

**PAGES  
MISSING**

# CANADIAN GROCER

Member of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXI.

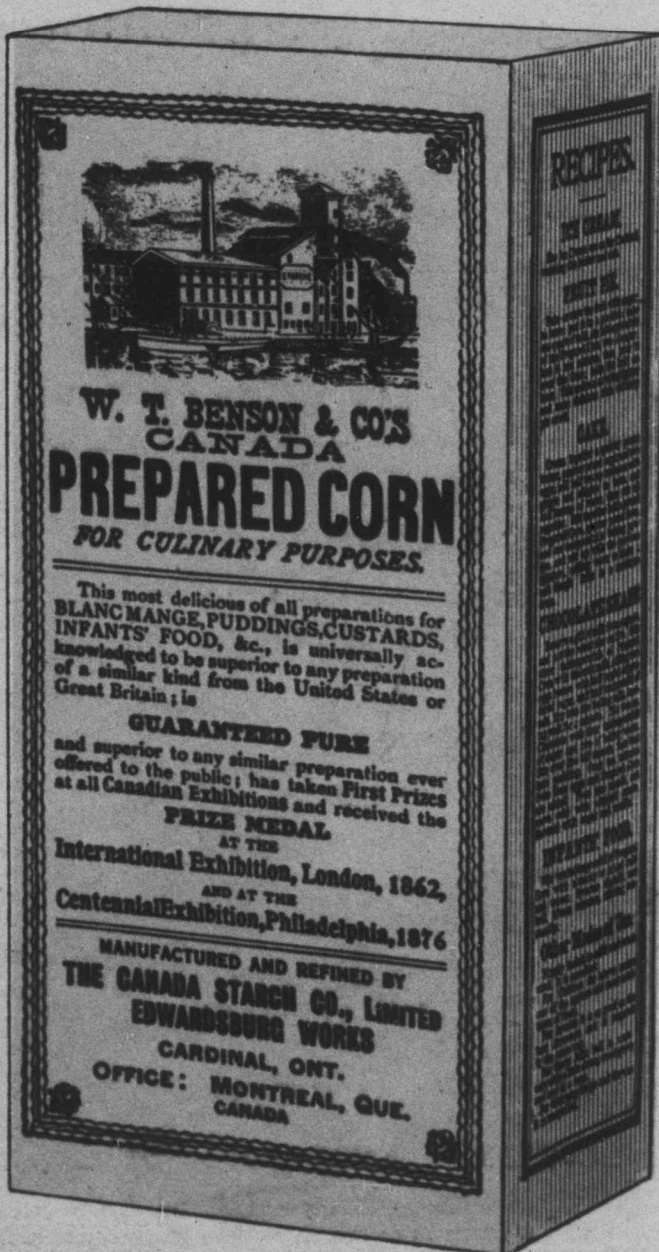
PUBLICATION OFFICE: TORONTO, MAY 18th, 1917.

No. 20

## BENSON'S

CELEBRATED

# Corn Starch



Canada's Standard for over half a century.

The name BENSON is a guarantee of the best there is in Corn Starch.

*"Silver Gloss"*

## Laundry Starch

—the favorite in the homes for more than fifty years.

*Push these summer sellers*

CANADIAN GROCER

# SYRUPS are ADVANCING

You no doubt know that Syrups are advancing, but

**Crystal**



**Syrup**

is still obtainable at the old price

Anticipate your requirements on this line at  
once

For the present we can guarantee prompt  
delivery

**The Finest Table Syrup on the Market**

## LARGEST MAKERS IN THE WORLD

*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

*Borden Milk Products will bring  
you splendid opportunities for  
good and lasting sales dur-  
ing the present season*



Casual customers invariably become regular customers where Borden Milk Products are concerned, particularly during the warm weather weeks when their convenience and utility appeal to all.

A window display of Borden's will put you in line to cash in on their country-wide popularity. And the profit these Canadian-Made Leaders will give you will make the effort exceedingly worth while.

Replenish your stocks now and prepare for bigger Borden business.



**BORDEN MILK COMPANY, LIMITED**

*"Leaders of Quality"*

**MONTREAL Branch Office, No. 2 Arcade Bldg., Vancouver**

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

## The greatest selling force of all

AS every grocer knows by experience, the big sellers are always those lines with a reputation for quality. In vanilla extracts it is

# Shirriff's True Vanilla

When this product has for thirty years held the confidence and approval of Canadian women, and is now going stronger than ever, why take chances on extracts that have not stood this test?

Shirriff's is 50 per cent. stronger than the Government standard demands, according to the Pure Food Act. It is the purest of the Mexican bean. Put this household favorite on your shelves. It's a money-maker.



## Imperial Extract Co.

TORONTO

## FINEST CRYSTAL GELATINES

Powdered and Sheet

## FINE LEAF GELATINE

BRITISH MANUFACTURE

# GELATINES

OURY, MILLAR & CO.  
9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

**F. S. Jarvis & Co.**  
18 TORONTO ST., - TORONTO

## Once Tried, Always Used

When people find out how easily they can clean water-closet bowls with *Sani-Flush*, they become regular users.

# Sani-Flush



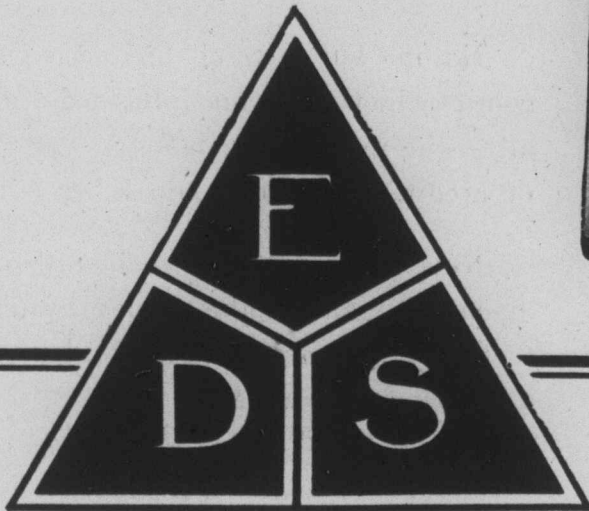
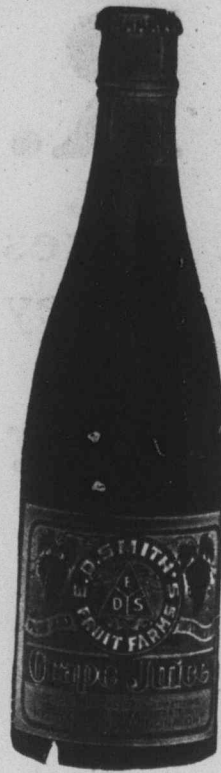
keeps the bowl snowy white and free from odor. No dipping of water or scouring is required.

Remind each customer whose home is equipped with plumbing to take a tin of *Sani-Flush* home and try it. After you once get it into the home, you will have a steady customer for *Sani-Flush*.

**HAROLD F. RITCHIE & CO., LTD.**  
10-12-14 McCaul Street, Toronto, Ontario

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

**Increase  
your  
Summer  
Profits!**



When the sultry summer days arrive, be prepared to sell your share of the people's favorite household beverage—

## **E.D.S. Grape Juice**

The Natural Concord Flavor of this delightful Canadian-made temperance drink appeals to everybody. "Repeats" are the order of the day and good profits are absolutely assured.

Stock up now and let the people know you carry this quality line.

# **E. D. Smith and Son, Limited**

## **WINONA, ONTARIO**

AGENTS: Newton A. Hill, Toronto; W. H. Dunn, Montreal; Donald H. Bain Co., Calgary, Alta., Edmonton, Alta.; Watson & Truesdale, Winnipeg; G. H. Laidlaw, Halifax, N.S.; B. C. Merchandise Brokerage Co., Vancouver, B.C.

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

# N. C. R.

—A system that makes money by saving money

## 5—By protecting your accounts

The amount of profit you get out of your business depends upon the way your money is handled when goods are sold. No man should do what a machine can do better.

The new National Cash Registers protect your money and accounts—the vital parts of any business.

They protect each clerk against errors and force him to charge for all goods sold on credit.

They record each transaction as it occurs—the date, the clerk's initial, the amount, the nature of the transaction.

These records are made instantly. They are permanent. They are universal—machine-like the National Register does not forget a single transaction.

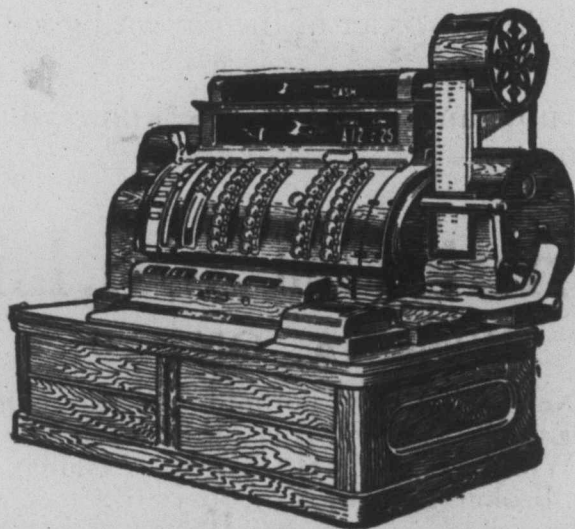
No one but yourself has access to the accounts which these machines print automatically—the records which show every sale, cash or credit, all money, paid in or paid out.

Now is a good time to install one of our machines which make money by safely protecting your money and accounts.

This is but an incidental part of the work they perform.

Write us to-day—we will gladly give you full information.

**The National Cash Register Co.**  
of Canada, Limited  
Christie Street - - Toronto, Ontario



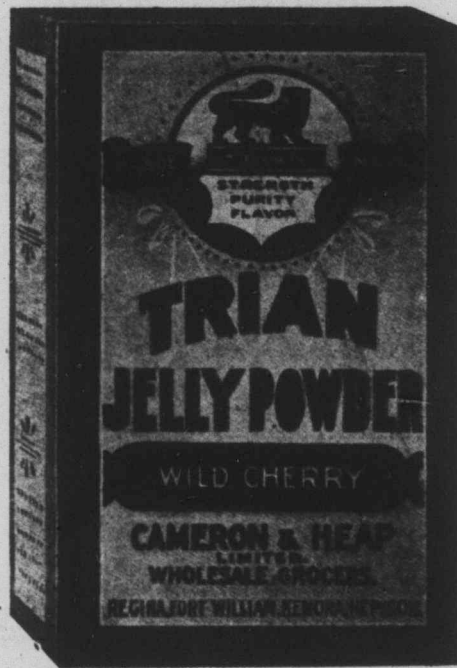
*If any advertisement interests you, tear it out now and place with letters to be answered.*

# SASKATCHEWAN RETAILERS



## ARE YOU SATISFIED WITH THE SERVICE YOU ARE GETTING?

*If not, there's a reason*



Successful Retailers Handle Lines That Repeat—Lines Which Possess  
**STRENGTH — PURITY — FLAVOR**

*You will find all these essentials in* **TRIAN GOODS**

MANUFACTURED AND SOLD BY

# CAMERON & HEAP, LIMITED

SASKATCHEWAN HOUSES

SWIFT CURRENT

REGINA

PRINCE ALBERT

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



# General Merchants!

Take advantage of this unusual offer and secure a good slice of extra profit



AN ASSORTED TRIAL SHIPMENT OF

## Moore Paints

AT

A Special Price

There's a demand for Moore's Quality Paints in every community. Turn it to good account by writing for one of these trial shipments and letting your customers know you sell Moore's.

Profit for you. Satisfaction for them.

**Benjamin Moore & Company, Limited, West Toronto**

### Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

#### "SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15, 30 or 50 lbs. each, containing ¼, ½ or 1-lb. packets, or assorted.

Orders Executed Promptly, Direct or Through

**R. E. BOYD & COMPANY**

Agents for the Province of Quebec

15 STE. THERESE ST.

MONTREAL

### WASTE PAPER BALERS



ALL STEEL  
**CLIMAX**  
FIREPROOF

Made in 12 sizes, \$22.50 up.

Bale your waste paper, cardboard, etc., it's worth far more per ton than coal, besides it helps to keep down the price of new paper.

Write for Catalog and Prices.

**CLIMAX BALER CO.**

Burton St., Hamilton, Ont.

*You should be represented on the Manufacturers' Agents Page of Canadian Grocer.*

*It will pay you to investigate. Write for rates and particulars to-day.*

# Canned Meats



**FOR  
SUMMER  
TRADE**



Ox Tongues in All Sizes,  
Beef Steak and Onions,  
Compressed Corned Beef,  
Roast Beef, Boiled Beef,  
Potted and Devilled  
Meats, Stewed Kidney,  
Irish Stew, Boneless Pig's  
Feet, English Brawn,  
Soups, Pork and Beans.

Spaghetti with Tomato Sauce and Cheese.

Peanut Butter, etc., etc.

ALL SELLERS.

**W. CLARK LTD.**

**MONTREAL**

*Clark's*

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES.

MANITOBA  
SASKATCHEWAN

Wholesale Grocery Commission  
Brokers

ALBERTA  
WESTERN ONTARIO

## H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

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

### F. D. COCKBURN

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

Tell the Advertiser where you  
saw his Advertisement.

### THE H. L. PERRY CO.

214-216 Princess St., Winnipeg

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



## WESTERN REPRESENTATION

We can give the manufacturer first-class representation, both **WHOLESALE** and **RETAIL**.

Our selling organization is Efficient—made up of strong, experienced men with good connections.

**TRY US. WE CAN PRODUCE THE RESULTS YOU WANT.**

## SCOTT-BATHGATE COMPANY, Ltd.

Wholesale Grocery Brokers and Manufacturers' Agents  
149 Notre Dame East, WINNIPEG

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

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

**C. & J. JONES**  
WINNIPEG - VANCOUVER  
*Wholesale Commission Brokers and Importers*

During the fifteen years we have been on this Western market, we have built up a big business with European manufacturers. We give the same attention to Canadian and American manufacturers. Write for details of our service.

**205 CURRY BUILDING  
WINNIPEG**

THE  
**Robert Gillespie Co.**  
MALTESE CROSS BUILDING  
WINNIPEG  
Importers, Brokers, Manfs. Agents,  
Grocery, Drug and Confectionery  
Specialties.

DISTRIBUTION & SERVICE  
from  
COAST to COAST.

**W. H. Escott Co.**  
Limited  
Manufacturers' Agents  
Wholesale Grocery Brokers  
Winnipeg, - Manitoba

BRANCHES: Regina Saskatoon  
Calgary Edmonton  
ESTABLISHED 1907

**WATSON & TRUESDALE**  
*Wholesale Grocery Brokers and Manufacturers' Agents*

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

**120 LOMBARD STREET - WINNIPEG, MANITOBA**

Trackage  
Storage  
Distri-  
bution

**G. B. Thompson & Co.**  
Wholesale Commission Broker  
and Manufacturers' Agent.  
We can handle a few more good lines.  
Storage Warehouse and Transfer Track.  
WINNIPEG  
Established 1895

MANITOBA      SASKATCHEWAN      ALBERTA      BRITISH COLUMBIA

## TO MANUFACTURERS AND SHIPPERS

If you want real live representation throughout Western Canada get in touch with us. We represent some of the largest manufacturers and importers in Canada and the United States, and, if your line does not conflict with any of our present agencies, we can handle your account, and with our organization can guarantee you satisfactory results.

# Donald H. Bain Co.

HEAD OFFICE: WINNIPEG, MAN.

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

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

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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## The REGINA STORAGE & FORWARDING CO., Limited

Halifax and Sixth Avenue, REGINA, SASK.

WAREHOUSING

CAR DISTRIBUTING

COLD STORAGE

### Boutilier's "Golden" Finnan Haddies

Also

Herring in Tomato Sauce

**SOMETHING NEW** —

"Golden" Lobsters in  $\frac{1}{2}$  lb. flats. Nothing better on the market.

**GEO. ADAM & CO.**  
410 Chamber of Commerce  
WINNIPEG

### C.H. GRANT CO.

Wholesale Commission Brokers  
and Manufacturers' Agents

509 Merchants Bank, Winnipeg

We have several good accounts, but can give you results on yours.

KINDLY MENTION THIS  
PAPER WHEN WRITING  
ADVERTISERS

Stopping an advertisement to save money is like stopping a clock to save time. Advertising is an insurance policy against forgetfulness—it compels people to think of you.

## HELP YOURSELF TO A REPUTATION

by buying a copy of

### THE GROCER'S ENCYCLOPEDIA

BY ARTEMAS WARD

**Y**OU will enjoy reading it, because you will find it the most interesting and entertaining book you ever saw—and the result will be that:

**YOUR BANK ACCOUNT** will profit, for the information acquired will save you money—and

**YOUR REPUTATION** will be strengthened, because you will know so much more about foods, etc., than any of your competitors who do not possess the book. Your customers will be quick to notice the difference and will look up to you as an authority. *Such a reputation is very valuable and brings business.*

#### SOME PRESS COMMENTS

THE GROCER'S ENCYCLOPEDIA is the most magnificent work of the kind ever published. Complete, authoritative and up-to-date information on every article handled by the grocery trade. Hundreds of trade "pointers" which are of practical value in buying, selling and caring for goods. An encyclopedia of all foods that you have ever seen or heard of. Food dictionaries in English, German, French, Italian and Swedish. The most complete descriptive wine list ever compiled.

#### MAKE YOURSELF A PRESENT OF A COPY.

1,200 subjects, 500 illustrations, 80 full-page color plates, 748 pages, 11 x 8 $\frac{1}{2}$  inches in size, printed on heavy calendered paper and strongly bound in heavy buckram. *It cost more than \$50,000 to produce, but it sells for*

**ONLY \$10.50, DELIVERY PREPAID.**

Send your order to Book Department

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

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

**POTATOES**  
in  
**GOOD DEMAND**

What have you to offer?  
Get in touch with us at once.

**WHITE & McCART, LIMITED**  
Fruit Brokers and Distributors  
TORONTO ONTARIO  
Phone Main 2319  
Reference: Dominion Bank, Toronto, Ont.

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

**Loggie, Parsons & Co.**  
Merchandise Brokers and  
Manufacturers' Agents  
Grocery and Drug  
Specialties.  
"We cover Canada 3 times a year."  
32-34 Front Street West  
TORONTO ONTARIO

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

**W. H. Millman & Sons**  
TORONTO  
Wholesale Grocery Brokers

We have some California Raisins that we can offer at slightly lower price than can be imported.

## The Costliness of Man-time

HOWEVER necessary it may be to employ flesh and blood salesmen to sell your merchandise to farmers, you cannot possibly overtake all your prospects by this method alone. It would bankrupt you.

You must employ the method of influence and persuasion known as Modern Advertising. By this means you can make known what you have to sell to all farmers everywhere, simultaneously.

Suppose you cannot afford to use all the farm papers, and are looking for one having national circulation. This one medium is

## The FARMER'S MAGAZINE

This should impress you: The Farmer's Magazine is the best produced farm paper in Canada—3-color covers, fine illustrations, good paper, good typography and printing, and most important of all, the best edited. A sample copy will convince you.

If the farmer is your customer, use The Farmer's Magazine.

*N.B.—Objectionable advertising not accepted. Both editorial and advertising columns are closely censored to keep them clean and decent.*

Published by

**The MacLean Publishing Co., Limited**  
143-153 University Avenue, Toronto, Ontario

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

**The HARRY HORNE CO.**  
Toronto, Can.  
BROKERS AND IMPORTERS  
Food Stuffs, Grocery Sundries, Drug Sundries and Confectionery.

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

**Hamblin-Brereton Co., Limited**  
Wholesale Grocery and Confectionery Brokers  
TORONTO WINNIPEG CALGARY

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

**COVERING PORCUPINE DISTRICT**

Agent with headquarters in Timmins, calling on mines and retail trade, wants number of other lines to handle. On the job all the time.  
Address A. L., Box 85, Timmins, Ont

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

**OPEN FOR AGENCY FOR THE CITY OF OTTAWA**  
Satisfaction Guaranteed.  
Best of Reference.  
**M. M. WALSH**  
310 BAY ST. OTTAWA

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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**QUEBEC.**

**ROSE & LAFLAMME  
LIMITED**  
Commission Merchants  
Grocers' Specialties.  
**MONTREAL TORONTO**

*Buyers and Sellers of*  
**All Kinds of Grains and  
Seeds**  
Denault Grain and Provision Co.  
LIMITED  
SHERBROOKE, P.Q.

**This Space is Yours  
For \$2  
On Yearly Order**

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

**QUEBEC'S RESPONSIBLE BROKERS**  
We offer our services in marketing your products, as we are open for one or two more good agencies for produce, grains or grocery lines, etc. Write for particulars.  
**BEANS AND CORN A SPECIALTY.**  
**ALFRED T. TANGUAY & COMPANY,**  
Commission Merchants and Brokers,  
91 DALHOUSIE ST. QUEBEC CITY

**Why You Should Feature**

# KING GEORGE'S NAVY



**King George's Navy brings  
trade for Garden Seeds**

Once the men know you handle KING GEORGE'S NAVY—the popular chew—they will come into your store regularly, and you'll have an excellent chance to sell them in other lines.

Your stock of garden seeds will sell better if you get the men coming in for their weekly supply of KING GEORGE'S NAVY. Get your stocks displayed.

**Handled by  
the Wholesale  
Trade**

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

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

Don't hide the fact that you sell

# OCEAN BLUE

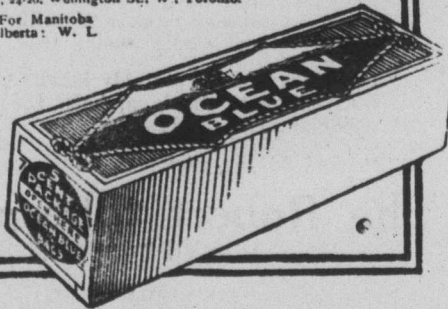
You never know how many sales you may have lost until you keep it prominently placed. Keep good stocks, and

**Order from your Wholesaler.**

**HARGREAVES (CANADA), LTD.,**

The Gray Building, 24-26, Wellington St., W. Toronto.

Western Agents: For Manitoba  
Saskatchewan & Alberta: W. L.  
Mackenzie & Co.  
Ltd., Winnipeg,  
Regina, Saska-  
toon, Calgary &  
Edmonton.  
For British Col.  
and Yukon:  
Creeden & Avery  
Rooms 5 and 6,  
Jones Block 407,  
Hastings Street,  
West, Vancouver.



## Chuck full of customer satisfaction

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

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

Agents:

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

## From coast to coast

# Royal Acadia Sugar is a household favorite



**"EVERY GRAIN PURE CANE"**

Wherever good cooking is done there you will find Royal Acadia in high favor.

Dealers can confidently recommend any carton, bag or barrel of sugar bearing the Royal Acadia trade-mark. For it's all quality—

**EVERY GRAIN PURE CANE.**

Suggest it to your particular trade. Its goodness will give unstinted satisfaction. And the profits are worth having.

## The Acadia Sugar Refining Co.

Limited

Halifax

-

Canada

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



Have you tried

**WETHEY'S**

**ORANGE**

**MARMALADE?**

It has made  
a hit.

*The New Breakfast Food*



**Dutch**

**Tea**

**Rusks**

They are appetizing, wholesome, and nutritious, containing eggs and milk. Quickly prepared, and easily assimilated.

Packages are attractively labelled, and lend themselves to displays, both for store interior and the window.

Packed 36 15c packages to the case.

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

*Agents for Canada*

**Keep Up The  
Connection**

you have made by past efforts in advertising. New friends are alright, but it is a fallacy for one thing, and bad business for another, to create a demand for goods or service and then lose the fruits of your work by default. Letting your old friends know that you want their business is also the surest way to gain new ones.

Advertising in CANADIAN GROCER is the medium.

Rate Cards and full particulars on request.

**A tip-top Canadian-made  
Sauce for quick summer  
selling**

Your particular customers will find in

**Royal Salad Dressing**

a delicious goodness that makes it particularly adapted for summer use.

A couple of dozen bottles will give you a good idea of how well Royal Salad Dressing sells. And there's a good profit on every sale. Order to-day.

**HORTON-CATO MFG. CO.**

Windsor, Ont.

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

# Furnivall's

FINE  
FRUIT  
PURE JAM

Most people recognise the name "Furnivall's" as indicating the choicest and best in fruit jams.

To the grocer selling them it means even more—quick, heavy and satisfied sales that always repeat.

Stock up.

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto, Montreal—Geo. Hodge & Son, Limited. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co. Saskatoon — Mowat & McGeachy. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

**FURNIVALL-NEW, Limited**  
Hamilton, Canada

Cleans  
Scours  
and  
Polishes  
Baths  
Sinks  
and  
All  
Enamel  
Ware.



Mr. Merchant:



Note the name and the package.

You will stock this line some time. Why not now?

Manufactured by

THE B & L MFG., CO. Ltd.

SHERBROOKE.

# S. DAVIS & SONS, LTD.

## CIGAR MAKERS

## MONTREAL

You will do well to stock the following brands, as they are recognized as the standard of perfection among discriminating Cigar Smokers:—

Davis Boite Nature Naturals	2 for 25c, equal to most 20c cigars.
“ New Noblemen Superiores	2 for 25c, equal to most 20c cigars.
“ La Plaza	2 for 25c, equal to most 20c cigars.
“ Promoter Blunts	3 for 25c, equal to most 15c cigars.
“ Perfection	3 for 25c, equal to most 15c cigars.
“ Grand Master Blunts	4 for 25c, equal to most 2 for 15 cigars.
“ Lord Tennyson	5 cent, equal to most 10c cigars.

All Davis' Cigars are guaranteed to be hand-made, and to contain nothing but the highest grade Havana Fillers.

**S. DAVIS & SONS, LIMITED - MONTREAL**

The Largest Cigar Manufacturers in Canada

# A Prisoner in Germany

—a Canadian interned at Ruhleben, the famous German internment camp—was permitted to be transferred to Switzerland. From this country he writes his story of Ruhleben Camp—a live, human story of intensest interest. Read it in

# MACLEAN'S MAGAZINE *for* May

**A**LWAYS MACLEAN'S MAGAZINE contains articles of a class you'll find in no American magazine—articles *Canadian* in theme and staging. MACLEAN'S goes in for articles, biographies and stories that make Canada and Canadians better known and better loved by its own people. This is its big and worth-while mission, and this is why it should possess *your* favor to a pre-eminent degree.

In the May issue of MACLEAN'S, in addition to the remarkable article announced above, are the following notable features:

## Successful Canadians Living in New York

This article is one of a series dealing with Canadian-born men who have won fame or fortune or both in New York City—and there are many such. Mighty good reading of an intensely interesting and unusual sort.

## German Plotting Against Canada in the U. S. A.

By Agnes C. Laut

Miss Laut has a knowledge of German plots and intrigues at once amazing and accurate, and her revelations are positively startling. She writes fearlessly and with her accustomed vigor.

**Besides** There is the likable Review of Reviews Department, in which the best things appearing in the current periodicals of the world are condensed for busy readers. So MacLean's becomes a most appealing and satisfying magazine. It is unlike every other magazine, and no other magazine serves Canadians so well.

## Sunshine in Mariposa

By Stephen Leacock

This is a comedy by Canada's master humorist. Extremely amusing and clever is this play. Leacock grows better all the time.

## Short Stories

By Arthur Stringer, Hopkins Moorhouse and Mary Gaunt

These stories are Canadian in their background and are good. MacLean's is doing a very meritorious work in developing and introducing new Canadian writers and writers on Canada.

## Two Good Serials

By Sir Gilbert Parker and James B. Hendryx

Parker's story is entitled, "Jordan is a Hard Road," and Hendryx's, "The Gun Brand." They are rousing stories told by masters of the craft of writing and story-telling.

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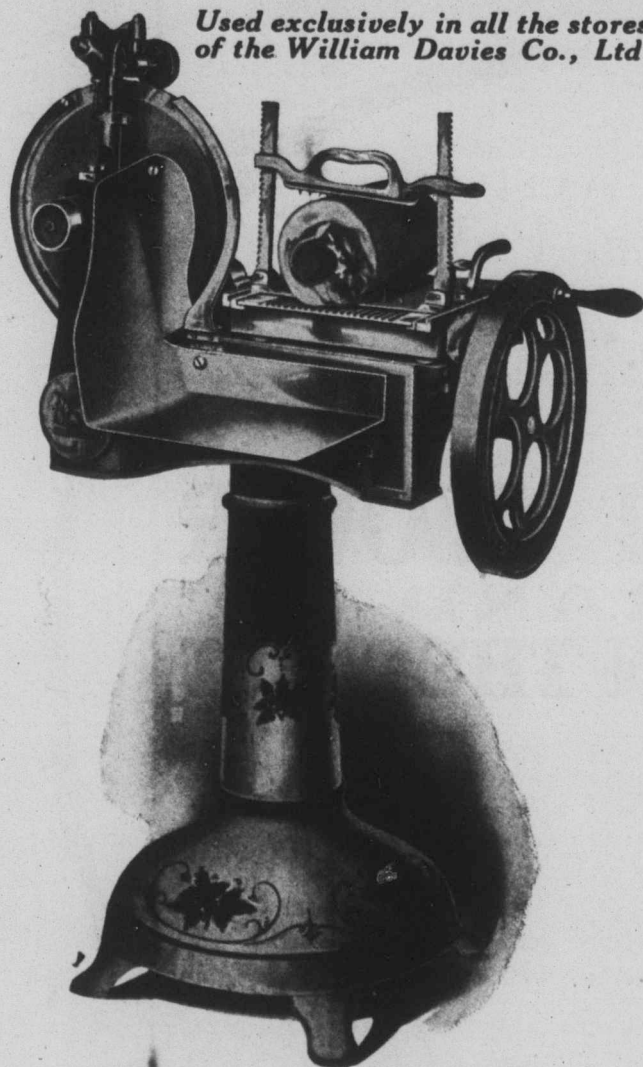
# At All News Stands

# 15c.

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

# Money saving equipment for your cooked meat trade

*Used exclusively in all the stores  
of the William Davies Co., Ltd.*



## The Scale for the Meat Counter

The best Scale for your Cooked Meat Counter is the 5-lb. or 10-lb. Brantford. This Scale having the platform in front of the chart, takes up very little counter space. These Scales have a very fine chart and compute from 6 cts. to 75 cts. a lb., which is a fine range in this day of high prices. We have a full range of Fan Scales from 2 lbs. to 40 lbs; also the best Cylinder Scale made to-day. Agate Bearing. No Springs.

Keep Your Money in Canada.

Write for Catalogue and Easy-Payment Plan.

See page 29 in this issue store of an up-to-date merchant,  
which has Brantford Computing Scale Co. equipment.

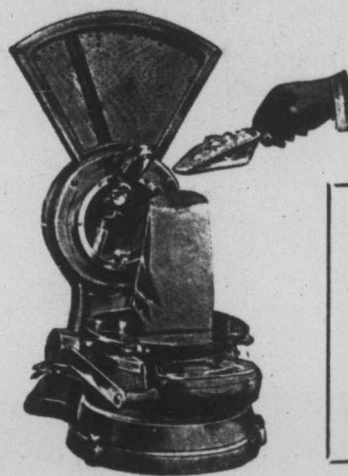
Get a **Brantford Scale** and a **Brantford Meat Slicer** into your cooked meat department right now. They'll put "pep" into your sales and the better service they give will attract new customers and retain old ones.

## The Brantford Slicer

*(Made-in-Canada)*

A time saving waste preventer. Has all the newest money saving attachments. cuts all cooked meats to the last slice.

Fully Guaranteed.



*The Robert  
Simpson Co.'s  
store Toronto,  
is exclusively  
equipped with  
Brantford  
Scales and  
Slicers.*

# The Brantford Computing Scale Co., Ltd.

BRANTFORD, ONTARIO

All Western  
Canadian Products

Better cannot be produced—anywhere.  
They represent utmost in quality, care in selection, skill  
and cleanliness in production, satisfaction in use.

**SWEET CLOVER  
BRAND  
BEST IN THE WEST**

*Particularly remember the brand  
and labels. Next time you need  
Ham, Bacon or Lard, specify  
"SWEET CLOVER" brand—*

And you are sure of getting the  
best obtainable.

*Sold everywhere.*

Gordon Ironside & Fares  
Company Limited  
Winnipeg - Moose Jaw

## "Ads" like this are creating a growing demand for "Sweet Clover" Products

In every community throughout the West our consumer advertising is swinging big business to the dealer stocking "Sweet Clover" Products.

You, too, can profit by this. Display the "Sweet Clover" line and note the way they sell and the repeats they pull.

*"Sweet Clover" Products are leaders—the Best in the West.*

**Gordon, Ironside and Fares Company, Limited**  
WINNIPEG and MOOSE JAW

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

# Fair Methods

"Fair and square" have been the methods used in building up this big national tea business.

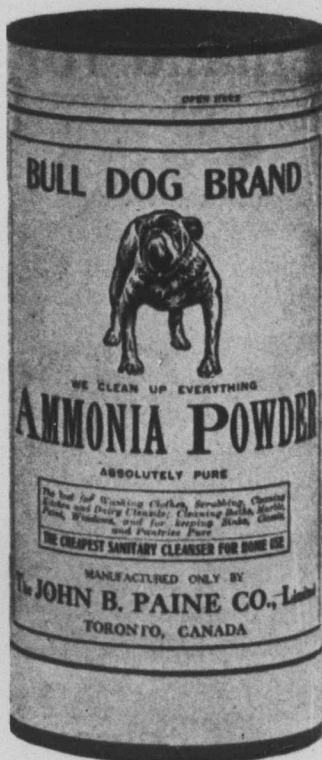
The "good will" of the public and the "co-operation" of the trade have been deservedly earned.

The splendid quality of Red Rose Tea has been always maintained regardless of market conditions.

Every promise made has been fulfilled.



**T. H. ESTABROOKS CO., LIMITED**  
ST. JOHN    TORONTO    WINNIPEG    CALGARY



*This is just one of the 19 sellers in the*

## Bull Dog Brand Line

Every Grocer should make a point of displaying these leaders regularly.

They are household necessities that sell and sell again—because the quality is there.

Bull Dog Brand covers the entire cleaning list. Remember our slogan—"We clean up everything." Stock up now and see them sell.

