customers for dealers who sell FIVE ROSES.

LAKE OF THE WOODS MILLING CO., LIMITED
MONTREAL *"The House of Character"* WINNIPEG

Toronto Ottawa London Sudbury
Quebec St. John, N.B. Calgary Keewatin
Fort William Medicine Hat Vancouver
Portage La Prairie

^{*}Guaranteed NOT BLEACHED—NOT BLENDED.