

**PAGES  
MISSING**

Featuring -Interesting Maple Syrup Correspondence

# CANADIAN GROCER

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

Vol. XXX

PUBLICATION OFFICE: TORONTO, MAY 12th, 1916

No. 19



## Approved

by the best judges of chewing tobacco, the oldest and the youngest. Sold at the tobacco counters of Canada's best Grocery stores. Giving satisfaction to thousands of users and retailers.

*Are you one of the latter?*

**Rock City Tobacco Co., Ltd.**  
Quebec and Winnipeg





Good Profit for You in Handling

**DREWRY'S**

GOLDEN KEY BRAND  
SOFT DRINKS

"A FLAVOR FOR EVERY TASTE"

There must be something in it when there are some Grocers who sell large quantities practically the year round. *Write us* and we will tell you one of the main reasons why some grocers are successful in this line and others are not. Forty years in business means *Quality* and repeat orders. When writing please address—

Dept. B      E. L. DREWRY, Limited      WINNIPEG



Oldest and Largest Manufacturers of Shoe Polishes in the World

- "GILT EDGE" Black Oil Polish. The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful Black lustre. Always ready to use. Largest quantity. Finest quality. Polishes without rubbing. Retail 25c.
- "QUICK WHITE" (Liquid) makes dirty Canvas shoes clean and white. A sponge in every package, so always ready to use. Retail for 10c. and 25c.
- "SUPERB" (a paste) for polishing Patent and Shiny Leather Boots and all Shiny Leather Articles. Cover remover attached to each box. (See cut.) Retail 10c.
- "DANDY" RUSSET COMBINATION. For cleaning and polishing all kinds of russet, brown or yellow boots, shoes, saddles, bridles, etc. Retail 25c. "Star" russet combination (10c size). Russet, Brown and Ox Blood Pastes (5 sizes of each color).
- "ELITE" BLACK COMBINATION. For those who take pride in having their shoes look A1. Restores color and lustre to all black shoes. Retail 25c. "BABY ELITE" COMBINATION (10c size.) "ELITE" PASTE in 5 sizes.
- "ROYAL GLOSS" self-shining dressing, for ladies' and children's black shoes. (See cut.) Retail for 10c.

Ask Your  
Jobber's Salesman For *Whittemore's Shoe Polishes*

WHITTEMORE BROS. CORP., BOSTON, MASS., U.S.A.



## Purity, Utility and Absolute Satisfaction

are the big selling points of *BORDEN MILK PRODUCTS*. The demand for these wholesome milk products is apparent everywhere as a result of the country-wide consumer advertising that we unceasingly carry on. This demand will become very apparent right in your own community when you begin featuring the *BORDEN LINES*, the lines whose popularity is builded upon a record of over fifty-nine years' satisfaction-giving.

The coming of summer is an ideal time to start things going by featuring a representative display of *BORDEN'S* in your windows, show case, shelves, etc. Draw your customers' attention to Borden suitability for picnic parties or camping trips.

Steady summer sales will follow an effective *BORDEN* display. Arrange one now, and secure a better hot weather turnover.

### Borden Milk Co., Limited

Montreal

Branch Office: No. 2 Arcade Building

Vancouver, B.C.

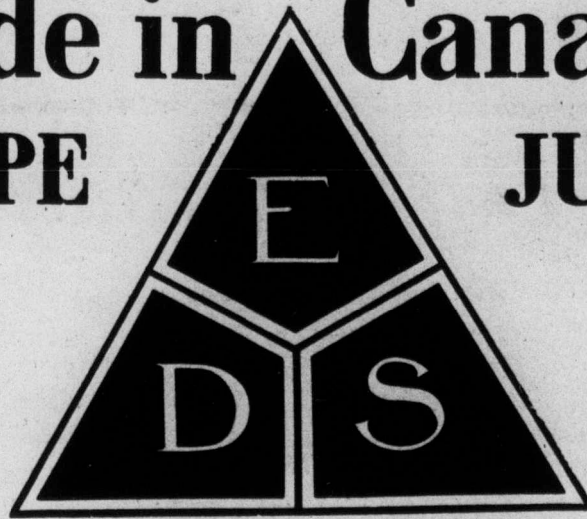


*If any advertisement interests you, tear it out now and place with letters to be answered.*





**Made in Canada**  
**GRAPE JUICE**



**Big Profit—  
 Large Demand**



E. D. Smith Grape Juice has the natural Concord Grape Flavor—a delicate flavor which our process fully conserves. Each bottle of E. D. Smith Grape Juice contains all the richness of the Concord grapes grown in our own vineyards.

The Strength and Purity of E. D. Smith Grape Juice make it go further—most economical.

Profit for you—Satisfaction for your customers.

Send your orders early—the supply  
 is limited—the demand heavy.

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

AGENTS: Newton A. Hill, Toronto; W. H. Dunn, Montreal;  
 Watson & Truesdale, Winnipeg; G. H. Laidlaw, Halifax, N.S.

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

# Extra Profit

*on Quaker Oats purchased in May*

Buy from your jobber in the regular way, at the usual price, a 3-case, 5-case or 10-case order of Quaker Oats, for immediate delivery. Make a notation on your jobber's invoice that the goods bought on this offer have been received; send it to The Quaker Oats Company and we will refund you:

**45c for a 3-case Order.**

**75c for a 5-case Order.**

**\$1.50 for a 10-case Order.**

2 cases 18s (10 cent size) equal 1 full case.

At the latest, goods bought on this offer must be received by you prior to May 31st and refund claimed immediately thereafter.

This offer applies to all styles Quaker Oats Packages.

We recommend strongly that your Spring and Summer stock be mainly the round 25c. package, as the nature of this package permits us to guarantee you absolutely against loss from worm or weevil. We take all the risk on this package—you take none—and the replaceable cap feature makes the round package the ideal pantry package for your customers.

Should you wish to add 1 or 2 (not more than 2) cases of Puffed Goods to your order for the above quantities of Quaker Oats we will refund you 15 cents per case on the Puffed Goods also—this will not apply on a purchase of Puffed Goods alone, but only in conjunction with a purchase of not less than 3 cases Quaker Oats.

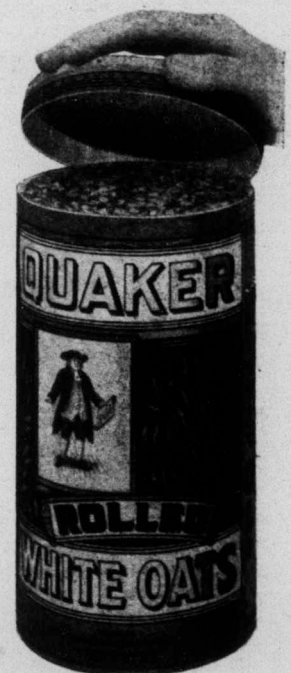
The advantage of the extra profit is entirely yours.

The advantage of increased business is mutual.

We feel so strongly that this is the opportune time to win many new customers to Quaker Oats that we urge your co-operation.

Place your order at once, and, when claiming refund, address:

**The Quaker Oats Company**  
**West of Ontario, Saskatoon, Sask.**  
**East of Manitoba, Peterborough, Ont.**



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



# A Name and a Trade-Mark

When a customer asks you for a trade-marked article the first time it is because she has seen it advertised or heard a neighbor speak a good word for it. When that customer asks for it the second time it proves that the goods merited the original praise. But when an article is requested the **third** time, it is purely from force of habit. The customer has then taken the view, "Here is a worthy article, why worry about brands of whose quality I know nothing?"

And right here, we stand on safe ground when we assert that fully fifty per cent. of Gold Standard goods are sold as a direct

*Gold Standard*



result of this same "force of habit."

Every ingredient must be of a quality that can be stamped with the phrase —

"Pure as Guinea Gold"—before the trade-mark and name are placed on the package or can. As our products reach you, they can be sold for what they are—*Gold Standard*

There need be no fear on your part of overstating their goodness. And the customers who buy Gold Standard food products from you are a distinct asset to your business.

**THE CODVILLE COMPANY, LIMITED**  
 BRANDON MOOSE JAW WINNIPEG SASKATOON



## THIS IS A "NUGGET" YEAR

Early in the season we foresaw a shortage in green corn of a good grade and we bought heavily. That is why we lead the market with

## "Nugget" Brooms

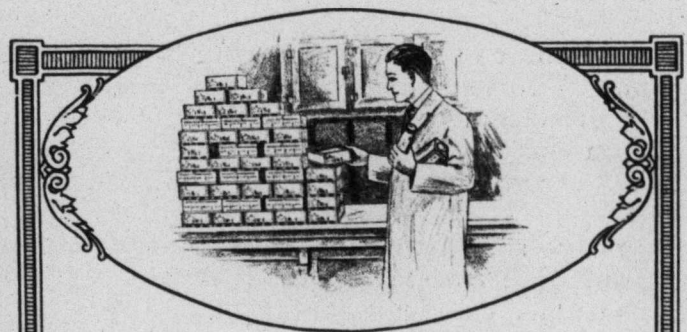
this year, when others were able to offer only red corn. The "Nugget" is a good broom, through and through. Light in weight, free from stems and seeds, and warranted not to come out or turn over at the tip.

For prices, etc.,

**STEVENS-HEPNER CO. LIMITED**

PORT ELGIN, ONT.

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

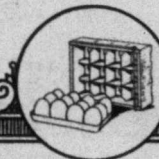


Filling an order in the Star equipped store—"A bottle of olives, a package of crackers, and a dozen of eggs." Convenient, isn't it? And think of the time saved during the busy part of the day.

Why not install this improved equipment in your business? It will bring you big returns. Our booklet 174 tells how. Write for a copy.

STAR EGG CARRIER & TRAY MFG COMPANY

1037 JAY STREET ROCHESTER NEW YORK



# Push Marmalade Now

The Housewife's supply of home-made jams and preserves is getting low.

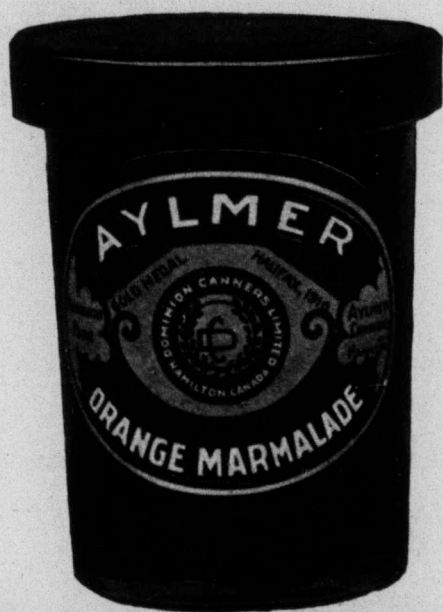
Display tempting Aylmer Orange Marmalade.

It is pleasing to the eye—and tempting to the appetite.

Take advantage of the natural conditions and push Aylmer Orange Marmalade now.

Success comes to those who work with nature.

Aylmer Orange Marmalade is a success, as it is made from Natural Ripe Oranges and Pure Cane Sugar.

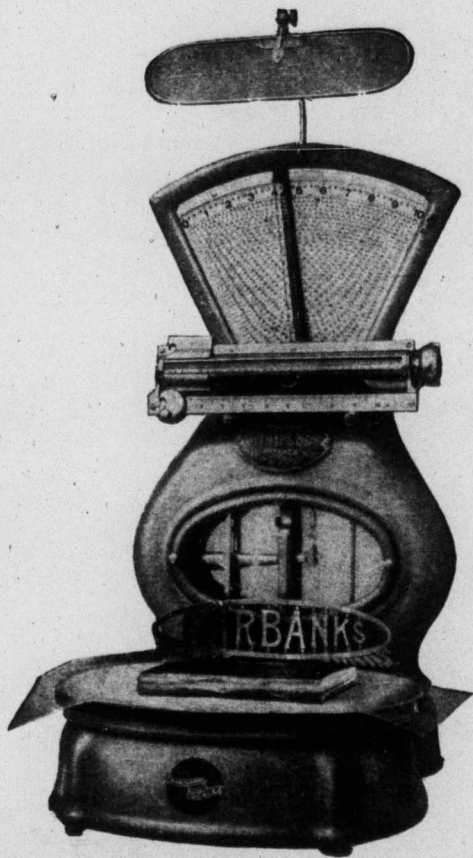


**DOMINION CANNERS  
LIMITED**

HAMILTON . . . CANADA

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





## Save 20% on the Cost of a High-Grade Computing Scale—

*The Fairbanks*—a finely built Automatic Scale, at the price you can afford. The best value ever offered. Weighs your goods quickly and accurately.

Simply put the load on the platform, and read the value on the chart for ordinary weighing.

Handsome, Convenient, Sanitary. A scale that will add attractiveness to your store and bring you customers.

Write to our nearest branch for full details of this opportunity.

**The Canadian  
Fairbanks-Morse Co.  
Limited**

St. John	Quebec
Montreal	Ottawa
Toronto	Hamilton
Winnipeg	Saskatoon
Calgary	Edmonton
Vancouver	Victoria



## BUY STAR BRAND

"Made in Canada"

### Cotton Clothes Lines and Cotton Twine

Cotton Lines are as cheap as Sisal or Manila  
and much better

FOR SALE BY ALL WHOLESALE DEALERS  
See that you get them

Kindly mention this  
paper when writing  
to advertisers.

## Here are two real hot weather sellers

While there is always a good year-round demand for the two Made-in-Canada Royals—

### ROYAL SALAD DRESSING and ROYAL MAYONNAISE

They are particularly popular during the hot summer weather.

A display of these delicious and dependable dressings never fails to pull big results. Tell your customers that Royal Salad Dressing and Royal Mayonnaise are guaranteed right down to the last drop.

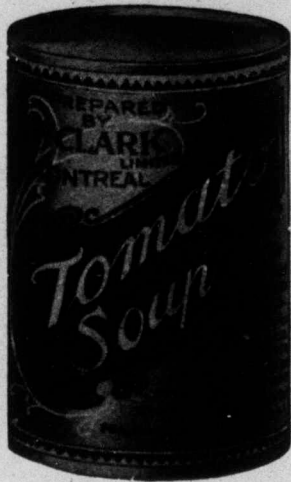
Stock up now and prepare for profitable summer demand.

**The Horton-Cato Mfg. Co.**  
WINDSOR, CANADA

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

# CLARK'S

## CONCENTRATED SOUPS



prepared from only the finest of materials and guaranteed absolutely pure.

### MADE IN CANADA

and without a rival in either home or imported Soups.

- |                   |                     |
|-------------------|---------------------|
| <b>TOMATO</b>     | <b>CHICKEN</b>      |
| <b>CELERY</b>     | <b>MOCK TURTLE</b>  |
| <b>PEA</b>        | <b>MULLIGATAWNY</b> |
| <b>VEGETABLE</b>  | <b>SCOTCH BROTH</b> |
| <b>etc., etc.</b> |                     |



Ask your jobber for prices or send us a post card, but **STOCK NOW.**

## W. CLARK, Limited, Montreal



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





## When You Dress Your Window Put Both Kinds of Knox Gelatine In It!

Our advertising in the leading women's magazines tells attractive ways in which KNOX GELATINE may be prepared and we mention BOTH kinds—the No. 1 Sparkling Gelatine, and the No. 3 Acidulated Gelatine. Women know of the No. 3 package with its envelope of lemon flavor which saves them time and money, and you can make lots of sales by keeping it where they can see it.

This is a great time to push the sale of gelatine because of the high cost of other desserts, and every sale pays you a splendid profit. Make a window display and tie your store up to our big advertising campaign—that's the way to make quick sales and plenty of profits.

**"Make KNOX Your Gelatine Leader"**

**CHAS. B. KNOX CO., INC.**

**Johnstown, N.Y.**

Branch Factory: Montreal, Canada

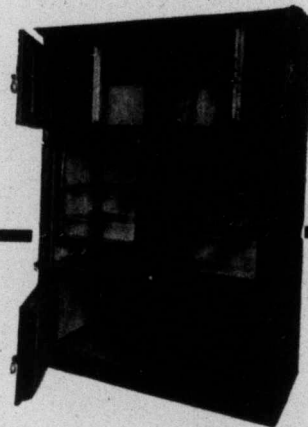


**Canada's Best  
Will Stand  
The Test**

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

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

**Windsor  
Table  
Salt**  
*Made in  
Canada*  
THE CANADIAN SALT CO. LIMITED



**It's a Money-Maker—  
not an expense**

A practical economy in ice consumption, coupled with superior sales-pulling possibilities, make the "Arctic" the most efficient refrigerator system for every dealer.

The cost of installing the "Arctic" will be quickly repaid in the bigger sales it will produce, and in the increased security it gives to perishable food stuffs.

Send a postcard for our complete "Arctic" catalog.

"A size and style for every purpose."

**John Hillock & Co., Limited  
TORONTO**

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

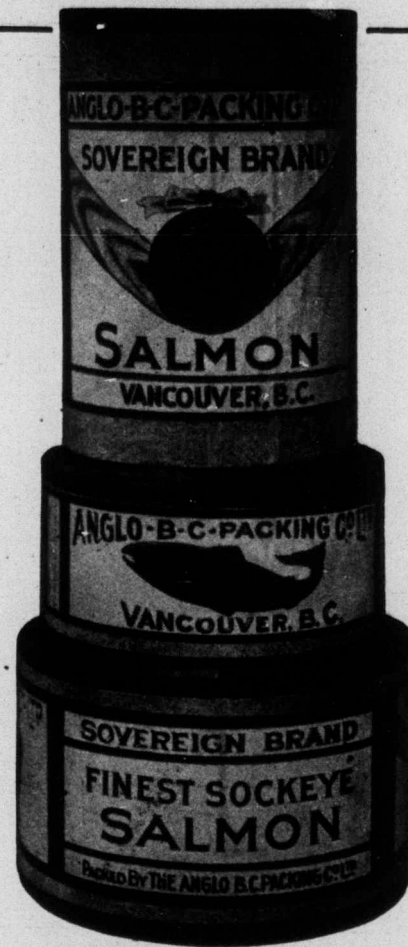
Every user advertises OCEAN BLUE by recommendation, and every packet you sell advertises your store as the place "where you can buy"

# OCEAN BLUE

Order from your Wholesaler.

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

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



## Pleased Dealers



Our travellers report that grocers are exceedingly pleased with the way

# Shirriff's Jelly Powder

continues to increase its sales. This product has merit that housewives appreciate. It is nicely flavored, pure and wholesome, and can be prepared for the table in a few minutes, which is a boon to the housewife on "busy" days. Elaborate desserts can also be made with it for special occasions.

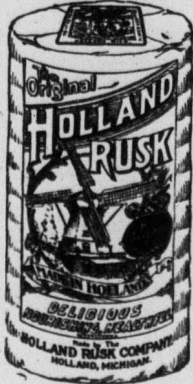
If you are not stocking this rapid seller, now is a good time to start. Handsome window-dressing material also supplied to make an attractive sales-winning display. Write for particulars.

## Imperial Extract Co., Toronto, Ont.

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



# Strawberries and Cream served with HOLLAND RUSKS



YOU WILL FIND, form the most DEE-licious Dish of the Season. Try it on your own table.

## SPRING TIME—IS RUSK TIME

There are 50 different ways to serve Holland Rusks, for Breakfast, Lunch or Dinner. Now is the moment to place a neat display of Rusks on your Counter and in your Window. They combine beautifully with all varieties of Fresh Fruit.

We have a new, attractive Window Display, which we will be delighted to mail free to any customer in Canada.

Write for it to-day, also order a Carton of Rusks from your Wholesaler.



**AGENTS:**

**The Harry Horne Co., Toronto**  
**The Grocers Specialty Co., Hamilton**

W. S. Silcock,  
33 St. Nicholas St., Montreal.  
J. D. Brack & Co.,  
Winnipeg.

Jacksons, Limited,  
Calgary.  
J. S. Creed,  
Halifax, N.S.

**REPRESENTATIVE WANTED FOR B.C.**

Correspond with **THE HARRY HORNE CO., TORONTO.**



## Have No Hesitation

in recommending to your best customer

## 'Bluenose' Butter

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

**SOLE PACKERS.**

**SMITH & PROCTOR - HALIFAX, N.S.**

## SMITH AND PROCTOR

**SOLE PACKERS**

**Halifax - N.S.**

# Furnivall's FINE FRUIT PURE JAM

**AGENTS**

Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. Montreal—W. S. Silcock. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Winnipeg, Man.—W. L. Mackenzie & Co., Ltd. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—Central Brokerage Co.

is made from carefully selected, sun-ripened fruit and the purest cane sugar obtainable. Furnivall's is a big favorite with everybody.

*Stock up to-day.*

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

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



*Tea with the "come back" quality in every cup*

Although we are not spending huge sums of money in bolstering up a consumer demand for Minto Tea, the fact is very evident that the superior flavor and expert blending of this pure Ceylon is creating for it a fast-growing army of admirers.

The rather novel idea of enclosing in each package of Minto the amount of money it would require to advertise it is sure to make a hit with your customers.

**Minto Brothers**

284 CHURCH ST. TORONTO

## Trade worth trying for

This attractive gasoline outfit on the sidewalk outside your store will beckon every passing autoist your way and will permanently secure for you a goodly share of this profitable trade.

The

**BOWSER**  
ESTABLISHED 1888

**Red Sentry Gasoline Outfit**

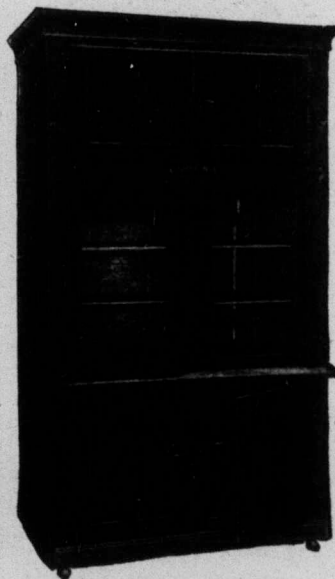
eliminates loss through evaporation, and dissatisfaction through incorrect measuring. It enables you to measure the gasoline quickly and easily without a wasteful dripping or soiled hands and clothing.

There is good money passing by your store every day that the BOWSER could secure for you. Why not instal one now and get your share of the motorist trade?

**S. F. Bowser & Co., Inc.**  
66-68 Fraser Ave.  
TORONTO



## The Thermometer is climbing



And as the days become hotter, the need for securely preserving stocks of perishable goods becomes more apparent.

Why depend any longer on the old-fashioned ice box? A good refrigerator is the cheapest in the long run, and a "EUREKA" Refrigerator leads all others in reliability and satisfaction-giving.

Thousands of satisfied users throughout the world endorse our claim that the Eureka is the most scientific and satisfactory refrigerator on the market.

Get a copy of the Eureka catalog. It tells you all about the different models and shows you just the style of refrigerator that would suit your store. Write for copy to-day.

REPRESENTATIVES:—James Rutledge, 308 Waverley St., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 38 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.; Ed. Dore, 35 Caroline N., Hamilton; W. J. Armstrong, 14 Euclid Ave., London, Ont., etc., etc.

**Eureka Refrigerator Co., Limited**

27-31 Brock Ave. 54-56 Noble St. 21-33 Earnbridge St.  
TORONTO, ONT.

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



# Tartan BRAND

THE SIGN OF PURITY  
Phone Orders at our Expense  
Phone Nos.  
3595, 3596, 3597, 3598, 4656

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

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

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

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

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

## IF IT'S BUSINESS YOU WANT, SIR

H.P. Sauce will surely bring it along—

H.P. is no shelf-warmer, it's no sooner on than it's off again—  
off again to a good purpose, too, to your customers and to you.

Don't TRY to do without

# H.P. SAUCE

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

Everybody  
likes  
"Stop-On"  
polishes



The materials used and the process of manufacture have produced in "Stop-On" a brilliant, lasting polish that, as its name implies, retains its brilliancy in every kind of weather.

There is a "Stop-On" polish for every purpose—black, tan, ox-blood, nut brown and white.

## "STOP-ON" White



is a permanent white dressing which gives absolute satisfaction. Unlike most other white dressings, "Stop-On" will not rub off on the clothing. Feature these superior polishes. They sell quickly when well displayed.

**Strang Bros., Winnipeg**



## The Wayne Side- walk Pump

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

## WAYNE PUMP

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

Ask us all about it.

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

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

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

# Griffin and Skelley's

success in

# Dried Fruit

has been Quality

Does Quality appeal to you ?

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



**MILES AHEAD OF SOAP.**

**Biggest Value on the Canadian Market.**

10 ounces net weight, 10 cents retail; 16 ounces net weight, 15 cents retail. Wholesale price \$10.50, and \$14.40 a gross.

## GRE-SOLVENT

Instantly dissolves and removes from the hands all kinds of Machine-grease and Grime, Paint, Printers' Ink, etc., etc.

A great Comfort and Time-saver to all who have to face the cleaning-up problem.

It does not chaf, roughen or otherwise injure even the most sensitive skin.

A strictly high-grade product prepared for those who want the Best.

Frequently imitated since its introduction in 1903 but never equalled for quality and satisfaction.

**ROBERTSONS LIMITED**

KINGSTON, ONT.

SOLE CANADIAN DISTRIBUTORS.

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



# Manufacturers' Agents and Brokers' Directory

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

## ONTARIO

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

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

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

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

ON SPOT  
White Beans,  
Evaporated Apples  
Currants and Raisins

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

If you want the market on  
**NEW BRUNSWICK POTATOES**  
Wire or phone  
**HARRY WEBB, TORONTO**  
We specialize on potatoes, have warehouses at all buying points in the potato belt. Cars always loaded. New Brunswick, Montreal, Toronto, waiting orders.

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

## WESTERN PROVINCES

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

**O. F. LIGHTCAP**  
Wholesale Grocery Broker and Manufacturers' Agent. Domestic and Foreign Agencies Solicited.  
**O. F. LIGHTCAP**  
179 Bannatyne Ave. - Winnipeg, Man.

**WATSON & TRUESDALE**  
Wholesale Commission Brokers and Manufacturers' Agents  
120 Lombard Street  
WINNIPEG MAN.  
Domestic and Foreign Agencies Solicited

**THE H. L. PERRY CO.**  
214-216 Princess Street, Winnipeg  
We can make a success of your Agency. Our STORAGE, DISTRIBUTING and FORWARDING facilities are unexcelled.  
Correspondence solicited.  
"Always on the Job"

## NEWFOUNDLAND

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

**MEN WITH SALES ABILITY.**  
We have a few desirable openings for men of this type to call on Grocers in connection with Star Egg Carriers and Trays. 63% of the grocers of the country are already using Star Equipment. To men with proven selling ability we can offer an exceedingly interesting proposition.  
For particulars, apply  
**STAR EGG CARRIER & TRAY MFG. COMPANY**  
1113 JAY STREET ROCHESTER, N.Y.

The  
**CONDENSED AD.**  
PAGE  
WILL INTEREST YOU

## The Reputation and Standing of Walter Baker & Co.'s Cocoa and Chocolate Preparations



Registered  
Trade-Mark

Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods and by extensive and persistent advertising.

This means for the grocer a steady and increasing demand from satisfied customers, in the long run by far the most profitable trade.

All of our goods sold in Canada are made in Canada.

**Walter Baker & Co. Limited**  
Established 1780  
Montreal, Can. Dorchester, Mass.

## Want Ads.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

**Try it out.**

# Confess

If you are pushing the sale of "cheap" teas, are there not moments when you feel that you are doing something risky?

And if you succeed in persuading customers to buy "cheap" teas, aren't you helping them to start a bad habit? Are they not likely to carry the "cheap" idea into all their grocery purchases?

The grocery trade journals are continually pointing out the wisdom of pushing the sale of the higher grade lines, because they give the highest degree of satisfaction to customers, add to the grocer's reputation, and in the end pay a surer profit. You know yourself that the most prosperous grocers are the ones who are selling the greatest amount of the higher grade lines.

