

**PAGES
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IN THIS ISSUE—GROCERS' CONVENTION REPORT CONCLUDED

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX

PUBLICATION OFFICE: TORONTO, MAY 14, 1915

No. 20

Your Grocery Wants Supplied Intelligently and Satisfactorily

THIRTY-FIVE YEARS' EXPERIENCE in Western Canadian wholesale grocery merchandising places us in a superior position to cater to your requirements.

SERVICE, SATISFACTION AND QUALITY are the foundations we have built upon.

THE GOODS WE MANUFACTURE, Gold Standard Food Products: Coffees, Teas, Baking Powder, Jelly Powder, Spices, Icings, Extracts, Olives, etc., are sold on a quality basis, their Purity and General Excellence guaranteed by the Company.

THE GOODS WE CONTROL, for Manitoba and Saskatchewan: Heinz Pickles and Condiments (57 Varieties), Sun-Kist California Canned Fruits and Vegetables, Sun-Kist California Evaporated and Dried Fruits, and Gold Standard Domestic Canned Fruits and Vegetables: Raspberries, Strawberries, Peaches, Pears and Cherries, Corn, Peas, Tomatoes, Beans, etc., are the finest goods of their respective classes and are indicative of quality of our entire stock.

PROMPT AND COURTEOUS SERVICE, merchandise of merit, and the four finest wholesale grocery stocks in the West are at your service.

An Enquiry by Mail will secure Prompt Attention

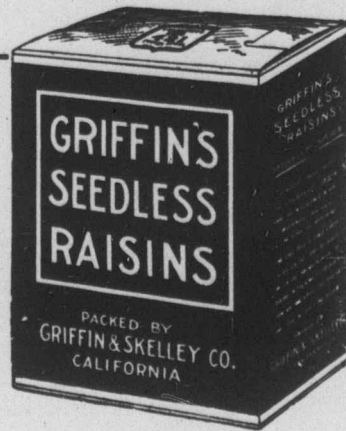
THE CODVILLE COMPANY, LIMITED

WINNIPEG

BRANDON

MOOSE JAW

SASKATOON



**Seedless
not
Seeded**

A distinct fancy variety of **Absolutely Seedless Raisins** cured in the sun. Most highly flavored, most wholesome and the cleanest. The Griffin & Skelley line of dried fruits and vegetables are known as the standard for evenness of quality and packing. Your customers will appreciate it if you sell them this pack.



**"Griffin & Skelley"
Sterilized
Prunes**

Griffin & Skelley pack **only** Sterilized Prunes—Sterilized with hot steam—Not dipped—No abnormal shrinkage—No living animal matter—No bacteria or germs—when "Sterilized" in this way. If seeking highest quality in Canned Fruits, be guided by the reputable name of "Griffin & Skelley," and you'll be absolutely safe.

**The Best Only
Always the Best**

**"Griffin & Skelley's"
Canned
Fruits**

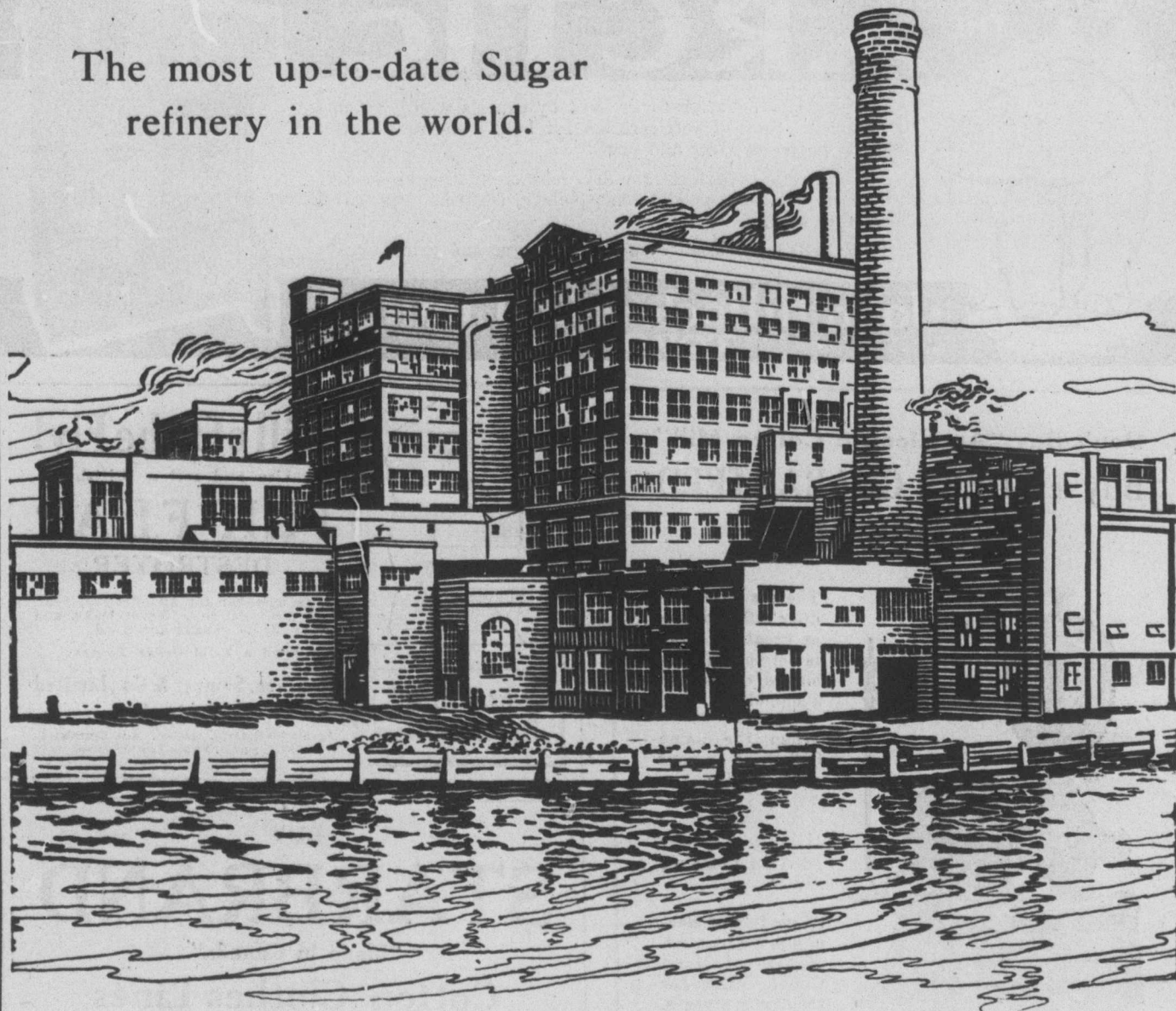
Canned Apricots, Canned Peaches, Canned Grapes, Pears, White Cherries, Black Cherries, Blackberries, Damson Plums, Egg Plums, Golden Drop Plums, Greengages, Raspberries, Strawberries and Pineapples — fruits of recognized canned excellence. By the name "Griffin & Skelley," you shall know these products as safe canned fruits to buy and sell.