**The John B. Paine Co., Limited**

Factories at Toronto and Winnipeg

Agents: Mowat & McGeachy, Saskatoon. Oppenheimer Bros., Vancouver

## Get the "Eureka" Catalog

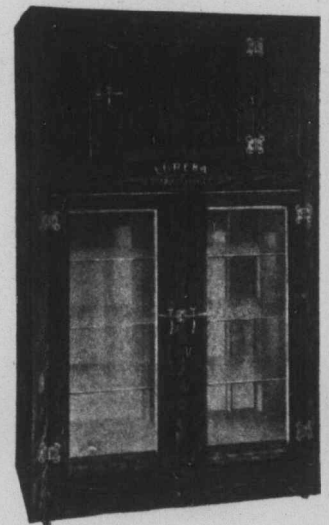
before deciding on your refrigerator requirements. No matter what type of refrigerator you require you will find just the right one in the Eureka line.

Eurekas are used all over the world and are giving complete satisfaction everywhere.

Prepare now for the hot Summer days by investigating our claim that the Eureka is the most scientific and dependable refrigerator obtainable.

Patents 1900, 1910, 1914.

*Write for catalog to-day.*



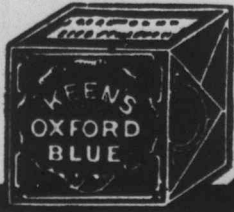
**Eureka Refrigerator Company**  
LIMITED

Head Office and Showrooms:

27-31 Brock Ave.

**TORONTO**

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



# Keen's Oxford BLUE

—The best blue in the world

Spring and Summer are the best selling times for Laundry Blue.

The amount of Keen's Oxford Blue you sell depends on your own efforts.

Don't hide your stock on your back shelves. Put it right out on your counter where the customers can see it.

Canadian Agents

**Magor, Son and Company, Limited**

191 St. Paul St. West, MONTREAL

30 Church Street, TORONTO



Preserve Jars  
(With Stone Covers)

	Per doz.
1/4 gal.	\$1.15
1/2 gal.	1.50
1 gal.	2.00
1 1/2 gal.	2.50
2 gal.	3.60
3 gal.	5.00
4 gal.	6.50

Jar can be made air-tight by sealing with wax.

## There will be a big demand for these lines this year

### Tall Butter Jars

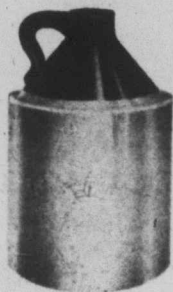
(Dark Glazed inside; Light and Dark or White Glazed outside)

	Without Covers	Covered
	per doz.	per doz.
1/4 gal.	\$ .57	\$1.14
1/2 gal.	.85	1.70
1 gal.	1.14	2.28
1 1/2 gal.	1.71	2.85
2 gal.	2.28	3.42
3 gal.	3.42	5.13
4 gal.	4.56	6.27
5 gal.	5.70	7.98
6 gal.	6.84	9.12



### Black Top Tested Shoulder Jugs.

	Per doz.
1/4 gal. Imperial	\$1.02
1/2 gal. Imperial	1.53
1 gal. Imperial	2.04
2 gal. Imperial	4.08
3 gal. Imperial	6.12
4 gal. Imperial	8.16
5 gal. Imperial	10.20



The high cost of living is a particularly vital issue with every prudent housewife. This year more than ever before she is planning to combat it in every way possible.

This is where our splendid line of Pottery comes in—and your chance to reap lots of extra profit. We illustrate just three of our many handsome and useful household utensils, which include butter crocks, preserve jars, mixing bowls, fruit jugs, self-sealing jars—in fact everything necessary to successful home preserving.

The profit on each sale makes a trial order richly worth while. We'll give you special rates on crate lots. Write to-day for full particulars.

**The Toronto Pottery Company**  
LIMITED

617-8 Dominion Bank Bldg.  
KING AND YONGE STS., TORONTO

# CANADIAN GROCER

Vol. XXXI.

TORONTO, MAY 18, 1917

No. 20

## Retailers Oppose Govt. Competition

Not Satisfied With Saskatchewan Premier's Attitude — Should Mail Order Houses be Taxed—Retailers Oppose Knowles Bill—Dissention Over Half Holiday.

**A**MONG many important subjects discussed at the fifth annual convention of the Saskatchewan Retail Merchants' Association was one of more than usual interest dealing with the Grain Growers' Association, who are endeavoring to transfer their trading operations to the Saskatchewan Co-operative Elevator Co. The retailers strongly object to this change on the ground that, as the Government is guaranteeing the bonds of the Saskatchewan Co-operative Elevator Co., the retailers of Saskatchewan would be in the position of competing with their own Government. An attempt was made during the convention to get Premier Martin to the convention, so that he could hear the

retailers' side of the question. The Premier, however, wired that he was unable to attend.

Many of the subjects which are usually discussed at retail merchants' conventions came up again and received more than usual attention. The wholesalers came in for criticism for selling goods direct to the consumer, but there was a marked disposition on the part of many members to avoid this subject on the ground that if the complainants were to investigate more thoroughly, they would find that the wholesalers were not to blame. Mr. Evans, president of the association, urged members not to mention wholesalers by name, as it was unfair.

Other subjects discussed were: ad-

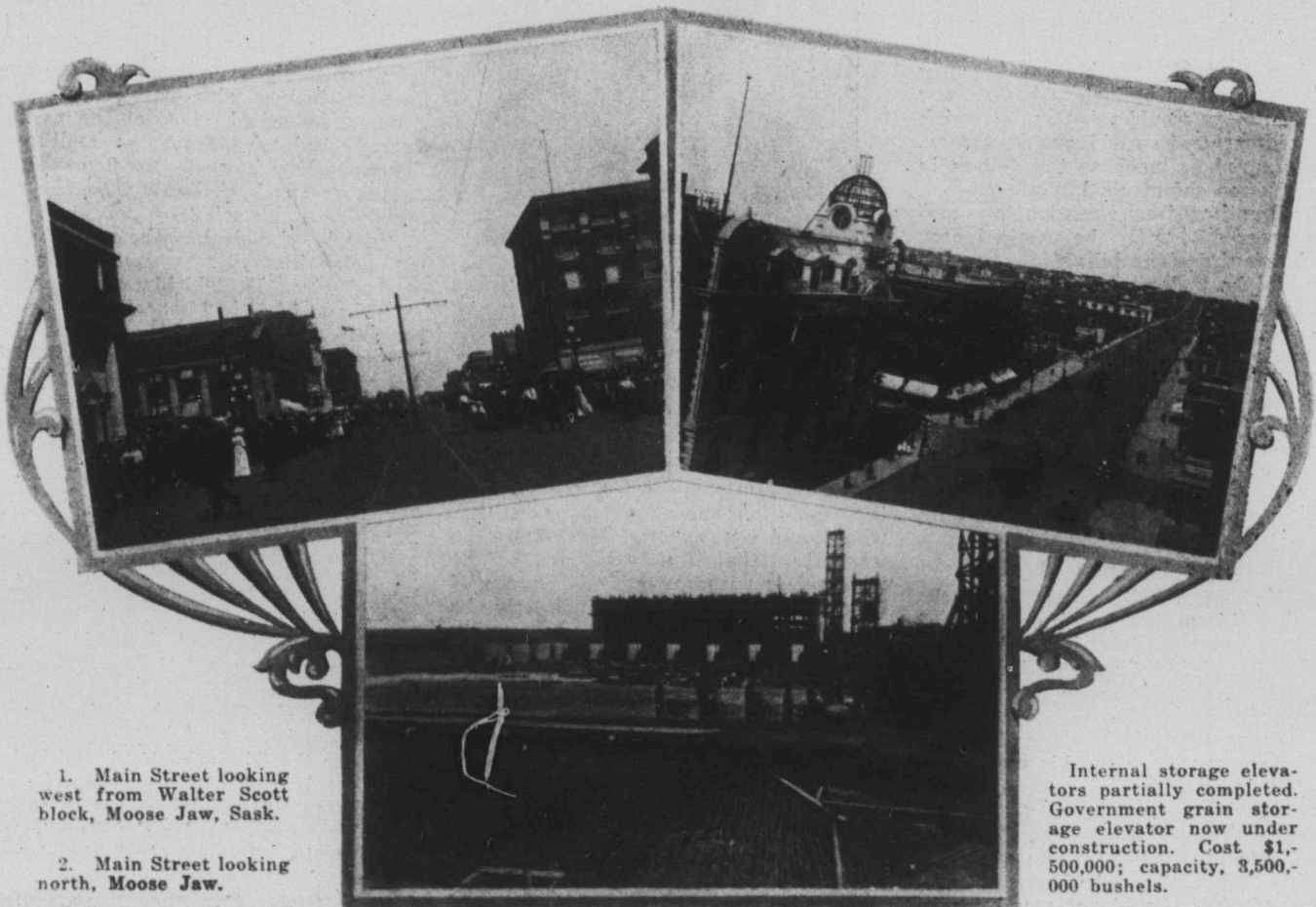
vance cartage charges, taxing mail order houses, price maintenance, half-day holiday, coupons, etc.

The report which follows deals particularly with discussions on retailers' problems which occurred throughout the convention.

Reports of the president and secretary are also given, and in these reports are outlined the activities of the association since the last convention.

### WHAT DOES F.O.B. MEAN ?

A. H. Wensley, Borden, Sask., started the discussion by asking what was meant by f.o.b. He stated that his wholesalers



1. Main Street looking west from Walter Scott block, Moose Jaw, Sask.

2. Main Street looking north, Moose Jaw.

Internal storage elevators partially completed. Government grain storage elevator now under construction. Cost \$1,500,000; capacity, 3,500,000 bushels.



quoted him f.o.b. Winnipeg or Saskatoon, and then charged him f.o.b. warehouse. Was it right for them to collect advance cartage charges?

Mr. Hamilton, traffic manager of the association, replied, stating that the question was a trifle out of his province. When a shipper quoted f.o.b., he meant "free on board the place where he was quoting from." The railway had nothing to do with this extra charge, and any advance charges represented money paid to some one; it might be the wholesaler, shipper, or dray man, for taking the goods to the station. As the money had been paid, the wholesaler must get it back again.

Mr. Wensley—"Then f.o.b. means nothing, and they are fooling us?"

Mr. Hamilton—"Yes, it is misleading."

Mr. Wensley—"The charges are nearly as much as freight. I found on a shipment of 100 lbs. an advance charge of 23c. Is there a minimum charge?"

Mr. Hamilton—"Yes, 20c."

#### An Old Question

A. A. Evans, president—"This matter was gone into three years ago. Do you want to go into it again?"

A Member—"The question being asked is, what does f.o.b. mean, on cars or dray?"

A discussion was brought about at this point by Mr. Moncrieff, of Glenavon, drawing attention of the convention to the fact that a great many merchants do not have scales big enough to weigh large shipments, and as wholesalers never put the weight on bills of lading, transportation companies put it on the high side. "I have had shipments lately two and three pounds over the correct weight," he said. "I think if in cases where we deal with Eastern houses, say in Toronto, we would ask them to weigh their shipments, it would save us money. I have saved as much as ten dollars in two or three shipments lately."

Mr. Hamilton drew attention to a concrete case. Recently he checked over five hundred freight bills for a Regina man, and he understood that the dealer had weighed the goods himself. There were 14 bills corrected on account of over-weight, resulting in a total saving of \$36.10. Mr. Hamilton himself found a further error of \$22.

S. D. McMicken drew attention to the fact that the tare of cars was often inaccurate, and sometimes as much as 3,000 lbs. too small. This was caused through dirt in the car, or snow in winter.

#### President Interrupts Again

Mr. Evans again drew attention to the fact that this matter had been threshed out three years ago, and it had been decided that each individual member should try to have these advance charges removed.

Some one asked if it was not a fact that the executive took this matter up and fell down on it.

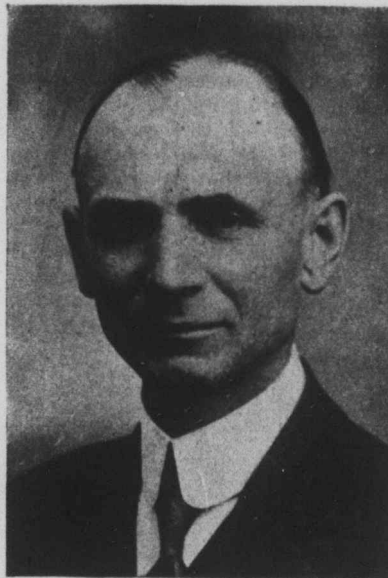
Mr. Maybee, ex-president, stated that it was perfectly true that members had been asked to make their own efforts to get this charge removed. It was an outrage, and they should not stand for it.

He said: "Mrs. Jones orders a pound of tea from your store, and she will soon kick if it is not delivered very quickly. And you do not charge her anything for delivery. Why should you pay the wholesaler for delivering a much larger bill of goods?"

#### Suggests Drastic Measures

Mr. Rannard (Provincial President of Manitoba)—"I am opposed to these cartage charges. In unity there is strength, and you should not leave it to the individual. If this convention will pass a resolution that on a certain date, you in Saskatchewan will refuse to pay these charges, we will have it go through our convention in Manitoba next June. If we take that stand together, we will break its back."

Mr. Wensley, of Borden, moved that the executive be authorized to go into the matter and have these advance cartage charges eliminated. Mr. Robins, Kindersly, moved an amendment that the executive instruct wholesalers that



A. A. Evans, Outlook, Sask.,  
President-Elect.

after July 1 they will pay no advance charges. Mr. Wensley then withdrew his motion, as Mr. Robins' covered the matter more fully.

There was a feeling then that the convention was going a little too far, and this feeling was voiced by R. A. Magee, Wolseley. He expressed a wish to have the resolution handed to the executive, who would consider it. Mr. McMicken was afraid that if they insisted on the wholesalers withdrawing this charge of four cents, that it would indirectly be raised to twenty-five cents. Eventually a motion to the effect that the executive go into this matter fully with a view to having charges eliminated, was carried.

#### DISSATISFACTION WITH PREMIER'S ATTITUDE

A resolution was put forward to the effect that the convention express its strong disapproval of the Grain Growers'

Association being allowed to transfer its trading operations to the Saskatchewan Co-operative Elevator Co. The ground for this objection was that the Elevator Co. would thus be competing with the retail merchant, and as 85 per cent. of their bonds were guaranteed by the Saskatchewan Government, the retailers would thus be competing with the Government to whom they were paying taxes.

Mr. Wensley, Borden—"The Grain Growers deserve credit; they have done a lot of good for this country. The Retail Merchants' Association has done a lot of good, too, and we would be sorry to prejudice the interests of the Grain Growers; but if they are going into the retail business, they have got to put up their own money. We merchants have helped to finance the Saskatchewan Co-operative Elevator Co. by paying our taxes."

C. Williams, Moose Jaw—"I have heard it said by a good many people that once they go into the retail business it will sound the death knell of the Grain Growers' Association, but do not let us wait for them to get started."

Mr. Williams told the convention that he believed that they would be running a chain of stores throughout the province.

W. E. Paynter, Tantalton—"They have no thought of building a chain of stores; it would be impossible for a big company like that to get managers to run their stores unless they made managers out of the retail merchants."

#### M. O. Houses Sell Wire Cheaper

Mr. Paynter at this point started in to tell the convention how he had increased his turnover \$9,000 by making friends with the farmer instead of antagonizing him, especially when it came to the question of dealing with mail order houses. "Why," he asked, "not let the farmers buy barbed wire from the mail order houses when it costs us fifteen cents more per spool wholesale than the mail order house can sell."

He told of a dealer who came to him and asked him what he was charging for barbed wire. He told him that he could sell him at \$4.40 in 10-spool lots. He was sure the M.O.H. could not beat that. However the man wanted to pay \$4.20, but as Mr. Paynter had paid \$4.10 wholesale f.o.b. Winnipeg, he could not sell it for \$4.20. The man said he was very anxious to buy from Mr. Paynter, but his neighbors were buying it from the M.O.H. at a lower figure than that. The man asked Mr. Paynter to write to the M.O.H. himself. The reply came back that by paying cash and taking it in 20 spool lots, they would quote \$3.65. Mr. Paynter told the convention that he would not be an ostrich and bury his head in the ground, but just told the man to send his order to the M.O.H. It was not long before the M.O.H. was compelled to put up their price.

As for the Elevator Co., he wished to say that he put his money into it, and the shares had paid him better money than his store. As for the Government guaranteeing bonds of Saskatchewan Co-operative Elevator Co., was it not a fact that the Government guaranteed

the bonds of the railway companies? Why not get after the Government for helping the railway companies and thus try to solve their transportation problems.

#### Fighting the M. O. H.

Mr. Paynter continued to get away from the subject of the Elevator Co., and said that he did not care if the M.O.H. sent their catalogues to Tantallon in car loads. He encouraged his customers to come in and discuss the matter with him, and he was having considerable success. He thought they should be careful what they were doing to oppose the Co-operative Elevator Co. because if they antagonize their own customers, they were only hurting themselves. Mr. Paynter having spoken for considerable time, Mr. Robins rose and suggested that speeches be limited to five minutes, which motion was seconded.

#### Grain Growers at Variance

Getting back to the question of the Elevator Co., Mr. Maybee drew attention to the fact that even the Grain Growers themselves were at variance on this question. He suggested that they telephone Premier Martin to come to the convention, and be on the platform where he could hear what the merchants had to say about this matter.

Mr. Hutchinson.—“It was only recently that we saw the Government and they agreed that it was not fair for the Elevator Co. to take over these trading operations, at the same time we have correspondence with the Premier which side-tracks the issue.”

#### Over \$30,000,000 on Books

Mr. Evans, the president, was very strongly in favor of going to the Government and having this matter threshed out. He stated the retail merchants of the province had credit on their books of over thirty million dollars, and they must show the Government that they were not a bunch of pin-headed merchants. The Grain Growers had been allowed to handle big stuff, and had failed. Now they wanted to hand over the operations to a bigger company with considerable credit backing. The Grain Growers were their friends, but they objected to them getting anything that the retailers could not get.

#### Lesser of Two Evils

Mr. Hutchinson.—“Years ago we felt that the Government was subsidizing this business, so we went to the Government, and they told us that there was no connection between the Elevator Co. and the trading company, and never would be, yet in three years they were trying to make a change. Three weeks ago I saw the Hon. Mr. Dunning, who admitted it was unfair, but he said it was the lesser of two evils. He meant that if the Grain Growers' Association did not link up with the Elevator Co., they would do so with the Grain Growers' Grain Co., of Manitoba. We do not see that this would be any worse, as the Manitoba company are doing all the harm they can now.”

At this point a Liberal commenced attacking the Saskatchewan Government (which is also Liberal), saying that when

it came to politics, they would do anything they liked. Mr. McMicken, interrupting, said that as they were getting into politics, it was time they adjourned for lunch.

It was decided to wire the Premier.

### TAKING A CRACK AT THE WHOLESALE

At every Retail Merchants' convention it is customary for somebody to start a discussion as to why and whether wholesalers should sell to people other than retail merchants. The ball was started rolling at this convention by a member who asked: “Is there anything to prevent a wholesale house selling to anyone but a merchant?”

The question seemed rather vague, and it came somewhat as a shock to the meeting. However, the shock was soon absorbed, and complaints began to pour in freely. This member explained what

#### OFFICERS ELECTED

1917-1918

*Saskatchewan Branch, R. M. A.*  
President.—A. A. Evans, Outlook, Sask. (Re-elected.)

First Vice-Pres.—H. D. Macpherson, Regina, Sask. (Re-elected.)

Second Vice-Pres.—J. L. S. Hutchinson, Saskatoon, Sask.  
Treasurer.—J. J. Polson, Regina, Sask.

Secretary.—F. E. Raymond, Saskatoon, Sask. (Re-elected.)

he meant by telling the conference that a well-digger in his district, who was a foreigner, had been buying pipe from a Winnipeg jobber at a price cheaper than he ought to get it. He had also bought half a car of furniture from another Winnipeg wholesaler, and was peddling it through the province where his well-digging operations carried him, 75 miles from town. Over that big area he was selling furniture. If he would keep to his well-digging, said the merchant, it would not be so bad.

Talking of well-digging, reminded A. E. Jones, Milestone, that there was a well-digger in his district who had told him that he could buy pipe at a very low figure. Mr. Jones investigated, and found that the pipe was coming from a Winnipeg wholesale house. On further investigation, however, he found that the pipe was being bought from a local hardware dealer, who was making only a very small commission, thus the jobber was in no way to blame.

This brought A. Kindred, Glenavon, to his feet in defence of the wholesaler, saying that he knew of a case where a consumer wrote to one of the above wholesale houses, and asked them to supply him with goods. The reply came back that the consumer could only buy

these goods through the regular channel, i.e., through the retail merchant. Mr. Kindred further stated that he always found this a reliable wholesale house, and they would probably find that the first mentioned well-digger was getting his pipe in a roundabout way.

#### Protecting the Jobber

Mr. Evans, president of the Association, interrupted here, and asked the members to refrain from mentioning jobbers' names.

S. D. McMicken said he thought that members who had trouble of this nature, should write the jobber first and find out what was what, before spreading broadcast stories of this kind.

W. Gunn, Kincaid, told of cases he had come across where he was given to understand that jobbers were selling consumers, and on writing the jobbers, received a letter of thanks, with the assurance that it would be stopped.

Mr. Raymond, provincial secretary, told the convention that he was continually having cases of this kind brought to his attention, and he did not know of one single instance where the matter had not been remedied. Regarding the well-digger who was selling furniture, he wished to state that he should have a provincial license costing \$25, and if there was a by-law in the municipality where he was selling making it necessary to have a further license, he should have one; otherwise he was liable.

The merchant from Wiseton, who laid the complaint regarding the furniture, remarked that the sooner the provincial license cost twenty-five hundred dollars, the better.

Mr. Raymond said that it had been suggested that the cost of the license be raised to two hundred dollars.

### IS IT RIGHT TO TAX MAIL ORDER HOUSES?

IT was natural that while the convention was talking about peddlers' licenses that some one should raise the question of taxing the mail order houses.

W. T. Bennett asked what the Manitoba Government had done about taxing the mail order houses.

Mr. Montgomery, a member from Manitoba, stated that they had been putting the cart before the horse. They approached the Manitoba Government in the wrong way, “and got it in the neck.”

J. A. Curle, secretary, R. M. A., Manitoba.—“If there was a mistake made; it was I who was to blame, as I was continually pushing for a tax on the M. O. H. I lacked tact. I had been dealing in real estate (laughter). I had also been studying taxation, and you cannot spend 10 years studying a subject and not know something about it. But we approached the Government in the wrong way; that is, we stated bluntly what we thought was right, and the solicitors for the M. O. H. went to the Government with arguments to the effect that if they taxed the M.O.H. it would raise the cost of living. When you run up against a stone wall, the best thing is to run along the

top and around the corner to get there; thus, we have changed our tactics."

Mr. Curle proceeded to tell what had been done in this connection in the state of Wisconsin as well as in the city of Winnipeg. What he said in this connection was greatly enjoyed and listened to intently by the convention. When he sat down, Mr. C. Williams, Moose Jaw, moved that the Saskatchewan executive work in conjunction with the executive in Manitoba on tax matters. W. T. Bennett seconded the motion.

Mr. Paynter.—"I would like to second that motion."

Mr. Evans.—"It is already seconded."

Mr. Paynter.—"Then I will move an amendment." (Laughter).

The amendment motion agreed to was to the effect that the executives of the two provinces endeavor to bring about a better and more equitable system of taxation.

## RETAILERS CAN COMPETE WITH M.O. HOUSE

**M**R. JONES, of the Moose Mountain Hardware Co., started a discussion by telling what his stores were doing towards securing cash business. He spoke as follows: "I would like an expression of opinion as to what are the best methods for inducing cash business. This subject reminds me of a jug of milk where the cream rises to the top. The cream is the cash business, and the M. O. H. is getting the cream. In our stores we have made an attempt to go after cash business. We have a list of customers tributary to the store, classified as A.1—first-class customers, who pay cash, or whose credit is good. Next come those who are good for a limited amount of credit. Thirdly, there are those to whom we cannot give credit, but from whom we want cash business. We make a practice of sending advertising matter to these customers frequently. Why let the M. O. H. do all the advertising? In our family there were six boys, and the boy who got the jug of milk first, got the cream. When we found this, we got into the habit of stirring the milk with a spoon so that we all got some. In our business we should be stirring things and helping one another to get some of the cream.

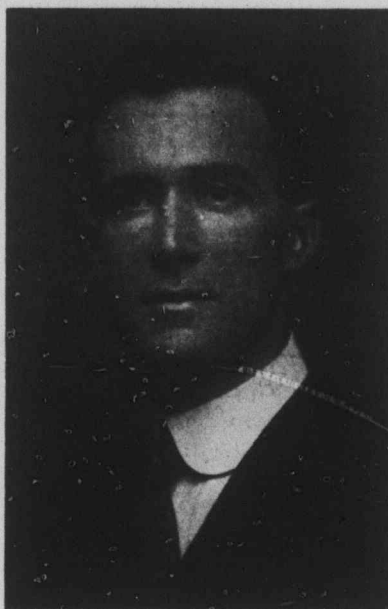
"You can go through your stock and you will find that there are certain items that you can sell as cheaply as the M. O. H. You can let customers know of these things by putting prices on your advertising. We tell the customer that on these lines our price is the same f.o.b. Arcola as the catalogue houses are quoting f.o.b. Winnipeg. There are some lines like O'Cedar mops, on which prices are fixed, and the M. O. H. can sell no cheaper than you."

Mr. McMicken. — "Regarding fixed prices, this is unlawful; we have a resolution dealing with that very matter."

Mr. Jones.—"That was simply an example; there must be hundreds of articles in our stores which we can sell as cheaply as the M. O. H."

R. C. Finley, Kincaid.—"We are following these methods, too, and they are bringing good results. You will notice that the M. O. H. feature their own brand of goods, and are building up a good trade on them. You have lots of lines which are nationally advertised and which you know are absolutely good. Let your farmers know about them, and you will get them to the store. If you tell them these things they see that you are taking an interest in them."

At this point, S. D. McMicken rose to tell the convention a M.O.H. story, and as the genial president of the Moose Jaw association is a splendid story-teller, everybody was attention. He told of a farmer who was in hard circumstances, and whom the speaker, in his big heart, carried from one fall to another. In the second year, the farmer had a good crop,



H. D. McPherson, Regina, Sask.,  
First Vice-President.

and he came to the store and said: "I have got the money, Mac, but I want to send it to Timothy Eaton for some clothes." To which Mr. McMicken replied, "You give me the money, and send your gall to Timothy Eaton's, and see what you will get for it."

## DOUBT AS TO THE MEANING OF THE KNOWLES BILL

**W**HAT Mr. McMicken had said regarding fixed prices being illegal, came as a shock to many members. For instance, S. Schwanz, Rocanville, asked if the price of lines like Ostermoor mattresses were not fixed.

John Gregory asked if a manufacturer, in cases where a merchant had contracted to sell at a price, would not have an action against the merchant if he sold for less.

Mr. Curle.—"No. He can refuse to supply you with further goods."

It was decided that the best thing would be for the secretary to read the

Order-in-Council and thus settle matters. Whereupon Mr. Raymond proceeded to read it through; but before he had read very far, someone suggested that it be published in the association organ. At this point it was decided to adjourn for lunch. When the afternoon session opened, a start was made with a resolution on price maintenance. It read as follows:—

### The Resolution

"Whereas, the problem of distribution of all commodities of life is based upon the desire of consumers to be supplied at any time with whatever they require, at the nearest possible point and at the lowest possible price, and

"Whereas, to comply with that desire, and to supply the needs of the consumers, the wholesale and retail trade of Canada have specially equipped themselves with the necessary facilities for that purpose, and through their close proximity to both large and small centres of population, they are therefore in a position to give a more efficient, more economic, and a cheaper service than can be given through any other method, and

"Whereas, in order to develop and improve the present system of distribution which has been developed through years of practical experience, it has been found necessary from time to time for manufacturers, wholesalers and retailers to consult together with the object of adopting general rules and regulations, which they have found have produced the best results for the entire trade, as well as for the consumers generally, and

"Whereas, on Nov. 10, 1916, the members of the Dominion Cabinet at Ottawa passed an order in Council which they declare makes it illegal for any manufacturer to place upon any article a fixed price at which said article may be sold, either to the wholesale or retail trade or to the consumer, whether the said price be reasonable or unreasonable. By taking this action, it therefore abolishes all former customs of trade, and it destroys all regulations which in the past have had a tendency to lower the cost of living, and

"Whereas, such action on the part of the Dominion Government, in our opinion, on their part, shows a lack of the proper knowledge of commercial matters, and under all these circumstances, we believe it to be utterly unjustifiable:

"Be it therefore resolved:—

"First, that members of the Saskatchewan branch of the Provincial Board of Retail Merchants' Association of Canada, do hereby endorse the action of the Dominion Board of our Association in asking that the Order-in-Council passed on November 10, 1916, in which the Government has declared that the right to sell any article at a fixed price by the manufacturer, wholesaler and retailer, is illegal, be repealed.

"Second, that Bill No. 21, introduced by W. E. Knowles, M.P. for Moose Jaw, at the present session of the Dominion House and which will have same effect on the trade as the Order-in-Council above referred to, be strongly opposed.

"Third, that we heartily endorse the recommendation of the Dominion Board of our Association wherein they have asked the Dominion Government to establish an "Inland Trade Commission" so that all matters pertaining to the welfare of the inland trade of Canada, both of the manufacturers and the wholesalers, the retailer and the consumer, can come under this jurisdiction, in the same manner in which all matters pertaining to railways now come under the jurisdiction of the Dominion Railway Commission."

The above resolution was originally framed in Ontario, and the president told the convention that Mr. Trowern, Dom. Sec., was simply expressing the feeling of Eastern provinces, and what was good for them was good for the West.

S. D. Micken stated that he believed that the idea embodied in the Knowles Bill came from Moose Jaw, and he had it on good authority that the bill was being pushed by the mail order houses. If they were able to sell lower, they could draw the attention of the public to the fact that they were selling these lines cheaper than the retail merchant. He had seen business sent to a mail order house because they were selling a spool of cotton for ten cents, whereas the local dealer was charging twenty cents.

The resolution was carried after very little discussion.

### DISSENSION OVER HALF HOLIDAY

A resolution came before the convention to the effect that members urge an amendment to the City Act, which would allow a town or village council to grant a half holiday once a week, when this was demanded by three-quarters of the merchants in that town.

Mr. Robins opposed the resolution, claiming that it would cause trouble hav-

ing their clerks running after the city council for a half holiday.

J. Polson, Regina, the father of the resolution, said he thought it would be best to explain why this resolution had been put forward. Last year they asked for a half holiday in Regina and got it; this year they would like the same, but were unable to get in on account of the City Act, which had recently been passed. He said this movement was not begun by the clerks, although he reminded members that by giving a half holiday to their help, they would be much better off.

C. Williams, Moose Jaw, supported the resolution and stated that the clerks in Moose Jaw, were forming an association.



J. L. Hutchinson, Saskatoon, Sask.,  
Second Vice-President.

In Manchester, England, where he came from, this system worked splendidly. They had inspectors who went around to the stores on holidays and fined those who were open. They also saw that employees got an hour for lunch. It was better to give clerks a holiday than for them to take it off with headaches.

Mr. Hutchinson, Saskatoon, asked whether such a movement would be in the best interests of the agricultural community. In July and August farmers were very busy, and it would make it very hard for them if unable to buy from the stores.

Mr. Montcrieff, Glenavon, drew attention to the hardships a half holiday worked in his community, where 95 per cent. of his business was with farmers. If a farmer broke his implement and had to come to town, he was not very pleased if he found the stores all closed. It was then that he sent his orders to the M. O. H. He thought that the system would work well in the cities, but not so well in the country.

Eventually the resolution carried.

### NOTES ON THE CONVENTION

BEFORE the convention had proceeded a day, some members seemed of the opinion that a mistake had been made in not allowing the Moose Jaw daily newspapers to have representatives present. There is a tendency for the daily papers to pounce on the sensational part of a convention, and to avoid the routine business. For this reason they often give the public a wrong impression. However, it seems that the public got an even worse impression, because it was rumored about town that the retailers had met for the purpose of boosting prices (foolish ideas the public get sometimes.)

Half way through the convention, the daily newspaper men were admitted. It was pointed out by a number of speakers that the average daily newspaper man was willing to exclude anything from his report on request, and if there was anything they did not wish to appear in the local papers, they could discuss it in secret session. There is no doubt about it that the Moose Jaw papers were sur-

(Continued on page 28.)

# President Says Knowles' Bill Dangerous

Objects to Tactics of Grain Growers—Warm Discussions at Dominion Board Meeting—What Association Has Accomplished During Past Year.

**F**OLLOWING is the address of President A. A. Evans, of, Outlook Saskatchewan:

"What have we done?" is a question that you as members of the Retail Merchants' Association of this Province have a right to ask of us who have been in office for the last twelve months. It is only right and fair that everyone should give an account of his stewardship lest the Master should say that "thou shalt be no longer steward." It would be a difficult matter for me to give you in a short space of time a detailed report of the work of your Executive for the past year, but I will endeavor to give you a few headings so that you may

know some of the things we have been in touch with.

Following our Convention in Regina a year ago, we immediately made arrangements for the present staff in our Head Office for another year and shortly after this arrangements were made for the removal of the office to the Canadian Building, where larger and better offices could be obtained at a more reasonable rent. A Traffic Department was added to the office with H. E. Hamilton in charge.

We waited upon the representatives of the Government, asking for further legislation in the interests of our Association such as the Renewal of Executions, Government Employees being exempt from Garnishment, Amendment to 519 Rules of Court, Amendment to the Bulk Sales Act, Amendment to the Hawkers' and Pedlars' Act, Registration of all Leases. To all of these requests the Honourable Mr. Calder and Mr. Turgeon gave us their patient

hearing and promised that these things would have the careful consideration of the Executive Council. Just how much has been accomplished in these matters, I could not report to you to-day for the reason that I have not seen the Amended Statutes of 1917, which I believe is not out of the hands of the King's Printer as yet.

Re "Renewal of Executions." We asked that the necessity for renewing an execution every two years be done away with and that after it was once registered it be allowed to stand until the judgment is satisfied.

Re "Government Employees being Exempt from Garnishment." As the law stands at present a permanent employee or one appointed by the Lieutenant-Governor in Council, is open to garnishment, while a temporary employee is not. The ministers were strongly opposed to permanent employees being garnished, stating that they had lost some of their best men through this privilege being allowed,

which affected the Public Service, and they were strongly inclined to remove this privilege and make all employees exempt from garnishment as is the case in connection with the Dominion Government. They look upon Government employees as being servants of the people—including retail merchants—and this being the case felt that the Public Service should not be hampered in this way, as it has been in the past.

