

**PAGES
MISSING**

CANADIAN GROCER

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

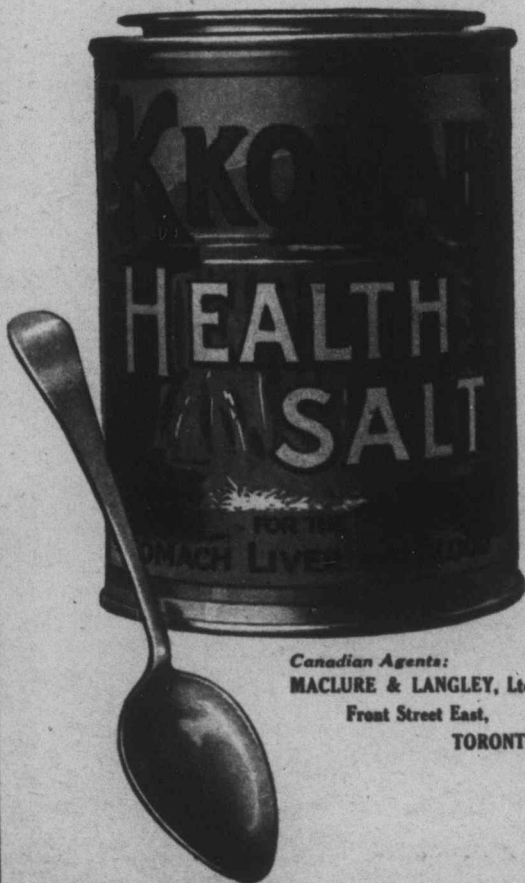
Vol. XXXI

PUBLICATION OFFICE: TORONTO, APRIL 6th, 1917

No. 14

Kkovah Health Salt

The Premier
Saline Aperient.



Canadian Agents:
MACLURE & LANGLEY, Ltd.,
Front Street East,
TORONTO.

A teaspoonful in the
morning makes life
worth living.

A Real Money-maker!

Display it on your counter and in your windows—keep it well to the front always—it will bring you customers and make them into satisfied customers. Kkovah Health Salt is the finest saline aperient ever offered at the price—*Britain's best*. It is a deliciously refreshing drink at all times and possesses remarkable beneficial and health-giving properties. A sure seller!

If you don't stock it send your order now—it gives you a good profit and enhances you goodwill.

© SUTCLIFFE & BINGHAM, LTD. MANCHESTER, ENGLAND.

CANADIAN GROCER

Just What They Want

St. Lawrence



Granulated

Three Sizes of grain

Coarse

Medium

Fine

Whichever your customers prefer.

**FINEST CRYSTAL
GELATINES**

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINES

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

SOLE AGENTS FOR CANADA

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

??? *Ask us for*

Wrapping Papers

Twines

Brooms . Brushes

Parchment Butter Paper

Printed and Plain

PROMPT SHIPMENT

WALTER WOODS & CO.
HAMILTON and WINNIPEG

All Milk for

Borden's

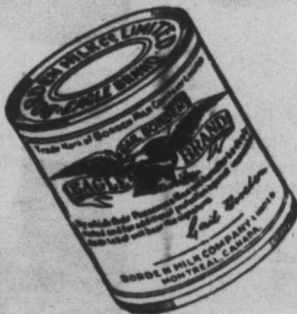
is carefully
selected and

the most improved methods known to science for purification of this milk are used in the preparation of Borden Milk Products. By selling Borden's you give your customers milk in the purest form.

Our Evaporated Milk serves all the purposes of fresh cow's milk, for drinking, cooking and making ice cream, candy, desserts, etc. It imparts a rich, creamy flavor to coffee, tea or cocoa.

Do not overlook the good percentage of profit that can be earned by keeping these Borden Quality Lines to the front. Customer-satisfaction assured.

LEADERS OF
QUALITY




Borden Milk Co., Limited

"LEADERS OF QUALITY"

Montreal

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

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



**ENO'S
"FRUIT SALT"**

is an efficient means of prevention in fever conditions. It is NOT a cure for FEVER, but by keeping the liver working, it prevents the accumulation of poison in the blood which, when allowed to continue unchecked, might develop into Fever.

Order a bottle TO-DAY from your dealer.

Prepared only by
J. C. ENO, Ltd., "Fruit Salt" Works, LONDON, England.

Agents for Canada:
Harold F. Ritchie & Co., Limited
10 McCaul St., TORONTO

The pleasant-to-take ounce *of* prevention

With warm weather come fevers and liver disorders, etc., which if unchecked will result in serious illnesses. These may be prevented by the use of Eno's "Fruit Salt"—the pleasant, mild aperient which has won a world-wide reputation for itself in every civilized country.

Large grocers everywhere sell Eno's—What are you doing? Are you taking a hand in supplying the demand for this widely advertised article by letting the people know that you sell it?

**Don't stock—but sell it. Show it in
your counter and window displays.**

J. C. Eno, Limited, "Fruit Salt" Works
LONDON, ENGLAND

Agents for the Continent of America: Harold F. Ritchie & Co., Limited, 10-14 McCaul Street, Toronto



Are your
bottled goods
sealed with
Anchor Caps?



Don't look for a bigger turnover or increased profits in bottled lines if you are still selling goods in containers, whose caps are uncertain, to say the least. The public are coming to realize more and more the importance of a reliable, airtight seal on bottles and containers where the purity of contents is concerned.

Protect yourself against loss of profits and make sure of satisfying your customers by insisting on **ANCHOR CAPS** on all your bottled goods.

Your jobber can supply you.

**Anchor Cap and Closure
Corporation of Canada, Ltd.**



50 DOVERCOURT ROAD

TORONTO

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

Perfection Computing Cheese Cutter

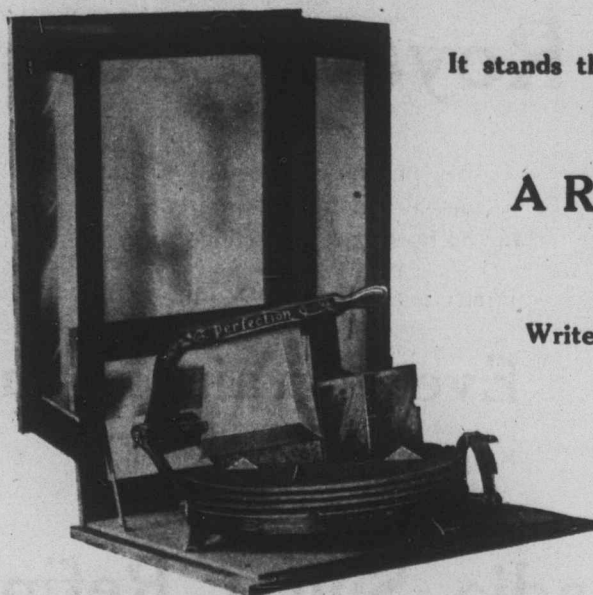
(IT IS ALL MADE IN CANADA)

It is a Cheese Cutter
worth having

**A REAL
COMPUTER**

and yet simpler than all
others in construction
and operation

Absolutely no figuring
to do.



It stands the test for durability, for it
lasts a lifetime.

**A REAL PROFIT
SAVER**

Write for Prices and Terms.

We have special combina-
tion prices with cabinets
and pedestals.

IT SAVES
ITS COST in a
few months and
lasts a lifetime.
BUY IT NOW.

**AMERICAN COMPUTING
COMPANY**
HAMILTON, ONT.

IF BUSINESS
is BAD or GOOD,
you need a PROFIT-
SAVER.
BUY IT NOW.

**BUY
WETHEY'S
ORANGE
MARMALADE**

**BOTH
QUALITY AND
PRICES ARE
RIGHT**

**When you sell molasses
sell Leacock's
EXTRA FANCY**

You will then realize what
a selling difference there
is between ordinary
molasses and LEACOCK'S,
the housewife's favorite.

***Insist upon having
LEACOCK'S.***

Leacock & Company
Exporters of Highest grade Molasses
BARBADOS, B.W.I.

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



Profits come easy with Royal Acadia Sugar

A first purchase will pull satisfactory and steady repeats because Royal Acadia quality satisfies the sugar requirements of the most particular housewife.

Purity is the winning feature of Royal Acadia Sugar.

Every grain is pure cane

Keep your stock well up, and reap your share of Royal Acadia profit.

**The Acadia Sugar Refining Co.
Limited**

HALIFAX

CANADA

Mr. Merchant:

When you are finished with this paper pass it on to your clerks. It will help them to help you, which means increased business.

NORWEGIAN BRISLING Not to be mistaken
(SARDINES) for Sild, or what you
buy as Sardines!

THE FISH THAT MADE STAVANGER FAMOUS!



**A/s NORWEGIAN CANNERS EXPORT OFFICE
STAVANGER (Norway)**

Apply: Standard Imports, Limited, Montreal

The Retail Merchant—a Wonderful National Asset

There are more than 50,000 retail merchants in Canada. They employ more than 250,000 people. Half a million more people are directly dependent on the retail business for a living.

Each year goods pass across their counters worth more than a billion-and-a-half dollars.

A vast army of distributors—no less important in the Nation's work to-day than the great army of producers.

These 50,000 merchants and their quarter of a million employees are a most vital factor in the existence of Canada—but they could become a still greater factor if they worked at 100 per cent. efficiency.

At this very hour the Nation is asking the utmost efficiency in every line of business. This means that all of us must change our gait and do more than an ordinary day's work.

This applies to the merchant who distributes, as well as to the farmer and manufacturer who produces.

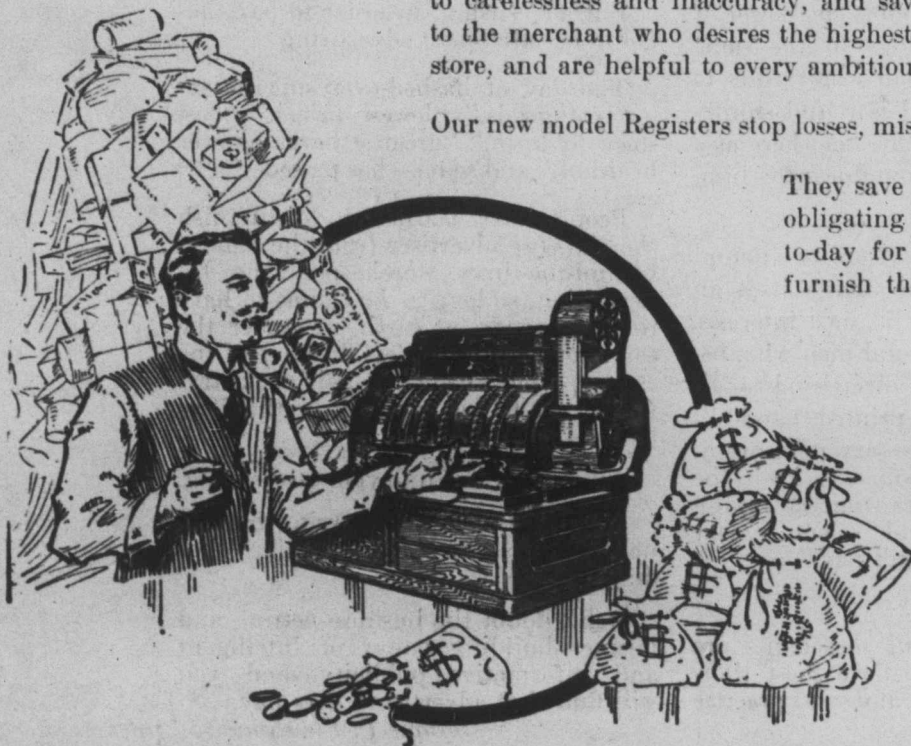
In order to become thoroughly efficient, there must be no waste motion, no lost energy, no needless labor, no careless use of money.

What a wonderful opportunity there is for the 50,000 retail merchants in Canada, to become personally efficient, and enable their quarter of a million employees to become more efficient—to work better, faster and more accurately.

The National Cash Register Company have utilized years of experience, brains and energy in devising a mechanical means of accomplishing this most necessary efficiency. This machine stops losses, prevents mistakes due to carelessness and inaccuracy, and saves time. They are indispensable to the merchant who desires the highest possible efficiency in running his store, and are helpful to every ambitious clerk.

Our new model Registers stop losses, mistakes, temptation and carelessness.

They save time, worry and money. Without obligating yourself in any way, write us to-day for full particulars. We will gladly furnish these.



**The National
Cash Register
Co., of Canada,
Limited**

Toronto - Canada

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

A suggestion for you Mr. General Merchant

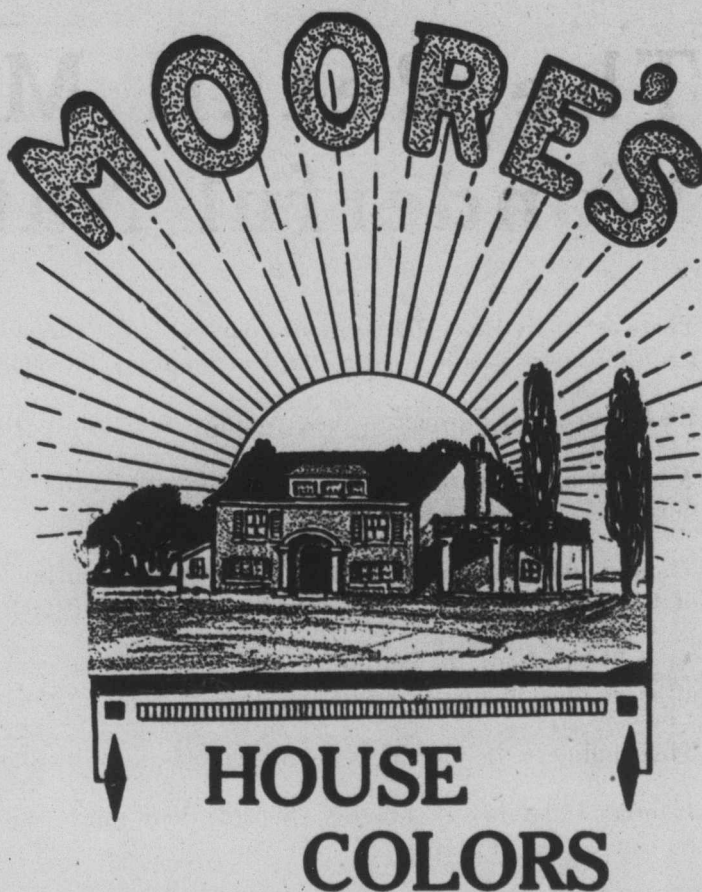
Because we know that you, in common with every other aggressive dealer, are keenly appreciative of quick-selling "repeaters," we are making you a very special offer in order to prove the selling merits of our well-known House Colors.

To every General Merchant requesting same we will ship where we have not already an agency, a **trial assortment at a very special price.** We do this because we are positive that once you perceive the unusual selling possibilities of our House Colors, you will stock them right along.

Now is a particularly opportune time to get Moore's working for you. Springtime is painting time, and Moore's is unquestionably the best line to handle.

Just mail us a card to-day and we'll arrange to ship immediately. Don't forget—**Moore's House Colors are always sold on the "money-back" principle.**

BENJAMIN MOORE & CO.
Limited
WEST TORONTO, CANADA



How to Test Advertising

THE man who doubts the power of advertising belongs in the same class with the man who refuses to believe that the world is round simply because he can't get off somewhere at a distance and see its roundness for himself.

The merchant who fears to attempt advertising because he figures it as an "expense" is blind to his own interests. I personally know several men who, because they once tried advertising to the extent of a cheaply printed hand-bill and didn't find it necessary next morning to call on the police to keep the crowds of eager buyers from swamping their store, loudly and solemnly aver that "advertising doesn't pay."

Advertising *does* pay.

The most successful merchants are the merchants who believe most thoroughly in advertising and who practice their belief.

But advertising, in order to pay, has got to be *intelligent* advertising.

The day of hashed-over superlatives—"best goods," "lowest prices," "best stock in town," "greatest bargains ever heard of," and so on—has passed.

People have learned to distinguish the *truthful* advertiser from the blatant behind-the-times storekeeper who believes that, so long as *he* claims to have the best goods on earth, or under the earth, or within wireless distance of the earth, people will break their necks trying to get to his counters in the forefront of the crowd.

Put some *brains* into your advertising.

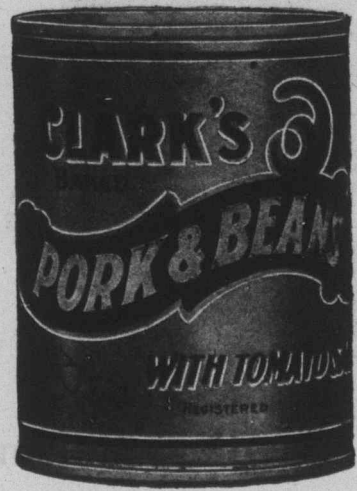
Don't let the office boy write your announcements in between his other duties.

Don't doubt the business-getting and business-building power of intelligent and informative publicity—and you will find that advertising *does* pay.

—Jerome P. Fleishman.

WHEN

your customer
asks for
Pork & Beans,
give her



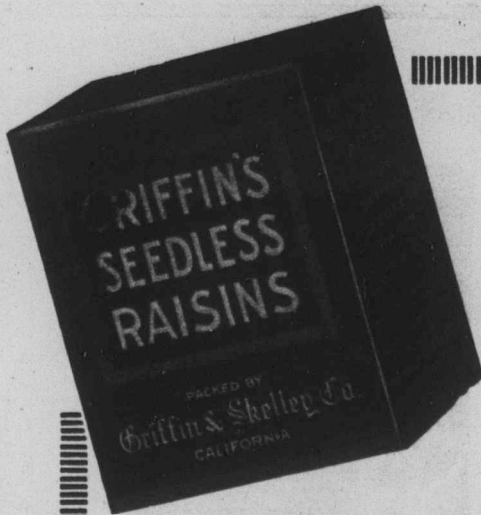
CLARK'S PORK & BEANS

- She will be satisfied.
You will gain her confidence.
Business will benefit.

Quality Goods are Advertisers.

W. CLARK, LIMITED
MONTREAL

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



Griffin's Seedless Raisins

are established favorites. They can always be relied on. The demand will be good. Have a plentiful supply. There is money in them, and the packages make a good show for counters, shelf, or window.

Order now.

California to the rescue

Sunny California, with its irrigated orchards, vineyards and truck farms, can be counted on to provide fruits for the peoples of North America and of other lands. This year Canada must depend on the dried and canned fruits and vegetables of California more than usual, and on

Griffin & Skelley's Peaches, Plums, Apricots, Prunes and Raisins

—because domestic goods are scarce and high-priced. Get your customers in the way of relying more on *you* than on *themselves*—by giving them G. & S. goods. So will you make more money, and at the same time render an appreciated service.

GIPSY Stove Gloss

is always found in the stores of the most enterprising merchants. That is because they know the expansion of their business is indissolubly bound up with the quality of the goods they sell.

Order from your Wholesaler.

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

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

Milk Products that are purely Canadian-Made



We are honestly proud of the fact that our Milk Products—the only line of home-made Milk Products on the Canadian market—are ahead of all competitors in business-building, profit-making qualities.



First purchases of Malcolm Milk Products are only the forerunners of quickly growing repeat orders. Their purity and deliciousness are captivating.

Make sure of your stock and order early.

The Malcolm Condensing Co., Limited
ST. GEORGE, ONTARIO

"The Only Canadian Milk Company"

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

The First Trial Means a Constant User

All the unpleasant features of cleaning toilet bowls are eliminated by

Sani-Flush



A small amount of this chemical powder shaken into the bowl and left standing long enough to dissolve the incrustation, produces a clean, sanitary, odorless condition.

All you need do is to sell the first tin to a customer. After that *Sani-Flush* sells itself.

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

Let Babbitt's fill your cash drawer

There's good, big-sized profits in every sale of this popular cleanser, and sales are quick and steady because housewives recognize the unusual value that Babbitt's Cleanser gives them.

A 10-cent value for 5 cents—a big, generous-sized canful, and valuable premiums for Trade Marks — that is the Babbitt selling proposition.

Babbitt's will fill your cash drawer.

Wm. H. Dunn
LIMITED
MONTREAL

Dunn-Hortopp
LIMITED
TORONTO

**5c. Worth
Ten**



Sell It For The "Family" Baking

While Purity Flour makes the finest of home-made bread, it is not just a bread flour. It is a GENERAL PURPOSE flour of the highest class. This point should be EMPHASIZED by grocers when selling it to the housewife.

The splendid quality of Purity Flour insures pie crust light, flaky and full of flavor. It makes cakes and puddings and biscuits that make the home cook proud of her baking.

Any good cook who buys Purity Flour on your recommendation will be thoroughly satisfied with her purchase.

PURITY FLOUR

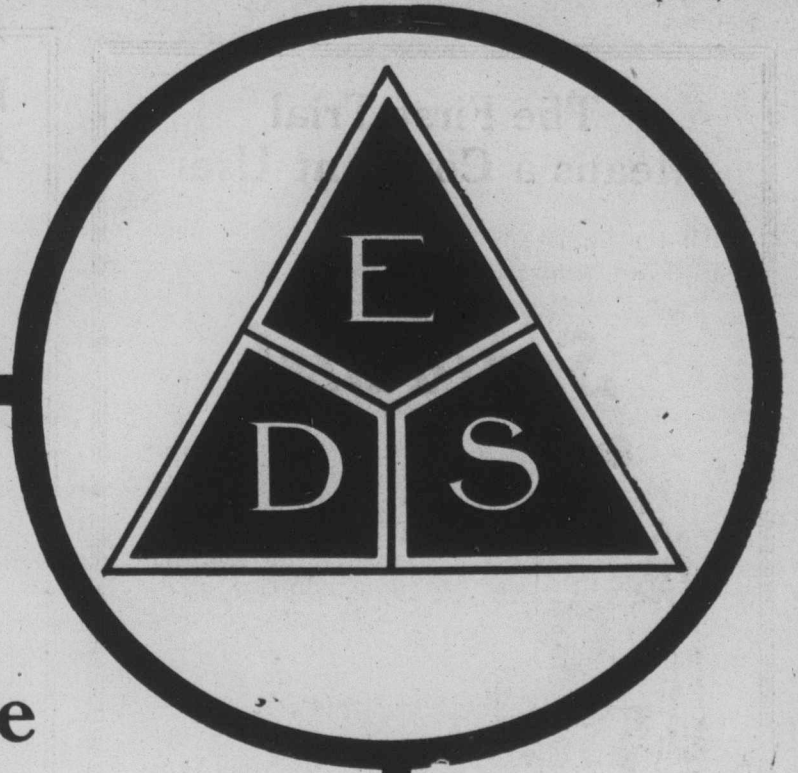
Satisfies the home cook

Western Canada Flour Mills Company, Limited

Toronto Winnipeg Calgary Goderich Montreal St. John

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

GRAPE JUICE



Unvarying Excellence

That is the reputation possessed to-day by E. D. Smith's High-Class Products. A reputation obtained after many years of scientific effort towards the perfecting of a line of appetizing and wholesome foods.

To-day our plant is one of the most modern on the continent, equipped with the very latest and most up-to-date machinery, and manned by the most expert workmen.

Its ideal location (right in the heart of the fruit belt) enables us to secure the very pick of the season's growth. Nothing is left to chance, hence,

we have the goods and the reputation.

Our aim has always been to co-operate with the dealer, and give the consumer a superior product at a moderate price. That we have succeeded is proved by the enormous and constantly growing demand which is a feature of E.D.S. Lines.

Replenish your depleted stock with a supply of E.D.S. Brand.



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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES.

MANITOBA
SASKATCHEWAN

*Wholesale Grocery Commission
Brokers*

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

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

F. D. COCKBURN

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

149 Notre Dame Avenue East, Winnipeg

McKelvie & Stirrett Co., Limited

Wholesale Grocery Brokers
and Manufacturers' Agents.

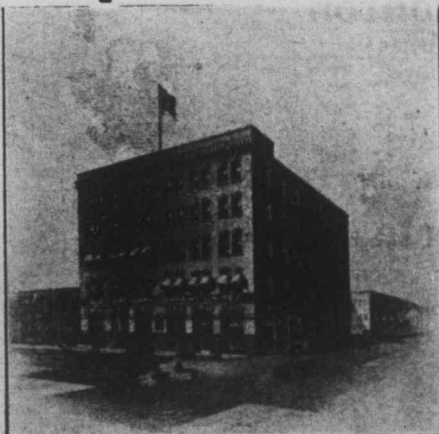
CALGARY ALBERTA

We solicit agencies for staple lines.

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."



FRESH STOCK

Christie's Biscuits, Robertson's Confectionery

Our large turnover at Winnipeg enables us to carry a wide range of varieties without danger of having stale goods.

Fresh goods help to build your
business and increase your profits.

SCOTT-BATHGATE COMPANY, Ltd.

Grocery Brokers and Commission Merchants

143 Portage Ave. East, WINNIPEG

Mention This Paper When Writing Advertisers

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES (CONTINUED).

The REGINA STORAGE & FORWARDING CO., Limited
 Halifax and Sixth Avenue, REGINA, SASK.
 WAREHOUSING CAR DISTRIBUTING COLD STORAGE

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

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

This space would cost you only \$1.00 per issue for one year.

MANUFACTURERS AND SHIPPERS

We wish to communicate with firms who are looking for representation in the **PRAIRIE PROVINCES**. We have offices in **Winnipeg, Calgary and Moose Jaw**.

We are interested mainly in staples in car lots, but have the facilities for warehousing if necessary.