We sell only the best of its kind

**Arthur
P.
Tippet
&
Company**

Agents
Montreal, Que.

The most up-to-date Sugar
refinery in the world.



This is the home of

Lantic Sugar

Where Quality is the watchword, and where every step in the process of
Manufacture is one of care and patience for quality.

Your customers are reading "Lantic" advertisements.
They'll be asking for "Lantic" Sugar. Stock up.

The Red Ball goes on
every Package and
Bag.

ORIGINAL PACKAGES.

Lantic Granulated—2 lb. and 5 lb. Sealed Boxes.
10 lb., 20 lb., 100 lb. Bags.

ATLANTIC SUGAR REFINERIES LIMITED
MONTREAL, QUEBEC, ST. JOHN, N. B.



BARE FACTS ABOUT
THE

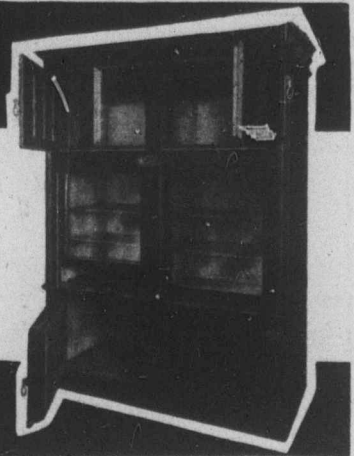
ARCTIC



The Arctic refrigerator is built by experts who have made a complete study of refrigeration for both domestic and commercial purposes, large and small.

The Arctic is perfect—the dry, cold, circulating air protects the most perishable goods from spoilage, ensuring you against loss from wastage.

We will be pleased to submit catalogue and prices.



John Hillock & Co. Limited,
TORONTO

Don't Buy "An Electric Coffee Mill"
Buy a **COLES GUARANTEED**
ELECTRIC MILL



There's a tremendous difference—as great as there is between an unsigned check and a signed one.

When the name COLES is on your mill you're certain it's "right."

Have you a copy of Catalogue 913C?

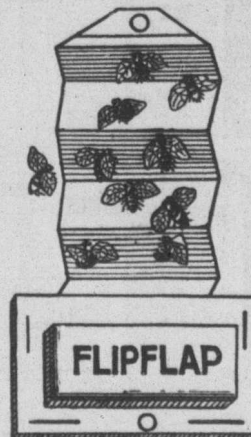
26 models of electric machines. Makers of Hand Coffee Mills for twenty-five years.

COLES MANUFACTURING CO.

1615 North 23rd St.

PHILA., PA.

Agents: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburn & Co., Calgary, Alta.



Kill off the Fly!

Use and sell a British

FLIP FLAP
DESTROYER

It is a leader for an effective, neat, and clean catcher. Never leaks, and every fly is caught for good.

Send a Trial Order To-day.

Hodgson, Sumner & Co., Limited
Montreal

Agents for Ontario, Quebec, New Brunswick, Nova Scotia, Prince Edward Island

BUY
STARBRAND

"Made in Canada"

Cotton Clothes Lines
and Cotton Twine

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

FOR SALE BY ALL WHOLESALE DEALERS

See that you get them

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used, 4th & 5th Editions. LONDON, E., Eng.

Canadian Agents:

HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

Say You Saw It
in
Canadian Grocer



You've tasted
tasteless grapes

*but never in a glass of
E.D.S. Grape Juice*

It requires excellent conditions to raise grapes that have the luscious flavor of the Winona product. It needs soil of a grape-growing quality, in close proximity to the lake, plenty of sun and the protection of the mountains. Added to this is the long experience of the farmers in the Winona district in the cultivation of Concord grapes.