Grocers who are pushing the sale of Red Rose Tea are on the right track. Its uniform high-quality—the Assam-Indian richness of flavor and strength—satisfy the most exacting tea drinkers. And those who formerly used "cheap" teas find Red Rose Tea so much more satisfying, so much better value for the money, that they have an object lesson of the wisdom of purchasing higher grade groceries, which wide-awake grocers can readily turn to advantage.

## Red Rose Tea

**"is good tea"**

It helps grocers increase their sales of higher grade lines.

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





# KEEN'S OXFORD BLUE

Your customers will appreciate your thoughtfulness in suggesting **KEEN'S OXFORD BLUE**.

They know from experience that there is no other blue as good as Keen's, hence sales are quick and steady where this world-famous blue is featured.

Keep a display of **KEEN'S OXFORD BLUE** constantly before your patrons.

*Canadian Agents:*

**Magor, Son and Company, Limited**

191 St. Paul St. West, MONTREAL 30 Church Street, TORONTO



## POPULARITY OF GOLD DUST

means easy sales for you

An enormous demand has been created for Gold Dust because it is a meritorious product, reducing housework to a minimum, and every user is a booster.

You have daily calls for Gold Dust because it is used constantly in the home.

The advertising on Gold Dust runs steadily and constantly throughout the year, making new customers for you.

The popularity of Gold Dust means more sales and profits to you if you display it in your store. Have you an ample supply on hand?

THE N. K. **FAIRBANK** COMPANY

LIMITED  
MONTREAL

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

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

# CANADIAN GROCER

VOL. XXX

TORONTO, MAY 12, 1916

No. 19

## Word "Maple" Absent from the Label

Although Invoice Called for Maple Syrup Yet Manufacturer Would not Designate It as Pure  
—Some Interesting Correspondence Between Canadian Grocer Reader and Wholesale Grocer—What Government Has to Say—Present Law Reiterated

FROM the attached correspondence it will be seen that the maple syrup question is still a difficult one for the trade to exactly comprehend. The following letter was received by Canadian Grocer from a firm of general merchants in an Ontario town:

"Editor, Canadian Grocer.

"Dear Sir,—In an article in a recent Canadian Grocer a big future is predicted for Canadian maple syrup and sugar. You will note in enclosed letter how one wholesaler is trying to boost the maple syrup trade in this locality. This firm's representative calls on us every other week, and we very seldom buy from him. However, in this particular case we ordered maple syrup. The firm's invoice called for Maple Syrup, but the label on the bottle only called for 'Pure Syrup.'

"Now is this not an easy way to sell inferior goods and get away with it, even it might not be such in this case? The enclosed is a reply to our letter asking this firm to guarantee us the syrup above mentioned.

"If you have anything to say about this case through your paper kindly do not mention any names. We would certainly like to read an article in Canadian Grocer about this case, as there are others, no doubt, who are in the same position as we are.

"Yours very truly,  
....."

### The Wholesaler's Viewpoint

It will be noticed the general merchant received a letter from a wholesale grocer in reply to his, regarding the purity of this shipment of alleged maple syrup. The reply of the wholesale grocer is herewith appended:

"Gentlemen,—Replying to your favor of the 25th, in which you ask us to guarantee you Pure Maple Syrup, in the syrup we shipped you on March 16th. We would say that we do not guarantee this as Pure Maple Syrup. This syrup is

put up by —, of —. Last year their label called for '— Pure Sap Syrup.'

"The law in the meantime changed, and, while they claim they have not changed their syrup in any way, still, according to the present law they cannot brand it as 'Pure Maple' syrup. The law is now that there has to be a certain amount of ash and lead matter in the syrup to pass the Government standard. They say they filter all their syrup, which removes all this ash and lead matter, which really is only a sediment, and then when they have removed it, the Government says it is not 'Pure Syrup.' At the same time, before this sediment is removed, the Government will pass it as 'Pure.' Therefore, they do not sell to us — syrup as 'Pure Maple' syrup, nor do we sell it as 'Pure Maple' syrup on this account, although as above stated, they have told us in different letters the syrup is exactly the same as they were selling last year, and at that time they branded it 'Pure Maple' syrup. No

### WHAT THE LAW SAYS

*Readers of CANADIAN GROCER have several times been made familiar with the law in regard to maple syrup. Probably there are some new readers who do not quite appreciate the fact that no syrup can be sold with the word "maple" on the label unless it is absolutely pure. That means that compound maple syrup and maple syrup mixtures are not allowed to be sold no matter whether the label states they are "compound maple syrup" or "maple syrup mixture." All "maple" syrup must be pure. The same applies to maple sugar as well as to honey.*

doubt if the public knew that — syrup, although not sold as 'Pure,' was a pure syrup with all sediment and impurities filtered out, they would buy in preference to the other lines that are branded 'Pure,' and which have these impurities left in. We hope we have made this matter clear to you, and, while we do not sell this syrup as 'Pure Maple' syrup, by testing it for yourself you will find it is equal to any syrup branded as 'Pure' on the market.

"Yours truly,  
....."

### What Chief Analyst Says

As this is a matter of more or less technical character, Canadian Grocer submitted it to the Chief Analyst, Prof. A. McGill, of the Inland Revenue Department at Ottawa. Mr. McGill was asked to look over the correspondence and express his opinion on same. His reply is as follows:

"Editor, Canadian Grocer,

"143-153 University Avenue,  
Toronto, Ont.

"Dear Sir.—I have yours of the 6th instant, enclosing interesting correspondence relative to maple syrup. It would appear that manufacturers of a mixed syrup, while unwilling to take the risk of offering this as pure or genuine, are quite willing that the purchaser should regard it as such. There is a contemptible readiness to take advantage of ignorance, and to prey upon it, which can only be successfully met by intelligent buying. Such statements as "The law is now that there has to be a certain amount of ash and lead matter in the syrup to pass the Government standing," and "We filter all our syrup, which is really sediment, etc.," are possibly made in ignorance of the facts, but more probably made to mislead.

"The truth is that no amount of filtering will remove the so-called 'ash and lead matter' from maple syrup. This



material is really **calcium malate**, and is characteristic of maple products. It does not exist in ordinary sugar, and when articles sold as maple sugar or syrup are found to contain no calcium malate, or less than a standardized quantity, it is because they are not genuine goods.

"Yours truly,  
"A. McGILL, Chief Analyst."

#### How a Retailer Was Fooled

This correspondence shows the neces-

sity of the retailer being very careful in his buying. An instance somewhat similar has come to our attention from a different source. A certain retailer was showing some bottles of, what he considered maple syrup on a display stand in his window, with the sign on it "Pure Maple Syrup." A customer was attracted by the display, but happened to notice that the label did not say the material inside was maple syrup. This

label indicated that the contents were simply "Pure Syrup." He took the matter up with the grocer, who was exceedingly surprised to find that the label did not read "Pure Maple Syrup." He said he had purchased it as such, and was selling it as such, although he had not read the label. He immediately destroyed the show card and returned the shipment, as his invoice had called for "Maple Syrup."

## Paint Analysis Discussed

Grocers' Section of R.M.A., Toronto Branch, Want Matter Followed Up—General Meeting Called for Monday Night—Picnic to Cobourg Again This Year.

**T**ORONTO, May 11.—(Special).—The article which appeared in Canadian Grocer issue of April 21 in reference to the "Analysis of 33-cent Paint," sold by the T. Eaton Co., has created a great deal of interest throughout the country. At the regular monthly meeting of the Grocers' Section of the R. M. A., Toronto Branch, on Monday night, Robert Dowson referred to this article, and pointed out the service that Canadian Grocer had rendered the trade in publishing the facts brought out by the analysis of the paint made by the Dominion Government analyst. Chairman F. C. Higgins also appreciated the publicity given the matter by Canadian Grocer. The merchants thought that it was of sufficient importance to follow up, and on the motion of W. J. Nichol, the Toronto Branch of the Retail Merchants' Association was requested to call a meeting to specially discuss this question of paint analysis. D. W. Clark, who is a member of the Grocers' Section, and also president of the Toronto Branch, immediately decided to arrange the meeting for Monday night, when representatives will be there from the various trades.

The grocers have decided to hold their picnic this year to Cobourg by steamer Turbinia, the date selected being Wednesday, June 14. The picnic committee consists of the following: D. W. Clark, J. Milton Cork, Jerry Burns, F. C. Thorne, Donald McLean, Neil Carmichael, W. J. Parks, Donald Nicolson, Robt. Dowson, W. J. Nichol, J. S. Bond, David Bell, F. C. Higgins, T. A. Grimes and Mr. Black.

W. J. Nichol reported on the association getting out a R.M.A. brand of meat sauce. He stated he expected this would be ready to be placed on the market about Monday next.

E. M. Trowern, secretary of the Dominion Board, was present, and told of some work being done in connection with getting manufacturers to adopt the Contract Selling Plan of placing their goods on the market. One of these firms was

the Canada Sauce & Vinegar Co. of Toronto, which was represented at the meeting by W. W. Leith, who described this Contract Selling Plan so far as his firm was concerned.

The opinion was expressed by Robt. Dowson that we may see many high prices on groceries even after the war has concluded. Mr. Dowson was in South Africa at the conclusion of the Boer war and stated that there it took some seven or eight years for prices on meats to get back to normal, and the same applied to many other lines.

By courtesy of the Welch Grape Juice Co., the members enjoyed refreshments at the conclusion of the meeting.

### Roll of Honor

**Pte. Robert R. Branciere**, 15th Battalion, has been twice wounded in action. At Langemark he was wounded in the hands and chest, and now word has been received that he is in General Hospital No. 13 at Boulogne. He was taken there on April 25th, suffering from a gunshot wound in the ribs. He was employed with Perkins, Ince & Co., wholesale grocers, Toronto, when he enlisted, and had been in the 48th Highlanders a couple of months when war broke out.

**A. McGrath**, a traveller for H. L. McKinnon Co., wholesale grocers, Winnipeg, enlisted with the Bulldogs last week.

**Pte. Ernest H. Sproule**, of St. Thomas, Ont., reported seriously wounded recently, has since died of his wounds in St. John's base hospital, Etaples, France, according to official word received by his parents in London, Ont. Pte. Sproule at the time of his enlistment in St. Thomas with the Second Pioneers was employed by Harding & Co., wholesale grocers, and previously by Steele & Martin, wholesale fruiterers.

both of that city. He had been a resident of St. Thomas for about three years. Pte. Sproule was 22 years of age. Pte. Sproule's wounds consisted of gunshots in the head, chest and leg.

#### AFTER THE BOMBARDMENT

Walter Paul, a Montreal retailer, is the proud possessor of a hastily scrawled letter in pencil and a soiled and tattered newspaper reproduction of his own photograph and that of his store. The whole is now carefully mounted in a handsome frame and given the place of honor in the office.

An extract from the letter which is self-explanatory follows: "Somewhere in France, March 5th—I merely wanted to show you the enclosed Standard clipping of our establishment just as I found it in the wreckage after a bombardment, which will no doubt interest you and the firm."

SERGT. N. F. NELLE.

#### POTASH FROM SEAWEED

Through experiments with seaweeds in Nova Scotia it is found that they are rich in potash and possess a considerable quantity of nitrogen and phosphoric acid. Seaweeds in their natural state have long been used by farmers of Nova Scotia for manurial purposes, and the fact that they readily decompose when spread upon the ground seems to enhance their value as a possible commercial fertilizer. The Government is now seeking means to dry and grind the weed.

T. J. Kavanagh, of Montreal, for twenty-five years with Matthews Blackwell Co., successors of the Laing Pkg. Co., of Montreal, has bought out their Bleury St. store which he has managed for sixteen years and will operate it under the name of the Kavanagh Provision Co.



Handsome fruit window of Walter Paul, Montreal, illustrating the method of increasing sales in this line.

## Window Helps \$5,000 Monthly Fruit Trade

Recent Artistic Trim Shown by Walter Paul, of Montreal—No Set Design But Nevertheless Beauty of the Display Stood Out Prominently—How Window Was Arranged

*From an interview with Walter Paul, Montreal.*

**T**HE Walter Paul grocery and provision store, Montreal, does a \$5,000 business monthly in fruit alone, and the above window display illustrates one method by which that happy result is attained.

A feature is made in this case not only of the contrasting variety of the display, which is so arranged as to bring out contrasting colors and shapes of the different fruits, but also the detail and natural richness of each variety. Therefore this little corner of a beautiful window looks like a section of a hot-

house. It will be noted that there is no set design worked out here, but rather a studied artistry that by a seemingly careless arrangement of the fruit gives to it all the wild beauty of a cluster of roses hastily stuck in a vase.

\* \* \*

(Editor's Note.—While this display was shown at the Easter season, it is one that presents suggestions for any time during summer season. This illustration should therefore be filed for use later on.)



# Expense Account 1916

1916	Sunday	Wages.	Horse etc	Light + Fuel	Credits
Apr. 3		9 00	2 00		
		13 00			
.. 5	75		8 00		
.. 7				8 00	20 00

This is a very important account in every business, and should be carefully looked after.

## System for Getting at Important Details

Charlottetown Firm Have Much Knowledge That Aids Them in Steering the Ship of Business In Proper Course—How Daily Cash is Looked After—Forms Used Described In Full—Net Profit the Big Essential

Written for Canadian Grocer by member of Coffin & Co., Charlottetown, P. E. I.

**I**N conducting any business successfully it is essential to have a book-keeping system that will show certain results. What these results shall be depends entirely on what each individual firm wishes to know.

The system here outlined has been used with satisfaction for the past ten years and supplies all the information deemed necessary in order to run a business successfully. Some of the results shown are: Gross and Net Profits from the year's business; Cost per cent of doing business; Turnover, etc.

The books employed are counter check books and loose leaf ledger for retail accounts; wholesale ledger; promissory note book; private accounts book; statements book; daily records book and cash register slips.

**Wholesale Ledger.**—This book is employed merely as a check against mistakes, that an account may not be paid a second time. Amounts are posted to debit of the different accounts from the bank account, and the cash register "paid out" slips.

**The Cash Register.**—We employ the cash register to do the work of a cash book. The amount of cash in register in morning plus the cash sales and amounts received on account during the day, should correspond to the amount on hand in the evening less amount paid out. From the "received on account" slips we post to credit of the different accounts, and from "paid out" slips to debit of accounts.

**Private Account Book.**—This contains proprietor's personal account and expense account of the business.

The "proprietor's personal account," is charged with all monies drawn by him either for living expenses, life insurance premiums, and also investments and speculations which are kept separate from the retail business. The proprietor is credited with his salary and any money put back into the business.

**Expense Account.**—This includes salary of proprietor, wages, fuel, light, donations (in cash or goods) bags, twine, interest on capital, insurance, repairs, etc., and is credited, when taking stock, with value of bags, paper, twine, etc., then on hand. Customs duties and

freight are not charged to expense, but the invoice cash of the goods.

**Daily Record Book.**—This book contains a record of cash sales and total of amount paid on accounts each day. The total for each month is transferred to statements book.

**Monthly Record.**—For each year we keep a monthly record of cash receipts as per statements books, being totals from Daily Record Book for each month, mentioned above. This will be seen in the illustration.

While the total cash receipts do not show exactly the turnover of goods for the year, yet in most cases it is near enough on which to base any calculations; in order to find the exact turn-

### Carvell Bros.

		Dr.	Cr.
Apr. 3	P. M. Statement		2 00 00
" 15	To Cheque 198 00; Disc 2 00	200 00	

Above shows how pages in the Wholesale Ledger are made out.



over it is necessary to know the total amount of accounts outstanding at beginning of business year and to subtract or add, as the case may be, the difference between this amount and the total of accounts due at end of year. For instance supposing total cash receipts for year were \$30,000, the amount due on accounts at beginning of year \$1,000 and at close \$1,200 the difference, viz., \$200, would be added to the \$30,000 making the turnover \$30,200, or if the amount due at close of year was \$800, then the turnover would be \$29,800. It is clear that if the outstanding accounts be \$200 greater at the close of the year than at the beginning, that the turnover represented by the unpaid accounts is just that much greater than the cash receipts

**Paid Out**

Apr. 3		1916	
Repairing Harness		2	00
Bread		7	50
Wages	J. D. C.	9	00
"	K. J. B.	8	00
"	H. J. D.	5	00

**Rec'd on Acct.**

Apr. 3		1916	
John Jones on a/c		10	00
F. Taylor on full		8	00

These drawings show the operation of the Paid Out and Rec'd on Account forms

**Annual Statement-**

<u>assets</u>			
Stock as per Inventory	5000	00	
Cash, on hand	350	00	
Cash, in Bank	600	00	
Bills Rec as per Sheet-estimated good	300	00	
Accounts " " " " " "	1500	00	
Furniture per Inventory (allow for depreciation)	400	00	
Barn " " " " " "	300	00	
Bags, Twine etc ..	250	00	
Expense a/c	5000	00	
			13700 00
<u>Liabilities</u>			
Accounts, outstanding	1200	00	
Bills Payable as per Sheet	2500	00	
Expense a/c	5000	00	8700 00
			5000 00
			4500 00
			500 00
			200 00
			700 00

Net assets Jan. '16  
" " " " '15  
Proprietors overdrawn a/c  
Profit

How the annual statement is drawn up.

show, for that \$200 represents a turnover of goods that is not recorded by cash receipts.

**Annual Statement.**—Just how we draw up this annual statement in assets and liabilities will be seen from the illustration.

The foregoing explains the different books and statements used in conducting the business. The most important thing to know is the Net Profit or Loss on the year's transactions. This can be found by making an inventory of the Assets and Liabilities and deducting amount of capital in the business at commencement of year which is a Liability.

The Gross Profits can be got at by

adding the amount of the Expense account to Net profits.

How to find the turnover has already been explained.

It is very essential to know what it is costing a merchant to sell goods. This can be arrived at by dividing the amount

**January 1916**

	Sales	Bills	Total
Apr. 3	50 00	10 00	60 00
5	25 00	25 00	50 00
6	75 00	5 00	80 00
7	40 00	10 00	50 00

Daily cash sales and amount paid on account shown by this form.

**1916**

	Sales	Bills	Total
Jan.	1500 00	300 00	1800 00
Feb.	1200 00	250 00	1450 00
Mar.	1700 00	400 00	2100 00
Apr.			

This is record by months of cash sales and money received on account

of Expense account by Turnover for the year. For example, say the Expense account is \$5,000, and Turnover \$30,000:

(Continued on page 29.)

**Proprietor's Personal Account 1916**

	Living Cost	Credits	Investments Life Insurance Speculations	Credits
Apr. 3	Cash 10 <sup>00</sup> Patriotic Fund 50 <sup>00</sup>	60		
5	Mortgage (J. Brown's Farm) 500 <sup>00</sup>		500	
5	Fire Ins. Premium 6 <sup>00</sup> (farming)	6		
7	Bicycle (Sold) 10 <sup>00</sup> Ins. Premium		100	
8	5 Shares S— @ 95 (Sold)			475

This is method for keeping track of proprietors' personal accounts.



# CANADIAN GROCER

ESTABLISHED 1886

*The Only Weekly Grocery Paper Published in Canada.*

**THE MACLEAN PUBLISHING COMPANY  
LIMITED.**

**JOHN BAYNE MACLEAN, President.**

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

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

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

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

## OFFICES:

### CANADA—

**Montreal** — Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. **Toronto**—143-153 University Ave.; Telephone Main 7324. **Winnipeg**—22 Royal Bank Building; Phone Garry 2313.

### UNITED STATES—

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

### GREAT BRITAIN—

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

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

Great Britain, the Colonies and Elsewhere, 12s.

**PUBLISHED EVERY FRIDAY.**

Vol. XXX.

TORONTO, MAY 12, 1916

No. 19

## ALL FRUITS PROMISE WELL.

**I**N last week's issue considerable information was given on the prospects for the fruit crops this coming year. More definite information has since been secured from one of the large canning concerns which receives reports frequently from various districts throughout the Niagara Peninsula. In summing up their information this company has reached the following conclusions in regard to various fruit crops:

The strawberries have wintered well with prospects of a good crop; of course we have to contend with the May frosts which may seriously affect the yield later. The acreage is about 20 per cent. over 1915.

"Red raspberries, black raspberries, Lawton-berries, gooseberries and currants—the canes have wintered exceptionally well and as they rarely ever are affected by the frosts, at present they promise a good yield.

"The peach outlook is decidedly good with the exception that the Spring has been very backward and wet. In some cases the growers will be unable to spray and in any event will be quite late in finishing which may lead later on to curl leaf in the Alberta peach and as the Alberta peach is about 35 per cent. of the peach crop, might affect the yield considerably.

"The pear, plum and apple crop in 1915 was a light one and they all show a good bloom and prospects of a good crop.

"The grape crop being almost an entire failure last year has every symptom of being a good crop, the canes are good and well wintered."

This information bears out what CANADIAN GROCER published a week ago. Everything so far looks to splendid crops of fruit and if no frosts and if prolonged wet weather does not interfere with them

between now and maturity, we should see a heavy fruit production this year with comparatively low prices. As already stated, however, the high price of sugar is bound to interfere with the home canning. Large canners and fruit preservers, no doubt, purchased their sugar early in the spring or during the winter when the price was \$1.50 per cwt. or more lower than it is to-day. They will, therefore, be in a position to pack their fruits at a fairly reasonable cost, although when shortage of labor is taken into consideration as well as the high price of sugar even at the figure existing in January, this is bound to make manufacturing costs greater than a year ago and much greater than before the war.

## ADVANTAGES OF KNOWING THE GOODS

**I**T is an invaluable asset for any merchant to know all about the goods he handles. He should know why the goods he carries are better than other makes. He should have some knowledge of the manufacture of the goods. If a man under these conditions asks for inferior or cheaper lines one can without offence convince him why it pays to buy the best.

Live salesmen and live merchants have often to meet the possibility of not having the article for which their customer called. It is good business policy to introduce the customer to new articles and their uses. When done tactfully this often leads to excellent sales. It is the man who simply waits on his customers and hands them out the goods in a stolid, automaton sort of way that never increases his business very rapidly. The clerk in this condition never gets beyond the clerk stage.



### THOSE SUGAR ADVANCES

SUGAR continues to advance and may go much higher, but apparently the time for speculation has passed, as the market is out of hands of men. Events must fix it, and they are in the uncertainty of time.

The most recent contributing factor in the rising market appears to be that at the present rate of export to Europe, in face of a damaged crop, America will be short of sugar for actual needs. Raws have responded by steadily firming up and refined has followed as a matter of course. Ship shortage and a score of lesser factors, contribute to this result. But the basic factor is the inexorable working of the law of supply and demand. Presumably little relief may be looked for while the war is on. In any event a forecast would be impertinence. The matter is, so to speak, in the lap of the Gods.

### COLLECT FACTS REGARDING TRADE

With the object of assembling and collating information bearing upon the new trade situation created by the war, the Ottawa Government has appointed a war trade committee. The new committee, which has been created by order-in-Council, is to be purely inter-departmental and will consist of Sir Joseph Pope, Under-Secretary of State for External Affairs; John McDougald, C.M.G., Commissioner of Customs; F. C. T. O'Hara, Deputy Minister of Trade and Commerce, and one other, the committee having power to enlist the co-operation of certain other officials. Trade conditions as they exist now and as they will probably be at the conclusion of the war will be dealt with in the light of information collected by the War Trade Committee.

### GOOD PROSPECTS FOR CHEESE MEN

PROF. G. G. PUBLLOW, chief dairy instructor for Eastern Ontario, delivered an optimistic address on the season's outlook at the annual meeting of the Brockville Cheese Board. Reports received by him from his staff of instructors indicate that about 900 factories and 50 creameries will be in operation this year, the greater number of which are now running. There have been extensive improvements to the equipment of the factories generally, and upwards of fifteen modern buildings are now in course of construction to replace those not considered fit to keep pace with the demands of the trade.

The volume of output promises to be larger from the fact that the farmers start the spring with larger herds than a year ago and the fodder make is correspondingly heavier, notwithstanding that the season on the whole may be taken as slightly backward owing to the absence of warm rains. Still, the grass

prospects of Eastern Ontario are good—so much so, in fact, that a week hence will find the cows turned loose on the pastures.

Altogether, he states, prospects were never rosier in this eastern district, both for the production of cheese of a superior quality and remunerative returns for the dairyman.

### PERSONAL ELEMENT IN SALESMANSHIP

BUSINESS is business—and something else. Upon this something else depends the additional margin of achievement that marks the man who succeeds in a large way from the man who makes a bare living.

That *something else* is the personal element in salesmanship. As far as the selling end is concerned, the clerk who knows the circumstances, the personal qualities and the wants and the peculiarities of his customers is the clerk who will make the most sales, and who will build up a steady line of trade with customers who are good pay and stable in their wants. The salesman who is quick to recall a face or an incident, who is alert enough to offer a timely congratulation or to make a sympathetic inquiry, has a way not only of making friends but of building up a profitable trade.

In this particular, the small dealer has an immense advantage over the larger concern where the cash box is the only bond between the dealer and his customer. The small dealer has an opportunity of studying the lives of his customers with a detail that means his becoming a vital part of their lives and a direct promoter of their welfare. To his customers he is a great deal more than a mere functionary. He does far more for them than handle so much tea and sugar. In a score of ways that circumstances only will bring out, he stands to them in the capacity of adviser and helper. The salesman who knows his customers will aim to render them a little better service each time they favor him with their trade. The result follows that because he knows the necessities of customers who first favored him, he soon comes to know what all healthy minded customers require and finds that his trade expands every month. In this way he discovers his diamond among the customers whom he has won by service well rendered.

### EDITORIAL NOTES

THERE appears to be no end to the sugar advances. If they continue, the housewife will not likely "put down" much fruit this season.

• • •

WHEREVER housecleaning is in vogue, there should be a good opportunity these days to sell cooked meats, pork and beans, quick desserts, etc. The women-folk won't have much time to do the usual cooking.



# Saskatchewan Retailers in Session

Dispatch From Canadian Grocer Representative States Convention in Regina This Week Has Dealt With Many Vital Questions—Good Attendance of Western Retailers Present—Full Report Next Week.

**D**ISPATCHES from representatives of Canadian Grocer who have been in attendance at the annual convention of the Saskatchewan Retail Merchants' Association in Regina this week state that a most successful gathering of western merchants has been held. The sessions were held in the Regina City Hall and a large number of Western retailers were present. Very valuable discussions took place on matters relating to the retail trade and resolutions were passed dealing with important phases of the retail trade.

The convention proper commenced Tuesday morning, and in the afternoon addresses of welcome were given by His Worship the Mayor; W. G. Styles, president of the Regina Board of Trade; J. J. Polson, president of the Regina branch of the Retail Merchants' Association.

Among the speakers present were H. O. Roberts of Minneapolis; W. H. Ault, of the Department of Agriculture, Ottawa; Professor R. H. Baker, of the University of Saskatchewan; and J. L. S. Hutchinson. H. O. Roberts addressed the convention Tuesday evening on the subject of "Co-operation for Credits and Cash," and Wednesday evening on "Community Interests."

During the convention meetings of the various trade sections were held as follows: Tuesday, 3 o'clock, meeting with wholesalers; Wednesday morning, nine o'clock, grocers' trade section; Thursday morning, 9 a.m., hardware trade section.

The annual meeting of the Retail Merchants' Mutual Fire Insurance Company was held Wednesday morning at 10.30 o'clock. Election of officers for the ensuing year took place Thursday afternoon, and the same evening the convention was brought to a close with a complimentary banquet to the visiting delegates.

## Provincial Officers

The provincial officers of 1915-16 were: President, G. A. Maybee, Moose Jaw; first vice-president, W. W. Cooper, Swift Current; second vice-president, H. D. Macpherson, Regina; treasurer, J. L. S. Hutchinson, Saskatoon; secretary, F. E. Raymond, Saskatoon; organizers, J. M. Brayley, G. W. Anderson.