Re "Amendments to the Small Debts Act." We asked that the Small Debts Act be amended, allowing for a judgment for \$10 and up to be registered against the lands of the defendant, in place of \$50.00 and up, as at present. We also asked that provision be made for a case to be tried in the district where the debt was contracted. We had, on previous occasions, taken up with the Government the matter of a Judgment Summons, in connection with the Small Debts Act, and had always been refused, and had reason to believe that they still would not give their consent. We therefore asked for the right of Examination for Discovery, as it at present exists in connection with the Small Debts Court, a nominal fee would be charged. It may not be generally known that a Judgment obtained through the Small Debts Court is of the same value as one obtained through any other Court, and that once a judgment is obtained the right of Examination for Discovery already exists, but only in connection with the District and Supreme Courts. The costs in this connection are, however, prohibitive for any ordinary action brought under the Small Debts Act, and it is for this reason that we ask for the same right in connection with the Small Debts Act at a nominal fee.

Re "Proposed Amendment to the Bulk Sales Act." The amendment proposed at our last Convention to the effect that a merchant be allowed to dispose of a portion of his stock not to exceed one-third, without the necessity of complying with the Bulk Sales Act, was placed before the Government, but was not considered feasible by them for the reason that in their opinion a merchant could dispose of one-third of his business at different intervals and so gradually dispose of the whole thing, without having to comply with the Act. They considered the Act a protection to which creditors in general are legitimately entitled.

Re "Provincial License Fees for Hawkers and Pedlars." We strongly urged upon the Government to increase the Provincial License Fee of \$25.00 as it stands at present to \$100.00, realizing what hardships that these Hawkers and Pedlars are working upon many merchants throughout the Province.

Re "The Crop Agreement Act for Saskatchewan, which deals with the Matter of Registration of Leases." Complaints having been previously received regarding Farmers against whom Judgments have been given, leasing their lands to relatives or friends at a nominal rental, in order to avoid payment of judgment. This was referred to our Solicitor for advice, as to whether it is necessary to register a lease of this description or not. His reply was to the effect that unless a lease of land is for a period of more than three years, it need not be registered, and also that leases for a less period than three years do not need to be written, and that all certificates of Title are presumed to be subjected to leases of less than three years.

It was decided that the Right of Examination for Discovery in connection with the Small Debts Act would go a long way toward overcoming this evil, as a person could then be examined under oath at a nominal fee for the purpose of ascertaining what disposition he had made of his land, and the full details in connection with the transaction.

"Registration of Partnerships." We have asked that certain amendments be made to the Act regulating Partnerships to the effect that all partnerships should be registered and that a registration fee of \$5.00 be charged, and that the word "Registered" or its abbreviation be used after the firm or trade name.

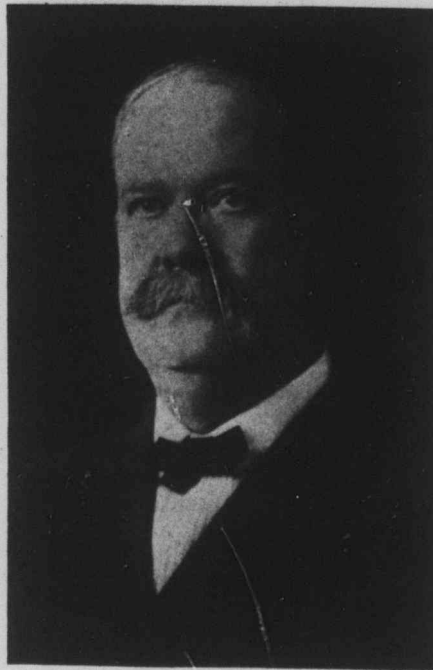
Re "N.S.F. Cheques." Legislation has been introduced into the Dominion House that will make the passing of a N. S. F. Cheque illegal, and it is sincerely hoped that within the near future this proposed legislation will become Law.

Re "Legislation making Husband and Wife

jointly responsible for Accounts for the Necessities of Life." It was pointed out to the Government that many men have the habit of transferring everything they possess to their wives, in order to avoid payment of their accounts, and it was with the idea of being able to obtain settlement of these accounts that legislation was asked for. The Government did not take kindly to the suggestion, however, but instead suggested that before granting credit the merchants take steps to protect themselves against such contingencies. They suggested that a Form of Agreement be prepared to be signed by husband and wife jointly, before credit is granted, pointing out that in such a case the wife would be equally liable with the husband, and that if this was done no legislation would be necessary.

All of these points were argued with the Government to the best of our ability, from the standpoint of the Retail Merchant, and we felt, at the close of the interview, that the Government had a better knowledge of some of the difficulties with which Retail Merchants have to contend. They promised all our requests their careful consideration.

Our Dominion Convention, at which your Executive were present, in the City of Winnipeg, on the 8th, 9th and 10th of August last,



S. D. McMicken, President Local Branch R.M.A., Moose Jaw, Sask.

was a very interesting one indeed. It had been felt by the Executive of this Province that the Dominion Board had existed for some time in name only, and thus failed to give to the Dominion at large the results that it should. We may say that at this meeting of the Dominion Board, held in Winnipeg in August last, that there were representatives from all of the Provinces of the Dominion, except Alberta and British Columbia, and after three days of deliberations, long sessions lasting from ten o'clock in the morning until late in the evening, in which they did not allow us to go out for lunch, but some was brought to us, and with lunch in one hand and our weapons in the other, we continued the fight. For a time it was trench warfare, then we came out into the open field. No person was killed, but several were wounded, and everything looked dark as the Ace of Spades. Of course, I, myself, do not play cards, but I heard Mr. Maybee say that the ace of spades was black. We were not black, but I may tell you that our Executive felt a little blue at the way things were going. When at this time, for it was the closing hours of the third and last day of the Convention, the election of officers for the ensuing year took place. It is an old, familiar and, I believe true saying, "That the darkest hours are just before the

dawn of day." And there really did dawn a brighter and better day for the Dominion Board, and it was when Horace Chevrier was nominated, and accepted the office of Dominion President for the Retail Merchants Association of Canada.

It was then that things took a different turn and the house was put in order and the depleted treasury was well filled, and everything started out upon a new era. Your Executive of this Province was contending for the appointment of a Western Board which would include the provinces from Manitoba, Saskatchewan, Alberta and British Columbia, with a western secretary, who would look after matters pertaining to trade and commerce in the western provinces, and who would act in conjunction with an eastern board on all matters pertaining to Dominion interest. There was a great deal of opposition to this and as a half-way measure it was decided that Vice-Presidents were to be appointed from each of the western provinces, but those would not have representation in the Dominion Board proper. I do not think that any results have come from this move. As a matter of fact there has not been any meetings held, and we are inclined to think there will not be, because they have no powers, only as it is granted to them through the Dominion Board.

"Traffic Department." On March 13 your Executive met in Regina representatives of Canadian Manufacturers' Associations and the Western Boards of Trade for the purpose of considering the proposed new Canadian Freight Classification. This is a new freight classification, No. 17, which was proposed to take the place of the old one, No. 16. Mr. Hamilton, in charge of our traffic department, investigated this matter and reported to the Executive that in many cases it would mean an increase of the cost of carrying goods from 20 to 25 per cent. under the new classification. Your Executive determined that they would do everything within their power to prevent this new classification from coming into effect. There are many merchants here to-day whom, if given an opportunity to voice their feelings on this matter, would say that the rates are high enough when they consider the service that they are getting.

This was the first opportunity that the Retail Merchants' Association had of putting themselves on record with the Railway Commission, and in future our association will be advised of any proposed changes in traffics and classifications, so that we may have a voice in this important matter.

We appointed a member of our Executive in the person of Mr. Hutchinson, to confer with the joint committee of Agriculture and Commerce, which is composed of representatives of all the commercial bodies, including manufacturers, wholesalers and retailers and the farmers' organizations, which as you know is formed for the purpose of discussing matters of mutual interest, and if possible to bring about a better understanding between the different bodies.

"The Retailers Trust Co." As you are aware, our charter for this company was secured at the 1916 session of the Provincial Legislature, and at our last Convention the development of this company was placed in the hands of the Executive to deal with. An attempt was made to put the company into operation under the management of a firm in this City of Moose Jaw. But this we could not do until \$10,000 of stock was subscribed and \$5,000 paid up. In view of these conditions it was thought advisable that we should suspend operations for a time, and the further development of this Retailers' Trust Company is to come before this Convention for your consideration. There is one thing I am sure that we are all glad of, and that is that the work of Trust Companies has not been very heavy for the past two years. Fortunately for us the prosperous times has brought this about, but it may be that things will not always be so favorable with us, and in the time of prosperity we should prepare for the time of adversity. We believe that it is generally felt that there is a good opening for such a trust company, which would be managed by practical retail business men, and they could lend their great assistance to retailers who might become involved and by good advice and possibly the loan of a small sum of money,

save many a retailer from wreck. And, best of all, the cost to the man in such difficulties would be very light. I trust that this shall have the careful consideration of this Convention.

There is one other matter which is Dominion in character, but which affects us as a province. It is in reference to the famous Order in Council passed by the Premier and mem-

bers of the Dominion Cabinet, which would injure and restrict Canadian trade.

There is also another bill which was introduced known as Bill 21. "An Act to Amend the Criminal Code."

And now, gentlemen, I want to address especially the citizens of Moose Jaw and vicinity, while we feel that you have many citizens of whom you have a right to be proud,

and who have done much for the growth and development of your city, we cannot but feel that there is one who has introduced into the House of Commons at Ottawa an amendment to the Criminal Code, known as the Knowles Bill, which, if it were allowed to become law, would be a detriment to the trade of your city.

(Continued on page 28.)

# Membership of 1,500 in Saskatchewan

Secretary Raymond in Report States That 50 Per Cent. of Possibles are Members—  
Future Plans of the Association—Urges Development  
of the Service Idea.

The Report of Secretary, F. E. Raymond, follows in part:

Mr. President and Gentlemen:—

I do not intend to tire you with a lengthy report, as I am not going very much into details regarding the various departments of our work.

It seems to me that the retail trade of this province has reached a crisis in its career, and during the course of this Convention some of the problems which you have to face will demand your most thoughtful consideration.

At our last Convention, held in Regina on May 9, 10 and 11, 1916, the following executive officers were appointed: G. A. Maybee, Moose Jaw, Hon. President; A. A. Evans, Outlook, President; H. D. Macpherson, Regina, 1st Vice-President; F. W. Smith, Weyburn, 2nd Vice-President; J. L. S. Hutchinson, Saskatoon, Treasurer, and myself Secretary.

During the year six Executive Meetings have been held and two interviews with the Government. At all but one of these meetings the full executive were present. In addition to the above the Executive attended the last Dominion Convention, held in Winnipeg on August 8, 9, and 10, 1916. It should be remembered that each member of the Executive had to leave his own business to attend these meetings, and they did so for the sole purpose of furthering the interests of every retail merchant in the Province of Saskatchewan, and entirely without remuneration to themselves. Do you suppose they would give their time in this way if they did not recognize the value of the Association as a medium of protection for the retail trade? It is remarkable that so many merchants do not as yet appreciate it in the same way.

**General Service.**—It has always been and still is our aim not to turn down a request of any description. Through this department we are taking up complaints against wholesale houses and manufacturers, furnishing reports on different concerns, canvassing the retail trade for suppose,—employing help,—buying equipment, etc., etc. Right here I would like to urge upon you the importance of applying to us for a report on any concern unless you know them to be sound, and I might mention also that any company offering shares for sale to the public must first obtain a certificate from a Local Government Board and their stock salesman must hold a license which should be shown to every person they approach to buy.

**Credit Reporting Department.**—Our free service in collections has been taken advantage of with good effect. Thousands of dollars having been collected in this way. We are continually furnishing reports on applications for credit, which service has saved many of our members from opening bad accounts. Lost debtors have been traced and in many cases a collection effected.

**Legal Advice** is given on matters of minor importance, but we do not undertake legal action of any description.

**Legislation.**—Our Mr. Evans has also outlined to you what we urged upon the Government to grant us last session, but it appears that we were ignored altogether, with the exception of an amendment to the Small Debts Act, in spite of our having been led to be-



F. E. Raymond,  
Secretary Saskatchewan R.M.A.

lieve that more of our requests would be granted.

**The Retailers' Trust Company** has not yet been put into operation, but it is hoped that before this Convention is over some steps will be taken in that direction.

**Insurance Department.**—Our Mutual Fire Insurance Company has made very satisfactory progress, and our service in checking the policies of other companies we believe is appreciated.

**Traffic Department.**—This is another valuable service, and Mr. Hamilton, our Traffic Manager, has recovered several hundred dollars in freight overcharges and claims, besides keeping a watchful eye on the matter of tariff changes in connection with which we have placed ourselves on record with the Railway Commission on more than one occasion.

**Publicity Department and "The Retailer."**—Mr. Kell, our Advertising Manager and Editor of *The Retailer*, will talk to you on these subjects, and also on the matter of collections.

**Membership.**—We now have a total of 156 Branches with a membership of approximately 1,500 in good standing (1,475 to be correct). It is gratifying to note the interest displayed by our members in general is constantly increasing, and also to know that the service we are giving is appreciated by those who have taken advantage of it. Even at the above figures we have only about fifty per cent. of the merchants in business as members.

There are a number of active branches throughout the province with a secretary employed to look after their interests. These branches are doing good work and giving a service locally that is appreciated.

I have tried to give you some idea of what we are doing at the present time, and now I would like to outline a few of the things we have in view. Our aim is to do everything possible for you with the money at our disposal, in fact I would like to make this Association such a factor in your business that you would no more consider dropping your membership than you would consider turning customers away from your door, and I believe it can be done by just simply keeping our different departments all together and gradually improving our service as circumstances warrant.

First comes our **TRUST COMPANY**. If you decide at this Convention to proceed with the development of this, it means a great deal to you in the service that we will be able to give you in case you should unfortunately find it necessary to call upon us.

Then again, I take the stand that there are none of us too old to learn. Subject to your approval, I would like to engage the services of men well qualified to teach advanced methods of Retail Merchandising. I believe that this would be appreciated and that it would help to a considerable extent in meeting outside competition.

There is also the matter of bookkeeping. We are being asked continually for information along these lines. I feel that there is the need for having some one, qualified to do the work, ready to answer these calls by a personal visit, which is much more satisfactory than trying to deal with them through correspondence. The wholesalers are impressing upon us the importance of having those of our members who have not already done so, instal a proper system of bookkeeping.

Now in regard to Credit Reports. I have said before that we are furnishing these reports daily, but I would like to be able to divide the province into districts, send out blank forms to merchants in each district, asking for a list of their customers with a rating on each, compile this information in the office and issue a summary of ratings, say every quarter, to every one of our members in any particular district. Of course, if they wished a summary for any other district than the one they are in, they would be able to get it upon request. I think any one of you will agree that this would be valuable information,—then, why not have it! It would not be necessary to include in this report any cash customer, or any one whose credit is known to be good. Just the slow and bad pays.

Another thing, we have felt for some time that our Collection Service does not go far enough. We have now practically decided to add a service for the collection of accounts on a commission basis which we believe will fill a long-felt want among the merchants in the province, and which we are sure will produce results.

Another feature I would like to call to your attention is the great moral effect that an association of this kind exercises throughout the province. By this I mean the deterring effect it has on false concerns who are thinking of operating among our members. We believe that Saskatchewan is troubled less with this evil than any other province in the Dominion.

## THE PRESIDENT'S ADDRESS

(Continued from page 27.)

When I saw that such a bill had been introduced into the House of Commons, I wrote our Dominion Secretary, and I want to read to you the letter I received from him in reply to this:

"A. A. Evans, Esq.,

"Outlook, Sask.

"Dear Mr. Evans:

"I was very much pleased with the letter you sent me with the newspaper clipping enclosed, showing the action that is being taken by Mr. Wm. E. Knowles, M.P., for the purpose of endeavoring, if possible, to prevent manufacturers from selling their goods on the Price Maintenance or Re-Sale Contract Plan.

"You will notice by the last report the action we have taken in this matter, and in the course of a few days you will receive a full report up to date as to the steps that have been taken to defend ourselves against this measure. It seems to me that a delegation of those who are on the same side of politics, from Moose Jaw, should wait upon Mr. Knowles and endeavor to have him withdraw his bill.

"In the interview we had with Sir. Geo. E. Foster, Acting Premier, on Friday last, Mr. Crothers was present, when he stated that some large retail houses had written him, condemning the Contract Plan of selling goods. I asked him if the firms mentioned were not the T. Eaton Co. and the Robt. Simpson Co., and as he did not answer, I took his silence to mean consent, and we know now definitely who the people are that we have to contend with. We must do all we possibly can to prevent this legislation from passing, and also to have those who are at present persecuting the merchants through the Order in Council under the guise of investigating the high cost of living, removed. I shall keep you posted from time to time as to the development of my work.

"Signed, E. M. Trowern,  
"Secretary Dominion Board."

There is one other matter which I would like to present to you, and we certainly regard it as a vital one. No doubt you are all well aware that at the Convention of the Grain Growers' Association of this province, which was held in this city in the month of February, that there was a resolution approved of by that association by which they would turn over their trading interests to the Saskatchewan Co-operative Elevator Company. Now, gentlemen, we have to look upon this with considerable concern. For as it is known to most of you, that past Executives of this Retail Merchants' Association took a very wise stand and one that has been approved of by this Association. That is when they said to the Government, "Give to the Grain Growers of this province anything, and everything which will help them in their agricultural work, but we do ask that if you give them any money that you shall give to the merchants in the retail business an equal amount. Now, we all consider that this was a fair proposition to make and one which we would feel justified in standing by. But what do we find to-day? The trading interests of the Grain Growers' Association has not been a profitable one, and we are told that the Grain Growers' Co. of the Province of Manitoba have lost large sums of money in their trading operations. Now, then, why should we sit down and be content that the Saskatchewan Co-operative Elevator Company should enter into the mercantile trade, when 85 per cent. of the stock of this company is guaranteed by the Province of Saskatchewan?

We brought this matter to the attention of the Premier and Honorable Mr. Dunning, early in the month of March, and we are glad to tell you that no more patient and considerate hearing could have possibly been given to our presentation in any case, and they were good enough, and fair enough, to tell us that they had opposed the trading operations of the Grain Growers from the beginning. This matter was to have been brought before the Government Executive, and our association was to have had a letter from them in this matter. This was delayed, and on March 29 our Secre-

tary, Mr. Raymond, wrote the Premier, and the following is a reply to Mr. Raymond:

"Premier's Office

"Regina, Sask.,

"April 16, 1917.

"Dear Sir:

"I intended replying to your letter of March 29 some time ago, but wanted to discuss the question involved with the other members of the Government before doing so. On account of the fact that a majority of my colleagues have been absent almost continually during the past two weeks, I have not yet been able to have a conversation with them.

"I might say, however, that I question very much whether the Elevator Company has legally the right to go into the retail business even to a limited extent, and I think you will find that their own solicitors will so advise them. That being the case there is no need at the present time of our dealing with the matter.

"I note your remark that the Retail Merchants' Association is opposed to the Elevator Company being allowed to take over the trading operations of the Grain Growers' Association. In respect to that matter I desire to state that when the question comes before the Government at any time in the future in a concrete way, it will receive the most careful consideration. We must, of course, keep before us the interests of the great agricultural classes of the province, and at the same time we must not do anything that will in any way prejudice the interests of the retail merchants of the province, who are very necessary in our economic organization.

"Yours faithfully,  
"(Signed) W. M. Martin

"F. E. Raymond, Esq.,

"Secretary The Retail Merchants' Association of Canada,  
"Saskatoon, Sask."

Now, gentlemen, this is a statement of the affairs in connection with this important matter as it stands to-day, and we leave it to you to decide as to what further action is to be taken on this matter.

It is quite true that this is an agricultural province, and it might be well for us to take stock of our province for a few minutes. We had on March 1st, 1915, 1519 elevators and warehouses with a capacity of 84 millions of bushels. There are 7 cities, 72 towns, 297 villages and 297 rural municipalities, 408 banks, 408 post offices, with a population of about three-quarters of a million, ninety per cent. engaged in agriculture, so that you see, we, the retail merchants are a part of that other ten per cent., and we cannot hope that numerically we have any power, but we can hope that we are a necessary part in the economic organization. The Agricultural Directors of this province are endeavoring to encourage mixed farming, and we agree with them, but we want to ask: "What are they going to do with the products from mixed farming? Are they going to send them down to the cities in Ontario and the United States to supply the manufacturers who forward the manufactured article back again to us in this province? Will not the economic way be to build up our manufacturers at home, and develop our natural resources?" Build up our retail trade and so develop the resources that we have within our own borders.

Gentlemen, I do not believe that the retail merchants in the city, town and village are receiving the encouragement that they ought to-day, but on the other hand are looked upon in the present time as increasing our prices without it being warranted.

A short time ago there appeared in the Toronto World an illustration which explains our case nicely:

Its place of origin was Port Hope. It appears that a farmer entered the place of business of a carriage dealer and announced that he wished to purchase a buggy. When told the price was \$90.00, he said: "My father bought a buggy exactly like that for \$60.00, twenty years ago." The dealer remembered the sale also and said: "Your father turned in 300 bushels of corn to pay for it. I will do better for you than I did for your father. You bring in your 300 bushels of corn and I

will let you have in return one \$90.00 buggy, one \$75.00 wagon, one \$20.00 suit of clothes, one \$20.00 dress, one \$5.00 baby dress, one crib, one \$3.00 box of cigars, \$10.00 worth of sugar, \$10.00 worth of coffee, \$10.00 worth of tea, \$100.00 worth of gasoline, \$17.00 worth of lubricating oil. The total figured up \$365.00 at the present value of 300 bushels of corn. It is stated the farmer climbed back into his motor car, with the words: "I guess I haven't any kick coming on the high cost of living. Send out the \$90.00 buggy."

## CONVENTION NOTES

(Continued from page 25.)

prised at being excluded by the R. M. A. executive.

\* \* \*

Anent this, an amusing story is told. A young man named Kell was in charge of the door, and any newspaper man gaining admittance had to secure a pass from him. The story is told that someone in the newspaper office called up one of the executive to ask permission for a reporter to be present, and was told to go to Kell. The telephone message was misunderstood, which accounts for the dissatisfaction in the newspaper office.

\* \* \*

When the delegates arrived in Moose Jaw, they got the impression that the whole town had been flooded with Welch's grape juice, as there was hardly a window in town that did not have a display. It appears that Brock, Kelly & Love, Ltd., wholesale fruit dealers, offered three prizes of \$25, \$15, and \$10 for the best window. A. A. Evans, president of the R. M. A., and representatives of two trade papers, were chosen judges. The first prize was won by Kent & Brown, grocers, and the third by C. Williams, grocer, South Hill. The second was won by the proprietor of the Princess Cafe. The grocer handling Red Wing grape juice, not to be outdone, put in a splendid display next door to another grocer. It was reported that Greeks in town had several fistic encounters. One Greek would walk up the street to see what his competitor was putting in, and the other, thinking that he was stealing his ideas, warned him away roughly.

\* \* \*

There were times when it was a moot question whether this was a Saskatchewan convention, or Manitoba convention. The representatives from Manitoba were very plentiful, and had considerable to say. It often happened that the delegates turned to them for advice on some matter which had been dealt with more fully in Manitoba.

\* \* \*

It came as a great surprise to learn that the R. M. A. in Alberta has been suffering reverses; in fact, a resolution was carried that the work in that province be taken over by the Saskatchewan executive, who will do their best to put the association in Alberta on a sound footing, and hand them back any surplus revenue. An extra organizer will be engaged, making three for the two provinces. They will be assisted by a Ford car.



Attractively arranged interior of "Ferguson's" Grocery, 2070 Queen St. East, Toronto.

## Making a Profit in Provisions

A Line That Needs Judicious Handling—How Waste May be Saved and Turned Into Profit—Hints From the Experience of Other Merchants.

**S**OME novel suggestions in connection with the handling and selling of cooked meats in the summer time have been worked out by Mr. Ferguson, of the Ferguson Grocery, 2070 Queen Street E., Toronto, who has made a thorough study of what is perhaps one of the most delicate lines carried in the modern grocery business. The result of his study has been the introduction into his business of a permanently profitable department in which waste has been reduced to a minimum and general efficiency has been greatly increased.

The Ferguson store contains a very effective display of cooked meats, attractively arranged on a marble counter about ten feet in length. All that is latest in the way of fixtures is in evidence, including the newest scales for weighing purposes, cutting machine, and refrigerator showcase. The latter is used exclusively for displaying the meats in the summer time, and the cold storage operations are supplemented with a large cabinet refrigerator in the rear of the store.

### Making the Best of a Difficult Line

Mr. Ferguson fully believes that the cooked meat department is the hardest branch from which to make a profit, but as this line has to be carried for the convenience of customers, it is to the advantage of the grocer to make it as profitable as possible. To this end, and in

view of the poor financial return that the department was making, Mr. Ferguson compiled profit and loss figures on some of the meats carried, and the result was somewhat startling. Notably was this the case in connection with the sale of bacon. Mr. Ferguson on cutting up an eight pound back of bacon found that one-quarter of a lb. was lost in string and paper while another half pound was lost in cutting and the small bone in the end. At the wholesale price of 40c per lb., and the selling price of 50c per lb., it is evident that the profit on the back of bacon would be 80c. Deducting from this figure the loss of  $\frac{3}{4}$  lb. in waste, it leaves a profit of 50c on a back of bacon, against which time and delivery must be charged up.

These figures were largely representative of nearly every line of cooked meats, and such a situation required some thought and rearrangement. After some experimenting, Mr. Ferguson evolved a novel way to overcome the difficulty in the handling of bacon, and now has the meat already sliced up in small packages of about six slices. The advantage of this may not at first thought be quite apparent, but it lies in the fact that the whole piece of bacon is cut up and the customer is not given an opportunity to shun the bacon surrounding the bone at the end of the back. In this way every possible slice of bacon is sold and

the end piece is divided up equally among the packages of centre bacon. This operation gives about 4 ozs. of end bacon to each package, and no difficulty has been experienced by complaints from customers on this score.

It is evident that this means of cutting and selling bacon effects a great saving in wasted meat, and Mr. Ferguson recalls the time when on a Monday morning he used to have thirty ends on hand after cutting up fifteen backs of bacon in the preceding week.

Owing to the great amount of waste, Mr. Ferguson has eliminated the sale of roast pork from his cooked meat department, but has displays of a liberal stock of all other lines such as cold tongue, sausages, bologna, brisket, bacon, and a few other varieties. Mixed in with the cooked meats are a few lines of dairy supplies and canned meats which, by means of effective arrangement and the use of up-to-date apparatus, combine to make up a highly appetizing and attractive display.

### A WORD OF APPROVAL

We are glad to see Henry Johnson, Jr., back on the job with his common sense articles, and believe that you have one of the best grocery papers printed.

Yours truly,

George O. Merrett,  
Simcoe, Ont.



# Urge Necessity of Food Controller

Meeting of Bakers' Association Outlines Costs of Manufacture, and Emphatically Denies Charge of Profiteering—Lays Blame on Wheat Speculation—Urges Appointment of Controller of Cabinet Rank to Handle Situation.

A MEETING of the Bread and Cakemakers' Association held in Toronto on Tuesday of this week, discussed at length the serious situation arising out of the mounting price of flour and put themselves on record in a resolution to be presented to the government, as favoring the appointment of a food controller who shall be of cabinet rank, and have full power to regulate the manufacture, delivery and prices of all foodstuffs throughout Canada.

In this way the Bakers demonstrated that they are fully alive to the seriousness of the situation facing the people of Canada, while at the same time refusing to bear the onus of blame for the high price of their particular commodity. The blame was unhesitatingly laid at the door of the government who had permitted the food situation to come to such a pass without any definite action.

It is urged that the Food Controller should have cabinet rank in order that he might be clothed with authority sufficient to meet the situation.

## Urge Food Dictator

E. Parnell of Winnipeg opened the meeting with a vigorous address. "We have endured this chaotic state of affairs long enough," he stated, "and the consumer has had to pay. Who is it he demanded who dictates the price to the miller to the baker and to everyone else? It is the wheat interests, and we must have food control in Canada as they have it in all other countries if we are to reach any solution of the difficulty." In conclusion, Mr. Parnell read a resolution that had been prepared setting forth fully the defence of the baking interests against the charge of undue profiteering, and moving by actual figures that the price changes that have been going into effect in different parts of Canada were forced upon the bakers, by the ever increasing price of flour.

## The Resolution

The terms of the Resolution to be presented to the government are as follows:

Resolved: That we, the Bread and Cake Manufacturers' Association, representing as we do the baking trade of the Dominion, and believing that owing to the critical conditions now prevailing, caused by the extraordinary price at which wheat is selling, and which has resulted in the unheard of prices of flour, as well as all other materials entering into the manufacture of bread, along with the serious crop outlook for the coming harvest and the apparent misunderstanding by the general public as to the costs incurred in producing bread, in view of these conditions, it has been deemed advisable to call this special meeting of the association for the express purpose of considering the situation and placing before the Government and the public of this country a frank statement as it relates to the production of this very important article of food, and with market prices of wheat and flour still advancing there is no telling where the price of bread may have to advance to, said price being governed solely by these conditions.

## Cost of Bread.

In dealing with the question of what it costs to produce and deliver a loaf of bread, there are five distinct headings under which the different items of expenditure can be classified, which are as follows:

Our chief raw material, flour.  
Ingredients used in addition to flour, such as yeast, sugar, malt, salt, shortening, etc.

Manufacturing costs, which include all wages paid in factories, fuel for ovens and heating buildings, water, power, light, repairs and sundry other items.

Cost of delivery, which includes horse and wagon, maintenance, oats, hay, straw, bran, stable expense, express returned empties, wrapping paper, harness repairs, advertising, baskets, bread hampers, horseshoeing, all wages other than manufacturing, and other items of a similar character.

Overhead charges, such as depreciation, general expense, telephone, office supplies, taxes, rent, insurance, workmen's compensation, bad debts, etc.

## Cost of Flour.

If you summarize your different expenses under these headings, then draw them together and divide by the number of barrels of flour used, you will get the exact cost per barrel of producing and delivering the same to the consumer.

But to enable the general public to fully grasp the situation and so that an average statement of costs outside of flour could be obtained, instead of taking an isolated case which might be misleading, we have secured figures from a number of firms in the central portion of the Dominion, which give the following result of cost per barrel, exclusive of flour, namely five-forty per barrel.

Flour to-day is quoted in central Canada:  
First patents ..... \$16.50 per barrel  
Second patents ..... 16.00 per barrel  
Using half of each would average \$16.25 per barrel.

In the eastern and western sections costs are considerably higher, so that by adding the flour cost to the other costs, as above set forth, it will give the total cost of a barrel of flour manufactured into bread and delivered to the customer. In the central section the weight of a standard loaf is 24 ounces. A barrel of flour with other ingredients will produce about 176 full weight loaves.

## Warrants Action.

To-day the price of bread in the central group is 13c retail and 11c wholesale. This, with other contracts, nets the manufacturer an average of 11½c per loaf; 176 loaves at this average price gives a net receipt to the manufacturer of \$19.80 per barrel of flour. At to-day's prices of flour this condition shows a loss of \$1.85 per barrel of flour to the manufacturer, who is purchasing his flour on the open market. These facts should explain to the Government and the public the very serious situation through which our Dominion is passing and which we as a trade believe warrants immediate action.

In view of this very critical situation, the Bread and Cake Manufacturers, in convention assembled this 15th day of May, 1917, believe that the time has come for prompt action by the Government in the appointment of a Food Controller with Cabinet rank, who should have full powers to deal with and regulate the manufacture, delivery, prices and use of all foodstuffs throughout the Dominion, and this meeting pledges itself to do everything in its power to co-operate with and help such an official in the discharge of his onerous duties. (Signed) D. M. Todd, President; W. E. Trent, Secretary.

Mark Breden of the Canada Bread Company when seen by a CANADIAN GROCER representative on Wednesday stated that the resolution represented that actual situation that faces the bakers.

## New Condition Has Arisen

In former years it had been the practice of many Bread Companies to purchase large stocks of flour ahead, his company had been accustomed to pur-

chase a year's supply, but a year ago with prices already high and the possibility of Russian wheat being released to send the market tumbling, they had not thought it good business to purchase so far ahead, and consequently bought only a few months supply. When this was exhausted the situation had become so serious that purchases were made for a still shorter time, and at present their firm was working on nearly present purchases of flour. Many smaller bakers were actually being compelled to go into the market from day to day to purchase their requirements. This under present prices was practically ruinous, as even with the present increases there was no profit to be made. Mr. Breden attributed the difficulty to wheat speculation. He did not believe that the price paid for wheat was justified, though the price of flour he thought was amply justified by the wheat market prices. It was impossible to state however Mr. Breden concluded that even wheat prices were out of reason because we were not actually aware of what proportion of the available Canadian supply was held under contracts to the British Government. If these contracts were anything like half the available supply then even the high wheat prices might be justifiable. The Food Controller would be in a position to learn the facts. As far as was publicly known the British Government had stopped buying at \$2.30. At that price the present advance would not have been necessary. Indeed at that price bread could have still been sold at 10 cents a loaf."

Among those present at Tuesday's meeting were Mark Breden, Canada Bread Co.; John Turnbull, President of the Nasmith Co.; E. Parnell, representing interests in Winnipeg, London and Toronto; D. M. Todd, Oshawa; James Strachan, Montreal; J. Bridge, with bakeries in London, Sarnia and Windsor, and H. E. Trent of the Fleischmann Company.

## TRADE EXPORT RESTRICTION ENLARGED

C. H. Wicks, Trade Commissioner for the Imperial Government advises that there have been a number of articles added to those forbidden for export from the United Kingdom.

This new list includes among other articles enumerated, mineral waters, beer, ale, candles, paraffin wax. The enlarged restriction became operative on May 1st.

# CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS.  
ESTABLISHED 1886.

The Only Weekly Grocer Paper Published in Canada.

## THE MACLEAN PUBLISHING COMPANY, Limited

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No 20

### EDITORIAL BRIEFS

AND now they say that the Tobacco crop is falling behind. This, of course, is preparatory to increasing the price. This is the "most unkindest cut of all."

\* \* \*

THE hens are still holding out on the price of eggs. Take a hint from us friend hen. If this sort of thing keeps up we'll have to get Mr. Edison to invent a substitute for you.

\* \* \*

SEEMS as though they had quite a cheerful time out in Moose Jaw. Judging from the report published in this issue there must have been some live talkers gathered together.

\* \* \*

SOUTHERN Virginia promises a crop of considerably over two million barrels of potatoes, and they won't be long in getting to the market either now. It's long odds that the Virginia variety will not cut such a high price figure as the home grown article.