These conditions produce in Winona grapes that superior quality of flavor and fulness of juice which go to give *E.D.S. Grape Juice* the rich flavor and true wholesomeness that please your patrons.

Now is the time to get in your stock of *E.D.S. Grape Juice* so that you will be prepared for the first calls of hot weather.

Order to-day.

E. D. SMITH & SON
LIMITED

WINONA, ONTARIO

AGENTS:—NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; A. P. ARMSTRONG, Sydney, N.S.

SUCCESS

comes quickest with
standard goods
such as Borden's

Three generations of physicians have prescribed them for their absolute fidelity to purity, quality and wholesomeness.

Three generations of mothers have proven their worth and goodness.

And to-day Borden's is one of the strongest and surest sellers in your line.

The camping and picnicing season is almost here. Feature Borden's in your displays to-day.

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

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



Try a bottle of H.P. SAUCE on your own table

You will see why it's selling so freely—there's a "want-more" fascination about H.P. that is crowding the grocer's store all over the world, besides it shows a good profit.

Wouldn't it be worth your while to stock

H.P. SAUCE

W. G. PATRICK & CO., LTD., Toronto,
 Montreal and Winnipeg.
 R. B. SEETO & CO., Halifax, N.S.
 THE MIDLAND VINEGAR CO., LTD.,
 Birmingham, Eng.



His wife makes such good coffee

She uses Symington's Coffee Essence—her grocer introduced this quick and easy way of making delicious coffee to her. He sells the regular supply to this home, as well as hundreds of others. The customers like it and he makes a good profit. You can get it from your wholesaler.

SYMINGTON'S

Reg'd Trade Mark

COFFEE ESSENCE

Agents: Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec
 —Messrs. F. L. Benedict & Co., Montreal. Vancouver and Winni-
 peg—Messrs. Shallcross, Macaulay & Co.

THOS. SYMINGTON & CO., Edinburgh and London



FROM COAST TO COAST

You can now obtain fresh supplies of

McVitie & Price's HIGH-CLASS BISCUITS

from the following appointed Agents:—

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

Quebec and Ontario: C. H. Cole, 501 Read Build-
 ings, Montreal; C. H. Cole, 33 Front St. East,
 Toronto.

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

Alberta: Campbell, Wilson & Horne, Ltd., Calgary;
 Campbell, Wilson & Horne, Ltd., Lethbridge;
 Campbell, Wilson & Horne, Ltd., Edmonton.

British Columbia and Yukon: Kelly, Douglas & Co.,
 Ltd., Vancouver; Kelly, Douglas & Co., Ltd.,
 Victoria; Kelly, Douglas & Co., Ltd., New
 Westminster; Kelly, Douglas & Co., Ltd.,
 Prince Rupert.

General Canadian Representative:
 Mr. Sidney Owthwaite, 501 Read Buildings,
 Montreal.

McVitie & Price, Limited
 EDINBURGH and London

Cleave's

CELEBRATED

DEVONSHIRE CREAM Chocolate

A high-grade and up-to-date article,
 showing an excellent profit and giving
 increasing satisfaction.

THE CHOCOLATE THE PEOPLE WANT.

Also other new and attractive
 5 cent lines.

AGENTS:

MONTREAL—F. Davy & Co., 6 St. Sacrament St.

TORONTO—Mason's Ltd., 25 Melinda St.

WINNIPEG—Hamblin & Brereton, Ltd., 149 Notre Dame Ave. E.

VANCOUVER—Hamblin & Brereton, Ltd., 842 Cambie St.

JOHN CLEAVE & SON, LIMITED
 CREDITON, DEVON, ENGLAND



SIMCOE BRAND Summer Vegetables

Touch your customers' needs right at a vital spot—that of better flavored good things with all the usual toilsome preparation removed. Feature Simcoe Summer Vegetables and you'll meet a waiting custom with palates longing for the flavor of these summertime vegetables.

Get Summer Vegetables into your displays at once. Write

DOMINION CANNERS LTD.
HAMILTON, ONT.

BANNER BRAND

Jams, Jellies and Marmalades

Pure Fruit and Cane Sugar—That's All.
"BANNER" Brand Pure Fruit Jams are
Wholesome, Delicious, and Always Give
the Best of Satisfaction; Therefore—
Satisfy your Customers and Increase
your Sales.



Put up in 2, 4, 5 and 7-lb. gold-lacquered pails, also
special Anchor Cap Tumbler, 12-oz. glass jars, and
30-lb. wooden pails.

Get in touch with your Wholesaler, and replenish
your stock to-day.

LINDNERS LIMITED

306 Ross Ave., WINNIPEG

340 Dufferin St., TORONTO

REPRESENTATIVES:

H. Whissell, 2928 Drolet St., Montreal; H. D. Marshall, Ottawa; W. L. McKenzie & Co., Edmonton and Regina;
Jacksons, Limited, Calgary; H. E. Gross, Vancouver; R. S. McIndoe, Toronto.

AN OPPORTUNE TIME

to select your package tea leader is NOW. This is the "opening" for you to cement the confidence of your customer, by giving "QUALITY" goods at popular prices. Anticipate your present and future requirements, and stock

MELAGAMA

Tea. This is the line that will make your sales grow. You can honestly recommend "MELAGAMA," and a trial order will convince you. Also try a case of our famous "MELAGAMA" Coffee.