The programme of the convention was as follows:

## Tuesday Sessions

9 o'clock.—Registering of members.  
10 o'clock.—Resolution committee met in the Board of Trade rooms.  
2 o'clock.—Address of welcome by His Worship Mayor Cowan, Mr. W. G. Styles, president, Board of Trade; J. J. Polson, president Regina Branch, Retail Merchants' Association.

3 o'clock.—Meeting with wholesalers.  
4 o'clock.—President's address. Reports. Appointment of committees.  
8 o'clock.—Address by Mr. H. O. Roberts, Minneapolis, Subject: "Co-operation for Credits and Cash." Discussion.

## Wednesday Sessions

9 o'clock.—Meeting of grocers' trade section. Address by Mr. W. H. Ault, of the Department of Agriculture, Ottawa, and Prof. R. H. Baker, of the University of Saskatchewan.

10.30 o'clock.—Annual meeting of R. F. Ins. Co. President's address. Reports Election of directors. Reception and consideration of resolutions.

2 o'clock.—Mail order competition. "How to successfully combat mail order competition. Address by Mr. J. L. S. Hutchinson. General discussion.

8 o'clock.—Address by Mr. H. O. Roberts, of Minneapolis. Subject: "Community Interests."

Discussion of address.

## Thursday Sessions

9 o'clock.—Meeting of hardware trade section. Address by Mr. H. O. Roberts, of Minneapolis. Reception and consideration of resolution.

2 o'clock.—Reception and consideration of resolutions.

4 o'clock.—Election of officers.

8 p.m.—Complimentary banquet to visiting delegates. Dinner followed by an informal, special evening. Representative after-dinner speakers were present.

## At Home

The ladies of Regina were "at home" to the visiting ladies in the lounge room of the Canada Club, Westman Chambers, Rose street, Wednesday afternoon at 4.30.

## Aims and Objects

To protect the commercial interests of all classes of retail merchants.

Initiating legislation favorable to the retail trade and opposing legislation detrimental to its interests.

To enlist the co-operation of manufacturers, producers, wholesalers and retailers in securing better trade conditions.

Simplifying the collection of accounts and the elimination of bad debts, and to otherwise reduce the cost of doing business.

## Things Accomplished

A few of the things already accomplished by the retailers of the province in legislation are:

Secured a Small Debts Act, through which a merchant can collect accounts at minimum cost.

A Food and Supply Bill, making ac-

counts for necessities of life preferred claims.

Second amendments to the different Municipal Acts affecting hawkers and peddlers and transient traders.

Successfully opposed several items of legislation detrimental to retailers' interests would otherwise have become law.

A full report of the convention will appear in this paper next week. Our own representative is in Regina covering the convention.

## U.S. TEA STANDARDS FOR 1916

Under date of March 7, 1916, William G. McAdoo, Secretary of the Treasury, published a copy of an act entitled "An act to prevent the importation of impure and unwholesome tea," approved March 2, 1897, and of the regulations adopted thereunder, for the information and guidance of officers of the customs and others concerned. These regulations took effect on May 1, 1916, except as to teas shipped from abroad prior to that date, which will be governed by the regulations for the year 1915. The standards for the year 1916 selected by the board of tea experts are as follows, being the same as 1915:

1. Formosa Oolong.
2. Congou.
3. Ceylon (used for India).
4. Gunpowder, green.
5. Young Hyson, green.
6. Japan, pan fired.
7. Japan, basket fired.
8. Japan, dust.
9. Scented Orange Pekoe (used for capers).
10. Scented Canton.
11. Canton Oolong.

## COFFEE ADVICE FOR THE RETAILER

Senator Vardaman, of Mississippi, states the Oregon Merchants' Journal, says he likes his coffee "strong as faith, sweet as love, black as the devil and hotter than hell."

Vardaman is one of the most picturesque and compelling men on the stage of action. He likes good coffee. So does every other red-blooded man in the world. To win a big man's respect give him a good cup of coffee.

Then get this fixed in your mind: Coffee makes an appeal to customers of the grocery store. If you cultivate the good-will of coffee users they will buy your coffee. The only way to cultivate that good-will is to sell good coffee. If you sell coffee, teas, baking powder, spices, etc., you will make money, and that is the incentive for being in business.



# The Law on Early Closing

How to Secure the Municipal By-Law—Seventy-five Per Cent. of Merchants Must Sign—The Case of the Man With Two Businesses in One—Assessing Merchants a License Fee.

Written in answer to query of "Country Merchant."

A reader of Canadian Grocer sent in the following letter:

Editor, Canadian Grocer.—We have six stores in our village, five of which close in the summer at 6.30 p.m. by mutual consent. One general merchant who runs a bakery in connection will not close, and says he cannot be made to close his store, as he is a manufacturer of bread. Kindly let me know if he can be compelled to close by by-law or otherwise, and how we would go about it?

## COUNTRY MERCHANT

There are two points raised in this letter, broadly. The first is as to the method of securing a municipal by-law which shall have for its aim some measure of closing a certain class of store.

So far as this is concerned the Factory, Shop and Office Building Act in the Second Revised Statutes, Ontario, 1914, provides, that if an application is presented to a municipal council by a number of merchants, praying for the passing of a by-law requiring the closing of any class of shop situated within the municipality, and three-quarters of the merchants of that class (that is grocers or butchers or bakers or men's wear or booksellers or any others) signed for the closing of the shops, the by-law shall be discussed by the council and automatically become law within a month of the presentation. Very obviously the thing to do therefore is to see exactly how many merchants selling one particular class of goods are in favor of the measure which is sought.

## As to Petitioning

The letter which heads this article comes from a grocer and deals with the closing of grocery stores in the village. The way which he would go about it, therefore is to test out the feelings amongst other grocers in the village and if three-quarters of them are in favor of a certain closing hour, and the fact is recited in a petition to the town council and 75 per cent. or more merchants sign their names to it, then within a month it becomes law. If and when such a measure becomes a municipal law all members of the trade affected in that village must close at the time prayed for in the petition. No one may remain obdurate and keep his store open after the closing hour agreed upon by 75 per cent.

of the trade. That is evident by the meaning of the law.

The writer of this letter, however, intimates that at present there is no by-law effective in his village. He states that there is a closing hour in effect so far as five out of the six stores in the village are concerned whereby the stores shall close at 6.30 p.m. One store stands out and remains open. The most important point about this is that at present the only agreement is one of mutual consent and not a by-law, therefore the sixth man has a right to remain open. A by-law would have to be secured if the five merchants wished to make the sixth close at the same hour.

## The Case of Two Businesses

Another important point is raised, however, and probably this is really the subject of the letter, that is, as to whether the fact that the sixth man runs two businesses in one would excuse him from complying with an early closing agreement. He cannot be compelled to comply with any early closing agreement—that is an agreement by mutual consent.

So far as a by-law is concerned a particular clause of the Factory, Shop and Office Building Act. Text 84, which refers to this point says:

"A shop in which a trade of two or more classes are carried on shall be closed for the purpose of all such trades during the hours in which it is by any by-law required to be closed for the purpose of that **one trade which is the principal trade carried on in the shop.**"

The words in heavy type bring out the crux of the matter. Shearing it of all its legal verbosity, it means simply this: The store in question has one principal trade on which it depends for its revenue more than for any other. Evidently from the letter quoted above, this trade is the grocery trade. The man referred to is a grocer first, and a baker, afterwards. Therefore if a by-law were passed in the village which would make all grocers close at 6.30 p.m., this man who has a grocery store and a bakehouse in one would have to comply with the closing by-law because the grocery end of the business is his big business, his "principal trade." Evidently he could not evade the issue by saying that he is a manufacturer of bread. He is, but his main business is groceries. There is no exemption from the statute for bakers

under these circumstances. If he were a baker alone and only that and did not handle groceries at all he would not be required to close unless there were a by-law passed making all bakers in the town close at a certain hour. He is, apparently from the letter, a grocer first and a baker second, and under the first category, he is within the scope of a municipal by-law if such were passed. If, also, he were a baker first and a grocer second, that is if the bakery end of his trade were the principal trade he carried on, he would not then come within the scope of any by-law affecting grocers.

Therefore the outstanding thing which our correspondent should seize on is to find out which is the man's principal trade and if it is as the letter appears to make it, the grocery trade, he should, if he so desires, get the other four stores with him to secure the passing of an early closing by-law.

Since five out of six have already agreed to close their store at 6.30 p.m., that is already a percentage of over eighty, (the percentage required is only 75) so that the five merchants agreeing will be sufficient to secure the passing of the by-law, which would compel the sixth man, were he a grocer, to close his store at the same hour.

## May License Merchants

Apart from what this regulation of the Shops Act apparently means, there have been cases where magistrates have refused to make convictions when certain merchants were brought into court for alleged violation of the by-law. It should also be remembered that the municipal council has the right under the Act to license merchants to bring them directly under the council's control. The license fee is usually only a nominal one, of say \$1, but authorities claim it insures the carrying out of the early closing by-law to the letter.

G. E. Perrett of Blaine Lake, Sask., grocer and confectioner is succeeded by K. L. Pollard.

All the merchants and business men of new Wolesely, Sask., have arranged for a weekly half holiday on Thursdays, from May 15 to Aug. 15, except during those weeks in which a Dominion holiday occurs. The first half-holiday will be on Thursday, May 18.





# THROUGH OTHER SPECTACLES



## CO-OPERATIVE SOCIETIES AGAIN ESCAPE

From "Grocery," London, Eng.

It is a testimony alike to the financial stability of the nation, and to its determination to go on with the war whatever the cost, that the latest war budget, introduced by Mr. McKenna, should have been received with very little opposition, except on minor points, and that the total taxation of over £500,000,000 is being faced by the country with cheerful complacency.

But while we congratulate the Chancellor on the fact that he is receiving no open objection to the taxes he proposes, it would be idle to deny that among a very large section of the trading community there is a feeling—hardly of disappointment, perhaps, but rather of disgust—that co-operative stores are once more allowed to escape their fair share of taxation, and are thus maintained in a privileged position as compared with the private trader. We have referred to this matter so fully and so often that nothing is to be gained by recalling at length the arguments—incontrovertible as they appear to us—in favor of bringing these trading concerns into line with others, and at a time when the Chancellor does not disdain to budget for an extra 1½ millions from cocoa, one-third of a million from coffee, or a couple of millions from matches, it seems strange to the detached observer that he should shut his eyes to £2,000,000 or more waiting to be gathered from the enormous profits which these societies earn. Why does he not rope these millions in?

The fallacious reason officially given is that the profits of these societies are not really profits at all, but are merely excess charges returned to members after payment of management expenses. That, however, is so thin an excuse as to be readily seen through, and has been exposed and controverted over and over again. Its only possible justification could be found if the societies traded only with their own members, but everyone knows they do nothing of the kind, and the Government must know it as well as anyone, since it has itself favored them with considerable war contracts. The real reason why they continue to escape equal treatment with other traders is not that the Government really think they make no profits, but because they are afraid of their lives to tax them. They don't want to lose the support of the co-operators in the country—that is the plain truth. The political limpet still thinks more of votes than victory, and is more concerned about the preservation of his own salary than the conservation of national wealth, either in lives or in specie. And just because certain party politicians—apostles of worn-out creeds and discredited doctrines—can see the red light in the distance, and are trembling for their political existence in a little while, the figure of Justice must not only be blindfolded, but if necessary buried. At all costs votes must be preserved. And this in the middle of the greatest war in history!

\*\*\*

## MONEY RATES FOR THE WEST

Winnipeg Free Press.

Country merchants of Manitoba were in session during the present month, forming an association which will become the buying agent for all its members, and which will render a most important service in other respects. The

formation of this association may suggest something to the large mortgage companies of this country.

In the early days of Canada's history, many retail merchants conducted their business in certain lines in a very simple way. Instead of adding a certain percentage to the wholesale price of their goods, such as 33 1-3 per cent., which would have required some figuring, they doubled the wholesale price, so that a 75c article would sell at retail for \$1.50. The country merchant, however, sold largely on credit, and as was inevitable, sustained large losses.

In the course of time the department store with its mail order business made its appearance. The retail merchant, unfortunately for him, was in a very vulnerable condition. He was, in fact, so open to attack that he invited it. The mail order business has thriven, not because of its strength, but because of his weakness. Canada cannot, however, afford to lose the country store. There are many reasons why it and the country town ought to be preserved. They, in fact, must be preserved, and the organization of a strong association of country retail merchants to buy goods in large quantities at low prices is a step in the right direction.

The parallel between the position of the country retail merchant and that of the mortgage company is by no means a perfect one, but there is a partial correspondence which it is desirable to point out. The country merchant in earlier years bought an article for a dollar, and sold it for two. The mortgage company gets money in Britain at four per cent. and loans it in Saskatchewan at nine. The country merchant was in a position where he was very open to attack, and the mortgage companies are in a similar position, and know it. The country merchants got their education from the department store, and are now mending their ways. The mortgage companies are to get theirs from the provincial governments. It was inevitable that the methods of the country store would be changed, and it is just as certain that the present method of loaning money will be altered. It is necessary in this country that money should be both dear and cheap. It must be dear to encourage saving, and to lead the British lender or the American lender to send it to this country. It must be cheap in order to give the borrower a chance. The lender must be well paid, and the borrower must be protected. The way to accomplish this result is to cut out the expense between the lender and the borrower, and this is what the governments are going to do.

\*\*\*

## JAPAN AND CHINA TEA SHIPMENTS

From Victoria, B.C., Colonist.

Although the Oriental tea season has not yet opened, various shipments have been filtering through from Japan recently, indicating that the Chinese and Japanese export season will shortly be under way. The C.P.R. liner Empress of Russia, on her last voyage, brought a small consignment of 8,000 chests, the first of the new season's crop, and on her next return voyage she will make a special call at Shimidzu and other ports where tea is largely exported.

Vessels sailing from this coast to the Orient from now on will no doubt carry tea buyers from the United States and Canada who, at the beginning of each season make the trip

to Japan and China for the purpose of arranging the year's tea supply for the markets of this continent.

The prospect for this year's tea crop is considered good, although the cold weather and late frosts of March damaged to a limited extent the early tea crop in the southern part of Japan. Apparently the only concern for the producers as well as for the exporters is the scarcity of ships and the enormous rise in freight rates. The scarcity of ships this year will be almost as acute as was the case last year, but the return of the Canadian-Pacific fleet to the trans-Pacific trade will relieve the situation to a great extent.

Shimidzu and other tea exporting ports will shortly be regular ports of call for the vessels of all trans-Pacific lines.

\*\*\*

## THE MAIL ORDER OPPORTUNITY

From the Watrous, Sask., Signal.

Any "home merchant" who isn't awake, and fails to tell the people about his wares, should read this startling statement made by the manager of a big Toronto mail order house recently! "We have a bureau whose duty is to read each week the country newspapers. There is not a paper of any consequence in our trade territory we do not get. The bureau looks over these papers and when we find a town where the merchants do not advertise, or where advertisers do not change their advertisements regularly, we immediately flood that section with our literature. It always brings results far in excess of the same effort put forth in territory where the local merchants use their local paper."

\*\*\*

## GRIMSBY CLAIMS THIS HONOR

From Grimsby Independent.

The Toronto Globe on Wednesday last issued a special Farming Edition. One of the articles dealt with the canning industry in Canada, and was quite correct with one exception, and that one we wish to correct.

The Globe said:

The first canning factory in Ontario was started 34 years ago. There are about 120 factories in operation at present, and these give employment to 14,000 people.

In this statement the Globe errs greatly, for the first canning factory in Canada was started over fifty-five years ago.

Fifty-five years ago a man by the name of W. W. Kitchen came to Grimsby and started Canada's first canning factory in the house now owned by W. J. Flett, Main St. west. This factory was run by Kitchen for several years and then was moved to a building on Main Street, at the top of the "Mill Hill," later being turned into a basket factory. During the time the factory was run on the hill, Beverly Nelles became interested in it.

In 1890 Mr. Nelles built the factory on Robinson Street now run by the Dominion Canners, and conducted it for several years.

The present Dominion Canners is thirty-six years old.

The pioneer processor in Canada was "Sike" Moore, who had charge of the processing for Kitchen, his brother, "Boll" Moore, being a can-maker and having charge of the making of all the cans for the factory. In those days all cans were made by hand, charcoal being supplied by W. F. Clarke and the late John Duvall for heating the irons for soldering.

The first canning factory in Canada, as you can see, was established in Grimsby, and Grimsby has been a big canning factory town ever since.





## THE CLERKS' PAGE



### The Story of the Wet Blanket

By E. A. Hughes

**I**N a certain town in Canada there was a grocery store which had a wet blanket. The name of the town doesn't matter. Nor, for the matter of that, does the store, since all towns have stores which themselves have one or two "wet blankets."

This particular store I have in mind was a mighty nice store. Its proprietor was a progressive, go-ahead kind of man. His store was a good one, large, light and appealing to shoppers. The windows, changed often, and dressed with care and looking as if the store was proud of them, contained displays that "pulled." The equipment of the store was about as complete as possible, and showed that the proprietor believed in spending money to bring more money.

As to the personnel of the store, it, too, was good. There were three clerks—and the wet blanket. The three clerks were efficient, with all that that means. They weren't particularly outstanding. They had no whirlwind brilliance of selling method. But they plodded along, worked conscientiously and cheerfully, and were enthusiastic, for and about the business. In this last they were on the same plane as the "wet blanket." When it came to cheerfulness and so on, however, the "wet blanket" fell down.

Not to keep the reader in suspense any longer the "wet blanket" was a man. He was a grocery clerk, and he had many virtues. He was a hard worker; he knew his business; kept a sort of tab on the markets, and generally showed signs of making a good grocer. There was one thing in his disfavor. He was about the most pessimistic mortal that ever stepped. He was the sort of man that always looked as if he had immediately returned from one funeral and was on his way to another. His face, most times, was a cross between a thunder-cloud and the business getting expression on the features of an undertaker. He was, always down-in-the-mouth. He used to put over things like this; one of the fellows in the store would say: "Gee,

it's a peach of a day. That sun's mighty good."

The "wet blanket" would reply, "Oh yes, it isn't bad for the moment, but I guess we'll have a downpour before night."

Just a little thing like the weather provided scope for his pessimism. Take another instance. One day Johnson, one of the clerks, came in with the news that the town's ball team had whacked that of a neighboring town. Of course everyone was tickled to death, and said so. Every one—did I say? I meant all but the "wet-blanket." He muttered, "Ah, but you wait till they meet the B.....s. I want our team to win, of course, but they'll get trimmed, see if they don't."

Cheerful kind of outlook, wasn't it?

The "wet blanket" carried this blueness into business. He had such a sour air about him, such a down-in-the-mouth sort of expression that by and by customers would rather wait till one of the other clerks got through than be served by the "wet blanket".

His chief hobby horse was the war. A woman would be chatting with him about how things were going at the Front, and he'd say, "Oh, I'm afraid this war is going to last a terrible long time. Can't see that we're getting any further ahead. I s'pose we'll come out on top, but it'll be a long time before we do so." And so on. And so on. Result was, of course, that he communicated some of his pessimism and blueness to his customer.

It was just the same about trade. When things were kind of dull back in 1914, the best bet, of course, was for everybody to keep smiling. Not so the "wet blanket." A woman came into the store and was mentioning how bad things were: that work was slight and money tight.

"Yes," said the wet blanket, "and it's going to be worse." And he nodded his head very sagely. Of course, he made the woman feel about a hundred per cent. worse. Any normal man would have made some cheery remark.

Eventually the "wet blanket" was

fired. The boss overheard two customers talking one day. They had just come into the store and everybody but the "wet blanket" was waiting on some customer or other. He was doing nothing. When he asked them what they wanted, they said they'd "wait for Mr. Johnson, there."

Then, said one to the other, "I can't bear that clerk. He's so blue and despondent all the time. Really, it makes me feel blue and despondent myself to talk to him."

"Same with me," was the reply. "When I came in one day and said I had heard the ——— factory had dismissed a bunch of men, he said Yes, there's going to be a lot of starving mouths to fill this winter.' It made me feel quite depressed, to hear him talk that way and to look at his woebegone face."

The Boss heard this colloquy. He knew, of course, of the "wet blanket's" fault, and many a time had he pointed it out to him. That night he called him in to the office at the end of the store.

"You'll have to go, my boy," he said. "I've given you chance after chance to brighten up, but darn it, you don't seem able to. If you stay around much longer you'll infect half my customers. It's no good telling you to brighten up any more. I guess you just can't. You seem to be made wrong. But wrong or right, you must go. I've no kick against the way you work. It's good enough and you work hard. But you're always such a wet blanket on things that really you depress the lot of us here, and the folks that come in, too; so I guess you'd better get your hat."

The "wet blanket" was upset, of course, and that may have been the reason for his next remark. He said, "Gee, this is my bad day. I know it. I'll bet when I get to the house that someone's dead or something."

Bound to look on the bad side, you see.

I suppose he's still wet-blanketing somewhere or other, at this moment. But a "wet blanket" never got on yet. The world can't afford to have house-room for a grouch.

W. E. McGaw, formerly western manager of the Western Canada Flour Mills Co., Winnipeg, has severed his connection with the above firm, and will go into the grain business on the Winnipeg Exchange.





## CURRENT NEWS OF WEEK

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



### Quebec and Maritime Provinces

A. D. McGillies general produce broker has moved to 137 McGill St. Montreal

The Canadian Northern has established a freight service between Camrose and Alliance Alta.

The Robin Hood Mills Co. have moved their Montreal office from the St. Nicholas to the Board of Trade Building.

E. Denning of the butter and cheese exporting firm of Hodgson Bros & Rowson, Montreal, has returned from a business trip to England.

The name of J. D. Hutchins president and manager director of John Duncan & Co., was inadvertently misspelled in the announcement of the incorporation in last week's Canadian Grocer.

McDonald & Robb flour merchants of Valleyfield, Que., have purchased the flour business of Bruneau & Currie Co., and Jas. Currie has retired from active business. Mr. Robb is a Dominion member of parliament for his district.

Out of town visitors who were introduced on the Montreal Board of Trade during the week are: W. Scott, St. Jerome, Que.; Geo. Goldie, Ayr, Ont.; H. F. Hatheway, St. John, N.B.; Geo. F. Feed, Abitibi, Que.; D. N. Dwyer, Ottawa; M. Necas, Chicago; A. T. Clough, Ayers Cliff, Que.; J. H. Bourassa, Chicago; W. H. Dwyer, Ottawa.

W. J. Wilson of the travelling staff of S. H. Ewing & Sons of Montreal, celebrated on April 29th with his wife and family his silver wedding anniversary of twenty-five years of married life and incidentally twenty-six years in the service of the firm. There were four generations of the family present as Mr. Wilson is himself a grandfather and his parents with fifty four years of wedded life behind them, were guests of honor at the celebration. Excepting the best man, all of the original wedding party were present.

The 1916 officers of the Halifax branch of the R.M.A. were elected at a recent meeting as follows: President, W. J. Hopgood; first vice-president, George A. Orman; second vice-president, Joseph Wood; treasurer, J. H. Bentley; Secretary, J. Cuthertson Doyle. The question of arranging the date and place for the holding of the annual Convention of the Nova Scotia Provincial Board, as well as appointing the delegates to attend the Convention of the

Dominion Board, which will be held in Winnipeg, Manitoba, on July 4th, 5th, and 6th, will be taken up at the next meeting.

### Ontario

Wilbur Eddy, a grocer in Toronto for 28 years, at 365½ Yonge St., passed away recently.

Thos. Callicott, a Toronto grocer, at corner of Euclid Ave. and Robinson Sts., died recently from heart failure.

Martin Pantler takes over the grocery business in Galt of W. G. Kay of that city. Mr. Pantler has had fifteen years in the grocery business.

The business men of Arthur, Ont., have agreed to close their respective places of business every Wednesday afternoon from May to September.

Samuel Hisey, wholesale produce merchant, Toronto, has moved from corner of Dundas and Bloor Sts. to 82 Front St., East.

The Brockville, Ont., Branch of the Retail Merchants' Association are approaching the Council to start a Day-light Saving measure.

St. Marys, Ont., merchants will have the Wednesday half holiday during June, July and August, with the exception of June 28, which comes in the same week as Dominion Day.

The name of The Eureka Specialty Co., London, Ont., was inadvertently omitted from list in Canadian grocer of firms which exhibited at the Pure Food Show in London recently.

The Genessee Pure Food Co., of Canada, has obtained a Federal Charter to carry on business in Canada under above name. The capital stock is \$25,000 and the head office is in Toronto.

During the past month or so the Retail Merchants' Association, Ontario Branch, have organized in the following towns and cities: Barrie, Bracebridge, Huntsville, Orillia, Midland, Penetanguishene, Grimsby, Hamilton, Brampton, Ridgeway, Weston and Belleville.

E. M. Trowern, secretary of the Dominion Board of the R.M.A., has returned to Toronto, from a trip to the Maritime Provinces. He attended the annual convention of the New Brunswick Association and was present at the annual meeting of the Halifax, N.S., branch at which he gave an address.

Whitby, Ont., is having an exciting time. Meeker's grocery store and Mc-

Intyre's hardware store were burglarized again. In the former a dollar's worth of tobacco was taken, and in the latter several small calibre rifles and some cartridges. The work is thought to be that of boys. Entrance was effected by breaking the glass in a rear window. Six weeks ago the same grocery store was broken into and last week the store was again broken into, the window route being chosen.

### Western Canada

R. Tewsbury, grocer of Winnipeg, has sold to W. B. Cash of that city.

The national convention of the Canadian Credit Men's Association will be held in Vancouver on June 14, 15 and 16.

The Medicine Hat Mill of the Lake-of-the-Woods Milling Co., has been completely destroyed by fire during the past week with loss of a quarter of a million dollars.

The Codville Co., wholesale grocers, Winnipeg, have decided to open branches at Medicine Hat, Alta., and Prince Albert, Sask., both of which will be in operation about June 1st.

J. C. Lowrie, formerly of Plympton, is now manager of the Portage La Prairie Co-operative Society, dealers in groceries, provisions, and general merchandise, in Portage la Prairie, Man.

At the annual meeting of the British Columbia branch of the Canadian Credit Men's Association the following officers were elected: President J. P. D. Malkin of W. H. Malkin & Co.; vice-president, A. C. Stewart, of P. Burns & Co.; board of directors, A. L. McWilliams, C. T. McHattie, A. Brenchley, D. T. Thomson, J. F. Putnam, all of Vancouver, and P. Wollaston of Victoria. The principal speaker of the evening, C. F. Campbell, spoke on "Uniformity in Provincial Legislation." Amongst those present were: W. H. Malkin, W. H. Leckie, A. G. McKenney, H. W. Kent, Jas. B. Thomson, E. T. Harris, J. D. McNeill, E. J. McFeely, T. B. Phepoe, H. W. Berkinshaw, E. Lipsett, G. F. Perkins, A. B. Erskine, Blake Wilson, P. L. Vibert, A. C. Stevens, T. W. B. London, R. M. Haddow, A. P. Slade, D. J. Mair, D. Naysmith, J. M. Ellis, J. F. Harper, W. H. Hargreaves, W. M. Hogg, Rev. Dr. E. D. McLaren, T. B. Balkwill, E. R. Ricketts, R. D. Dinning, J. A. Cunningham and Colin F. Campbell.



# Death of Thomas Kinnear

Wholesale Grocer in Toronto Since 1880—Formerly a Retailer  
—A Demise Generally Regretted.

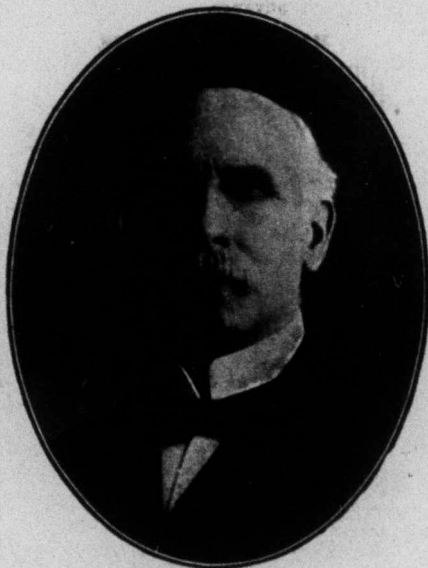
**T**HE grocery trade in Toronto loses an old and distinguished confrere in Thomas Kinnear, known along Front Street for years as "Tom" Kinnear.