Write to Post Office Box 3031, Winnipeg

The Cost of Selling
 Scarcely necessary, is it? to protest that you must spend some money, much or little, to keep yourself and your merchandise known to your customers and should-be customers.
 This you admit, but—**DO YOU FOLLOW CLOSE UP THE LEAD OF YOUR CONVICTION?**
 Are you spending the money?
 Let's look at the cost of close-up work in **THE FARMER'S MAGAZINE**
 A half-page 12 times will cost you \$367.20 (\$30.60 per insertion). A full page, \$714.00 (\$59.50 per insertion).

Not a heavy annual cost to canvass the choicest class of farmers in this country—farm homes of greatest prosperity, progressiveness and capacity.
 But—are you keeping a salesman always on the job?
 You should—and can, at so low a price. Write in about it.
N.B.—Objectionable advertising not accepted. Both editorial and advertising columns are closely censored to keep them clean and decent.

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

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

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

**205 CURRY BUILDING
 WINNIPEG**

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC.

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

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

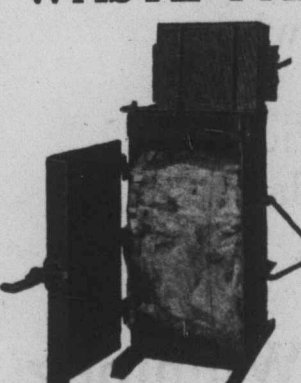
QUEBEC'S RESPONSIBLE BROKERS
We offer our services in marketing your products, as we are open for one or two more good agencies for produce, grains or grocery line, etc. Write for particulars.
BEANS AND CORN A SPECIALTY.
ALFRED T. TANGUAY & COMPANY.
Commission Merchants and Brokers.
91 DALHOUSIE ST.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

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

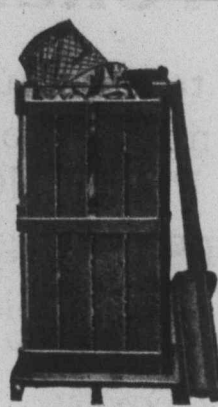
G. Gagne [^] Grocery Broker
and Manufacturers' Agent
We have a connection in Quebec City
and throughout the province.
111 Mountain Hill Quebec City

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

WASTE PAPER PRICES
were never as high. Paper mills are simply up against it for raw materials. An
**ALL STEEL
CLIMAX
FIREPROOF
BALING PRESS**
will earn money for you every day.
Made in 12 sizes.
CLIMAX BALER CO.
Burton St., Hamilton, Ont.



Something for Nothing
is actually realized with a
**SIMPLEX
PAPER BALER**
Turns Waste into Profit.
Keeps your premises clean and tidy.
Eliminates the risk of fire in loose paper.
Strong built, of ample size, efficient and easy to operate.
Built for Business and Profit.
Let us tell you more about it.
General Sales Company
206 Stair Building, Toronto



The Boy operates it.

Dole Bros. Hops & Malt Co.
BOSTON, MASS., U.S.A.
"SUPERIOR" BRAND HOPS
FOR FAMILY TRADE
They are carefully selected and packed for the Canadian trade, in cases of 10, 15, 30 or 50 lbs. each, containing 1/4, 1/2 or 1-lb. packets, or assorted.
Orders Executed Promptly, Direct or Through
R. E. BOYD & COMPANY.
Agents for the Province of Quebec
15 STE. THERESE ST. MONTREAL

More Dollars
You can make "Dollars Grow" out of your spare time. Spare-time efforts have made hundreds of dollars for MacLean Representatives. To-day there are in Canada, men and women, who find that our proposition worked for an hour or two daily provides for many of the added luxuries of life. You supply us the time,—we'll supply you the money. Write for full particulars.
The MacLean Publishing Co., Limited
Dept. M, 143-153 University Avenue, Toronto, Can.

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

POTATOES IN CAR LOTS

If you wish to buy or sell get in touch with us. Write or wire. All communications answered promptly.

WHITE & McCART, LIMITED
309-310 Board of Trade Building
TORONTO ONTARIO
References: Dominion Bank of Canada, Toronto

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

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

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

COVERING PORCUPINE DISTRICT

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

*Kindly mention
this paper when
writing advertiser*

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

Raisins
Special Price on Spot
Thompson Seedless
SAMPLES IF WANTED

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

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

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

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

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

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

A Salesman Always on the Job

IT is the constant dropping that wears the stone away. It is the constant knocking at the door of attention and favor that in the end gives you ready access to the good-will of buyers of your merchandise.

You can keep up a constant knocking—a bid for attention, a reminder of yourself, a spokesman of your message—this by using regularly

The FARMER'S MAGAZINE

No man whose customers and should-be customers are farmers should be absent from their attention. Their will and purpose to buy may mature at any time. The salesman on the spot stands the best chance to get the order.

All this you know, but—do you live up to the behest of your knowledge?

Let us tell you more about **The Farmer's Magazine** in a special letter.

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

Published by

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

Mr. Storekeeper:

The goods contained in this can are manufactured in Canada by Canadians.

When this country is struggling for its existence, it is up to you to push Canadian-made goods when they are as good and put up as well as any American goods on the market.

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



Get the "Grocers' Encyclopedia"—

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Dutch Tea Rusks

The New Breakfast Food

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

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

Packed 36 15c packages to the case.

The Robert Gillespie Co.
 WINNIPEG, MAN.
 Agents for Canada

Try This Experiment

Take your customers' list and check off the names of those who are *not now* buying eggs at your store. You'd be amazed at the number.

Figuring their egg business at only 1 dozen per week and at an average price of 35 cents per dozen amounts to approximately \$18.00 yearly for each customer, a total of several thousand dollars.

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Write us

Star Service costs you less—

Increases your Business and Profits

Star Egg Carrier & Tray Mfg. Co.
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YOU make *sure* of satisfying your customer when you sell her Red Rose Tea. The *sealed* package keeps this choice blend of Assam and Ceylon teas fresh, full strength and full flavor.



The Eureka is the ONLY patented Refrigerator in existence with centre warm air flues across ceiling of Cooling Room.

LOOK at it from any angle you will the **EUREKA** Refrigerator is the most practical and efficient model on the market to-day.

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MANUFACTURED UNDER
THE BRITISH FLAG

Display Keen's Oxford Blue on your counter and one of our beautiful lithographed display cards in colors as shown in the illustration.

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Temperance Drinks

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Every drop of this pure Canadian Product is quality, tempting sales-creating quality, to satisfy the most exacting requirements of your trade.

Barnes is pure Concord and the process of manufacture develops and preserves the true flavor so necessary in promoting profitable Grape Juice sales.

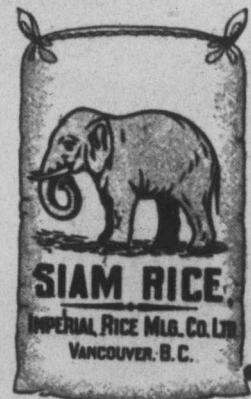
A stock displayed in your window or inside where your customers will see it will start this demand your way. Begin to-day.



**The Ontario Grape Growing
and Wine Manufacturing Co.**
ST. CATHARINES, ONT.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



We are offering the best value
in Rice on the Canadian
market to-day.

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

CANADIAN GROCER

Vol. XXXI.

TORONTO, APRIL 6, 1917

No. 14

American War Measures and Trade

What Will be the Probable Influence of New World Developments on Prices —
Enquiries of Prominent Wholesalers Provide Interesting Suggestions
—Probable or Possible Effects Outlined.

The action of the United States in entering the war, might naturally be expected to affect prices. Just how far this may be expected is outlined in the accompanying article.

There is a general feeling that conditions between the two countries will not be materially changed, and consequently an embargo on any food products, the only thing that might be feared, is not a possibility.

General food commodities are expected to remain at about their present figures. There are some exceptions, however. It is thought that flour and cereals may advance somewhat, owing to increased consumption by the Army that the United States is expected to raise. Sugar may also feel this effect, though there is not the same certainty on this point. Coffee will likely be affected. Produce will probably be the most affected of all and will probably see considerably increased prices. The raising of an American army, the probable effect of America's entry into the war, on its duration, and their action in the matter of the interned German ships all have their bearing on this important subject.

SINCE our last week's issue another event has transpired in the world history that may have a considerable effect on the situation facing the trade of the country. The last great neutral nation has thrown herself into the world war, with all that this may mean in the way of disturbed commercial conditions.

At this early date, with the probable trend of events still unknown, it is impossible to foretell just what effect this change may have on the commercial situation. That it will have some effect is more than likely. There are, however, some lines of trade that may reasonably be expected to be influenced by the new conditions, and it may be well for the trade at large to be made conversant with these possibilities.

With a view to presenting some of these to our readers, the CANADIAN GROCER representative interviewed some of the prominent wholesalers of the country, and presents herewith their opinion of the possible effect of this new condition.

The consensus of opinion is that, taking the matter broadly, there is no great likelihood of any great increase in prices, though there is a general feeling that the changed conditions will at

least have a strengthening effect on all markets, and whatever changes may be experienced, the very fact of our great neighbor being at war will preclude the possibility of any price declines.

Higher Price in Produce Expected

In some lines dealers are inclined to expect still higher prices. This is notably the case in the matter of produce. R. J. McLean, of the Bowes Company, Toronto, is authority for the belief that the changed conditions will have a considerable effect in strengthening prices in this line.

He points out that owing to the speculative market in the United States at present, eggs are at an exceptionally high figure, 31c to 31¼c being the latest figures, and with the possibility of war before them, the speculators will be still more active in their buying, so that there is every indication of a considerable increase in price. Wherein does this effect Canada? For one thing Canadian dealers have been buying largely of late on the American market, in both butter and eggs, paying a duty of 3c a dozen on eggs and 4c a pound on butter, in addition to the 7½ per cent, war tax. Should prices advance even slightly in the American market they will become almost prohibitive as far as import into

Canada is concerned. Then there is another consideration. These goods, especially eggs, enter the United States duty free, and any increase in price on that side of the line is liable to cause American buying on this side of the line with consequent increased prices.

As a matter of fact, in Mr. McLean's mind conditions are already very serious here. The prices are so abnormally high—10c higher than one year ago—as to almost preclude the possibility of storing, especially in view of the fact that there is no surety of transportation facilities being available.

If German Ships Available by Fall Produce Prices Will Go Sky High

H. B. Clemes, of Gunns, Limited, Toronto, was of the same opinion as Mr. McLean; it appeared certain to him that the new conditions in the United States would certainly tend to increase prices. "The American produce market is entirely a speculative market at the present moment," he said, "and under these conditions it is more than likely that heavy buying will force the prices up. In Canada we are urging increased production as a cure-all. That is very good, but if this production is increased there must be some place to dispose of the surplus. At present the

scarcity of tonnage and the uncertainty of being able to export, is presenting a very trying situation for the produce man. If there is no provision made to handle these products, why prices must of necessity decline; but if ample provision is made—for instance, if the Americans can put the interned German boats in commission by the fall, and thus assure the prompt handling of these lines—prices will in all likelihood go sky high."

What will be the effect on such commodities as tea? The general feeling is that the entry of the United States into the war can have little or no effect, simply because market conditions have been such that they could hardly be made more difficult. Recent reports state that market conditions in the East continue to become more difficult, and that London holds out no hope of the embargo being lifted.

Tea Advancing Strongly, But Not Due to U. S. Action

Geo. H. Campbell, of the Red Rose Tea Co., does not expect any change as a result of America's action. It is true that a good part of the tea comes through the port of Boston, but he does not anticipate any difficulty in this regard, nor any curtailment of the service at present available.

The representative of another large importing tea house is of the opinion that the action of the United States can have no particular effect, as this action has been discounted some time past by importers. As far as the tea market goes, he stated there will be a material increase in price, which is quite apart from the effect of the American situation. "The situation is merely this," he stated, "there are some 200,000 chests of tea coming direct, whereas 500,000 are needed. This balance was in the past, of course, secured through the London tea market—a source that is now entirely cut off. That leaves a great margin of demand to be met. This is a situation that can be met only by an increase in the available tonnage, and this seems next to an impossibility. Recent reports, indeed, state that ships plying between Australia and India and Ceylon have been requisitioned by the British Government, still further complicating the situation."

What of the situation in regard to coffee? This is another line that is expected to feel some effect from the new conditions.

Will Probably Effect Coffee Price

W. S. Greening, of the T. B. Greening Co., Toronto, is of the opinion that it may, and probably will, increase the price on spot coffee.

Considering the matter on the basis of the suggestion to put a million and a quarter men in the field, Mr. Greening thinks that this would have a very con-

siderable effect. Coffee is served in the American army three times daily, the ration per man being about one ounce daily. This would mean an increased consumption of some 300,000 pounds yearly; in itself quite an item. Then there are other possibilities. It is more than likely that there will be a tax imposed on coffee. Moreover, the United States once actively engaged in war, it is probable that the Germans would extend their submarine activities to American waters. This would mean an immediate jump in war rates that would directly affect Canadian prices.

Any Peace Suggestion Will Send Coffee Market Soaring

The trend of the coffee market, according to Mr. Greening, depends largely on the possibilities of an early peace. The near approach of peace will send the coffee market sky high, whereas any suggestion of a prolongation of the war would have a depressing effect on prices.

The possibility of America's entry into this war tending to shorten the struggle, along with the probability of increased war risks on freight, are the only two items likely to affect the coffee trade in Canada. But even these may mean some increase in price in the near future.

Flour and Cereals Firming Under Influence of U. S. Action

In the matter of flour and cereals there is a general expectation of advanced prices. For one reason the proposed army that it is contemplated raising will be fed more largely on these products, and there will be a consequent increase in price. Here, again, also the probable use of the interned German ships is a great element. If this immense amount of tonnage is available for commerce, it will materially aid the transportation situation and put all flours and cereals in a better condition than they have enjoyed for some time, with the consequent effect of increasing prices.

Sugar May Increase But, Increase Not Assured

Sugar another staple product, is expected to feel some effect from the changed conditions, it is argued that an army in the field consumes much more of such products than the same number of men at their usual avocations, there is not the same assurance of increased prices in this line however as in that of flour.

In regard to general grocery commodities, that are imported in considerable volume from the United States, the prevailing opinion is that there will be no appreciable change in price. Hugh Blain of the Eby Blain Co., Toronto, is of the opinion that the changed conditions will not have any very marked effect. We

are too near a new crop he thinks for there to be anything in the nature of heavy increases. What prices will be will be dependent more on this actual crop than on world conditions.

General Grocers Not Expected to Be Greatly Affected

Mr. Eckhardt of the H. P. Eckhardt Co., does not anticipate any great change, unless a buying fever, similar to that noted in Canada at the beginning of the war should take place. Should such an era of buying come into effect, there can be no doubt that prices would temporarily advance. Whether or no, there is no question of any decline in price. The tendency of war is always to increase prices. In answer to a question as to whether he expected any embargo on food stuffs, Mr. Eckhardt stated that he did not anticipate anything of the kind.

Possible Tin Plate Embargo Would Produce Serious Canning Situation

Walter Lumbers of the James Lumbers Co., Toronto, was also of the opinion that only a slight effect was to be expected in food prices. A temporary flurry was all he thought that was to be feared. The only thing that might produce a very serious situation, was a possible embargo on tin plate. Such a move would practically cripple Canada's canning industry as owing to difficulty of securing this plate from Britain, it had been bought practically exclusively in the United States of recent date.

In the matter of fruit no difficulties are expected. J. Palmer of White and Co., Toronto, stated that the chief difficulty at present was due to car shortage which he did not think would be affected materially by the war, unless there should be trouble with Mexico. If such a thing should transpire there would be a difficult situation indeed to be faced.

There is a fairly general feeling abroad that prices at present are at such a level that there can be no spectacular increases, but that whatever the effect Americans entry into the war may have it will forestall unquestionably any tendency toward a declining market.

JOBBER'S NAME SUFFICIENT GUARANTEE.

There is really no more reason why the packer's name should be placed upon the label of the products put out by a reliable and responsible concern than that the name of the factory superintendent should be inscribed on the container. So long as the jobber or retailer stands back of the brand that he places on the market, no greater assurance is given the consumer and no larger degree of confidence is developed by advertising the man who packs the goods or the man who grows them.



The attractive store interior of A. L. Pinard, Rideau Street, Ottawa.

New Freight Schedule Issued

Tariff Increases Affecting Movements of Commodities From East to West Sanctioned by Railway Commission

THE Railway Commission at Ottawa has sanctioned the new tariffs fyled by the railway companies increasing the lake and rail rates from Eastern Canada, via lake and rail routes to Fort William and points west thereof, effective April 23. The increases were opposed by the Montreal and Toronto Boards of Trade, and the Canadian Manufacturers' Association, but the Commission found justification in the fact that the rail haul from Montreal was in direct competition with the all-water movement via the St. Lawrence and Great Lakes.

The new schedule of freight tariffs divides all freight into various classes according to its nature and whether there is a whole car load or part of a car load. Class Five, which includes merchandise and cottons in whole car loads is the one in which Western shippers are mostly affected.

The following comparison of old and new rates from Montreal to Winnipeg on the basis of 100 lbs., shows how Western shippers will be affected:—

Class 1, old rate, \$1.35; new, \$1.41; increase, 6c. Class 2, old, \$1.15; new,

\$1.18; increase, 3c. Class 3, old, 94c; new, 97c; increase, 3c. Class 4, old, 94c; new, 97c; increase, 3c. Class 5, old, 63c; new, 65c; increase, 2c. Class 6, old, 57c; new, 58c; increase, 1c. The increase in classes 7 to 10 are also 1c.

While the total freight charges to further Western points are different than to Winnipeg, the amount of increase in freight rate will be the same as Winnipeg.

Rates on the following commodities from Eastern shipping points to the head of the lakes are advanced as under, effective April 2:—

	Old rate.	New rate.
Binder twine . . . . .	.15½	.17
Iron commod. . . . .	.19½	.22
Cement . . . . .	.12½	.15
Plasterers' hair . . . . .	.20	.30
Stable fittings . . . . .	.25	.27

The foregoing comparisons show that the increases are general and affect the movement of practically all traffic from Eastern to Western Canada, via the lake and rail routes. There is no change on the rates from Fort William westward.

GENERAL MANAGER, McCORMICK MFG. CO., PASSES AWAY

Thomas Palmer McCormick, Vice-president and General Manager of the McCormick Manufacturing Company, passed away in London, Ont., on Saturday night last. Mr. McCormick had been ill for some two months, but his illness was not considered to be of a very serious nature and his death came as a great shock to his many friends and acquaintances.

A son of Thomas McCormick, the founder of the business, he was associated with his two brothers, George and Frank McCormick, from quite an early age, and in the chief executive capacity brought a business that had been given to his charge into a new era of service and success. The McCormick Company, under his guidance, has become a firm of Dominion-wide business influence, and the loss of its executive head will be keenly felt by the multitude of friends of the firm.

Mr. McCormick was born and grew up in London, and has always been associated with the life of the city. He was a director of the Ontario Loan and Debenture Co., and a member of the Board of Trade. He was also associated with a number of charitable and philanthropic activities. He is survived by a wife and two young sons.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS.

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY, Limited

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SUBSCRIPTION: Canada, \$3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, \$3.50 a year; other countries, \$4.00 a year. Single copies, 10c, invariably in advance.

PUBLISHED EVERY FRIDAY.

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

Vol. XXXI.

TORONTO, APRIL 6, 1917

No. 14

EDITORIAL BRIEFS

VALENCIA oranges from Spain are reported as coming to this country for the first time in ten years. The damage to the Florida orange crop has again opened the way.

* * *

CHICAGO millionaires have prepared to put a goodly part of their grounds into potatoes. "Everybody's doing it." Potatoes at least ought to be cheap this coming winter.

* * *

RIDGETOWN, Ont., is talking of closing all the stores one day a week so that the proprietors may give sufficient care to their garden. That's all right but who is to make sure that the grocer sticks to his garden and doesn't go frittering his time away in his *Fliver*.

* * *

THE Retail Grocers of Washington, D.C., have agreed together to feature only goods that have not increased in price. The idea is indeed a good one though it will take a good deal of investigation to find sufficient goods coming under this category to make a good sized window display.

* * *

A FARMER near Galt is reported to be holding 1,100 bushels of wheat, until, as he says it reaches the proper price. Surely the proper price ought to have been reached by now. Never did the farmer's wildest dreams suggest such prices as are being paid at present. Incidentally this same farmer is probably wailing loudly against the extortionate price of sugar.

* * *

ONE of those energetic investigators, who can investigate anything that has a figure in it anywhere, has lately been investigating rats. According to this

mathematical gentleman, what rats can do in a year is something marvelous. According to his statement in the U.S. alone \$165,000,000 disappear annually by this means. That seems a large sum to pay just to be hospitable to the rats.

* * *

AND that's not the worst thing the investigators have discovered. Another one of them is out with the statement that in the U.S.,—one has to quote the U.S. in these matters, because they are the only people supremely enough interested in everything pertaining to themselves to make these investigations,—the housewives annually waste \$700,000,000. Well at least the grocer gets a little something out of this, so its not all clear waste. But you can't find a cheerful thought to tie onto the rat.

* * *

WINNIPEG'S Public Utilities Commissioner has investigated the high cost of living and finds no evidence of any combine to keep up prices. He can see nothing but the working of the law of supply and demand. Practically all investigations lead to this conclusion, but few investigators openly acknowledge it because they are public servants and the public desires to be informed to the contrary.

* * *

A GOVERNMENT expert who recently examined the Niagara District crop states that the coming year will see an enormous crop. The heavy snow saved the situation in protecting the trees from the unusually intense cold. A local authority, however, states that there will be practically no peaches in some districts. This authority bases his contention on the fact that last summer's weather was too warm. Here are two opinions. Try a guess for yourself.

* * *

HERE'S a new one taking up the cudgels for Margarine. The Society of Chemical Industry meeting some days ago in Montreal, has petitioned the government to permit the use and manufacture of Margarine in Canada under license and strict supervision, so that dairyman and consumer may both be protected. What arguments will the Dairy interests use against these folks, they seem to be disinterested enough?

THE BALANCE OF BENEFIT

WE now find the *Grain Growers' Guide* complaining about the high cost of living. The *Guide* represents the interests of the farmer. If the farmer is not getting the benefit of the high prices of natural products, who is? The trouble is that the farmer is also a consumer. Every consumer looks at the price which he must pay for that which he consumes and does not consider the wherewithal from which he has to apportion that price. Money is of comparative rather than of actual value. A dollar is not so much a dollar to the purchaser as something which may be exchanged for something else. The fact remains that

despite the number of dollars which the consumer must pay for his requirements he has more dollars left than before the war when the money he spent brought more for its face value. So long as we can pay the price and as a people have more left than we had under normal conditions then we are prosperous as a nation. This is proven in the actual condition that the average Canadian was never in a better position than he is to-day. It is the readjustment of commodity prices to lower levels that a producing country like Canada has to fear.

INCREASING PRODUCTION

THE idea is taking root very firmly in Canada that one of the factors which will help most to win the war is increased production, particularly in agricultural products. We find, for instance, the Toronto Board of Trade, launching a "War Production Club," with the object of recruiting help for the farmers this summer. We find certain manufacturers offering to give each employee holidays at full pay, provided that they will spend them on a farm. There is a tendency to get "down to cases" and to actually start a campaign to provide the farmer with the help he so sadly needs.

This is, after all, a business matter; and every business man should regard it as such. Increased production will not only go a long way toward reducing the menacingly high cost of living and to enable Canada to send more food to Great Britain, but it will prove a very potent factor in maintaining business at its present high speed of prosperity. The movement to help the farmer should have the hearty endorsement and the personal support of every merchant. Each individual merchant must decide for himself what he is in a position to do along this line. He may be able to do much or little, according to the position he happens to be in. But the main point is for each man to *do what he can*.

SAVING COST OF DELIVERY

MUCH is written and said and thought on the subject of the magic word "service." A great deal of it is pure gold. Plenty of it is nonsense.

Unquestionably the subject has been overdone with the result that many ideas with reference to service, which are quite impracticable, have been put into practice and have worked out to the detriment of those who have tried them. Service has, in some directions, been overdone. So much "new-fangled" service has been attempted that merchants have thrown their profits away in a literal orgy of customer pampering.

Take the matter of deliveries. The idea that too much service cannot be given has led some merchants to so extend their delivery facilities that they have burdened themselves with an unbearably heavy expense. It is not uncommon to find in one small town some half dozen merchants maintaining deliv-

ery wagons and motor trucks to cover the same ground where there has not been enough business to keep more than two rigs busy. Duplication has been a heavy drain on store profits and it is pleasing to find a public body like the Board of Trade at Cobourg openly advocating a lessening of delivery service—particularly pleasing because a Board of Trade represents the public as well as the business man. The secretary estimated that the cost of delivery amounted to \$15,000, and could be done as efficiently for \$5,000 if there was a proper system of delivery at specified hours. The result of this would be \$10,000 for the merchants and customers.

This is not intended as an argument in favor of centralized delivery systems. It is meant to call attention to the fact that a merchant can overdo service in the matter of delivery and that it is a department where a careful estimate of cost and efficiency should be made in their relation to each other.

THE UNITED STATES AT WAR

A THRILL of elation was felt from one end of Canada to the other when the news came that Uncle Sam had picked up the gage of battle. There has been much impatience manifested by Canadians at all stages of the world struggle toward the attitude of the United States, an inability to understand how the role of bystanders could be maintained so long. Recently, however, a clearer understanding of the peculiar difficulties that have faced our wealthy neighbor has been reaching the people of Canada; and, now that the final step has been taken, attesting the sincerity and purpose of the American people, all lack of understanding and sympathy has vanished. Until the end of the struggle and, one hopes, until the end of time, we shall stand together, bound with the bonds of a common interest, a close understanding and a lasting sympathy. Germany's blundering diplomacy has succeeded in cementing together the British Empire and the United States.