MINTO BROS., Limited, TORONTO



*Most Good Dealers Prefer Goods
Sealed with Anchor Caps*

They know the pulling power of definite security, of unquestioned quality.

They know that goods sealed with Anchor Caps come to the user's table with all the freshness and full, delicious flavor as when they left the maker's cauldrons.

They know the satisfaction of showing goods in glass jars that taste just as good as they look tempting.

They know that glass containers and Anchor Caps make the best sales-bringing displays—and they give them the prominent places in their displays.

They know that **your** goods, **your** lines will win their heartiest enthusiasm and co-operation when you give them the advantages of Anchor Caps.

May we demonstrate them for you in your own factory? No obligation. Write us to-day.

Anchor Cap & Closure Corporation of Canada

LIMITED

Sudbury St. West, Foot of Dovercourt Road

TORONTO, CANADA

ROBINSON'S

OF BRISTOL, ENGLAND

TEA

Does the packing of tea interest you? Two of the most satisfactory and inexpensive methods of packing tea, are

Robinson's Tea Bags

(Parchment Lined)

AND

Robinson's Tin Foil Paper Wraps

(With Parchment or Cartridge Linings)

All inquiries to

J. W. PINKHAM

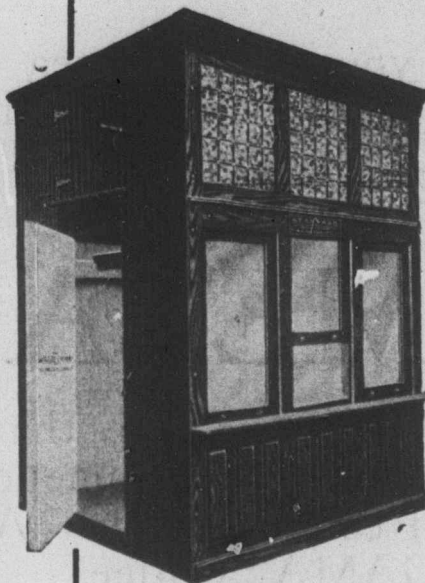
73 Boustead Ave. Toronto, Canada

Freeman's Improved Standard Refrigerator

Cold Dry Air

for

Butchers
Grocers
Creameries
Householders
Restaurants
Hospitals
and all
Institutions



SATISFACTION GUARANTEED

Send for Catalogue, Price List and Discounts

The W. A. Freeman Co., Limited
Hamilton Ontario

Forget that "Sifto" is only Salt and Show It in Your Window

and we will venture to say that it will bring more and better business to your store than many another line.

The handsome germ and damp-proof packages of

SIFTO Table Salt

make attractive displays, their contents being scientifically prepared and with the free-running quality will bring big sales and bigger future business.

Try "Sifto" out.

The Dominion Salt Co. LIMITED

Sarnia, Ont.



Let Better Flavor Bring You Bigger Tobacco Sales

One of the main considerations in the production of the Rock City Lines is the flavor—mild, soothing, enjoyable—made possible only by the selection of the finest leaf for the purpose. Here are three very popular sellers:

"Master Mason" SMOKING "King George Navy" CHEWING PLUG "Rose Quesnel" SMOKING

Stock up now.

Rock City Tobacco Co. LIMITED
QUEBEC and WINNIPEG

A PARALLEL

You are sometimes pleased at the unusual excellence of an article you have purchased for your own use, because it has given every satisfaction.

Don't forget that your customers are always influenced in the same way by

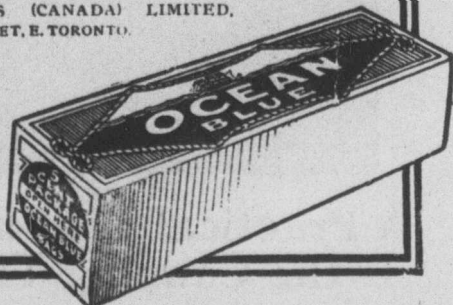
OCEAN BLUE

which pleases the ladies by the satisfactory service it renders.

Order from your Wholesaler

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

Western Agents:
For Man., Sask.
& Alta.
Nicholson & Bain
Winnipeg,
Regina, Saskatoon,
Calgary and Edmonton. For
B.C. and Yukon:
Donkin, Creeden & Avery, 117,
Arcade Buildings
Vancouver, B.C.



"SOVEREIGN" SALMON



**FINEST
BRITISH
COLUMBIA
SOCKEYE**

**QUALITY
IS OUR FIRST
CONSIDERATION**

PACKED BY
**THE ANGLO BRITISH COLUMBIA PACKING CO.
LIMITED
VANCOUVER, B.C.**

Hot Weather Calls for Use of a Good Disinfectant as a Preventative Measure

To use poisonous substance leaves too much to chance where there are children.

Condy's Fluid is harmless, non-poisonous, but very effective as a preventative of disease.

It contains no permanganate of potash.

Send for a trial shipment and be ready for the Summer's trade.

CONDY & MITCHELL, LIMITED
London, Eng.

Sole Agent for Canada

Harold F. Ritchie Co., Limited, 10-12-14 McCaul St.
TORONTO



Right—Always right

It has never been anything else since we first turned out the goods in 1846. Its absolute purity, full strength and reliability make it always in demand by careful cooks.