\* \* \*

ROSY visions of days gone by are recalled when we read of the declaration of a boycott on canned tomatoes by the Housewives' League of Quebec City. To be making attempts to lower the prices of this commodity in this manner when the shortage of canned tomatoes is as acute as it is to-day, is expecting rather much of the faithful boycott.

\* \* \*

THE Americans are certainly handling the difficult Cannery situation in a way that demands admiration. Can makers, canners, wholesalers, are getting down to real business and are actually considering the interests of one another and the country at large. It is not a bad type of patriotism this.

\* \* \*

HOW Canada can save two million bushels of wheat a year by the Government making the regulation

that the use of roller flour containing 76 per cent. of the flour, be permitted till the end of the war, was recently outlined by Mr. R. N. Price, President of the Empire Flour Mills. Mr. Price states that this flour, which costs \$1 per barrel less than the present high grade flour used, makes bread equally palatable and more wholesome than white bread. Here's a cheering thought for eaters of 12 cent bread.

### AN IDEA OTTAWA MIGHT EMULATE

IN THE United States, a number of firms were requested to tender for large contracts to the American Government. The tenderers, no doubt, chuckled to themselves as they counted the handsome little fortune represented by the, not too modest, difference between their purchase price and their tender. Mr. Wilson, however, had slipped a Joker into the pack, quite contrary to Hoyle of course, at least, to the Hoyle the government profiteers swear by. The way the little game was worked was this. Those goods offered by tender were taken over with the terse information that "Mr. Wilson will set the price." Now, the inference not unnaturally is that Mr. Wilson will make some few inquiries before he pays for these goods. It looks as though the gentlemen will have to put their cards on the table.

### PROTECTING THE CANNERS' INTERESTS

AMERICAN Canning Interests, are acutely conscious of the varying problems that are facing them at the present time. Not only is the tin plate and labor situation about as serious as it could very well become; so serious in fact that in regard to the latter element alone, those best qualified to speak on the subject state that in the United States there will only be sufficient labor to produce half the normal capacity of the Canning plants of the United States. If this is the case across the line it is surely much more so in this country. But there is still another difficulty that is staring the canner in the face. Lack of production has become another factor of danger. So much stress has been laid on the necessity of grain and potato crops, that there is a tendency to influence the farmer against the production of other crops. An over production of potatoes would not compensate for the shortage in canned goods. This is a point that might well be considered in all this agitation for increased production.

### CHEERFUL TRADE REPORTS

OPTIMISM is the keynote of reports of trade conditions from all sections of the Dominion, and with a little more seasonable weather, an active distribution of spring goods is expected to take place. Grocery lines are reported as moderately active with all prices holding firm. Montreal reports indicate a broadening out of spring business, both wholesale and retail, and the opening of navigation will be a considerable help along this line as it will mark the

beginning of an extensive movement of goods which have been accumulating. Ottawa reports that mercantile business is shaping up well, and milder weather has enabled farmers to start spring operations in earnest. Other Ontario reports indicate that farm work is in full swing and produce prices are very steady. Equally cheerful reports come from the West, and complete confidence is expressed that increasing trade activity will continue.

#### TO ELIMINATE FOOD SPECULATION

**W**HAT is designed to be a knock-out blow to food speculation in Ontario, is the action of the Windsor, Ont., City Council, who have appointed a representative to make application to the Legislature for an Act authorizing cities to pass by-laws without assent of the electors for borrowing sums that may be necessary for the manufacture or purchase of supplies of food and fuel, and the selling and disposing of the same to residents of their municipalities and for the establishment and maintenance of stores or places for such manufacture, sale and disposal provided that the by-law is passed by a two-thirds vote of all members of the Council.

If the resolution lives up to its wording it will deal a death blow to the so-called exorbitant profits of middlemen, and eliminate profiteering by speculation. Foodstuffs and fuel will be sold to consumers at a trifling advance above cost under the new plan. What high minded disinterested folk city councillors become as soon as they are elected.

How pathetically willing to sacrifice the profits of others.

#### FOOD HYSTERIA

**T**HE *Canner* of Chicago, is greatly incensed at the attitude the newspapers are taking in regard to food shortage. Here is a clipping from a recent editorial:

"Our newspapers go right on creating 'food hysteria' by making the housewife believe the country is on the verge of famine. They go right on doing their best, without intending to, to produce panic. Every morning they din into the people's ears tales which impress them that starvation stares them in the face. It's great stuff they are printing, our free and independent press! They have frightened the women of the country into hoarding; they have made the housewife run up prices on herself as they were never run before."

There is a lot of hard, common-sense in this viewpoint too. There is nothing like excessive buying to force prices upward. It is always a question as to why it is necessary to thoroughly scare people before any results can be obtained. Yet that is the system usually adopted by the newspapers to achieve their ends. As the *Canner* points out, in this case at least the system defeats its own ends.

#### WHAT ABOUT WASTING GRAIN ON LIQUOR

**T**HE United States Senate almost gained a name for itself by taking one great forward step for conserving the world's food supply. Almost, but not quite. They tottered on the brink of sensibility for some time, but after endorsing the Cummins Bill, an amendment to prevent the use of grains, sugars and syrups for the manufacture of intoxicating liquor during the course of the war, on Saturday, it ultimately tottered back and finally defeated the measure on Monday of this week.

There is something pitifully unconvincing about a government that weeps over the shortage of food, and permits bushels of grain to be withdrawn from consumption for the manufacture of liquors. We are drowning in crocodile tears.

#### HOW LONG WILL WE STAND THIS JUGGLERY OF WHEAT?

**I**N Toronto, as in many other places bread has again advanced in price till it has now reached twice the price that it was prior to the war. There have been a good many jokes made at the expense of a commodity that increases the cost every few days, yet behind this levity there is something that is really and desperately serious. We are in the war, and times are hard and food is scarce; we are ready to admit all these facts, we are ready, moreover, to bear these increased costs where they are proved necessary. But there has been no proof yet adduced to prove that there is a necessity for these persistent increases. The small baker who buys from hand to mouth, may be traveling on the ragged edge of danger, but the most of our city bakers are still baking flour bought months ago, when the absurd prices now being paid for this commodity were hardly dreamed of. They are making money, but the price goes up. Nor are they entirely to blame. No one after recent experiences will attempt to prophecy to just what heights necessities may soar, as they are protecting themselves against a possible evil day. If it comes they do not intend to suffer greatly, if it does not come, well, there will be a substantial dividend.

Meanwhile the poor man is made to suffer in a manner, entirely out of proportion to the needs of the time. Times are serious. Well we know it. They are not, however, more serious here than in England, and there is no justification for bread, in a grain growing country, being higher than in the countries who are at present within the sound of the guns.

What is the answer. Simply this that wheat should not be made a lever to boost the price of bread. It is for the Government to decide what wheat is worth, and to set that price. It is for them to see that men do not gamble with the food of the poor.

# Hitching Harvard Sheets to My System

Elimination of Some Headings and Blending of Others — Danger of Considering Freight, etc., as Distinct From Merchandise Cost.

by Henry Johnson, Jr.

**T**HE following inquiry seems to require some review of Harvard Sheets as used with my journal system:—

W. Va., March 26, 1917.

Dear Sir,—We are figuring on a change in our bookkeeping methods and would like some advice.

We are doing about \$4,000 worth of business a month, 60% credit and 40% cash. Force consists of manager, two clerks, two drivers and bookkeeper, who works about two hours each day, spending the rest of his time elsewhere. We have extra help on Saturday and special sale days. We use two autos for delivery. Our expenses last year were \$7,000.

We have looked into the Harvard system of accounts, and also the one prepared by the Federal Trade Commission. We cannot decide which one of these suits our business best. We have also considered taking some of the suggestions of these systems and working them into our old system.

Advice or suggestions will be much appreciated.

Yours truly,

M. G. C.

## Harvard Sheets Are for RESULTS Only

Every practical essential for accurate accounting seems to be embodied in the Federal system. Trouble is, it goes far beyond the requirements of small merchants, calls for a lot of analytical study and selection, and thus is apt to confuse rather than enlighten the average small merchant. In fact, one must be somewhat of an expert to get anything out of it. So I pass that up in talking to grocers doing up to, say, \$100,000 business.

On the other hand, the Harvard Sheets provide for bald tabulations of results only. These results are admirable — just what we need in our business, no matter how small it is—but we must provide some way of leading up to those totals. I am not satisfied, for example, to enter \$25 in my advertising column without some indication to whom that money was paid. Hence, my journal is preferred to Harvard sheets "GM" for daily work. But sheet "GM" should be kept before us constantly for its valuable hints and suggestions relative to what factors enter into cost, expenses, etc. Nothing could be more conducive to great care in business than the details of various forms of expenses printed on that sheet.

But "Publication GY" can be substituted for my ledger so far as a daily, monthly and yearly tabulation of results goes. You must use my ledger just the same for consecutive record of all basic accounts. For example, you have no place of "GY" to show value of fixtures, nor the investment in delivery equipment, nor what you do with surplus, nor for handling rents received and expenses incurred in case of property owned, nor any other means of keeping track of investments outside of business, etc. And,

since only one sheet is needed for the records of a whole year, "GY" is mighty convenient and compact; for, consider that 25 sheets will show you results of 25 years' business for ready reference, comparison, etc.

## Suggested Omissions and Amalgamations

"GY" as it stands was designed, I believe, for the shoe business. As such, the Gross Sales, Returns and Allowances, and Net Sales are all useful; but for retail grocers, the first two are superfluous. All we need is to keep track of Net Sales, since little adjustments here and there are made through quick refunds, which are accounted for through "over rings" in the register, or deductions from charge slips, etc.

But there is reason of vital character why the segregation of "Freight, Express and Cartage on Mdse" should NOT be made. That is the great danger that thus such items will not go directly into COST OF GOODS—and that is where they belong. Have you received a lot of coffee billed at \$30, and is the freight thereon 45c? Then it cost you 1½ per cent. to get that coffee as far as your station. Do you haul it in your own auto? Well, do not deceive yourself with the idea that thus hauling costs you nothing. No; the right way is to ascertain what a local drayman will charge you on contract to haul your goods. Then take your invoices, get gross weights on them, compute cost in percentages, or per pound, as if you had the drayman haul for you; and very soon you will have data very accurately figured and classified for each kind of merchandise. Thereafter, add such drayage, freight, etc., directly to costs before they go into cost book. That book I have not yet described; but I shall do that very soon since it is the prayer-book of your business, even as the ledger may be called your bible.

Do NOT give barn or delivery expense any credit for the hauling charge. Just add all costs of getting goods into your store directly to Cost, and let such items operate as extra buffers to offset items not considered—and then seek to consider EVERY item of cost. Get me? It is MOST VITAL that you know your costs at the MAXIMUM every time.

This is why the account with freight, etc., should be ignored on your Harvard Sheet "GY."

## Delivery Depreciation Important Expense

Item No. 34 is "Depreciation Store Equipment (— per cent.)" But there is no corresponding line under Delivery Expense. Here, again, is where the journal comes in for details. For, while 10 per cent. is the correct rate of depreciation on Fixtures generally, 20 per cent. is what you must wipe off your

Barn Equipment account — wagons, autos, harness, etc.—every inventory.

Again, the sheet GY provides no place to account for customers' accounts. Hence, these must be included in the Mdse item, as I have indicated in previous articles. But the line No. 40 can be used in fine shape; for there you will enter (1st) items of actual loss so far as you know or can estimate them; and (2nd) 10 per cent. depreciation on the remainder of the total of accounts outstanding.

I wish I might get some discussion of this from some of you; for it also is a vital matter, but somehow does not seem to impress you very pointedly.

Your entry, therefore, in "X" column, of item No. 4 will be made up of your net inventory plus your discounted customers' accounts at the beginning of the period—all as detailed in my previous instructions for the operation of my own system—and such entry must be taken from some other detailed record, or, as stated, my journal.

Likewise, your entry on line No. 11 will include not only what is indicated, but your accounts outstanding, discounted and trimmed as at the beginning of the period.

Thus, as I have said, sheet "GY" is O. K. for a record of business operations; but my ledger must be used as a permanent record of what sheets GY show as well as all the cardinal or basic accounts of the business.

If it seems desirable that I go into fuller details of how Harvard may be adapted to our retail grocery requirements, I shall be glad to do that on request.

## EASTERN CANNERS MUCH PERTURBED

The serious attention of New Brunswick Canners has been drawn to the problem of disposing of the surplus lobster pack, arising from the British embargo as it is felt that the United States markets will not absorb much more, and the domestic markets will take only a portion of the extra quantities available. The circumstances have rendered it necessary to find new markets, and hope is held that the solution may be found in direct shipments of consignments formerly shipped via England. The part England has taken in the distribution of Canadian lobsters is evidenced in the fact that in 1914 no less than \$180,000 worth of Canadian lobsters reached South America, but almost entirely via England. Shipments to South Africa and Australia were similarly dealt with. It is suggested that these shipments be made direct provided the sale can be made and the business end transacted through London as usual.



## CURRENT NEWS OF WEEK

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



### MARITIME PROVINCES

A. H. Marquis, grocer of Chatham, N.B., is dead.

Mrs. H. Green has purchased Mrs. Lemon's grocery business in Metcalfe Street, St. John.

J. H. Davidson, who for many years conducted a large retail grocery business in St. John, died after a lingering illness on May 7.

Mrs. W. D. Carten, of West St. John, has sold her grocery business to S. Brown, who formerly was located at Belleisle, N.B.

The wholesale grocers of St. John have agreed to close their offices at five o'clock during the months of June, July and August, as usual.

L. W. Lehrle, maritime traveller for Purity flour, has been bereaved by the sudden death of his wife at his home in Hampton, N.B., on May 8.

J. A. Lipsett, retail grocer, Brussels Street, St. John, N.B., has sold out to Byron Brothers, who formerly conducted a store at Norton, N.B.

John N. Elmore has bought out the interest of Frank T. Mullin, of the firm of Elmore & Mullin, wholesale grocers, St. John, and will continue the business.

The Mills, Eveleigh Co., Ltd., who have conducted a large grocery and general store in Sussex, N.B., for the last twenty years, are advertising their business for sale.

H. W. Woods, ex-M.L.A., who conducted a large grocery and general store at Welsford, N.B., has been appointed Post Office inspector for the Province of New Brunswick.

The bondholders of Primecrest Farms, Ltd., who took over the extensive business at St. John to protect their \$60,000 interest, have reorganized under the name of the Pacific Dairies, Limited, and are continuing the business.

The recent heavy advances in flour have made sales very light. Consumers are buying mostly in small quantities in the hope of a drop, and retailers and jobbers seem to be doing the same, the result being that the market is more quiet than for many years.

The information supplied by local dealers to the effect that the Government estimate of a 500,000 bushel surplus of potatoes in New Brunswick was unfounded has been borne out by a more recent estimate from Ottawa of 70,000 bushels as the New Brunswick surplus. Dealers are inclined to regard even this as rather optimistic.

The provincial stock of potatoes will be depleted but little more by shipments to the West Indies, as the season is practically over. Much of the Westmoreland County crop goes to the West Indies, and Hon. O. M. Melanson, one of the largest shippers, says that this has been one of

the most successful seasons for the growers of his county.

The early closing movement has spread to the retail merchants, and is rapidly gaining ground. At a meeting on May 10, the leading retail merchants of the city agreed to close at five o'clock for the three summer months, if the practice could be made universal throughout the city. The only objection was on behalf of the north-end grocers, who feared it would interfere with their river trade.

Allan H. Wetmore, of Puddington, Wetmore, Morrison, Ltd., presided at a dinner held by St. John merchants to consider plans to aid in the increase of food production. Those present pledged themselves to endeavor to enlist their employees for work on farms during their vacations at soldiers' pay of \$1.10 a day. Some of the employers also pledged themselves to work on the same terms, the list being headed by Mr. Wetmore and T. H. Estabrooks, of Red Rose tea.

### QUEBEC

James Kilgallon, grocer, has moved to 427 Wellington Street, Montreal.

E. Gervais has opened a new store for groceries at 5278 Sherbrooke Street, Montreal.

L. Rivat has moved his liquor department to 2043 St. Catherine Street East, Montreal.

J. W. Mersereau, maritime sales agent of the Robin Hood Mills, Ltd., spent the week-end in Montreal.

J. Brisebois has purchased the grocery store of J. E. Poirier at 990 Ontario Street East, Montreal.

L. J. Bonin has moved to 207 Gauthier Street, Montreal, where he has opened a new grocery establishment.

P. Ambrose has moved his liquor department to 49 Bleury Street, Montreal, where he has also his grocery store.

J. O. Deziell has opened a store at 630 Lafontaine Park, with groceries, etc., in a location which he formerly occupied.

J. E. Hunsicker, grain merchant, Montreal, who has been indisposed lately, was back at his office this week for a short time.

A. J. Whimbey, formerly of Cincinnati, O., U.S.A., was a visitor to Montreal this week, and looked up old friends in business circles.

P. Charron, merchant, Longueuil, has resumed business there in his former location after a period of retirement from the grocery line.

J. B. Vinet has sold his grocery department to M. Bourdon, formerly one of his assistants. The business is established at 862a Craig Street E., Montreal.

L. L'Anglais of Petit Rocher, N.B., was a business visitor in Montreal last week, calling at the offices of the D. Hatton Co., Bon Secours Street.

H. P. Cowan, General Manager of the

Cowan Cocoa and Chocolate Manufacturing Co., Toronto spent a business visit in Montreal during the past week-end.

Mr. Peter Kearney of Kearney Bros. Tea Merchants, Montreal, is much improved in health of late, and has been spending a week's trip at Cliff-haven, journeying there by motor.

A. H. Ewing, of S. H. Ewing & Sons, Montreal, has returned from a visit to Toronto and Hamilton, during which he was accompanied by Mr. Marshall of Jardine Matheson & Co., London, England.

Fortin & Fils, grocers of Montreal, have dissolved. J. A. Fortin continuing.

Harper R. Gray, Manager, Gunn Langlois et Cie, Montreal, has returned to the city after a week spent out of town on business.

The offices of the W. R. Grace Co. in Montreal will before long be established in the Dominion Express Building on St. James Street, with Mr. Roberts in charge. Removal from the Lewis Building is being carried out.

J. L. Freeman, manager in Montreal for H. D. Marshall, broker, was taken suddenly ill with appendicitis last week. An operation was successfully performed, and Mr. Freeman is making progress as rapidly as can be expected.

Montreal Produce Merchants' Association of the Board of Trade, at a special general meeting last week, passed a resolution to the following effect:—"That the members of the Montreal Produce Merchants' Association desire to place on record their willingness to co-operate with the commission appointed by the Imperial Board of Trade to purchase Canadian cheese in every and any way possible in the purchasing, handling, and distributing of cheese."

W. J. Baker, sales and advertising manager, The Chisholm Milling Co., Ltd., Toronto, was a visitor in Montreal last week, transferring the firm's agency to Mr. H. D. Marshall, broker, Lake of the Woods Building. Mr. Marshall will look after the entire province of Quebec for the Chisholm Co. Mr. Baker had been visiting Halifax and St. John, where he found demand for cereals, etc., far exceeding supply. He predicts for the consumer much higher prices owing to poor crop outlook and general prices of grains.

On the return of Charles Bishop, C.E., from a trip to the lower provinces last week, further steps were taken in the preparations for the construction on the property on Bon Secours Street, owned by the D. Hatton Fish Co., Montreal, of their new four-storey cold storage and refrigerator plant. This plant will when completed early in the fall, be able to take care of 10,000 pounds of fish per day, and will be one of the most perfect

on the continent. Perfect insulation is provided for, and by a system of two units of machinery, each one of which is capable of taking care of the refrigeration needs of the building in twelve hours' run, the plant is made break-down proof. Elevators of the latest type are to be installed, and altogether the plant will cost \$30,000.

#### ONTARIO

J. E. Harb, grocer of Port Colborne is dead.

A. Laforet, of Windsor, has sold to Morand Bros.

Royal Coffee Company, Toronto, has changed ownership.

J. J. O'Connor, baker and confectioner, of Renfrew, has sold out.

J. V. Coon, general store, Havelock, has sold to A. O. Sawyer.

G. E. Taylor, of Paris, Ont., has been succeeded by Taylor & Wells.

H. R. Hooper, grocer of London has been succeeded by J. Gillett

F. T. Hill & Co., Ltd., grocers, Toronto, are closing their Toronto branch.

Genesee Pure Food Company is erecting a new factory at Bridgeburg, Ont.

Brown's Bread, Limited of Toronto has been granted an Ontario charter.

Cream of Rice, Limited of Toronto, has been granted an Ontario charter.

J. N. Schilz, general store merchant of Renton, Ont., has sold to H. E. Stuart.

Union Fruit & Produce Co., Ltd., of Toronto, has been granted an Ontario charter.

E. Philip, general store merchant of Routhier, Ont., has been succeeded by G. Seguin.

E. D. Holliday, general store merchant of Cayuga, Ont., has moved to Simcoe, Ont.

Ham & Grant, general store merchants of Englehart have been succeeded by C. H. Ham.

Dominion Sugar Company of Chatham, donated \$10,000 to the Canadian Patriotic Fund.

North Side Trading Company, grocers of Fort Frances, Ont., have commenced business.

H. T. Flynn, general store merchant of Gracefield, Ont., has been succeeded by Flynn Bros.

W. J. Baker of the Chisholm Milling Company has returned to Toronto, from a two weeks' trip to the Maritime Provinces. Mr. Baker reports conditions in the Eastern section of the Dominion in a thriving condition.

Thomas J. Lipton tea company are moving from premises they have occupied at 5 Front Street East, Toronto, for a number of years to larger premises at 24 Front Street West. They expect to be in their new premises by June 1. The company is also adding an auto delivery truck for the Toronto trade and four runabouts for their Ontario travelers.

#### WESTERN PROVINCES

Port Renfrew Packing Co., Ltd., is establishing a cannery at Pt. Renfrew, B.C.

H. Woodhead has opened a grocery store at Morris, Man.

Vincent Galuci, grocer of Saskatoon, Sask., was burnt out.

Geo. Yost, grocer of Winnipeg has sold to W. J. Shepherd.

MacLaren Grocery Co. of Moose Jaw, Sask., has dissolved partnership.

Excelsior Produce Co., Ltd. of Moose Jaw, Sask., has been incorporated.

Central Grocery of Craik, Sask., has been succeeded by Stevens Grocery.

Kerr and Porterfield of Calgary, Alta., have opened a grocery store.

Provincial Produce Company of Winnipeg, Man., has commenced business.

W. A. McKnight's grocery business of Killarney, Man., was destroyed by fire.

Gallagher Bros., grocers of Elmwood, Man., have dissolved, F. Gallagher retired.

Partington and Mawson of Winnipeg, Man. are being succeeded by C. G. Carter.

D. L. McKinnon, general store merchant of Mitchelton, Sask., has discontinued.

J. M. E. White, general store merchant of High Bluff, Man., has sold to J. Giles.

A. F. Deruchie, general store merchant of Mulvihill, Man., has sold to W. C. Allan.

Wilton & Co., grocers of Winnipeg, Man., have been succeeded by Moffett & Douglas.

W. H. McBrien, grocer of Tompkins, Sask., has been succeeded by Warren & Willows.

M. McLeod, general store, of Sandon, B.C., is incorporated as the Slocan Mercantile Co., Ltd.

Elizabeth Moody of Manitou, Man., has been succeeded in the grocery business by J. Lloyd.

Work started last week on the first section of the large new Eaton building at Saskatoon, Sask.

Tisdall's, general store merchants of Morse, Sask., has been succeeded by Harder & Sawartzky.

Great West Merchantile Co., Ltd., general store merchants, of Lestock, Sask., have sold out.

C. E. Craemer, general store, merchant of Lancer, Sask., has been succeeded by Waugh & Martin.

McLeod & Tattie, general store of Silvertown, B.C., is incorporated as the Slocan Mercantile Co., Ltd.

Hon. Hugh Armstrong of Portage La Prairie has accepted the position of Western manager of Booth Fisheries Co., of Canada, Ltd.

H. P. Pennock, head of H. P. Pennock & Co., Ltd., manufacturers' agents, Winnipeg, was in Toronto early this week, later leaving for Montreal.

Messrs. Weston and Truesdale of Winnipeg have been appointed sole distributors in Western Canada for the Fernandina Packing Company of Viloxi, Miss.

Messrs. Watson and Truesdale of Winnipeg have been appointed representatives of the Crosby Molasses Co., Ltd., of St. John, N.B., in the provinces of Manitoba and Saskatchewan.

#### FORT WILLIAM R.M.A. HOLD PLEASANT GATHERING

Interesting and Instructive Addresses Delivered at Luncheon of Fort William Merchants—W. A. Dowler and G. R. Duncan Receive Enthusiastic Reception

At a recent luncheon held by the members of the Fort William Retail Merchants' Association in the Hotel Victoria, Fort William, a very pleasant and profitable evening was spent. The chair was occupied by the president of the local association, R. E. Walker. The speakers of the evening were Alderman G. R. Duncan and W. A. Dowler, K.C., president of the Board of Trade.

Alderman Duncan spoke on co-insurance. He contrasted the advantages system and disadvantages of this system of insurance as compared with the straight fire insurance. Alderman Duncan held that with the grocer with little means of keeping a day-to-day inventory, the straight fire insurance was a much safer policy to take than the co-insurance, despite the somewhat lower rate of the latter. To make the system of co-insurance a system that insured the actual cash value of the goods at the time of fire, it would be necessary for the grocer to originate some system of having a daily inventory of his stock. If this could be done, this system might work out to the advantage of the merchant, but unless it could, the merchant was safer with the regular fire policy.

Mr. Dowler, in his address, drew a vivid comparison between the retail methods of half a century ago with those in vogue to-day. The era of long credits and slipshod methods compared with the keen competition, efficiency and public service of to-day. He touched on the methods employed by the departmental stores, and pointed out that in these methods the retailer might often find very helpful suggestions. He concluded by an impressive description of the great district that was at their doors and the almost limitless opportunity that lay before the merchants of the district.

A hearty vote of thanks was moved by E. R. Gavin and Chas. Sills. The business meeting that followed the social session dealt only with routine matters. The luncheon was most thoroughly enjoyed by all those who were present.

#### FORT WILLIAM AND PORT ARTHUR MERCHANTS AS GOOD SAMARITANS

The retail merchants of Port Arthur and Fort William recently completed a canvass of their members for the laudable purpose of providing the material to rebuild the home of Mrs. Richard Hunt, near Kakabeka Falls, which was burned down this spring while her husband was away at the front.

The case was such a worthy one that it was brought to the attention of the two associations, and a canvass of the membership provided the money for all the necessary materials to rebuild the home. The two associations between them contributed in the neighborhood of \$250.

## TORONTO GROCERS WANT MORE PROFIT FOR SELLING BREAD

At the Monday night meeting of the Toronto Grocers' Section of the R.M.A. the matter of the increased price of bread was brought to the attention of the meeting by a petition from many grocers from the Western end of the City stating that the margin for handling bread was not sufficient, and urging the section to refuse to handle bread unless the selling price was made more satisfactory to them. It was urged that though the amount allowed them per loaf for selling the same as it had always been, the price had doubled and hence their percentage profit was only half of what it had formerly been. F. C. Higgins and Neil Carmichael were appointed a committee to present this view point to the bakers and to try to arrange some more satisfactory price.

## ADVANCE MARKET INFORMATION

**Almonds.**—Recent reports from Sicily indicate that there is a great falling off in the almond crop of that section. It is estimated that the crop is only one-third of 1916. Business is already being done for October delivery, and at very high figures.

**Rice.**—The crop of Japanese rice is officially reported to reach 298,466,706 bushels. This is an increase of 12,169,156 bushels over the crop of last year.

**Bermuda Onions.**—The acreage under cultivation this year is lighter than last year, and the prospects are not bright owing to the excessively dry weather. It is estimated that the crop will total 135,000 crates.

**Olives.**—It is reported from the olive section of California, that the olive crop has not been damaged by the frosts of the past month or so and show a present indication of a very satisfactory crop.

**Cabbage.**—The acreage planted in cabbage in the Southern States is reported to be practically double that of last year. Severe damage was done to this crop in all the States by the frosts of January and February last. It is estimated, therefore, that the crop has been reduced about 50 per cent. This should bring the actual crop to about the same quantity as last year.

**Cantaloupes.**—Twelve thousand, seven hundred acres of land in the Imperial Valley, Cal., have been planted to cantaloupes this year. It is estimated that the 1917 cantaloupe acreage is 4,000 acres greater than that of 1916.

**Egyptian Onions.**—United States consular reports of recent date states that the area under onion cultivation is considerably smaller than that of former years, and the crop generally is not showing as satisfactory a condition. Harvesting is practically completed.

## BRANTFORD GROCERS MEET

There was a meeting of the Brantford Retail Merchants' Association held on Monday night of this week. The Provincial Secretary W. C. Miller was present and addressed the association on some matters that were of vital interests to the retailers in general.

# Ontario Retail Merchants Association Takes Up Grocer's Case

The Case Where a Woman Who Fell in a Grocery Store Was Awarded \$1,500 Damages, Has Been Re-opened at the Request of Retail Merchants to Permit of New Evidence—Dangerous Possibilities in Such a Verdict

SOME few months ago a customer in the store of R. Higgins & Son, Yonge Street, Toronto, slipped in some manner, and in falling fractured her leg. In the litigation that has followed, a precedent has been laid down that might well be of serious moment to every grocer, or, in fact, for that matter, anyone in the retail trade.

The facts of the case are these: This

her case, and consequently did not make any great effort in defending it.

As a result, when the matter actually came to trial a few days ago the jury awarded the woman \$1,500 damages.

Now, the point of the whole matter is not so much the individual case, but the precedent that such a case would give for further actions. Any person who received an injury in any retail store, no matter if that injury were the result of personal carelessness or not, would under the precedent set by this case be liable for damages, to any extent that a susceptible jury might consider right.

Because of this wider significance, the Provincial Retail Merchants' Association has taken upon itself the burden of contesting the case. Hartley Dewart has been retained for this work, and already application has been asked and granted to reopen the case to permit of the introduction of further evidence. It is rumored, too, that this evidence may be of a somewhat startling nature.

## BULK SALES ACT DELAYED THROUGH CARELESSNESS

As matters at present stand the Bulk Sales Act does not become effective until October, 1918. The reason that this much desired Bill is placed thus far into the background, is the result of carelessness for which the average grocer would probably fire his junior clerk.

It appears that the Bill as originally presented called for it to become operative in October, 1917. Through some clerical blunder however the date appeared on the finished Bill as January 1918. This mistake was of course noted when the Bill was read over and it was explained that the correct date should be October 1917. The name of the month was changed, but the change went no further, so the Act as it has finally been passed sets the date of operation at a year from the coming October.

Efforts are being made to get the date changed while in the hands of the law clerk. It is very doubtful however if any such action will be permitted. If it fails the only recourse is the one proposed by V. A. Sinclair of Tillsonburg the proposer of the Bill, an amendment to the Bill advancing the date of its operation.

customer in some manner slipped while in the store. There was no reason for this that might justify a charge of carelessness; there were no repairs under way, nor were there any obstructions of any character on the floor. How this woman came to fall, no one seems to know. The important item is that this customer took a civil action against the owners of the store for \$5,000, and retained W. A. McMaster to handle the case. The defendants, on the other hand, knowing the facts of the case, did not believe it possible for the plaintiff to make good

## MOTHER OF E. M. TROWERN DEAD AT ADVANCED AGE

E. M. Trowern of Ottawa Secretary of the Dominion Board of the Retail Merchants' Association, was in the city the end of last week attending the funeral of his mother which occurred on Thursday of last week. The late Mrs. Trowern was in her 90th year. The CANADIAN GROCER extends to Mr. Trowern its sincerest sympathy in his bereavement.

H. P. Pennock of H. P. Pennock & Co., Ltd., manufacturers' agents, Winnipeg, was a visitor at the Toronto office of CANADIAN GROCER on Monday. He spent a couple of days in Montreal and will return home by way of Windsor and Chicago. Mr. Pennock refers enthusiastically to business all over the West, stating that the trade is buying as it never did before, that the chief problems are those of transportation and the securing of the actual goods.

## SERVICE DEPARTMENT

Editor, CANADIAN GROCER:

Can you tell me who is the agent in Toronto for Pride of Canada Maple Syrup?

Toronto.

S.

Answer.—The agent is Mr. S. H. P. McKenzie, 33 Yonge street, Toronto.

# WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

## THE MARKETS AT A GLANCE

**F**LOUR is again the commodity in which the heaviest advances have taken place during the week, the increase amounting to \$1.50 per barrel and creating a record price that a few months back would have been thought unbelievable. Rolled oats and corn products have been in higher market as a result of high prices prevailing for the grains. Sugar is holding in steady market with more favorable reports of production on the Island of Cuba continuing to come forward.

Meat of all kinds held in a steady position, and there was a tendency toward lower prices in butter. Eggs were firmer in price during the week, owing to the eagerness on the part of dealers to place them in storage. In Ontario the prices at producing points reached such levels that it became cheaper to bring eggs in from Chicago and pay the duty. Several cars of these eggs arrived during the week. The cheese market is uncertain, with the expectancy in certain quarters that lower prices will prevail.

There have been numerous advances in lines carried by grocers, included in the number being evaporated milk, baking powder, soaps, vinegar, cocoas, jams, soups, canned salmon, canned peas, cream of tartar, rice, tapioca, bread, beans. Declines have been recorded in whitefish and trout, due to the greater quantities arriving from the upper lakes. Pineapples were also lower in price during the week, as the season for heavy arrivals is now on. Business in grocery lines has been good, the greatest difficulty being to get sufficient stocks to meet the requirements of the trade.

## QUEBEC MARKETS

**M**ONTREAL, May 15.—Still the story of the markets is a story of advances, and in some cases very important advances. In provisions, for instance, with hogs, live and dressed, at their record for the Dominion as to price and scarcity, there have been advances in all lines of the meats based on the hog market. Eggs, too, have been doing the abnormal as to price tendencies at this season, and production is said to be off, while farm consumption of the product is said to offset desire to market eggs. High cost of living from the farmer's point of view is said to cause this. Flour is very high, and is being sold at "open" prices by wholesalers now. In the fish and the fruit and vegetable market there is some little sign of easier tendencies. In general grocery lines beans are very high; canned goods are firmer; teas are still firmer, and there is a hint of a soap shortage, with advanced prices. Cereal prices, it may be noted, are very firm at present.