Mr. Kinnear was born in Ballymena, County Antrim, Ireland, on April 15, 1846, and came to Canada with his parents at the age of 17. He began his business career in the employ of Richard Dunbar, well-known grocer of the time, on the old market square. In 1871 Mr. Kinnear established himself in the retail grocery trade with J. W. Lang, under the style of Kinnear & Lang. He has, therefore, been in business for himself for 45 years.

Nine years later he disposed of his interest in this firm to Mr. Lang, and founded the present wholesale grocery business known as T. Kinnear & Company, of Toronto and Peterborough, of which he remained the sole proprietor.

Mr. Kinnear is survived by his widow and two daughters, Mrs. Thomas Eakin and Miss Olive B. Kinnear; and three sons, Harvey S., Thomas H., and A. Roy.

In religion he was a Presbyterian. He was an elder of the Bloor Street Church for a number of years, and prior to that was for many years an elder of Cooke's Church. In both of these churches he was an earnest and conscientious worker. In politics Mr. Kinnear was a Conservative. He was a past president of the Irish Protestant Benevolent Society, a member of the Board of Trade, and honorary governor of the Toronto General Hospital, a director of the Merchants' Fire Insurance Company, and president of the Queen City Vinegar Company.



The late THOMAS KINNEAR, Prominent wholesaler in Toronto since 1880. Above cut is from photo taken some years ago.

Mr. Kinnear was also a member of the Wholesale Grocers' Guild, where his counsel was always appreciated. His somewhat sudden death, due to an attack of angina pectoris, on Good Friday, has been received throughout the trade with general regret on part of both his wholesale confreres and retailers. His passing marks the third "vacant chair" in Toronto wholesale grocery circles in the past year or two, the other two being Major John Sloan and J. Fisher Eby. All three were long connected with the trade and among the prominent wholesalers of that city.

The funeral of Mr. Kinnear was held on Wednesday afternoon.

## SERVICE DEPARTMENT

Editor Canadian Grocer.—Has the color of sulphur anything to do with the quality? We had a customer to-day who would not buy because the color was too pale. Are there different grades of sulphur?

ONTARIO READER.

Edit. Note.—We took this matter up with a wholesale drug house and they advise us that the color of sulphur has nothing whatever to do with the quality, although the bright yellow sells the best. Sulphur all comes from the same source, so that there is not any difference in grade, although it is sold in different forms.

• • •

Editor, Canadian Grocer.—Could you give me any information re a first-class, up-to-date Grocer's Manual? We have been using — Grocer's Manual, but it is now sadly out of date, and we feel such a book is almost indispensable.

E. R. McTAGGART.

Vancouver, B.C.

Edit. Note.—We would suggest that you get copy of "The Grocer's Encyclopedia," which is handled by the Technical Book Department of the MacLean Publishing Co., Toronto. This is a large book of almost 750 pages, containing many half-tone illustrations, some of them being in colors.

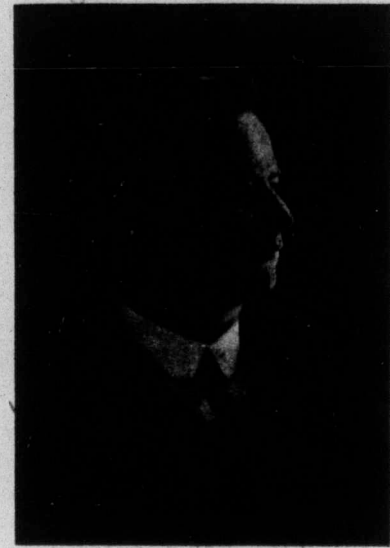
• • •

Editor Canadian Grocer:—"Will you please tell me if the pay of a soldier can be garnisheed for debt?"

Canadian Grocer Reader

Editorial Note.—No, a soldier's pay cannot be garnisheed. This is made clear in Militia Order No. 241, issued

September 13th, 1915, which states "a soldier's pay cannot be seized for debt and consequently merchants who sell to soldiers on credit do so at their own risk."



J. E. MACFARLANE,

Who has recently been appointed general manager for the Western Canada Flour Mills Co. His headquarters are in Winnipeg.

## NEW MANAGER FOR WESTERN CANADA FLOUR

J. E. Macfarlane, who has just assumed his new duties as general manager of the Western Canada Flour Mills Co., with headquarters at Winnipeg, has had 24 years' experience in the milling industry. He was for several years with the Lake of the Woods Milling Co., and joined the force of the Western Canada Flour Mills in 1905. For several years he was a representative of the company in the Province of Quebec; then Eastern manager, with headquarters in Toronto. He also managed the company's domestic trade in the East, besides looking after export trade.



## SYSTEM FOR GETTING AT IMPORTANT DETAILS

(Continued from page 21.)

5,000 ÷ 30,000 = 16 2-3 per cent of selling price. Therefore 16 2-3 cents is average cost of selling \$1 of goods.

If it is known what the Net Profits and cost percentage of doing business are, these are the essentials. It is nice to know many other features of the business and each firm may add to the system if desired. As for instance a firm may wish to know what profit is being made, if any, on a certain line of goods. This entails more work but is often worth while. But to know what it costs to do business and endeavor to get at least this percentage on as many articles as possible, should be the aim of all who hope to amass the wealth of a Rockefeller.



# Sugar, Dates and Peels Up

Two Advances in Refined Sugar Last Week—Canned Vegetables Firming Up—Package and Bulk Dates Higher—Split Peas Trifle Lower—Peach Prices Decline—Japan Tea Market Opens.

Office of Publication, Toronto, May 11, 1916.

**C**ONTINUING its wild career, sugar advanced 35c last week in two advances of 20 and 15c per cwt. respectively. There is no new cause to which it may be put down. It is a result simply of the speculation going on in the States, together with the very heavy buying in which Britain and France are indulging. There is no reason at all why sugar would not go higher yet, and the general opinion of the trade is that we shall see 10c sugar, and that in the no-distant future. There appears to be no logical reason why this would not follow, inasmuch as every successive raise of 10 or 15c for the last six or seven weeks has left the market not a trifle easier in tone, but rather all the more prone to advance again. This is the unusual and to some people inexplicable thing about the sugar market, that no advance, not even a sharp advance, makes the market any more settled or less liable to go higher.

To some extent the firmness and startling strength in hogs which has been a feature of the market for two or three weeks has let up. Live and dressed hogs are a little easier this week, but in the main, hog products have maintained all their firmness and are well supported. This applies to most kinds of cooked meats, to bacon and also to backs. Pure lard is actually a quarter of a cent higher this week.

The situation in eggs is interesting. Deliveries are heavy, although not as heavy for the last couple of months as the corresponding months of last year, and while demand is good, there is a fairly large surplus which is being taken up for storage purposes. An important point, however, is that the price at which eggs are being bought for storing is a couple of cents higher than last year. This indicates, of course, that we shall have higher-priced eggs next winter. If eggs are being stored at present levels, there is no doubt when the public comes to buy storage eggs, they will have to pay more for them than they did last year, when they were actually bought to store at a couple of cents under this year's price. So far as egg production is concerned for the first four months of the year, January and February were ahead of last year. This is chiefly due to the fact that January and February of 1916 were comparatively mild so far as weather goes and the hens were laying better. March and April, however, are below those months of last year, so that the thing is about averaged up from the point of production.

Cheese levels are up about a quarter of a cent this week and firm at that. The opening of navigation has allowed boats to leave Montreal with a good deal of stuff for export which has given a fillip alike to domestic demand and to export. Domestic demand for cheese at present is heavy. As far as export is concerned, inquiries are materializing into orders to a larger extent than has been the case for some little time and this is directly traceable to the opening of navigation.

Two weeks ago CANADIAN GROCER pointed out that butter was on the toboggan and that further declines in creamery were to be expected. The declining tendency was further exemplified last week, and this week in Toronto creamery butter has gone down 2c. The reason is that there is a great deal of creamery being made and notwithstanding an excellent demand the make is larger than the demand therefor. This state of affairs does not exist with regard to dairy butter, but only to creamery. As nobody wants to store this kind of creamery butter, the result is there is more on hand than is necessary. Fodder butter is not yet to hand and therefore there is no storage going on, which, were it proceeding, might take care of the surplus in creamery.

## MARKETS IN BRIEF

### QUEBEC MARKET.

**FRUIT AND VEGETABLES—**  
Pineapples decline sharply.  
Oranges firm; apples inactive; new limes affecting lemon sales.  
Celery, tomatoes and cabbage firming up.  
**PRODUCE AND PROVISIONS—**  
Lard  $\frac{3}{4}$ c, compound  $\frac{1}{4}$ c higher.  
Hogs firming up.  
Eggs and butter steady.  
**FISH AND OYSTERS—**  
Fresh fish plentiful and low.  
Trout and B.C. salmon arriving, but very high.  
Halibut declines 15%.  
**FLOUR AND CEREALS—**  
Flour firm and stocks reported low.  
Advances in feeds.  
**GENERAL MARKETS—**  
Sugar and tea firmer.  
Currants up.  
Spices weaker.

### ONTARIO MARKETS.

**FLOUR AND CEREALS—**  
Ontario oats higher.  
Several feeds stronger.  
Cornmeal quite firm.  
**FISH AND OYSTERS—**  
B.C. salmon slow.  
More halibut coming.  
Average demand for fish.  
**FRUIT AND VEGETABLES—**  
Texas onions here.  
Leamington cukes scarce.  
Navel oranges up.  
Radishes a drug.  
Cabbage getting cheaper.  
**PRODUCE AND PROVISIONS—**  
Butter down.  
Eggs selling low.  
Storage prices freer.  
Cheese slightly up.  
Lard prices higher.  
**GENERAL GROCERIES—**  
All dates higher.  
Peach prices down.  
Good buy in canned goods.  
Sugar up 35c.  
All peels advance.

### MANITOBA MARKETS.

**FLOUR AND CEREALS—**  
Higher feed quotations.  
Bran, \$20; shorts, \$21.  
Mixed chop still quoted \$28.  
Slight change in wheat.  
Flour and cereals quiet.  
**FISH AND POULTRY—**  
Situation little changed.  
Fresh lake trout arriving.  
Poultry still scarce.  
Fish more plentiful.  
**FRUIT AND VEGETABLES—**  
Decline in strawberries.  
Cherries also cheaper.  
Navel oranges scarce.  
Valencia oranges coming in.  
Florida tomatoes now \$4.50.  
Cabbage firm at 5c lb.  
**PRODUCE AND PROVISIONS—**  
Live hogs quoted \$11.  
Higher lard quotations.  
Eggs temporarily firm.  
Cheaper eggs looked for.  
Butter arriving slowly.  
**GENERAL GROCERIES—**  
Sugar now quoted \$8.80.  
Still higher sugar expected.  
Molasses continues upward.  
Canned tomatoes rising.  
Rice firm on Pacific Coast.  
Michigan beans coming in.



# Quebec Markets

Montreal, May 11.—Business continues to be satisfactory, with a general improvement noted in most cases and an undertone of more confidence in the market, which is, however, restricted in its operation by a tendency towards economy on the part of the buying public as price advances become more generally effective.

Strike of the local transport company's teamsters has interfered with trade during past week, but local firms have met the difficulty by using their own delivery trucks for hauling from the railroad yards. An embargo has been placed on goods shipped to Montreal, the full effect of which has not yet been felt locally. The seed business of the year is about over, and has been fairly good, leaving wholesalers well cleaned up on stocks. Weather has been so unfavorable for seeding operations that possibility of an additional demand is present. Sugar and tea occupy strong position on market.

Flour stocks are reported low and an increase in business is expected. Oat market is stronger, and advances have occurred in feed products. All pork product supplies are very much firmer, and the opening of navigation has affected the feeling in cheese and other lines particularly susceptible to export conditions. Fresh fish are now arriving freely. Wrapping paper has advanced 15c per cwt. following the higher one of a week ago. All condensed milk lines have advanced 15c per case to the level set by some brands some weeks ago, so that the minimum price is now \$6. Rope is up 1/2c and currants 1c. The only important declines of the week were in shelled walnuts, which are down 3c, and in pineapples.

**SUGAR.**—Very strong feeling ruling in market, following 15c advance of latter part of last week, a total of 35c increase for that week, which makes granulated in 100-lb. bags \$8.20 for city and \$8.15 for country, with yellows 40c less, and other advances well within the range of possibilities. Trading continues on healthy basis, with speculation absent, as those in a position to do so stocked some time ago, and all other buying is restricted to requirements of the moment, and in a wholesale way these have not yet been curtailed by high prices to the extent in the retail trade. All local refiners are now at one general price level, but some interests indicate their confidence in market by not pushing sales of their product at present prices. Cuban raws in New York are offered at 5 3/4c and changing hands at 5 3/8c, with 6c freely predicted as price for the near future. The large Cuban crop has largely

been milled and absorbed by the trade, and some factories there have already shut down and holders of raw stock are in strong position. Export demand continues so abnormal that heavy English purchase of Java stocks have had no appreciable effect on market for Cubas. Limited tonnage continues to curtail receipts of raws in New York.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	8 20
20 lb. bags	8 30
2 and 5-lb. bags	8 50
Extra Ground Sugars—	
Barrels	8 55
50 lb. boxes	8 75
25 lb. boxes	8 95
Yellow Sugars—	
No. 1, 100 lb. bags	7 80
Dark yellow, 100 lb. bags	7 60
Bright yellow, bbls. only, cwt.	8 65
Powdered Sugars—	
Barrels	8 35
50 lb. boxes	8 55
25 lb. boxes	8 75
Paris Lump—	
100 lb. boxes	8 80
50 lb. boxes	8 90
25 lb. boxes	9 10
Crystal Diamonds—	
Barrels	8 80
100 lb. boxes	8 90
50 lb. boxes	9 00
25 lb. boxes	9 20
Cartons	9 45
Half cartons	10 15
Crystal Dominoes, cartons	9 65

**MOLASSES AND SYRUP.**—Market remains unchanged in price and the few odd lots that are being received are turned into immediate use, as they have usually been sold before arrival, and although increased shipments are confidently expected later in the month, no definite word has been received here yet as to what extent the situation will be relieved, nor how certainly.

Corn and cane syrup remain unchanged and firm, with a good demand that shows no sign of slackening.

	Fancy.	Choice.
Barbadoes Molasses—		
Punchoons	0 59	0 51
Barrels	0 62	0 64
Half barrels	0 64	0 66
For outside territories prices range about 3c lower.		
Carload lots of 20 punchoons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.		
Corn Syrup—		
Barrels, per lb., 3/4c; 1/2 bbls., 4c; 1/4 bbls.	0 64 1/2	
Pails, 3 1/2 lbs., \$1.95; 25 lbs.	1 40	
Cases, 2 lb. tins, 2 doz. in case	2 65	
Cases, 5 lb. tins, 1 doz. in case	3 00	
Cases, 10 lb. tins, 1/2 doz. in case	2 90	
Cases, 20 lb. tins, 1/4 doz. in case	2 85	
Cane Syrup—		
Barrels, lb., 5 1/4c; 1/2 bbls.	0 05 1/4	
Cases, 2 lb. tins, 2 doz. in case	4 80	

**DRIED FRUITS.**—Currants have advanced 1c, and are now 12 1/2c for bulk and 13 1/2c for packages, and stocks are so light that this factor has had more to do with advance than any active demand. Demand in all lines has been seriously curtailed. Stocks are light, but buyers are holding off, as a large section of trade is waiting in expectation of lower prices, but this condition is far from general, and an equally important and authoritative section of trade confidently predicts a higher range of prices.

Contrary influences are at work on market; the embargo on both canned and dried fruits to Britain is expected to weaken the position of this line, but, on the other hand, raisins, prunes and other U. S. fruits are in strong position. Seeded raisins have been sold on a basis of 6 3/4c for fancy and 6 1/2c for choice, but market has since gone up 1/2c lb. Prunes

for October shipment have also advanced fractionally 2c a lb. within the last fortnight.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 25-lb. boxes	.....	0 09 1/2
Apples, choice winter, 50-lb. boxes	.....	0 09
Apricots	.....	0 14
Nectarines, choice	.....	0 15
Peaches, choice	.....	0 13 1/2
Pears, choice	.....	0 13 1/2
DRIED FRUITS.		
Candied Peels—		
Lemon	.....	0 24
Lemon	.....	0 20
Orange	.....	0 19
Currants—		
Filiatras, fine, loose, new	.....	0 12 1/2
Filiatras, packages, new	.....	0 13 1/2
Dates—		
Dromedary, package stock, old, pkg.	.....	0 09
Figs, choicest	.....	0 12 1/2
Hallowee, loose, new	.....	0 07 1/2
Hallowee, 1-lb. pkgs.	.....	0 07 1/2
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 11 1/2
1 lb. glove boxes, each	.....	0 12
Cal. bricks, 10 oz.	.....	0 09 1/2
Cal. bricks, 16 oz.	.....	0 10
Cal. layers	.....	0 10
Cal. fancy, table, 10 lbs.	.....	1 80
Prunes—		
30 to 40, in 25-lb. boxes, faced	.....	0 11
40 to 50, in 25-lb. boxes, faced	.....	0 10 1/2
50 to 60, in 25-lb. boxes, faced	.....	0 10
60 to 70, in 25-lb. boxes, faced	.....	0 09 1/2
70 to 80, in 25-lb. boxes, faced	.....	0 09
80 to 90, in 25-lb. boxes, faced	.....	0 08 1/2
90 to 100, in 25-lb. boxes, faced	.....	0 08
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$2.80; 4-crown cluster	.....	3 75
Muscatsels, loose, 3-crown, lb.	.....	0 09
Muscatsels, 4-crown, lb.	.....	0 09 1/2
Cal. seedless, 16 oz.	.....	0 12 1/2
Fancy seeded, 16 oz. pkgs.	.....	0 10 1/2
Choice seeded, 16 o. pkgs.	.....	0 10 1/2
Valencias, selected	.....	0 11
Valencias, 4-crown layers	.....	0 11 1/2

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

**SPICES.**—Market is unchanged in general feature except in increase in undertone of weakness, which is reflecting occurrences on New York market, where prices have generally declined, so that some goods are sold to-day at primary prices or less. Local market is inactive, and retail wants being supplied from wholesale stocks bought before weakness became so general, so that prices here are generally unchanged.

	5 and 10-lb. boxes.	1/2-lb. pkgs. dozen.	1/4-lb. tins lbs.
Allspice	.....-0 16	.....-0 09	.....-0 23
Cassia	.....-0 29	.....-0 85	.....-0 35
Cayenne pepper	.....-0 28	.....-0 90	.....-0 35
Cloves	.....-0 30-0 32	.....-0 90	.....-0 39
Cream tartar—55 to 67c.			
Ginger, Cochin	.....-0 22	.....-0 22	.....-0 29
Ginger, Jamaica	.....-0 25	0 90-1 00	.....-0 31
Mace	.....-0 40	.....-0 45	.....-1 00
Nutmegs	0 45-0 85	.....-0 45	.....-0 80
Peppers, black	.....-0 28	0 85-0 90	.....-0 36
Peppers, white	.....-0 35	1 15-1 20	.....-0 37
Pastry spice	.....-0 22	0 95-1 20	.....-0 29
Pickling spice	0 15-0 18	.....	.....
Turmeric	0 21-0 23	.....	.....

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

Cardamon seed, per lb., bulk	2 00	2 50
Carraway—		
Canadian	.....	0 13
Dutch	.....	0 20
Cinnamon, China, lb.	.....	0 14 1/2
Mustard seed, bulk	.....	0 19
Celery seed, bulk	.....	0 36
Shredded coconut, in pails	.....	0 21
Pimento, whole	.....	12-15

**RICE.**—Market is unchanged and steady and firmness well maintained by a good demand for rice, which is coming forward in good quantities and offered at \$4.30 per cwt. for B grade Rangoons. Tapioca is firm and scarce, with no element of change in market to record.

Rangoon Rices—	Per cwt.
Rangoon, "B"	4 30
"C.C."	4 10
India bright	4 45
Lustre	4 50
Fancy Rices—	
Mandarin, Patna	4 60
Pearl	5 10
Imperial Glace	5 80
Sparkle	6 40
Crystal	5 70
Snow	5 30
Ice drips	5 4



Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

Imported Patina—	Per lb.	06
Bags, 224 lbs.	0 06	
Half bags, 112 lbs.	0 06½	
Quarter bags	0 06¼	
Velvet head Carolina	0 08	0 09
Sago, brown	0 06½	0 07
Tapioca—		
Pearl, lb.	0 11	0 12
Seed, lb.	0 10½	0 11

**DRIED VEGETABLES.**—Market is unchanged and quiet except in beans, for which there is a good steady, active demand, with firmness well maintained in all lines, and more evident since the effect of Government orders for canned goods has been felt in all lines of supply for this trade.

Beans—		
Canadian, 3-lb. pickers, per bushel...	4 30	4 45
Canadian, hand-picked	4 00	5 10
Canadian, 5-lb. pickers	4 10	
Yellow eyes, per bushel	4 20	
Lima, per lb.	0 08	0 08½
Peas, white soup, per bushel	3 00	3 25
Peas, split, bag, 98 lbs.	6 00	
Barley, pot, per bag	3 00	
Barley, pearl, lb.	0 04½	0 05

**TEA.**—A strong tone of increasing firmness prevails on an active market, in which the depletion of stocks bought last fall is becoming the governing factor of general and price increases, which are said to be not yet at an end. Importers are feeling effect of freight rates in orders placed now, and new supplies are not coming forward as freely as was expected. They are paying 8c a lb. more in cases for blacks and Chinas, although their prices to the trade show only about 5c a lb. advance, so that whole effect of prevailing primary prices has not yet been felt by trade. Congoes are up and are firm, and advancing and hard to get. Japan prices are still waiting on opening of market there. Primary market is in better condition than others, but high cost of cardboard, parchment paper, tin, and lithographic supplies, combined with the general advances in blacks and Chinas have added to strength of Japans.

**COFFEE.**—Market is firm and unchanged in price and steady, with strength well maintained in all lines. Importers are now feeling full effect of the \$2 a bag freight rate, which previous early buying had protected them from until the exhaustion of stocks made further shipments necessary. The Rio market still maintains its strength, so that Rios now cost almost as much as Santos, but no large diversion of demand to the latter line has occurred in local market.

Coffee, Roasted—		
Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 17	0 19
Java, lb.	0 31	0 33
Maraconibo, lb.	0 22	0 23
Mexican, lb.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 17	0 20
Santos, lb.	0 21	0 23
Chicory, lb.	0 12	0 14

**NUTS.**—Bordeaux shelled walnuts have declined 3c a lb., and are offered at from 33c to 34c. The wholesale import price declined only 1c about ten days ago, and the increased decline to retail trade is said to be on basis of inactive demand, which requires stimulation. Trade is passing through the quiet month of year, and little business is being done,

although an improvement over May of last year is reported.

Almonds, Tara, new	0 15	0 15½
Grenobles	0 16	0 16½
Marbots	0 15½	0 14
Shelled walnuts, new, per lb.	0 33	0 34
Shelled almonds, 2½-lb. boxes, per lb.	0 40	0 42
Sicily filberts	0 14½	0 15
Filberts, shelled	0 32	0 34
Pecans, large	0 18	0 19
Brazils, new	0 15	0 16
Peanuts, American, roasted	0 08½	0 12½

**CANNED GOODS.**—Market for all kinds of canned goods is unchanged in price. Recently established firmness is well maintained in all lines following heavy trade in stocks between jobbers. This has settled down into regular channels again, but all lines remain in strong position, as stocks in wholesalers' and retailers' hands are greatly depleted, and in some cases actually short of requirements. It is doubtful if old stocks will be sufficient for needs, although arrival of new vegetables next month will curtail demand somewhat.

Salmon stocks on Pacific Coast are said to be exhausted, and it is authoritatively stated that large quantities of 1916 pack have already sold for export on basis of \$10.50 for cases of 8 dozen ½-lb. flats best sockeye, and \$6.50 for Cohoes (halves), and \$3.25 for pink tails. Local stocks are light, and firm feeling rules.

## Ontario Markets

Toronto, May 11.—There are reports along the street about a projected move by which the Holding Company controlling canned vegetables shall also take in canned fruits. This report is of direct interest to the trade. Already meetings have been held to discuss the matter, and another is scheduled for some time the latter end of this week. Meanwhile the obstacle to the Holding Company controlling output of fruits is that these are, at present, packed in different ways, necessitating variety of prices for materials, and that they are made up of different quality sugars and are not uniform in quality of fruit. For instance, canned cherries differ in quality of fruit, quantity to the can, quantity of sugar, syrup and so on, and also in size of tin or sealer. So do other canned fruits. Some think that what would have to be done before any company could handle all fruits is to verify and standardize them in these details. This is apparently the present obstacle. It does not apply to vegetables, because these are more or less standardized.

These are the days when the fruit market is the mecca for lots of new fruits and vegetables. Both continue to come in to an ever increasing extent, and, as a consequence, prices are generally on the downward path. There are some new lines in every week, while domestic pro-

ducts continue to be more and more plentiful. Readers should watch the fruit and vegetable market reports these days. A careful study will save money.

Fancy biscuits and the like are quotably higher as time passes—that is, those which come from overseas. One large Irish exporter—Jacobs—will not be in shape to export for some time; the plant was wrecked in the recent riots.

Attention of readers is directed this week to the advances in the prices of dates, both bulk and package. All are up at least a cent. Prices of peels are up, too.

**SUGAR.**—Market has advanced by two steps of 20c—this was referred to briefly last week—and 15c respectively during the week, and is quoted now on the basis of \$8.26. This applies to all sugars except Nova Scotia refined, which is 10c lower. New Brunswick refined, hitherto higher than Montreal refined, is selling to jobbers at the same level. The market is in strong shape. There was a rumor on the street on Tuesday to the effect that raws in New York were on the downward grade; that, in fact, they had eased off something like 15 points on Tuesday afternoon. This we were not able to verify. Indeed, a despatch from New York says that instead of raws dropping 15 points, Cubans withdrew their prices on raws. Be that as it may, locally the market is in strong shape, and we venture to think the next move will be a step higher. There is no reason to suspect a calm. Even the lull which usually succeeds advances is missing, as has been the case after each increase for the last month or two.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	8 26
50 lb. bags	8 36
10 lb. bags	8 41
2 and 5-lb. cartons	8 41
Nova Scotia refined, 1.5-lb. bags	8 16
New Brunswick refined, 1.5-lb. bags	8 16
Extra Ground Sugars—	
Barrels	8 26
50 lb. boxes	8 66
25 lb. boxes	8 96
Powdered Sugars—	
Barrels	8 36
25 lb. boxes	8 86
Crystal Diamonds—	
Barrels	9 81
100 lb. boxes	8 91
50 lb. boxes	9 01
Cartons (20 to case)	9 86
Cartons (50 to case)	10 96
Crystal Dominoes, carton	10 21
Paris Lumps—	
100 lb. boxes	8 91
50 lb. boxes	9 11
25 lb. boxes	9 11
Yellow Sugars—	
No. 1	7 56
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

**TEA.**—There is no fresh activity at the moment to report, cables anent the London auctions being late this week. Last word from London was to effect that both there and in Colombo a slight declining tendency exhibits itself. This would appear to be a temporary condition only. Situation as to ocean freights grows worse instead of better. Freights from Japan, India, Ceylon and China continue very high, and it looks as if primary levels for new crop teas will be higher. As a matter of fact, just at writing, Japan has opened at about the



same prices as last year, with a very good crop.

Recent letters from England report Indians firm at auction there, with lots of teas offering. Demand has been strong; recent heavy buying has caused no surfeit at all. Ceylons are definitely higher (this is a couple of weeks ago), and strong demand is unceasing.