COW BRAND BAKING SODA

is the best for satisfaction and profit—as such you should never fail to recommend it.

Get it from your jobber.

CHURCH & DWIGHT

Manufacturers LIMITED
MONTREAL

Finest Black Teas

CEYLONS
INDIANS

ALL GRADES

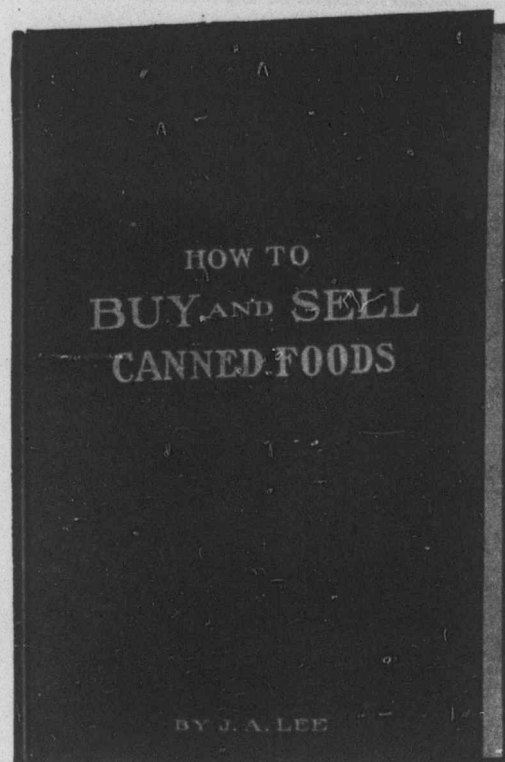
Broken
Orange Pekoes to
Pekoe Souchongs

Our large stock—selected
for cup quality from finest
gardens—will suit your
trade. Prompt and care-
ful attention to all mail
enquiries for samples and
prices.

KEARNEY BROS.
LIMITED

WHOLESALE TEA AND COFFEE MERCHANTS
33 St. Peter St. MONTREAL

ESTABLISHED 1874



A Practical Text-Book of the Canning Trade

it was written by a practical man for practical
men and intended to help all distributors
of canned foods.

INDEX TO CONTENTS

Origin and History of Canned Foods.
How to Regulate Stocks and Purchases.
Apparent and Real Costs.
How to Handle Swells, Leaks and Rusties.
How to Prevent Business Leaks and Stealages.
Buying and Selling Futures in Canned Foods.
Use and Expense of Samples.
Arrangement of Samples in Salesroom.
Employment and Training of Salesmen.
Selling Points Applied to Canned Foods.
A Model Business Organization.
Advantages and Disadvantages of Private Labels.
Advantages and Disadvantages of Packers' Labels.
Window and Counter Displays; Illustrated.
Hard Work and Hard Play.
Established Standards of Quality; for Corn, Peas,
Tomatoes and other articles. Also standard sizes
and kinds of cans used.
How to Buy, Grade and Sell Canned Apples, Asparagus,
Beets, Blackberries, Blueberries, Cherries, Clams, Corn,
Crabs, Gooseberries, Hominy, Kraut, Lima Beans, Lobster,
Meats, Milk, Okra, Oysters, Peaches, Pears, Peas, Pine-
apple, Plums, Pork and Beans, Pumpkin, Raspberries, Red
Kidney Beans, Salmon, Sardines, Spinach, Squash, Straw-
berries, Stringless Beans, Succotash, Sweet Potatoes.

This book contains more than 200 pages, is
handsomely bound in cloth, printed in neat,
clear type, on eggshell finish paper, completely
indexed and well illustrated. Price \$2.15 per
copy, postage paid.

The MacLean Publishing Co., Limited

Book Department
143-153 University Ave.

TORONTO

CLARK'S



COOKED CORNED BEEF

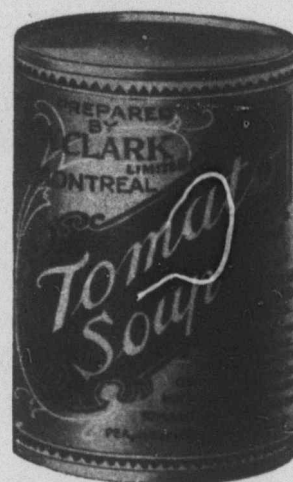
A seasonable seller; prepared from the best of beef only.

Prices right and margin good.

MADE - IN - CANADA CLARK'S CONCENTRATED SOUPS (CHATEAU BRAND)

For variety, quality and delicacy of flavor take second place to none.

The price of Clark's soups enables you to give your customers the very best goods and value at the low cost.



THE SEASON IS ON.

W. CLARK, LIMITED

STOCK NOW.

MONTREAL

Clark's

Tartan
BRAND
THE SIGN OF PURITY

We have secured before the advance a very large import of famous

Phulcherra Garden Teas

These are recognized the highest type of Indian Tea, and we are offering this tea 5c. lb. below the present cost of importation. See our travellers or write for samples.

BALFOUR, SMYE & CO., Wholesale Grocers **HAMILTON**

'Phones, 3596, 3597, 3598, 4656; Night 'Phone, 1807.