### Changes In Various Grocery Supplies

**Montreal.**  
**SOAPS, PACKAGES, MUSTARD, SOUPS.**—Certain important miscellaneous lines in grocery supplies have changed their market condition this

week. Notably must be included soaps. All Canadian laundry soaps have advanced 50c a case, and the manufacturers are evidently guarding against a shortage, for they are endeavoring, it is said, to distribute their output as carefully and as proportionately as possible, and advising their large customers in this direction. Some package goods show advances, notably cream of wheat, which is now quoted at \$9 per case, when it used to be \$7.25. Prepared tapioca is up 35c a dozen to \$1.75 a dozen in one quarter. Some lines of U. S. soups have advanced 10c a dozen to \$1.80 per dozen. Canadian loose mustard is advanced by 3c a pound in one quarter to 18c a pound. Coarse salt is up by 10c per bag of 140 lbs., delivered in city at \$1.25. Jellies and jelly powders are now quoted at \$1.05 in single dozens, or from 0.95c to \$1.05 per dozen in a general way. This refers to Canadian goods, one U. S. line being a little higher.

### Sugar Shows A Moderate Tone

**Montreal.**  
**SUGAR.**—The market for sugar generally is rather quieter. The tendencies are not markedly firmer; in fact, the holders of the raw product have had in New York to meet the refiners to some extent, and this means an easier tone to

the market for refined for the time being. Reports of reasonably encouraging nature as to production in Cuba come forward, and the difficulty of shipment may be overcome sufficiently to satisfy needs. There is a probability of sugars responding to the law of demand and supply as the season for preserving fruits approaches, and firmer prices rather than lower may be looked for in the main. It is not wise policy either to predict or to purchase on the strength of what may be but passing phases of the sugar market, which is very apt to change suddenly, but meantime with export orders still in hands, the refiners in Montreal are not overloading their market, but meeting demand steadily and satisfactorily in the main.

	100 lbs.
Atlantic and St. Lawrence Sugar Companies, extra granulated sugars.....	8 50
Acadia Sugar Refinery, extra granulated	8 50
Canada Sugar Refinery, extra granulated.	8 85
Wallaceburgh sugar .....	8 50
Special icing, barrels .....	8 55
Yellow, No. 1 .....	8 00
Dark yellow .....	7 80
Powdered, barrels .....	8 50
Paris lumps, barrels .....	8 95
Paris lumps (boxes).....	9 10
Crystal diamonds, barrels .....	9 10
Crystal diamonds (boxes) .....	9 10
Assorted tea cubes, boxes .....	8 95

For deliveries in Montreal City district add 5c to above refinery price if purchased through wholesalers.  
 For 50-lb. and 25-lb. bags add 10c per 100 lbs.; for 20-lb. bags add 15c per 100 lbs.; for 10-lb. bags add 20c per 100 lbs.; for 5-lb. cartons add 25c per 100 lbs. and for 2-lb. cartons add 30c per 100 lbs. Granulated and yellow sugar may be had in barrels at 5c over above prices. Fancy sugars make a corresponding increase when put up in small packages.

### Canned Goods Still Firmer; Sardines Up

**Montreal.**  
**CANNED GOODS.**—Last week a scarcity of Norwegian sardines was mentioned by CANADIAN GROCER, and this week these have advanced by a dollar a case to \$18 per case of 100 "quarter" tins. The whole market for canned goods is in a very firm condition now, and advances may be expected from time to time. Beans in the can are getting scarcer now. They are probably going to go firmer in price. Tomatoes are also firmer, and the lately developed British demand for these and for other canned goods has caused a strengthening tone to the market. Deliveries of California asparagus are expected before very long now. The whole pack was sold very speedily after prices had been named, and a big production is assured. Canned blueberries are getting scarcer, and are now at \$1.25 per dozen, which contracts with the \$1 opening price last year.

<b>Salmon Sockeye—</b>	
1 lb. talls, cases 4 doz., per doz. ....	3 00
1/2 flats, cases 8 doz., per doz. ....	2 00



Chums, 1-lb. talls	1 20	1 45
Pinks, 1-lb. talls	1 45	1 80
Cohoes, 1-lb. talls	2 65	
Red Springs, 1-lb. talls	2 70	
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25	
<b>Canned Vegetables—</b>		
Tomatoes, 3s	2 30	
Tomatoes, U.S. pack	2 25	
Tomatoes, 2½s	2 20	
Peas, standards	1 35	1 50
Peas, Early June	1 45	
Beans, golden wax	1 40	
Beans, Refugee	1 40	
Corn, 2s, doz.	1 80	
Corn (on cob, gal. cans, doz.)	8 50	
Red raspberries, 2s	1 75	
Red cherries, 2s	1 85	
Strawberries, 2s	2 50	
Blueberries, 2s, doz.	1 20	1 25
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s	1 75	
Apples (gallon)	3 25	3 50

**Market For Dried Fruits Is Firm**

**Montreal.**  
**DRIED FRUITS.**—Prunes and the undoubtedly high prices in prospect for these during the fall are occupying the place of principal interest at present in dried fruits. Last week's reference to the new association covering 75 per cent. of growers was inadvertently referred to raisins, when it should have applied to prunes. The new association opening price is bound to be in advance of that made by the independents, and will probably for this reason rule high. But in some quarters are heard rumors of a possibly much greater prune production this season, which may moderate the market a little. Still an immense demand exists for the troops of the Allies, and the home market may not have any too many. The Raisin Association has now authorized packers to book orders firm at opening price, which will probably be higher than last year's. Figs are said to be about all cleaned up in California. Very few lots are left. Apricots are firmer and advanced a little locally.

<b>EVAPORATED FRUITS.</b>		<b>Per lb.</b>
Apples, choice winter, 25-lb. bxs.	0 13	
Apples, choice winter, 50-lb. bxs.	0 13	
Apricots (old crop)	0 18	0 19
Slabs	0 19	
Choice, 25's, faced, new crop	0 28	
Nectarines, choice	0 11½	0 13
Peaches, choice	0 11½	0 13
Pears, choice	0 15	

<b>DRIED FRUITS.</b>	
<b>Candied Peels (to arrive)—</b>	
Citron	0 32
Lemon	0 24
Orange	0 27
<b>Currants—</b>	
Filiatras, fine, loose, new	0 18
Filiatras, packages, new, lb.	0 21
(In the present condition of market prices are considered merely nominal.)	currant

<b>Dates—</b>	
Dromedary, pkg. stock, old, 1-lb. pkg.	0 12½
Fards, choicest	0 12½
Hallowee (loose)	0 13
Excelsior	0 11½
Anchor	0 09

<b>Figs—</b>	
8 crown, 12-lb. boxes, fancy, layer, lb.	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	0 11½
1 lb. glove boxes, each	0 12
Cal. bricks, 8 oz., doz.	0 95
Cal. bricks, 10 oz., doz.	1 20
Cal. bricks, 16 oz., doz.	1 40
Cal. layers, 10 lb., 5 rows, box	1 60
Cal. fancy, table, 10 lbs.	1 60

<b>Figs—</b>	
Spanish (new), mats, per mat.	2 40
Comadore (Portugal), per mat 33 lbs.	2 40

<b>Prunes, California—</b>	
30 to 40, in 25-lb. boxes, faced	0 13½
40 to 50, in 25-lb. boxes, faced	0 13
50 to 60, in 25-lb. boxes, faced	0 12½
70 to 80, in 25-lb. boxes, faced	0 12
90 to 100, in 25-lb. boxes, faced	0 11
<b>Prunes (Oregon)—</b>	
30s	0 12½
40-50s	0 12
<b>Raisins—</b>	
Malaga, table box of 22 lbs., 3-crown cluster, \$2.80; 4-crown cluster	3 75
Muscateles, loose, 2 crown	0 10½
Muscateles, loose, 3-crown, lb.	0 11
Muscateles, 4-crown, lb.	0 11½
Cal. seedless, 16 oz.	0 12½
Fancy seeded, 16 oz. pkgs.	0 12½
Choice seeded, 16 oz. pkgs.	0 12
Valencias, selected	0 11½
Valencias, 4-crown layers	0 11

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

**Another Molasses Schooner Wrecked**

**Montreal.**  
**MOLASSES. SYRUPS.**—The market for molasses is at its very firmest at present for this season in the history of the trade, short of very exceptional circumstances. Another schooner with a cargo of some seven to nine hundred puncheons has been lost, and the delays in arrivals, the difficulties in carrying on the business, war risks, and the general uncertainty besetting the prospects, all contribute to make opinions incline steadily to the anticipation of still higher prices than those now quoted which still prevail in the district. Corn syrups maintain the prices which will be found in the list of proprietary articles at end of this paper, but there is no assurance as to the permanence of this scale. Glucose keeps on rapidly advancing in price. Cane syrups are also in very firm market, and strong demand.

<b>Prices for Fancy, Choice, Island of Montreal</b>	
Barbadoes Molasses—	
Puncheons	0 72
Barrels	0 75
Half barrels	0 77
For outside territories prices range about 3c lower.	

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given. Cane Syrup (Crystal Diamond)—  
 2 lb. tins, 2 doz. in case, per case..... 4 80  
 Barrels, per 100 lbs..... 6 50  
 Half barrels, per 100 lbs..... 7 00

**The Nut Market Is Still Advancing**

**Montreal.**  
**NUTS.**—Every line of nuts is on the firm trend. Peanuts keep firming steadily, and do not seem to have touched the top yet. New arrivals are costing the jobber more than present price to retailer. Shelled walnuts are also going steadily up in price. New Brazils to arrive June. July and August are being quoted (shelled) at 68c a pound to the jobber. The whole tendency as to nuts is advancing just now, and the outlook is very uncertain as to supplies. In fact, there has even been some anxiety as to the lines essential in the manufacture of confectionery, and strenuous efforts have been made by importers to meet the needs of the market.

Almonds (Tara), per lb.	0 18	0 20
Almonds (shelled)	0 39	0 41
Almonds (Jordan)	0 40	0 40

Brazil nuts (1916 crop), lb.	0 20	0 21
Filberts (Sicily), per lb.	0 18	0 20
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts, Bon Ton	0 14½	0 15
Peanuts (coon), per lb.	0 13½	0 14
Peanuts (Jumbo), per lb.	0 15	0 15
Pecans (new Jumbo), per lb.	0 21	0 21
Pecans, New Orleans, No. 2	0 21	0 24
Pecans, "paper shell," extra large Jumbo	0 40	
Pecans (shelled)	0 75	0 80
Walnuts (Grenoble)	0 18½	0 18½
Walnuts (shelled)	0 50	0 52
Walnuts (Marbots), in bags	0 13	0 16
Walnuts (California), No. 1	0 24	0 24
Cocoanuts, 100 size, per sack	7 50	

**Bean Market Is Still Stronger**

**Montreal.**  
**BEANS.**—Tremendous strength besets the market for beans. Prices this week are all very much firmer than last week's prices, and the shortage of supplies is very frequently referred to in all directions on the market. Small parcels of Canadian hand-picked beans found here and there upon the market are commanding now up to \$10 a bushel. There are limited quantities only of other domestic beans, and imported beans are in demand, and also fetching good prices. Some beans offered from over the border, however, would cost \$11 per bushel laid down in Montreal, and this figure for imported beans is considered prohibitive.

<b>Beans—</b>	
Canadian 3-lb. pickers, per bu.	8 50
Canadian 5-lb. pickers	7 90
Yellow Eyes	7 90
Lima, per lb.	0 17
Chilean beans, per lb.	0 14
Manchurian white beans, lb.	0 15
South American	5 70
Peas, white soup, per bush.	4 25
Peas, split, new crop, bag 98 lbs.	9 00
Barley (pot), per bag 98 lbs.	6 50
Barley, pearl, per bag 98 lbs.	7 50

**Rice Advanced By \$2 Per Hundred**

**Montreal.**  
**RICE AND TAPIOCA.**—That rice was absolutely bound to advance to something more closely approximating to its proportionate price in respect to flour was recently pointed out definitely by CANADIAN GROCER. This week rice took a decided jump of 2c per pound, and retailers who wisely protected themselves in time by covering their requirements for a period ahead are likely to reap the benefit. Some prices of lines not usually listed below may be mentioned in view of the present firmness of market. Imperial Glace rice is \$8 per 100 lbs.; Mandarin, \$7.50; Lustre, \$7.50; C. C., \$7.15; Rangoon D., \$7.35; Sparkled Patna, \$8.80. The firmness of market is likely to maintain. Tapioca is also climbing steadily, being very short in supply, and in good demand. Some brown sago has reappeared on the market, selling to the retailer at 13c to 14c a pound.

Rangoon rice, per 100 lbs.	7 40	7 35
"Texas" Carolina, per 100 lbs.	9 90	
Real Carolina, per 100 lbs.	11 00	11 50
Patna (fancy)	10 15	
Patna (good)	7 40	9 40
Siam, No. 2	9 15	9 15
Siam (fancy)	8 40	
Tapioca, per lb.	0 14	0 15

### Coffee Still Quiet Cocoa Unchanged

Montreal.

COFFEE, COCOA.—Coffee while disturbed a little on the other side of the border, has maintained its even course on the Canadian side as far as Montreal reports of conditions go. Without any great factor to affect the market for this commodity just at present quietness of market is to be expected. Reports regarding a very fine coffee crop in Brazil are beginning to filter through, but warily for it is still early to make any definite assertions. Risk of trouble in securing ships to convey the product is however always present, and may develop. As regards cocoa the market tone continues firm, with some prospect of advances in the canned lines since tinplate and tin, and even the fibre package materials go always higher. But bulk cocoas remain this week unchanged in price and in steady demand.

Coffee, Roasted—

Bogotas, lb.	0 28	0 32
Jamaica, lb.	0 23	0 25
Java, lb.	0 33	0 40
Maracaibo, lb.	0 23	0 24
Mexican, lb.	0 28	0 29
Mocha, lb.	0 34	0 37
Rio, lb.	0 19½	0 20
Santos, Bourbon, lb.	0 24	0 25
Santos, lb.	0 23	0 24
Cocoa—		
Bulk cocoa (pure)	0 30	0 35
Bulk cocoa (sweet)	0 15	0 20

### Outlook Still For Firmer Tea

Montreal.

TEA.—Some shipments of black teas are coming slowly forward. They are in such small quantity however, that the general situation as regards tea is totally unchanged, and all the strength which lately developed in this market is really rather intensified. There may not be what could be called an actual tea famine, but the very marked shortages will affect prices to still higher degrees almost beyond doubt, and teas formerly sold at regular prices can hardly hope to maintain their quality without further advances. The outlook in the opinion of several merchants is towards further firmness in teas. Demand for Japan teas is greater, and these have advanced by two cents a pound during the past week. The suggestion that Japanese ships be used to a still greater extent for war needs is regarded in some quarters as a reason to fear further hindrances in securing transpacific freights, but in other quarters this is less seriously considered meantime.

Pekoe, Souchongs, per lb.	0 42	0 45
Pekoes, per lb.	0 47	0 50
Orange Pekoes	0 49	0 51

### Firmer and Firmer Grows Spice Market

Montreal.

SPICES.—In every way there is further strength to report in the spice market, but still the grinders on this side of the border maintain their former prices as far as possible. Price changes are almost bound to come, however, and before

very long. When they arrive they will be changes upwards for the present condition of things is that the grinders are paying about as much for new supplies of peppers etc., as they are selling their product for to the retailer. The reports of market conditions in New York which have a strong bearing on the local situation are to the effect that supplies are dwindling faster than the meagre shipments coming through can replace them, that demand keeps good, and that any shipments on the way are eagerly snapped up at advanced prices. Japan and Africa gingers have been in big demand of late. Cochin gingers are said to be almost unobtainable, and going up in price.

	5 and 10-lb. boxes	pkgs. dozen	¼-lb. tins lbs.
Allspice	0 16	0 19	0 23
Cassia	0 25	0 27	0 31
Cayenne pepper	0 28	0 31	0 35
Cloves	0 32-0 35	0 35	0 39
Cream tartar, 60c.			
Ginger, pure	0 20		
Ginger, Cochin	0 25		0 31
Ginger, Jamaica	0 30-0 35	0 35	0 40
Mace	0 80		1 00
Nutmegs	0 40-0 60	0 45	0 80
Peppers, black	0 30	0 87-0 95	0 38
Peppers, white	0 37	1 17-1 22	0 40
Pastry spice	0 25	0 25-1 20	0 29
Pickling spice	0 25		
Turmeric	0 21-0 23		

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

Cardamon seed, per lb., bulk	2 00	2 50
Carraway, Dutch, nominal		0 60
Cinnamon, China, lb.	0 18	0 25
Cinnamon, per lb.		0 35
Mustard seed, bulk		0 25
Celery seed, bulk	0 36	0 46
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	0 12	0 15

### Onions From the Antipodes Appear

Montreal.

FRUIT AND VEGETABLES.—Oranges have shown a slightly firmer tone this week, but pineapples are reaching their lowest levels, and importers are encouraging the retail trade to point out to customers the advisability of doing their preserving or canning of this luscious fruit now. The opportunity is worth attention as sugar prices are not exorbitantly high for the immediate present. Bananas keep in steady demand. Grape fruit are easier in price, and the market for strawberries keeps active. Tomatoes are a little easier in tone this week also. As regards vegetables, new potatoes are coming down a little, but the general market for these tubers is still very firm. Old cabbage is off the market. New cabbage is easier. Spanish onions in all sorts of packages are off the market and Australian onions have appeared at seven dollars per sack of 100 lbs. Bermuda onions are considerably lower in price this week, and are showing up in considerable supply also. Eggplant is quoted a little easier, but for the rest of the vegetables prices remain about the same as last week.

Bananas (fancy large), bunch	2 75	3 50
Oranges—		
Navel, per box		3 25
Floridas		5 00
Valencia, ordinary and large	4 25	5 00
Grape fruit	3 00	4 00
Lemons	3 00	3 25
Pineapples, Cuban, crate		2 90
Apples—	No. 1	No. 2
Russets	7 00	5 50

Ben Davis	6 25	6 00
Cauliflower, per doz. bunches	3 00	4 00
Celery (Florida), per crate	4 00	4 50
Celery (U.S. washed), doz.		1 50
Onions, red, per bag (75 lbs.)		7 50
Onions, Bermuda, crate 50 lbs.		3 25
Onions, Texas, crate 50 lbs.		3 50
Onions, Australian, sack 100 lbs.		7 00
White onions, per bag (100 lbs.)		6 00
Potatoes, per bag (80 lbs.)		4 25
Potatoes (new), per hamper		4 00
Potatoes (new), per bbl.		12 00
Potatoes (red)		3 75
Potatoes (sweet), per hamper		4 00
Carrots, per bag		2 00
Beets, per bag		2 00
Parsnips		1 25
Turnips	1 50	2 00
Lettuce, curly, per box		3 00
Lettuce, Romaine, doz.		1 00
Lettuce, Boston, box of 2 doz.		2 50
Tomatoes (Florida), per crate	4 00	4 50
Horse radish, per lb.		0 25
Cabbage (new), New York, crate	11 00	13 00
Cauliflowers (doz.)	3 50	4 00
Cranberries (Cape Cod), barrel	9 00	13 00
Beans, U.S. wax, basket	3 25	4 00
Beans, U.S., green, basket	3 25	4 50
Leeks, per doz. bunches		4 00
Parsley, doz.	0 50	1 50
Mint, doz.		0 50
Watercress, doz.		0 50
Spinach, per bbl.		4 00
Rhubarb, per doz.	1 25	1 50
Rhubarb (U.S.A.), per lb.		0 10
Eggplant, per crate	6 50	7 00
Cauliflower, crate		4 00
Garlic (Venetian), lb.		0 10
Endive (Canadian), lb.		0 25
Strawberries (Louisiana), pints		0 15
Cucumbers (Fla.) basket		3 00

### Fish Markets Are In The Main Steady

Montreal.

FISH.—There are so changes of any importance to note in the fish business at present. Supplies generally are very good, and of all the food commodities offered for consumption in these days, fish is certainly one of the most reasonable. Prices of fish also are not going up continually, but on the contrary are keeping about the same levels. If anything their tendency is towards lower levels. Immense quantities of river fish have been sold during the past week and it is hoped that these supplies will keep up until the scarcity which is bound to become apparent again in about a week's time. Lake fish have not started to come in in any quantities yet. Brook Trout, due to unseasonable weather conditions, have been keeping scarce, and selling high. Lobsters, due to lateness of the season, have not been coming in so plentifully as had been expected, and a re-action in price tendencies has set in, though so far no change has been recorded in lobster prices to the retailer. It is also reported from the New Brunswick Coast that owing to the prevailing winds having been strong from the East for some time, the ice has not cleared away from the bays, and the spring herring fishing has been threatened with total failure. Trade in bulk and shell oysters, prawns, shrimps, scallops, periwinkles and so forth keeps normal with prices steady.

SMOKED FISH

Haddies	0 10	0 11
Haddies, fillet	0 14	0 15
Digby herring, bundle of 5 boxes		0 95
Smoked boneless herring, 10-lb. box		1 40

SALTED AND PICKLED FISH

Herring (Labrador) per lb.	9 00
Salmon (Labrador), per bbl.	20 00

Salmon (B.C. Red).....	16	00
Sea Trout, red and pale, per bbl.....	15	00
Green Cod, No. 1, per bbl.....	14	00
Mackerel, No. 1, per bbl.....	21	00
Codfish (Skinless), 100-lb. box.....	9	50
Codfish (Skinless), blks. "Ivory" Brd., lb.....	0	10
Codfish, Shredded, 12-lb. box.....	1	80
<b>SHRIMPS, LOBSTERS</b>		
Lobsters, medium and large, lb.....	0	25
Prawns, Imperial gal.....	3	00
Shrimps, Imperial gal.....	2	50
Scallops.....	3	00
<b>FRESH FROZEN SEA FISH.</b>		
Halibut.....	17	— 18
Haddock, fancy, express, lb.....	7	— 7½
Mackerel (med.), each.....		20
Mackerel (large), each.....		25
Cod, steak, fancy, lb.....		9
Salmon, Western.....	15	— 16
Salmon, Gaspe.....	18	— 20
<b>FRESH FROZEN LAKE FISH.</b>		
Pike, lb.....	0	10 0 12
Perch.....	0	10 0 11
Whitefish, lb.....	0	14 0 15

Lake trout.....	0	14 0 15
Eels, lb.....		0 10
Dore.....	0	12 0 13
Smelts, No. 1.....		0 15
Smelts, No. 1 large.....		0 20
<b>Oysters—</b>		
Selected, gal.....		2 00
Ordinary, gal.....	1	75 1 85
Malpeque oysters (choice, bbl.....		12 00
Malpeque Shell Oyst. (ord.), bbl.....		10 00
Cape Cod shell oysters, bbl.....		12 00
Clams (med.), per bbl.....		8 00
<b>FRESH FISH</b>		
Haddock.....	0	07 0 08
Steak Cod.....	0	08 0 09
Market Cod.....	0	07 0 08
Carp.....	0	10 0 11
Dore.....	0	15 0 16
Lake trout.....	0	16 0 17
Fike.....	0	10 0 11
B.C. Salmon.....	0	23 0 25
Gaspereaux, each.....	0	03½ 0 04
Western Halibut.....	0	17 0 18
Eastern Halibut.....	0	15 0 17

## ONTARIO MARKETS

**T**ORONTO, May 16.—Shortage in many lines of grocery staples is becoming a common order of things with wholesalers these days. Trade is good and retailers are eager buyers of everything available, showing that goods are going into consumption in spite of the high cost of commodities. Prices have all been in the upward direction during the week and the end does not seem to be in sight yet. Flour has been mounting to still higher levels, now being quoted at the record price of \$16.50 per barrel at the time of writing. Business has been exceptionally good, with collections satisfactory.

### *Production Of Sugar May Be Increased*

**Toronto.**  
**SUGAR.**—From present indications the production of sugar on the Island of Cuba bids fair to be heavier than was at one time anticipated. Up to May 5 the production as reported amounted to 2,169,055 tons as compared with 2,456,292 tons at the same time last year. Owing to the revolution and the labor conditions on the Island the estimates of production were reduced from 3,400,000 tons in the early part of the season to less than three million tons. Messrs. Willett & Gray are now of the opinion that their estimated reduction to 3,000,000 tons has been fully ample from present prospects. There is the implied assurance that it might even be a little larger as there are a larger number of centrals grinding than at this time last year. As yet there is no indication that rains have set in on the Island of Cuba that would in any way retard production. Early advices during the week mentioned that there were heavy general rains in Camaguey province with scattered rains in Havana and Santa Clara provinces. Later reports stated that hot and unsettled weather prevailed but most recent cables to authorities in New York stated that partial rains have occurred. Freights from Cuba prevailed uniformly high during the week with the demand not so eager owing to the dull sugar market. Cuban raws in the New York market were ¼c

down during the week, being quoted at 6.21c duty paid. There are sufficient raw sugars in port to last the refiners for at least four weeks. Such a condition puts refiners in a fairly strong position to resist any further advances in raws. While it has generally been reported that Canada Sugar Refinery are unable to make deliveries a statement by their representative gives positive denial to this. They state they are prepared to make deliveries in any quantities for prompt shipment. This concern is quoting on a basis of \$8.49 Toronto delivery, which is 15c under other refiners with the exception of Dominion Sugar Refinery which concern is quoting at \$8.55.

Atlantic, St. Lawrence extra granulated sugars.....	100 lbs.	8 64
Acadia Sugar Refinery, extra granulated.....		8 64
Canada Sugar Refinery, extra granulated.....		8 49
Dominion Sugar Refinery, extra granulat'd.....		8 55
Yellow, No. 1.....		8 24
Special icing, barrel.....		8 84
Powdered, barrels.....		8 84
Paris lumps, barrels.....		9 24
Assorted tea cubes, boxes.....		9 24
In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 15c per 100 lbs.; 20c per 100 lbs. in 10-lb. gunnies, and 25c per 100 lbs. in 5-lb. cartons, and 30c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages.		

### *All Soaps Have Again Advanced 50c*

**Toronto.**  
**SOAPS, SOUPS, AMMONIA, VINEGAR.**—A further advance of 50c per case has been made effective in all brands of laundry soap during the week, now making the selling price of comfort, borax, surprise, sunlight, gold, Taylor's, P. & G. Naphtha \$5.60 per case, lifebuoy \$5.10 case and Lux \$3.40 per case. Fels Naphtha is now quoted at \$6 per case, the former price being \$5.50. Ivory soap in small cakes is now quoted at \$4.85, an advance of 70c case and in large cakes at \$8.20, an advance of \$1.05 per case. Campbell's soups are now quoted at \$1.80 per dozen whereas Maggi soups are quoted at \$3 per dozen, an advance of 65c. Star ammonia in 5c and 10c size is now quoted at \$2.70 case, while the 30c size is \$3 case. Lytle's vinegar in quarts has been advanced 50c

per dozen, making the selling price now \$2. Dutch hand soap is also among the lines of soaps that have been advanced, the price now being \$2.10 box, an advance of 15c. N. P. soap in the new size is now quoted at \$3.75 per box of 30 bars, there being 25 bars to box formerly.

### *Baking Powder And Mixed Candies Higher*

**Toronto.**  
**BAKING POWDER, CANDIES, TACKS, TWINE.**—Advances have been recorded in the price of baking powders during the week. 1900 dairy baking powder in 4-oz. size has been increased 10c to 85c, while the 88-oz. has been advanced 20c to \$1.20 and the 16-oz. is up 25c and is selling at \$1.80. Kitchen Queen baking powder in 12-oz. size is now selling at \$1.50 and 16-oz. at \$1.80. P. & L. baking powder is now quoted at \$1.80 per dozen. St. Charles, Jersey and Peerless evaporated milk have been advanced from 10c to 35c per case, family size now selling at \$5.25, baby size at \$2.50 and hotel size at \$5.90. An advance of 5 per cent. has been made in all lines of Wagstaffe's jams, strawberry in 16-oz. tins now being quoted at \$2.65 and black currant in 16-oz. glass at \$2.65, with cases of eight 5-lb. tins of black currant at 87c each. Carpet tacks blued in 6-oz. have advanced 15c and are now quoted at 60c with 8-oz. at 70c, an advance of 20c. Tised carpet tacks are now quoted at 70c, an advance of 20c, while 8-oz. tised are 885c, also an advance of 20c. Royal mixed candies have advanced 1½c per pound, being quoted now at 13c. Bird's spongie has been increased 40c per dozen, the price now being \$1.35. Ocean wave herrings have been increased to \$5.80 per case. White Swan flake wheat has advanced 25c and is now selling at \$4.75 case while White Swan buckwheat pancake and biscuit flour is quoted at \$3 per case, an advance of 30c. Roman meal, large size is quoted at \$2.80, an advance of 50c. Jello has been increased 20c per dozen and is selling at \$1.10.

No. 2 breakfast food has been advanced 75c case for 98's, now selling at \$7.75 while 24's have advanced 20c to \$2. Gusto has been advanced to \$3.45 case, an increase of 60c. Cowan's cocoas have advanced 5c on 10-cent size to 95c, quarter-pound tins are now \$1.35, an increase of 10c, while half-pound tins have advanced 5c to \$2.45. Redwing grapejuice in half gallons has advanced 20c to \$5.20. Pompeian salad dressing has increased \$1 per dozen, now selling at \$3.50.

### *Corn Syrups Firm; Molasses Demand Good*

**Toronto.**  
**MOLASSES, SYRUPS.**—There is a continued firmness in the market for molasses, with a good demand reported. Corn syrups are in strong position owing to the recent advances that have taken place in corn. Cane syrups were

in steady market, no price changes having been recorded. There is a fair demand for the latter.

<b>Corn Syrups—</b>		
Barrels, per lb. ....	0 06½	
Cases, 2-lb. tins, 2 doz. in case ....	4 60	
Cases, 5-lb. tins, 1 doz. in case ....	4 95	
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
<b>Cane Syrups—</b>		
Barrels, first grade ....	0 06½	
Barrels and half barrels, second grade, lb. ....	0 06	
Cases, 2-lb. tins, 2 doz. in case ....	4 80	
<b>Molasses—</b>		
Fancy Barbadoes, gal. ....	0 80	0 82
West India, ½ bbls., gal. ....	0 46	0 48
West India, 10-gal. kegs. ....		0 60
Tins, 2-lb., table grade, case 2 doz. ....	4 25	
Tins, 3-lb., table grade, case 2 doz. ....	5 65	
Tins, 2-lb., baking grade, case 2 doz. ....	3 00	

### Canned Salmon And Peas Slightly Higher

Toronto.

**CANNED GOODS.**—There was a firm tendency in the market for canned goods during the week, Alaska pinks in 1-lb. talls being quoted up as high as \$2.75. Chums were also quoted 15c higher in certain instances at \$1.65, while cohoes in 1-lb. talls were as high as \$2.75 for certain grades. Standard peas in certain instances were advanced 2½c to \$1.37½ and early June peas 5c up to \$1.50. Corn was also in firm market, some wholesalers raising their lowest quotation 5c to \$1.95. Corn is now in very narrow compass. There has been a good demand for canned goods. Crossfish sardines in quarter-pound tins have advanced \$1 per case to \$18.

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

<b>Salmon Sockeye—</b>		
Alaska reds, 1-lb. talls. ....	2 75	3 25
Alaska pinks, 1-lb. talls. ....	2 40	2 75
Chums, 1-lb. talls. ....	1 40	1 65
Pinks, 1-lb. talls. ....	1 75	1 85
Cohoos, ½-lb. tins. ....	1 45	1 60
Cohoos, 1-lb. tins. ....	2 50	2 75
Springs, 1-lb. talls. ....	2 50	2 85
Lobsters, ½-lb., doz. ....	2 65	3 00
<b>Canned Vegetables—</b>		
Tomatoes, 2½s. ....	2 15	2 25
Tomatoes, 3s. ....	2 25	2 40
Peas, standards. ....	1 35	1 37½
Peas, early June. ....	1 45	1 50
Beans, golden wax, doz. ....	1 45	1 50
Asparagus tips, doz. ....	3 00	3 25
Corn, 2's, doz. ....	1 90	2 00
Pumpkins, 2½s. ....	1 95	2 10
Red raspberries, 2s. ....	2 65	
Red cherries, 2s. ....	2 45	
Strawberries, 2s. ....	2 50	2 65
Pineapples, Hawaiian, 2s. doz. ....	2 35	3 00
Pineapple, Hawaiian, 1s. doz. ....	1 50	

### Importers Not Selling Any Peel

Toronto.

**DRIED FRUIT.**—Local importers of American peel are no longer in the market with quotations as the available supplies have been sold up. The demand for peel has fallen entirely on the American product this year, the English make having been shut out of this market through the operation of the embargo. Prunes are getting within a narrow compass in the primary markets. On the New York sizes available 30-40's and 50-60's. The season for figs is about over. Grecian currants are all cleaned up in importers' hands,

the only thing available being Australians. Bookings which were made on Australians some weeks ago have not yet been confirmed. Prices of new crop raisins have not yet been announced. Shippers at California points are asking that orders be taken at open prices on a firm basis. In other words orders must be taken at whatever prices might be named. On this basis business in future booking is somewhat shy.

Apples, evaporated, per lb. ....	0 13	0 13½
Apricots, choice, 25's, faced. ....		
<b>Candied Peels—</b>		
Lemon. ....	0 23	0 25
Orange. ....	0 24	0 27
Citron. ....	0 26	0 30
<b>Currants—</b>		
Filiatras, per lb. ....	0 21	0 22
Patras, per lb. ....	0 22	0 23
Vostizzas, per lb. ....	0 22	0 23
Cleaned, ½ cent more.		
Australians, lb. ....	0 21	0 22
<b>Dates—</b>		
Excelsior, pkgs., 3 doz. in case. ....	3 50	3 75
Dromedary dates, 3 doz. in case. ....	4 25	4 60
Hallowee, per lb. ....		0 11½
<b>Figs—</b>		
Taps, lb. ....	0 05¾	0 06½
Malagas, lb. ....		0 10
<b>Prunes—</b>		
30-40s, per lb., 25's, faced. ....	0 13½	0 14½
40 50s, per lb., 25's, faced. ....	0 13½	0 14
50-60s, per lb., 25's, faced. ....		0 13½
80-90s, per lb., 25's, unfaced. ....	0 11½	0 11¾
<b>Peaches—</b>		
Choice, 25-lb. boxes. ....	0 12	0 12½
<b>Raisins—</b>		
California bleached, lb. ....	0 14½	0 15
Valencia, Cal. ....	0 09½	0 10½
Valencia, Spanish. ....	0 10	0 12
Seeded, fancy, 1-lb. packets. ....	0 12	0 13
Seedless, 12-oz. packets. ....		0 13½
Seedless, 16-oz. packets. ....	0 15	0 16

### Advices Received About Tea Supplies

Toronto.