The new alliance will have the very welcome effect of smoothing away all uncertainty that has existed to date on both sides of the border line. We are now on the same side, pledged to see it through. Business relations should show almost immediately the effect of this cementing of interest. Not only will an access of cordiality be felt at once, but one imagines that for all time the trade relations between Canada and the United States will thrive on the warm feeling that comes only when two nations sally forth to war together.

Uncle Sam may not have time to play a very decisive part in the war. That is a small point, however. It is the declaration of his willingness, of his entire sympathy with our cause, that counts. Across the sea, across the border line that has not echoed to a shot fired in anger for over one hundred years, the two great English-speaking democracies have clasped hands. It may be the first step toward making possible a permanent world peace.

Re-Equipping for Brush Trade

One Manufacturer States They Have Installed More New and Up-to-date Brush-making Equipment This Year Than Ever Before—Shortage of Right Kind of Labor Largely Responsible.

ONE large brush manufacturer stated they have installed more new machinery during the past year than they have ever installed in a similar length of time. The development has been occasioned largely through their inability to get the right kind of skilled help. This has been one of the big problems with which they have had to contend with in the past year or two. There seems very little help of the right sort offering. Help that is still floating around seems an uncertain commodity. As an instance the superintendent of one plant engaged five young fellows on one particular day with the understanding that they would be at work the following morning. Not one of them turned up at the time appointed. They had presumably looked around and found where they could get a little better wages elsewhere. With enlistments that have taken place and the decrease in the number of skilled workers offering their services one manufacturer stated they have been able to overcome the labor problem only through the installation of new and improved machines for doing the work.

Brush Advances Moderate

While there have been big advances in almost every line of industry since the outbreak of war, and particularly in trades where iron and steel are used, the advance in brushes of various kinds has been comparatively small. While there have been considerable advances in some special brush lines still the general advance has not been over 10 per cent to 15 per cent. on lines taken quite generally. The necessity for an increased cost has partially been absorbed by the installation of new machines. As an instance of the way the cost of manufacture has been kept down during the past winter, a manufacturer stated they had substituted electric power for steam power. Had they been compelled to buy soft coal at the high prices that prevailed during the present winter their operating cost would have advanced some thousands of dollars. In many departments of manufacture it is costing more to do business, as the cost for instance of wrapping paper, paper boxes, twines and clerical help has all been advanced. For the present spring trade there have been no material advances in the price of brushes over those prevailing for the late spring trade of last year. There has been a good demand for household paint brushes this spring and less for the

higher-class painters' brush. This to the manufacturers indicates that the painting will be done largely by the householders themselves. There is scarcity of painters for one thing, and with the higher cost of paint people will endeavor to economize in some respects. The logical line will be for them to do away with the professional painter.

Brooms Reach Unprecedented Levels

Broom Corn at Chicago Now Quoted at \$340 Per Ton, as Against \$200 Per Ton About Three Months Ago, and \$60 a Ton in Normal Times—May Turn Manufacturers to Other Materials for Brooms.

WITH a recent advance by dealers in quotations on the price of broom corn the selling price at Chicago is now \$340 per ton. With freight and duty paid this would represent a cost of \$375 per ton to Canadian broom manufacturers. Three months ago broom corn had reached \$200 per ton and this was considered an enormous price, but since then prices have almost doubled. In normal times, or not over a year ago in fact, broom corn sold at \$60 per ton. This situation has meant a big change in the price of brooms. The lowest priced broom that some of the manufacturers can now supply is \$7 per dozen. In normal times this broom sold at \$4 per dozen. During the past month there has been an advance in brooms of approximately 50c per dozen and manufacturers state if prices were governed according to the present price of broom corn the cheapest broom would have to sell to the wholesale trade at \$8.50 to \$9 per dozen. By the time it reached the consumer the broom would have to sell in the neighborhood of \$1 each.

Higher Prices or No Brooms

One large manufacturer stated to the CANADIAN GROCER that it was either a question of higher prices or stop the manufacture of corn brooms altogether. With the present high price of corn there was a great uncertainty over the situation. Higher prices might have the tendency to shut off demand for brooms and leave the manufacturers in an unenviable position with stocks of high-priced broom corn on their hands. A shipment of broom corn at present prices involves a small fortune. In normal times when a carload of broom corn was purchased the outlay

Scarcity of Bristles Continues

There is a continued scarcity of bristles for the manufacture of brushes, and particularly of the French bristles. Chinese bristles have been coming forward in fairly good quantity, one concern recently having received a good shipment that will take care of their needs for some time. Most of these bristles have come by way of London, but with the increased difficulties in shipping it is anticipated that shipments may in future come by way of the Pacific Ocean and Vancouver. Military orders for brushes are about all cleaned up now and manufacturers are busy with the domestic trade.

involved would be in the neighborhood of \$500 per car. With broom corn at the present price of \$340 per ton a carload would be worth in the neighborhood of \$2,500 to \$3,000. And there would only be approximately eight tons in the carload. As an instance of the way it is affecting the broom manufacturers in the United States, one report stated that no less than 159 manufacturers have ceased the manufacture. The outlay involved in the financing of the manufacture has been too high for some of the smaller manufacturers and they have closed up in large numbers during the past six months.

Business is Hand to Mouth

Canadian manufacturers have noted a tendency toward curtailment in the use of brooms. There is a falling demand. As a matter of fact the manufacturers are not eager for business on the present basis of costs of raw materials. They are not pressing for orders. If business comes to them they are prepared to accept it, but they are not going after it with a shotgun eagerly intent on bagging it. There have been big advances in almost every class of article that enters into the manufacture of the broom. Twine is scarce and hard to get. Wire has made big advances recently, steadily in fact for the past year or two. Handles have advanced as much as 50 per cent.

Stocks of Brooms Light

Manufacturers are carrying very light stocks of brooms at the present time. One manufacturer who in normal times carried 1,000 dozen to 1,500 dozen brooms in stock is now down to about 50 dozen. Last year there was only about a third of a crop of broom corn (Continued on page 26.)

Why Canadian Merchants Fail in Business

Lack of Capital Continues to be Chief Cause, Covering Over 38 Per Cent. — "War" Responsible for 30.1 Per Cent.—Incompetence Blamed for Nearly 14 Per Cent.—Best Relative Year Since 1912 — Business Life Grows Safer—Some Graphic Charts.

IT is gratifying for every Canadian to learn, although not unexpected in view of the wonderful improvement in business conditions in this country, that the total failures for the past year showed a decrease as compared with the year 1915 of 32.5 per cent., and a decrease of 38 per cent. when compared with 1914. More encouraging even than this, and unexpected to most of us, is the fact that the year 1916 makes a better showing than 1913, by 3 per cent.

That this country from the point of view of failures, has reached a sounder condition than in 1913, in spite of the war, becomes all the more significant when we compare the figures of the United States. There, with war conditions that never dropped to the level that they did in Canada in the first few months, the decrease in failures for 1916 over 1915 was 13.3 per cent., and of 1916 over 1914, 1.6 per cent. As compared with 1913, however, the United States had an increase in failures of 13.3 per cent., while Canada's decreased.

Slightly Less Than 1 in Every 100 Fail

From another standpoint the figures are interesting. According to Bradstreet's, to whom we are indebted for the statistics in this article, the Business Death Rate fell to 92/100 of 1 per cent. last year, compared with 1.07 per cent. in 1915, and 95/100 in 1914. That is, out of every 10,000 in business in Canada last year, 92 failed, compared with 107 in 1915 and 95 in 1914. This is a heavy toll, however, the highest of any year since 1908, the "panic" year, and we have to go back ten years more to equal it. Still, the worst record was 1.5 per cent., a fact which proves that the ancient tradition that the larger number entering business life are doomed to failure ultimately, lacks a well-founded statistical basis. It should be pointed out that the statistics used in these conclusions define a failure as one that involves loss to creditors, and does not include many cases involving physicians, actors, real estate men, etc., where others were not concerned.

Personal Shortcomings a Fruitful Cause

While there is abundant reason for congratulations from a comparative point of view, there are many elements involved in these "mortality" statistics that call for grave consideration.

Personal shortcomings bulk so largely that one is tempted to suggest that there be exercised some sort of a Government supervision that will eliminate a percentage of those who at the outset through ignorance or incompetence, or a dangerous lack of capital seem to be foreordained to failure, a suggestion that would be met by an outcry that any restrictions would be in the nature of restraint of trade. For all that, we believe the time will come when the law will require a minimum in the matter of competence and experience and perhaps of capital—certainly the former two elements being the best asset—as a means of defence for the rest of the business community.

Why do men fail? Bradstreet's have made a double grouping of causes, the first dealing with the faults of the men who fail, and the other, external reasons. These two classes are divided as follows:—

- A.—FAULTS OF THOSE FAILING—**
 Incompetence,
 Inexperience,
 Lack of capital,
 Unwise credits,
 Speculation (outside regular business),
 Neglect of business (due to doubtful habits),
 Personal extravagance,
 Fraudulent disposition of property.

- B.—NOT DUE TO FAULTS OF THOSE FAILING—**
 Specific conditions (disaster, war, floods),
 Failures of others (of apparently solvent debtors),
 Competition.

Lack of Capital Leads in Canada—Incompetence in States

As between Canada and the United States in the matter of causes of failure, there is a curious difference. In the former case, Lack of Capital is by far the most fruitful of the personal reasons; in the States, Incompetence stands at the top. Lack of Capital in Canada was responsible for 38.8 per cent. of the failures in 1916, as against 30.3 per cent. in 1915. Incompetence was the cause of 13.4 last year and 17.9 in 1915. In the United States, Incompetence claimed 33.2 per cent. of the total in 1916, and 29 per cent. in 1915, while Lack of Capital was only 30.3 in 1916 and 27.5 in 1915. However, this is not the old record across the border. In 1914 and 1913, Lack of Capital stood first, as it had every year before except in 1912. Indeed, it rose as high as 39.2 per cent. in one year. **War Conditions Caused 30 Per Cent.**

While Lack of Capital was the leading cause of failure in Canada last year, as might have been expected, the war itself was the leader in the preceding

	1916		1915		1914		1913	
	No.	P. ct.	No.	P. ct.	No.	P. ct.	No.	P. ct.
<i>Credit Ratings of those who failed.</i>								
Total number failures U. S. and Canada	18,268	100.	21,661	100.	19,659	100.	16,378	100.
Number failing which had Very Moderate or No Credit rating	17,843	97.7	20,890	96.4	18,789	95.6	15,533	94.8
Number failing rated in Good Credit	395	2.1	689	3.2	752	3.8	723	4.4
Number failing rated in Very Good Credit or higher	30	.2	82	.4	118	.6	122	.8
<i>Liabilities of those who failed.</i>								
Total number failures U. S. and Canada	18,268	100.	21,661	100.	19,659	100.	16,378	100.
Total with less than \$5,000 liabilities	11,520	63.1	12,640	58.4	10,851	55.2	9,287	56.7
Total with \$5,000 liabilities and over	6,748	36.9	9,021	41.6	8,808	44.8	7,091	43.3
Total with \$5,000 to \$20,000 liabilities	5,144	28.2	6,676	30.8	6,380	32.5	5,143	31.4
Total with \$20,000 to \$50,000 liabilities	1,094	6.	1,535	7.1	1,511	7.7	1,203	7.3
Total with \$50,000 to \$100,000 liabilities	294	1.6	455	2.1	481	2.4	409	2.5
Total with \$100,000 to \$500,000 liabilities	196	1.	317	1.4	352	1.8	295	1.8
Total with \$500,000 liabilities and over	20	.1	38	.2	84	.4	41	.3
Total with \$1,000,000 liabilities and over	5	.03	16	.07	52	.3	24	.1
<i>Capital employed by those who failed.</i>								
Total number failures U. S. and Canada	18,268	100.	21,661	100.	19,659	100.	16,378	100.
Total with \$5,000 capital or less	17,372	95.	20,251	93.5	18,064	91.9	15,042	91.8
Total with over \$5,000 and less than \$20,000	712	3.9	1,046	4.8	1,175	6.	933	5.7
Total with \$20,000 and less than \$50,000	126	.7	232	1.1	252	1.3	250	1.6
Total with \$50,000 and less than \$100,000	33	.2	69	.3	72	.4	76	.5
Total with \$100,000 and less than \$500,000	24	.1	61	.3	83	.4	59	.4
Total with \$500,000 and over	1	.005	2	.01	13	.06	12	.07
Total with \$1,000,000 and over	1	.005	2	.01	6	.03	4	.02

year. In 1915, Lack of Capital was only 30.3 per cent., while "specific conditions" rose to 35.9 per cent. In 1916 the latter had fallen again to 30.1, as compared with 24.4 in 1914.

Inexperience, which ranks close to Incompetence, was responsible for 3.4 per cent. in 1916, while in the United States it was the cause of 6 per cent. The only other fruitful cause of failure in either country is Fraud, on the part of others, which caused 7.5 per cent. in Canada, and 6.6 across the border. Competition stands surprisingly low in Canada, .2 per cent., of 1/500, compared with 4.2 per cent. in the States. Neglect is credited with 1.9 per cent. in Canada, as against 1.4 per cent. the year before, and 2.4 and 1.9 per cent. in the United States for the two years.

Individual Cause of 71 Per Cent.

To sum up the causes of failure: In Canada, the individual was charged with 71 per cent. of the responsibility compared with 64.7 per cent. the previous year, but 73.4 in 1914, a much smaller record than in the States, where the percentages were 79.5 and 74.4 respectively, for 1916 and 1915.

95 Per Cent. With Less Than \$5,000 Capital

Lack of Capital as a cause is worth a closer study. No separate figures are available at the moment for Canada, but as Bradstreet's remarks, "If any confirmation were needed of the idea that the small trader's path was a dangerous one in 1916, it would be afforded by the returns of capital employed by those who failed. Of 18,268 failures in the two countries in that year, 17,372, or exactly 95 per cent., had a capital of \$5,000 or less. Search through the record of twenty-six past years fails to reveal so high a percentage as this, the nearest approach to it being in 1900, when the proportion was 94.2 per cent. The proportions failing with larger capital naturally showed a shrinkage from 1915 and all preceding periods.

97 Per Cent. With Poor Credit Ratings

As regards credit ratings, it is shown that 17,843, or 97.7 per cent. of the 18,268 failing in the United States and Canada, had Very Moderate or No Credit ratings, as against 96.4 per cent. in 1915, the latter being the highest percentage recorded up to that year. Of those failing in the two countries, 63.1 per cent. had less than \$5,000 of liabilities, the highest percentage recorded since 1905, when it was 65.2, and comparing with 58.4 per cent. in 1915 and 55.2 in 1914, the latter the lowest proportion in twenty-five years.

In respect to liabilities, those in Canada were less than one-half the total of 1915, being \$15,767,175, compared with

SUMMARY-UNITED STATES

Failures due to	NUMBER		ASSETS		LIABILITIES	
	1916	1915	1916	1915	1916	1915
Incompetence	5,486	5,689	\$18,727,522	\$24,754,230	\$39,268,997	\$49,237,492
Inexperience	990	1,057	3,784,910	3,380,950	7,387,628	6,777,646
Lack of capital	4,995	5,229	27,431,650	48,429,359	58,223,655	80,699,933
Unwise credits	308	448	2,270,405	6,702,516	3,882,151	10,993,425
Failures of others	146	187	3,945,228	17,072,071	6,540,905	26,184,034
Extravagance	108	119	517,323	817,793	1,597,527	1,758,944
Neglect	396	350	934,749	1,427,469	2,895,608	2,831,286
Competition	701	1,082	2,170,347	4,273,106	4,672,317	9,345,842
Specific conditions	2,206	3,603	16,640,317	43,178,896	29,761,361	70,206,329
Speculation	59	80	3,331,066	1,937,427	5,849,093	6,335,582
Fraud	1,101	1,191	6,317,533	8,794,140	15,152,926	19,756,616
Total	16,496	19,035	\$86,071,050	\$160,767,959	\$175,232,158	\$284,127,129

SUMMARY-DOMINION OF CANADA, NEWFOUNDLAND AND ST. PIERRE AND MIQUELON.

Failures due to	NUMBER		ASSETS		LIABILITIES	
	1916	1915	1916	1915	1916	1915
Incompetence	238	470	\$713,555	\$1,424,010	\$1,751,840	\$4,065,450
Inexperience	60	94	144,039	365,312	305,744	951,844
Lack of capital	689	796	2,368,147	4,575,240	6,146,253	10,145,325
Unwise credits	28	48	61,562	400,965	159,590	926,357
Failures of others	10	41	153,825	408,400	340,985	1,023,377
Extravagance	10	12	23,671	24,120	72,054	58,526
Neglect	34	37	134,273	86,085	258,870	221,551
Competition	3	4	12,014	3,300	16,412	7,075
Specific conditions	533	942	1,694,281	5,739,550	3,652,750	11,212,850
Speculation	35	32	842,778	752,520	2,162,716	1,581,008
Fraud	132	150	232,543	515,190	819,961	2,187,138
Total	1,772	2,626	\$6,380,688	\$14,354,692	\$15,747,175	\$32,380,501

PERCENTAGES OF NUMBER OF FAILURES AND LIABILITIES

IN THE UNITED STATES AND CANADA IN 1916 AND 1915, CLASSIFIED AS TO CAUSES.

Failures due to	UNITED STATES, PER CT.				CANADA, PER CENT.			
	Number		Liabilities		Number		Liabilities	
	1916	1915	1916	1915	1916	1915	1916	1915
Incompetence	33.2	29.9	21.8	17.3	13.4	17.9	11.0	12.5
Inexperience	6.0	5.4	4.4	2.4	3.4	3.6	2.3	2.9
Lack of capital	30.3	27.5	31.9	28.4	36.9	30.3	39.0	31.3
Unwise credits	1.9	2.4	2.6	3.9	1.6	1.8	1.0	2.9
Failures of others .....	.9	1.0	4.6	9.2	.5	1.6	2.2	3.2
Extravagance .....	.6	.6	.6	.5	.5	.5	.5	.2
Neglect	2.4	1.9	1.0	1.0	1.9	2.4	1.7	.7
Competition	4.2	5.7	2.5	3.3	.2	.1	.1	.02
Specific conditions	13.4	18.9	19.3	24.7	30.1	35.9	23.3	34.6
Speculation .....	.4	.4	3.9	2.2	2.0	2.2	13.7	4.9
Fraud	6.7	6.3	7.4	7.0	7.5	5.7	5.2	6.8

These tables from Bradstreet's provide interesting records as to Why Merchants Fail.

\$32,380,501. In the United States the liabilities for 1916 showed a drop of 38.3 per cent. from 1915, and were less than half those of 1914, and indeed the smallest of any years since 1909.

Four tables are reproduced here which will repay a close study.

Business Life Becoming Safer

Bradstreet's concludes that "business life is safer to-day than it ever has been," that credit granting based upon more careful credit reporting is more discriminating, that other important improvements have been made in crop and business reporting, as well as in commercial communication and in transportation, and that more care is exercised to prevent solvent debtors from entering bankruptcy."

BROOMS REACH UNPRECEDENTED LEVELS

(Continued from page 24.)

in the United States and the new crop will not begin to reach the market until October of the present year. It is therefore a long distance to go before fresh supplies can be had. With the present prices so high there is little prospect of lower prices on brooms. Among the broom corn dealers in the United States there is little hesitancy in stating that broom corn will go even as high as \$400 per ton. The dealers or jobbers of broom corn this year found they were completely deceived in the calculations. They figured it out that the price of broom, corn was pretty sure to come down and consequently did not buy their usual stocks. Prices kept going higher and they found themselves out of the market.



CURRENT NEWS OF WEEK

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



Maritime Provinces

The business of J. A. Lipsett, at St. John, N.B., is for sale.

Mr. F. R. Dearborn, of Dearborn & Co., wholesale grocers, of St. John, N.B., is dead.

Michael McLeod, a well known grocer of Main Street, St. John, N.B., died in the General Public Hospital there on March 29. He was sixty-three years of age, and is survived by one brother, John McLeod, also of St. John.

Richard O'Leary, of Richebucto, has taken over the J. Sutton Clark plant at L'Etang, and will operate it this year. The plant was closed down last season, and its reopening will add considerably to the proportion of the catch, which will be packed at home this year.

Prices in the United States, which largely control the local prices, are higher than ever before, and with even a normal catch the fishermen should fare very well indeed, although they complain that the higher cost of operating weirs gives them something to contend with, as well as the packers who face higher costs of fish, tins, oils and labor.

Weir owners and packers are looking forward to a splendid catch of sardine herring along the New Brunswick coast this season, the preliminary indications being regarded as most satisfactory. Preparations for the opening of the season are proving much more expensive than usual to the weir owners, the heavy ice formed during an exceptionally severe winter having done much damage to the weirs.

The Booth Fisheries, Ltd., again will operate the big plant at Chameook, Charlotte County. This concern has been widening its interests in this district, and, about a month ago, took over the Grady factory at Eastport and the Quebec Sardine Company's factories, including five different plants. The company also is about to erect a cold storage plant at Eastport at a cost of from \$150,000 to \$200,000 to aid in carrying on their work.

Quebec

Gosselin & Paradis, of Magog, Que., have sold out.

Vallee & Montambault, grocers, of St. Johns, have dissolved.

R. C. Miller, of Waterloo, Quebec, visited this week on business.

David Watters, former grocery and tea merchant of Quebec, is dead.

A. Lacombe, groceries and provisions, of Fabre, has been succeeded by A. Roberge.

C. Jacob of Habicht Braun & Co., New York was in Montreal this week calling on business friends.

Mr. Sangster of Sangster & McQuaig, Bainsville, Québec, was a business visitor to Montreal this week.

Jean Louis of Fraserville, Quebec, was a business visitor to Bon Secours Market, Montreal during the past week.

Mathis Lauzon, merchant, of Berthier, Quebec, visited Montreal last week, and called on business friends in Bon Secours Market.

W. A. Craven who represents Chase & Sanborn, Montreal, in the Maritime Provinces, left Montreal early this week for Maritime points after a business visit to headquarters.

A. H. Dalrymple of Jas. Dalrymple & Sons, Produce Merchants, Montreal, returned to business this week after a passing indisposition which had confined him to the house.

Ontario

Alex. Sangster, of Rebecca, Ont., has sold out.

Alex. Stahle, of Kitchener, Ont., is selling out.

J. S. Motz, of Crediton East, Ont., suffered loss by fire.

Andrew McDonnell, pioneer merchant of Watford, is dead.

Jos. Belfie, of Gananoque, has assigned to R. C. McCullough.

G. L. Jackson, of London, has been succeeded by Plewes & Roe.

W. J. Cannington, of Toronto, has sold out to W. G. McCannell.

Wesley Widner, former merchant of Aylmer, is dead in San Francisco.

Woodstock Produce Co., Ltd., of Woodstock, have obtained a charter.

A. E. Lineham's general store at Ruscom Station has been taken over by A. Robertson.

Thomas P. McCormick, of McCormick Mfg. Co., biscuit makers, is dead in London, Ont.

The grocery department of the C. J. Leach business of London is being sold to W. S. Deacon.

Stanley Williams, of Sarnia, Ont., had a formal opening of his new store in the Imperial Block, last week.

Alexander F. MacLaren, president of the MacLaren Cheese Company, is seriously ill in Toronto General Hospital.

The Woodstock Produce Company, Limited, of Woodstock, Ont., has been incorporated with a capital of \$40,000.

Hamels, Limited, has been incorporated at Hanover, Ont., with a capital stock of \$40,000, to carry on a general store business.

W. I. Hogarth has sold his grocery business to the Bowden Grocery Company, after seventeen years' business in Ingersoll.

H. Martin, who for some years was a partner in the wholesale grocery firm of The Harding Co., has severed his connection with that business.

Chas. L. Williams has been taken into partnership with his father, C. Williams, of Tillsonburg. In future the firm will be known as C. Williams & Son.

W. L. Hogarth, who has been in the grocery business in Ingersoll, Ont., for a number of years, has sold out to the Bowden Grocery Co. Mr. Bowden, the head of the new firm, comes from Oshawa. Mr. Hogarth has as yet made no plans for the future.

Wetsern Provinces

G. A. Steele, of Vancouver, has sold out.

A. L. Drake, of Bellevue, Alta., has sold out.

Wood Bros., general store, Almedo, Sask., have assigned.

Henry Zado, of Mazenod, Sask., has sold out his general store.

S. Reisenberg, of Earl Grey, Sask., is opening a branch at Southey.

A. C. Beach Co., Ltd., of Earl Grey, Sask., is succeeded by A. Matoff.

McKenzie & Stewart Bros., of Dunkirk, Sask., are moving to Mazenod.

J. W. Barlow, of Bulyea, Sask., has been succeeded by Mrs. J. W. Barlow.

Swartzman & Gold, general store, Herbert, Sask., have dissolved, S. Gold continuing.

The general store of H. Oltman & Co., at Lowe Farm, Man., has been sold to C. E. Anderson.

G. R. Bissett is succeeding Bissett & Kennedy in the general store business at Fairlight, Sask.

Lipton Supply Co., Lipton, Sask., has dissolved, J. Jampolosky continuing.

Russell Baker Packing Co., Ltd., of Prince Albert, Sask., succeeded by Wm. McKay.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

THE opinion is quite generally held among wholesalers and others closely in touch with the grocery trade that the entry of the United States into the war will mean higher prices in many lines of commodities. Purchase of large stocks of supplies by the United States Government for the use of her troops would have the effect of sending prices in an upward direction. Beans and dried fruits of all kinds will be in big demand for the use of troops. Flour and cereals of all kinds, together with sugar, are commodities that adapt themselves to rations for an army and the consumption is expected to be heavier in these.