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

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

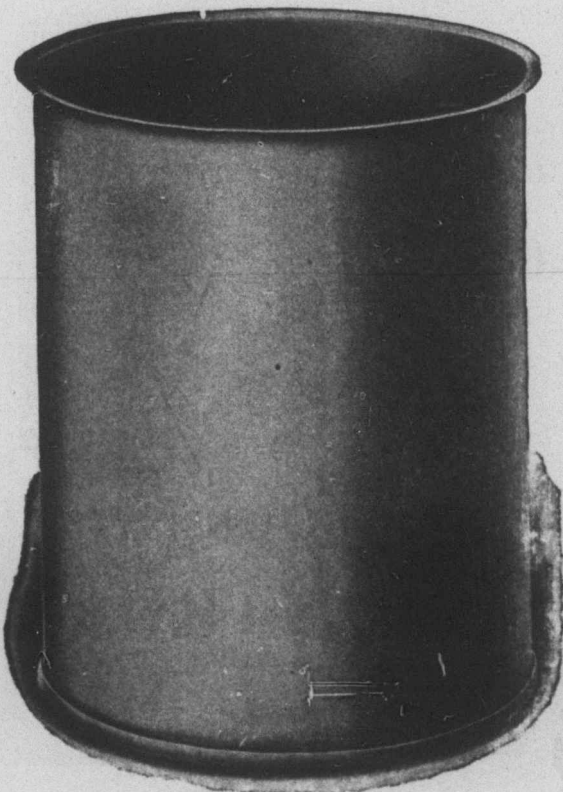
SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax - N.S.



Sanitary Cans

"The Can of Quality"

Fruits, Vegetables,
Baked Beans, Soups,
Meats and Milk.

Sanitary Can Company

LIMITED

NIAGARA FALLS, ONTARIO

CANADIAN GROCER

First Place

By careful attention to your customers' needs we have won first place for our Golden Yellow Sugar. Order

St. Lawrence

Golden

made from Pure Cane Raws. Best sugar for baking.

BLACK JACK



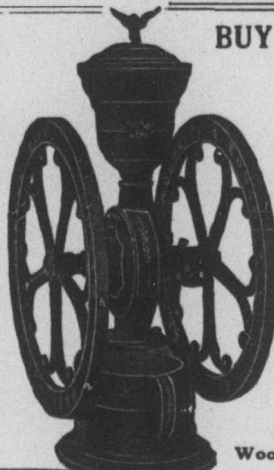
**QUICK
CLEAN
HANDY**

TRY IT

**SOLD BY
ALL
JOBBER**

1/2-lb. tin—
3 doz. in case

BUY AN ELGIN NATIONAL because



It will STEEL-CUT Coffee faster than any other mill of corresponding size.

It can be adjusted while running to grind coffee to suit each individual's taste.

It is the strongest, the most simple, and the best looking mill made.

It costs less than any other mill to buy and nothing to operate—there is no overhead.

Ask your jobber for complete catalogue—there is an ELGIN made to meet your requirements.

Woodruff & Edwards Co., Elgin, Ill., U.S.A.

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size,
color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

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

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road

LONDON N., ENGLAND

The Beverage that Benefits



Raspberry Vinegar

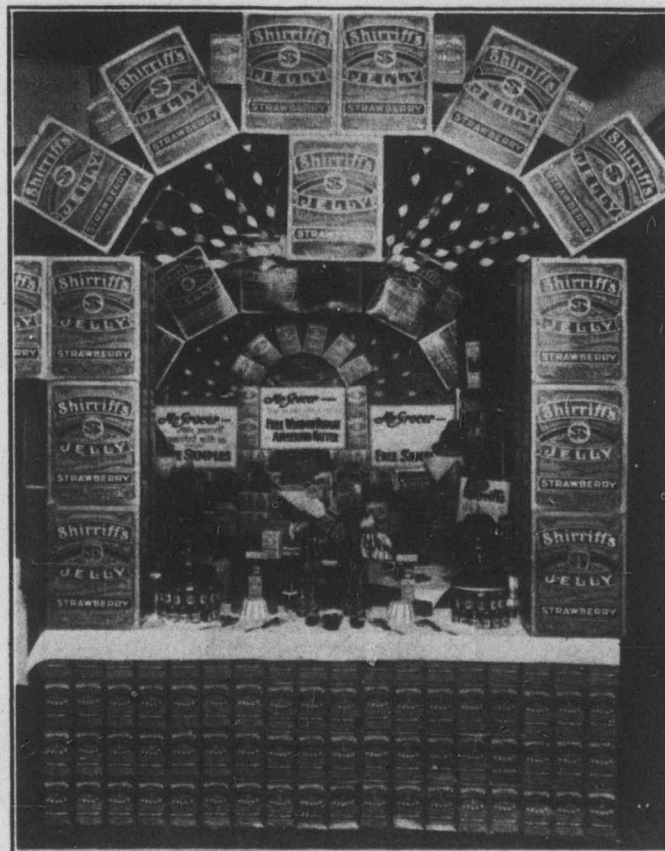
Benefits your customers with a delicious, invigorating summer drink, soothing and healthful to the most delicate.

Benefits you by bringing to your store heavy extra sales that keep growing in size and popularity with the summer.

The moderate selling price makes every customer a steady customer.

Stock up to-day.

T. A. Lytle & Co., Limited
Sterling Rd., Toronto



Shirriff's

DISPLAY BOOTH at THE LONDON CONVENTION

*Demonstrating the value of
proper display of goods*

You have seen the effect of Shirriff's Jelly Powder well displayed; you have tasted the delicious desserts produced by the use of Shirriff's Jelly Powders, and we hope you are convinced that you could sell more.