**TEAS.**—Some local importers of tea have been advised that shipments of tea have left Colombo and Calcutta to come via Hong Kong and the Pacific Ocean. One large importer has been advised that approximately 1,000,000 pounds of tea has left the Indian and Ceylon port consigned to them. Shipping conditions at Hong Kong are congested and the British Government has commandeered some ships after the cargoes had reached that port. No advice has been received yet as to whether this large shipment has left Hong Kong, but in the absence of advice it is presumed that it is still at that port. There are plenty of teas for sale both in Colombo and Calcutta bit the problem is to get them here. Prices held uniformly firm during the week.

	Per lb.	
Pekoe Souchongs. ....	0 45	0 46
Pekoes. ....	0 46	0 47
Orange Pekoes. ....	0 48	0 50
Broken Pekoes. ....	0 50	0 55
Broken Orange Pekoes. ....	0 52	0 55

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

### Cream Of Tartar Up 3c To 5c Pound

Toronto.

**SPICES.**—With the steadily advancing prices for cream of tartar in the primary markets the local markets fol-

lowed up to the extent of 3c to 5c per pound, making the prices on French pure now from 53c to 58c and American high test 56c to 60c pound. Cloves have also been advanced by some of the wholesalers to the extent of 5c per pound, which now makes the range from 35c to 45c per pound. There is some doubt as to what effect the new duty of 10 per cent. on all goods entering the United States will have on spices. The opinion is expressed that as the bulk of spices for the Canadian market comes through the New York market under present conditions it is bound to make for higher prices locally. Coriander seed is in firm market with stocks quite low.

	Per lb.	
Allspice. ....	0 15	0 18
Cassia. ....	0 25	0 35
Cinnamon. ....	0 40	0 50
Cayenne. ....	0 30	0 35
Cloves. ....	0 30	0 45
Ginger. ....	0 25	0 35
Mace. ....	0 90	1 25
Pastry. ....	0 25	0 30
Pickling spice. ....	0 20	0 25
Peppers, white. ....	0 38	0 45
Nutmegs, selects, whole, 100's. ....		0 40
Do., 80's. ....	0 45	0 50
Do., 64's. ....		0 60
Mustard seed, whole. ....	0 25	0 30
Celery seed, whole. ....	0 35	0 45
Coriander, whole. ....	0 30	0 38
Carraway seed, whole. ....	0 75	0 85
<b>Cream of Tartar—</b>		
French, pure. ....	0 53	0 58
American high test. ....	0 56	0 60

### Heavy Stocks Of Coffee In New York

Toronto.

**COFFEE.**—There are heavy stocks of coffees in the United States at the present time as compared with a year ago and this factor is tending to hold the price of coffee steady. There are now held at New York and New Orleans some 2,182,984 bags as compared with 1,316,258 bags at this time last year. With the coffee that is now afloat toward the United States the total coffee in sight is brought up to 2,731,984 bags as compared with 1,870,000 bags in 1916. It will therefore be seen that there are close to one million bags more coffee in sight than there were at this time last year. Locally prices remained unchanged. Chicory is in very firm position, with very little available.

<b>Coffee—</b>		
Bogotas, lb. ....	0 28	0 30
Maracaibo, lb. ....	0 25	0 28
Mexican, lb. ....	0 27	0 31
Jamaica, lb. ....	0 26	0 27
Mocha, Arabian, lb. ....	0 35	0 40
Rio, lb. ....	0 20	0 25
Santos, Bourbon, lb. ....	0 25	0 26
Chicory, lb. ....	0 16	0 20
<b>Cocoa—</b>		
Pure, lb. ....	0 25	0 30
Sweet, lb. ....	0 16	0 20

### 1916 Walnuts May Have To Do For 1917

Toronto.

**NUTS.**—There is great uncertainty as to whether the crop of walnuts for 1917 can be brought forward in time for the Christmas trade of this year. To make assurance that there will not be an entire scarcity of nuts importers are prepared to quote on last season's

crop and wholesalers are considering whether or not they will take these on. There is strong probability that they will be taken up in time that these nuts can be shipped some time in September. This would give reasonably good assurance that they would reach this side in time. Peanuts are in very firm market. There are those in the trade who look for shelled peanuts to go to 20c by fall. They are now quoted at 16c. There are considerable quantities of shelled peanuts and walnuts selling. Other lines of nuts are quiet.

In the Shell—		
Almonds, Tarragonas, lb. ....	0 20	0 21
Walnuts, Bordeaux .....	0 18	0 19
Walnuts, Grenobles, lb. ....	0 18	0 19
Pilberts, lb. ....	0 18	0 20
Pecans, lb. ....	0 17	0 19
Peanuts, roasted, lb. ....	0 12½	0 17
Brazil nuts, lb. ....	0 15	0 15
Shelled—		
Almonds, lb. ....	0 42	0 48
Walnuts, lb. ....	0 50	0 55
Walnuts, California .....	0 26	0 33
Peanuts, lb. ....	0 16	0 16
Brazil nuts, lb. ....	0 70	0 75
Pecans, lb. ....	0 85	0 85

**Texas Rice Up 1c;  
Eastern Rice ½c Up**

**Toronto.**  
RICE AND TAPIOCA.—There was a general movement toward higher prices in rice during the week, Texas fancy being quoted for a gain of 1c and Siam rices for a gain of ½c to ½c per pound. Japans were also up ½c and Chinese a similar amount. The United States Government recently made a big purchase of 700,000 bags of Blue Rose rice for her troops and Carolina and Texas rices followed upward. Tapioca is in very firm market, practically none being obtainable outside of existing stocks in importers hands. In the New York market tapioca is being quoted only at nominal figures as there is very little to be had in that market. Prices on this commodity were advanced ½c to 1c during the week.

Texas, fancy, per 100 lbs. ....	10 00	10 50
Siam, fancy, per 100 lbs. ....	7 75	9 00
Siam, second, per 100 lbs. ....	7 50	8 00
Japans, fancy, per 100 lbs. ....	7 50	8 50
Japans, second, per 100 lbs. ....	7 00	7 50
Chinese, per 100 lbs. ....	6 50	7 25
Tapioca, per lb. ....	0 12½	0 13½

**Stocks Of Seed  
Beans Sufficient**

**Toronto.**  
BEANS.—Officials of the Department of Agriculture have been making a survey of the stocks of seed beans in the province during the past week or two and they estimate they will be sufficient to meet the needs of growers this year, some 3,500 bushels being available for that purpose. Seed beans are selling as high as \$12 per bushel in some instances. Beans for eating purposes are very scarce. Lima beans are being quoted up to 20c per pound, but stocks are very low and not many are available.

Ontario, 1-lb. to 2-lb pickers, bu. ....	8 50	10 00
Rangoon, per bush. ....	.....	.....
Black eyes, Cal., bushel .....	6 00	.....
Yellow eyes, bushel .....	9 00	.....
Limas, per pound .....	0 16	0 20

**Package Cereals  
Again Move Higher**

**Toronto.**  
PACKAGES.—An advance of 50c per case was made in the price of Purity package rolled oats during the week, which now makes the selling price \$4.50 for family size. On 18's the increase has been 20c per case, making the price now \$1.60. Gusto has been advanced to \$3.45, an increase of 60c per case. The market for all package cereals is firm due to the situation in grains.

Cornflakes, per case .....	2 95	3 40
Roller oats, round, family size, cs. ....	4 00	4 50
Roller oats, round regular 2-bl size, case .....	1 45	1 80
Roller oats, square case .....	4 00	4 50
Shredded wheat, case .....	4 00	4 50
Cornstarch, No. 1, pound cartons .....	0 10½	0 10½
No. 2, pound cartons .....	0 09½	0 09½
Starch, 6-lb. pack., per lb. ....	0 09	0 12
In 1-lb. cartons .....	0 10½	0 10½

**Fresh Whitefish And  
Trout Coming Better**

**Toronto.**  
FISH.—Larger quantities of fresh whitefish and salmon trout reached the local market during the week and prices are quoted down accordingly from 2c to 3c on whitefish and 3c to 4c on trout. Favorable weather on Georgian Bay and the upper lakes have made it possible for the fishermen to get in their work better. There has been a good demand for these fresh water fish. There is very little change in market conditions so far as prices go. Whitefish is now selling from 15c to 16c per pound and trout at 13c to 14c per pound. All other lines of fish held steady during the week.

SMOKED FISH.		
Ciscoes, per lb. ....	0 15	0 15
Haddies, per lb., new cured .....	0 12	0 12½
Haddies fillets, per lb. ....	0 14	0 15
Kippered herring, per box .....	1 60	1 60
Digby herring, bundle 5-boxes .....	1 10	1 25
Strip cod, 50-lb. boxes .....	4 50	4 50
PICKLED AND DRIED FISH.		
Acadia cod, 20 1-lb. blocks .....	2 60	2 60
Salt mackerel, kits 15 lbs. ....	2 25	2 25
FRESH SEA FISH.		
Crabs, per dozen .....	1 00	1 00
Halibut, frozen .....	0 16½	0 17
Chicken halibut, fresh, per lb. ....	0 15	0 15½
Halibut, medium, fresh, lb. ....	0 16½	0 17
Cohoe salmon (red), frozen .....	0 14½	0 15
Haddock, fancy, express, lb. ....	0 08	0 09
Steak, cod, fancy, express, lb. ....	0 10	0 11
Flounders, lb., frozen .....	0 09	0 10
Winkels, per bag .....	1 75	1 75
FRESH LAKE FISH.		
Pike, lb. ....	0 08	0 08½
Whitefish, lb., frozen .....	0 13	0 13½
Whitefish, lb., fresh .....	0 15	0 16
Trout, lb., fresh .....	0 13	0 14
Herrings, frozen .....	0 06	0 06
Tullibees, lb. ....	0 09	0 09½
Do., fresh, lb. ....	0 10	0 10

**Onions Are Lower;  
Green Bunches In**

**Toronto.**  
VEGETABLES.—Texas onions in boxes are quoted lower this week by 50c from the high quotations of last week. Green onions in bunches have again put in an appearance and are selling at 40c per dozen bunches. These

onions are of good size. Florida cucumbers in hampers are also lower, being quoted from \$2.50 to \$3 as compared with \$3.50 per hamper last week. Mushrooms are also easier, the higher-priced ones having disappeared. In some quarters New Brunswick potatoes were quoted as high as \$4.75 per bag with Western potatoes at \$4.25 bag. Turnips in bags are getting scarce and prices are higher as a result, quotations being from \$1 to \$1.25.

Asparagus, Can. grass, 11-qt. bkt. ....	2 00	2 75
Beets, bag .....	1 75	2 25
Beets, new, hamper .....	2 25	2 50
Beans, green string, hamper .....	2 75	3 25
Cucumbers, Can., hothouse, 11-qt. basket .....	1 50	1 75
Cucumbers, Florida, hampers, 6 doz. ....	2 50	3 00
Cabbage, hampers .....	3 00	5 00
Cauliflower, Cal., 10 to 15 in box .....	3 00	3 50
Carrots, bag .....	1 75	2 00
Carrots, new, hamper .....	2 00	2 25
Celery, Florida, half case .....	2 75	3 50
Eggplant, each .....	0 25	0 30
Lettuce, per doz. bunches .....	0 25	0 50
Cal. head lettuce, hamper .....	2 50	3 50
Mushrooms, 4 lbs. ....	2 50	2 50
Onions—		
Texas, 50-lb. box .....	3 25	3 50
Green, per doz. bunches .....	0 40	0 40
Potatoes—		
N. Brunswick Delawares, 90-lb. sacks .....	4 35	4 75
Elbertas, bag .....	4 25	4 25
New, hamper .....	3 00	4 00
Parsnips, bag .....	2 50	2 75
Radishes, hampers .....	1 25	1 50
Spinach, bushel hamper .....	1 50	2 25
Green peppers, doz. ....	1 00	1 00
Tomatoes, Flor., 6-bkt. carriers .....	3 50	4 50
Parsley, doz. ....	0 75	0 75
Watercress, doz. ....	0 30	0 30
Turnips, bag .....	1 00	1 25
Turnips, new hamper .....	1 25	1 50

**Pines Are Down  
25c To 50c Case**

**Toronto.**  
FRUIT.—As intimated in these columns last week pineapples are quoted lower by 25c to 50c per case. The present is one of the best weeks. Arrivals at New York during the week have been light as compared with the previous week and it is possible that pineapples may not go very much lower than they are at present. Much depends on the number that reach the New York market by Cuba and Porto Rico. Grapefruit are getting somewhat scarce as the season for them is about over. Rhubarb is much easier in price with production mounting rapidly. Canadian outside-grown is now on the market selling at 50c dozen bunches. Strawberries reached the market from Tennessee and Louisiana in fairly large quantities during the week and prices were quoted 1c to 3c down at 21c to 22c per quart. Some California cherries are being quoted at \$4 per box.

Apples—		
Boxes, American .....	2 25	2 75
Bananas, bunch .....	2 25	2 75
Cherries, Cal., box .....	4 00	4 00
Oranges—		
Cal. Navels .....	2 75	3 25
Grapefruit, Florida, case .....	5 00	5 50
Lemons, Cal., case .....	3 50	3 75
Messinas, case .....	3 50	3 50
Pineapples, Porto Rican .....	3 00	3 25
Cuban, case .....	2 75	3 00
Rhubarb, doz. bunches .....	0 50	0 50
Strawberries, 1-qt. ....	0 21	0 22

# MANITOBA MARKETS

**WINNIPEG**, May 16.—There have been a number of changes here this week, and some of them very important ones. In fact, there hardly seems to be a line of food in which the tendency is not upwards, or where a decline might be expected at this time of the year. Take eggs for instance. It is customary at this time of the year for a very marked decline to take place, prices eventually going as low as 20c. Instead of declining, eggs are advancing, and country stores are paying as much as 36c. Potatoes, which have been declining on account of the small consumption brought about by the high price, are now beginning to advance again, despite the statement made by local jobbers that they have enough and more potatoes to last until the new crop comes in. Pork and provision products continue to advance, and there are advances again this week on both lard and shortening.

Wholesalers have already begun to quote higher prices on rice as a result of the higher prices quoted by millers at the coast. Their advances will go into effect gradually, and the advance this week will probably not exceed 15 per cent. Quotations coming in from the coast this week indicate a total advance of close on 100 per cent. Thus it will be seen that the retailer will soon pay high prices for rice. Beans are practically unobtainable in Winnipeg, i.e., white beans. Limas are selling as high as 20c per lb. Peas, both split and whole, especially yellow peas, are fairly plentiful.

## Consumers and Retailers Heavy Buyers of Sugar

**WINNIPEG.**  
**SUGAR.**—Since the advance took place on May 3, which sent the price of sugar up to \$9.10, there has been an unusual amount of buying going by the retail trade, who evidently are now fully convinced that sugar is a good buy at the present time. One of the leading wholesale grocers stated last week that he considered sugar splendid value, as he did not know where sugar would be going to with shipping in its present state. The reason for the heavy demand from the retail trade, he said, was due to the fact that the public were buying more heavily; where consumers had been used to buy in small quantities, they were now buying by the bag.

## New Prices Announced On Corn Syrup

**WINNIPEG.**  
**SYRUP.**—When it is considered that corn is now in the skies, it is not surprising to learn that a further advance has taken place in corn syrup. Local brokers advise the following advances:—2's, 10's and 20's, an advance of 25c per case; 5's, an advance of 40c per case; quart sealers, an advance of 25c per case; ½ bbls., 50c per 100 lbs. These advances apply to Beehive, Crown, Lily White, and to White Clover.

## New Prices Go Into Effect on Rice

**WINNIPEG.**  
**RICE.**—Retailers are now beginning to feel the advance which recently went into effect, although the increase is only being put into effect to the retail trade gradually. Wholesalers announce advances this week, ranging from 10 to 15 per cent., which will be gradually increased as the higher-priced rice comes along. The lines which are chiefly affected are Siams and low-grade Japans. It is stated that the cheapest that Siams can be bought in the primary market today is \$6.60 laid down in Winnipeg. A cable was received last week-end from a miller on the Pacific Coast. He quoted a price on No. 2 Siam, which was almost double the price paid last January on contract. This will give the retailer some idea the way rice is going. Brokers who hear that jobbers have only raised their quotations 10 per cent. say that this is too small. Tapioca and sago have gone up similarly, and the prices being quoted to-day are 9c to 10c for tapioca and 8½c for sago.

## Cooking Figs Good Buy— Evaporated Apples Up

**WINNIPEG.**  
**DRIED FRUITS.**—Advances have gone into effect on evaporated apples, the advance, however, amounting to only about ¼c per lb. The following are price now being quoted:—50-lb. boxes, 13¼c; 25-lb. boxes, 13¾c; 3-lb. cartons, 42-44c. Local houses are putting up their prices on apricots, which will be quoted in future 25-26c; jobbers state that they have bought apricots which will cost the retailer 30c. Prunes will go up much higher, due to the fact that stocks in California are depleted. Prices quoted to-day are 11½c for 90-100's; 25's, and 15c for 40-50's. Cooking figs in mats are still quoted 7½c, and are the best value on the market in dried fruits. They are difficult to procure in the first market at all. The raisin market is very firm, and while no immediate advance is looked for, stocks are practically out of the hands of grower and packers' hands. Jobbers are not looking for anything cheaper in currants; new Australians, which should be here in three months, will bring 18½c to 19c.

Advices from San Francisco are to the effect that supplies of prunes there are almost exhausted, and prices being quoted in San Francisco are about 25 per cent. higher than the previous week. New crop prunes will not arrive until October.

Dried Fruits—	
Apples, evap., 50-lb. boxes, lb.	0 13¼
Apples, 25-lb. boxes	0 13¾
Apples, 3-lb. cartons, each	0 42
Pears, choice, 25's	0 13¾
Apricots—	
Choice, 25's	0 23
Choice, 10's	0 24
Peaches—	
Choice, 25-lb. boxes	0 12
Choice, 10-lb. boxes	0 13

<b>Currants—</b>	
Fresh cleaned, half cases, Australian, lb.	0 19 0 22
<b>Dates—</b>	
Hallowees, 68-lb. boxes	0 12½
Fards, box, 12 lbs.	2 00
<b>Raisins, California—</b>	
16 oz. fancy, seeded	0 11½
16 oz. choice, seeded	0 11
12 oz. fancy, seeded	0 09½
12 oz. choice, seeded	0 08¾
<b>Raisins, Muscatels—</b>	
3 crown, loose, 25's	0 09¼
3 crown, loose, 50's	0 09
<b>Raisins, Cal. Valencias—</b>	
3 crown, loose, 25-lb. boxes	0 10
3 crown, loose, 10-lb. boxes	0 10½
<b>Figs—</b>	
Cooking, in mats	0 07½
Mediterranean, 33-lb. mats	0 08½
<b>Prunes—</b>	
90 to 100, 25s	0 11½
40 to 50, 25s	0 15
<b>Peels—</b>	
Orange, lb., 7-lb. boxes	0 22½
Lemon, lb., 7-lb. boxes	0 21¼
Citron, lb., 7-lb. boxes	0 25

## White Beans Finished— Peas Fairly Plentiful

**WINNIPEG.**  
**DRIED VEGETABLES.**—It is said there is not a white bean in the hands of Winnipeg wholesalers. There are probably a few, quoted at very high prices; but it is certain that most of the jobbers are sold out. Lima beans are being quoted in some cases as high as 20c lb., and new limas are bound to be high. Yellow peas are fairly plentiful. Following prices are quoted by one house; splits, 98 lbs., \$7; whole green, 60-lb. bushel, \$5.50; yellow ditto, \$3.50.

<b>California Lima Beans—</b>	
80-lb. sacks	0 15 0 20
<b>Peas—</b>	
Split peas, sack, 98 lbs.	7 00 7 50
Whole green peas, bush.	5 50
Whole yellow, bushel	3 50

## Heavy Buying of All Nuts Except Brazil

**WINNIPEG.**  
**NUTS.**—Jobbers were buying nuts heavily last week, and bought right for the market advanced. Buying was heavy again this week. Importers will not quote on anything except what they have in their warehouses. Buyers are still holding off as regards Brazil nuts, the feeling prevailing that they will be cheap on account of the big crop. As regards 1916 crop, Jumbo peanuts for which the retailer is paying 16c for today, he bought the same for about eleven cents last year. The reason for the advance in peanuts is the heavy demand from the Allied Governments, who have been buying them to extract the peanut oil.

## Japan Tea Market Open— Price Doubtful as Yet

**WINNIPEG.**  
**TEA.**—A local broker has received a cable from his principals in Japan, which reads as follows: "The Japan market has opened. The quality appears to be better than last season at the opening. The market is somewhat in a waiting attitude owing to the uncertainty of the freight rate, available steamship spaces, and also the duty question." Great

(Continued on page 45.)

# FLOUR AND CEREALS

## Flour Has Shown Further Strength

Montreal.

**FLOUR AND FEEDS.**—There is still further firmness in the flour market at time of writing, although where formerly predictions of steadily advancing prices were heard, there are now suggestions that the market is surely in for a break. Nevertheless, it should be remembered that earlier opinions have been that circumstances might force flour to as high as \$20 per barrel before the middle of next winter. These views represent the two extremes of market opinion, the optimistic and the pessimistic. Just at present business in flour selling is being run very much hand-to-mouth. The larger concerns are meeting local demand at present prices, and mill-wheels are turning mostly to catch up deliveries of previous bookings. Very little, if any, considerable business is being done in flour at present prices, though before long more transactions may be expected on a large scale. Latest advances at the time of writing had brought flour to \$16 for Manitoba first patents, and winter wheat fancy patents were quoted at the same figure or even 50c higher by wholesalers. The market for winter wheat flour held strong, though a quantity of 90 per cent. in bags was said to have been sold in the city for spot cash at \$7.15. Jobbers were quoting \$8 for this. Feeds are steady, with bran three dollars down this week, as compared with last week's quotations. Demand is still quite strong for the other lines of feeds, and they may hold their market at present strength for some little time.

	Car lots	Small lots
Manitoba Wheat Flour—		
First patents	16 00	16 20
Second patents	15 50	15 70
Strong bakers	15 30	15 50
Winter Wheat Flour—		
Fancy patents	16 00	16 50
90% in wood	15 25	15 50
90% in bags	7 50	8 00
Bran, per ton	40 00	42 00
Shorts	46 00	47 00
Special middlings	52 00	53 00
Feed flour	63 00	64 00
Feed oats, per bushel	0 93	0 98

## All Cereals Are In Strong Market

Montreal.

**CEREALS.**—With such strength apparent in the wheat and flour market, it is not to be wondered at that the cereals one and all have showed corresponding strength. All the wheat-based cereals are strong in proportion to wheat's tremendous market strength. Many other cereals have risen in sympathy with wheat, and peas are also higher by quite

a marked advance. Oatmeal and rolled oats show great firmness of market, and there has set in a good demand for rolled oats of late. The outlook is for further firmness, it would seem, or for a continuance of the present strength of market. Corn is particularly agitated just now, and displays strength and irregularity, making it hard to buy wisely in large quantities owing to sudden and unaccountable variations at primary sources of supply.

Barley, pearl, 98 lbs.	7 50	8 00
Barley, pot, 98 lbs.	6 50	7 00

### FLOUR DECLINES \$1.10

While CANADIAN GROCER is about to go on the press, a decline of \$1.10 per barrel was recorded in the price of Manitoba first patents, which makes the selling price at the time of writing \$15.40. One of the large mills is quoting on a basis of \$15.40 in carload lots. There were no sales of cash wheat in Winnipeg on Wednesday, but October option dropped 15c to \$2.07 per bushel. Ontario winter wheat flour also declined on Tuesday to the extent of 60c per barrel, making the price for high patents \$14.70 in carload lots.

Buckwheat flour, 98 lbs.	5 25	5 50
Corn flour, 98 lbs.		6 00
Cornmeal, yellow, 98 lbs.	5 50	6 00
Graham flour, 98 lbs.		7 75
Hominy, grits, 98 lbs.		5 25
Hominy, pearl, 98 lbs.		5 25
Oatmeal, standard, 98 lbs.		5 00
Oatmeal, granulated, 98 lbs.		5 00
Peas, Canadian, boiling, bush.		4 25
Split peas	9 00	9 50
Rolled oats, 90-lb. bags		4 75
Whole wheat flour, 98 lbs.		7 75
Rye flour, 98 lbs.	5 25	5 50
Wheatlets, 98 lbs.		8 00

## Manitoba Flour Declined \$1.10 Bbl.

Wheat Market in Very Erratic Mood During Week—Demand for Flour Light At Present.

Toronto.

**FLOUR.**—Two advances during the week sent Manitoba first patents flour up to \$16.50 per barrel, a clear gain of \$1.50. Ontario winter wheat flour advanced a like amount which makes the selling price in carload lots \$15.45 per barrel. The wheat market was in an erratic state during the week. Cash wheat was strong with an advance of 6c per bushel recorded during the week. The October option, however, had some wild flights and from Wednesday of last week until Saturday increased 29½c per bushel, making the closing price on that day \$2.45. In Winnipeg on Tuesday the

cash wheat market closed 15c below that of Saturday while the October option was down 23c. In the face of this condition flour is again weak and a decline can be looked for if the wheat market does not shoot up again.

	Car lots per bbl.	Small lots per bbl.
Manitoba Wheat Flour—		
First patents	\$15 40	\$15 60
Second patents	14 90	15 10
Strong bakers	14 70	14 90
Ontario Winter Wheat Flour—		
High patents	14 70	15 00
Second patents	14 30	14 60

## Cornmeal And Hominy Make Big Advances

Toronto

**CEREALS.**—Big increases were recorded in the price of cornmeal, corn flour, hominy grits and pearl hominy during the week. In corn flour the increase amounted to 90c per bag, and on hominy grits and pearl hominy the advance was in a like amount. Yellow cornmeal was quoted higher by 95c per bag. Rolled oats were also in higher market, quotations ranging from \$4.65 to \$5 per bag, while standard oatmeal was quoted from \$5 to \$5.50. There has been a big demand for cereals of all kinds and prices in the grain markets give no intimation that any lower prices can be looked for.

	Less than car lots	Car lots
Barley, pearl, 98 lbs.	7 00	8 00
Barley, pot, 98 lbs.	5 20	7 00
Buckwheat flour, 98 lbs.	5 25	5 50
Corn flour, 98 lbs.		6 15
Cornmeal, yellow, 98 lbs.	4 80	5 95
Graham flour, 98 lbs.		7 00
Hominy grits, 98 lbs.		6 15
Hominy, pearl, 98 lbs.		6 15
Oatmeal, 98 lbs.	5 00	5 50
Rolled oats, 90-lb. bags	4 65	5 00
Rolled wheat, 100-lb. bbls.	6 75	7 00
Whole wheat flour, 98 lbs.	6 75	7 00
Wheatlets, 98 lbs.	7 50	7 95
Peas, yellow, split, bush.		11 00
Blue peas, lb.		0 10

Above prices give the range of quotations to the retail trade.

## Millfeeds Are Still Popular For Feeding

Toronto

**MILLFEEDS.**—Although the spring grass season is making rapid strides there is no indication that farmers and stockmen intend to materially curtail their millfeeds. They are getting good prices for their milk and butter and do not hesitate to spend money to get the production. There is however a noticeable falling off in the use of bran and prices in certain quarters have dropped \$3 per ton, making the range of prices \$40 to \$43 per ton. Likewise shorts show an easier tendency and a range of \$45 to \$46 per ton is quoted.

Special middlings are quoted from \$48 to \$52. Ontario oats in nominal quotations are 2c higher at 76c to 78. There are no official quotations on Manitoba oats but where sales are made the price is around 89c.

	Mixed cars ton	Small lots ton
Mill Feeds—		
Bran	\$40-\$43	\$42-\$45
Shorts	45-46	47-48
Special middlings	48-52	50-54
Feed flour	58-63	60-65
Ontario oats, No. 2 (nominal)	0 76	0 78
Manitoba oats, No. 2 (nominal)	....	0 89

### Flour Fluctuating Again; Cornmeal \$5.25 For 98's

Winnipeg.

**FLOUR AND CEREALS.**—Last weekend the flour business was practically at a stand-still as far as sales in the West were concerned, owing to the erratic flour market. Any movement in flour to Western Canada now is on delivery bookings previously placed. All milling companies are selling for immediate requirements only, and they are following the cash market. There has been some misunderstanding as to what was meant when the Government established the price of wheat at \$2.94. It was thought by many that the price for all wheat would be fixed, but as far as the mills are concerned, they are paying cash prices for wheat. For example, on May 10th, they were paying \$3.16, and since then prices have been fluctuating. There seems to be no established price for cash wheat, and the high price paid to-day represents a premium over what the Government paid for May, which was \$2.94. The action taken by the Government does not appear to help the millers very much, as the Government is not letting them have any of that \$2.94 wheat. Early this week flour was quoted at \$15.40 per bbl. for first patents, second patents, \$14.90; Clears, \$14.30; XXXX., \$13.30. Rolled oats are selling at \$4 for 80's; thus there is no change in price. The market is very firm. There is a brisk demand for good milling oats. This was reflected in prices last week when they were asking 82c for good milling oats, this was 10c higher than the week previous. Naturally this has had an effect on the price of oatmeal, which is quoted at \$5 for 98's. Package oats are still selling at \$4.50 per case. Cornmeal has gone out of all bounds owing to the sharp advances which have taken place recently in corn, which sold as high as \$1.28 per bushel last week. Cornmeal is being quoted at \$5.25 for 98's. Quotations on feed are. Bran, \$38; shorts, \$41; mixed chop, \$53, delivered to country points, in car lots. There is still a very heavy demand for feeds; prices are firm. Once the grass appears, market will no doubt be affected, but millers are not looking for cheap feed while the wheat market is so high.

Flour—	
Best patents	15 40
Bakers	14 90
Clears	14 30
XXXX.	13 30
Cereals—	
Rolled oats, 80's	4 00
Rolled oats, pkgs., family size.	4 50

Cornmeal, 98's	5 25
Oatmeal, 98's	5 00
Feeds—	
Bran, per ton	38 00
Shorts, ton	41 00
Mixed chop, ton	53 00

### MANITOBA MARKETS

(Continued from page 43.)

difficulty is experienced getting space on steamers in the Pacific, and this will undoubtedly have an effect on prices of Japan teas.

### Salmon 22c; Halibut 15c; Expect Fresh Lake Trout

Winnipeg.

**FISH AND POULTRY.**—Salmon is coming in very plentifully, but it is hardly thought that the price will be any lower than 22c. per lb. this week. Fresh halibut is also very plentiful, but the price is still 15c per lb. Dealers are expecting fresh lake trout in within the next two or three days. At the time of writing it is not known what the opening price will be. This week should see the arrival of catfish. The lakes in the north are still frozen, and there will not be any whitefish coming in from Lake Winnipeg for three weeks or a month. There is nothing doing as regards poultry yet; it is too early for spring chicken.

Whitefish	0 12
Salmon, frozen	0 15
Salmon, fresh	0 22
Halibut, fresh	0 15
Cod, Ling	0 10
Cod, black	0 12 1/2
Kippers, boxes	2 00
Bloaters, boxes	1 75
Mackerel, 20-lb. kits	3 00
Finnan haddie, lb.	0 13 1/2
Salt herrings, bbl.	5 50
Salt herrings, 20-lb. pails.	1 50
Smelts, extra	0 23
Brook trout	0 35
Smoked fillets	0 17
Sea herring	0 07 1/2

### Potatoes Up Again; Cherries & Asparagus In

Winnipeg.

**FRUIT AND VEGETABLES.**—Since writing last week there has been a radical change in the situation as regards potatoes. The demand has picked up, resulting in higher prices. No. 1 white potatoes are bringing \$1.75 to \$2. New carrots are on the market, selling at 6c. Old turnips are still offered at 2c. per lb. Imported parsley is coming in cheaper now, viz., 60c. per dozen. There has been a decline in Florida tomatoes which are now quoted at \$6 per case. Winter Nelles pears, which have been selling for months at \$4.50 per box, are now unobtainable. Louisiana strawberries are finished, and their place is now taken by Arkansas strawberries at \$5.50 for 24 quarts. Pineapples which are comparatively new on this market, have declined to \$4.50 per case. Newest line on the market are cherries, \$4.50 per box, and asparagus, \$4.50 per crate.

Manitoba potatoes, bushel	1 75	2 00
Celery, Cal., case	8 50	
Cucumbers, box	4 50	
Carrots, new, lb.	0 06	
Turnips, old, lb.	0 02	
Cabbage, Cal., lb.	0 12	
Cauliflower, Cal., small crates	3 00	
Head lettuce, Cal., doz.	1 25	

Lettuce, leaf, doz.	0 50
Imported mushrooms	0 90
Parsley, imported, doz.	0 60
Peas, green, lb.	0 20
Spinach, lb.	0 15
Tomatoes, Florida, case	6 00
Tomatoes, Mexican, case	4 00
Fruits—	
Oranges, navel, case	4 00 4 25
Lemons	5 00 5 50
Grape fruit	5 00
Malaga grapes, kegs	8 00 10 00
Wine saps, box	2 50 3 00
Rome Beauties, box	2 50 3 00
Cranberries, bbls.	11 00
Strawberries, Arkansas, case of 24 qts.	5 50
Bananas, lb.	0 05
Rhubarb, Washington, box	2 00
Pineapples, case	4 50

### RETAILERS AID BACK-TO-THE-LAND MOVEMENT

A noticeable tendency among retailers, chiefly throughout the West, has been to recently interest themselves in the movement to induce young men to remain on the farm. Always interested in all community movements which have as their aim the betterment of the community life of the rural and urban districts, this question has recently taken on a new meaning as it affects the retail merchant. Community development in the country towns is the principle behind the movement in an endeavor to make life more attractive for the young people, and thus induce them to remain in the rural districts rather than crowding into the larger centres of population; the merchants in the smaller centres are being urged to take a keener interest in the life of the community and to increase the attractiveness of country and village life. In creating environments which may appeal to the young people, it has been suggested that social centres, libraries, etc., be established, and that merchants make their stores serve the community in which they are located in a broader and bigger sense as they relate themselves to the community life generally.

### SALE OF CHEESE AT STANDSTILL IN CANADA

That much misapprehension exists as to what action the recently appointed Dairy Commission will take in regard to the cheese situation is becoming quite evident. At a gathering of the Brockville Dairymen's Board of Trade, the cheese situation was reviewed at length, and it was quite apparent that cheese producers would not accept the price of 22 1/2c as a basis for the season. This price has been widely suggested by purchasers, but the opinion prevails that a price of from 25c to 27 1/2c is necessary to relieve the farmers.