Locally, there is nothing of interest to report.

**SYRUPS AND MOLASSES.**—All kinds of corn and cane syrups pursue the even tenor of their way, demand and supply being ordinary. Recent advances in corn syrups have not affected retail buying at all.

As to molasses, there is practically none offering at the moment. Houses here are almost bare of spot stocks. Little is coming, on account of freight difficulties in the West Indies. West India in barrels is quoted by one house at 40, though others keep at 35 to 38. Demand is fair to middling. We in this market do not feel market conditions to anything like the extent of Montreal trade, inasmuch as at no time is there much demand here.

<b>Corn Syrups—</b>	
Barrels, per lb., 4c; ½ bbls., 4½c; ¼ bbls. ....	0 06¼
Pails, 3½ lbs., \$1.95; 25 lbs. ....	1 50
Cases, 2 lb. tins, 2 doz. in case ....	2 75
Cases, 5 lb. tins, 1 doz. in case ....	3 15
Cases, 10 lb. tins, ¼ doz. in case ....	3 05
Cases, 20 lb. tins, ¼ doz. in case ....	3 00
<b>Cane Syrups—</b>	
Barrels, lb., 4½c; ¼ bbls. ....	0 05¼
Cases, 2 lb. tins, 2 doz. in case ....	4 80
<b>Molasses—</b>	
Fancy, gallon ....	0 60 0 65
West India, bbls. ....	0 35 0 38

**DRIED FRUITS.**—All dried peaches are down about a quarter of a cent, and we quote on the basis of 7½c to 7¾c for choice, 50-lb. boxes. Demand is not large at present, inference being that the trade filled up in the fairly heavy buying of a month ago.

All peels are up a full couple of cents. Spot stocks are bare, and there is a firm demand right along. Peels are a line that shows little fluctuation so far as demand goes; it is even and unchanged from week to week. Supplies, therefore, rule the market, and these are small. There have been none in since last September, so that stocks are naturally getting low.

Dates are higher, both in bulk and package. Halloweens are up a cent and a half, and we quote 8½c to 9c. Package dates are up to 10c and 10½c. Here again stocks are low and demand is strong.

They are having some trouble, it is reported, out at the Coast in preventing raisins from getting into speculators' hands. That is, the 1916 crop. Prices have been announced, and the association is ready to confirm orders from wholesalers within the estimate of their individual requirements. The association is endeavoring to distribute the raisins as far as possible directly into consumers' hands.

Currents are very firm. Apricots display no new feature.

Apples, evaporated, per lb. ....	0 09¼
<b>Apricots—</b>	
Std., 25's, faced ..... 0 12	0 12¼
Choice, 25's, faced ..... 0 13¼	0 14
Extra choice, 25's, faced ..... 0 14½	0 15
Fancy, 25's, faced ..... 0 15¼	0 16
<b>Candied Peels—</b>	
Lemon ..... 0 18	0 20
Orange ..... 0 18	0 20
Citron ..... 0 23¼	0 25
<b>Currents—</b>	
Filiatras, per lb. .... 0 13¼	0 14¼
Amalas, choicest, per lb. .... 0 14¼	0 15¼
Patras, per lb. .... 0 14	0 15
Yostizas, choice ..... 0 14¼	0 15¼
Cleaned, ½ cent more.	
<b>Dates—</b>	
Fards, choicest, 12-lb. boxes ..... 0 09¼	0 10
Fards, choicest, 60-lb. boxes ..... 0 09	0 09¼
Pa.ckage dates ..... 0 10	0 10¼
Halloweens ..... 0 08¼	0 09
<b>Prunes—</b>	
30-40s, California, 25-lb. boxes ..... 0 13	0 13¼
40-60s, 25-lb. boxes ..... 0 10¼	0 11
50-60s, 25-lb. boxes ..... 0 09¼	0 10
60-70s, 50-lb. boxes ..... 0 09¼	0 09¼
70-80s, 50-lb. boxes ..... 0 08¼	0 09¼
80-90s, 50-lb. boxes ..... 0 08¼	0 08¼
90-100s, 50-lb. boxes ..... 0 08	0 08¼
25-lb. boxes, ¼c more.	

<b>Peaches—</b>	
Choice, 50-lb. boxes ..... 0 07	0 07¼
Stls., 50-lb. boxes ..... 0 06¼	0 07
Choice, 25 lbs., faced ..... 0 07¼	0 07¼
Extra choice, 25 lbs., faced ..... 0 07¼	0 08
Fancy, 25 lbs., faced ..... 0 08¼	0 09
<b>Raisins—</b>	
Valencia, Cal. .... 0 09	0 09¼
Seeded, fancy, 1 lb. packets ..... 0 10	
Seeded, choice, 1 lb. packets ..... 0 09¼	0 10¼
Seeded, choice, 12 oz. .... 0 08	
Seedless, 16 oz. packets ..... 0 11¼	0 12
Seedless, 12 oz. packets ..... 0 10	
Raspberries, black, dried, 25-lb. boxes. .... 0 40	0 42

**NUTS.**—Steady movement is visible in most shelled lines, and market would seem to be going higher. Shelled stuff in the main is scarce. Brazils are none to plentiful, and spot stocks of new Brazils are strengthening, though they are not immediately higher. Almonds and walnuts (shelled) are a trifle slow, though trade is showing some interest in futures.

<b>In Shell—</b>	
Almonds, Tarragona ..... 0 15¼	0 16¼
Brazils, medium, new ..... 0 16	0 18
Brazils, large, washed, new ..... 0 20	0 22
Chestnuts, peck ..... 1 75	2 00
Filberts, Sicily, bags 100 lbs. .... 0 14	0 14¼
Peanuts, Jumbos, roasted ..... 0 13¼	0 14¼
Peanuts, hand-picked, roasted ..... 0 11	0 11¼
Peanuts, fancy, roasted ..... 0 09	0 10
Pecans ..... 0 17	0 18
Walnuts, Grenoble ..... 0 14	0 15¼
Walnuts, Bordeaux ..... 0 11	0 12
Walnuts, Marbots ..... 0 12¼	0 13¼
<b>Shelled—</b>	
Almonds ..... 0 45	0 46
Filberts ..... 0 35	
Peanuts ..... 0 11	0 11¼
Pecans ..... 0 60	0 65
Walnuts, new halves ..... 0 38	0 42
Broken ..... 0 31	0 32

**BEANS.**—All grades of beans hold up firmly and continue to be scarce. The farmer simply isn't bothering with them till he gets through with seeding. Prices are all strong and liable to move up, if anything.

Split peas are quoted slightly lower at 5c to 5¼c. Demand is rather off color just now.

Beans, choice primes, bush. ....	4 80	4 80
Beans, hand-picked, bushel ..... 4 75		
Peas, blue, bushel ..... 3 50	3 60	
Split, lb. .... 0 05	0 05¼	

**RICE AND TAPIOCA.**—Rice continues to be distinctly an advancing market. New York is quite firm and uneasiness regarding the international situation as it will affect freights adds strength. Locally, there is nothing new, the trade buying hand-to-mouth only. Previous to recent advance they stocked up well.

Tapioca levels are strong. Spot stocks are not heavy, and demand is consistently good.

<b>Rice—</b>	
Rangoon "B.", per cwt. ....	4 50
Rangoon "OC", per cwt. ....	4 40
Rangoon, fancy, per cwt. ....	4 38
Patna, fancy ..... 0 07¼	0 09
<b>Tapioca—</b>	
Pearl, per lb. .... 0 11	0 12
Seed, per lb. .... 0 11	0 12

**CANNED GOODS.**—All canned fruits are apparently a good buy just now. Sugar is much higher this year than last and labor is scarce for canning factories. There is talk of the Holding Company which already controls canned vegetable securing control of fruits also. (See the introduction to Ontario markets). On the strength of this, several wholesalers are buying heavily, their view being that prices will firm up and advance. In any event canned fruits are a good buy. There will be a big call for them from the consumer this year. Sugar at \$8.25 (wholesale) is too dear for the average housewife to put down her own fruit.

Canned tomatoes and canned vegetables generally are a good buy at present. New stock tomatoes is not in till October and November, and that is a long time away. Present price is generally \$1.15 to \$1.25. This is five cents higher than last week.

**MONTREAL AND TORONTO PRICES.**

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

<b>Salmon, Sockeye—</b>	
1 lb. talls, cases, 4 doz., per doz. ....	2 52¼
1 lb. flats, cases 4 doz., per doz. ....	2 72¼
½ flats, cases 8 doz., per doz. ....	1 57¼
Five cases or more, 2¼c doz. less than above.	
<b>Chums, 1-lb. talls ..... 0 30</b>	
Pinks, 1-lb. talls ..... 1 20	
Cohoos, 1-lb. talls ..... 1 45	
Red Springs, 1-lb. talls ..... 2 00	
Humpback, ¼-lb. tins ..... 0 50	
<b>Canned Vegetables—</b>	
Tomatoes, 3's ..... 1 15	1 25
Peas, standards ..... 0 95	0 97¼
Early June peas ..... 1 00	1 02¼
Corn, 2's, doz. .... 0 97¼	1 00
<b>Fruits—</b>	
Group A	
3's Apples, Standard ..... 1 05	
3's Apples, Preserved ..... 1 20	
Gala Apples, Standard ..... 3 50	
Gala Apples, Preserved ..... 4 25	
Gala Blueberries (Huckleberries), Standard. .... 6 50	
2's Cherries, Red (pitted), light syrup ..... 1 50	
2's Cherries, Black, pitted, heavy syrup ..... 1 90	
2's Cherries, Black, not pitted, heavy syrup. .... 1 55	
2's Cherries, Red, pitted, heavy syrup ..... 1 90	
2's Cherries, Red, not pitted, heavy syrup ..... 1 55	
Gala Cherries, Red, pitted ..... 8 50	
Gala Cherries, Red, not pitted ..... 8 00	
2's Blueberries (Huckleberries), Standard ..... 1 55	
2's Blueberries (Huckleberries), Preserved ..... 1 90	
2's Cherries, White, pitted, heavy syrup ..... 1 90	
2's Cherries, White, not pitted, heavy syrup ..... 1 55	
2's Currants, Black, heavy syrup ..... 1 50	
2's Currants, Black, Preserved ..... 1 30	
Gala Currants, Black, Standard ..... 5 25	
Gala Currants, Black, solid pack ..... 6 25	
2's Currants, Red, heavy syrup ..... 1 30	
2's Currants, Red, Preserved ..... 1 30	
Gala Currants, Red, Standard ..... 5 25	
Gala Currants, Red, solid pack ..... 8 25	
2's Gooseberries, heavy syrup ..... 1 80	
2's Gooseberries, Preserved ..... 1 80	
Gala Gooseberries, Standard ..... 7 25	
Gala Gooseberries, solid pack ..... 8 50	
2's Grapes, White, Niagara, Preserved ..... 1 50	
Gala Grapes, White, Niagara, Standard ..... 3 50	
2's Lawtonberries (Blackberries), heavy syrup ..... 2 00	
2's Lawtonberries (Blackberries), light syrup ..... 1 50	
2's Lawtonberries, Preserved ..... 2 25	
Gala Lawtonberries, Standard ..... 7 00	
2's Peaches, heavy syrup ..... 1 90	
2½'s Peaches, White, heavy syrup ..... 1 90	
3's Peaches, Yellow, heavy syrup, talls ..... 1 25	
1½'s Peaches, Yellow, flats, heavy syrup ..... 1 50	
2's Peaches, Yellow, heavy syrup ..... 1 50	
3's Peaches, Yellow, heavy syrup ..... 1 90	
3's Peaches, Yellow, whole, heavy syrup ..... 2 20	
3's Peaches, Pie, not peeled ..... 1 30	
3's Peaches, Pie, peeled ..... 1 75	
Gala Peaches, Pie, not peeled ..... 3 25	



Gals. Peaches, Pie, peeled	5.00
Gals. Pie Fruits, assorted (add 5%)	1.75
2 1/2's Pears, Bartlett, heavy syrup	2.10
3's Pears, Bartlett, heavy syrup	2.25
2's Pears, Flemish Beauty, heavy syrup	1.75
2 1/2's Pears, Flemish Beauty, heavy syrup	2.25
3's Pears, Flemish Beauty, heavy syrup	1.40
2's Pears, Keiffers, heavy syrup	1.75
3's Pears, Keiffers, heavy syrup	1.85
2's Pears, light syrup, Globe	1.20
3's Pears, light syrup, Globe	1.50
3's Pears, Pie, not peeled	1.20
3's Pears, Pie, peeled	1.30
Gals. Pears, Pie, peeled	4.00
Gals. Pears, Pie, not peeled	3.00
2's Pineapple, Sliced, heavy syrup	2.10
2's Pineapple, Sliced, heavy syrup	1.50
3's Pineapple, Whole, heavy syrup	2.10
3's Pineapple, Whole, heavy syrup	2.50
2's Pineapple, Sliced, Hyeigan Brand	1.00
2's Plums, Damson, light syrup	1.50
3's Plums, Damson, light syrup	1.15
2's Plums, Damson, heavy syrup	1.55
3's Plums, Damson, heavy syrup	3.00
Gals. Plums, Damson, Standard	1.10
2's Plums, Egg, heavy syrup	1.40
3's Plums, Egg, heavy syrup	1.50
2's Plums, Green Gage, light syrup	1.15
2's Plums, Green Gage, heavy syrup	1.40
3's Plums, Green Gage, heavy syrup	1.60
Gals. Plums, Green Gage, Standard	3.50
2's Plums, Lombard, light syrup	1.00
2 1/2's Plums, Lombard, light syrup	1.30
3's Plums, Lombard, light syrup	1.50
2's Plums, Lombard, heavy syrup	1.10
2 1/2's Plums, Lombard, heavy syrup	1.30
3's Plums, Lombard, heavy syrup	1.60
Gals. Plums, Lombard, Standard	3.25
2's Raspberries, Black, heavy syrup	2.10
2's Raspberries, Black, light syrup	1.50
2's Raspberries, Black, Preserved	2.25
Gals. Raspberries, Black, Preserved	2.25
Gals. Raspberries, Black, Standard	7.25
Gals. Raspberries, Black, solid pack	9.50
2's Raspberries, Red, heavy syrup	2.10
2's Raspberries, Red, light syrup	1.50
2's Raspberries, Red, Preserved	2.40
Gals. Raspberries, Red, Standard	7.40
Gals. Raspberries, Red, solid pack	9.25
3's Rhubarb, Preserved	1.65
3's Rhubarb, Preserved	2.50
Gals. Rhubarb, Standard	3.50
2's Strawberries, heavy syrup	2.25
2's Strawberries, Preserved	2.40
Gals. Strawberries, Standard	7.75
Gals. Strawberries, solid pack	9.75

As refined in the United States is selling on a higher basis than Canadian refined, another advance is expected any time. The freight situation between Cuba and New York is still acute, which accounts for the high price of raw sugar. A prominent Winnipeg broker reiterated this week that he expected to see 10c sugar. He thought this might come within the next two months.

Sugar, Eastern—	
Standard granulated	in sacks Per cwt. 8.80
Extra ground or icing, boxes	9.65
Extra ground or icing, bbls.	9.35
Powdered, boxes	9.45
Powdered, bbls.	9.25
Hard lump (100-lb. case)	9.75
Montreal yellow, bags	8.40
Sugar, Western Ontario—	
Sacks, per 100 lbs.	8.75
Halves, 50 lbs., per cwt.	8.85
Bales, 30 lbs., per cwt.	8.85
Powdered, 50s	9.40
Powdered, 5s	9.65
Icing, barrels	9.40
Icing, 50s	9.60
Cut loaf, barrels	9.70
Cut loaf, 50s	9.90
Cut loaf, 25s	9.95
Sugar, British Columbia—	
Extra standard granulated	8.80
Bar sugar, bbls.	9.25
Bar sugar, boxes, 50s	9.35
Icing sugar, bbls.	9.35
Icing sugar, boxes, 50s	9.65
H. P. lumps, 100-lb. cases	9.75
H. P. lumps, 25-lb. boxes	10.00
Yellow, in bags	8.40

SYRUPS.—There is a feeling among brokers here that corn syrups will advance. It is stated corn market is firmer, and that advances are expected in corn starch, so that if this is the case, corn syrup might also be affected. If sugar continues to go up as it has done during the past two or three months, there will be without doubt a further advance in cane syrups. While the demand for cane syrup has been affected some by the high price, it has not been serious. Corn syrup has been moving out in large volume recently. Molasses are still advancing, due to freights, and further advances are predicted.

Corn Syrup—	
2s, per case 2 doz	2.98
5s, per case 1 doz	3.38
10s, per case, 1/4 doz	2.98
2s, per case 1/4 doz	2.97
1/2 barrels, by the lb.	4.14
R. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	4.05
5-lb. tins, 1 doz. to case, per case	4.75
10-lb. tins, 1/2 doz. to case, per case	4.45
20-lb. tins, 3 tins to case, per case	4.35
(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)	
Molasses—	
Barbadoes, 1/4 bbls., per gal.	0.65
New Orleans	0.28
Tins, 2s, \$3.50; 2 1/2s, \$3.10; 5s, \$3.05; 10s, \$2.75.	

DRIED FRUITS.—California market is more or less stationary. Already some English manufacturers are quoting prices on peels, and some large orders have been placed. This was rather surprising, as a sweeping order was issued that goods in which sugar was used were prohibited from exportation. However, it is understood that permission has been secured by a number of firms to export candied peels. In the meantime, considerable business has been done with the United States, but demand has been so heavy that difficulty is now being experienced in securing supplies. It was noticed last week that some wholesalers had dropped their prices on peels. This was no doubt due to desire to save putting it into cold storage, as the big sea-

son is not until next November. Prices named by the association on sulphur-bleached raisins last week were comparatively low. It is not expected that prices on other raisins will be named for a little while yet.

Dried Fruits—	
Evaporated apples, choice, 50's	0.10 1/2
Evaporated apples, choice, 25's	0.10 1/2
Pears, choice, 25's	0.12 1/2
Apricots, choice, 25's	0.13
Apricots, choice, 10's	0.14
Peaches—	
Choice, 25-lb. boxes	0.07
Choice, 10-lb. boxes	0.07 1/2
Currants—	
Filiatras, per lb.	0.10 1/2
Filiatras, fresh cleaned	0.13 1/2
1 lb. package Amalias	0.12
2 lb. package	0.24
Dates—	
Hallowee, loose, per lb.	0.06
Hallowee, 12-oz. pkgs.	0.08 1/2
Fard dates, 12-lb. boxes	1.25
Raisins, California—	
16 oz. fancy, seeded	0.10 1/2
16 oz. choice, seeded	0.09 1/2
12 oz. fancy, seeded	0.08 1/2
12 oz. choice, seeded	0.07 1/2
Raisins, Muscatels—	
3 crown, loose, 25's	0.08 1/2
3 crown, loose, 50's	0.08 1/2
Raisins, Sultanas—	
California, 50's, fancy bleached	0.16 1/2
California, 25's, fancy bleached	0.17
16-oz. pkgs.	0.17 1/2
Raisins, Cal. Valencias—	
25-lb. boxes	0.09
60-lb. boxes	0.09 1/2
Prunes—	
80 to 100, 25s	0.07 1/2
80 to 90, 25s	0.08
70 to 80, 25s	0.08 1/2
60 to 70, 25s	0.08 1/2
50 to 60, 25s	0.09 1/2
40 to 50, 25s	0.10
Peels—	
Orange, lb.	0.18 1/2
Lemon, lb.	0.18
Citron, lb.	0.21 1/2

DRIED VEGETABLES.—Beans are much firmer. Japanese are worth 25c more per bushel to-day in the primary market, and are practically unobtainable. The bulk of beans coming in this market now are from Michigan. However, jobbers are pretty well stocked in Winnipeg, and are selling at reasonable prices.

Beans—	
Choice, white, 3-lb. pickers, per bush.	4.80
Fancy, hand-picked, bushel	4.65
California Lima Beans—	
80-lb. sacks	0.07 1/2
Barley—	
Pot, per sack, 98 lbs.	3.20
Pearl, per sack, 98 lbs.	4.35
Peas—	
Split peas, stock, 98 lbs.	6.15
Whole peas, bushel	2.80
Whole peas, 1 lb. pkgs., case	3.30

RICE.—Market on Pacific Coast is much higher, but in Winnipeg wholesalers are selling lower than they could buy in to-day's market. This is because most wholesalers have contracted a year ahead. Tapioca and sago are still gradually advancing on account of high freight rates.

Rice and Tapioca—	
No. 1 Japan, per lb., 100-lb. bags	0.05 1/2
No. 2 Japan, per lb., 100-lb. bags	0.04 1/2
Siam, per lb., 100-lb. bags	0.04 1/2
Patna, per lb., 100-lb. bag	0.05 1/2
Carolina, per lb., 100-lb. sacks	0.07 1/2
Sago, pearl, sacks, per lb.	0.07
Tapioca, pearl	0.08

COFFEE.—There has been a further advance in coffee, but not to retail trade yet. Some doubt is expressed as to what will happen should a rupture occur between Germany and America. Some people think that release of vessels in American ports would help to ease off the situation. There is nothing unusual to report in this market, prices remaining about same here.

Coffee—	
Green, choice, No. 7 Rio	0.14
Green, choice, No. 5 Rio	0.15 1/2
Green Santos	0.18 1/2
Roasted Rio, in bulk, bbls.	0.18 0.20

## Manitoba Markets

Winnipeg, May 11.—As will be seen from the detailed reports below, another advance occurred in sugar last week-end, and further advances are confidently expected. The freight situation does not appear to have eased off. This is affecting other lines like syrup. Even canned fruits are expected to be higher this year on account of the high sugar market. There is no end to the number of lines which are influenced by sugar. A manufacturer of corn flakes announces higher prices this week because of the high cost of sugar.

Considerable activity is noticed in the market for fresh fruits and vegetables. With the approach of warmer weather, more lines are arriving. Strawberries and cherries are offered at much lower figures this week. Navel oranges are likely to leave the market for a while, and their place will be taken by Valencias, which will be offered at similar figures to those quoted on navels. In the meantime, price of the latter is higher. Cabbage is firm, while tomatoes are easier. There should be a better demand for quart boxes of strawberries from now on.

SUGAR.—The market for refined in Winnipeg jumped to \$8.80 last week-end. This was anticipated on account of the rising market for raws in New York.



Roasted Santos .....	0 23	0 25
Whole, black .....	0 23	0 25
Maraibo .....	0 23 1/2	0 25 1/2
Chicory, lb., by bbl. ....	0 09 1/2	0 10 1/2
Chicory, lb., 14-lb. tin ..	0 12 1/2	0 13 1/2

**CANNED GOODS.**—The situation is much firmer, especially on tomatoes, which are expected by some at least to advance at least 20c per case within the next 60 days. One states that practically all tomatoes in Ontario have been sold in the primary market. It is expected that demand for canned fruits will be slightly off this year on account of the high prices. The high sugar market may send prices higher, and result in decreased consumption.

**ALBERTA MARKETS (CALGARY)**

By Wire.

Calgary, May 10.—Sugar has advanced 35c since last report, and further advances are looked for. Most brands of imported sardines are up a dollar a case. Back bacon is up half a cent. Lard again advanced by 15c a case. Sago and tapioca firm and scarce at \$8.25. Evaporated apricots sell at 15c. Prunes and raisins firm. New-laid eggs are worth \$6.50. Rhubarb is quoted at \$1.50 a case. Louisiana strawberries \$3.35 a case.

<b>General—</b>		
Beans, small white Japan, lb. ....	0 22	0 22
Flour, No. 1 patent, 98's .....	3 40	3 55
Molasses, extra fancy, gal. ....	0 75	0 75
Roller oats, ball .....	2 65	2 65
Roller oats, 80s .....	2 65	2 65
Rice, Siam, cwt. ....	4 50	4 75
Potatoes, local, per bush. ....	0 60	0 75
Sago and tapioca, lb. ....	0 08	0 08
Sugar, pure cane, granulated, cwt. ....	9 20	9 20
Shelled walnuts, finest halves, lb. ....	0 49	0 49
Shelled walnuts, broken, lb. ....	0 30	0 30
<b>Produce and Provisions—</b>		
Cheese, No. 1, Ontario, large, per lb. ....	0 19	0 22
Butter, creamery, lb. ....	0 25	0 25
Butter, No. 1, dairy, lb. ....	0 25	0 25
Lard, pure, 5s, per case .....	10 30	10 30
Bacon, smoked backs, per lb. ....	0 23 1/2	0 23 1/2
Bacon, smoked bellies, per lb. ....	0 24	0 24
Lard, pure, 3s, per case .....	10 50	10 50
Eggs, new laid .....	6 50	6 50
<b>Canned Goods—</b>		
Tomatoes, 3s, standard, case .....	3 00	3 00
Corn, 2s, standard, case .....	2 35	2 35
Peas, 2s, standard, case .....	2 45	2 45
Tomatoes, gals., case .....	2 25	2 25
Apples, gals., Ontario, case .....	1 75	1 75
Strawberries, 2s, Ontario, case .....	4 50	4 50
Raspberries, 2s, Ontario, case .....	4 50	4 50
Salmon, finest sockeye, tails, 48lbs, ca. ....	10 00	10 00
Salmon, pink, tails, 48lbs, per case. ....	4 50	4 50
Lobster, 1/2s, per doz. ....	3 00	3 00
<b>Dried Fruits—</b>		
Currants, lb. ....	0 13	0 13
Evaporated apples, 50s, per lb. ....	0 11 1/2	0 11 1/2
Apples, choice, 25s, per lb. ....	0 07 1/2	0 07 1/2
Apricots, choice, 25s, per lb. ....	0 15	0 15
Pears, choice, 25s, per lb. ....	0 07	0 07
Prunes, 50-100 .....	0 15	0 15
Sultana raisins, Cal., extra fancy .....	0 07	0 07
Valencia raisins, Cal., lb. ....	0 10	0 10
<b>Fruits and Vegetables—</b>		
Apples, No. 1, box .....	2 00	2 25
Apples, cooking, box .....	1 75	2 00
Bananas, lb. ....	0 05	0 05
Grapefruit, Florida, case .....	4 75	5 00
Oranges, navela, case .....	3 75	4 25
Onions, B.C., ton .....	25 00	25 00
Lemons, case .....	4 50	5 00
Strawberries, 20 baskets, Cal. ....	3 50	3 50
Strawberries, Louisiana .....	3 35	3 35
Rhubarb, 40 lbs. ....	1 50	1 50

**SASKATCHEWAN MARKETS**

By Wire

Regina, May 10.—Canned goods are higher. Rolled oats have advanced and are quoted, 80's at \$2.40; 40's at \$1.22. Corn syrup is up 15 cents a case; corn starch is advanced a quarter of a cent, Eddy's matches advanced from 15 to 25 cents a case. Eggs are worth 23 cents. Lard is higher, 3's are quoted \$10.50. Sugar advanced 35 cents this week.

<b>Produce and Provisions—</b>		
Butter, creamery, per lb. ....	0 33	0 33

**Smuggling Resolution Passed**

London, Ont., Merchants Deplore Alleged Inaction on Part of Custom's Authorities—Selling Direct to Consumer Again Taken Up.

**A**T a recent meeting of the Retail Merchants' Association, London, Ont. branch, a resolution was passed in reference to alleged smuggling going on at Windsor and Niagara Falls. The resolution was as follows:

"That we, the Retail Merchants of the City of London, in the Province of Ontario, in meeting assembled hereby desire to draw the attention of the Minister of Customs at Ottawa to the flagrant, and evident toleration of smuggling that is being carried on at the Ports of Windsor and Niagara Falls, Ontario, to the serious detriment of the Merchants of the City, and be it further resolved that the Secretary of the Ontario Provincial Board be requested to take this matter up with the Dominion Board of the Retail Merchants' Association of Canada, in an endeavor to have more strict examination made of the effects brought into Canada by passengers at the aforesaid Ports."