No matter how much Shirriff's Jelly Powder you have sold we believe that by giving more attention to their display you will easily increase your sales and incidentally your profits.

Send for one of our handsome window displays and try it out.

Mail your request to-day.

Imperial Extract Co.
TORONTO

Western Representatives: H. F. Ritchie & Co., Ltd.,
Toronto, Ont.

Montreal:—W. S. Silcock; Quebec City, Albert Dunn.
Maritime Provinces:—W. H. L. Usher, Halifax.

Things Seldom Just "Happen"

There are sound reasons if
you look for them

Red Rose Tea is as distinctive in cup quality as it is in name. This didn't just "happen." The reason is that in Red Rose Tea we use a large proportion of the rich, strong teas of Northern India—teas grown in the district of Assam, where the tea bush is said to have had its origin, and where it grows so luxuriantly that the bush in its wild state sometimes reaches a height of 25 feet or more.

These teas, when blended with the finer sorts of Ceylon teas, give that rich strength and pleasing flavor which are the distinctive characteristics of Red Rose Tea.

T. H. ESTABROOKS CO., LIMITED

St. John Toronto Montreal Winnipeg Calgary

COIN PURSES

(Our new penny piece)

NIGHT STICKS

WHISTLES

FLEXIBLE STICKS

CIGARETTES

and a full line of attractive and quick-selling Licorice Specialties.

Order from your Wholesaler

Everything in Licorice for Grocer,
Druggist and Confectioner

MADE IN CANADA

National Licorice Company

MONTREAL

Cherry Grove Molasses

2 lb. Tins (cases 36) . . . 95c. Doz.
(Freight Paid in 5-case Lots.)

Rowat's Olives

We have a few lines of these Olives at prices prevailing before the War.

10 oz. Bon Bon Manzilla \$1.45 Doz.
12 oz. Peacock Manzilla 1.45 Doz.
16 oz. Oval Superior Queen 2.35 Doz.

Write, wire or 'phone at our
expense — Ade. 867, 1057,
941.

WARREN BROS. & CO.

LIMITED

Queen and Portland Sts.

TORONTO

Manufacturers' Agents and Brokers' Directory

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

ONTARIO.

Established 1859
GEO. STANWAY & CO.
TORONTO

Agents for "Horseshoe," "Tiger" and "Sun-flower" Salmon. Fred. L. Myers & Son, West Indian products. Pritchard Rice Milling Co., Texan Rices. Alexander Molasses Co., New Orleans Molasses.

W. G. A. LAMBE & CO.
TORONTO

Established 1885

SUGARS FRUITS

**W. H. Millman
& Sons**

Wholesale Grocery
Brokers

Toronto Ont.

Headquarters for Evaporated
Apples and Canned Tomatoes.

The Harry Horne Co.

GROCERY BROKERS

Manufacturers' Agents
and Importers

309-11 King W., Toronto, Can.

We can place your goods on the
market successfully.

(Correspond with us.)

W. G. PATRICK & CO.

Limited

Manufacturers' Agents
and Importers

51-53 Wellington St. W., Toronto

STIRLING & YOUNG

General Brokers Phone Main 4331

27 Wellington St. E., TORONTO

We wish to get in touch with exporters
of Raw Sugars.

Reference : : : Bank of Montreal

HENRI DE LEEUW

28 Front St. E., Toronto.

**IMPORTER - EXPORTER
FOODSTUFFS**

Connections all over the world.

WESTERN PROVINCES.

GEORGE E. MEASAM

COMMISSION MERCHANT

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The quotations in the Prices current at the back of this week's "Grocer" are now in force, but they are only guaranteed from day to day.

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VARIETIES

PURE FOOD PRODUCTS

You give your customers—
Goods Made in Canada—
from Canadian Materials—
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They are always uniform in quality and flavor and of superior strength. The trade demands the best; these brands supply it.

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The Star System for Safe Egg Handling

It's the simplest, quickest and by far least expensive system of egg handling ever devised. Nine seconds to fill the Carrier—an instant to empty it, and never a broken egg.

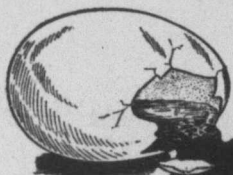
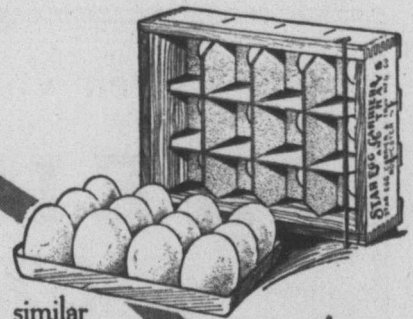
The Tray is left with the customer—there is no delay in the delivery. Your ad on the inside of each Tray costs practically nothing, and yet it's the most valuable advertising space you could buy. Candling the eggs can be done right in the Carrier. Send for our booklet.

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Rochester, New York



Lost Profits

CANADIAN GROCER

VOL. XXIX

TORONTO, MAY 14, 1915

No. 20

Convention Discusses Trade Ethics

Manufacturers, Wholesalers and Retailers Talk Over Vital Problems—Selling Direct to Farmers' Clubs—Sugar in Packages From Retailers' and Manufacturers' Standpoint—Many Places Represented—Successful Food Show.