A letter read from Dairy Commissioner Ruddick, a member of the recently appointed commission, stated that nothing could be done in the matter until further instructions were received from the Imperial Government, but he assured cheese producers that they need have no misgivings over the matter of price, as such would be fair and reasonable for both parties concerned. In the meantime, the question as to whether business should be transacted or not should be left to the judgment of buyers and salesmen.



# WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

## British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, May 15.—The most cheerful news emanating from wholesale circles to-day is that flour has dropped 40c a barrel, making the best now \$15.70 a barrel. This is not enough of a drop to affect the price of bread, which is now generally 10c for a 14-oz. loaf. Standard granulated sugar is now \$8.95 a barrel. No. 1 rice now calls for \$140 and No. 2 for \$125 per ton. Rolled oats have advanced; fresh eggs are still scarce at 45c a dozen wholesale. Butter is firm, but prices have not changed for some time. Hams and bacons are firm, and a rise in prices in the near future is expected. Best hams are now 30½c and best bacons 33c. Local green vegetables are commencing to come in, thus cutting off largely imports from the South. This does not apply to cabbage and head lettuce, of which imports are still heavy. Strawberries are selling slowly, though prices have eased up a little. Apple stocks are getting low.

VANCOUVER, B.C.—	
Sugar, pure cane, gran., 100 lbs.	8 95
Flour, first patents, Manitoba, per per bbl., in car lots.	15 70
Salmon, Sockeye, 1-lb. talls, per case 4 doz.	
Rice, Siam, No. 1	140 00
Do., Siam, No. 2	125 00
Beans, Japanese, per lb.	
Potatoes, per ton	65 00
Lard, pure, in 400-lb. tierces, lb.	0 28½
Butter, fresh made creamery, lb.	0 49
Eggs, new laid, in cartons, doz.	0 45
Cheese, new, large, per lb.	0 29

## Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., May 15.—Fine weather is now prevailing throughout the West and seeding is progressing satisfactorily. If any article of food in common use in every household has not advanced in price within the last few days it is the exception and not the rule. In the flour market this commodity has risen in price \$1 per barrel during the week, and wholesale quotations for No. 1 patents at Regina yesterday were \$15.80. In common with flour, rolled oats are over \$1 higher, being quoted at \$4.75 and rice at \$5.50 per hundred shows an advance of \$1. Graham flour is up 50c a bail and cream of wheat has advanced \$1.80 per case, being quoted at \$9. Roman meal is up 60c a case, and cornmeal is considerably higher at 10's for \$6 and 49's at

\$2.80. Lard, which has been soaring continually since last fall, continues its upward flight, and an advance of over \$1 is reported this week, 3's now being quoted at \$16.15. Eggs are much higher in price at 38c. Butter is quoted at 42c. Bacon has advanced 2c. Red Cross brand pickles have advanced 25c per dozen, and most lines show a tendency upward. All lines of jams are higher, and pork and beans are up 25c per case. Blue Ribbon tea shows an advance of 2c per pound.

Tapioca is quoted up to 10¼c per pound, and currants in bulk are 1c per pound higher. Nearly all brands of soda biscuits have gone up from 2c to 4c a tin and 1c per pound on bulk. Campbell's soups are up 25c, corn syrups showing a similar advance. Canned pineapples are reported to be very scarce, and as a result an increase of 75c per case has been made effective. Owing to the short crop, local wholesalers state they will only be able to get about one-third their order. St. Charles milk, all sizes, is higher.

A general advance of from 50c to \$1 in all lines of soap has occurred, Royal Crown borax showing an advance of 50c per case. Royal Crown laundry is quoted at \$5.90 per case. Taylor's borax has been increased 60c per case. Fels Naphtha is up 55c, and Young Tom washing powder is now \$1.35 per case. Salmon quotations on finest sockeye are now \$13.25, and for pinks \$7.50 per case. Tomatoes are \$4.65, and raspberries \$5.45 per case.

REGINA—	
Beans, small white Japan, bu.	7 50
Flour, No. 1 patents, 98s, per bbl.	15 80
Molasses, extra fancy, gal.	0 71
Rolled oats, bails	4 75
Rice, Siam, cwt.	5 50
Sago and tapioca, lb.	0 10¼
Bacon, smoked backs, lb.	0 30½
Bacon, smoked, sides, lb.	0 30
Sugar, pure cane, gran., cwt.	9 14
Cheese, No. 1 Ontario, large	0 30
Butter, creamery, lb.	0 42
Lard, pure, 3s, per case	16 15
Bacon, smoked sides, lb.	0 32
Bacon, smoked backs, lb.	0 30
Eggs, new-laid	0 38
Tomatoes, 3s, standard case	4 65
Corn, 2s, standard, case	3 75
Peas, 2s, standard, case	2 95
Apples, gals., Ontario	2 25
Strawberries, 2s, Ont., case	5 15
Raspberries, 2s, Ont., case	5 45
Peaches, 2s, Ontario, case	3 75
Salmon, finest sockeye, tall, case	13 25
Salmon, pink, tall, case	7 50
Pork, American clear, per bbl.	40 75
Bacon, breakfast	0 27
Bacon, roll	0 22

## New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., May 15.—Continued rise in flour followed by a cessation in wheat trading has left the market in an

uncertain state, with mill prices withdrawn, but there were some local sales at \$16.90 on Manitoba and \$15.75 on Ontario. Potatoes are extremely scarce, and are firm at \$7. Throughout the province determined efforts have been made to increase production this year. Price changes as usual are practically all advances. Ordinary cornmeal bags are \$3.50. Siam rice has had a sudden heavy advance to \$2 to \$8 and \$8.10 per hundred. Cheese is easier at 27c and 28c. Eggs had a slight decline at 34c to 38c a dozen. Corned beef is quoted \$3 to \$4.25. Canned apples are \$3.25 to \$3.50 per case. Cream of tartar has advanced, and is now 51c to 54c per pound. Pork and beans have a wider range, from \$4 to \$5.50. Bermuda onions are \$3.40 to \$3.50 per case. New Florida tomatoes are on the market at \$5 for a 30-lb. crate. All laundry soaps have advanced 50c per case. Evaporated milk is up 25c a case. Medium dry codfish has advanced to 9¢ per hundred.

ST. JOHN, N.B.—

Flour, No. 1 patents, bbls., Man.	16 90
Ontario	15 75
Cornmeal, gran., bbls.	9 75
Cornmeal, ordinary, bags	3 50
Molasses, extra fancy, gal.	0 61
Rolled oats, bbl.	9 75
Beans, white, bush.	9 25
Beans, yellow-eyed	9 00
Rice, Siam, cwt.	8 00
Sago and tapioca, lb.	0 13½
Sugar—	
Standard granulated	8 75
Bright yellow	8 55
No. 1 yellow	8 35
Paris lumps	10 00
Cheese, N.B., twins	
Eggs, new-laid	0 34
Roll bacon	0 28
Breakfast bacon	0 23
Butter, dairy, per lb.	0 40
Lard, pure, lb.	0 29½
Lard, compound	0 22¼
American clear pork	53 00
Beef, corned, 1s	4 25
Tomatoes, 3s, standard, case	4 70
Corn, 2s, standard case	3 50
Peas, 2s, standard case	2 80
Apples, gals., N.B., doz.	3 10
Strawberries, 2s, Ont., case	5 00
Raspberries, 2s, Ont., case	5 40
Peaches, 2s, Ontario, case	4 00
Salmon, red spring, talls, case	10 00
Salmon, pink, talls, case	6 25
Salmon, Cohoes, case	9 00
Salmon, Chums	5 25
Sardines, domestic, case	5 65
Cream tartar	0 51
Currants, lb.	0 20
Raisins, choice, lb.	0 12
Raisins, fancy, lb.	0 12¼
Raisins, seedless, lb.	0 15
Prunes, 90-100, lb.	0 12½
Candied peel, citron	0 30
Candied peel, orange and lemon	0 26
Evaporated apples, lb.	0 12½
Evaporated apricots, lb.	0 21
Pork and beans, case	4 00
Fresh Fruits and Vegetables—	
Apples, Oregon, box	3 50
Lemons, Messina, box	4 00
Lemons, Cal., box	4 00
Oranges, Cal., box	3 50
Grapes, Malaga, keg	5 00
Grapefruit, per case	5 50
Potatoes, bbl.	7 00
Onions, Bermudas, 50-lb. crate	3 40
Tomatoes, Florida, 30-lb. crate	5 00

# PRODUCE AND PROVISIONS

## Hogs Record Price; Products Advance

**Montreal.**  
**PROVISIONS.** — The market on all lines of pork products continues very high. Prices of hogs have now reached their highest in the history of the trade — record height for Canada it is said, being the present quotations, live, \$18 to \$18.25 per hundred pounds, dressed, \$24.25 to \$24.50 per hundred pounds. These high prices are being felt in the prices of the cured products, and in practically all lines of pork products there have been advances this week of from half a cent to one cent over last week's figures. Pure lard is scarce, and high. Canadian packers are running very close on stocks, and in some instances are buying in Chicago to replenish their supplies. Shortening has been advanced due to higher prices of cottonseed oil, and the firmness of tone in this entire market is likely to remain.

<b>Hams—</b>		
Medium, per lb. ....	0 31	0 32
Large, per lb. ....	0 29	0 29½
<b>Backs—</b>		
Plain .....	0 32	0 34
Boneless, per lb. ....	0 34	0 35
<b>Bacon—</b>		
Breakfast, per lb. ....	0 32	0 33
Roll, per lb. ....	0 26	0 27
<b>Dry Salt Meats—</b>		
Long clear bacon, ton lots....	0 24	0 25
Long clear bacon, small lots....	0 24½	0 25½
Fat backs, lb. ....	0 23	0 24
<b>Cooked Meats—</b>		
Hams, boiled, per lb. ....	0 42	
Hams, roast, per lb. ....	0 46	
Shoulders, boiled, per lb. ....	0 36½	0 37½
Shoulders, roast, per lb. ....	0 37	0 37½
<b>Lard, Pure—</b>		
Tierces, 400 lbs., per lb. ....	0 27	
Tubs, 60 lbs. ....	0 27	
Pails .....	0 27½	
Bricks, 1 lb., per lb. ....	0 28½	
<b>Shortening—</b>		
Tierces, 400 lbs., per lb. ....	0 21½	0 21½
Tubs, 50 lbs. ....	0 21½	0 21½
Pails, 20 lbs., per lb. ....	0 22½	0 22½
Bricks, 1 lb., per lb. ....	0 22½	0 22½

## Poultry Still in Average Market

**Montreal.**  
**POULTRY.** — In the poultry market since last weeks' report nothing of note has occurred. The arrivals of live poultry are still insignificant, and the market is mainly supplied with storage birds, which are in quite as good demand at present, and which are attractively packed. Prices of poultry are unchanged for this week, and demand is fairly active, as poultry takes a very good place amongst flesh foods at present as regards prices from the point of view of economy.

<b>Poultry (dressed)—</b>		
Chickens, milk-fed, crate, fattened, lb. ....	0 30	
Old roosters .....	0 20	
Roasting chickens .....	0 25	0 27
Young ducks .....	0 25	
Turkeys (old toms, dressed, lb. ....	0 32	
Turkeys (young) .....	0 33	

## Chicago Eggs Cheaper Than Some Canadian

**Montreal.**  
**EGGS.**—Prices of eggs in the country during the past week have been very irregular. Some buyers appear to want eggs at any price, and the result has been competition for eggs at high prices, in some instances as high as 40 cents per doz., being paid in the country. The general run of prices, however, has been from 37 to 38 cents. Many Canadian dealers are importing current receipt eggs from Chicago to use for their local trade, as these eggs delivered duty paid are a good deal cheaper than Canadian, and answer the purpose quite as well since the quality of the Northern States egg due to cool weather of late is quite as good as that of Canadian eggs. Local selling prices to retailers are higher, but it is the opinion of dealers that the market has touched the top, and they are looking for some reaction. There is some enquiry for export eggs, but owing to the fact that it is impossible to book any space for sea transport, sales have not been consummated. Egg receipts in Montreal for the week ending May 12th were 19,071 cases as compared with 24,047 cases for the corresponding period last year.

<b>Eggs—</b>		
New laid .....	0 42	0 44

## Country Cheese Dull A Shading Downward

**Montreal.**  
**CHEESE.** — There is still a waiting period in the market for cheese in the country. Factories are making the product as milk supplies come forward quite plentifully, but while the Imperial Commission delays to decide on purchases and prices, the general market also waits. A shading is noted in the market as far as supplies to the retailer are concerned. This takes the form of a reduction of a cent a pound on Large New, New Twins, and Triplets. Fancy Old Cheese is very scarce at present, and it is remarked that the make from fodder-fed cows has not the keeping quality of grass fed. But grass-fed milk will be coming forward more plentifully soon. Only 14,188 boxes of cheese are recorded as receipts in Montreal for the week ending May 12th, as compared to 33,506 boxes for the corresponding period last year.

<b>Cheese—</b>		
Large (new), per lb. ....	0 26	0 26½
New twins, per lb. ....	0 26	0 26½
Triplets, per lb. ....	0 26	0 26½
Stilton, per lb. ....	0 29	
Fancy, old cheese, per lb. ....	0 32	

## Country Butter Was In Variable Market

**Montreal.**  
**BUTTER.** — In the country prices of

butter showed during the past week a tendency to irregularity around a little over 40 cents to a little over 42 cents for fine and pasteurized butter. The cheese market which is dilatory is said to be affecting butter a little, but the phase will be transient in all probability, and the market will probably rule rather to the firm side in the main. Just at present there is coming forward principally mixed grass and fodder-fed quality butter, but all grass fed may be expected within the week. Reports from the country are favorable as to quantity and quality. Arrivals in Montreal for the week ending May 12th were 5,367 packages, as compared with 7,654 packages for the corresponding period last year. More production is, however, expected.

<b>Butter—</b>		
Creamery prints (fresh made) .....	0 44	0 44½
Creamery solids (fresh made) .....	0 43	0 44
Dairy prints, choice, lb. ....	0 37	0 38
Dairy, in tubs .....	0 33	0 34
Bakers .....	0 30	0 31

## Honey and Maple Market Steady

**Montreal.**  
**HONEY AND MAPLE.** — Honey remains in market unaltered from that described last week, and demand is not particularly active. The production season for maple syrup and sugar, though carried on for rather longer than usual this year, is over, and the general report is rather a restricted output, of rather finer product than usual. Prices in the country did not soar above \$1.40 per Imperial gallon for the syrup, and 14 cents for the sugar and these high prices were not widely prevalent, but with a distinct shortage of maple product this year prices to retail trade may advance as the stocks dwindle. The cost of cans has to be considered seriously this year.

<b>Honey—</b>		
Buckwheat, 5-10 lb. tins, lb. ....	0 13	0 13½
Buckwheat, 60-lb. tins, lb. ....	0 13	
Clover, 5-10 lb. tins, per lb. ....	0 15½	
Clover, 60-lb. tins. ....	0 14½	
Comb, per section .....	0 18	0 19
<b>Maple Product—</b>		
Syrup, 131 lbs. Imp. meas., per gal. ....	1 45	1 50
11-lb. tins .....	1 20	1 25
Sugar in blocks, per lb. ....	0 14	0 15

## Live Hogs Easier; Compound Lard Up

**Demand for Meats Expected to Be Heavier With Coming of Nice Weather.**

**Toronto**  
**PROVISIONS.**—There was a slightly easier tone to the market for live hogs during the week, although the numbers arriving at the first part of the week were rather light. At f.o.b. points

slightly higher prices were paid by about 15c per hundred. Fed and watered hogs were quoted from \$16.90 to \$17 per hundred during the week and off cars at \$17.25. Compound lard was quoted  $\frac{3}{4}$ c per pound higher during the week following the firmness in the cotton oil market. There has been a very good demand for compound and pure lard, the demand in this respect keeping up surprisingly well in the face of the high prices. Dealers state they are sold up on lard which is unusual for this time of the year with receipts of lard normal. The demand for meats of all kinds has been fair but it is expected to be heavier in the near future with the development of the demand for picnic hams.

<b>Hams—</b>		
Medium, per lb. ....	0 30 $\frac{1}{2}$	0 32.
Large, per lb. ....	0 26	0 28
<b>Backs—</b>		
Plain .....	0 35	0 37 $\frac{1}{2}$
Boneless, per lb. ....	0 36	0 39
<b>Bacon—</b>		
Breakfast, per lb. ....	0 32	0 40
Roll, per lb. ....	0 27 $\frac{1}{2}$	0 28
Wiltshire bacon, per lb. ....	0 31	0 34
<b>Drv Salt Meats—</b>		
Long clear bacon .....	0 25	0 26 $\frac{1}{2}$
Fat backs, lb. ....	0 25	0 27
<b>Cooked Meats—</b>		
Hams, boiled, per lb. ....	0 41	0 42
Hams, roast, per lb. ....	0 41	0 44
Shoulders, roast, per lb. ....	0 36 $\frac{1}{2}$	0 41
<b>Barrel Pork—</b>		
Mess pork, bbl., 200 lbs. ....	46 00	48 50
Short cut backs, bbl., 200 lbs. ....	48 00	52 00
Pickled rolls, bbl., 200 lbs. ....	48 00	49 00
<b>Lard—</b>		
Pure tierces, 400 lbs., per lb. ....	0 26 $\frac{1}{4}$	0 27
Compound tierces, 400 lbs., lb. ....	0 22 $\frac{1}{4}$	0 22 $\frac{3}{4}$
In 60-lb. tubs, $\frac{1}{4}$ c higher than tierces; pails, $\frac{1}{4}$ c higher than tierces, and 1-lb. prints, $\frac{1}{4}$ c higher than tierces.		
<b>Hogs—</b>		
Dressed, abattoir killed .....	23 50	24 50
Live, off cars .....		17 25
Live, fed and watered. ....	16 90	17 00
Live, f.o.b. ....	16 15	16 40

**Dairy Butter Is  
Now More Plentiful**

Toronto

**BUTTER.**—There was an easier tendency in the butter market during the week although no declines were noted. With a larger volume of creamery butter being produced in the eastern part of the Dominion, particularly in Quebec, there has been an easier tone. In Ontario the production of dairy butter is mounting up to better figures due to the fact that the cattle are getting some grass and milk production is consequently much better. Prices remained unchanged during the week.

Creamery prints, fresh made ..	0 44	0 45
Creamery solids .....	0 41	0 42
Dairy prints, choice, lb. ....	0 38	0 41
Dairy prints, lb. ....	0 36	0 37 $\frac{1}{2}$
Bakers .....	0 28	0 35

**American Eggs Are  
Coming to Ontario**

Toronto

**EGGS.**—Owing to the high prices that are prevailing in country points eggs from the United States are being brought into this market. Commission men have had to pay in the neighborhood of 40c per dozen in country points

in Ontario whereas fresh eggs from the Chicago district could be brought in during the week at about 38c per dozen after duty and freight had been paid. There has been eager bidding for eggs for storage purposes and the local egg market was consequently put up to higher levels. Some of the commission men are putting the American eggs into storage. With the cheaper eggs in the American market there is pretty sure to be an easier tendency in the local market as buyers have not been troubling themselves about the local production. Six or seven cars of American eggs are already on the way and one had been received at the first part of the week. Prices were 1c higher as a result of the conditions prevailing.

<b>Eggs—</b>	
New laid, cartons .....	0 48
New laid, ex-cartons .....	0 41

**Cheese Market Is  
Still Very Unsettled**

Toronto

**CHEESE.**—There is still a very unsettled condition in the cheese market due to the fact that the purchasing commission has not yet announced the price at which they will buy cheese. At the cheese board during the week considerable quantities of new cheese were offered but the only bids made were around 20c per pound and the makers refused to take these offers. There is a feeling among commission men that cheese is pretty sure to be lower in price, as they anticipate the commission will fix a lower price than current recently. Quotation remained unchanged during the week.

<b>Cheese—</b>	
New, large .....	0 27 $\frac{1}{2}$ 0 29
Old, large .....	0 28 $\frac{1}{2}$ 0 29
Stilton .....	0 28 $\frac{1}{2}$ 0 30

**Spring Broilers Are  
Coming Better Now**

Toronto

**POULTRY.**—A few spring broilers reached the local market during the week but as yet they are rather poorly prepared birds. Those weighing over a pound and a half are commanding 50c per pound while those under a pound are bringing 45c per pound. It is anticipated that larger members will henceforth reach the market. A larger number of turkey gobblers reached the market during the past week. They are fairly large size, weighing from 15 to 20 pounds. These find a ready sale for the hotel and restaurant trade where they can be utilized to advantage without so much waste. Arrivals of hens and roosters have been light during the week. Quotations remain unchanged.

Roosters, live, per lb. ....	0 18	0 20
Hens, live, per lb. ....	0 22	0 25
Hens, fresh, dressed, per lb. ....	0 20	0 24
Turkey gobblers, dressed, fresh. ....		0 24
Spring chickens, live, lb. ....		0 45

Prices are those paid at Toronto by commission men.

**Maple Syrup Crop  
Has Been Normal One**

Toronto

**MAPLE SYRUP, HONEY.**—There has been a fairly good yield of maple syrup in the Eastern sections of the Dominion, although in Ontario the yield has been light. Quebec has sent fairly good supplies of syrup to this market as she has done in former years. Prices have been higher this year in sympathy with the advance in almost every food line. Honey stocks are getting within narrow scope and prices have advanced  $\frac{1}{2}$ c per pound during the week.

<b>Honey—</b>	
Clover, 5 and 10-lb. tins. ....	0 14 0 15
60-lb. tins .....	0 13 $\frac{1}{2}$ 0 14
Comb. No. 1, doz. ....	2 40 2 75
<b>Maple Syrup—</b>	
8-lb. tins .....	1 25
Gallons, Imperial .....	1 75 1 80

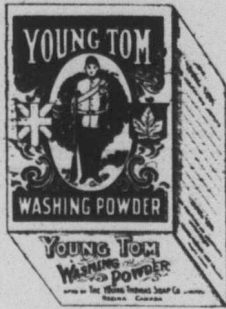
**Eggs Holding Up  
Country Prices 36-36 $\frac{1}{2}$ c**

Winnipeg.

**PRODUCE AND PROVISIONS.**—Hogs have been slightly easier during past week and price receded from \$16 to \$15.75. Receipts are fairly plentiful. Both lard and shortening registered a slight advance, the basis last weekend being 26 $\frac{1}{4}$ c for pure lard in tierces and 19 $\frac{1}{2}$ c for shortening. Previous prices are all firm, especially breakfast bacon. Eggs.—The market last week was an exciting one, with radical advances; dealers were paying country merchants as much as 36c and 36 $\frac{1}{2}$ c. Both Eastern and Western buyers have been enquiring for supplies, and there have been some reports of purchases for export sales, which brought 36c at seaport, subject to boat space. Indications point to a continuance this week of present prices. Butter.—The situation was unchanged last week, country merchants paying creameries 40 $\frac{1}{2}$ c for No. 1 solids, f.o.b. Winnipeg. Receipts are increasing. Cheese.—The Eastern market is a little firmer, consequently the buying price at local factories advanced a cent, to 26c. Dealers in Winnipeg are paying 27 $\frac{1}{2}$ c.

<b>Hams—</b>	
Medium, per lb. ....	0 28 0 29
Heavy, per lb. ....	0 26 0 27
Light, lb. ....	0 29 0 30
<b>Bacon—</b>	
Breakfast, per lb. ....	0 32 0 33
Breakfast, select, lb. ....	0 38 0 39
Backs, regular .....	0 30
Backs, select, per lb. ....	0 32
<b>Dry Salt Meats—</b>	
Long clear bacon, light. ....	0 24 0 24 $\frac{1}{2}$
Backs .....	0 25 0 25 $\frac{1}{2}$
<b>Barrelled Pork—</b>	
Mess pork, bbl. ....	45 00
<b>Lard, Pure—</b>	
Tierces .....	0 26 $\frac{1}{4}$
20s .....	5 45
Cases, 5s .....	15 95
Cases, 3s .....	16 05
<b>Lard, Compound—</b>	
Tierces .....	0 19 $\frac{1}{2}$
Tubs, 50s, net .....	9 88
Pails, 20s, net .....	4 10
<b>Butter—</b>	
Fresh made creamery, No. 1 cartons .....	0 48
Fresh made creamery, No. 2. ....	0 42
<b>Fresh Eggs—</b>	
New laid .....	0 38
<b>Cheese—</b>	
Ontario, large Sept. ....	29 00 30 00
Ontario, large, fresh .....	0 27 0 27 $\frac{1}{2}$
Manitoba, large, fresh. ....	0 27 $\frac{1}{2}$ 0 28

## Three Ready Sellers



### YOUNG TOM SOAP POWDER

A package will make 4 gallons of soft soap simply by adding boiling water.

Display the Open Box on Your Counter



### GLYCERINE PUMICE A Really Scientific Hand Cleanser



Display the Open Box on Your Counter

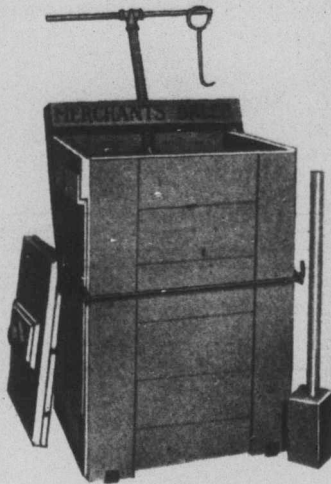
### PURE OLIVE CASTILE

The only pure olive oil product made to retail at 5c. per cake.

Ask your jobber for these lines. He carries them.

## Merchants Baler

MADE IN CANADA



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

"f.o.b. Toronto."

Stephenson, Blake & Co.  
Manufacturers  
60 Front St. West, - Toronto

The Best Asset of a  
Grocery Business is  
Satisfied Customers

## Baker's Cocoa and Chocolate



Registered Trade-Mark

Preparations are reliable, always of uniformly high quality, easily sold, in constant demand; the standards of the trade.

### ALWAYS SATISFACTORY

Made in Canada by  
Walter Baker & Co., Limited  
Established 1780  
Montreal, Can.   Dorchester, Mass.

Kindly mention this paper when writing to advertisers.

# KLIM

SPELL IT BACKWARD  
PURE SEPARATED MILK  
IN POWDER FORM  
FOR ALL COOKING  
WHERE MILK IS NEEDED

## Tell Your Customers

about Klim. They will easily realize the great advantage of having a constant supply of fresh milk available at all times—even in the hottest weather.

Klim will not sour or deteriorate; dissolves quickly in water and makes a pure, wholesome milk for all domestic uses.

Order from your wholesale Grocer.

**Canadian Milk Products, Limited**  
10-12 William Street  
TORONTO

## Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include:

- Cultivation and Preparation.
- Commercial Classification and Description.
- Adulteration and Detection.
- Art of Mending, Preparing, etc.

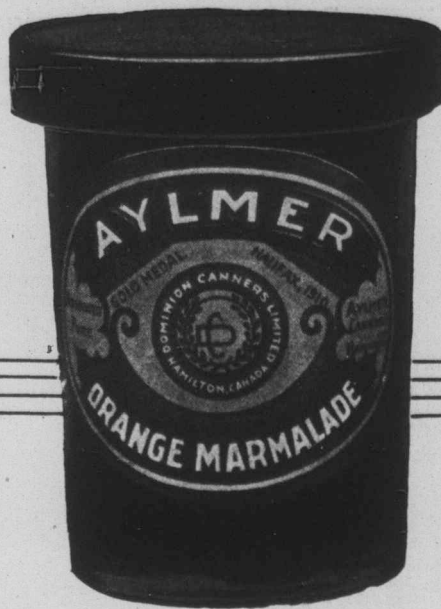
This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you post-paid on receipt of

**\$2.00**

It Will Pay You to Send at Once.

**MacLean Publishing Co.**

Technical Book Department  
148-152 University Avenue, Toronto.



**Display tempting, tasty  
Aylmer Orange  
Marmalade**

Made from Natural Ripe  
Oranges and Pure Cane  
Sugar. Made in Canada  
for Canadians.

A few jars on your counter,  
shelves or window will re-  
mind the housewife and  
appeal to her purse. Try  
it out.

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**Dominion Canners**  
**LIMITED**

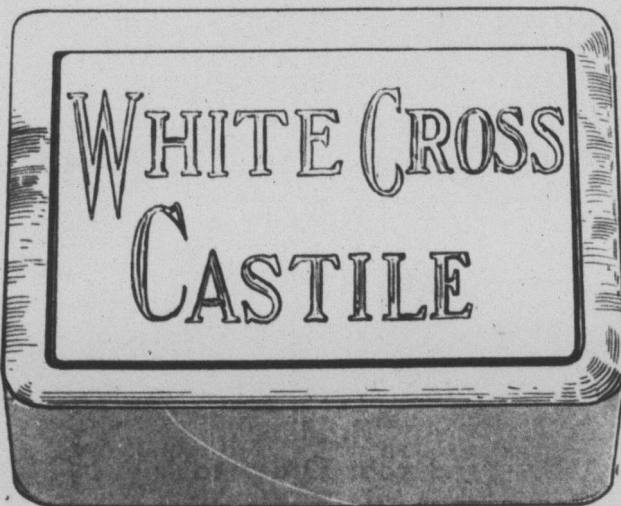
**Hamilton - Canada**



Trade Price, 45c per doz.  
A popular seller worth displaying. It brings the customer back for more.



Trade Price, 80c per doz.  
A snappy seller everywhere. The beautiful transparency and undoubted quality of this RICHARDS line make it a favorite with everybody.



Write your Wholesaler or  
**The Richards Pure Soap Co.**  
LIMITED  
WOODSTOCK, ONTARIO

Ask Us For  
**Wrapping  
Papers**

10,000 Rolls and Reams

and

**Twines**

Very large assortment.

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

In your Locality  
are many  
**Dogs and Cage Birds**

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

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

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

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

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

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

*Look It Up In*

# THE GROCER'S ENCYCLOPEDIA

By ARTEMAS WARD

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

1,200 subjects, 500 illustrations, 80 full-page color-plates, 748 pages, 11 x 8½ inches in size, printed on fine calendered paper and strongly bound in heavy buckram.

## WHAT JOBBERS SAY

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

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

"I appreciate your splendid book a great deal. Its valuable information will help me in my business as a grocery salesman."

*A. C. Robinson, with the Daniells Cornell Co.*

"A most interesting book and we find a constant pleasure in referring to it."

*Newport Paper & Grocery Co.*

"The best thing we have seen for the education not only of the retail but also of the wholesale grocer."

*E. T. Smith Co.*

"A very attractive looking book and one which we should think every groceryman would be glad to own."

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*S. G. Hunt, Twin Mountain, N.H.*

"I surely do appreciate your book."

*M. N. Doubleday, North Dana, Mass.*

"We think it a very valuable book—very instructive."

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"We are more than pleased with the Encyclopedia and value it very much."

*Wookey Bros., Waterbury, Conn.*

"The very best book I have ever seen."

*S. E. Campbell, Fairlee, Vt.*

"I wish to thank you for bringing this book to my notice."

*H. S. Young, Norwichtown, Conn.*

"A fine instructive book."

*O. A. Stevens, Ludlow, Me.*

"One of the finest books I have ever seen."

*L. N. Perreault, Attleboro, Mass.*

PRICE \$10.50; DELIVERY PREPAID. Send your Order to

**THE CANADIAN GROCER**  
TORONTO, CANADA

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### It's a foregone conclusion

that your customers will buy Malcolm Milk Products regularly after a trial. Repeat sales are the every-day rule with Malcolm's, and good profits are assured.

5-case lots delivered to any part of Ontario, Quebec, or Maritime Provinces. Freight paid up to 50c per 100 lbs.

**The Malcolm Condensing Co., Limited**  
ST. GEORGE, ONTARIO  
"The Only Canadian Milk Company"

# MOIRS CHOCOLATES

will develop your candy department

Their tasty wholesomeness will satisfy the candy connoisseur, and the wide margin of profit they produce will quickly build up for you a worth-while business in this direction.

You can order your supplies of Moirs in bulk or packages, and we guarantee quick, satisfactory service.

Tone up your candy sales by pushing these popular confections.

**MOIRS, LIMITED**  
HALIFAX, CANADA



## Something every customer needs

A reliable high quality shoe dressing satisfactory in every way.

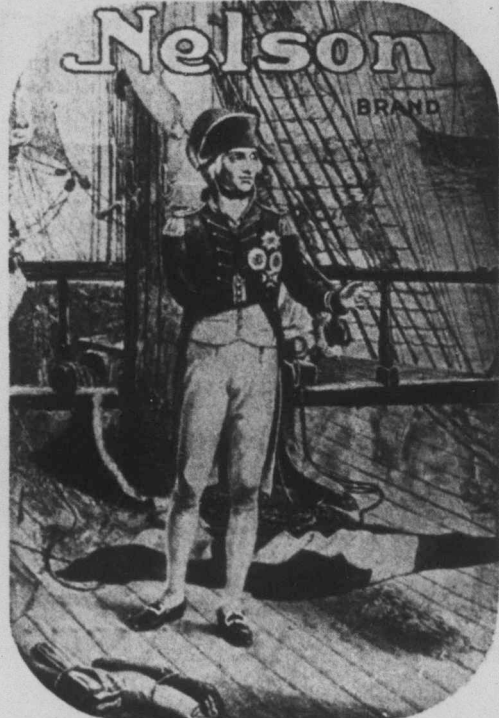
The demand for Regent Shoe Dressings is in evidence the year round, and dealers would be well advised to stock these superior quick sellers. Sold through wholesale grocery houses at 75c per dozen.

How about a first order?

**Chas. Tilley & Son**  
MANUFACTURERS  
90 Richmond Street West, Toronto

## NORWEGIAN BRISLING (SARDINES)

Net to be mistaken for Sild, or what you buy as Sardines!  
THE FISH THAT MADE STAVANGER FAMOUS!



A/s NORWEGIAN CANNERS EXPORT OFFICE  
STAVANGER (Norway)

Apply: Standard Imports, Limited, Montreal

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



# Great Reduction

Slightly used refrigerators suitable for Butchers, etc.

1—No. 2 Eureka Refrigerator	- - -	7' x 8' x 11'
1—No. 1 " "	- - -	12' x 8' x 12'
1—No. D Standard " "	- - -	7' x 10' x 10'
1—No. B " "	- - -	6' x 9' x 11'
1—No. B " "	- - -	7' x 6' x 11'
1—No. B " "	- - -	6' x 6' x 10'
1—No. 2 Eureka " "	- - -	7 x 5 6 x 11

The above all in absolutely first-class condition and all refinished on outside. These will be sold at bargain prices. Now is your chance for a cheap box. Communicate to us direct or to our representatives in the different cities in Canada.