It is alleged that even such things as canned soups manufactured in the United States are being smuggled across

the border as well as dress goods, etc.

In addition to above there was a resolution passed in reference to wholesalers selling direct to consumers. This resolution read as follows:—

"That we, the retail merchants of the City of London, in the Province of Ontario, in meeting assembled strongly condemn the ever-increasing practice of the wholesalers selling direct to the consumers and hereby request that this matter be taken up immediately by the executive officers of the Ontario Provincial Board of The Retail Merchants' Association of Canada, with the view to having the same immediately discontinued and that a report on same be submitted at a subsequent meeting to be called by the local executive; and be it further resolved that the Provincial Executive publish to the retail trade from time to time such information as they may possess of wholesale firms who are not loyal to the retail trade and are guilty of selling merchandise through improper channels."

Butter, dairy, No. 1 .....	0 26	0 26
Cheese, per lb. ....	0 21 1/2	0 21 1/2
Eggs, new laid .....	0 23	0 23
Lard, 3's, per case .....	10 50	10 50
Lard, 6's, per case .....	9 85	10 00
Lard, 10's, per case .....	9 80	9 80
Lard, 20's, per case .....	3 25	3 25
<b>General—</b>		
Beans, Ontario white, per bush. ....	4 50	4 50
Coffee, whole roasted, Rio .....	0 17	0 17 1/2
Cream of tartar, lb. ....	0 50	0 60
Cocoanut, lb. ....	0 23	0 23
Commeal, ball .....	2 80	2 80
Flour, 98's .....	3 35	3 35
Roller oats, 40s .....	1 22	1 22
Roller oats, 80's .....	2 40	2 40
Rice, per cwt. ....	4 35	4 35
Onions, B.C., 100 lbs. ....	3 00	3 00
Sugar, standard gran., per cwt. ....	9 19	9 19
Sugar, yellow, per cwt. ....	8 29	8 29
Tapioca and sago, lb. ....	0 09 1/2	0 09 1/2
Walnuts, shelled, 47-49c; almonds ..	0 45	0 47
<b>Canned Goods—</b>		
Apples, gals., case .....	1 80	1 80
Beans .....	2 25	2 25
Corn, standard, per 2 dozen .....	2 23	2 23
Peas, standard, per 2 dozen .....	2 40	2 40
Plums, Lombard .....	2 10	2 10
Peaches .....	3 10	3 10
Raspberries, \$4.33; Strawberries .....	4 73	4 73
Tomatoes, standard, per case .....	2 60	2 60
<b>Salmon—</b>		
Sockeye, 1's, 4 dozen case .....	9 55	9 55
Sockeye, 1/2's .....	12 35	12 35
Cohoos, 1's .....	6 00	6 00
Humpbacks, 1's .....	4 60	4 60
<b>Fruits and Vegetables—</b>		
Apples, Washington, bbl. ....	1 75	2 25
Celery .....	0 06 1/2	0 06 1/2
Cranberries, per bbl. ....	10 50	10 50
Grapefruit, case .....	4 00	4 50
Lemons .....	5 50	5 50
Navela .....	4 00	4 75
Potatoes, bushel, B.C. ....	1 15	1 15
Rhubarb .....	2 00	2 00
Cucumbers, doz. ....	2 00	2 00
Tomatoes, Florida, 6-basket crate. ....	5 00	5 00
Strawberries, crate .....	5 00	5 00
<b>Dried Fruits—</b>		
Apricots, per lb. ....	0 12	0 12
Citron peel, lb. ....	0 24	0 24
Lemon peel, lb. ....	0 17	0 17
Orange peel, lb. ....	0 17 1/2	0 17 1/2

**NEW BRUNSWICK MARKETS**

By Wire.

St. John, May 10.—During last week

sugar continued sensational advance by two rises, totalling 35c. Quotations on basis of standard, \$8.25. Not enough molasses arriving to relieve situation. Price firm at 59c to 60c. American clear pork jumps again, and is up to \$31 to \$32. Lard compound is firmer at 20c to 20 1/2c; eggs up to 22c to 23c; cornmeal up to \$1.90. Trade conditions are good and retailers are buying freely. Collections are good, but casuals require careful watching.

<b>Produce and Provisions—</b>		
Bacon, breakfast, per lb. ....	0 22	0 25
Bacon, roll, per lb. ....	0 11	0 11
Beef, corned, 1's .....	2 50	3 25
Pork, American clear, per bbl. ....	31 00	32 00
Butter, dairy, per lb. ....	0 27	0 30
Butter, creamery, per lb. ....	0 32	0 34
Eggs, new laid, per doz. ....	0 22	0 23
Lard, pure, lb. ....	0 18	0 18
Lard, compound, per lb. ....	0 14	0 14 1/2
Cheese .....	0 19 1/2	0 20 1/2
<b>Flour and Cereals—</b>		
Cornmeal, gran. ....	6 35	6 35
Cornmeal, ordinary .....	1 90	1 90
Flour, Manitoba, per bbl. ....	7 35	7 35
Flour, Ontario .....	7 05	7 05
Flour, buckwheat, western, 98-lb. bag ..	3 50	3 50
Roller oats, per bbl. ....	6 25	6 25
<b>Fresh Fruits and Vegetables—</b>		
Apples, bbl. ....	4 00	4 00
Lemons, Messina, box .....	3 50	4 00
Lemons, Cal., box .....	5 00	6 00
Oranges, Cal., case .....	4 00	4 50
Oranges, Florida, case .....	3 25	4 50
Potatoes, bbls. ....	3 50	3 50
<b>Sugar—</b>		
Standard granulated .....	8 25	8 30
United Empire .....	8 15	8 20
Bright yellow .....	8 05	8 10
No. 1 yellow .....	7 85	7 90
Paris lumps .....	9 00	9 25
Beans, white, per bush. ....	4 00	4 50
Canned pork and beans, per case .....	3 00	3 40
Molasses, Barbadoes, gal. ....	0 60	0 65
Cream of tartar, per lb., bulk .....	0 51	0 55
Currants .....	0 12 1/2	0 13 1/2
Rice, per cwt. ....	5 75	6 00





# FRUIT AND VEGETABLES



## Potatoes Easing Up: Texas Onions Selling

Many Lines Decline as Products Are More Plentiful — Radishes a Drug on Market — Navels Firming and Advancing—Scarcity of Domestic Cucumbers—Cuban Grapefruit Firmer.

### MONTREAL

FRUIT.—Grapefruit has advanced and is offered at from \$3.50 to \$4 a crate and all lines of strawberries have declined and are now offered at from 20 to 25c. Other lines are unchanged and an easy feeling dominates undertone of market owing to large supplies coming forward freely on an inactive market. Apples are quiet and prices unchanged with Spies the only line in good demand because of inferior quality of others. One car of wine-saps has changed hands at from \$2.50 to \$2.85 a box. Oranges are firm and from \$4 to \$4.25 for all sizes. Limes have appeared on the market at \$1.50 per box and are partially replacing lemons and are expected to be lower with the arrival of further supplies.

Apples—	
Spys	7 00
Ben Davis, No. 1	4 00
Ben Davis, No. 2	3 50
Russets, No. 1	6 00
Russets, No. 2	6 00
Greenings	4 50
Baldwins	4 00 4 25
Bananas, bunches	2 00 2 25
Cranberries, Cape Cod, bbl.	12 00 12 60
Grapefruit, 46-54-64-80-96	3 50 4 00
Lemons—	
California	2 75
Verdellis	2 75
Messina, 300 size, box	2 50 3 00
Oranges—	
Navels	4 00
Jamaica, 196-200-216	2 50
Porto Rico, 126-150-250-268	2 50
Pineapples, 18-24 and 30-36	2 75 3 25
Strawberries, Carolina, box	0 20 0 25
Strawberries, Louisiana	0 10 0 13
Limes, per box	1 50

VEGETABLES.—Market retains ruling factors of last few weeks, quiet but with a slight increase in volume of sales reported. New cabbage is scarce and has made sharp advance to \$4.25 and Montreal cabbage has firmed up in sympathy and is offered at \$2.25 per barrel. Both are in good demand. Celery has declined 25c and is now offered at \$2.25 as a result of increased supplies coming forward but firmness rules in feeling for future. Parsnips are down to \$1 per bag as result of inactive demand. Leeks are down to 10c per basket owing to plentiful supplies on market and a demand that has been greatly curtailed by presence of shalots on market. Tomatoes have firmed up 25c per basket and feel-

ing is very firm in this line. Canadian watercress is plentiful and easier and is offered at 30c a doz. Montreal head lettuce has appeared on market and is offered at \$1.50 per dozen. Onions are firmer and potatoes easier.

Artichokes, bag	1 50
Beets, bag	1 50
Beets, new, per doz. bchs.	1 25
Beans, wax, N.Y., per basket	4 00
Beans, green, N.Y., per basket	9 00
Cabbage, Montreal, per bbl.	2 25
Cabbage, red, doz.	0 40
Cabbage, new	4 25 4 50
Carrots, bag	0 50 0 75
Carrots, new, per doz. bchs.	0 75
Cauliflower, crate, single, doz. bchs.	3 50
Cauliflower, Canadian, doz.	1 00 1 50
Celery, Florida	2 25
Cucumbers, fancy, Boston, doz.	1 75 2 00
Cucumbers, per basket	5 00
Egg plant, N.Y., doz.	1 75
Endive Can., per lb.	0 25
Garlic	0 15
Horse radish, per lb.	0 10
Leeks, bunch	3 75
Head lettuce, Boston, box	3 00
Curly lettuce, box, 4 doz.	0 80
Mint, doz.	2 00
Mushrooms, 4-lb. basket	0 50
Oyster plant, doz.	4 00
Onions—	
Montreal, 100 lbs., bag	6 50
Spanish, crate	3 00
Silver, per 50 lb. crate	4 00
Red, per 100 lb. sack	1 00
Parsnip, bag	0 75
Parsley, Bermuda	0 40
Parsley, Montreal, per doz.	10 50
Potatoes—	
New, per bbl.	1 75
Montreal, Red, 80 lbs., bag	2 00
New Brunswick, 80 lbs., bag	2 00
Green Mt.	1 75
Sweet, hamper	0 40
Radishes, per doz.	1 25
Rhubarb, per doz.	3 00
Spinach, New York, bbl.	0 60
Shalots, Mtl., per doz. bchs.	1 00
Turnips, bag	1 25
Turnips, bag, Quebec	3 25 3 75
Tomatoes, hothouse, lb.	3 25 3 75
Tomatoes, Florida, 6 basket crate	0 75
Watercress, Boston, hothouse, doz.	0 30
Watercress, Canadian, doz.	

### TORONTO

FRUIT.—More and more fruits come in and in increasingly larger quantities. Price declines accordingly. Almost everything other than apples is down this week. Florida grapefruit is now selling well at \$4 and \$4.50. Cuban is not so plentiful this week so that price is up slightly. California cherries have arrived selling by the ten-pound box for \$3.25 and thereabouts. New Messina lemons are down a half-a-dollar to \$3. Navels have firmed up again selling from \$3 to \$4. Bananas are more plentiful now and quotation is trifle lower. Ben Davis apples are in big demand. Louisiana strawberries are arriving by the carload,

combating sale of Carolinas. Demand is good for all lines.

Apples, No. 2, bbl.	3 30	3 75
Apples, No. 3, bbl.	2 50	3 00
Apples, snow, bbl.	3 00	5 00
Apples, Spies, bbl.	4 00	5 00
Apples, Ben Davis, bbl.	2 50	3 00
Apples, 11-qt. basket	0 25	0 35
Apples, B.C., box	2 00	2 75
Bananas, per bunch	2 00	2 50
Cherries, Cal., box	3 25	3 50
Dates, lb. box		0 08
Grapefruit—		
Cuban, case	3 50	3 75
Florida, case	4 00	4 50
Oranges—		
Navels	3 00	3 75
Mediterranean sweets	3 00	3 50
Late Valencias, case	3 25	3 75
Lemons, new, California, box	3 00	3 50
Lemons, new, Messina, box	2 75	3 00
Limes, per 100		1 50
Pineapples, Porto Rico	3 75	4 00
Strawberries, North Carolina	0 18	0 22

VEGETABLES.—First car of Texas Bermuda onions arrived this week, selling well at \$2.25. There was an immediate demand for them and they were eagerly bought. Canadian asparagus sells quickly enough but deliveries are slow, and only small lots are arriving. Leamington hothouse cucumbers are scarce, and sell at \$2 or a little higher. Cabbage at \$1.25 a bbl. sells freely. Canadian stuff cutting out the case brand. Boston head lettuce still hovers round the \$4 mark. Leaf is cheap enough, however. Radishes are a drug on the market and sell for almost anything. Hothouse tomatoes are worth 15 and 20c. Potatoes are all easy enough now. Spinach is down 25c on big supplies arriving. Same applies to Florida celery and carrots. General trend is to cheapen prices. Demand is consistently good.

Asparagus, doz.	4 25	5 00
Cabbage, bbl.	1 00	1 50
Beets, Canadian, bag	1 00	1 50
Carrots, new hamper	1 10	1 15
Cauliflower, case	3 25	3 50
Celery, Florida, case	2 75	2 50
Cucumbers—		
Hothouse, doz.	1 75	2 00
Florida, hamper	4 50	5 00
Onions—		
Texas, Bermuda, crate	2 25	2 50
Choice, Canadian	2 25	2 50
Green, doz., bunches	0 10	0 30
Lettuce, leaf, doz.	0 25	0 35
Lettuce head, hamper	4 00	4 50
Mushrooms, imported, 6 qt.	2 00	2 25
Parsnips, bag	0 80	0 90
Parsley, doz.	1 00	1 25
Peppers, green, basket	0 80	0 85
Potatoes—		
N.B. Delaware, bag	1 85	1 90
Ontario, bag	1 70	1 75
Radishes, doz.	0 50	0 55
Rhubarb, doz.	0 50	0 55
Spinach, hamper	1 00	1 35

(Continued on page 38.)





# PRODUCE AND PROVISIONS



## Lard Advances: Cheese Also Higher

Hogs Somewhat Easier—Lard Prices Up a Quarter of a Cent—Queer Prices for Egg-Storing—Butter Down Two Cents in Toronto, But No Change in Montreal

### MONTREAL

**PROVISIONS.**—Tone of market is very firm as supplies are coming forward in limited quantities only. Demand is nominal but hog scarcity makes for firmness both in live and abattoir killed stock. Lard is up  $\frac{1}{4}c$ , and is  $16\frac{1}{2}c$  on a tierce basis and compounds have firmed up  $\frac{1}{2}c$  higher and are offered at  $14\frac{3}{4}c$  for 375 lb. tierces. Scarcity of supplies rules in lard; other lines are more plentiful; firmness rules in all.

<b>Hams—</b>		
Small, per lb.	0 22	
Medium, per lb.	0 20	0 21 $\frac{1}{2}$
Large, per lb.		0 20
<b>Bacon—</b>		
Plain, bone in	0 24	
Boneless	0 23	
Pea meal	0 23	
<b>Bacon—</b>		
Breakfast, per lb.	0 26	
Roll	0 18	
Shoulders, bone in	0 16	
Shoulders, boneless	0 17	
<b>Cooked Meats—</b>		
Hams, boiled, per lb.	0 32	
Hams, roast, per lb.	0 35	
Shoulders, boiled	0 26	
Shoulders, roasted	0 27	
<b>Dry Salt Meats—</b>		
Long clear bacon, 50-70 lbs.	0 16 $\frac{1}{2}$	
Long clear bacon, 80-100 lbs.	0 14 $\frac{1}{2}$	
Flanks, bone in, not smoked	0 16 $\frac{1}{2}$	
<b>Barrelled Pork—</b>		Per bbl.
Heavy short cut mess	30 00	
Heavy short cut clear	27 50	
Clear fat backs	33 00	
Clear pork	33 00	
<b>Lard, Pure—</b>		
Tierces, 350 lbs., net	0 16 $\frac{1}{2}$	
Tubs, 50 lbs. net	0 16 $\frac{1}{2}$	
Tins, 50 lbs. net	0 16 $\frac{1}{2}$	
Pails, wood, 20 lbs. net	0 17	
Pails, tin, 20 lbs., gross	0 16 $\frac{1}{2}$	
Cases, 10 lb. tins, 60 in case	0 17 $\frac{1}{2}$	
Cases, 3 and 5-lb. tins, 60 in case	0 18 $\frac{1}{2}$	
Bricks, 1 lb. each	0 18 $\frac{1}{2}$	
<b>Lard, Compound—</b>		
Tierces, 375 lbs. net	0 14 $\frac{1}{2}$	
Tubs, 50 lbs. net	0 15	
Tins, 50 lbs. net	0 15	
Pails, wood, 20 lbs., net	0 15 $\frac{1}{2}$	
Pails, tin, 20 lbs. net	0 15 $\frac{1}{2}$	
Cases, 10-lb. tins, 60 in case	0 16 $\frac{1}{2}$	
Cases, 3 and 5-lb. tins, 60 in case	0 16	
Bricks, 1 lb. each	0 17	
<b>Hogs—</b>		
Dressed, abattoir killed	0 18	

**BUTTER.** — Market remains unchanged following decline of last week with greater firmness apparent following slight advances on both spot and country offerings. Feeling is added to by increase of cheese production which is absorbing available supplies of milk in country. Western inability to supply Pacific Coast demand has resulted in some shipments from here to Vancouver during week at 29 to 29 $\frac{1}{2}c$  lb. by the ear for fresh made creamery. Quebec Co-operative and St. Hyacinthe sales recorded advances at from  $\frac{1}{4}c$  to  $\frac{3}{4}c$ , but at Cowansville there was no change.

Stocks are normal and sales fairly active.

<b>Butter—</b>	
Finest creamery, September make	0 26
Finest creamery, fresh made	0 30
Dairy prints	0 27
Dairy, solids	0 26
Separator prints	0 27
Bakers	0 24

**EGGS.**—Prices are unchanged on a steady market in which storing has become general. Quantity of supplies coming forward from country is good at price of 21c to stores. Receipts last week were 21,103 cases as against 23,811 for corresponding period of last year, and 19,326 for the preceding week of this year. There is a shortage of over 6,000 cases for the period since May 1st as compared to last year.

**CHEESE.**—Market is unchanged but is with additional firmness which has cropped up in small increases in sales at neighboring towns as result of Government and import orders and cable advances of from 1 to 2 shillings. Liverpool quotes Canadian white and colored cheese at 109 shillings. There was an increase of receipts nearly 5,000 boxes over those of last week and a decrease of nearly 8,000 as compared with the corresponding period of last year. All factories are working at good capacity and reports from country are to effect that cows have wintered well, and a full production may be expected almost immediately. Limited ocean tonnage is expected to be factor in restricting the price effect of further export demand that is expected in next few weeks.

<b>Cheese—</b>	
1915 make	0 19 0 20
Stilton	0 21

**POULTRY.**—Market is unchanged in price and general feature except for a slightly easier feeling in fresh fowls which are coming in more freely, but in other lines firmness is well maintained. Frozen fowls are practically out of the market and some other lines show same tendency. One large dealer reports low priced lines of milk fed chickens are exhausted and offers high priced goods only now. Other lines are cleaning up rapidly on a firm market.

<b>Poultry—</b>	
<b>From Stock—</b>	
Turkeys	0 29 0 30
Fowl, large	0 20 0 21

Fowl, small	0 16	0 19
Ducks		0 20
Geese	0 17	0 18
Roasting chicken, milkfed, 4 lbs. or over	0 23	0 27
Roasting chicken, ordinary	0 18	0 22
Spring broilers, dressed, pair	0 75	1 00
Squabs, Canadian, pair		0 40
Squabs, Philadelphia, pair		0 70
Pigeons, pair	0 25	0 30
<b>Live Stock—</b>		
Fowl, 5 lbs. and over	0 22	0 23
Fowl, small	0 18	0 21
Turkeys	0 22	0 25
Ducks	0 30	0 32
Geese	0 16	0 18
Chicken	0 15	0 18

**HONEY.**—Market is unchanged and steady with a more active demand noted during week, but on the whole is quiet with no feature of interest to note.

<b>Honey—</b>	
Buckwheat, tins	0 09 $\frac{1}{2}$
Strained clover, 60-lb. tins	0 12
Strained clover, in 10-lb. tins	0 12 $\frac{1}{2}$
Strained clover, in 5-lb. tins	0 12 $\frac{1}{2}$
Comb honey, white clover, per section	0 16
Comb honey, buckwheat, per section	0 13

**MAPLE SYRUP.**—Prices remain unchanged and well maintained with farmers holding up shipments of supplies in expectation of higher prices. Demand is good but supplies available are considered sufficient to care for future wants.

<b>Maple Sugar—</b>	
In blocks, bright, per lb.	0 14 0 15
In blocks, dark, per lb.	0 10 0 12
In tubs, per lb.	0 09 0 10
<b>Maple Syrup—</b>	
In 8 $\frac{1}{2}$ lb. tins, each	0 80 0 85
In 13 $\frac{1}{4}$ lb. tins, each	1 40 1 50

### TORONTO

**PROVISIONS.**—Hogs themselves are off a trifle from the higher levels prevailing for the last month or so, and are down to \$11.50 and \$12 for live, with dressed down in proportion. All products, however, remain quite strong, with no change as to price. Lard is actually a little higher, and we advance our quotations by a quarter cent.

<b>Hams—</b>	
Light, per lb.	0 23 0 24
Medium, per lb.	0 22 0 22
Large, per lb.	0 20 0 21
<b>Bacon—</b>	
Plain	0 26 0 27
Boneless, per lb.	0 28 0 30
Pea meal, per lb.	0 28 0 30
<b>Bacon—</b>	
Breakfast, per lb.	0 24 0 25
Roll, per lb.	0 19 0 20
Shoulders, per lb.	0 19 0 20
Pickled meats—1c less than smoked.	
<b>Dry Salt Meats—</b>	
Long clear bacon, ton lots	0 17 0 18
Long clear bacon, small lots	0 18 0 18 $\frac{1}{2}$
Fat backs, lb.	0 1 0 16
<b>Cooked Meats—</b>	
Hams, boiled, per lb.	0 32 0 33
Hams, roast, per lb.	0 32 0 33
Shoulders, boiled, per lb.	0 27 0 28
Shoulders, roast, per lb.	0 27 0 28
<b>Barrelled Pork—</b>	
Heavy mess pork, per bbl.	30 00 31 00
Short cut, per bbl.	32 00 33 00
<b>Lard—</b>	
Tierces, 400 lbs., per lb.	0 16 0 16 $\frac{1}{2}$



Tubs, 60 lbs.	0 16 1/4	0 16 3/4
Pails	0 16 1/4	17
Bricks, 1 lb. per lb.	0 17 1/4	0 18
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 14	0 14 1/4
Tubs, 50 lbs., per lb.	0 14 1/4	0 14 3/4
Pails, 20 lbs., per lb.	0 14 1/4	0 14 3/4
Bricks, 1 lb., per lb.	0 15 1/4	0 15 3/4
Hogs—		
Live	11 50	12 00
Dressed, abattoir killed	15 00	15 50

**BUTTER.**—Price of creamery butter, as was predicted in these columns last week, came down again, declining a full two cents. Supplies have been heavy, too heavy for the prices to be maintained, and obviously no one was storing. Price came down to 29 to 31c during week. Dealers are paying 26 and 27c for fresh-made creamery prints at the creameries. Price may go lower yet. Demand from trade is excellent, but make is very heavy. There is no recordable change in dairy. Bakers are slightly firmer.

Creamery prints, lb.	0 29	0 31
Creamery, solids	0 28	0 29
Dairy prints, choice, lb.	0 25	0 27
Dairy prints, lb.	0 24	0 26
Bakers	0 22	0 24

**CHEESE.**—Cheese is now being offered in greater quantities but maintains its level with strength. It is slightly up, as a matter of fact, since last quotations, and we quote 19 3/4 basis for new large. Big export trade is going on, opening of navigation having given a decided fillip to enquiries. Domestic demand is much heavier than recent weeks.

Cheese—		
New, large, per lb.	0 19 3/4	
New, twins, per lb.	0 20	
June and Sept., large, per lb.	0 20 3/4	
June and Sept., twins, per lb.	0 21	
June and Sept., triplets, per lb.	0 21 1/4	

**EGGS.**—A further drop of a cent in new laids is this week recorded. Eggs are coming in in very large lots. Price to trade is therefore lower while in the country 21c to 22c is being paid. It is suggested that at this figure dealers are not making much money. On the other hand, present market price of eggs is higher than a year ago, and one wonders at the price in view of big storage demands. Moreover, if the price paid, which is 2c over that of last year, for storage, is as high as it is, we shall have proportionately high-priced eggs later on.

It is now possible to see just how deliveries have been for the four months from Jan. 1st. They were heavy in January and February, but were lighter for March and April. We give receipts for the four months by cases, and also last year's figures:

Eggs—		
New laids, specials, in cartons	0 24	0 25
New laids	0 22	0 23
	1915.	1915.
	Cases	Cases
January	18,061	11,839
February	15,171	11,826
March	20,379	39,046
April	25,642	37,781

**POULTRY.**—The market shows on change, both live and dressed stuff remaining scarce and high-priced.

Poultry—		
Old fowl, pound	0 18-0 20	0 18-0 20
Old turkeys	0 18-0 20	0 26-0 30
Duckings	0 14-0 16	0 18-0 20
Turkeys	0 18-0 20	0 23-0 27

Chickens	0 18-0 20	0 20-0 24
Chickens, milkfed	0 17-0 20	0 25-0 26

**HONEY.**—The trade is buying hand-to-mouth only, and a normal business goes on.

Honey—		
Buckwheat, bbls., per lb.	0 07 1/4	0 07 3/4
Buckwheat, tins, per lb.	0 07 1/4	0 08 1/4
Clover, 50 lb. tins, per lb.	0 13 1/4	0 13 3/4
Clover, 10 lb. tins, per lb.	0 14	0 14 1/4
Clover, 5 lb. tins, per lb.	0 14	0 14 1/4
Comb, No. 1, doz.	2 50	3 00
Comb, No. 2, doz.	2 00	2 40

**WINNIPEG**

**PRODUCE AND PROVISIONS**—There have been slight fluctuations in the live hog market, but the prices last weekend remained at \$11. Receipts were only fair on account of seeding. Provision prices remain the same, but there has been an advance in the prices of pure and compound lard; tierces of pure lard are now sold on a basis of 16c per lb. Last weekend the egg market was steady at quotations, and the market was temporarily firm on account of farmers being too busy on the land to market their goods. It is expected this condition will prevail for a number of days, after which we look for a big increase in receipts. Quotations last Saturday on eggs were 21 1/2c. Butter, new make, is only arriving in limited quantities, and storage stocks are practically nil. The undertone of the market is of a firm nature. Cheese is unchanged.

Hams—		
Light, per lb.	0 21	0 23
Medium, per lb.	0 20	0 21
Large, per lb.	0 19	0 20
Bacon—		
Breakfast, per lb.	0 22	0 23
Breakfast, select, lb.	0 26	0 28
Backs, per lb.	0 22	0 25
Dry Salt Meats—		
Long clear bacon, light		0 16
Cooked Meats—		
Hams, boiled, per lb.	0 29	0 30
Shoulders, boiled, per lb.	0 23	0 24
Barrelled Pork—		
Mess pork, bbl.		27 00
Lard, Pure—		
Tierces		0 16
Pails		3 32 1/4
Cases, 10s		10-05
Cases, 5s		10 13
Cases, 3s		10 20
Cartons		0 17 1/4
Lard, Compound—		
Tierces		0 10 1/4
Tubs, 50s, net		6 37
Pails, 20s, net		2 65
Butter—		
Fresh made creamery		0 26
Rest storage creamery		0 24
Rest dairy		0 26
Cooking		0 18
Eggs—		
New laids	0 20 1/4	0 21 1/4
Cheese—		
Ontario, large		0 20
Ontario, twins		0 20 1/4

**FRUIT AND VEGETABLES**

(Continued from page 36.)