In the Canadian markets there has been an upward tendency in numerous grocery lines during the week. Eggs are higher and meats are in firm market. Teas have advanced in Canadian markets and still higher prices are looked for. Some authorities on the tea market anticipate that tea will be enhanced in value by fully 50 per cent. in the near future. Starches and corn syrups are all higher. Cornflakes, gelatine, ketchup, Manila paper, soaps, herring, corn products, are some of the commodities in which there have been advances. Rice will in all probability be in acute market in the near future, as one of the large importing concerns has already repudiated 15 per cent. of its contracts, due to the fact that the British Government has requisitioned tonnage on the Pacific Ocean. Business in grocery lines has kept remarkably good.

QUEBEC MARKETS

MONTREAL, April 4.—Tendencies of the markets for the present week are in the main towards firmness although here and there a few faint symptoms of the easier prices due to seasonable influences are noted. Some easing off of fish prices exists. Eggs are likely to be easier if not actually easier for Easter when consumption is heavy. Supplies of eggs have been a little disappointing so far. Butter and cheese keep firm. Pork products are very firm, and likely to be still firmer. Fruits and vegetables show merely the season's influences. Potatoes have been steady for the past week. Some roots are a shade higher. Apples grow scarcer. Demand for oranges and bananas is good, and prices keep at fair levels. Dried fruits show some better demand. Nuts are firmer. Sugar is showing an extremely firm tendency, and flour and cereals are also very firm for the current week with every indication of going still firmer.

Soaps, Soap Powders And Starches Are Up

SOAPS, — SOAP - POWDERS, STARCHES.—Advances in several important domestic and laundry supplies are noted this week in wholesale circles. Soaps and soap powders are advanced in

price or subject to withdrawal of prices and 'open' prices which means practically the same as an advance. One line has announced an advance of fifty-five cents per case which will bring the case price up from \$4.45 to \$5.00. It was anticipated in Montreal early this week that all soaps and soap powders will be at \$5.00 per case following this advance which strikes the key note of market firmness. Starches are also advanced generally by half a cent a pound on all Canadian manufactured starches both laundry and culinary. Canada Laundry Starch is now 7½ cents a pound. Benson's Enamel Starch is \$3.00 per case. Celluloid starch 45 pkgs. to the case is \$3.90 per case, and these goods are subject to delayed delivery and then market price at time of consignment.

Sugar Market Firm; Big Govt. Contracts

Montreal SUGAR.—There is continued firmness in market for sugar. Refined has not again advanced up to the time of writing, but was very firm at \$7.85 the figure quoted last week for extra granulated. Wholesalers generally noted the firmness, and further advances are anticipated. Raw sugars are very likely to advance as the conditions of crop reported from Cuba are now very different from early ac-

counts. Production is not up to expectations. Instead of the expected 400,000 tons more than last year's production there may actually be a shortage of that amount or near it. This outlook makes the market very strong indeed. The United States market has advanced, and the tone is reflected over the border. Local demand is quieter, retailers it is assumed being well supplied with stocks for the time being. It has been rumored and the rumor is not gainsaid, that very large contracts for sugar have been completed with British Government agents by the Canadian refiners during the past few days.

Atlantic, St. Lawrence and Canada Sugar Companies, extra granulated sugars	100 lbs. 7 85
Acadia Sugar Refinery, extra granulated	7 85
Wallaceburgh sugar	7 85
Special icing, barrels	7 85
Yellow, No. 1	7 45
Powdered, barrels	7 45
Paris lumps, barrels	8 45
Crystal diamonds, barrels	8 45
Assorted tea cubes, boxes	8 45
For 50-lb. and 25-lb. bags add 10c per 100 lbs.: for 20-lb. bags add 15c per 100 lbs.; for 10-lb. bags add 20c per 100 lbs.; for 5-lb. cartons add 25c per 100 lbs. and for 2-lb. cartons add 30c per 100 lbs. Granulated and yellow sugar may be had in barrels at 5c over above prices. Fancy sugars make a corresponding increase when put up in small packages.	

Firming Tone to All Canned Goods

Montreal CANNED GOODS.—Though there is a firmer tone in many ways about the market for canned goods, certain wholesalers are still marketing most lines at the prices which have been prevailing for some time back, and some opinions would incline to the view that canned goods may not show any immediate advances. The factor of America's entering the war may have some bearing on canned goods owing to possible army demand on a large scale across the border, and a consequent firming tendency extending to the Dominion's none too great stocks of canned goods. This factor may also affect the matter of new crop canning; should the United States be in the thick of the melee about the time of activity in the canning industry there is likely to be firmness all round. Meantime a better demand for canned goods has been noted, and a firming tone to the market without actual changes of price for the present week.

Salmon Sockeye—	
1 lb. talls, cases 4 doz. per doz.	1 00
½ doz. cases 8 doz. per doz.	1 00
Chums, 1-lb. talls	1 30
Pinks, 1-lb. talls	1 45
Ochros, 1-lb. talls	1 30
R-d Springs, 1-lb. talls	1 30
Salmon, Cassa, Niobe Brand (case of 4 doz.), per doz.	1 25

Canned Vegetables—		
Tomatoes, 3s	1 85	2 15
Peas, standards	1 25	1 54
Corn, 2s, doz.	1 00	1 74
Corn (on cob, gallon cans), doz.	8 50	
Red raspberries, 2s		1 75
Red cherries, 2s	1 85	
Strawberries, 2s	2 50	
Pumpkins, 3/4s	1 00	1 70
Pumpkins, 3s		1 75
Apples (gallon)	3 25	3 50

Market For Dried Fruits Keeps Firm

Montreal
DRIED FRUITS.—There has been quite a steady call for dried fruits of late, and wholesale houses generally report to this effect. The Lenten season has been responsible for a proportion of this consumption. The dried fruit market keeps firm in all directions. Dates while not actually advanced yet by all wholesalers are really from twenty to twenty-five cents a case dearer than in previous weeks. This amounts to about a quarter of a cent difference per package of 12 1/2 oz. Prunes are very firm at present, and may be firmer as time goes on. As mentioned some time ago the market for new crop California prunes opened very strong indeed, and then went still stronger. Currants promise further firmness, and uncertain supply. California growers look to supplying the markets very largely this year with their various products owing to the grave difficulties besetting other sources of supply, but belligerence on the part of the U.S.A. may affect this market to some extent. Military orders for prunes have already been reported.

EVAPORATED FRUITS.		
Apples, choice winter, 25-lb. boxes	0 11 1/2	0 12 3/4
Apples, choice winter, 50-lb. boxes	0 11 1/2	0 12 3/4
Apricots (old crop)	0 18	0 19
Slabs	0 19	0 19
Choice, 25's, faced, new crop	0 22	0 22
Nectarines, choice	0 11 1/2	0 11 1/2
Peaches, choice	0 11 1/2	0 13
Pears, choice		0 15

DRIED FRUITS.		
Candied Peels—		
Citron	0 27	
Lemon	0 24	
Orange	0 25	

Currants—		
Filiatras, fine, loose, new	0 18	0 21
Filiatras, packages, new	0 20	0 22
(In the present condition of market current prices are considered merely nominal.)		

Dates—		
Dromedary, package stock, old, 1-lb. pkg.	0 10	0 12 1/2
Fancy, choicest		0 12 1/2
Hallowee (loose)		0 11
Excelsior		0 10
Anchor		0 09

Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	0 12	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	0 12	0 12
6 crown, 12-lb. boxes, fancy, layer, lb.	0 11 1/2	0 11 1/2
1 lb. glove boxes, each	0 12	0 12
Cal. bricks, 10 oz.	0 09 1/2	0 11
Cal. layers, 10 oz.	0 10	0 11
Cal. fancy, table, 10 lbs.		1 00

Figs—		
Spanish (new), mats, per mat.		2 40
Prunes, California New Crop—		
30 to 40, in 25-lb. boxes, faced	0 13	0 13 1/2
40 to 50, in 25-lb. boxes, faced	0 12	0 13
50 to 70, in 25-lb. boxes, faced	0 11	0 12 1/2
70 to 80, in 25-lb. boxes, faced	0 10 1/2	0 11 1/2
80 to 100, in 25-lb. boxes, faced	0 10	0 11

Prunes—		
30 to 40	0 12 1/2	
40 to 50	0 12	

Raisins—		
Malaga, table box of 25 lbs., 3-crown cluster, \$2.00; 4-crown cluster		3 75
Muscatele (loose), 2 crown		1 10 1/2
Muscatele, loose, 3-crown, lb.		0 11
Muscatele, 4-crown, lb.		0 11 1/2
Cal. seedless, 15 oz.	0 12 1/2	0 14
Fancy seeded, 15 oz. pkgs.	0 12 1/2	0 12 1/2
Choice seeded, 15 oz. pkgs.		0 12

Valencias, selected	0 11 1/2
Valencias, 4-crown layers	0 11
Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.	

Corn Syrups Advance; Molasses Very Firm

Montreal
MOLASSES AND SYRUPS.—With slow supplies and a steady demand, the market for molasses keeps very firm. It is not anticipated that prices will show much improvement for some time yet as so little new crop can come through. Corn syrups have advanced by a quarter of a cent a pound this week, and even at that are selling still under the condition that the companies will accept business only subject to unavoidable delay in shipment as a rule, and then at prices ruling at the time of shipment. A new price slip has, however, been issued by the Edwardsburg firm, and business is being done upon it subject to the reservation regarding delays under the very firm condition of market now prevailing. Cane syrups are still in strong market as before. New maple syrup is on the market in very small supplies, and at \$1.25 a gallon or very slightly less than that in the country. The weather has not been favorable so far to production of maple syrup.

	Prices for	
	Fancy, Island of Montreal.	Choice.
Barbadoes Molasses—		
Punchons	0 57	0 62
Barrels	0 70	0 64
Half barrels	0 72	0 67
For outside territories prices range about 3c lower.		
Carload lots of 20 punchons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.		

Corn Syrups—		
Perfect seal jars, 3 lbs., 1 doz. in case, case	3 45	
2 lb. tins, 2 doz. in case, case	3 85	
5 lb. tins, 1 doz. in case, case	4 05	
10 lb. tins, 1/2 doz. in case, case	3 95	
20 lb. tins, 1/4 doz. in case, case	3 90	
Barrels, about 700 lbs.	0 05	
Half barrels, about 350 lbs.	0 05 1/2	
Quarter barrels, about 175 lbs.	0 05 1/4	
2 gallon wooden pails, 25 lbs. each, per pail	1 80	
3 gallon wooden pails, 38 1/2 lbs. each, per pail	2 60	
5 gallon wooden pails, 65 lbs. each, per pail	4 00	
Lily White—		
2 lb. tins, 2 doz. in case, per case	4 35	
5 lb. tins, 1 doz. in case, per case	4 55	
10 lb. tins, 1/2 doz. in case, per case	4 45	
20 lb. tins, 1/4 doz. in case, per case	4 40	

Peanuts Still Rise; Almonds Very Firm

Montreal
NUTS.—With the Jewish holidays at hand the demand for nuts is expected to be good for a week or so as regards retail trade in districts where there is a Jewish community. Nuts in the shell are needed to meet this demand of course as the idea is to provide a food untouched by the hand of man until actually in the hands of the consumer. The market for peanuts keeps strengthening, one wholesaler having advanced these by half a cent a pound again. Prices for walnuts (shelled) are also firmer this week in some quarters ranging from 44 to 46 cents a pound (not a very large offering at 44 cents). Extremely high opening prices have been made for new almonds, now growing in

Europe. These opened last year at about 28 cents to the jobber, and are this year opening at 36 cents to the jobber. The whole market for nuts is very firm, and few cargoes have been received on this side of late. Many consignments have arrived also in damaged condition, and nuts are likely to remain costly for some time.

Almonds (Tara), per lb.	0 18	0 20
Almonds (shelled)	0 39	0 41
Brazil nuts (1916 crop), per lb.	0 20	0 23
Filberts (Sicily), per lb.	0 16	0 19
Hickory nuts (large and small), per lb.		0 09
Peanuts (coon), per lb.	0 10 1/2	0 11
Peanuts (Jumbo), per lb.	0 13 1/2	0 14 1/2
Pecans (new Jumbo), per lb.		0 21
Pecans, New Orleans, No. 2		0 21
Pecans, "paper shell," extra large Jumbo		0 40
Pecans (shelled)	0 70	0 75
Walnuts (Greenoble)		0 28
Walnuts (shelled)	0 45	0 46
Walnuts (Marbot), in bags	0 13	0 16
Walnuts (California No. 1)		0 24

Beans Very Scarce; S. Americans Arrive

Montreal
BEANS.—Only the prevailing and pronounced scarcity of all grades of good Canadian beans marks the week as regards this line of goods. There are supplies of the usually required varieties, but only enough to carry along with at moderate gauged demand. More production in Canadian beans will be necessary for next season. The idea that the farmers were holding back marketing their beans is not heard now. It seems that there are really too few beans, and the high prices are justifiable. The South American reddish hued beans referred to last week are now on the market, and are priced at only \$5.70 per bushel which is a marked contrast to the cost of other beans at present.

Beans—		
Canadian 3-lb. pickers, per bushel	8 10	8 40
Canadian 5-lb. pickers	7 50	8 10
Yellow Eyes	7 75	7 95
Lima, per lb.		0 15
South American		5 70
Peas, white soup, per bushel	3 75	3 90
Peas, split, new crop, per bag 95 lbs.	6 75	7 00
Barley (pot), per bag 95 lbs.	5 00	5 75
Barley, pearl, per bag 95 lbs.	6 25	6 50

Rice and Tapioca Both Very Firm

Montreal
RICE AND TAPIOCA.—While the firmness in regard to the market for rice maintains quite steadily, and there is little sign of any lower market for this commodity, no advances are recorded during the current week. Demand for rice is reported good, retailers on all hands having evidently a good market for this. For the time being the need for further enhancement of prices due to the greater cost of packing materials is in abeyance, but with the prospects of belligerence on the part of the United States so much stronger, the firming factors of the market are again at work. Tapioca is in firm market and likely to keep up in price for the sources of supply are much affected by the ship shortage, and very little tapioca is known to be coming to the American continent.

Rangoon rice, per 100 lbs.	4 55	4 60
"Texas" Carolina per 100 lbs.	7 40	7 40
Real Carolina, per 100 lbs.	8 15	8 65
Patna (fancy)	7 65	7 65
Patna (good)	4 65	4 65
Siam, No. 2	4 65	4 65
Siam, (fancy)	5 30	5 30
Tapioca, per lb.	0 11 1/2	0 12

Cocoa in Good Demand in Quebec

Montreal

COCOA.—There is a condition of quietness without market fluctuations in cocoa at present. Quite a brisk demand is being noted in the Province of Quebec, and especially in Quebec city this week. It would appear as if even the season supposed to mark the wane of the winter demand for this food-beverage is not to show any very serious falling off in call for cocoa. Not a great deal of imported cocoa is coming into Montreal at present and owing to embargoes on ship space, this condition may continue so that Canadian producers will be busy meeting demand. It is even noted that owing to the closing of trade routes to Russia from Great Britain, a Canadian firm has been asked to ship cocoa via Vancouver and Vladivostok to the Russian source of demand, a beginning possibly of trade for future years.

Cocoa—		
1 lb. tins, per doz.	4 60	
1/2 lb. tins, per doz.	2 40	
3/4 lb. tins, per doz.	1 25	
"10-cent" tins, per doz.	0 90	
Bulk cocoa (pure)	0 30	0 35
Bulk cocoa (sweet)	0 15	0 20

Coffee is Quite Placid and Steady

Montreal—

COFFEE.—Even the presence of a real raider in the path of coffee cargoes to the markets of America failed to advance the prices of coffee, or to flutter the market one jot last week. Coffee is the most somnolent of commodities at present. There is just a chance that because coffee is more in use per capita of population in the United States as compared with tea, that the entry of the United States into actual warfare would tend to firm the market owing perhaps to extra orders for army needs. For the present, however, the market remains steady, and the demand in Canada continues good and improving. Prices to the retailer are not altered this week, and there is no suggestion made from market indications that they are likely to advance though as they stand they are firm and sure to maintain.

Coffee, Roasted—		
Bogotas, lb.	0 28	0 32
Jamaica, lb.	0 25	0 25
Java, lb.	0 33	0 40
Marsilles, lb.	0 25	0 34
Mexican, lb.	0 25	0 29
Mocha, lb.	0 34	0 37
Rio, lb.	0 19 1/2	0 21
Santos, Bourbon, lb.	0 24	0 25
Santos, lb.	0 23	0 24

Tea Market is Exceptionally Firm

Montreal

TEA.—It becomes necessary to advance price quotations once more on black teas. They will be found several cents higher this week than last week, because there is undoubtedly a scarcity of supply and indications of serious shortages in future. The expected has happened, and after buying heavily of high quality teas all over the available sources of supply one of the great package tea houses has again advanced the lowest priced package five cents, and other qualities accordingly. Some firms are finding retailers' demand strong, some are finding that the retail trade is inclined to hold off for lower prices on the strength of well stacked tea chests at present. There is some risk under present conditions for the retailer who awaits lower prices on teas unless his stocks are very large indeed. Those who have bought early on the rising market are well satisfied now with prices soaring still. The lack of ships to bring out cargoes from Ceylon and India may mean the spoiling of some of the stored tea in the tropics, and the shortage of ships is very serious at present. Some car loads of long delayed tea have arrived in Montreal this week from American points, but most of this tea is sold to early buyers. The situation as regards Japan teas is influenced by the market conditions for other teas to some extent. The Japan tea situation has considerably improved during the past month. Jobbers have been purchasing all the available teas left in first hands from last season. Japan tea import orders which are now being placed for next year are practically being doubled. It is therefore expected that the coming season for Japan teas will be very satisfactory. General conditions in Japan are about the same as they were last year, and beyond a slight advance in freight rates it seems that the prices will be upon about the same basis as last year's.

Pekoe Souchongs, per lb.	0 38	0 40
Pekoes, per lb.	0 42	0 45
Orange Pekoes	0 47	0 49

Spice Markets Keep Firm and Anxious

Montreal

SPICES.—Extreme uncertainty at the great spice marketing centres of the American continent, and indeed of the world characterises the present situation, but while no one dares to predict what prices will be, most opinions are all towards still greater firmness for spices of all kinds. The matter of transportation is the most serious ever experienced. Good crops of the various spices at the primary sources of supply

may mean nothing in the way of market factor at all since ships are so scarce. And stocks of spices are dwindling lower and lower. Pepper is extremely firm at present, and local men are finding their stocks assailed by buyers anxious to provide against emergencies. Cloves are said to be in better supply now. Pimento is firm, and mace is finding stronger demand. China grades of cassias are active; Saigons and Batavias are not so active. There is a scarcity of gingers in first hands, and the market is going to higher levels. Seeds and herbs are unchanged in market tone this week.

	5 and 10-lb. boxes.	pkgs. dozen.	1/4-lb. tins lbs.
Allspice	0 16	0 19	0 23
Cassia	0 25	0 27	0 37
Cayenne pepper	0 28	0 35	0 35
Cloves	0 32-0 35	0 30	0 39
Cream tartar—50c to 55c.			
Ginger (pure)	0 20	0 25	0 31
Ginger, Cochira	0 25	0 30	0 40
Ginger, Jamaica	0 30-0 35	1 15	0 40
Mace	0 30	0 35	0 40
Nutmegs	0 40-0 60	0 45	0 50
Peppers, black	0 30	0 37-0 35	0 38
Peppers, white	0 37	1 17-1 22	0 40
Pastry spice	0 25	0 25-1 20	0 28
Pickling spice	0 25		
Turmeric	0 21-0 23		
Lower prices for pails, boxes or ballers when delivery can be secured.			
Cardamom seed, per lb., bulk	2 00	2 00	
Caraway, Dutch (nominal)			0 60
Cinnamon, China, lb.	0 10	0 25	
Mustard seed, bulk			0 25
Celery seed, bulk	0 36	0 48	
Shredded cocoanut, in pails	0 21	0 23	
Cinnamon, per lb., 35c.			
Pimento, whole			12-15

Several Vegetables And Fruits Firmer

Montreal

FRUIT AND VEGETABLES.—Apples are less plentiful now in spite of the export situation, for their season is getting over. Wealthies, McIntosh Reds, and Fameuse are about off the market. Spies are at \$7.50 to \$8.50, Baldwins \$6.50 to \$7, and Ben Davis \$5 to \$5.50. Oranges are a little firmer in price this week, small size navels at \$4 a box (250-324), and larger sizes (126-216), \$4.25 a box. Bananas are at \$2.75 to \$3.50, according to size. Fancy lemons are \$3.75 a box (300), and choice are at \$4. Grape fruit are now at \$3 to \$3.25. United States Brussels sprouts are quoted this week at 35 to 40 cents. Red onions are up to \$7. Spanish onions are easier by 50 cents in some quarters, but are quoted from \$8 to \$8.50 for large cases of 150 lbs. or so, and \$4 for half crates. Quebec turnips are quoted at \$1.75 a bag, and Montreal at \$1.25. Florida tomatoes are from \$6 to \$7 a crate, and beans, both wax and green U. S., are at \$7 this week. Potatoes are unchanged in price from the quotations of last week. Louisiana strawberries are quoted at 16 cents for pints.

Bananas (fancy large), bunch	2 75	3 00
Oranges, Navels, per box	4 00	4 25
Oranges (Floridas)		5 00
Grape Fruit	3 00	3 25
Lemons	3 75	4 00
Apples—		
Spies	No. 1	No. 2
Baldwins	8 50	7 50
Kings	7 00	6 50
	6 00	6 00

Wagners	6 00	5 00
Bussats	7 00	5 00
Ben Davis, No. 1, \$6.50; No. 2.....		5 00
Brussels sprouts (quarts)	0 25	0 25
Brussels sprouts, U.S.	0 35	0 40
Cauliflower, per doz. bunches	3 00	3 00
Celery (Florida), per crate	6 00	6 00
Celery (U.S. washed), doz.	1 50	1 50
Onions, red, per bag (75 lbs.)	6 00	6 00
Onions, Spanish, per crate	8 00	8 50
Onions, Spanish, 1/2 crate	4 00	4 00
Onions, Spanish, 3/4 crate	2 50	2 50
White onions, per bag (100 lbs.)	2 50	3 00
Potatoes, per bag (80 lbs.)	10 00	10 00
Potatoes (new) per bbl. (150 lbs.)	2 50	2 75
Potatoes (red)	3 50	3 50
Potatoes (sweet) hamper	1 50	1 50
Carrots, per bag	1 50	2 00
Beets, per bag	1 50	1 50
Parsnips	1 25	1 75
Turnips	1 75	1 75
Lettuce, Curly, per doz.	1 00	1 00
Lettuce, Romaine, doz.	4 00	4 00
Lettuce (Boston), per box of 2 doz.	6 00	7 00
Tomatoes, hothouse, lb.	6 00	6 00
Tomatoes (Florida), per crate	3 00	3 00
Tomatoes (Cuban) crate	0 25	0 25
Horse Radish, per lb.	7 00	7 00
Cabbage (barrel)	8 50	8 50
Cabbage (new), New York, crate	3 50	3 50
Cabbage (new), per hamper	9 00	13 00
Cranberries (Cape Cod), barrel	7 00	7 00
Beans, U.S. wax, basket	7 00	7 00
Beans, U.S. green, basket	3 00	3 00
Leeks, per doz. bunches	0 50	0 50
Parsley, doz.	0 50	0 50
Mint, doz.	7 00	7 00
Watercress, doz.	2 00	2 00
Spinach, per bbl.	7 00	7 00
Spinach (Canadian), hamper	1 50	1 50
Do., per bbl.	0 10	0 10
Rhubarb, per doz.	3 00	3 00
Rhubarb (U.S.A.), per lb.	4 25	4 25
Asparagus, per doz.	0 12	0 12
Cauliflower, crate	0 25	0 25
Garlic (Venetian) lb.	0 15	0 15
Endive (Canadian), bunch		
Strawberries (Louisiana), pints		

Codfish (Boneless), Blocks "Ivory" Brand per lb.	0 30	0 30
Codfish, Shredded, 12 lb. box	1 00	1 00
SHRIMPS, LOBSTERS		
Lobsters, medium and large, lb.	0 40	0 40
Prawns, Imperial gal.	3 00	3 00
Shrimps, Imperial gal.	2 50	2 50
Scallops	3 00	3 00
FRESH FROZEN SEA FISH.		
Halibut	17	18
Haddock, fancy, express, lb.	7 1/2	8
Mackerel (med.), each	20	20
Mackerel (large), each	25	25
Cod, steak, fancy, express, lb.	10	10
Salmon, Western	15	15
Salmon, Gaspe	18	20
FRESH FROZEN LAKE FISH.		
Pike, lb.	0 00	0 10
Perch	0 10	0 11
Whitefish, lb.	0 12	0 13

Lake trout	0 14	4 15
Eels, lb.	0 10	0 10
Dore	0 12	0 12
Smelts, No. 1	0 15	0 15
Smelts, No. 1 large	0 20	0 20
OYSTERS—		
Selected, gal.	3 00	3 00
Ordinary, gal.	1 00	1 00
Malpeque oysters (choice) per bbl.	15 00	15 00
Malpeque Shell Oysters (ordinary), bbl.	10 00	10 00
Cape Cod shell oysters, per bbl.	15 00	15 00
Clams (med.) per bbl.	6 00	6 00
FRESH FISH.		
Haddock	0 09	0 10
Steak Cod	0 10	0 12
Market Cod	0 08	0 08 1/2
Carp	0 11	0 12
Halibut	0 19	0 20
Dore	0 18	0 20
Lake trout	0 16	0 17
Pike	0 11	0 12

ONTARIO MARKETS

TORONTO, April 5.—There have been an unusual number of price changes in the upward direction during the week, which is undoubtedly a reflection of the new phase which the war has taken on because the United States has decided to cast in her lot with the Allies. There will undoubtedly be heavy purchases of supplies of foodstuffs of all kinds for the provisioning of the troops of the United States, and this will cause a firmness, with a tendency to advance. The situation with respect to foodstuffs from the Far East has become more acute, due to the fact that the British Government has requisitioned all shipping in the Pacific trade, and immediately caused a reduction of shipments of rice of 15 per cent. This will no doubt apply to other commodities as well. Tea is one of the articles that will be affected through this measure, as the local importers were hoping to get additional supplies direct from Calcutta and Colombo by way of the Pacific. Business has kept up excellently during the week, wholesalers expressing mild surprise as to where it is all developing from.