Representatives:—Mr. James Rutledge, 2608 Waverley St., Montreal, Que.; phone St. Louis 876. Mr. Geo. Simonds, 334 Markham St., Toronto, Ont.; phone College 8794.

## THE W. A. FREEMAN & CO. LIMITED

Hamilton, Canada

# Bacon

"Star" Brand English Breakfast Bacon as sent out by us is the result of over sixty years of experience in the Curing of Good Bacon. It has no superior for delicious quality. Just try it yourself and you will be able to tell your customers so.

Made under Government Inspection.

Let us have your inquiries and your orders.

## F. W. FEARMAN CO. LIMITED HAMILTON

## QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$56½ PER INCH PER YEAR

BAKING POWDER		
ROYAL BAKING POWDER		
Size	Bbl. lots	
	Less than 10-case lots Per doz.	or 10 cases and over Per doz.
Dime	\$0.95	\$0.90
4-oz.	1.40	1.35
6-oz.	1.95	1.90
8-oz.	2.55	2.50
12-oz.	3.85	3.75
16-oz.	4.90	4.80
2½-lb.	11.60	11.35
3-lb.	13.60	13.35
5-lb.	22.35	21.90

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms.

BAKING POWDER		
WHITE SWAN SPICES AND CEREALS, LTD.		
4-oz. Tins, 4 doz. to case weight 20 lbs.	.....	.65
6-oz. Tins, 4 doz. to case weight 25 lbs.	.....	.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 65 lbs.	.....	2.25
3-lb. Tins, 2 doz. to case, weight 85 lbs.	.....	5.00
5-lb. Tins, 1 doz. to case weight 75 lbs.	.....	9.50

DOMINION CANNERS, LTD. JAMS		
"Aylmer" Pure Jams and Jellies Guaranteed Fresh Fruit and Pure Sugar Only.		
Screw Vac top Glass Jars, 16 oz. glass 2 doz. case.	Per doz.	
Blackberry	.....	\$2.40
Currant, Black	.....	2.50
Plum	.....	2.30
Pear	.....	2.30
Peach	.....	2.30
Raspberry, Red	.....	2.50
Raspberry and Red Currant	.....	2.49

DOMINION CANNERS, LTD. CATSUPS—In Glass Bottles		
Per doz.		
¼ Pts. Delhi Epicure	.....	\$1.75
½ Pts. Red Seal, screw tops	.....	1.35
Pts. Delhi Epicure	.....	2.40
Pts. Red Seal	.....	1.85
Qts. Delhi Epicure	.....	2.60
Qts. Red Seal	.....	2.40
Qts. Lynn Valley	.....	2.40

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.		
ROGERS' GOLDEN SYRUP		
Manufactured from pure cane sugar.		
2-lb. tins, 2 doz. case	.....	\$4.10
5-lb. tins, 1 doz. in case	.....	4.70
10-lb. tins, ½ doz. in case	.....	4.40
20-lb. tins, ¼ doz. in case	.....	4.25
Perfect seal glass jars in the case	.....	3.40
Delivered in Winnipeg in carload lots.		

BAKED BEANS WITH PORK.		
Brands—Canada First, Simcoe Quaker.		
Per doz.		
Individual Baked Beans, Plain 80c. or with Sauce, 4 doz. to case	.....	\$0.90

1's Baked Beans, Plain, 4 doz. to case	.....	.95
1's Baked Beans, Tom. Sauce, 4 doz. to case	.....	1.15
1's Baked Beans, Chili Sauce, 4 doz. to case	.....	1.15
2's Baked Beans, Plain, 2 doz. to case	.....	1.60
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	.....	1.85
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	.....	1.85
Family, Plain, \$1.85 doz.; Family, Tomato Sauce, \$2.45 doz.; Family, Chili Sauce, \$2.45 doz.; 3's, Plain, Tall, \$2.40 doz.; 3's, Tomato Sauce, \$3 doz.; 3's, Chili Sauce, \$3 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), \$9 doz.		

"AYLMER" PURE ORANGE MARMALADE		
Per doz.		
Tumblers, Vacuum Top, 2 doz. in case	.....	\$1.60
12-oz. Glass, Screw Top, 2 doz. in case	.....	1.80
16-oz. Glass, Screw Top, 2 doz. in case	.....	2.30
16-oz. Glass Tall, Vacuum Top, 2 doz. in case	.....	2.30
2's Tin, 2 doz. per case	.....	3.20
4's Tin, 12 pails in crate, per pail	.....	.59
5's Tin, 8 pails in crate, per pail	.....	.72
7's Tin or Wood, 6 pails in crate	.....	.94
14's Tin or Wood, 4 pails in only, per lb.	.....	13½
30's Tin or Wood, one pail crate, per lb.	.....	13½

BLUE		
Keen's Oxford, per lb.	.....	0 17½
In cases 12—12 lb. boxes to case	.....	0 17

CEREALS		
WHITE SWAN. Per case		
Pancake Flour (Self-rising), 2 doz. case, wgt. 50 lbs.	.....	\$2.70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	.....	2.70
Buckwheat Flour (Self-rising), 2 doz. to case, wgt. 50 lbs.	.....	2.70
Health Flour, 5-lb. bags, per doz.	.....	3.60
King's Food, 2 doz. to case, weight 95 lbs.	.....	5.50
Diet Flour, 3½ lbs., 1 doz. to case, per case	.....	4.50
Wheat Flakes, per case of 2 doz., 25c pkgs.	.....	4.50
Wheat Kernels, 2 doz. to case 2.70		

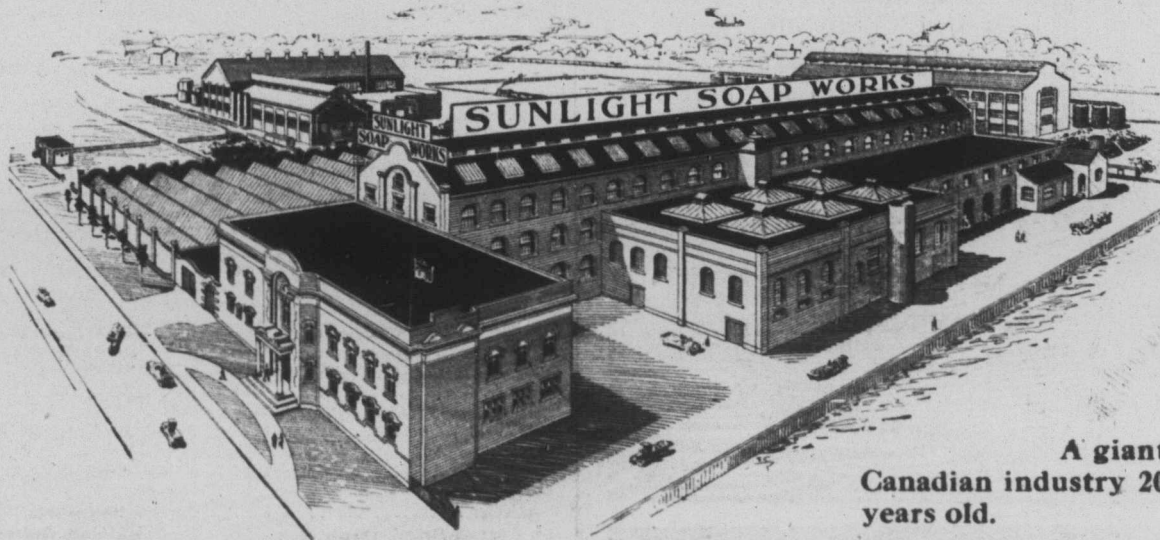
COCOA AND CHOCOLATE THE COWAN CO., LTD.		
COCOA.		
Empire Breakfast Cocoa, 2 doz. in box, per doz.	.....	2.45
Perfection, ¼-lb. tins, doz.	.....	2.45
Perfection, ¼-lb. tins, doz.	.....	1.35
Perfection, 10c size, doz.	.....	.95
Perfection, 5-lb. tins, per lb.	.....	.37
(Unsweetened Chocolate)		
Supreme Chocolate, 12-lb. boxes, per lb.	.....	.36



## As good as guaranteed

Look them over. You'll admit that the "Big Five" lines shown above are the best known and most popular specialties of their kind in the market. Why is this? **QUALITY**, and again, **ADVERTISING**, and again, **REPUTATION**. You can't beat that combination. Stock these lines, big, you're safe!

**Lever Brothers Limited, Toronto, Canada**



A giant  
Canadian industry 20  
years old.

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



# Plan for bigger fish sales this Summer

Light, nourishing, appetizing sea foods find a strong appeal during the warm weather weeks.

If you want better fish sales this summer; if you want heavy sales the year through, build them on the quality and wholesomeness of

## Brunswick Brand Sea Foods

Ask your wholesaler to supply you to-day.

You'll like their selling qualities from the first. Your customers will like them and will come again for more. Get a trial shipment.

**CONNORS BROS., LTD.**  
BLACK'S HARBOR, N. B.



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

Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 80
Diamond Chocolate, 7s, 4-lb. boxes	1 10
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28
Diamond, 1/4's, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in 1/2-lb. packages, 2 and 4 doz. in box, per doz.	1 25
Chocolate Confections	Per doz.
Maple buds, 5-lb. boxes	0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 39
Chocolate wafers, No. 2, 5-lb. boxes	0 35
Nonpareil wafers, No. 1, 5-lb. boxes	0 33
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 42
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 95
Nut milk chocolate, 1/2's, 6, lb. boxes, lb.	0 39
Nut chocolate squares (20 divisions to cake), packed 2 and 3 cakes to a box, per cake	0 75
Almond nut bars, 24 bars, per box	0 90

**CALIFORNIA FRUIT CANNERS ASSOCIATION**

**CALIFORNIA RIPE OLIVES DEL MONTE BRAND**

Size—

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

**YUBA BRAND**

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

**BORDEN MILK CO., LTD.**

**CONDENSED MILK**

Terms net 30 days

Eagle Brand, each 48 cans	\$8 00
Reindeer Brand, each 48 cans	7 70
Silver Cow, each 48 cans	7 15
Gold Seal, Purity, each 48 cans	7 00
Mayflower Brand, each 48 cans	7 00
Challenge, Clover Brand, each 48 cans	6 50

**EVAPORATED MILK**

St. Charles Brand, Hotel, each 24 cans	5 90
Jersey Brand, Hotel, each 24 cans	5 90
Peerless Brand, Hotel, each 24 cans	5 90
St. Charles Brand, Tall, each 48 cans	6 00
Jersey Brand, Tall, each 48 cans	6 00
Peerless Brand, Tall, each 48 cans	6 00
St. Charles Brand, Family, each 48 cans	5 25
Jersey Brand, Family, each 48 cans	5 25
Peerless Brand, Family, each 48 cans	5 25
St. Charles Brand, small, each 48 cans	2 50

Jersey Brand, small, each 48 cans	2 50
Peerless Brand, small, each 48 cans	2 50

**CONDENSED COFFEE**

Reindeer Brand, "Large," each 48 cans	5 50
Reindeer Brand, "Small," each 48 cans	5 80
Regal Brand, each 24 cans	5 20
Cocoa, Reindeer Branch, each 24 cans	5 80

**COFFEE**

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

**WHITE SWAN**

1 lb. square tins, 4 doz. to case, weight 70 lbs.	0 37
1 lb. round tins, 4 doz. to case, weight 70 lbs.	0 35

**ENGLISH BREAKFAST COFFEE**

1/2 lb. tins, 2 doz. to case, weight 22 lbs.	0 23
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 21

**MOJA**

1/2 lb. tins, 2 doz. to case, weight 22 lbs.	0 32
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 31
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 31

**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., wght. 6 lbs.	2 25
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

**GELATINE**

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

**W. CLARK, LIMITED MONTREAL**

Compressed Corn Beef, 1/2s.	\$2.75;
1s.	\$3.50; 2s.
\$9;	6s.
\$34.75;	14s.
\$68.00.	
Roast Beef, 1/2s.	\$2.75; 1s.
\$3.50;	2s.
\$9;	6s.
\$34.75.	
Bolled Beef, 1s.	\$3.50; 2s.
\$9;	6s.
\$34.75.	
Jellied Veal, 1/2s.	\$2.75 1s.
\$3.50;	2s.
\$7.	
Corned Beef Hash, 1/2s.	\$2.
Beefsteak and Onions, 1/2s.	\$2.75;
1s.	\$3.50; 2s.
\$9.00.	



## Your Voice May Be An Asset—

There are some voices that it is a genuine pleasure to hear over the telephone—so cheerful, so courteous and pleasant. You know at once the speaker is eager to be helpful and glad of the opportunity of serving you.

**Would not a voice like this answering YOUR customers be a real asset to your business?**

The habit of answering all calls promptly and pleasantly should be acquired and cultivated. It makes your customers not only glad to call your store but open to your suggestions—suggestions that may mean larger sales and bigger profits.

Give the telephone the attention it deserves. You can make it the most valuable member of your sales force.



*"Good service—our true intent."*

## The Bell Telephone Co. of Canada



### It sells

Right from the day you begin to display "Gleba" Polish you will realize what a dependable seller it is. Once your customers get acquainted with Gleba service you will need to keep your stock constantly replenished.

Gleba cleans and imparts a brilliant polish to gold, silver, copper, brass, nickel, cutlery, bathroom fixtures, etc. It is excellent for windows, glassware, and auto trimmings.

Get a little trial supply to-day. Tell your customers about it and watch it sell.

*Write us for free sample cake and particulars.*

**Gleba Polish Company**  
Oshawa, Ontario

When you sell

# HEINZ

## 57

### VARIETIES

PURE FOOD PRODUCTS

You give your customers goods made in Canada from Canadian materials by Canadian employees.

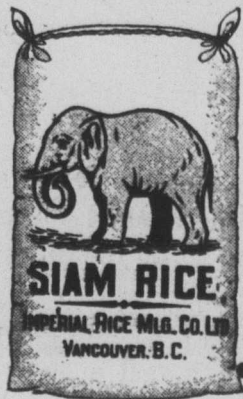
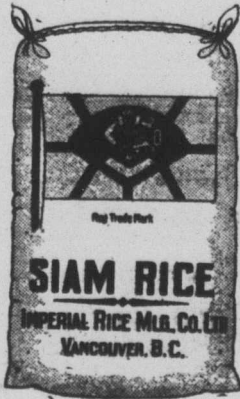
### H. J. Heinz Company

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

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

# Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



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

## Get Ready Now For Better Summer Profits

Prepare to meet the demand of your customers for a really high-class summer beverage by stocking

## BARNES GRAPE JUICE

—that delicious, sparkling Concord product so popular with lovers of superior quality.

Order now.

The Ontario Grape Growing and Wine Mfg. Company  
ST. CATHARINES, ONTARIO



- Cambridge Sausage, 1s, \$3.00; 2s, \$5.50.
- Boneless Pigs' Feet, 1/2s, \$2; 1s, \$3.50; 2s, \$8.
- Lambs' Tongues, 1/2s.
- Sliced Smoked Beef, tins, 1/2s, \$2.00; 1s, \$3.00; 4s, \$20.00.
- Sliced Smoked Beef, glass, 1/4s; 1/2s, \$2.25; 1s, \$3.50.
- Tongue, Ham and Veal Pate, 1/2s, \$1.50.
- Ham and Veal, 1/2s, \$2.
- Potted and Devilled Meats, tins—Beef, Ham, Tongue, Veal, Game, 1/4s, 65c; 1/2s, \$1.30.
- Potted Meats, Glass—Chicken, Ham, Tongue, Veal, 1s.
- Ox Tongues, tins, 1/2s, \$3.50; 1s, \$6.25; 1/2s, \$9.50; 2s, \$13.
- Ox Tongues, Glass, 1 1/2s, \$12; 2s, \$14.
- Mincemeat in Tins, 1s, \$2.50; 2s, \$3.50; 3s, \$4.55; 4s, \$6.25; 5s, \$9.50.
- In Pails, 25 lbs., 15c lb.
- In 50 lb. Tubs, 15c lb.
- In 85 lb. Tubs, 14 1/2c lb.
- In Glass, 1s, \$3.
- Clark's Peanut Butter—Glass Jar, 1/4, \$1.22; 1/2, \$1.70; 1, \$2.25.
- Clark's Peanut Butter—Pails, 5 lbs., 27c; 12-lb. pails, 25c; 24-lb. pails, 24c; 50-lb. pails, 24c.
- Clark's Tomato Ketchup, 16 oz.
- Pork and Beans, Plain Talls, 1s, 95c; 2s, \$1.60; 3s, \$2.40; 6s, \$8; 12s, \$12; 3s, flat, \$2.15.
- Individuals, 80c doz.
- Pork and Beans, Tomato Sauce, Talls, 1s, \$1.15; 2s, \$1.85; 3s, \$3; 6s, \$10; 12s, \$14.50; 3s, flat, \$2.50.
- Individuals, 90c doz.
- Pork and Beans, Chili, 1s, \$1.15; 2s, tall, \$1.85; 3s, flat, \$2.50.
- Individuals, 90c.
- Tomato Sauce, 1 1/2s, \$1.75; Chili Sauce, 1 1/2s, \$1.75; Plain Sauce, 1 1/2s, \$1.45.
- Vegetarian Baked Beans, Tomato Sauce, Talls, \$1.80.
- Clark's Chateau Chicken Soup.
- Clark's Chateau Concentrated Soups, No. 2 assorted, \$1.15.
- Clark's Chateau Concentrated Soups, No. 1 assorted, \$1.15.
- Spaghetti with Tomato and Cheese, 1/2s, \$1.30, 1s, \$1.75; 3s, \$2.90 doz.
- Fluid Beef Cordials, 20 oz. bottles, 1 doz. per case, at \$10.00 per doz.
- English Plum Puddings, 1s, \$2.30 doz.; 2s, \$3 doz.

LAPORTE, MARTIN, LIMITEE  
Montreal. Agencies

BASIN DE VICHY WATERS

- L'Admirable, 50 bottles, litre cs. 8 00
- Neptune 9 00
- San Rival 9 00

VICHY LEMONADE

- La Savoureuse, 50 bottles, cs. 11 00

IMPORTED GINGER ALE AND SODA

- Ginger Ale, Trayders, cs., 6 doz. pts., doz. 1 35
- Ginger Ale, Trayders, cs., 6 doz., splits, doz. 1 25
- Club Soda, Trayders, cs., 6 doz., pts., doz. 1 30
- Club Soda, Trayders, cs., 6 doz. splits, doz. 1 20

BLACK TEAS

- Victoria Blend, 50 and 30-lb. tins, lb. 0 48
- Princess Blend, 50 and 30-lb. tins, lb. 0 41

JAPAN TEAS

- H. L., ch. 90 lbs., lb. 0 35
- Victoria, ch. 90 lbs., lb. 0 25

COFFEES

- Victoria, Java and Mocha Blend, 1 lb. tin, lb. 0 34 1/2
- Victoria, 5, 10, 25, 50-lb. tins lb. 0 32
- Princess, 1-lb. tin, lb. 0 22

MUSTARD

COLMAN'S OR KEEN'S

- |                               |               |
|-------------------------------|---------------|
|                               | Per doz. tins |
| D. S. F., 1/4-lb. ....        | \$ 1 75       |
| D. S. F., 1/2-lb. ....        | 3 30          |
| D. S. F., 1-lb. ....          | 6 25          |
| F. D., 1/4-lb. ....           | 1 10          |
|                               | Per jar       |
| Durham, 4-lb. jar, each. .... | 1 10          |
| Durham, 1-lb. jar, each. .... | 0 35          |

JELL-O

GENESEE PURE FOOD CO.

- Assorted case, 4 dozen. .... \$ 3 60
- Lemon, 2 dozen ..... 1 80
- Orange, 2 dozen ..... 1 80
- Raspberry, 2 dozen ..... 1 80
- Strawberry, 2 dozen ..... 1 80
- Chocolate, 2 dozen ..... 1 80
- Peach, 2 dozen ..... 1 80
- Cherry, 2 dozen ..... 1 80
- Vanilla, 2 dozen ..... 1 80
- Weight 4 doz. case, 15 lbs.; 2 doz. case, 8 lbs. Freight rate, 2d class.

JELL-O ICE CREAM POWDERS

- Assorted case, 2 dozen. .... \$ 2 50
- Chocolate, 2 dozen ..... 2 50
- Vanilla, 2 dozen ..... 2 50
- Strawberry, 2 dozen ..... 2 50
- Lemon, 2 dozen ..... 2 50
- Unflavored, 2 dozen ..... 2 50
- Weight 11 lbs. to case. Freight rate, 2d class.

JELLY POWDERS

WHITE SWAN SPICES AND CEREALS, LTD.

- White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz. .... \$ 0 90

List Price

SPICES

WHITE SWAN SPICES AND CEREALS, TORONTO

- |  |          |          |
|--|----------|----------|
|  | 5c       | 10c      |
|  | Round    | Oval     |
|  | litho.   | litho.   |
|  | dredge   | dredge   |
|  | Per doz. | Per doz. |
| SPICES.  |          |          |
| Allspice .....                                     | \$0 48   | \$0 90   |
| Arrowroot, 4 oz. tins 90c .....                    |          |          |
| Cayenne .....                                      | 0 48     | 0 90     |
| Celery salt .....                                  |          |          |
| Celery pepper .....                                |          |          |
| Cinnamon .....                                     | 0 48     | 0 90     |
| Cinnamon whole, 5c. pkgs., window front, 45c ..... |          |          |
| Cloves .....                                       | 0 48     | 0 90     |
| Cloves, whole, 5c. pkgs., window front, 45c .....  |          |          |
| Curry powder .....                                 |          |          |
| Ginger .....                                       | 0 48     | 0 90     |
| Mace .....   | 1 25     |          |
| Nutmegs .....                                      | 0 48     | 0 90     |
| Nutmegs, whole, 5c. pkgs., window front, 45c ..... |          |          |
| Paprika .....                                      | 0 48     |          |
| Pepper, black .....                                | 0 48     | 0 90     |
| Pepper, white .....                                | 0 52     | 0 95     |
| Pastry spice .....                                 | 0 48     | 0 90     |
| Pickling spice, window front, 90c. ....            |          |          |
| Shipping weight per case .....                     | 10 lbs.  | 15 lbs.  |
| Dozens to case .....                               | 4        | 4        |

# The Big Sellers FOR VICTORIA DAY

**Bananas**  
**Strawberries**  
**Pineapples**  
**Oranges**      **Lemons**  
and  
**Tomatoes**

We have them all of **Best Quality.**

Order Early From

*"The House of Quality"*

**HUGH WALKER & SON**  
GUELPH, ONT.

# 24th May

## For The Holiday Trade

**Fresh Strawberries, Pineapples,  
Bananas, Tomatoes, etc.**

**Prices are coming down on all lines of  
fresh fruits.**

The only commodities selling at pre-war prices.

**Motto** *Eat more Fruit and less  
Meat and Save Money.*

We deal direct with the growers and sell quickly on small profits, thereby ensuring the freshest delivery.

## WHITE & CO., LIMITED

*Renowned for Quality*

**TORONTO**

Branch at Hamilton.

## New Crop

**"St. Nicholas"**  
**"Queen City"**  
**"Kicking"**

are shipped. Get these brands  
for the best Lemons.

**J. J. McCabe**  
Agent  
**TORONTO**

## Let us handle your fruit re- quirements

You will find our stocks tip-top in every way, and our service entirely satisfactory.

The fruits we sell are the kind you need to satisfy your customers and to build up a thriving fruit business.

We can ship you on short notice best quality foreign fruits — Bananas, Lemons, Oranges, etc.

Why be content with slow, profitless fruit sales? Connect with us and sell the fruits that sell quickly and always satisfy.

Write us to-day.

**Lemon Bros.**  
**OWEN SOUND, ONT.**

*Wholesale  
Fruit and  
Produce  
Merchants*

*Established  
1876*

*McWilliam & Everist, Limited*

Apples,  
Bananas,  
Citrus  
Fruits  
Cranberries,  
etc.

25 CHURCH ST.  
TORONTO

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

# It repeats!



Sterling Tomato Catsup is so delightfully appetizing and so temptingly delicious that every first purchase is a guarantee of more to follow.

## Sterling Tomato Catsup

has a rich attractive redness that makes attractive displays easy. Get this dependable seller in front to-day and note its profit-making popularity.

**T. A. Lytle Co., Ltd.**  
STERLING ROAD, TORONTO

### INDEX TO ADVERTISERS

<b>A</b>	
Acadia Sugar Co. ....	13
Ackerman, H. W. ....	11
Adam & Co., Geo. ....	10
American Computing Co. ....	3
<b>B</b>	
Babbitt's Cleanser ....	13
Baker, Walter, Co. ....	49
Bain, Donald H., Co. ....	9
Bell Telephone Co. of Canada..	57
Benedict, F. L. ....	64
Betts & Co. ....	Inside front cover
Borden Milk Co. ....	1
B. & L. Mfg. Co. ....	15
Brantford Computing Scale Co.	17
<b>C</b>	
Cameron & Heap, Ltd. ....	5
Canadian Milk Products, Ltd..	49
Canadian Salt Co., Ltd. ....	63
Church & Dwight ....	63
Clark, W., Ltd. ....	7
Climax Baler Co. ....	6
Cockburn, F. D. ....	8
Commercial Underwriters ....	64
Connors Bros., Ltd. ....	56
<b>D</b>	
Davis & Sons, Ltd., S. ....	15
Denault Grain & Provision Co., Ltd. ....	12
Direct Supply Association ....	64
Dole Bros. Hops & Malt Co. ....	6
Dominion Canners, Ltd. ....	50
<b>E</b>	
Eckardt, H. P., Co. ....	59
Elliot, W. F. ....	11
Escott, W. H., Co., Ltd. ....	9
Eureka Refrigerator Co., Ltd..	19
<b>F</b>	
Fearman, F. W., Co., Ltd. ....	54
Freeman, The W. A., Co. ....	54
Furnivall-New, Ltd. ....	15
<b>G</b>	
Gillespie, The Robt., Co. ....	9, 14
Gleba Polish Co. ....	57
Gordon, Ironsides & Fares Co., Ltd. ....	18
Grant, C. H., Co. ....	10
<b>H</b>	
Hamblin-Breerton Co., Ltd. ....	11
Hargreaves Bros. of Canada, Ltd. ....	13
Heinz & Co. ....	57
Horne, Harry, Co. ....	11
Horton-Cato Mfg. Co. ....	14
Hop-Malt Co. ....	64
Hygienic Products Co. ....	2
<b>I</b>	
Imperial Extract Co. ....	2
Imperial Rice Milling Co. ....	58
<b>J</b>	
Jarvis, F. S., & Co. ....	2
Jones, C. & J. ....	9
<b>L</b>	
Lake of the Woods Milling Co.	Back cover
Lalonde, A. ....	11
Lambe, W. G. A., & Co. ....	11
Lemon Bros. ....	61
<b>M</b>	
MacDonald, Chapman, Ltd. ....	Inside back cover
Maclure & Langley, Ltd. ....	11
Magor, Son & Co., Ltd. ....	20
Malcolm Condensing Co. ....	53
Mann, C. A., & Co. ....	64
Marsh Grape Juice Co. ....	60
McCabe, J. J. ....	61
McWilliams & Everist ....	61
Millman, W. H., & Sons. ....	11
Moirs, Ltd. ....	53
Moore, Benjamin, & Co. ....	6
<b>N</b>	
National Cash Register Co., Ltd.	4
Norwegian Canners (export of- fice) ....	58
<b>O</b>	
Oakeys ....	64
Ontario Grape Growing & Wine Mfg. Co. ....	58
<b>P</b>	
Paine, Jno. B., & Co. ....	19
Patrick, W. G., Co. ....	11
Pennoek, H. P., & Co., Ltd. ....	8
Perry, H. L., Co. ....	8
Pullan, E. ....	64
<b>R</b>	
Red Rose Tea Co. ....	19
Regina Storage & Forwarding Co., Ltd. ....	10
Richards Pure Soap Co., Ltd. ....	51
Rock City Tobacco Co., Ltd. ....	12
Rose & Laflamme, Ltd. ....	12
<b>S</b>	
St. Lawrence Sugar Refineries Inside front cover	64
Sarnia Barrel Works ....	8
Scott-Bathgate Co., Ltd. ....	3
Smith, E. D., & Son, Ltd. ....	51
Spratts ....	53
Standard Imports Limited ....	49
Stephenson-Blake Co. ....	49
<b>T</b>	
Tanguay, Alfred T., & Co. ....	12
Thompson, G. B., & Co. ....	9
Thum, O. & W. ....	64
Tilley & Son, Chas. ....	53
Toronto Butchers' Supply Co. ....	20
Toronto Pottery Co., Ltd. ....	64
Toronto Salt Works ....	64
Trent Mfg. Co. ....	12
Turgeon, E. ....	12
<b>W</b>	
Walsh, M. M. ....	61
Walker, Hugh, & Son ....	60
Washington's, Geo., Coffee ....	9
Watson & Truesdale ....	63
Western Mfg. Co. ....	14
Wethys, Ltd. ....	61
White & Co. ....	11
White & McCart, Ltd. ....	51
Woods, Walter, Co. ....	49
<b>Y</b>	
Young, Thomas, Soap Co. ....	49



**The Canadian Salt  
Without a Fault**

If you wish to impress on a customer the fact that some one article in your store is pure, you can't make a stronger comparison than to say, "It is as pure as Windsor Salt."

Windsor Salt has probably been used in her home, for years.



**Why Not Increase  
Your Income**

No matter what your present salary may be— you would like to add to your present income, wouldn't you? Providing, of course, the plan interferes in no way with your regular occupation and paid you liberally.

We have a plan—a money-making one for you. It takes no time from your regular duties, devote an hour or so to it every day and you will augment your present income by \$5.00 or \$10.00 a week. The exact amount all *depends* on the amount of time you can spare us. Hundreds of our district representatives have found the plan so profitable they have given all their time to it. Would a plan such as this interest you? If so, write us to-day. Say, "Send me full particulars of your money-making plan, I am interested."

**The MacLean Publishing Co.**

143-153 University Ave.  
TORONTO, ONT.

*We can add little  
to all that has been said about*

**Cow Brand  
Baking Soda**

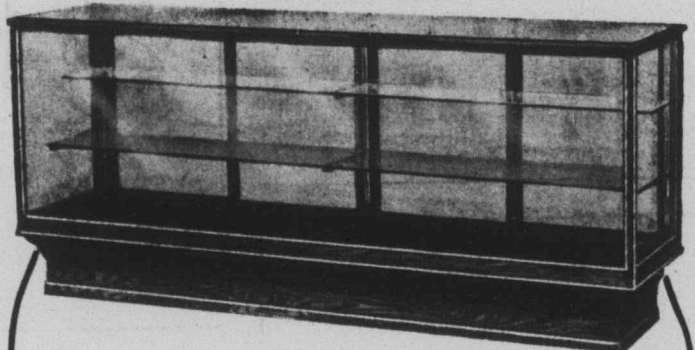
When the consumer's confidence in its work is so generally expressed it needs no long argument to point to the advantage of your stocking it.

Cow Brand Soda is the best and as such should always be kept in stock.



**Church and Dwight**

Manufacturers  
MONTREAL



**You cannot afford to  
miss such a bargain**

This Western Display Case has been constructed to meet the demand for a handsome, practical, reliable Show-Case at a reasonable price.

Don't waste money on expensive Display Cases. Get full particulars of this big idea and judge of the big value it offers you. Postcard us.

**The Western Mfg. Co., Limited**  
Regina, Sask.

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



# Buyers' Guide

## CLASSIFIED ADVERTISING

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

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

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

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

### WANTED

#### WANTED—NUMBER OF SIDE LINES —

Traveler permanently located in north country, open to look after several side lines for manufacturers and wholesalers. Address A. L., Box 85, Timmins, Ont.

### FOR SALE

GROCERY BUSINESS, ESTABLISHED 10 years—best equipped store south of Montreal. Stock and fixtures about \$3,500, including soda fountain, only one in town; annual turnover \$17,000. Business situated in richest farming district of Eastern Townships, on the border between Canada and the United States; an exceptional opportunity to add a line of fresh meats and fish; no meat or fish market in town. Will sell or lease property. Other business, reason for selling. Apply—Daly Grocery Co., Stanstead, P.Q.

Try **MANN & CO.** for  
**FANCY POULTRY**

Roasting Chickens, Boiling Chickens,  
Ducks, Geese, Turkeys.

**C. A. MANN & CO.**  
78 KING ST. LONDON, ONT.

Make your genuine but strictly temperance

## Lager Beer

at home with pure

## Hop Malt Beer Extract

Agents wanted—no license necessary. Write for particulars and terms.

**HOP-MALT COMPANY**  
Dept. 52. Beamsville, Ontario




## TANGLEFOOT



### The Non-Poisonous Fly Destroyer

Safe, Sanitary, Sure. Catches 50,000,000,000 Flies Each Year

**OAKLEY'S**  
**KNIFE POLISH**



20-102-7718

JOHN OAKLEY & SONS, LIMITED,  
LONDON, ENGLAND.

AGENTS:

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

We are now located in our new and  
more spacious warehouse at

**60-62 JARVIS ST.**

**TORONTO SALT WORKS**

**GEO. J. CLIFF**

**CHIVER'S**

**JAMS—JELLIES—MARMALADE**

Are guaranteed absolutely pure and of  
the highest quality.

Send us your orders.

Agents:

**Frank L. Benedict & Co., Montreal**

**Toronto Butchers' Supply Co.**  
LIMITED

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

We are Wholesale Importers of  
**Peanuts Canned Crab**  
Oriental and Australian Goods

Canadian Distributors of  
**"WASHCLEAN"**

Gold Medal Labor Saver for  
Washing Clothes Without Rubbing!  
**2,000,000 users**

**Direct Supply Association**  
509 Belmont House Victoria, B.C.

**LARGEST CANADIAN DEALER**  
**WASTE PAPER**  
**E. PULLAN TORONTO**



Notice to Merchants:—We will adjust  
your bad accounts satisfactorily for you.  
Our system is "Direct from Debtor to Creditor."  
We handle none of your money. Through our  
system, you can put your business on a cash basis.  
We will underwrite any debtor's account for you.

**COMMERCIAL UNDERWRITERS**  
36 James St. South Hamilton, Ontario

**30 DOZ. CASE FILLERS**  
**ONE DOZ. CARTON FILLERS**  
**3/4-INCH CUSHION FILLERS**  
**CORRUGATED FLATS**

**THE TRENT MFG. CO., LTD.**  
TRENTON ONTARIO

## BARRELS

(The best shipping package.)

We make them all sizes and for all purposes. For  
apples, green or dry; Cereals, Crackers, Bottles,  
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