Tomatoes, crate	3 00	3 75
Tomatoes, hothouse	0 15	0 20
Turnips, bag	0 50	0 60

**WINNIPEG**

**FRUIT AND VEGETABLES.**—A decline has taken place in strawberries, which are coming on the market much more freely. They are now offered at \$3 per case. The demand just now is mainly for pints, but there will be a big demand for quarts this week. Cherries declined to \$3.50 per case of 9 lbs. Navel

oranges are a little firmer, and they will be off the market in about two weeks. Valencia oranges are beginning to move, and quotations will be on the same basis as navel. Higher prices are being asked for California lemons, \$5 being not unusual. Rhubarb is cheaper, being offered at \$1.50 this week. Sweet potatoes are higher. Florida tomatoes are lower—\$4.50 per case. There is a slight decline in Florida celery. Cabbage at 5c is firm, and there is very little old cabbage available.

Fresh Fruits—		
Cherries, case 9 lbs.		3 50
Grapefruit, case		4 00
Strawberries, Florida, case		3 00
Ontario apples, bbls.	5 00	7 00
Washington box apples		2 25
Navel oranges, case	3 50	4 75
California lemons	4 50	5 00
Bananas, bunches	2 50	3 50
Rhubarb, case		1 50
Vegetables—		
Asparagus, case		5 00
Cabbage, new, lb.		0 05
Cabbage, per lb.		0 02 1/2
Peppers, per basket		0 75
Mushrooms		0 90
Carrots, per lb.		0 02 1/2
B.C. potatoes		1 10
Alberta potatoes		1 00
Sweet potatoes, hamper		2 75
Garlic, per lb.		0 25
Turnips, bushel		1 00
California head lettuce, case		4 50
California cauliflower, doz.		6 50
Valencia onions, cases		4 50
Florida tomatoes, case		0 25
Head lettuce, doz.		1 25
Florida celery, case		3 75
Green peas, lb.		0 20
Spinach, case		1 50

**WANT PROPER BOOKS KEPT**

The Canadian Credit Men's Association has submitted to the Minister of Justice the following proposed amendments to sub-section (c) of Section 417 of the Criminal Code:

"Every one is guilty of an indictable offence and liable to a fine of eight hundred dollars and to one year's imprisonment who, being a trader and indebted to an amount exceeding one thousand dollars, is unable to pay his creditors in full and has not kept such books of account as, according to the usual course of trade or business in which he may have been engaged, are necessary to exhibit or explain his transactions, unless he be able to account for his losses to the satisfaction of the court or judge and to show that the absence of such books was not intended to defraud his creditors, but no person shall be prosecuted under the provisions of this sub-section by reason only of his having failed to keep such books of account at a period more than five years before the date of such inability to pay his creditors."

**A TWICE TOLD TALE**

My Duck she lays a bigger egg, than the helpful hen can lay, but when she's through she cackles not, but simply walks away. And so we scorn the silent duck—but the helpful hen, we prize—which is only another way to say that it pays to advertise.





# FISH AND OYSTERS



## Late Season for Lake Fish

Sea Fish Continue Plentiful—B.C. Salmon Slow in Arriving—Halibut Getting Cheaper—Lobster Prices on the Decline.

### MONTREAL

**FISH.**—General demand remains up to expectation for season of year and constant improvement is noted in daily demand which has been accelerated by the high prices of meat which create and maintain added interest in fish. The feature of the week is the increased supply of all kinds of fresh fish coming forward, particularly halibut, which has declined 15 per cent. in price in consequence during the past week. Large supplies of fresh haddock are also available chiefly from U.S. sources as stormy weather has interfered with Canadian fishing. Lake fish are scarce owing to lateness of season but prospects are favorable for larger quantities coming forward in the near future. River fish, such as cod, pike and perch are very plentiful and selling at greatly reduced prices. Cured and salt fish are very quiet. Arrivals of boiled and live lobsters are much larger and prices steadily declining. Fresh and shell oysters show inactive demand without feature of note to record. A few fresh British Columbia salmon are arriving and selling at advanced prices which are well maintained. The same is true of brook trout, they are coming forward in good quantities.

### TORONTO

**FISH AND OYSTERS.**—Arrival in greater quantities of all kinds of fresh fish is the only feature of the market. Halibut is plentiful and price is getting down to 13 and 14c, though latter figure is still pretty general. Haddock sells at 7 to 8c, chiefly 7c. supplies are larger and coming in right along.

British Columbia salmon is a slow comer but a quick seller when it arrives. Price is prohibitive in a great many cases, however. Lobster continues on the downward grade and sells at from 50 to 60 cents. Halibut comes chiefly from the East, British Columbia being late in delivery. A little comes in. Trade generally is a little slow this week, even though Lent is well passed and over.

### SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.09-10	.09
Haddies, 15-lb. and 30-lb. boxes, lb.	.10	.10½

Haddies, allots, per lb.	.11	.10
Herring, Ciscos, baskets	1.25	1.50
St. John bloaters, 100 in box	1.20	1.25
St. John bloaters, per box of 60	1.00	1.00
Smoked herrings, medium, box	.15	.15
Smoked herrings, medium, box	.15	.15
Smoked boneless herrings, 1-0-lb. box	1.40	1.40
Kipperd herrings, selected, 60 in box	1.25	1.50
Smoked salmon, per lb.	.16	.15-17
Smoked halibut	.10	.10

### FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—		
Gaspe, large, per lb.	.13	.13
Red, steel heads, per lb.	.12	.13
Red, sockeyes, per lb.	.12	.12
Red Cohoes, dressed, lb.	.11	.11
Red Cohoes, dressed, lb.	.12	.11
Pale qualla, dressed, per lb.	.10	.11
Halibut, white western, large and medium, per lb.	.11	.13
Halibut, eastern, chicken, per lb.	.12	.12
Mackerel, bloater, per lb.	.09-10	.10
Haddock, medium and large, lb.	.06	.10
Market codfish, per lb.	.06	.08
Steak codfish, per lb.	.07	.10
Canadian soles, per lb.	.06	.08
White fish, per lb.	.15-16	.18
Smelts	.15	.08
Smelts, extras	.15	.08
Herrings, per 100 count	2.00	3.25
Round pike	.07	
Grass pike, dressed	.07	

### DRIED AND PREPARED FISH.

Dried Haddock	6.00	6.00
Dried codfish, medium and small, 100 lbs.	7.00	7.00
Dried hake, medium and large, 100 lbs.	6.00	6.00
Dried pollock, medium and large, 100 lbs.	6.00	5.00
Dressed or skinless codfish, 100-lb. case	6.50	3.00
Homeless codfish, 2-lb. blocks, 20-lb. boxes, per lb.	0.08	0.10
Homeless codfish, 2-lb. blocks, 20 lb. boxes, per lb.	0.07	0.10
Homeless codfish, strips, 20 lb. boxes	0.10	0.10
Homeless codfish, in 2-lb. and 3-lb. boxes, a box	1.00	1.00
Homeless codfish, in 2-lb. and 3-lb. boxes	0.15	0.15

### BULK OYSTERS, CLAMS, ETC.

Standard, solid meats, gal.	1.70	1.75
Standard, bulk, gal.	1.50	2.75
Selects, per gal., solid meat	2.00	2.25
Best clams, imp. gallon	2.00	
Best scallops, imp. gallon	2.25	3.50
Best prawns, imp. gallon	2.25	
Best shrimps, imp. gallon	2.00	
Sealed, best, pt. cans, each	0.40	0.40
Sealed, best, select, quart cans, each	0.50	0.75
Rockaways, 100	1.50	
Blue points, small	1.00	
Blue points, large	1.50	

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

Cape Cod shell oysters, per lb.	9.00	1.50
Canadian cultivated oysters, bbl.	10.00	10.00
Clams, per bbl.	9.00	8.00
Malpeques, ordinary, bbl.	9.00	9.00
Live lobsters, medium and large, bbl.	0.25	0.60
Little necks, per 100	1.25	1.50

### FRESH SEA FISH

	Montreal	Toronto
Halibut	12-14	15
Haddock, fancy express, lb.	6½-7	7
Mackerel, medium, each	22	
Steak, cod, fancy, express, lb.	10	
Herrings, each		02
Flounders	.08	12
Flounders, New York		14
Salmon, Western	22-23	

### FRESH LAKE FISH

Carp, lb.	0.09	
Pike, lb.	0.09	0.07
Perch	0.05	0.07
Suckers, per gal., solid meat	0.06	0.10
Suckers, lb.	0.06	0.08
Whitefish, lb.	0.12	0.20
Lake Erie whitefish	0.30	
Herrings, ea.	0.02	
Gaspereaux, each	0.03	
Lake trout	0.12	0.14
Eels, lb.	0.10	0.08
Dore	12-13	0.13

### FROZE LAKE AND RIVER

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

### WINNIPEG

**FISH AND POULTRY.**—The situation remains much the same as it was a week ago except that all lines are a little more plentiful. A new line on the market is fresh lake trout, which opened at 12c—a good average price. Poultry is still scarce.

Fish—		
Frozen salmon	0.11	
Frozen halibut	0.09½	0.09
Fresh halibut	0.15	0.15
Pickeral	0.07½	0.07½
Steak cod, per lb.	0.08	0.08
Lake Winnipeg whitefish	0.09	0.09
Fresh finnan haddie	0.11	0.12
Kippers, per box	2.00	2.00
Lake trout, per lb.	0.10	0.10
Bloaters, per box	2.00	2.00
Salmon, fresh, per lb.	0.21	0.21
Salt mackerel, 20-lb. kit	3.00	3.00
Smoked gold-eyes, doz.	0.50	0.50
Oysters, per gal.	2.00	2.00
Oysters on shell, doz.	0.25	0.25
Poultry, Live—		
Fowl	0.15	0.15
Roosters	0.11½	0.11½
Chickens	0.15	0.15
Turkeys	0.19	0.19
Ducklings	0.13	0.13
Geese	0.14	0.14
Poultry, Dressed—		
Ducks, No. 1	0.24	0.24
Fowl, No. 1	0.24	0.24
Turkeys, No. 1	0.33	0.33
Geese, No. 1	0.25	0.25

### BRITAIN NOT CONNECTED WITH RATION CONTRACT

It was learned yesterday that Great Britain is not and has not been a party to the negotiations in the big army rations orders which have recently attracted such wide attention in packing and food circles generally. This was stated yesterday on the authority of F. B. Learned, vice-president of the Imperial Cannery, of Montreal.

Mr. Learned, who is a director of the Colonial Packing Co., has succeeded Joseph P. Kennedy as vice-president of the Imperial company, Mr. Kennedy resigned recently.

It is for the Continental Allies, according to Mr. Learned, that the contract is being negotiated.—New York Journal of Commerce.





# FLOUR AND CEREALS



## Firmer Market for Feeds

Shorts and Middlings Strong and Advancing—Ontario Oats Up Three Cents—Better Demand For Ontario Flour

### MONTREAL

**FLOUR.**—Market is unchanged in price but firmness of last week is more apparent and well maintained and stimulated by a more active demand. Firm tone is strengthened by report of travelers from all over the country that stocks are low and a heavy increase of business certain in near future. Export business has been active since opening of navigation has relieved congestion somewhat so that railroads are in better shape than for sometime past although condition is still unsatisfactory.

Prices for winter wheat flour remain unchanged, steady and nominal with no improvement in general situation although a slight increase of business with outside points has resulted from opening of navigation. Local buying continues to be of a hand-to-mouth character and uninfluenced by speculative fluctuation of wheat market.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	6 60
Second patents s.	6 10
Strong bakers	5 90

Winter Wheat Flour—	Car lots	Small lots
Fancy patents	5 85	6 10
97 per cent. in wood	5 90	6 80
96 per cent. in bags	2 70	2 75

**CEREALS.**—Corn flour is easier by 15c a bag and is now offered at \$2.50; otherwise market is unchanged, steady and quiet with an inactive demand in rolled oats that has become a permanent feature of market. Export business continues good and greatly in excess of corresponding period of last year and makes for chief feature of firmness in market.

Cornmeal—	Per 96-lb. sack
Gold dust	2 50

Roller Oats—	90's in jute.
Small lots	2 75
25 bags or more	2 80
Packages, case	3 90
Oatmeal—fine, standard and granulated,	10 per cent.
over rolled oats in 90's, in jute.	

Roller Wheat—	100-lb. bbls.
Heminy, per 96-lb. sack	4 00
Wominy, per 96-lb. sack	2 75
Corn flour, bag	2 85
Rye flour, bag	2 65
Barley, not	3 00
Barley, pearl, lb.	6 04 1/4

**FEED.**—Crushed and chop oats have advanced \$1 a ton and both are now offered at \$34 a ton. Manitoba feed oats have advanced 2c and are offered at 57c a bushel and feed wheat has advanced 10c a bag and is offered at \$1.90. Whole line of feeds has firmed up under a good demand that has arisen in last week from country because of late season and

high dairy prices which have encouraged farmers to feed milk stock. Feed flour, bran, oats and middlings are in chief demand. In spite of brisk sales prevailing at quoted prices some millers are shading prices on brans, and shorts from \$1 to \$1.50 per ton.

Mill Feeds—	Per ton
Bran	24 00
Shorts	26 00
Middlings	29 00
Wheat moulee	34 00
Feed flour, bag	35 00
Mixed chop, ton	32 00
Crushed oats, ton	35 00
Oats, chop, ton	33 00
Barley, chop, ton	32 00
Feed oats, Manitoba, bush.	0 55
Feed wheat, bag	1 90

### TORONTO

**FLOUR.**—Apathy of market has not given place to much else; in fact, market is, if anything, a trifle weaker. No. 1 Northern wheat, track bay ports, is down two full cents from last week to \$1.26.

Export enquiries continue for flour, both Ontario and Manitoba apparently being in better demand. Actual orders, however, are not increasing materially in number. It is presumed that prices are regarded overseas as somewhat high. They are low enough of course, but the long lapse in the winter when freights were scarce has perhaps created a feeling in England that there should be lower levels. Ontario flour is in fair demand. Domestic call for flour is average, ordinary business being done.

Manitoba Wheat Flour—	Small lots.	Car lots.
First patents	per bbl. of 2 bags	
Second patents	6 70	6 50
Strong bakers	6 20	6 00
Ontario winter wheat flour, 90 per cent.	6 00	5 90
(Board of Trade quotation)	4 50	4 40

**CEREALS.**—Corn still remains firm and tends to advance. American corn fluctuates from day to day, but continues to show a net increase. Cornmeal therefore is firm. Rolled oats have been in slightly better shape with more orders and larger in bulk. Western oats show no advance over a week ago; they did jump a point or two but settled down again later.

Barley, pearl, 96 lbs.	4 70	4 90
Buckwheat grits, 96 lbs.	4 00	4 00
Barley, pearl, 96 lbs.	4 50	4 75
Corn flour, 96 lbs.	2 55	2 75
Cornmeal, yellow, 96 lbs.	2 50	2 50
Graham flour, 96 lbs.	2 75	2 75
Heminy, granulated, 96 lbs.	3 30	3 00
Wominy, pearl, 96 lbs.	3 00	3 00
Oatmeal, standard, 96 lbs.	3 75	3 75

Oatmeal, granulated, 96 lbs.	2 76
Peas, Canadian, boiling, bush.	3 00
Peas, split, 96 lbs.	5 00
Roller oats, 90-lb. bags	2 50
Roller wheat, 100-lb. bags	3 25
Rye flour, 96 lbs.	2 80
Whole wheat flour, 96 lbs.	2 75
Wheatlets, 96 lbs.	3 50

**FEEDS.**—Feeds are being bought to a noticeably better extent, partially traceable to the condition of produce market, which means grass is being used for dairy purposes. Bran is slow. Shorts are up to \$26 and firm at that. We quote middlings at \$26 to \$27. Feed flour is not much called for. Ontario oats are in firm demand and price is up to 45 and 46 1/2c in some cases.

Mill Feeds—	per ton	Mixed cars per ton
Bran	24 00	24 00
Shorts	26 00	26 00
Special middlings	26 00	27 00
Feed flour, per bag	1 60	1 70

Oats—	per ton	per 100 lbs.
No. 3, Ontario, outside points	0 45	0 46 1/2

### WINNIPEG

**FLOUR AND CEREALS.**—There are no changes in price of flour or cereals. The market of interest this week is feeds. An advance took place in bran amounting to \$2, which brings the price up to \$20 per ton. There was an advance of \$1 in shorts, which are now quoted at \$21. The same price and advance applied to middlings. Mixed chop is now quoted at \$28, and did not undergo any change. The advance in feeds is due to heavy demand both from the East and West, and the lateness of the season has something to do with the unusual demand. As a rule, the demand falls off at this time of year. During the past weekend there were small fluctuations in the wheat market, ranging from \$1.16-\$1.19. The general opinion is that the market will be lower unless it is affected by the German American situation. Much depends on which way the cat jumps. The demand for flour is light, both for domestic and export.

Flour—	per ton	per 100 lbs.
Best patents	6 00	6 00
Bakers	6 10	6 10
Clears	5 40	5 40
XXXX	4 40	4 40

Cereals—	per ton	per 100 lbs.
Roller oats, 90 lbs.	1 90	2 00
Roller oats, plus, family size	3 75	3 75
Wheat flakes, case	3 75	3 75
Oatmeal, standard and gran., 96 lbs.	2 50	2 50
Cornmeal, 96 lbs.	2 45	2 45

Feeds—	per ton	per 100 lbs.
Bran, ton	30 00	30 00
Shorts, ton	21 00	21 00
Middlings, ton	21 00	21 00
Mixed chop, ton	28 00	28 00



# The Past Year

has proven our wisdom in putting on the market the two new cereals

## Tillson's "Scotch" Fine Cut Oatmeal and

## Tillson's "Scotch" Health Bran

Their popularity is evidenced by the daily increasing demand, the direct result of customer-satisfaction.

## Tillson's Rolled Oats

(a food—not a fad)

is also standing pat as a year-round breakfast cereal.

## Our Window Display

which we supply free on request will produce results in increased business that is most satisfying. First sales come from the attractiveness of the display—continued business results from the superior quality of the goods.

*We're at your service.*

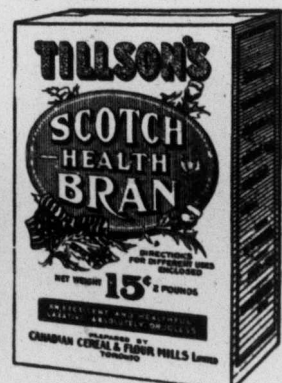
## Canadian Cereal & Flour Mills Co., Limited, Toronto



A DELICIOUS PORRIDGE



A FOOD—NOT A FAD



A HEALTH FOOD

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



# Are you getting a share of this big trade?

Do you realize the extent of the demand for Canada's quality and most popular macaronis—

## CATELLI'S L'ETOILE (STAR) and HIRONDELLE (SWALLOW)?

We are telling people all over the country about the superior qualities of **Catelli's** products. Our Dominion-wide consumer advertising is doing it. Right in your own community our publicity campaign is boosting the merits of **L'Etoile** and **Hirondelle** brands. You will find as a result that a little window display of these made-in-Canada favorites will create a profitable extra summer business for you.

Feature the suitability of macaroni as a substitute for meat during the hot summer days. Lay in a good stock of "L'Etoile" and "Hirondelle"—the macaronis your customers will prefer.

ORDER TO-DAY.

### C. H. Catelli, Limited MONTREAL

AGENTS

Tees & Persse, Limited, Winnipeg  
C. C. Mann, Toronto

### QUOTATIONS FOR PROPRIETARY ARTICLES SPACE IN THIS DEPARTMENT IS \$56 PER INCH PER YEAR

#### BAKING POWDER WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. to case, weight 10 lbs. ....	\$ 0 45
4 oz. Tins, 4 doz. to case, weight 20 lbs. ....	0 75
6 oz. Tins, 4 doz. to case, weight 25 lbs. ....	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs. ....	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs. ....	1 75
16 oz. Tins, 4 doz. to case, weight 65 lbs. ....	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs. ....	5 00
5 lb. Tins, 1 doz. to case, weight 75 lbs. ....	9 50

#### ROYAL BAKING POWDER

Size	Less than 10 case lots	Bbl. lots and over
Dime	\$ .95	\$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90

#### DOMINION CANNERS, LTD. JAMS

"Aylmer" Pure Jams and Jellies  
16-oz. Glass Jars.

	Per doz.
Apricot	\$ 2 30
Assorted	2 20
Blackberry	2 25
Blueberry	2 25
Currant, Red	2 20
Currant, Black	2 25
Cherry	2 20
Gooseberry	2 10
Plum	2 10
Plum, Green Gage	2 20
Pear	2 10
Peach	2 10
Raspberry, Red	2 25
Raspberry, Black	2 25
Rasp. and Red Currant	2 20
Rasp. and Gooseberry	2 20
Strawberry	2 30

#### CATSUPS In Glass Bottles

	Per doz.
1/4 Pts. Delhi Epicure	\$ 1 20
1/2 Pts., Red Seal, screw tops	1 00
1/2 Pts., Red Seal, crown tops	0 90
Pts., Delhi Epicure	1 00
Pts., Red Seal	1 40
Pts., Tiger	1 15
Qts., Delhi Epicure	2 40
Qts., Red Seal	1 75
Qts., Lynn Valley	1 75

#### BAKED BEANS, with Pork.

Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47 1/2
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to cs.	1 05
Family Baked Beans, Plain, 2 doz. to case	1 20
Family Baked Beans, Tomato Sauce, 2 doz. to cs.	1 22 1/2
Family Baked Beans, Chili Sauce, 2 doz. to cs.	1 22 1/2
3's Baked Beans, Tomato Sauce, flats, 2 doz. to cs.	

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

#### "AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case, per doz.	\$ 1 10
12 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 20
16 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 60
16 oz. Glass, Tall, Vacuum Top, 2 doz. per case, per doz.	1 60
2's Glass, Vacuum Top, per doz.	2 80
2's Tin, 2 doz. per case, per doz.	2 30
4's Tin, 12 pails in crate, pail	0 40
5's Tin, 8 pails in crate, pail	0 47 1/2
7's Tin or Wood, 6 pails in crate, pail	0 65
14's Tin or Wood, 4 pails in crate, lb.	0 00
30's Tin or Wood, one pail only, lb.	0 00

#### BLUE

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

#### COUPON BOOKS — ALLISON'S

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

#### UN-NUMBERED

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

#### CEREALS

#### WHITE SWAN

	Per case
Pancake Flour (Self-rising), 2 doz. to case, weight 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, weight 50 lbs.	2 70
Diet Flour, 5 lb. bags, per doz.	4 80
Breakfast Food, 2 doz. to case, weight 85 lbs.	3 60
Health Flour, 5 lb. bags, per doz.	2 40
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 60

#### COCOA AND CHOCOLATE THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, 1/2-lb. tins, doz.	2 40
Perfection, 3/4-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 22
Soluble bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24

Special quotations for Cocoa in barrels, kegs, etc.



# TEA

In view of the high prices quoted for Ceylon and Indian Black Teas, the increased freight rates, and the present price of silver; are not China Congous at 16 to 18 cents cheap?

**John Duncan & Co., Limited**

Established 1866

MONTREAL



## ORLANDO

(INVINCIBLE)

### THE GROCERS' OPPORTUNITY

Grocers, especially in the "Dry" Provinces, should turn their attention to the expansion of their Tobacco and Cigar Business.

WEBSTER'S ORLANDO (Invincible) and WEBSTER'S CLEAR HAVANAS (in 14 sizes) are the particular goods with which expansion is assured. They are popular.

#### A Word to the Retailer

If your jobber does not carry these lines, write us direct.

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

SHERBROOKE, CANADA

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



# Cheaper Meats

Hams and Bacons are both high in price and the possibility is that they may both be higher before the season is over.

We have, however, other cuts of Smoked and Cooked Meats, Sugar Cured and at considerably less money. Try a shipment of Smoked or Cooked Shoulder or Boneless Roll. You will like them.

**F. W. Fearman Co.**  
 Limited  
 Established 1854  
 HAMILTON

# Brooms of Quality

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

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

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

(Unsweetened Chocolate)

Supreme chocolate, 1/4's, 12-lb. boxes, per lb. ....	0 37
Perfection chocolate, 20c size, 2 doz. in box, doz....	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz. ....	0 90
Sweet Chocolate—Per lb.	
Queen's Dessert, 1/4's and 1/2's, 12-lb. boxes ....	0 40
Queen's Dessert, 6's, 12-lb. boxes ....	0 40
Vanilla, 1/4-lb., 6 and 12-lb. boxes ....	0 37
Diamond, 8's, 6 and 12-lb. boxes ....	0 30
Diamond, 6's and 7's, 6 and 12-lb. boxes ....	0 28
Diamond, 1/4's, 6 and 12-lb. boxes ....	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in 1/2-lb. packages, 2 and 4 doz. in box, per doz. ....	1 09
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 32
Chocolate wafers, No. 2, 5-lb. boxes ....	0 28
Nonpareil wafers, No. 1, 5-lb. boxes ....	0 32
Nonpareil wafers, No. 2, 5-lb. boxes ....	0 28
Chocolate ginger, 5-lb. boxes	0 36
Milk chocolate wafers, 5-lb. boxes ....	0 39
Coffee drops, 5-lb. boxes....	0 39
Lunch bars, 5-lb. boxes....	0 39
Milk chocolate, 5c bundles, 3 doz. in box, per box ....	1 40
Royal Milk Chocolate, 5c cakes, 2doz. in box, per box ....	0 90
Nut milk chocolate, 1/2's 6, lb. boxes, lb. ....	0 39
Nut milk chocolate, 1/4's, 6-lb. boxes, lb. ....	0 39
Nut milk chocolate, 5c bars 24 bars, per box ....	0 90
Almond nut bars, 24 bars, per box ....	0 90

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

5 Box lots and upward—Freight prepaid up to 50 cents. Any excess will be charged on invoice. Per case	
Eagle Brand, each 48 cans...\$6 75	
Reindeer Brand, each 48 cans 6 50	
Silver Cow, each 48 cans... 6 00	
Gold Seal, Purity, each 48 cans ..... 5 85	
Mayflower Brand, each 48 cans ..... 5 85	
Challenge, Clover Brand, each 48 cans ..... 5 35	

**EVAPORATED MILK**

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

**CONDENSED COFFEE**

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

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

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

**ENGLISH BREAKFAST COFFEE.**

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

**MOJA**

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

**PRESENTATION COFFEE.**

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

**FLAVORING EXTRACTS**

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

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

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

Per doz.	
1/2 oz. (4 doz. case), weight 9 lbs., retail each 15c....	\$1 85
1 oz. (4 doz. case), weight 14 lbs., retail each 30c....	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c....	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 80c....	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each \$1.00..	13 25
Pint (1 doz. case), weight 20 lbs., retail each \$3....	24 50
Quart (1 doz. case), weight 33 lbs., retail each \$5.50..	46 00
Half gallons, each, retail each, \$10 .....	7 50
Gallons, each, retail each \$18 .....	14 50

**GELATINE**

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

**W. CLARK, LIMITED, MONTREAL.**

Compressed Corned Beef, 1/2s, \$1.50; 1s, \$2.50; 2s, \$5; 6s, \$18; 14s, \$37.	
Roast Beef, 1/2s, \$1.50; 1s, \$2.50; 2s, \$5; 6s, \$18.	
Bolled Beef, 1s, \$2.50; 2s, \$5; 6s, \$18.	
Jellied Veals, 1/2s, \$1.50; 1s, \$3; 2s, \$4.50; 6s, \$18.	
Corned Beef Hash, 1/2s, \$1.50; 1s, \$2.50; 2s, \$4.50.	
Beefsteak and Onions, 1/2s, \$1.50; 1s, \$2.90; 2s, \$5.40.	