Effect on Sugar of U.S. at War Doubtful

Toronto
SUGAR.—What the effect on the price of sugar with the United States at war with Germany is pretty much an open question as yet. Authorities on the sugar situation state that it is too early to predict what might happen. It is pointed out that if the Germans send their submarines into American waters with the idea of playing havoc with her coastwise shipping, there might be a strong justification for thinking that sugar will go much higher than it is at present. On the other hand, there may be larger quantities of sugar consumed by the United States with 500,000 to a million men under arms. Sugar has good food value, and it is one of the commodities that is easily transported by an army's commissariat department.

Furthermore, it is a fact, which statistics have borne out, that the more a nation is speeded up to activity the greater will be their consumption of sugar. The United States will undoubtedly speed up her way of living far greater than ever before. For these reasons it would seem that the consumption of sugar might be increased. There will undoubtedly be buying of large quantities of sugar on behalf of the United States naval and military forces. This will have a tendency to put a firmness in the market. So far there has been no apparent change in the price of raws as a result of President Wilson's address. On Monday sales of raws were made at 1-32c below the 5c level. On Tuesday sales were again made on the 5c basis. This does not indicate that there will be an immediate upward tendency at any rate. But it should be remembered that the Cuban crop will be considerably below that of last year by at least 100,000 tons. Locally there has been a good demand for sugar. Canadian refiners are now working to capacity on orders for the British Commission and to take care of the home demand. It is understood that additional orders have been received, besides the 20,000 tons recently placed, and which was the initial order. There has been no price change during the week with the exception that the Acadia and Dominion companies are now selling on the same basis as the Canada Sugar Refining Company, St. Lawrence and Atlantic Companies. For some ten years past the Acadia Company has sold 10c per hundred less than the other companies for the best granulated. The Beaver and Blue Star brands, which were sold as second-grade sugars, will be discontinued.

100 lbs.	
Atlantic, St. Lawrence and Canada Sugar Companies, extra granulated sugars	7 94
Acadia Sugar Refinery, extra granulated	7 94
Dominion Sugar Refinery, extra granulated	7 94
Yellow No. 1	7 54
Special icing, barrel	8 14
Powdered, barrels	8 04
Paris lumps, barrels	8 54
Assorted tea cubes, boxes	8 54
In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 15c per 100 lbs.; 20c per 100 lbs. in 10-lb. gunnies, and 25c per 100 lbs. in 5-lb. cartons, and 30c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages.	

Jewish Holidays Mean Fish Demand

Montreal
FISH. — This week being the last week of Lent, a fairly good demand for fish has been experienced as anticipated at this period which is always supposed to mark the opening of the fresh fish season. Unfortunately this year very little fresh fish will be available owing to the stormy weather conditions prevailing on the fishing grounds both east and west. Lakes and rivers are still ice-bound, and are producing very few fish as yet, except a few carp, perch, suckers, pickerel, and pike. As the Jewish holidays will start next week, if fishing does not improve, record prices are looked for in fresh pickerel, pike, and so forth. From the East a few good catches of haddock and cod have been reported, also alewives are now available. Lobsters are also more plentiful, and are running down in price a little. The bulk of the trade at present is for frozen fish, and there are good supplies on hand, while prices rule steady at about the levels of last week's report. New finnan haddies and fillets, also kippered herrings are now available at reasonable prices. Trade in bulk and shell oysters, shrimps, prawns, mussels, should be a little better now due to demand from Easter trade.

SMOKED FISH		
Haddies	0 11	0 12
Haddies, fillet	0 15	0 15
Digby herring, per bundle of 5 boxes	1 00	1 00
Smoked boneless herring, 10-lb. box	1 00	1 00
SALTED AND PICKLED FISH		
Herring (Labrador), per lb.	9 00	9 00
Salmon (Labrador), per bbl.	20 00	20 00
Salmon (B. C. Red)	16 00	16 00
Sea Trout, red and pale per bbl.	15 00	15 00
Green Cod, No. 1, per bbl.	14 00	14 00
Mackerel, No. 1, per bbl.	21 00	21 00
Codfish (Skinless), (100-lb. box)	9 00	9 00

Soaps All Higher; Gelatines Advance

KETCHUP, PAPER, HERRING.—An advance of 50c to 55c per case has been made in Surprise and Borax soaps during the week. At the time of writing Sunlight and Comfort soaps were withdrawn, as the manufacturers could not promise delivery for at least six days. This withdrawal of prices is taken to presage higher prices for these lines, as well as for those in which advances have been announced. Surprise soap is now quoted at \$4.60 per case. Borax soap in one case lots is quoted at \$5, in four-case lots at \$4.95, and ten-case lots at \$4.90. Cox's gelatine is now quoted at \$1.35 per dozen, as compared with \$1.10 formerly. Lytle's green label ketchup has advanced 15c per dozen, and is now quoted at \$2.50. Kipper herring in tomato sauce are higher in price, being quoted at \$1.90 per dozen, which makes them a 20-cent. line. New prices on canned haddies are now \$2.25 per dozen, which makes this a 25c line. Tuna fish in 1/2-lb. tins are quoted at \$2.25 dozen, and 1-lb. tins at \$3.25 dozen. Quaker Oats Company announced they are again able to supply the small square packages of 18 to case at \$1.45. Manila paper has advanced to 7c per pound, being an advance of 1/2c. Omo washing powder has been withdrawn from the market. Puffed wheat and rice are also out of the market temporarily. Lobsters are being quoted only subject to conditions that may develop later. It is barely possible that if the lobster canners cannot get the British Government to relax the embargo to the extent of allowing 50 per cent. of the pack in there may be no lobsters packed at all.

Corn Syrups Advanced From 20c to 40c Case

Toronto
MOLASSES AND SYRUPS.—Following the firmness that has been apparent in the market for corn syrup, an advance was recorded during the week of 1/4c per pound on bulk syrup in barrels, 40c per case on the 2-lb. tins, and 20c per case on the 5-lb. tins. Two-pound tins are now quoted at \$3.85 per case and 5-lb. tins at \$4.05 per case. For some time past the manufacturers have been shipping goods subject to prices at time of shipment. Better supplies of corn are coming forward, and it is stated the manufacturers are getting caught up with orders both on starch and syrup. Molasses continues in firm market, with a good demand for case goods of all kinds. Prices in cane syrups and molasses remain unchanged, but the market for molasses is firm, as evidenced by the fact that one concern in Halifax

has instructed their representatives not to take any firm quotations, but to submit all inquiries on bulk molasses by wire for confirmation. Instructions have also been given not to sell any large quantities of 5-lb. and 10-lb. tins. There has been a good demand for molasses, especially for some of the fancy grades.

Corn Syrups—	
Barrels, per lb.	0 65
Cases, 2-lb. tins, 2 doz. in case.....	3 85
Cases, 5-lb. tins, 1 doz. in case.....	4 65
Half barrels, 1/4 over bbls.; 1/2 bbls., 1/4 over bbls.	
Cane Syrups—	
Barrels and half barrels, lb.....	0 04 1/2
Cases, 2-lb. tins, 2 doz. in case.....	4 80
Molasses—	
Fancy Barbadoes, gal.	0 75
West India, half barrels, gal.....	0 42
West India, 10-gal. kegs.....	0 60
Tins, 2-lb., table grade, case 2 doz....	3 75
Tins, 2-lb., baking grade, case 2 doz..	2 75

Canned Corn Getting In Narrow Compass

Toronto
CANNED GOODS.—Canned corn has been in good demand within recent weeks, and as a result supplies are now getting down to narrow limits. There has been a firmness in quotations during the week, with the prevailing quotation at \$1.75 per dozen. With the firming in the price of corn, the demand has shifted also to peas. The latter at the time of writing had not advanced, but are in firm market, and an advance would not come as a surprise. Canned lobsters are being quoted at \$2.60 per dozen for Epicure brand halves and \$1.65 for quarters. Mephisto lobsters on spot are quoted at \$3 for halves and \$1.90 for quarters, while Eastern are quoted at \$2.85 for halves. It is doubtful whether orders for lobsters to arrive will be filled, as the packers may conclude not to run their factories at all if the British Government makes the embargo absolute.

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

Salmon Sockeye—	
Alaska reds, 1-lb., talls	2 75
Alaska pinks, 1-lb. talls	2 40
Chums, 1-lb. talls	1 40
Pinks, 1-lb. talls	1 65
Cohoos, 1/2-lb. tins	1 45
Cohoos, 1-lb. tins	2 50
Springs, 1-lb. talls	2 35
Lobsters, 1/2-lb., doz.	2 60
Canned Vegetables—	
Tomatoes, 2 1/2s	3 15
Peas, standards	1 25
Peas, early June	1 45
Beans, golden wax, doz.	1 35
Asparagus tips, doz.	2 75
Corn, 2's, doz.	1 75
Pumpkins, 2 1/2's	1 85
Red raspberries, 2s	2 65
Red cherries, 2s	2 45
Strawberries, 2s	2 80
Pineapple, Hawaiian, 2s, doz.	2 50

Dromedary Dates Go Up 10c From Importers

Toronto
DRIED FRUITS.—The price of Dromedary dates have been advanced 10c per case to the local importers, and further purchasers by wholesalers will have to be made on that basis. Wholesalers have not altered their price as yet. Stocks of Grecian currants are very low at present, and there is small pros-

pect that additional stocks will be brought into this market in the near future. In importers' hands in New York stocks are also low, and will soon be exhausted. Trade with Greece in currants is entirely cut off at present. Some wholesalers are quoting Australian currants to arrive during the latter part of June at 17c per pound. This represents a lower price than the quotations possible on last season's shipments. Prices on American peels have not yet been announced, but it is anticipated they will be high.

Apples, evaporated, per lb.	0 13	0 13 1/2
Apricots, choice, 25's, faced	0 19 1/2	0 23
Candied Peels—		
Lemon	0 23	0 25
Orange	0 24	0 27
Citron	0 25	0 30
Currants—		
Filiatras, per lb.	0 20	0 22
Patras, per lb.	0 21	0 23
Cleaned, 1/2 cent more.		
Australians, lb.		0 22
Dates—		
Excelsior, packages, 3 doz. in case....		3 25
Dromedary dates, 3 doz. in case.....		4 00
Hallowee, per lb.		0 11 1/2
Figs—		
Tags, lb.		0 06 1/2
Malagas, lb.		0 10
Prunes—		
30-40s, per lb., 25s, faced	0 13	0 13 1/2
40-50s, per lb., 25s, faced	0 12	0 12 1/2
50-60s, per lb., 25's, faced	0 12	....
60-70s, per lb., 25's, faced	0 11 1/2	....
70-80s, per lb., 2s, faced	0 09 1/2	0 11
80-90s, per lb., 25's, unfaced	0 11 1/2	....
5-lb. tins		0 65
Peaches—		
Choice, 25-lb. boxes		0 12
Stds., 25-lb. boxes	0 10 1/2	0 11 1/2
Fancy, 25 lbs., faced	0 13	0 14
Raisins—		
California bleached, lb.	0 14 1/2	0 15
Valencia, Cal.	0 09 1/2	0 10 1/2
Valencia, Spanish	0 10	0 12
Seeded, fancy, 1-lb. packets	0 12	0 13
Seedless, 12-oz. packets	0 12	0 15 1/2
Seedless, 16-oz. packets	0 15	0 16

United States at War Makes Tea Excitable

Toronto
TEA.—The effect of the speech of President Wilson wherein he asked Congress to declare that a state of war exists between his country and Germany has been to throw the tea market locally into a state of great excitement. One authority on the tea situation anticipated the price of tea would advance fully 20c per pound in the near future. It was pointed out that the President asked that the cost of the war be defrayed through taxes that are to be imposed. Tea is one of the commodities that is not now taxed, and it is anticipated in some quarters that it will be one of the items on which perhaps a heavy measure of taxation will fall. As the result of this condition, tea prices in some instances have been withdrawn, pending the outcome of the situation. As anticipated in these columns last week, packet teas have advanced, Salada now being quoted 5c per pound higher to the consumer and 4c per pound higher to the retailer. Lipton's teas have advanced 3c per pound to the retailer and 5c per pound to the consumer. At the time of writing Red Rose tea had not advanced, but was in a very firm position. The cheaper grades of teas

are getting pretty well cleaned out of the local market. The wires between Ceylon and India and Toronto have been kept busy cabling orders, but whether this will ever get to Canada in time to relieve the situation is another problem. Altogether the tea situation is in a most acute stage. Quotations locally have advanced.

	Per lb.
Pekoe Souchongs	0 40 0 42
Pekoes	0 42 0 45
Orange Pekoes	0 45 0 50
Broken Pekoes	0 45 0 50
Broken Orange Pekoes	0 50 0 55

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

Coriander Seed Goes Still Higher

Toronto
SPICES.—In certain quarters the price of coriander seed was advanced 3c to 5c per pound during the week, as a result of the higher quotations in the primary market. There was doubt in the market as to what effect the entry of the United States into the war would have on spices of all kinds. The opinion was expressed by some spice men that the participation of the United States navy might tend to keep the sea lanes open better, and so make the movement of spices easier, and so cause an easier tendency. There was a steadiness in the market as a whole. Demand for spices of all kinds has been excellent, one larger dealer reporting that March was the largest month, so far as business goes, that they have ever had.

	Per lb.
Allspice	0 18 0 18
Cassia	0 25 0 35
Cinnamon	0 40 0 50
Cayenne	0 30 0 35
Cloves	0 30 0 50
Ginger	0 25 0 35
Mace	0 50 1 25
Pastry	0 25 0 30
Pickling spice	0 30 0 25
Peppers, white	0 35 0 45
Peppers, black	0 30 0 35
Nutmegs, select, whole, 100's	0 40
Do., 50's	0 45
Do., 64's	0 60
Mustard seed, whole	0 25 0 30
Celery seed, whole	0 25 0 45
Coriander, whole	0 25 0 35
Caraway seed, whole	0 75 0 85
Cream of Tartar—	
French, pure	0 45 0 52
American high test	0 55 0 58

Brazilian Coffee Showed Easier Tendency

COFFEE.—There was an easier tendency in Brazilian coffees during the week, although no declines were registered in the local market. In this market again it is a little early to see what effect the entry of the United States into the war will have. With the purchase of large stocks of coffee for the United States troops there might be a tendency to firmness. Another factor that may be construed as a bullish influence is the fact that the entry of the United States into the war will undoubtedly hasten the end, and so bring the time nearer when there will be a big demand from the enemy powers. Cocoa

held in steady market, with prices unchanged.

Coffee—

Bogotas, lb.	0 28	0 30
Maracaibo, lb.	0 25	0 28
Mexican, lb.	0 27	0 31
Jamaica, lb.	0 25	0 27
Mocha, Arabian, lb.	0 35	0 40
Rio, lb.	0 20	0 25
Santos, Bourbon, lb.	0 25	0 28
Chicoery, lb.	0 14	0 17

Cocoa—

Pure, lb.	0 25	0 30
Sweet, lb.	0 15	0 20

Peanuts Are Heading Towards Higher Levels

Toronto
NUTS.—Peanuts are continuing their firmness in the primary market, and the shelled variety on the basis of present primary markets would cost to lay down here about what they are selling for at present. There are those in the United States who are predicting that shelled peanuts will go to 15c in the New York market. On the basis of 13c cost in the New York market the cost here would be 16½c per pound. There has been a big demand for peanuts. Brazil nuts are again down ½c in the primary market, and importers locally have followed down in their quotations. Shelled nuts of all kinds are very scarce, and the market is firm.

In the Shell—

Almonds, Tarragonas, lb.	0 20	0 21
Walnuts, Bordeaux	0 18	0 19
Walnuts, Grenobles, lb.	0 18	0 19
Filberts, lb.	0 18	0 20
Pecans, lb.	0 17	0 19
Peanuts, lb.	0 12½	0 14
Brazil nuts, lb.	0 15	0 15
Cocoanuts, per sack 100	6 00	

Shelled—

Almonds, lb.	0 42	0 46
Walnuts, lb.	0 46	0 50
Walnuts, California	0 28	0 33
Peanuts, lb.	0 14	0 14
Brazil nuts, lb.	0 70	0 75
Pecans, lb.	0 85	0 85

Rice Contracts Are Being Repudiated

Toronto
RICE AND TAPIOCA.—An acute situation is developing in rice owing to the fact that the British Government has requisitioned all tonnage under British register plying in the Pacific trade. This has meant the cancellation of contracts for delivery of rice to certain importers in Canada. One large Vancouver rice milling concern has already found it necessary to repudiate 15 per cent. of all existing contracts on file and have withdrawn their list quotations. There has been a terrific demand for rice, one wholesaler reporting that of two cars arriving on Thursday it was all cleaned out on Monday. Some of the large department stores have been in the market for any small parcels they might be able to pick up from wholesalers. Rice is accordingly in a very firm market, and will probably become increasingly so.

Texas, fancy, per 100 lbs.	6 50	6 50
Siam, fancy, per 100 lbs.	6 50	7 00
Siam, second, per 100 lbs.	5 00	5 75
Japans, fancy, per 100 lbs.	6 50	7 00
Japans, second, per 100 lbs.	5 50	6 25
Chinese, per 100 lbs.	5 50	6 00
Tapioca, per lb.	0 11½	0 12½

Lima Beans Expected To Go Much Higher

Toronto
BEANS.—With the calling out of the United States militia and the entrance of the United States into the war, it is anticipated by authorities that the lima bean market will be affected considerably, and that even higher prices will prevail. Lima beans are a popular food commodity with the United States soldiers, and purchases by the Government will put them in big demand. Locally they have advanced 1c per pound from the lower levels of last week, and are now quoted at 13c to 15c. Stocks of limas are very light locally. Rangoon beans are getting in narrow compass also, while Ontarios have been there for some time.

Ontario, 1-lb. to 2-lb. pickers, bush	7 00	7 50
Rangoon, per bushel	6 25	7 00
Black eyes, California, bushel	4 80	
Yellow eyes, bushel	7 20	
Limas, per pound	0 13	0 15

Cornflakes Are Up 20c to 60c Per Case

Toronto
PACKAGES.—Considerable advances have been recorded in the price of cornflakes during the week. Kellogg's Dominion brand has advanced 60c per case, and are now selling at \$3.40 per case, as compared with \$2.80 formerly. Kellogg's wheat flakes have also advanced from \$1.85 per case formerly to \$2.30 at present. Toasted rice flakes of the Kellogg brand have been increased 40c per case also, and are now selling at \$2.80. Quaker cornflakes have advanced 20c per case, and are now selling at \$2.70. Corn starch and laundry starch have all been advanced ½c per pound during the week. Corn starch in 1-lb. cartons are now selling at 9c for No. 1, and 8c for No. 2. Laundry starch in pound cartons is also selling at 9c. In 6-lb. packages the price is now 7½c and 10½c per pound.

Cornflakes, per case	2 70	3 40
Rolled oats, round, family size, case	4 00	4 50
Rolled oats, round regular 2-lb. size, case	1 40	1 80
Rolled oats, square case	4 00	4 50
Shredded wheat, case	3 60	
Cornstarch, No. 1, pound cartons	0 09	
No. 2, pound cartons	0 08	
Starch, 6-lb. packages, per lb.	0 07½	0 08
In 1-lb. cartons	0 09	0 09

Bad Weather Caused Shortage of Haddock

Toronto
FISH AND OYSTERS.—Bad weather on the Eastern coast caused a shortage of haddock and cod in the local market. One trawler was driven on the rocks and the other trawler was delayed in arriving in port. When the supplies of fish were taken off the grounded trawler some were not in a good condition. There was a consequent scarcity in the local market during the week, and prices took on a firmer tone, haddock being quoted

at 10c per pound and steak cod from 12c to 13c per pound. The season for frozen fish is drawing near to a close, and there is an easier tone as a result, whitefish being quoted down 1/2c per pound. Haddie fillets are also easier, and are quoted at 15c per pound, a decline of 1c to 2c. Kippered herring are slightly easier in certain instances, being quoted down to \$1.50 per box. Crabs are lower by 75c per dozen, now being quoted at \$1, the supply being greater during the week. Cohoe salmon are lower by 1/2c, the quotations being from 12 1/2c to 13c. Some Chinook salmon was in the market and is quoted at 19c per pound. Winkles are again in, and are quoted at \$1.75 per bag.

SMOKED FISH.

Ciscos, per lb.	0 15
Haddies, per lb., new cured	0 12 1/2
Haddies, fillets, per lb.	0 15
Kippered herring, per box	1 50
Digby herring, bundle of five boxes	1 10
Smoked boneless herring, 10-lb. box	1 25
Strip cod, 30-lb. boxes	4 50

PICKLED AND DRIED FISH.

Skinless cod, 50-lb. boxes	4 50
Acadia cod, 50 1-lb. blocks	2 20
Salt mackerel, kits	2 30
Salt cod, lb.	0 08 1/2
Quail on toast, lb.	0 10
Shredded cod, 24 cartons	1 30

FRESH SEA FISH.

Crabs, per dozen	1 00
Hallbut, frozen	0 17
Chicken halibut, per lb.	0 15 1/2
Qualla salmon (pink), frozen	0 10
Cohoe salmon (red), frozen	0 12 1/2
Haddock, fancy, express, lb.	0 10
Steak cod, fancy, express, lb.	0 13
Flounders, lb., frozen	0 06
Winkles, per bag	1 75

FRESH LAKE FISH.

Pike, lb.	0 06
Whitefish, lb., frozen	0 12 1/2
Goldeyes, lb.	0 07
Herrings, frozen	0 06
Tullibee, lb.	0 09 1/2
Yellow pickerel	0 12
Smelts, No. 1	0 12 1/2
Oysters—	
Standards, gal.	2 00
Selects, gal.	2 50
Shell, per barrel	8 50
Shrimps—	
Wine gallon cans	1 40
No. 2	2 70
No. 3	5 20

Carrots, Turnips and Spinach Are All Lower

Toronto
VEGETABLES.—There has been an easier tendency in the price of some of the staple lines of vegetables during the week. Carrots are quoted 25c per bag lower at \$2; turnips are quoted from 75c to 85c per bag, as compared with 85c to 90c last week. Spinach in bushel hampers is also 25c lower, and is now quoted at \$3. Hothouse cucumbers show an easier tendency, and are quoted from \$2.75 to \$3. Some California cauliflower, 15 to a box, are being quoted at \$2.75. Florida celery in cases also show a decline of 25c, and are now quoted at \$4.75 to \$5.25. Spanish onions show an easier tendency.

Brussel sprouts, imported, quart	2 75
Cucumbers, hothouse, doz.	3 00
Cabbage, hampers	4 50
Cauliflower, Cal., 15 to 24 in box	2 75
Carrots, bag	2 00
New hamper	2 50
Celery, Florida, half case	4 75
Eggplant, each	0 25
Lettuce, per doz. bunches	0 25
California head lettuce, case	4 50
Mushrooms, 4 lbs.	2 75
Onions—	
Spanish, crate, 120 lbs.	8 50
New Zealand, 75-lb. bags	3 00

Ontario onions, 75-lb. sack, yellow..	8 50	9 00
Ontario onions, 75-lb. sack, red.....	8 00	8 25
Green, per bunch	0 75	
Potatoes—		
N. Brunswick Delawares, 90-lb. sacks	3 25	3 50
Sweet Jerseys, hamper	3 00	3 00
Western, 90-lb. sack	3 00	3 00
Ontario, 90-lb. sack	3 00	3 25
Parsnips, bag	2 50	
Spinach, bushel hamper	1 00	
Green peppers, doz.	1 00	
Tomatoes, Florida, 6-basket carriers	6 00	6 50
Parsley, 11-qt.	0 75	
Watercress, doz.	0 30	
Turnips, bag	0 75	0 85

**Porto Rican Pines
Advanced 25c Case**

Toronto
FRUIT.—Porto Rican pineapples have advanced 25c per case during the week as a result of the higher price on the primary market in New York. Porto Rican grapefruit is also firmer in tone, an advance of 50c to 80c per case having been recorded in the primary market and to local importers. Ben Davis apples show a tendency toward lower levels, No. 1's being quoted at \$4 and No. 3's at \$3. Spanish Almeria grapes are quoted higher, the range now being

from \$7 to \$9 as compared with \$7 to \$8 last week. Cuban pineapples are quoted steady at \$4.25. Pineapples should reach the local market in larger quantities by the end of the present month, when prices should show a downward trend. War conditions, however, in the United States may upset the usual tendencies of the market this year. Strawberries are quoted 10c per quart under last week at 50c to 55c.

Apples—		
Baldwins, No. 1 N.S., bbl.	6 00	6 50
Baldwins, No. 1 Ontario	7 00	7 00
Baldwins, No. 6 Ontario	6 00	6 00
Ben Davis, No. 1	4 00	4 00
Ben Davis, No. 3	3 00	3 00
Boxes, American	2 50	3 00
Bananas, bunch	2 00	3 00
Cranberries, bbl.	9 50	10 00
Boxes, 25-qt.	3 25	3 50
Oranges—		
Cal. Navels	3 50	4 00
Floridas, case	4 00	4 25
Grapes—		
Spanish Almeria, small bbl., 40 lbs.	7 00	9 00
Grapefruit, Florida, case	4 00	4 75
Grapefruit, Cuban	3 50	4 00
Lemons, Cal., case	4 25	4 25
Messinas, case	3 75	4 00
Pineapples, Porto Rican	5 00	5 25
Cuban, case	4 25	4 25
Rhubarb, doz. bunches	1 25	1 25
Strawberries, 1-qt.	0 50	0 55

MANITOBA MARKETS

WINNIPEG, April 3. — Most wholesalers took stock last week and many of them were pretty well sold out on some of their lines, but were expecting new stocks in this week. There seems to be considerable difficulty getting delivery on certain lines of goods, and the price tendency is upward on most lines. There are a number of exceptions however, among the chief being eggs and butter. Quotations on eggs are likely to be down to around 25c this week. Retailers were selling new laid in Winnipeg at 30c, although wholesale trade were asking 28c and 29c and even as high as 32c. In the case of creamery butter, there has been a decline of a cent per lb. On the other hand, provisions generally are much higher, this being natural on account of the high cost of live hogs. Price of live hogs jumped last week from 14.90 to 15.50, which is a record price. Provision quotations went up as follows:—light hams are now 28 to 30c; breakfast bacon 28 to 32c, select breakfast 30 to 36c, regular backs 28c, select backs 30c to 32c, long clear bacon, light, 21c. There was also an advance in compound lard of 1/4c tierces now being quoted on a basis of 17c.

In the flour and cereal market, there is very little new, first patents still being quoted at \$9.70 per bbl. The only advance is in cornmeal, which is quoted at \$3.60 for 98's. An important advance is that of sugar, which has jumped 40c within a week, and is now quoted on a basis of \$8.55. This advance was expected the day before it occurred, raws in New York having jumped 12c

points. There is a big demand for cane syrup, as it is expected that this commodity will advance in sympathy with sugar.

**Sugar Advances
40c In One Week**

Winnipeg
SUGAR.—The trade was somewhat startled last Thursday when advised that sugar had made a further advance of 20c, bringing up the total advance inside of a week to 40c per bbl.; thus the basis for standard granulated is now \$8.55.

**Brisk Demand
For Cane Syrup**

Winnipeg
SYRUPS.—With the heavy advances which have taken place lately in sugar, the trade are being advised that an advance in cane sugar is probable, and buying is active in view of this. The corn market is still very firm, and corn syrup has advanced 20c per case. The molasses market is keeping very firm.

B. C. Cane Syrup—		
2-lb. tins, 2 doz. to case, per case	4 10	
5-lb. tins, 1 doz. to case, per case	4 70	
10-lb. tins, 1/2 doz. to case, per case	4 40	
20-lb. tins, 3 tins to case, per case	4 25	
(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)		
Molasses—		Per gal.
Barbadoes, 1/2 bbls., per gal.	0 70	0 75
New Orleans, blackstrap, 1/2 bbls., gal.	0 45	0 46

**Prune Market Advancing;
Apricot Market Bare**

Winnipeg
DRIED FRUITS.—California market 12is being rapidly cleaned up of prunes,

market is advancing. The apricot market is practically bare, in California. Peaches are very firm, and it is expected that the Association will advance prices. and apart from the new differential, the Stocks of all dried fruits in California seem to be out of growers' hands. Attention was drawn last week to the fact that raisins were not selling as well as had been expected. It is pointed out this week that one of the reasons for this is the high price, and again it is not a heavy consuming period for either raisins or currants. A local jobber advises as follows:—"Prunes are scarce and high, and small sizes are scarce. There seems to be all kinds of evaporated apples on the market, in fact the trade are getting all they want; it looks as though apples which are not shipped to the old country will be evaporated. We are getting 12c per lb. for them. Our quotations on apricots are 19c, 22c and 25c, the last being for fancy. Peas are bringing 12½c, peaches 10½c. Our Australian currants are selling for 19c; there are some very cheap currants on the market but they are poor quality. Evaporated loganberries have had a very big sale, selling at 32c per lb., ½ lb. pkgs. bringing 17½c. They are now off the market until the next crop."

Dried Fruits—		
Apples, evap., new, 50-lb. boxes, lb.	0 11¼	0 12
Apricots—		
Choice, 25's	0 19	0 22
Choice, 10's	0 23	0 25
Peas—		
Choice, 25's	0 12½	0 13
Peaches—		
Choice, 25-lb. boxes	0 10½	0 11
Choice, 10-lb. boxes		0 12
Currants—		
Fresh cleaned, Australian, lb.	0 19	0 21
Figs—		
Cooking figs	0 07	0 07½
Dates—		
Halloweas, new, bulk, lb.	0 12	
Fards, box, new, 12 lbs.	2 00	
Raisins, California—		
16 oz. fancy, seeded	0 11½	
16 oz. choice, seeded	0 11	
12 oz. fancy, seeded	0 09½	
12 oz. choice, seeded	0 09	
Raisins, Muscatels—		
3 crown, loose, 25's	0 10	
3 crown, loose, 50's	0 10½	
Raisins, Cal. Valencia—		
3 crown, loose, 25's	0 09	
3 crown, loose, 50's	0 09½	
Figs, cooking, lb.	0 09	
Prunes—		
90 to 100, 25c	0 09	
40 to 90, 25's	0 11½	
Peels—		
Orange, lb.	0 22	
Lemon, lb.	0 22	
Citron, lb.	0 25	

**Cornmeal 98's \$3.50;
Flour Business Quiet**

Winnipeg
FLOUR AND CEREALS.—Early this week first patents were quoted at \$9.70, but on Wednesday advanced 30c per barrel to \$10. The wheat market has been rather firm, last week end the tendency was upward. In cereals there have not been changes sufficient to warrant new quotations on anything with the exception of cornmeal, which is up slightly. Domestic flour business in the East has been very brisk, although quiet in the West. The demand for rolled oats and oatmeal has been brisk all over the

country. Corn market has been extremely high, and most dealers are asking \$3.50 for 98's. The feed situation seems to be worse than ever, the demand being far in excess of the supply. Millers are of the opinion that the price could hardly go higher, as it is too high now, and would work a hardship on farmers if the price were raised. The railway embargo is practically lifted all over the country, making it easier for millers to make deliveries.

Flour—	
Best patents	\$10.00
aBkers	9 50
Clears	9 10
XXXX	3 90
Cereals—	
Roller oats, 90 lbs.	3 00
Roller oats, pkgs., family size	4 10
Cornmeal, 98's	3 50
Oatmeal, 98's	3 75
Feeds—	
Bran, per ton	30 00
Shorts, ton	32 00
Middlings, ton	32 00
Mixed chop, ton	42 00

**Manchurian Beans \$5.85;
Whole Peas Scarce**

Winnipeg
DRIED VEGETABLES.—In view of the fact that local wholesalers are coming into the market again for white beans, the retail trade can look for higher quotations at once. It would surprise them if they knew the prices that some houses have paid for Japanese beans. The latter are practically unobtainable now, and most of those being offered are Manchurians. Whole green peas are scarce; some houses will not quote at all. Lima beans continue high. It is many months since barley jumped to its present high level; the price is still high, and brokers are not looking for any relief just now. A common figure being quoted for Manchurians by local houses is \$5.85 per bushel, which will be considered a low figure before long. Split peas are offered at \$7 per sack of 98 lbs.

Beans—	
Manchurian, hand-picked, bushel	6 50
Manchurian, 3-lb. pickers	5 70
California Lima Beans—	
80-lb. sacks	0 11½
Barley—	
Pot, per sack, 98 lbs.	4 75
Pearl, per sack, 98 lbs.	6 60
Peas—	
Split peas, sack, 98 lbs.	7 00
Whole peas, bushel	3 60

**Tomatoes Move Slowly,
Stocks Small, However**

CANNED GOODS.—Jobbers are freely admitting again that tomatoes are moving surprisingly slow. However, there seems to be no tendency for them to cut their quotations to any extent beyond making a leader now and again. A Winnipeg jobber states that the demand for tomatoes and canned goods generally will not be felt until seeding commences, when the demand should be fair.

**Peas and Spinach In;
Sweet Potatoes \$5 Hamper**

Winnipeg
FRUIT AND VEGETABLES.—In

quite a number of cases higher prices are being asked this week. Sweet potatoes have gone up to \$5 per hamper; they were formerly \$4 per hamper. Florida tomatoes are now \$2 per basket, formerly \$1.75. Wine Saps and Rome Beauties are being sold as high as \$3, although some are offered at \$2.50 per box. Bananas are up a little this week, being quoted 6c per lb., an advance of ½c lb. The few Louisiana strawberries on the market are bringing \$5 per case of 24 pints; quart baskets are bringing 80c. The first car of strawberries is expected to arrive this week for Easter. Rhubarb is now being sold on a basis of \$4.50 per box. Oranges still stand \$4 to \$4.25 per case. California cauliflowers are arriving in smaller cases at \$3. As regards potatoes, there seems to be a firming of the market, but it is very slight. Dealers are paying \$1.40 to \$1.50 on carload lots. There are still enormous quantities of potatoes in Manitoba, and if they are not shipped to the U. S. in too large quantities, there should be plenty until new crop arrives. New lines on the market are green peas at 25c per lb., and spinach at 15c per lb.

Manitoba potatoes, bushel	1 10	1 50
Celery, Cal., case		7 00
Cucumbers, box		5 50
Carrots, bushel		1 00
Turnips, bushel		0 80
Cabbage, per cwt., old		8 00
Cabbage, Cal., lb.		0 09
Cauliflower, Cal., small crates		3 00
Head lettuce, Cal., doz.		1 75
Lettuce, leaf, box		0 65
Imported mushrooms		0 80
Sweet potatoes, hamper		5 00
Tomatoes, Florida, basket		2 00
Parsley, imported, doz.		0 75
Peas, green, lb.		0 25
Spinach, lb.		0 15
Fruits—		
Oranges, navel, case	4 00	4 25
Oranges, bitter, Palermo, case 200		5 00
Lemons		5 00
Grape fruit		5 00
Malaga grapes, kegs	8 00	10 00
Wine saps, box	2 50	3 00
Rome Beauties, box	2 50	3 00
Cranberries, bbls.		11 00
Pears, Winter Nellis, box		4 50
Strawberries, Louisiana, case 24 pts.		5 00
Strawberries, qts.		0 80
Bananas, lb.		0 06
Rhubarb, box		4 50

**No Salmon For Easter;
Fish Business Quiet**

Winnipeg
FISH AND POULTRY.—There is very little fresh fish coming in, and the season for frozen is practically over. It was stated last week that fresh salmon would probably arrive for Easter; it appears now that this is not the case, and that salmon will be a little later this year. As regards poultry, business is still extremely quiet.

Oysters, Imperial gallon	3 00
Whitefish	0 12
Salmon, frozen	0 15
Halibut, fresh	0 16
Cod, Ling	0 10
Cod, black	0 12½
Kippers, boxes	2 00
Bloaters, boxes	1 75
Mackerel, 20-lb. kits	3 00
Finnan haddie, lb.	0 12½
Salt herrings, bbl.	5 00
Salt herrings, 20-lb. pails	1 00
Smelts	0 14
Haddock	0 05
Flounders	0 05
Brock trout	0 20
Smoked filets	0 17
Sea herring	0 07½

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., April 3.—Wholesalers generally and particularly the fruit and produce men complain of the very quiet March. The volume of business for the month just closed does not compare favorably with the corresponding month of last year. This is not a knock it is a plain statement of fact, against the fact that the wholesalers never ended a March with a cleaner paid up sheet nor with a more hopeful outlook for April. Everybody is still in doubt about potatoes. Prices are firm but it is acknowledged that there is a large stock held in storage locally. Sugar is holding firm and flour has advanced 70c per barrel. Salmon and Siam rice are at open prices. Beans, Japanese, are selling at 12c per pound. Potatoes are at from \$50 to \$65 per ton. Lard has advanced 2½c and is now selling at 25½c per lb. Butters are selling at from 45 to 50c per lb., eggs at from 35c to 36c per doz. and cheese at 27½c per pound.

VANCOUVER, B.C.—

Sugar, pure cane, granulated, 100 lbs.	8 30
Flour, first patents, Manitoba, per bbl., in car lots	10 70
Salmon, Sockeye, 1-lb. talls, per case 4 doz.	
Rice, Siam, per 100 lbs.	0 12
Beans, Japanese, per pound	0 12
Potatoes, per ton	50 00 65 00
Lard, pure, in 400-lb. tereces, per lb.	0 25½
Butter, fresh made creamery, lb.	0 45 0 50
Eggs, new laid, in cartons, per dozen	0 35 0 35
Cheese, new, large, per pound	0 27½

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., April 2.—Sugar has been active, showing an advance of 20c per hundred, this week. Corn syrup is up 30c per case on 2's and 20c on 3's. Laundry starch and corn starch have advanced ½c. White beans are being quoted from \$10.50 to \$12.50 per hundred. Large Ontario cheese has advanced 3c to 4c and is now selling at from 27c to 30c. Bacon sides are up ½c. Canned pineapple is apparently due for sharp advances. Locally new laid eggs are costing the retailer from \$7.75 to \$8.25 per case, a drop of 75c.

Clothes lines, package gelatine and canned meats are amongst this week's advances.

CALGARY:

Beans, small white, Japan, lb.	0 10½	0 12½
Flour, No. 1 patents, 98s, per bbl.	9 80	
Molasses, extra fancy, gal.	0 77	
Rolled oats, 90s	3 35	
Rice, Siam, cwt.	4 70	
Sago and Tapioca, lb.	0 09	
Sugar, pure cane, granulated, cwt.	8 85	
Cheese, No. 1 Ontario, large	0 27	
Butter, creamery, lb.	0 44	
Lard, pure, 3s, per case	15 00	
Bacon, smoked backs, lb.	0 30	
Bacon, smoked, sides, lb.	0 29½	
Eggs, new-laid, case	7 75	8 25
Tomatoes, 2½s, standard case	4 50	4 75
Corn, 3s, standard case	3 60	4 00
Peas, 2s, standard case	2 85	2 85
Apples, gala, Ontario, case	2 80	
Strawberries, 2s, Ontario, case	5 25	
Raspberries, 2s, Ontario, case	5 50	
Peaches, 2s, Ontario, case	4 25	
Salmon, finest sockeye, tall, case	12 25	
Salmon, pink, tall, case	5 00	5 50

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., April 3.—The demand continues strong in all lines with continued difficulty in securing stocks. Price changes this week are all upwards. Cornmeal has advanced 25c per bag, and is now selling at \$3.00. Eggs are selling at 38c per doz. an advance of 3c per doz. Pure lard is up to 27c per lb., while compound sells at 18½c. Apples sell at from \$2 to \$5.75 per bbl., an advance of 25c. Malaga grapes at \$5 to \$7 per keg, and potatoes at \$5.75 an advance of 25c per bbl.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Manitoba	11 00
Ontario	10 25
Cornmeal, gran., bbls.	7 80
Cornmeal, ordinary, bags	3 00
Flour, buckwheat, 100-lb. bag	5 50
Molasses, extra fancy, gal.	0 59
Rolled oats, bbl.	8 25
Beans, white, bush.	7 80
Beans, yellow-eyed	7 55
Rice, Siam, cwt.	6 00
Sago and Tapioca, lb.	0 11
Sugar—	
Standard granulated, cwt.	7 80
United Empire	7 70
Bright yellow	7 60
No. 1 yellow	7 40
Paris lumps	9 00
Cheese, N.B., twins	0 25
Eggs, new laid	0 38
Roll bacon	0 25
Breakfast bacon	0 25
Butter, dairy, per lb.	0 35
Lard, pure, lb.	0 27
Lard, compound	0 18½
American clear pork	47 00
Beef, corned, 1s	2 30
Tomatoes, 2s, standard case	4 70
Corn, 2s, standard case	3 50
Peas, 2s, standard case	2 80
Apples, gala, N.B., doz.	3 10
Strawberries, 2s, Ontario, case	5 80
Raspberries, 2s, Ontario, case	5 40
Peaches, 2s, Ontario, case	4 80
Salmon, red spring, talls, case	10 00
Salmon, pink, talls, case	6 25
Salmon, Chums, case	5 00
Salmon, Chums, case	5 00
Sardines, domestic, case	4 80
Cream tartar	0 45
Currants, lb.	0 31
Raisins, choice, lb.	0 12
Raisins, fancy, lb.	0 12½

Raisins, seedless, lb.	0 15
Prunes, 90-100, lb.	0 11
Candied peel, citron	0 25
Candied peel, orange and lemon	0 21
Evaporated apples, lb.	0 12
Evaporated apricots, lb.	0 21
Pork and beans, case	4 50
Fresh Fruits and Vegetables—	
Apples, bbl.	2 00
Lemons, Messina, box	4 60
Lemons, Cal., box	5 00
Oranges, Cal., box	4 00
Grapes, Malaga, keg	5 00
Grapefruit, per case	4 50
Potatoes, bbl.	5 75
Onions, per 100-lb. bag	10 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., April 3.—Flour advanced to-day 30c per barrel and is now quoted at \$10.30 for No. 1 patents per barrel in 98's at Regina. Sugar is also up 20c per hundred and is now quoted at \$8.69. Eggs have declined during the week owing to the increased production and are quoted at 27c per dozen. Small white Japanese beans have registered an advance of 50c per bushel and are now quoted at \$7. Starch has advanced ½c per pound and corn syrup has advanced from 20c to 30c per case. Some lines of cereals have been moved upward 50c per case, notably cornflakes. Cotalene is quoted at 19½c and 19¾c which represents a considerable advance.

REGINA—

Beans, small white Japan, bush.	7 00
Flour, No. 1 patents, 98s, per lb.	10 30
Molasses, extra fancy, gal.	0 71
Rolled oats, bbls.	3 50
Rice, Siam, cwt.	4 25
Sago and tapioca, lb.	0 09½
Sugar, pure cane, granulated, cwt.	8 69
Cheese, No. 1 Ontario, large	0 25½
Butter, creamery, lb.	0 40
Lard, pure, 3s, per case	15 00
Bacon, smoked sides, lb.	0 30
Bacon, smoked backs, lb.	0 25
Eggs, new-laid	0 27
Tomatoes, 3s, standard case	4 50
Corn, 2s, standard, case	2 25
Peas, 2s, standard, case	2 80
Apples, gala, Ontario	2 10
Strawberries, 2s, Ontario, case	5 15
Raspberries, 2s, Ontario, case	5 40
Peaches, 2s, Ontario, case	3 75
Salmon, finest sockeye, tall, case	12 25
Salmon, pink, tall, case	6 85
Pork, American clear, per bbl.	40 75
Bacon, breakfast	0 27
Bacon, roll	0 25

INCREASES CIGARETTE TAX

The Kingston City Council voted to increase the license fee for the sale of cigarettes to \$20, after much discussion and attempts to make a prohibitive fee of \$100. A petition against the increased tax was lodged by eighty-one cigarette vendors.

FLOUR AND CEREALS

Flour and Feeds Both Very Strong

Montreal

FLOUR AND FEEDS.—At the time of writing, although flour had not advanced, the market was exceedingly strong, and the tendency to advance was most marked. Indirectly the attitude of the United States, now grown so much more definitely war-like, had its effect on the market. That flour may advance quite strongly, was a freely expressed opinion, it being believed that a 20c advance per barrel was imminent before the end of the week, though this depended very much on the tone of wheat. As for feeds, while some firms held their price steady at the quotations mentioned below, others were inclined to more firmness, and prices fully a dollar higher for bran and shorts were asked in one instance. The demand for feeds is still immensely strong, in spite of the approach of spring, with the outlook towards grass and growing fodder. The heavy snowfall of the past winter delays this help for the farmers as regards feed. Winter wheat found the market stronger this week, but quotations are still made as noted below.

	Car lots	Small lots
Manitoba Wheat Flour—		
First patents	10 10	10 30
Second patents	9 60	9 80
Strong bakem	9 40	9 70
Winter Wheat Flour—		
Fancy patents	9 00	9 25
90 per cent., in wood	8 50	8 75
90 per cent., in bags	4 00	4 10
Bran, per ton	36 00	38 00
Shorts	39 00	40 00
Special middlings 4	43 00	44 00
Feed flour	52 00	53 00
Feed oats, per bushel		0 77

Cereals Very Firm; Big Export Demand

Montreal

CEREALS.—Strength in almost every department is the feature of the market for cereals this week. Rolled oats have advanced 20c to \$3.60. Ten cents a bag is the advance on a widely known brand of rolled oats. The raw material for rolled oats is exceptionally firm at present, and there is a keen and active demand for rolled oats for export purposes. Some very large orders have been booked on British Government account for this commodity. Bookings for corn flakes are not being taken for delivery after April 30 owing to the exceptionally strong condition of the corn market. Cornmeal is at \$3.65 per bushel, and supplies hard to secure in large quantities. Oatmeal is advanced 20c to \$4.30. Split peas are up 20c a bag to \$6.70.

Barley, pearl, 98 lbs.	6 25	6 80
Barley, pot, 98 lbs.	4 70	5 00
Buckwheat flour, 98 lbs.	5 00	5 00
Corn flour, 98 lbs.	3 80	3 80
Cornmeal, yellow, 98 lbs.	3 65	3 65
Graham flour, 98 lbs.	4 80	4 80
Hominy, granulated, 98 lbs.	4 60	4 75
Hominy, pearl, 98 lbs.	3 75	4 00
Oatmeal, standard, 98 lbs.	4 30	4 30
Oatmeal, granulated, 98 lbs.	3 75	4 30
Peas, Canadian, boiling, bush.	3 60	4 30
Rolled oats, 90-lb. bags	4 80	4 80
Whole wheat flour, 98 lbs.	4 80	4 80
Rye flour, 98 lbs.	4 50	4 50
Wheatlets, 98 lbs.	5 05	5 05

Strength For Flour With U.S. at War

More Flour and Cereals of All Kinds Will Be Consumed—Wheat Advances At Winnipeg.

Toronto

FLOUR.—The weight of opinion among flour and grain men inclines to the belief that with the United States in the war against Germany there will be firmer and higher prices for flour. This opinion is based on the fact that there will be heavier consumption of flour and cereals of all kinds with the United States provisioning a large army. Flour made into bread is one of the great food staples. With a half million or a million men in arms there will be a shifting of demand from some commodities to other commodities. Turnips, carrots, parsnips, beets and other commodities will be consumed less. Flour, cereals, sugar and canned meats will be consumed more. This will take place because these latter commodities are easily transported and are the great food staples of any army. Furthermore with the United States into the war in earnest she would undoubtedly seize the German ships that are now interned in her harbors and put them to use as ocean carriers to take supplies to Allies. The bearish element in the market points to the fact that prices are already high and takes some comfort from the thought that the reported damage to the crops in the West and Southwestern States is not as great as at first reported. Cash wheat in Winnipeg on Tuesday of this week closed at \$1.97½, a gain of 5¼c over the close on Tuesday of last week. This puts flour in a very strong position and an advance can be looked for if the wheat market holds. Demand locally has been increasing during the past week. Ontario winter wheat flour is in strong market and advances are anticipated.

	Car lots	Small lots
Manitoba Wheat Flour—		
First patents	10 00	10 20
Second patents	9 50	9 70
Strong bakem	9 30	9 50

Ontario Winter Wheat Flour—		
High patents	6 80	9 00
Second patents	8 40	8 60

U.S. in War Has Affected Cereals

Toronto

CEREALS.—With every indication that the United States will soon be in the war cereals of all kinds have taken on a much firmer tone. Cornmeal and corn flour, together with hominy products have all been moved higher. Rolled oats are also in firmer tone and higher prices are quoted. Split peas show a higher tendency because they will undoubtedly be in big demand as an army ration. Corn flour advanced 15c, yellow cornmeal 35c per sack, and hominy products have been advanced to the same selling price as corn flour. There is less price cutting in rolled oats and prices have ranged from \$3.70 to \$3.85 in 90's, an advance of 17c to 18c. Demand for cereals is heavy, being greater than the supply. Steadily higher prices are anticipated.

	Car lots	Small lots
Barley, pearl, 98 lbs.	6 70	7 50
Barley, pot, 98 lbs.	4 75	5 00
Buckwheat flour, 98 lbs.	5 25	5 25
Corn flour, 98 lbs.	4 15	4 15
Cornmeal, yellow, 98 lbs.	3 60	3 85
Graham flour, 98 lbs.	4 85	4 85
Hominy grits, 98 lbs.	4 15	4 15
Hominy, pearl, 98 lbs.	4 30	4 30
Oatmeal, standard, 98 lbs.	3 70	3 85
Rolled oats, 90-lb. bags	5 50	5 50
Rolled wheat, 100-lb. bbls.	4 85	4 85
Whole wheat flour, 98 lbs.	5 75	5 75
Wheatlets, 98 lbs.	7 50	7 75
Peas, yellow split, bush.	4 30	4 30

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

Ontario Oats Are Higher by 3c Bushel

Toronto

MILL FEEDS.—With the coming of spring and the near approach of the grass feeding season it is anticipated that the demand for bran will become lighter in the near future. For other feeds there has been a continued good demand with improvement in deliveries from the West. Ontario oats advanced 3c per bushel and are now quoted at 70c to 72c, although quotations still continue to be nominal owing to the scarcity of this feed. Manitoba oats were also higher, being quoted 3½c up for No. 2. Other feed prices remained unchanged.