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



## Is the Money Always There?

WHEN you have wanted a certain thing that would have added to the pleasures of life, was the money always there? when you figured up to see if "Cash on hand" would warrant you to make the purchase. Have you ever felt the need of a good vacation or wanted some little extra luxury, but simply could not afford it because your regular income was not sufficient?

WE have a plan that will enable you to add these extra luxuries without interference in any way with your regular occupation; a plan from which you may derive sufficient income to warrant your having all the added pleasures of life. This plan may be worked during spare time without interference with your regular duties. One hour in the evening spent among your acquaintances—a half-hour after lunch in the office or factory will give you an additional \$5.00 or \$10.00 weekly.

WE have hundreds of subscriptions in your locality ready to be taken. A representative on the spot could secure these orders, saving these people the trouble incidental to mailing. These orders, together with the many other subscriptions which may be added from the friends of our old subscribers whom they will recommend to you, will give you an income that with the same amount of work will double your earnings each year. The work is both pleasant and profitable. No previous experience required.

*This plan will interest you, so write us to-day for full particulars.*

**The MacLean Publishing Co.**

LIMITED

Division B.

143-153 University Avenue

TORONTO

ONTARIO

## Stephen Leacock

who writes on "Humor as I See It," with some opinions on Canadian humor—or the lack of it.

## Agnes C. Laut

discusses what the effect on Canada would be "If Uncle Sam Goes to War."

## Arthur E. McFarlane

begins an enthralling mystery story. "Behind the Bolted Door?"—a psycho-analyst's solution of a baffling crime.

## Robert W. Service

begins a new series of his virile poems—"My Mate"—written somewhere in France.

## Nellie McClung

"Speaking of Women" is a finely treated consideration of woman's place and work during these momentous times.

### All in the May Number of MacLean's

Also C. C. James, James L. Hughes, N. W. Rowell, J. P. Downey and Sir Herbert Ames contribute signed statements on current Canadian matters, in a new department, "From the National Viewpoint."

The popular Review of Reviews Department, Short and Serial Fiction, Business Articles, and numerous feature specials combine to make the May MACLEAN'S a very appealing issue.

Arthur Stringer's new romance, "The Anatomy of Love," begins in the June issue.

# MacLEAN'S MAGAZINE

is an all-Canadian magazine of surpassing interest to every true Canadian. It is its Canadian savour that makes MACLEAN'S so esteemed—this and its very high literary merit.

In the May MACLEAN'S the BIG feature is McFarlane's story—

## "Behind the Bolted Door?"

**A mystery problem brilliantly solved**

If you enjoy stories in which apparently baffling mysteries are unravelled, read "Behind the Bolted Door?" If you desire a magazine whose note is Canada First, you will find it in MACLEAN'S. If you are ready to give your practical endorsement of a policy which has for its end the development of a worthy Canadian magazine in which the best work of the best Canadian writers, artists and sentiment shall find expression, then buy MACLEAN'S.

**May Issue** On Sale at all News Stands **15c.**

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



# A WINNING COMBINATION

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

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

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

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

## The MacLean Publishing Co., Ltd.

TORONTO, CANADA

(120-lb. boxes ¼c higher.)  
 Casco Potato Flour, 20-lb. boxes, per lb. .10

**BRANTFORD STARCH**  
 Ontario and Quebec  
 Laundry Starches—  
 Canada Laundry—  
 Boxes about 40 lbs. .06  
 Acme Gloss Starch—  
 1-lb. cartons, boxes of 40 lbs. .06¾  
 First Quality White Laundry—  
 3-lb. canisters, cs. of 48 lbs. .07¼  
 Barrels, 200 lbs. .06¾  
 Kegs, 100 lbs. .06¾  
 Lilly White Gloss—  
 1-lb. fancy carton cases 30 lbs. .07¾  
 8 in case .08  
 6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case .08¼  
 Kegs, extra large crystals, 100 lbs. .07¼  
 Canadian Electric Starch—  
 Boxes, containing 40 fancy pkgs., per case 3 00  
 Celluloid Starches—  
 Boxes containing 45 cartons, per case 3 60  
 Culinary Starches—  
 Challenge Prepared Corn—  
 1-lb. pkts., boxes of 40 lbs. .06½  
 Brantford Prepared Corn—  
 1-lb. pkts., boxes of 40 lbs. .07¾  
 "Crystal Malze" Corn Starch—  
 1-lb. pkts., boxes of 40 lbs. .07¾  
 (20-lb. boxes ¼c higher than 40's)  
**COW BRAND BAKING SODA**  
 In boxes only.  
 Packed as follows:  
 5c packages (96) \$ 3 20  
 1 lb. packages (60) 3 20  
 ¼ lb. packages (120) 3 40  
 ½ lb. 60 } Packages Mixed 3 20  
 1 lb. 30 }

**SYRUP**  
**THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP**  
 2-lb. tins, 2 doz. in case \$2 65  
 5-lb. tins, 1 doz. in case 3 00  
 10-lb. tins, ½ doz. in case 2 90  
 20-lb. tins, ¼ doz. in case 2 85  
 Barrels, 700 lbs. 3¾  
 Half barrels, 350 lbs. 4  
 Quarter barrels, 175 lbs. 4¼  
 Pails, 28¼ lbs. 1 95  
 Pails, 25 lbs. each 1 40  
 3 lb. Perfect Seal Jar, 1 doz. in case 2 70

**LILY WHITE CORN SYRUP**  
 2-lb. tins, 2 doz. in case 3 00  
 5-lb. tins, 1 doz. in case 3 35  
 10-lb. tins, ½ doz. in case 3 25  
 20-lb. tins, ¼ doz. in case 3 20  
 (5, 10 and 20-lb. tins have wire handles.)  
**ST. LAWRENCE SUGAR REFINING CO.**  
 Crystal Diamond Brand Cane Syrup  
 2-lb. tins, 2 doz. in case 3 60  
 Barrels .04¾  
 ¼ barrels .05

**THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.**  
**ROGERS' GOLDEN SYRUP**  
 Manufactured from pure cane sugar.  
 2 lb. tins, 2 doz. in case \$4 05  
 5 lb. tins, 1 doz. in case 4 75  
 10 lb. tins, ½ doz. in case 4 45  
 20 lb. tins, ¼ doz. in case 4 35  
 Delivered in Winnipeg in carload lots.

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

**YUBA BRAND**  
 2¼ Can \$3.00 \$2.25  
 No. 1 Tall Can 1.50 1.20  
 No. 10 Can 9.00 8.00  
 Picnic Can .90  
 All prices per dozen—F.O.B.  
 Jobbing Points  
**CANNED HADDIES**  
**"THISTLE" BRAND**  
 A. P. TIPPET & CO., Agents

Cases, 4 doz. each, flats, per case \$5 85  
 Cases, 4 doz. each, ovals, per case 5 85

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

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

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

**STOP-ON POLISHES** Doz.  
 Polish, Black, Tan, Ox-blood and Nut-brown 0 85  
 Dressing, White, 4-oz. bottle 2 00

**NUGGET POLISHES** Doz.  
 Polish, Black and Tan 0 85  
 Metal Outfits, Black and Tan 3 85  
 Card Outfits, Black and Tan 2 25  
 Creams and White Cleanser 1 10

**ORANGE MARMALADE**  
**"BANNER BRAND" PURE FRUIT PRODUCTS**  
**JAMS AND JELLIES**

2's ..... \$2 10  
 4's ..... 0 35  
 5's ..... 0 42  
 7's ..... 0 60  
 30s, wood ..... 0 08  
 12-oz. glass jar ..... 1 15  
 Tumbler, glass ..... 0 95

**MARMALADES**  
 2's, per doz. \$2 30  
 4's, per pail 0 40  
 5's per pail 0 45  
 7's, per pail 0 65  
 30's, wood, lb. 0 08¾  
 12-oz. glass, jar, doz. 1 20  
 Tumbler, glass, doz. 1 00  
 Prices subject to change without notice.

**WENTWORTH ORCHARD CO., LTD.**  
 Hamilton and Toronto.  
**Pure Fruit, Jams and Jellies**  
 Raspberry and Apple, Strawberry and Apple, Peach and Apple, Plum and Apple, Gooseberry and Apple, Black Currant and Apple, Red Currant and Apple: Tumblers, 90c. doz.; 12-oz. jars, \$1.20 doz.; 16-oz. jars, \$1.60 doz.; No. 2 gold tins, \$2.30 doz.; No. 4 gold pails, 40c each No. 5 gold pails, 50c each.

**Fruit Pie Filling**  
 Raspberry flavor, strawberry flavor, peach flavor, plum flavor, gooseberry flavor, No. 2 gold tins, \$2.30 doz.

**Whole Tomato Catsup**  
 ½ pints, bottles ..... 0 95  
 Pint, bottles ..... 1 30  
**Worcestershire Sauce**  
 ½ pints, doz. .... 0 95  
 Pints, doz. .... 1 39

**YEAST**  
 White Swan Yeast Cakes, per case, 3 doz. 5c pkgs. 1 20  
**IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRAND.**

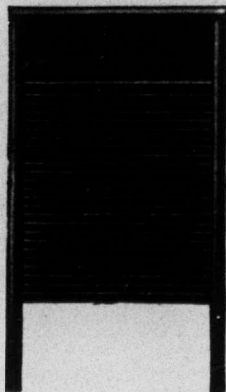
Black Watch, 8s. butts 9 lbs. \$ 0 60  
 Bobs. 6s and 12s, 12 and 6 lbs. 0 46  
 Currency Bars, 12s, ¼ butts, 12 lbs., boxes 6 lbs. 0 46  
 Currency, 6s, ¼ butts, 9 lbs. 0 46  
 Stag Bars, 6¼s, butts, 11 lbs., boxes, 5¼s, lbs. 0 48  
 Walnut Bars, 8¼s, boxes 7 lbs. 0 64  
 Pay Roll, thick bars, 8¼s, 6 lb. boxes 0 68  
 Pay Roll, thin bars, 8¼s, 5 lb. boxes 0 68  
 Pay Roll, plug, 8¼s, 12 and 7 lb. caddies 0 68  
 Shamrock, plug, 7¼s, ¼ butts, 12 lb. boxes, 6 lbs. 0 57  
 Empire, 7s and 14s, caddies 15 lbs., ¼ caddies, 6 lbs. 0 56  
 Great West, pouches, 9c. 0 72  
 Forest and Stream, tins, 11s, 2 lb. cartons ..... 0 89  
 Forest and Stream, ¼s, ½s and 1-lb. tins ..... 0 80  
 Forest and Stream, 1-lb. glass humidors ..... 1 00



## Bigger profits for you and better service for your customers

This, Mr. Dealer, is what the  
**NEW ALL-CANADIAN, ALL-WOODEN  
WASHBOARD**

means to you



The prohibitive prices of zinc and aluminum have removed from popular favor the washboards made of these materials, and have resulted in the production of the New All-Canadian, All-Wooden line. This latter is just as good a board, gives better service, and produces a better profit for the dealer than the old line. It is, as its name implies, Canadian-made right through.

The rubbing surface is made of the finest grained hardwood—a vast improvement on the wooden washboard of former years.

Try what a little stock of the "New All-Canadian" will do for you in the way of larger profits.

Retails at 20c.

**The Wm. Cane & Sons Co., Limited**  
NEWMARKET, ONTARIO

## Fresh Fruits and Vegetables

Selections from the Southern Markets arriving daily.

**Strawberries, Pineapples,  
Tomatoes, New Carrots,  
Spinach, Asparagus,**

**Oranges, Navels and Late Valencias.**

**New Cabbage and Celery.**

**Texas Onions in Crates.**

**Quality Frist—always. Largest assortment to choose from.**

**WHITE & CO., LIMITED**

Wholesale Fruits and Fish

TORONTO

Branch at Hamilton.

## So they ask for MAPLEINE

because there's nothing quite so good in a "Mapley" flavor.



ORDER FROM:  
**Frederick E. Robson & Co.**  
25 Front St. E.  
Toronto, Ont.

**Mason & Hickey**  
287 Stanley St.  
Winnipeg, Man.

**Crescent Mfg. Co.**  
Seattle, Wash.

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

## Fruits

**Bananas**

**Lemons**

**Oranges**

and also

**All Early**

**Vegetables**

**Lemon Bros.**

OWEN SOUND, ONT.

## "St. Nicholas"

**B.L.O.E.**

The most profit, the most satisfaction is obtained by handling only

**St. Nicholas**

The best LEMONS on Earth

**J. J. McCabe**

Agent  
TORONTO

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



# If Spare Time Means Dollars to You

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

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

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

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

Address

**THE MACLEAN PUBLISHING CO.**

Dept. C. G.

TORONTO

CANADA



*Three Authentic Works on*  
**TEA AND COFFEE**

*By "America's Greatest Tea and Coffee Expert"*

New and Enlarged Edition

**Tea Blending as a Fine Art**

By JOSEPH M. WALSH

The best and only work of the kind ever published in the United States, and especially designed for the use and instruction of those engaged in the Tea and Grocery business, containing formulas for the scientific and judicious combination of the different varieties and grades of Tea.

12mo.

Cloth Extra, Net, \$2.00

By Mail, \$2.10

New Edition

**Tea; Its History and Mystery**

By JOSEPH M. WALSH

This work is written in a practical style, showing exhaustive research. Is full of valuable facts and is a marvel of comprehensiveness and utility to the Tea trade in general.

12mo.

Cloth Extra, Net, \$2.00

By Mail, \$2.10

New and Illustrated Edition

**Coffee; Its History, Classification  
and Description**

By JOSEPH M. WALSH

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

12mo.

Cloth Extra, Net, \$2 00

By Mail, \$2.10

Send your order to Book Department

**MacLean Publishing Co., 143 University Ave., Toronto, Can.**

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



# Buyers' Guide

## CLASSIFIED ADVERTISING

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

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

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

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

### WANTED

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

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

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

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

### FOR SALE

FIRST-CLASS GENERAL STORE BUSINESS for sale—in prosperous village in the heart of the Niagara fruit district. Well assorted, clean stock. Turnover \$32,000. Stock about \$8,500, also store with dwelling and other buildings, \$7,000. This is worth an investigation. Owner discontinuing retail business. Box 143, Canadian Grocer.



FOR SALE—ONE TWO HUNDRED ACCOUNT size McCaskey account register, in good condition; will take \$75.00 for quick sale; cost \$115.00. Box 142, Canadian Grocer.


MCCASKEY 200 ACCOUNT REGISTER—nearly new; complete with books and files. Cash \$85.00. Time payments, \$90.00. Apply Box 82, Plattsville, Ont.

MCCASKEY, 300 ACCOUNTS REGISTER—Five months in use, like new, complete, cash \$100, time payments, \$110. Large Chapleau Safe, \$50.00. American Broom Works, St. Basile, Que.

### MISCELLANEOUS

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

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

**OAKLEY'S**  
**KNIFE**  
**POLISH**  
20-10-20-10-20  
  
LONDON ENGLAND

JOHN OAKLEY & SONS, LIMITED,  
LONDON, ENGLAND.

#### AGENTS:

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

#### JENKINS & HARDY

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

KINDLY MENTION  
THIS PAPER WHEN  
WRITING TO AD-  
VERTISERS.

#### W. GEO. VARTY

29 Melinda Street - TORONTO

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

#### 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

#### EGG FILLERS

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

#### ASSIGNEES AGENTS LIMITED

154 Simcoe Street TORONTO  
COLLECTIONS ASSIGNMENTS

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

#### CHIVER'S

JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of  
the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

We are now located in our new and  
more spacious warehouse at  
60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

This space \$1.00  
per insertion on  
yearly order.

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



**I**S your coffee department all that it should be?

Thousands of grocers throughout Canada can vouch for the trade-building qualities of Chase & Sanborn's High Grade Coffees.

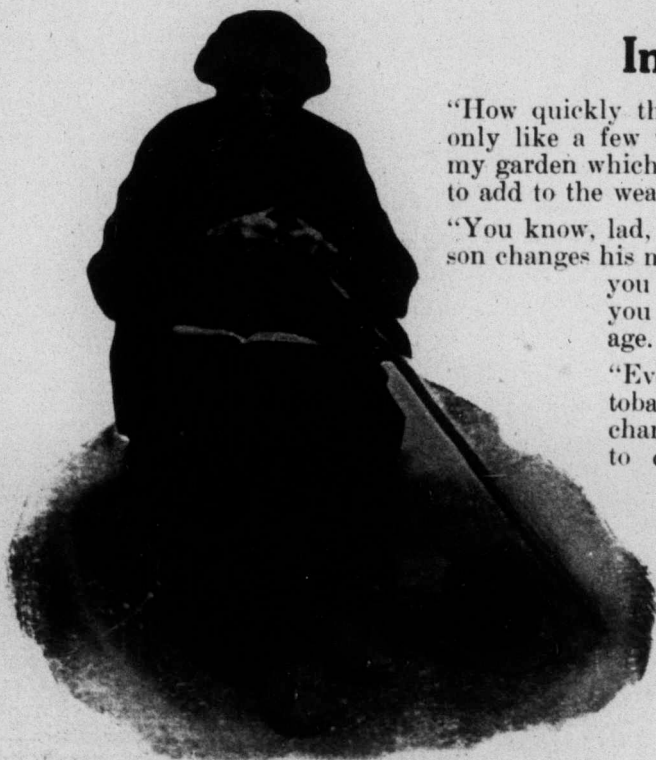
**CHASE & SANBORN**  
**Montreal**

No. 48

*Chats with "Old Baba"*

(Canada's 105-year-old Pioneer)

**Into the Garden Again**



"How quickly the years do go; seems only like a few weeks since I planted my garden which last year did its share to add to the wealth of Canada.

"You know, lad, it's funny how a person changes his mind about gardening; you learn more the older you get and improve with age.

"Even in the matter of tobacco a fellow's taste changes—I used to be able to chew most anything,

but not so now. I find my old favorite *King George's Navy* so much more satisfying—so flavory—so delicious, that I simply can't use any other."



*Grocers everywhere have found this out.*

**Rock City Tobacco Co., Ltd.**  
**Quebec and Winnipeg**

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



## Extra Dollars Count

When trade is backward, advertised specialties help to keep the balance on the right side. All your best customers will use *Sani-Flush*, it saves disagreeable work and maintains a sanitary condition in the home.

Cash in on the advertising for



## Sani-Flush

*Cleans Water-Closet Bowls*

A display in your store will encourage the purchase of this preparation. Each trial will make a constant user. **Sani-Flush** supplants nothing, but affords you a new profit.

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

10-12-14 McCaul St., Toronto

Do You Believe That There is a

## BEST?

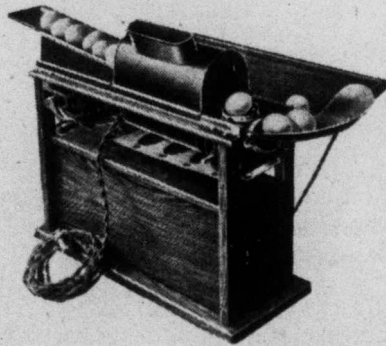
OF COURSE, and you want it, too, if the price is right.

The Electric Daylight Egg Tester is the

### BEST EGG CANDLER

on the market.

It will test 300 dozen eggs an hour, and it will do the job perfectly. The operator needs no particular experience. The Electric Daylight Tester is



## Neat, Durable and Inexpensive

It will add to the appearance of a counter and will enable the dealer to absolutely guarantee the freshness of the eggs he sells. A guarantee with eggs means money and satisfied customers. Write to-day for our special offer on all orders received during the next sixty days.

**A. E. Jennings Company**

535 Detroit St.

ANN ARBOR,

MICHIGAN

## INDEX TO ADVERTISERS

A	L
Anglo-B.C. Packing Co. .... 9	Lambe & Co., W. G. A. .... 14
Assignees Agents ..... 52	Laporte, Martin, Limitee ... 55
B	M
Baker, Walter, & Co., Ltd. ... 14	Lemon Bros. .... 49
Balfour-Smye & Co. .... 12	Lightear, O. F. .... 14
Benedict, F. L. .... 52	MacKenzie & Morris ..... 14
Betts & Co. ... Inside back cover	MacLean's Magazine ..... 45
Borden Milk Co. .... 1	Maclure & Langley ..... 14
Bowser Co., S. F. .... 11	MacNab, T. A., & Co. .... 14
C	N
Canadian Cereal & Flour	Magor, Son & Co. .... 16
Mills Co. .... 41	Mann, Laurie Co. .... 52
Canadian Fairbanks-Morse Co. 6	Mason & Hickey ..... Back Cover
Canadian Salt Co. .... 8	McCabe, J. J. .... 49
Cane, Wm., & Sons Co., Ltd. 49	McVitie & Price, Ltd. ....
Catelli, C. H., Limited ..... 42	Outside Back Cover
Chase & Sanborn ..... 53	Millman, W. H., Sons ..... 14
Church & Dwight .. 56	Minto Bros. .... 11
Clark, Ltd., W. .... 7	National Licorice Co. ....
Codville Co. .... 4	Outside Back Cover
Concord Canning Co. .... 56	O
Connors Bros. .... 56	Oakey & Sons, John ..... 52
Crescent Mfg. Co. .... 49	P
D	Patrick & Co., W. G. .... 14
Dominion Canners ..... 5	Pennock, H. P., Co., Ltd. ... 14
Drewry Limited Inside front cover	Perry Co., The H. L. .... 14
Duncan & Co., John ..... 43	Q
E	Quaker Oats Co. .... 3
Eckardt, H. P., & Co. .... 47	R
Eureka Refrigerator Co. .... 11	Red Rose Tea Co. .... 15
F	Robertson's, Limited ..... 13
Fairbanks Co., N. K. .... 16	Rock City Tobacco Co. ....
Fearman, F. W., & Co. .... 44	Front Cover 53
Freeman Co., W. A. .... 48	S
Furnivall-New ..... 10	Smith & Son, E. D. .... 2
G	Smith & Proctor ..... 10
Griffin & Skelley ..... 13	Star Egg Carrier & Tray Mfg.
H	Co. .... 4-14
Hamilton Cotton Co. .... 6	Stevens-Hepner Co., Ltd. .... 4
Hargreaves (Canada), Ltd. ... 9	Strang Bros. .... 12
Hillock & Co., John .. 8	T
Holland Rusk Co. .... 10	Thum Co., W. O. .... 52
Horne Co., Harry ..... 10	Toronto Salt Works ..... 52
Horton Cato Mfg. Co. .... 6	Toronto Butchers' Supply Co.
H.P. Sauce ..... 12	Ltd. .... 52
Hygienic Products Co. .... 54	Trenu Mfg. Co. .... 52
I	V
Imperial Extract Co. .... 9	Varty, W. Geo. .... 52
J	W
Jenkins & Hardy ..... 52	Walker, Hugh, & Son ..... 48
Jennings, A. E. .... 54	Watson & Truesdale ..... 14
K	Wayne Oil Tank & Pump Co.,
Knox Co., Chas. B. .... 8	Ltd. .... 12
	Webb, Harry ..... 14
	Webster & Co., W. C. .... 43
	White & Co. .... 49
	Wigle, Lewis ..... 14
	Whittemore Bros., Corp. ....
	Inside Front Cover
	Woods & Co., Walter ..... 44





With a strong and advancing market, the demand for canned goods, especially tomatoes, is heavy, and opening prices will undoubtedly be higher than current prices.

So you had better make sure of your supply until the crop arrives and at the same time get in touch with us about the future.

## LAPORTE, MARTIN, LIMITÉE

Wholesale Grocers

584 St. Paul St. West

Montreal



## 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 8½ 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**

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





## This is a Profit Maker

Deliciously appetizing in the extreme, these Oil Sardines are very popular everywhere with lovers of quality sea foods. Dealers handling them find it good business to keep a stock always well to the fore in window and counter displays.

*Every Brunswick Brand Product is a Dependable Business Getter*

The location of our factory, close to what is probably the best fishing ground on the Atlantic, enables us to eliminate all but the very choicest fish, while the equipment of the factory itself removes possibility of inferior processing or insecure sealing.

Every Brunswick Brand product is well worth while. You are not trying out any experiment in selling Brunswick Brand Sea Foods—they have been proven sales-getters and satisfaction-givers.

Order a trial supply from the following list:—

- |                      |                         |
|----------------------|-------------------------|
| 1/4 Oil Sardines     | Herring in Tomato Sauce |
| 3/8 Mustard Sardines | Clams                   |
| Finnan Haddies       | Scallops                |
| Kippered Herring     | (Oval and Round Tins)   |

**Connors Brothers, Limited**  
Black's Harbor, N. B.



has set the **Standard** for quality for over seventy years. Its purity, strength and reliability make it the prime favorite of careful housewives.

For customer satisfaction and better profit you cannot afford to be without a supply of Cow Brand Baking Soda.

**CHURCH & DWIGHT**  
Manufacturers LIMITED  
MONTREAL

**CONCORD ANNING O.**

*We guarantee*

- 1 That all Sardines bearing our name as packers are packed from the finest autumn caught fish.
- 2 That fresh caught fish only are used in our canneries
- 3 That the Olive Oil or Tomato Sauce used are of guaranteed purity and of the finest quality obtainable
- 4 That we use the greatest care and cleanliness in the packing

**CONCORD ANNING O.**

*We ask the consumer kindly to write us if dissatisfied*

The above is an exact reproduction of our guarantee appearing on every tin of

### Goncord Norwegian Sardines

Their delicate and distinctive flavor is much appreciated by those who know what is good, and the steadily increasing demand for this brand makes it necessary for you to handle them.

They leave a good profit for the retailer. See to your stocks.

**List of Agents:**

- R. S. McINDOE, Toronto.
- WATSON & TRUESDALE, Winnipeg.
- MARITIME FISH CORPORATION, LTD., 4 St. Nicholas Bldg., Montreal.
- W. A. SIMONDS, St. John, N.B.
- H. C. JANION, Vancouver, B.C.

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



## Y & S STICK LICORICE

48 5c. Packages to Box



**The old-fashioned remedy  
for Coughs and Colds**

For sale by leading Wholesale Grocers, Druggists and  
Confectioners throughout the Dominion.

**NATIONAL LICORICE COMPANY  
MONTREAL**

## FROM COAST TO COAST

You can now obtain fresh supplies of

## McVitie & Price's HIGH-CLASS BISCUITS

from the following appointed Agents:—

Nova Scotia: C. E. Choat & Co., Halifax, N.S.

Ontario: C. H. Cole, 33 Front St. East, Toronto  
(Selling Agent).

Manitoba and Saskatchewan: Richards & Brown,  
Ltd., James Street, Winnipeg.

Alberta: Campbell, Wilson & Horne, Ltd., Calgary;  
Campbell, Wilson & Horne, Ltd., Lethbridge;  
Campbell, Wilson & Horne, Ltd., Edmonton.

British Columbia and Yukon: Kelly, Douglas & Co.,  
Ltd., Vancouver; Kelly, Douglas & Co., Ltd.,  
Victoria; Kelly, Douglas & Co., Ltd., New  
Westminster; Kelly, Douglas & Co., Ltd.,  
Prince Rupert.

**McVitie & Price, Limited  
EDINBURGH and London**

**McVitie & Price of Canada, Limited  
Vaudreuil St., St. Paul St. E., Montreal**

# LARGEST MAKERS IN THE WORLD

**Tin Foll**—all descriptions

**Tea Lead**—all gauges and sizes

**Metal Bottle Capsules**—any size,  
color or stamping

**Collapsible Tubes**—plain or colored

ALL BRITISH MADE

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

**BETTS & COMPANY, LIMITED**

Chief Office:—1|Wharf Road

LONDON N., ENGLAND



CANADIAN GROCER

# The New Jam

HERE IT IS



## Mother's Jam

If anything called 'jam' suits your trade (which we cannot believe), then you don't need this line, BUT,—if you want to give your trade a scientifically blended jam that is perfection itself,—a revelation in the art of jam-making,—then get in touch with

**MASON & HICKEY, WINNIPEG**

OR ANY OF THEIR BRANCHES—OR

**W. G. PATRICK & CO.,**

TORONTO