	Mixed cars	Small cars
Mill Feeds—		
Bran	36 00	38 00
Shorts	39 00	41 00
Special middlings	43 00	45 00
Feed flour	52 00	54 00
Ontario oats, No. 2 (nominal)	0 70	0 72
Manitoba oats, No. 2 (nominal)		0 78½

PRODUCE AND PROVISIONS

Hogs and Hog Products Firmer

Montreal
PROVISIONS.—The high prices of hogs continue — live hogs this week quoting at \$17 to \$17.25 per hundred pounds, and dressed bringing \$23 to \$23.50 per hundred. Supplies are scanty, and quality is anything but satisfactory in the main, so that the market is very firm for good hog products. Under the circumstances also, it does not seem as if there is any immediate hope for lower prices for products. Hogs are none too plentiful, and both local and export demand for pork products is large. Demand for smoked meats is particularly large for the Easter trade. Lard is scarce and higher. The market in Chicago is almost two cents per pound higher to-day than on March 1. While there is practically no quotable change in the price of shortening, the market is very firm due to the higher prices prevailing for cotton seed oil.

Hams—			
Medium, per lb.	0 27	0 28	
Large, per lb.	0 25	0 25½	
Bacon—			
Plain	0 27	0 32	
Boneless, per lb.	0 31	0 34	
Bacon—			
Breakfast, per lb.	0 30	0 31	
Roll per lb.	0 23	0 24	
Dry Salt Meats—			
Long clear bacon, ton lots	0 30	0 31	
Long clear bacon, small lots	0 30½	0 31½	
Fat back, lb.	0 19	0 20	
Cooked Meats—			
Hams, boiled, per lb.	0 38	0 40	
Hams, roast, per lb.	0 37	0 38	
Shoulders, boiled, per rib.	0 31½	0 32½	
Shoulders, roast, per lb.	0 32	0 32½	
Lard, Pure—			
Tierces, 400 lbs., per lb.	0 24½	0 25	
Tubs, 60 lbs.	0 25	0 25½	
Pails,	0 25½	0 25½	
Bricks, 1 lb., per lb.	0 26½	0 27	
Lard, Compound—			
Tierces, 400 lbs., per lb.	0 19½	0 19½	
Tubs, 60 lbs.	0 19½	0 19	
Pails, 20 lbs., per lb.	0 19½	0 19½	
Bricks, 1 lb., per lb.	0 19½	0 20	

More Storage Poultry Due for Easter Trade

Montreal
POULTRY.—Very few shipments of live and dressed poultry are arriving, and the market is firm. Farmers would be making a mistake, however, to market any poultry just now, as it is just at the commencement of the egg producing season, and eggs are netting the farmer such good prices that he should endeavor rather to make every hen lay. The demand for cold storage poultry continues good, and it is expected that there will be large quantities taken out of the coolers to supply the Easter demand now opening. Prices remain as quoted last week.

Poultry (dressed)—		
Chickens, milk-fed, crate, fattened, lb.	0 25	0 30

Old roosters	0 20	
Roasting chickens	0 25	0 27
Young ducks	0 25	0 25
Turkeys (old toms, dressed, lb.)	0 31	0 31
Turkeys (young)	0 33	0 33

Egg Supplies Rather Better This Week

Montreal
EGGS.—Receipts of eggs in Montreal for the past week (ending March 31), were 8,170 cases, as compared with 6,581 cases for the previous week, which shows that the production of eggs is improving. Supplies are still anything but in excess of demand, and prices were quite firm at the beginning of the past week, being as high in some cases as 0.42 cents to the retailer, though that figure was not expected to last. Provision merchants in a large way of business anticipate the flush of the season for eggs before long now. Country roads during the past week have been at their very worst, and this has affected deliveries so that in some sections dealers have been obliged to buy in the Detroit and Chicago markets. Several cars of eggs are on the way from there which cost 30 and 30¼c a doz. f.o.b., the market in Chicago having advanced two or three cents per dozen during the past week. The packing season in Canada is going to be late this year, but there will no doubt be plenty of eggs for everybody, and after Easter prices will be on a lower basis.

Eggs—		
New laid	0 38	0 40

New Butter Supplies Expected Very Soon

Montreal
BUTTER.—There is going to be enough butter in storage and coming in to Montreal, to supply the market sufficiently, but prices are still fairly firm, and likely to remain so. Within a very few weeks now, possibly only a couple of weeks, there should be the start of really noticeable supplies of new butter. The Western Provinces are still sending in supplies of creamery butter, and these are finding demand. A very few small lots of new milk creamery butter have so far been handled in Montreal, realising 43 and 43½ cents. Prices around this figure may be expected for the more plentiful supplies to come shortly.

Butter—		
Creamery, prints (storage)	0 46½	
Creamery, prints (fresh made)	0 45½	
Creamery, solids (fresh made)	0 48	
Dairy prints, choice, lb.	0 40	0 41
Dairy prints, lbs., in tubs	0 37	0 38
Bakers	0 35	0 36

Cheese Market Is Quite Uneventful

Montreal
CHEESE.—There is a very quiet condition of cheese market now in Montreal. Most of the cheese stored here at present is from the United States, and the local market demand is well enough supplied with this at present. Reports going the round are to the effect that there will be enormous amounts of cheese made in the coming season as the creameries are supposed to be ready to pay higher prices for the milk than can be obtained by selling in the city. Prices for cheese remain at last week's quotations.

Cheese—		
Large, per lb.	0 27½	0 28
New twins, per lb.	0 23	0 23½
Triplets, per lb.	0 25	0 25½
Stilton, per lb.	0 30	0 30½
Fancy old cheese, per lb.	0 30½	0 30½

Honey Now Scarcer; Maple Products Come

Montreal
HONEY AND MAPLE SYRUP. — The market for honey is much as reported, last week, that is showing fair demand, and dwindling supplies. The market turns its attention to maple products now as the new crop honey is some distance off. At this early date it is difficult to say what kind of a maple season is approaching. The weather during the past weeks has been rather unfavorable. The required sunny days and frosty nights were lacking. In some maple districts, however, runs of sap are reported, but there is very little new crop maple syrup on the market as yet. Farmers report that owing to scarcity of labor and difficulty of getting to the sugar bush owing to deep snow, sugaring will not be an easy task this year. Maple syrup in the country opened at about \$1.25 this year, but may go easier later on.

Honey—		
Buckwheat, 5-10 lb. tins, per lb.	0 13	0 13½
Buckwheat, 60-lb. tins, per lb.	0 13	0 13
Clover, 5-10 lb. tins, per lb.	0 14	0 14½
Clover, 60-lb. tins	0 14	0 14½
Comb, per section	0 18	0 19

Lard Prices Firm; Smokeds in Demand

Live Hogs Running Fairly Heavy, With Prices Firm—Higher Prices for Lard Anticipated

Toronto
PROVISIONS.—There was a strong market for lard and compound during

the week, with a tendency toward higher prices noted in quotations. The market for all fats and oils is in continued strength in American markets and the Canadian situation naturally reflects this position. Pure lard in tierces is quoted firm at 24½c per pound, whereas the range last week was down to 24c. Compound lard is ½c higher and is quoted up to 18½c to 18¾c. Live hogs reached the market in fairly good quantity during the latter part of last week and opened up well during the first days of the present week. There has been a good demand for meats, dealers anticipating that after the Lenten season there will be a heavier run on smoked meats of all kinds. Dry salt meats are in firmer market with long clear bacon ½c higher. Live hogs are quoted 25c to 50c per hundred higher.

Hams—		
Medium, per lb.	0 28	
Large, per lb.	0 25½	0 26
Bacon—		
Plain	0 32	0 33
Boneless, per lb.	0 35	0 36
Bacon—		
Breakfast, per lb.	0 28	0 33
Roll, per lb.	0 25	0 26
Wiltshire bacon, per lb.	0 25½	0 28
Dry Salt Meats—		
Long clear bacon	0 21½	0 22
Fat backs, lb.	0 22	0 23
Cooked Meats—		
Hams, boiled, per lb.	0 38½	0 39½
Hams, roast, per lb.	0 40	0 42
Shoulders, boiled, per lb.	0 32	0 34
Shoulders, roast, per lb.	0 33	0 35
Barrel Pork—		
Mess pork, bbl., 200 lbs.	42 00	
Short cut backs, bbl., 200 lbs.	44 00	
Pickled rolls, bbl., 200 lbs.	43 00	
Lard—		
Pure tierces, 400 lbs., per lb.	0 94½	
Compound tierces, 400 lbs., per lb.	0 18½	0 19½
In 60-lb. tubs, ¼c higher than tierces; pails, ¼c higher than tierces, and 1-lb. prints, ¼c higher than tierces.		
Hogs—		
Dressed, abattoir killed	22 00	22 50
Live, off cars	16 25	16 50
Live, fed and watered	16 00	16 25
Live, f.o.b.		

**Butter Market Quiet
And Prices Are Lower**

Toronto

BUTTER.—There was very little activity in the butter market during the week. Commission men have turned sellers and are cashing in on their stocks for the most part. There is a good supply of butter coming, but the movement is not as heavy as anticipated as soon as the cattle get on the pasture. There is no surplus of butter as yet, but there is very little life or snap to the market. Prices have been slightly easier during the week as a result of the stagnant condition, prices being quoted down from 1c to 2c in certain instances.

Creamery prints, fresh made	0 43	0 44
Creamery solids	0 42	0 43
Dairy prints, choice, lb.	0 38	0 39
Dairy prints, lb.	0 36	0 37
Bakers	0 29	0 30

**Bad Roads in Country
Sends Egg Prices Up**

Toronto

EGGS.—Higher prices were paid for eggs during the week on account of the scarcity. Bad roads in the country dis-

tricts have operated to keep the farmers from delivering their eggs to the collecting centres. There has been a good demand for local eggs and with the comparative scarcity of local eggs, Chicago eggs were again drawn upon, several cars coming into the market during the week. New laids in cartons were quoted 3c per dozen higher and out of cartons were increased by the same amount.

Eggs—		
New laid, cartons	0 40	0 41
New laid, ex-cartons	0 38	0 39

**More Cheese Factories
Start Up In April**

Toronto

CHEESE.—With the starting of additional factories in the making of cheese in the Eastern sections of Ontario about the first of the present month, it is anticipated larger quantities of new cheese will soon reach the local market. There is very little activity at present owing to the scarcity of stocks and the continued good demand for export. In fact, there is very little available on export account. Prices were firmly maintained during the week. Consumption locally is comparatively light.

Cheese—		
New, large	0 27½	0 28
Old, large	0 28½	0 29
Stilton	0 29½	0 30

**First Spring Chickens
Reach Toronto Market**

Toronto

POULTRY.—The first spring chickens reached the market during the week, being the advance guard of what is expected to be a steadily increasing supply from this time on. These chickens are high in price but there is a certain demand for them because they are a delicacy, and the first of the season. In other lines of poultry there was very little movement, the only activity being in a few old fowl and some young cockerels. Live poultry continues in better demand than the dressed article. Storage poultry has not been selling very freely although there are fairly good supplies and the price is attractive when compared with other meats.

Roosters, live, per lb.	0 20	0 22
Hens, live, per lb.	0 22	0 25
Hens, fresh, dressed, per lb.	0 23	0 24

Prices are those paid at Toronto by commission men.

**New Crop Maple Syrup
Expected to be Light**

Toronto

HONEY, MAPLE SYRUP.—New crop maple syrup has been reaching the market in rather small quantities during the week. With the season well advanced there is now the prospect that in Ontario at least there will not be a heavy producing season. Considerable quantities reach the local market from Quebec each year, but as yet they have not put in an appearance to any large

extent. The rapid progress which spring has made has not been favorable to an extended sap-producing season. In gallons, maple syrup is quoted from \$1.25 to \$1.50. Honey is moving into consumption steadily and stocks are getting low. There will not be a heavy carry-over into next season.

Honey—		
Clover, 5 and 10-lb. tins	0 13½	0 15
60-lb. tins	0 12½	0 13
Comb, No. 1, doz.	2 40	2 75
Maple Syrup—		
8-lb. tins	1 00	1 15
Gallons, Imperial	1 25	1 50

**Eggs Decline Further;
Butter Down a Cent**

Winnipeg

PRODUCE AND PROVISIONS.—All provisions have advanced slightly on account of the new hog situation. An advance took place at the beginning of last week, and continued until the end, the price ranging from \$14.90 to \$15.50. Packers state that the trade need not expect a decline just now, the usual reason being given of heavy export demand. The run of hogs is not too light, and locally has been fairly good, although they were all taken up readily. Eggs—Canadian eggs have started to come in almost plentifully, and naturally this has brought about a sharp decline. Eggs last week were selling to the trade at 29c, the price ranging from that up to 30c. Lower levels than these are expected this week. Men who know the egg situation are not expecting as low a level this year as last. Last year eggs went down to 19c, or thereabouts, but the trade need not expect this price to be repeated this year, excepting under exceptional circumstances. Butter—There is little new in creamery butter, although there has been a slight easing off in price, prevailing quotation being a cent lower per lb. than last week. Receipts of dairy butter have so far been light, and will be, of course, until June stock comes in. For dairy receipts the trade are paying 22c-26c, according to quality. Cheese—Prices are firm at 29c to 30c.

Hams—		
Light, lb.	0 28	0 30
Medium, per lb.		0 28
Large, per lb.		0 24
Bacon—		
Breakfast, per lb.	0 28	0 32
Breakfast, select, lb.	0 30	0 36
Backs, regular		0 28
Backs, select, per lb.	0 30	0 32
Dry Salt Meats—		
Long clear bacon, light		0 21
Barrelled Pork—		
Mess pork, bbl.		38 00
Lard, Pure—		
Tierces		0 23
20s		4 70
Cases, 5s		14 40
Cases, 3s		14 85
Lard, Compound—		
Tierces		0 17
Tubs, 50s, net		8 50
Pails, 30s, net		3 48
Butter—		
Fresh made creamery, No. 1, cartons		0 42
No. 1 storage		0 41
No. 2 storage		0 39
Fresh Eggs—		
New laids	0 28	0 29
Cheese—		
Ontario, large	0 29	0 30



RALSTON WHEAT FOOD

AND



PURINA WHOLE WHEAT FLOUR

*are good sellers and show a good profit.
Order through your Jobber or write us
direct if he won't supply you.*

*We are launching an advertising cam-
paign in conjunction with the American
advertising.*

Order to-day.

Freight paid on 5 case lots in Ontario and Quebec.

Buy goods in the Checkerboard Box only.

The Chisholm Milling Co., Limited, Toronto

Unusually good value



Just show your customers this neat looking line of Worcestershire Sauce and it will sell itself.

This is something new, something big, something entirely different.

Worcestershire Sauce

*10c. Bottles. Neatly wrapped,
Classy and Attractive.*

And every drop in every bottle is O.K. Tip-top quality. "Come-back" flavor.

Try it. Prove its big selling value. Ask your wholesaler for a trial supply. Or shall we ship you direct?

Packed 4 dozen to the case.

Chas. M. Edwards & Co.

E. B. Thompson, Sole Proprietor

20 Front St. E., Toronto

Big value in Cocoanut

Value to win you bigger trade and bigger profit.

A line far superior to the every-day brand of cocoanut. Guaranteed quality—backed by a 22 years' reputation.

Connect with this line and give your people the best cocoanut on the Canadian market. You'll sell lots of it if you sell it once. Every sale is a come-back.

Pails of 15 and 20 lbs. Boxes of 50 lbs. Barrels of 100 lbs.

Order to-day.

Standard Cocoanut Mills

E. B. Thompson, Sole Proprietor

HAMILTON, CANADA

PRICE LIST

EFFECTIVE MARCH 26th, 1917

Quaker Oats	- - - - -	10c	package, 18's, coupon	- \$1.45
Quaker Oats	- - - - -	25c	" 20's family size, coupon	4.00
★Tillson's Oats	- - - - -	30c	" 20's family size, premium	4.75
Tillson's Scotch Fine Cut Oatmeal		30c	" 20's	4.75
Quaker Best Yellow Cornmeal	- - - - -	12½c	" 24's	2.25
Quaker Toasted Corn Flakes	- - - - -	10c	" 36's	2.70
Puffed Rice	- - - - -	15c	" 36's	4.25
Puffed Wheat	- - - - -	15c	" 36's	4.25
Pettijohn's Breakfast Food	- - - - -	15c	" 18's	2.15
Tillson's Health Bran	- - - - -	15c	" 20's	2.25
Quaker Farina	- - - - -	10c	" 24's	1.85
Quaker Granulated Hominy	- - - - -	13c	" 24's	2.65
Quaker Pearl Hominy	- - - - -	13c	" 24's	2.65
Quaker Cracked Wheat	- - - - -	20c	" 24's	4.00
Apitezo Biscuit	- - - - -	20c	" 24's	4.00
Scotch Pearl Barley	- - - - -	13c	" 24's	2.65

★ A special shade of 25c per case—or to \$4.50—will be effective on bookings of to-day on Tillson's Premium Oats.

Present grain costs, present costs of box shooks, cartons, labor, etc., justify materially higher prices on Quaker Oats and Tillson's Oats.

Rolled Oats are daily being consumed more and more freely on account of their exceptional food value—prepare for an enormously increased demand throughout the year for Quaker Oats and Tillson's Oats by purchasing now at the above prices, which we unhesitatingly guarantee against our decline.

Prices decidedly may advance—but they cannot decline on this crop.

The Quaker Oats Company
Peterborough **Canada**

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

PARIS PATE
PARIS MEAT PATTY

Announcement



Notwithstanding the continual increase of raw materials from time to time, we have up to this moment maintained this package on the market at the original selling price. However, the price of the raw materials we use has become so extremely high that at last we are compelled to raise the selling price slightly to partially cover actual increase in manufacturing cost. We therefore advise that—

Effective April 1st, the selling price of Paris Pate will be as follows:—

Ontario, Quebec, Maritime Provinces	12½c per tin
Winnipeg and Western Provinces	15c per tin

We are pleased to inform the trade that at the present time the sales of Paris Pate are greater in volume than at any time in the history of the Company.

MACLURE & LANGLEY, LIMITED

12 Front St. East, TORONTO.

123 Bannatyne Ave., WINNIPEG

Distributors for Ontario, Manitoba, Saskatchewan, Alberta and Maritime Provinces.

Cup Quality

Indian and Ceylon Teas

We study values and hold our customers because we purchase *Quality Teas---Not Style.*

Your inquiry will receive prompt and courteous attention.

KEARNEY BROS., Limited

Tea and Coffee Specialists

33 ST. PETER STREET

MONTREAL

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



GOLD DUST

SELLS THE YEAR ROUND

The big thing about Gold Dust, from your viewpoint, is that it sells every day in the year. The housewife has many uses for it Summer and Winter—and even more uses in the Spring and Fall.

Gold Dust is a steady profit-maker for the merchant. Our extensive advertising of practically every kind and nature, is constantly creating new buyers—and once used, Gold Dust is never replaced.

Satisfied customers are the life of your business. Gold Dust makes them.

THE N. K. FAIRBANK COMPANY
 LIMITED
 MONTREAL

“Let the GOLD DUST TWINS do your work.”

No chances whatever are taken with the quality of Furnivall's Fine Fruit Pure Jam. The very best Fruit, the purest Cane Sugar, the best manufacturing methods known to science—all combine to make every bit of Furnivall's quality, and then some.

Here's a line worth concentrating on. Get a display working for you to-day.

FURNIVALL-NEW, Limited
 Hamilton Canada

Furnivall's
 FINE
 FRUIT
 PURE JAM

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

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

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

Bacon

A choice bit of Bacon after the Lenten Season will be relished by your customers. None better than Fearman's "Star Brand." Order now.

Made Under Government Inspection.

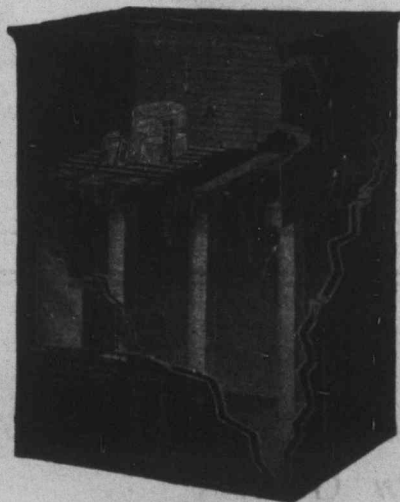
F. W. FEARMAN CO.
LIMITED
HAMILTON

Freeman's Dry Air Refrigerator

We have enlarged the air circulating capacity and multiplied many times the air-drying and ice-saving efficiency of present day Butcher Refrigerators until we have produced a Refrigerator measuring inch for inch more air circulating capacity than any other made during the past or present.

This Interior View

shows our warm air flue arranged along the ceiling, where the largest volume of warm air rises to in all cold rooms. It is placed where warm air flues are most needed. These flues form a hollow recess for receiving the warm air; they discharge the air from both ends and convey it above the ice.



Price list and catalogue free and mailed to any address.

Representatives:—James Rutledge, Phone St. Louis 876, 2608 Waverley St., Montreal, Que.; George J. Simonds, Phone College 8794, 334 Markham St., Toronto, Ont.

Manufactured by
The W. A. Freeman Co., Limited
HAMILTON CANADA

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER		
ROYAL BAKING POWDER		
Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	\$0 95	\$0 90
4-oz.	1 40	1 35
6-oz.	1 95	1 90
8-oz.	2 55	2 50
12-oz.	3 85	3 75
16-oz.	4 90	4 80
2½-lb.	11 60	11 35
3-lb.	13 60	13 35
5-lb.	22 35	21 90
F.O.B. Montreal, or F.O.B. jobbers' point subject to jobbers' regular terms.		
WHITE SWAN SPICES AND CEREALS, LTD.		
Per doz.		
4 oz. Tins, 4 doz. to case weight 20 lbs.	0 65	
6 oz. Tins, 4 doz. to case weight 25 lbs.	0 90	
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 20	
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 60	
16 oz. Tins, 4 doz. to case, weight 65 lbs.	2 25	
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00	
5 lb. Tins, 1 doz. to case, weight 75 lbs.	9 50	
DOMINION CANNERS, LTD. JAMS.		
"Aylmer" Pure Jams and Jellies Guaranteed Fresh Fruit and Pure Sugar Only.		
Screw Vactop Glass Jars, 16 oz. glass 2 doz. case. Per doz.		
Blackberry	2 40	
Currant, Black	2 50	
Plum	2 30	
Pear	2 34	
Peach	2 38	
Raspberry, Red	2 54	
Raspberry and Red Currant	2 40	
DOMINION CANNERS, LTD. CATSUPS—In Glass Bottles		
Per doz.		
¼ Pts. Delhi Epicure	\$1 75	
½ Pts., Red Seal, screw tops	1 35	
Pts., Delhi Epicure	2 40	
Pts., Red Seal	1 85	
Pts., Tiger	1 85	
Qts., Delhi Epicure	2 60	
Qts., Red Seal	2 40	
Qts., Lynn Valley	2 40	
THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.		
ROGERS' GOLDEN SYRUP		
Manufactured from pure cane sugar.		
2 lb. tins, 2 doz. in case.	\$4 10	
5 lb. tins, 1 doz. in case.	4 70	
10 lb. tins, ½ doz. in case	4 40	
20 lb. tins, ¼ doz. in case	4 25	
Perfect seal glass jars in the case	2 40	
Delivered in Winnipeg in carload lots.		
BAKED BEANS WITH PORK.		
Brands—Canada First, Simcoe, Quaker.		
Per doz.		
Individual Baked Beans, Plain 8oz., or with Sauce,	0 90	
4 doz. to case	0 90	
1's Baked Beans, Plain, 4 doz. to case	0 96	
1's Baked Beans, Tomato Sauce, 4 doz. to case	1 15	
1's Baked Beans, Chili Sauce, 4 doz. to case	1 15	
2's Baked Beans, Plain, 2 doz. to case	1 60	
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 85	
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	1 85	
Family, Plain, \$1.85 doz.; Family, Tomato Sauce, \$1.85 doz.; Family, Chili Sauce, \$2.45 doz.; 3's, Plain, Tall, \$2.40 doz.; 3's, Tomato Sauce, ... doz.; 3's, Chili Sauce, \$3 doz. The above 2 doz. to case, 10's, ½ doz. per case, for hotel and restaurant use (gals.), \$9 doz.		
"AYLMER" PURE ORANGE MARMALADE		
Per doz.		
Tamblera, Vacuum Top, 2 doz. in case	1 60	
12 oz. Glass, Screw Top, 2 doz. in case	1 50	
16 oz. Glass, Screw Top, 2 doz. in case	2 30	
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case	2 20	
2's Tin, 2 doz. per case	3 20	
4's Tin, 12 pails in crate, per pail	0 59	
5's Tin, 8 pails in crate, per pail	0 72	
7's Tin or Wood, 6 pails in crate	0 94	
14's Tin or Wood, 4 pails in crate, per lb.	0 14½	
30's Tin or Wood, one pail only, per lb.	0 14½	
BLUE		
Keen's Oxford, per lb.	.....
In 10-lb. lots or case	.....
CEREALS		
WHITE SWAN Per case		
Pancake Flour (Self-rising), 2 doz. case, wgt. 50 lbs.	\$2 70	
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70	
Buckwheat Flour (Self-rising), 2 doz. to case, wgt. 50 lbs.	2 70	
Health Flour, 5 lb. bags, per doz.	3 60	
King's Food, 2 doz. to case, weight 95 lbs.	5 50	
Diet Flour, 3½ lbs., 1 doz. to case, per case	4 50	
Wheat Flakes, per case of 2 doz., 25 pkgs.	4 50	
Wheat Kernels, 2 doz. to case	2 70	
COCOA AND CHOCOLATE		
THE COWAN CO., LTD.		
Cocoa—		
Perfection, 1-lb. tins, doz.	\$4 50	
Perfection, ½-lb. tins, doz.	2 40	
Perfection, ¼-lb. tins, doz.	1 25	
Perfection, 10c size, doz.	0 90	
Perfection, 5-lb. tins, per lb.	0 37	
Soluble, bulk, No. 1, lb.	0 22	
Soluble, bulk, No. 2, lb.	0 20	
London Pearl, per lb.	0 24	
(Unsweetened Chocolate)		
Supreme chocolate, ½s, 12-lb. boxes, per lb.	0 36	
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80	

Canadian-made.
British materials.

Keep your money
in the Empire



Five Winners

They linger on no man's shelves. They are in keen demand all the time, everywhere. There's the ceaseless surge of big Canada-wide publicity behind them—there's the leadership that high quality and purity gives them—they are the "Big Five", the complete line. You are safe in stocking them at any and all times.

Largest
Soap
Works
in
Canada



This
Plant
Covers
Over
5 acres

LEVER BROTHERS LIMITED TORONTO

There's a quality reputation back of the BRUNSWICK BRAND Trade Mark



the result of years of concentrated effort in the perfecting of high-grade, wholesome sea foods. The success obtained may be judged from the increasing confidence of the public in the reliability of sea foods bearing the Brunswick Brand, a confidence that is building up better sales and bigger profits for the dealers stocking these quality products.

Enlist the Brunswick Brand reputation with your selling forces. Sort up your stocks and replenish from the following:

- ¼ Oil Sardines
- ¼ Mustard Sardines
- Finnan Haddies (Oval and Round Tins)
- Kipperd Herring
- Herring in Tomato Sauce
- Clams

CONNORS BROS.

Limited

Black's Harbor, N.B.

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS

Laundry Starches—	Cents
Boxes	
40 lbs., Canada Laundry..	.07
40 lbs., 1 lb. pkg., White Gloss .....	.07½
48 lbs., No. 1 White or Blue Starch, 3 lb. cartons .....	.08
100 lbs. kegs, No. 1 White.	.07½
200 lbs., bbls., No. 1 White	.07½
30 lbs., Edwardsburg Silver Gloss, 1 lb. chromo pkgs.	.06½
48 lbs., Silver Gloss, in 6 lb. tin canisters .....	.10
36 lbs., Silver Gloss, in 6 lb. draw lid boxes .....	.10
100 lbs., kegs, Silver Gloss, large crystals ..	.08
28 lbs., Benson's Satin, 1 lb. cartons, chromo label	.07½
40 lbs., Benson's Enamel, (cold water), per case...	3.00
20 lbs. Casco Refined Potato Flour, 1 lb. pkgs. ..	.15
Celluloid, 45 cartons, case.	3.75

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	.08½
40 lbs. Canada Pure Corn (20 lb. boxes ¼c higher)	.07½

BRANTFORD STARCH

Ontario and Quebec

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs. ....	.07
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs. ....	.07½
First Quality White Laundry—	
3-lb. canisters, ea. of 48 lbs.	.08
Barrels, 200 lbs. ....	.07½
Kegs, 100 lbs. ....	.07½
Lilly White Gloss—	
1-lb. fancy carton cases 30 lbs. ....	.08½
8 in case .....	.10
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ..	.10
Kegs, extra large crystals, 100 lbs. ....	.08
Canadian Electric Starch—	
Boxes, containing 40 fancy pkgs., per case	3.00
Celluloid Starches—	
Boxes containing 45 cartons, per case	3.75
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs..	.07½
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.08½
"Crystal Maze" Corn Starch—	
1-lb. pkts., boxes of 40 lbs.	.08½
(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
½ lb. packages (120)	3.40
½ lb. 60 } Packages Mixed	3.30
1 lb. 30 }	

SYRUP

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

Perfect Seal Jars, 3 lbs., 1 doz. in case	\$3.25
2 lb. tins, 2 doz. in case..	3.45
5 lb. tins, 1 doz. in case...	3.85
10 lb. tins, ½ doz. in case.	3.75
20 lb. tins, ¼ doz. in case	3.70

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

Barrels, about 700 lbs.....	.04½
Half bbls., about 350 lbs..	.05
¼ bbls., about 175 lbs....	.05½
2 gal. wooden pails, 25 lbs.	1.75
3 gal. wooden pails, 38½ lbs.	2.50
5 gal. wooden pails, 65 lbs.	3.85

LILY WHITE CORN SYRUP

2 lb. tins, 2 doz. in case....	\$3.95
5 lb. tins, 1 doz. in case....	4.35
10 lb. tins, ½ doz. in case..	4.25
20 lb. tins, ¼ doz. in case..	4.20

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup

2-lb. tins, 2 doz. in case..	4.80
Barrels, per 100 lbs.....	5.25
¼ barrels, per 100 lbs.....	5.50

INFANTS' FOOD

MAGOR SON & CO., LTD.

Robinson's Patent Barley—	Doz.
1 lb.	\$3.60
½ lb.	1.85
Robinson's Patent Groats—	
1 lb.	3.60
½ lb.	1.85

STOP-ON POLISHES

Polish, Black, Tan, Ox-blood and Nut-brown	0.85
Dressing, White, 4-oz. bottle	2.00

NUGGET POLISHES

Polish, Black, Tan, Toney Red and Dark Brown....	0.85
Card Outfits, Black and Tan 3	4.00
Metal Outfits, Black and Tan	3.80
Creams, Black and Tan....	1.10
White Cleaner	1.10

YEAST

White Swan Yeast Cakes, per case, 3 doz. 5c pkgs..	1.20
Yeast for bakers, 12½ lb. cartons; per carton, \$1.25.	

IMPERIAL TOBACCO CO. OF CANADA, LIMITED.

EMPIRE BRANCH.

Black Watch, 8s, butts 9 lbs.	\$ 0.00
Bobs, 6s and 12s, 12 and 6 lbs.	0.40
Currency Bars, 12s, ¼ butts, 12 lbs., boxes 6 lbs.	0.40
Currency, 6s, ½ butts, 9 lbs. 0.40	
Stag Bars, 6¼s, butts, 11 lbs., boxes, 5½ lbs.	0.40
Walnut Bars, 8¼s, boxes 7 lbs.	0.04
Pay Roll, thick bars, 8¼s, 6 lb. boxes	0.00
Pay Roll, thin bars, 8¼s, 5 lb. boxes	0.00
Pay Roll, plug, 8¼s, 12 and 7 lb. caddies	0.00
Shamrock, plug, 7¼s, ½ butts, 12 lb. boxes, 6 lbs. 0.07	
Great West, pouches, 9c.....	0.70
Forest and Stream, tins, 11s, 2 lb. cartons	0.20
Forest and Stream, ¼s, ½s and 1-lb. tins	0.00
Forest and Stream, 1-lb. glass humidors	1.00

The 'Tween Times Favorite

NOW come the days when it is too soon for fresh fruit desserts and the folks are getting a bit tired of preserved things. Now is the time to stock up and brighten up your displays of

Shirriff's Jelly Powders



Put them in the window and help the housewife solve her dessert problems for your mutual profit. There's a flavor for almost every taste and occasion, and nothing but highest quality flavors in the

Shirriff line. The Shirriff reputation will stir up selling. Now is the time to put some real energy into your Shirriff jelly powder campaign. If you don't sell Shirriff's, order a case now—and get busy.

Imperial Extract Company, Toronto



LOOK OUT FOR THE DOG!

He represents 19 lines of cleaning goods—household necessities that are asked for every day—the celebrated

Bull Dog Brands

Made
By

The John B. Paine Co. Ltd., Factories at Toronto and Winnipeg

"We clean up everything"

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

Try the "Want Ad" Page

Every week this page is being used to splendid advantage by others. If you have something to sell, or you want to buy a business, fixtures or equipment—or maybe you want a clerk, a traveller—try it out.

Two cents per word first insertion, and one cent per word each subsequent insertion; five cents extra per insertion for Box. No. Payable in advance.

ADDRESS

THE CANADIAN GROCER - 143-153 UNIVERSITY AVE., TORONTO



**Most good grocers
are selling
Sterling Tomato Catsup**

They sell it because they find it easy to sell and the profits it produces are exceptionally good.

If you have ever sold Sterling Products you know what reliance can be placed on every Sterling line. Our reputation is based on a sound quality basis and this Tomato Catsup of ours is well up to our well-known standards.

Get a display working for you now and prove its unequalled money-making qualities.

T. A. Lytle Co., Ltd.
Sterling Road - Toronto

Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90	Jersey Brand, Family, each 48 cans	4 90
Sweet Chocolate— Per lb.		Peerless Brand, Family, each 48 cans	4 90
Queen's Dessert, 10c cakes, 2 doz. in box, per box....	1 80	St. Charles Brand, small, each 48 cans	2 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 37	Jersey Brand, small, each 48 cans	2 40
Diamond, 8's, 6 and 12-lb. boxes	0 30	Peerless Brand, small, each 48 cans	2 40
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28		
Diamond, ¼'s, 6 and 12-lb. boxes	0 28	CONDENSED COFFEE	
Icings for Cake—		Reindeer Brand, "Large," each 48 cans	5 50
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ¼-lb. packages, 2 and 4 doz. in box, per doz.	1 00	Reindeer Brand, "Small," each 48 cans	5 80
Chocolate Confections. Per doz.		Regal Brand, each 24 cans..	5 20
Maple buds, 5-lb. boxes	0 39	Cocoa, Reindeer Brand, each 24 cans	5 80
Milk medallions, 5-lb. boxes	0 39		
Chocolate wafers, No. 1, 5-lb. boxes ..	0 33	COFFEE.	
Chocolate wafers, No. 2, 5-lb. boxes	0 28	WHITE SWAN SPICES AND CEREALS, LTD.	
Nonpareil wafers, No. 1, 5-lb. boxes ..	0 33	WHITE SWAN	
Nonpareil wafers, No. 2, 5-lb. boxes	0 28	1 lb. square tins, 4 doz. to case, weight 70 lbs.....	0 37
Chocolate ginger, 5-lb. bxs.,		1 lb. round tins, 4 doz. to case, weight 70 lbs.....	0 36
Chocolate ginger, 5-lb. bxs.,	0 40	ENGLISH BREAKFAST COFFEE.	
Milk chocolate wafers, 5-lb. boxes	0 39	½ lb. tins, 2 doz. to case, weight 22 lbs.	0 23
Coffee drops, 5-lb. boxes....	0 39	1 lb. tins, 2 doz. to case, weight 35 lbs.	0 21
Lunch bars, 5-lb. boxes....	0 39		
Royal Milk Chocolate, 5c cakes, 2doz. in box, per box	0 95	MOJA	
Nut milk chocolate, ¼'s 6, lb. boxes, lb.	0 39	½ lb. tins, 2 doz. to case, weight 22 lbs.	0 32
Nut milk chocolate, ¼'s 6, lb. boxes, lb.	0 39	1 lb. tins, 2 doz. to case, weight 35 lbs.	0 31
Nut milk chocolate, 5c bars 24 bars, per box	0 90	2 lb. tins, 1 doz. to case, weight 40 lbs.	0 31
Almond nut bars, 24 bars, per box	0 90	PRESENTATION COFFEE.	
		A Handsome Tumbler in Each Tin.	
CALIFORNIA FRUIT CANNERS ASSOCIATION		1 lb. tins, 2 doz. to case, weight 45 lbs., per lb... 0 21	
CALIFORNIA RIPE OLIVES DEL MONTE BRAND			
Size—		FLAVORING EXTRACTS	
2½-quart Tall Cylinder Can.		WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.	
No. 1 Pint Cylinder Can....		1 oz. bottles, per doz., weight 3 lbs.	1 00
No. 16 Jar		2 oz. bottles, per doz., weight 4 lbs.	2 00
No. 4 Jar		2½ oz. bottles, per doz., weight 6 lbs.	2 25
No. 10 Can		4 oz. bottles, per doz., weight 7 lbs.	3 00
		8 oz. bottles, per doz., weight 14 lbs.	6 00
YUBA BRAND		16 oz. bottles, per doz., weight 23 lbs.	12 00
2½-quart Tall Cylinder Can.		32 oz. bottles, per doz., weight 40 lbs.	23 00
No. 1 Pint Cylinder Can....		Bulk, per gallon, weight 16 lbs.	16 00
No. 10 Can			
Picnic Can		GELATINE	
		Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 75
BORDEN MILK CO. LTD. CONDENSED MILK		Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.....	1 85
Terms net 30 days.		Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10
Eagle Brand, each 48 cans.	\$8 00		
Reindeer Brand, each 48 cans	7 70	W. CLARK, LIMITED, MONTREAL.	
Silver Cow, each 48 cans ..	7 15	Compressed Corned Beef, ½s, \$2.75; 1s, \$3.50; 2s, \$7; 6s, \$34.75; 14s, \$68.	
Gold Seal, Purity, each 48 cans	7 00	Roast Beef, ½s, \$2.75; 1s, \$3.50; 2s, \$7; 6s, \$34.75.	
Mayflower Brand, each 48 cans	7 00	Boiled Beef, 1s, \$3.50; 2s, \$9.	
Challenge, Clover Brand, each 48 cans	6 50	Jellied Veals, ½s, \$2; 1s, \$3; 2s, \$4.50.	
		Corned Beef Hash, ½s, \$1.50; 1s, \$2.50; 2s, \$4.50.	
EVAPORATED MILK		Beefsteak and Onions, ½s, \$2.75; 1s, \$3.50; 2s, \$9.	
St. Charles Brand, Hotel, each 24 cans	5 40		
Jersey Brand, Hotel, each 24 cans	5 40		
Peerless Brand, Hotel, each 24 cans	5 40		
St. Charles Brand, Tall, each 48 cans	5 50		
Jersey Brand, Tall, each 48 cans	5 50		
Peerless Brand, Tall, each 48 cans	5 50		
St. Charles Brand, Family, each 48 cans	4 00		

Golden Orange Brand California Navels

IN A CLASS BY THEMSELVES

Quality Exceptionally Fine Just Now

THIS Brand is the first selection from 6000 acres, grown and packed by The Arlington Heights Fruit Company, Riverside, California. They are trade winners.

Order this brand from

"The House of Quality"

HUGH WALKER & SON

GUELPH, ONT.

Established 1861

Strawberries Pineapples Cauliflower Celery Asparagus

Fresh seasonable lines now arriving from the south.

Headquarters for the best the market affords.

WHITE & CO., LIMITED

Wholesale Fruit and Fish

TORONTO and HAMILTON

Let us handle your fruit re- quirements

You will find our stocks tip-top in every way, and our service entirely satisfactory.

The fruits we sell are the kind you need to satisfy your customers and to build up a thriving fruit business.

We can ship you on short notice best quality foreign fruits — Bananas, Lemons, Oranges, etc.

Why be content with slow, profitless fruit sales? Connect with us and sell the fruits that sell quickly and always satisfy.

Write us to-day.

Lemon Bros.

OWEN SOUND, ONT.

New Crop

"St. Nicholas"

"Queen City"

"Kicking"

are shipped. Get these brands for the best Lemons.

J. J. McCabe

Agent

TORONTO

Wholesale
Fruit and
Produce
Merchants

Established
1876

McWilliam & Everist, Limited

Apples,
Bananas,
Citrus
Fruits
Cranberries,
etc.

25 CHURCH ST.
TORONTO

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



When you sell

HEINZ 57 VARIETIES PURE FOOD PRODUCTS

You give your customers goods made in Canada from Canadian materials by Canadian employees.

H. J. Heinz Company

Canadian Factory:—Leamington, Ont.

Warehouse:—Toronto

Extra Profits are within your reach

Right now in your community there's a demand, a growing demand for a good, wholesome temperance beverage, and this demand is satisfactorily filled by Marsh's Grape Juice, the Pure Concord Grape Juice that has captivated the taste of connoisseurs everywhere.

Marsh's is all quality, every drop of it. Grocers are making big profits by displaying and suggesting it day after day. You can do the same. Stock up now.

**The Marsh Grape
Juice Company**

Niagara Falls, Ontario



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, a n 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.

Merchants Baler

MADE IN CANADA



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

"f.o.b. Toronto."

Stephenson, Blake & Co.

Manufacturers

60 Front St. West, - Toronto

Are You Interested?

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, just the men to whom you wish to sell or from whom you would buy.

RATES:

(payable in advance)

2c per word, first insertion.
1c per word, subsequent insertions.

5c extra per insertion when replies are to be addressed to Canadian Grocer.

No Other Paper Reaches All These Men.

- In Selling a Business?
- In Buying a Business?
- In Engaging a Clerk?
- In Securing a Position?
- In Securing a Partner?
- In Disposing of Second-hand Fixtures?

Then you should use Canadian Grocer's Classified Ad. Columns.

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer.

Canadian Grocer

143-153 University Ave., Toronto

KINDLY MENTION THIS PAPER
WHEN WRITING ADVERTIZER

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

Why You Should Feature

KING GEORGE'S NAVY

The Chew that "gets" him good

Sell a man a plug of KING GEORGE'S NAVY and you clinch his good-will right there. The more particular he is the better. KING GEORGE'S NAVY will win his approval every time.

And the profit on every sale is big enough to make a little effort on your part worth while. If you are not already selling it, start in to-day. Results will please you.



Handled by
the Wholesale
Trade

Rock City Tobacco Co., Ltd.

Windsor Cheese Salt

Made in Canada

IF
Your Local Distributor
Cannot Supply You—

Railway embargoes, car shortages, and other abnormal conditions entirely beyond our control have left some of our local distributors unable for the present to supply demands for Windsor Cheese and Dairy Salts.

In order to prevent inconvenience being caused to Cheese Factories and Creameries, we will make shipment by local freight, on receipt of advice that Windsor Salt cannot be obtained.

Dealers are requested to advise us by mail if this special service is required.

THE CANADIAN SALT COMPANY, LIMITED

WINDSOR, ONT.

Windsor Cheese Salt

Made in Canada



You'll always find a good profitable demand for Cow Brand Baking Soda.

It gives the housewife the kind of service that will bring her back to you for more.

Cow Brand Baking Soda will justify your very best recommendation. Boost it.

Church & Dwight, Limited
Manufacturers - - MONTREAL

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

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Sell the goods

—that are already half-sold
—by earned reputation



California Fruit Growers Exchange

A Co-operative, Non-profit Organization of 8,000 Growers

MAIN OFFICE: LOS ANGELES, CAL.

Canadian Offices:

Calgary, Alta.
Montreal, Que.
Regina, Sask.

Toronto, Ont.
Vancouver, B.C.
Winnipeg, Man.

THE LAPORTE-MARTIN LIMITÉE ANNOUNCER

MONTREAL

APRIL 6th, 1917

Sardines

Due to the great dislocation of the sardine industry in European countries, supplies are becoming scarce. A few odd lots that are coming through command higher prices, due to the increased cost of olive oil, tins and labor as well as high freight rates and other transportation charges.

We still have a few lots of choice French, Norwegian and Portuguese sardines which you can buy at prices based on prices paid before the advances took place. If you are in the market, our quotations will interest you.



Laporte, Martin, Limitée

Wholesale Grocers

584 St. Paul Street, Montreal



Buyers' Guide

CLASSIFIED ADVERTISING

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

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

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

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

WANTED

GENERAL STORE, IN GOOD LOCATION, requires active partner to extend profitable business. State capital, experience, age, and other qualifications, with references. Box 222, Canadian Grocer.

WANTED BY EXPERIENCED GROCER, position as manager of grocery business. Advertiser has had charge of the buying, advertising and window display of one of the largest grocery stores in the country. Address Box 222, Canadian Grocer.

WANTED—NUMBER OF SIDE LINES — Traveler permanently located in north country, open to look after several side lines for manufacturers and wholesalers. Address A. L., Box 85, Timmins, Ont.

LABELLING MACHINE, SUITABLE FOR 1 pound glass jars, four-pound tins, etc. Must be guaranteed. Glasco, Limited, Oakville, Ontario.

AGENT WANTED.

WANTED A GOOD SALESMAN TO CARRY a side line, calling on Butchers, Grocers, and General Stores, with good saleable articles. Box 224, Canadian Grocer.

FOR SALE

AN EXCELLENT OPPORTUNITY TO SECURE a business that has been going continually for 29 years. Stock about \$2,500, consisting of groceries, patent medicine, stationery, wall paper, china, crockery. A good opening to add staple dry goods and shoes. Will rent or sell store. Owner wishes to retire. Apply to E. Richards, Melbourne, Ontario.

FOR SALE—WELL ESTABLISHED GENERAL store business. Owner wishes to retire. Also land and buildings. Address Box 225, Canadian Grocer.

Make your genuine but strictly temperance

Lager Beer



at home with pure


Hop Malt Beer Extract

Agents wanted—no license necessary. Write for particulars and terms.

HOP-MALT COMPANY

Dept. 52, Beamsville, Ontario

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

OAKLEY'S KNIFE POLISH

 JOHN OAKLEY & SONS, LIMITED, LONDON, ENGLAND.

AGENTS:

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

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

TORONTO SALT WORKS
 GEO. J. CLIFF

CHIVER'S

JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

Toronto Butchers' Supply Co. LIMITED

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

We are Wholesale Importers of
Peanuts Canned Crab
 Oriental and Australian Goods

Canadian Distributors of
"WASHCLEAN"
 Gold Medal Labor Saver for
 Washing Clothes Without Rubbing
 2,000,000 users

Direct Supply Association
 509 Belmont House Victoria, B.C.

LARGEST CANADIAN DEALER
 **WASTE PAPER**
E. PULLAN TORONTO

Notice to Merchants:—We will adjust your bad accounts satisfactorily for you. Our system is "Direct from Debtor to Creditor." We handle none of your money. Through our system, you can put your business on a cash basis. We will underwrite any debtor's account for you.

COMMERCIAL UNDERWRITERS
 36 James St. South Hamilton, Ontario

Try **MANN & CO.** for
FANCY POULTRY

Roasting Chickens. Boiling Chickens,
 Ducks, Geese, Turkeys.

C. A. MANN & CO.
 78 KING ST. LONDON, ONT.

BARRELS

(The best shipping package.)

We make them all sizes and for all purposes. For apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc. Get our prices.

THE SARNIA BARREL WORKS, SARNIA, ONT.

LARGEST MAKERS IN THE WORLD

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size,
color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

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

BETTS & COMPANY, LIMITED

Chief Office :—1 Wharf Road, LONDON, N., ENGLAND

**In your Locality
are many**

Dogs and Cage Birds

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

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

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

SPRATT'S Depôts in CANADA are:—

MONTREAL—F. HUGHES & Co., 109, Place d'Youville.
VANCOUVER, B.C.—LONDON GROCERY Co., Ltd., Granville Street.

Direct Correspondence invited:—

SPRATT'S PATENT Ltd., 24-25, Fenchurch Street, London, England.

5 46



It sells

Right from the day you begin to display
"Gleba" Polish you will realize what a de-
pendable seller it is. Once your customers
get acquainted with Gleba service you will
need to keep your stock constantly replen-
ished.

Gleba cleans and imparts a brilliant polish to
gold, silver, copper, brass, nickel, cutlery,
bathroom fixtures, etc. It is excellent for
windows, glassware, and auto trimmings.

Get a little trial supply to-day. Tell your
customers about it and watch it sell.

Write us for free sample cake and particulars.

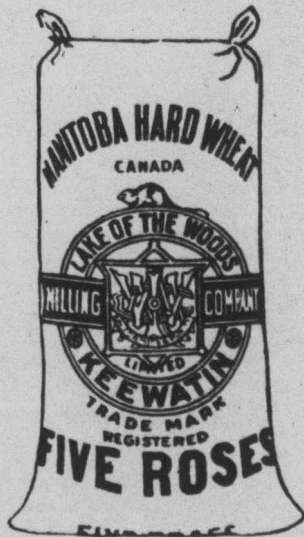
Gleba Polish Company
Oshawa, Ontario

IN EVERY SECOND ENGLISH-SPEAKING HOME in Canada, there is ONE FIVE ROSES Cook Book

According to the 1911 Census, there are in Canada slightly over 600,000 English-speaking families.

According to our records, we have so far distributed (almost entirely direct to the individual housewives) over 300,000 FIVE ROSES Cook Books.

P.S.—This does not consider the 410,000 French-speaking families of Canada, amongst whom our famous LA CUISINIÈRE FIVE ROSES is even now exerting an ever-widening sales influence.



What would it be worth to YOU?

—right in the home of every possible retail flour buyer in YOUR district,

—to have a daily reminder of compelling interest, filled with useful daily suggestions,

—a daily incentive to buy the flour YOU sell!

And yet that is what this FIVE ROSES Cook Book distribution means to the distributor of FIVE ROSES flour.

And it costs him—NOTHING!

It is an automatic part of the greater salesability of FIVE ROSES—it comes with the flour—part of the FIVE ROSES service and co-operation.

And we will continue to issue, improve and advertise this famous kitchen companion until in every Canadian home there is a particular peg to hang it on.

—a constant source of flour-consuming suggestions
—the point of origin of countless retail profits.

And all this is only a small part of our sales co-operation with the dealer who is willing to profitably fill the FIVE ROSES demand.

Logically, the dealer who profits most is he who early recognizes the great selling forces at work behind the FIVE ROSES trade mark, and capitalizes them to his immediate advantage! If your jobber cannot supply you, write our nearest office. We will make every effort to supply your demand.

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

Toronto Ottawa London St. John Sudbury Quebec Calgary
Vancouver Fort William Keewatin Medicine Hat Portage la Prairie