Reported by Staff Correspondent.



Left-hand snap: E. M. Trowern, Geo. Ecclestone, G. H. Ellis, Gordon Drake, J. McFarlane and Thos. Shaw, on the Masonic Temple steps.

Right-hand snap: A Toronto bunch: Milt. Cork, "Don" Nicholson, J. Davison, Neil Carmichael, W. J. Parks, and Fred. Thorne, ready for a morning stroll.

Centre: Jas. Main, of Hamilton, and "Dad" Mellen, of Brantford, a couple of the pioneers.

LONDON, May 10.—In last week's issue there was published, up to Tuesday night, a report of the proceedings of the convention of the Grocers' Section of the Retail Merchants' Association, Ontario Branch, which was held here last week. Wednesday's session was a particularly important one in view of the fact that so many resolutions came up for discussion and because a number of the more important were discussed in conjunction with representatives of wholesalers and manufacturers.

Taken as a whole the entire convention was one productive of much good. Of course it is realized in case of a number of the resolutions that the results do not show immediately. In many of these power has been given to the Ontario or Dominion boards to go after certain reforms, and even if a part of them are secured it will mean much to the benefit of the trade of the entire country.

The last day of the convention, too, included the election of officers, and an address on the Fruits Marks Act and

the Handling of Fruit, by D. W. Clark, of Toronto; also an address by F. C. Higg, a Toronto grocer, on the history and work of the Retail Merchants' Association of Canada.

The public food exhibit in the basement of the Masonic Temple was an outstanding success. During the last day of the convention, Secretary W. C. Miller announced that there would be a surplus from this exhibit of between \$275 and \$300. Secretary Miller had this matter in hand, and was ably assisted by the active members of the London Retail Grocers' Association, all of whom are to be congratulated on the way they handled this part of the convention.

Thos. Shaw who has been treasurer of the association since its inception was elected without a ballot as chairman of the Grocers' Section for the coming

year. Mr. Shaw has been connected with the London Association for a good many years and has consistently followed up association work ever since the Ontario body was thought of. The office is undoubtedly in capable hands.

Resolution No. 3, which was introduced on Tuesday, but which was held over for further discussion until Wednesday morning, is as follows:

"That whereas the manufacturers and the press of Canada are spending large sums of money in calling public attention to the fact that it is an advantage to the citizens of Canada to buy 'Made-in-Canada' goods, and

"Whereas, the Retail Merchants of Canada recognize perhaps more fully than any other commercial class that by buying and selling goods made in Canada, it greatly increases the local circulation of Canadian currency, and keeps trade operating in local localities in which they do business, but the retail trade desires to call the attention of the manufacturers and the press to the fact that there are certain fixed legitimate

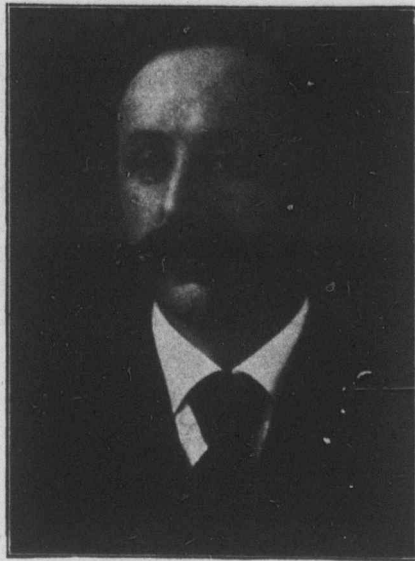
overhead expenses in connection with the retail distribution of merchandise that must be met before retail merchants can secure any payment for their personal labor and

"Whereas some manufacturers and wholesalers wholly disregard the overhead selling cost of the retailer; and when Canadian manufactured goods have become well known through the efforts of the press and the retail trade introducing and recommending Canadian goods to their customers, some manufacturers and wholesalers in their anxiety to increase their sales, sell Canadian made goods to some catalogue houses, who having no regard for the interests of anyone beside themselves, or as to whether goods are made in Canada or not, the said catalogue houses catalogue Canadian made goods, either well known staple lines, or imitation goods made to their order, that have been made known to the public, at such prices as to induce the public to believe that all of their lines are at reduced rates, whereas what they lose on the well-known made in Canada goods that have been advertised, they more than make up on other lines that they catalogue and sell, which the people know very little about and.

"Whereas the system adopted by these catalogue houses causes the legitimate retail trade to cease buying such Canadian goods as are so advertised, as it can readily be seen, that no retail merchant no matter how patriotic he may be, can afford to handle, and should not handle the goods of any manufacturer, whether they are made in Canada or not, if they do not bear sufficient profit to enable the retailer to pay the manufacturer or the wholesaler their accounts, and leave sufficient to give the retail merchant a fair salary.

"Therefore, this convention resolves that we recommend our members not to handle any line of goods, whether they are made in Canada or elsewhere, if they are catalogued, advertised or offered for sale by catalogue houses, or by those who call themselves 'cut rate,' 'price-cutting stores,' or by other persons who use any other similar name to deceive and attract the public, and that a copy of this resolution be forwarded to the Dominion Board with the request that it be sent to the Canadian Manufacturers' Association, or to any manufacturer whom they deem necessary."

There was a great deal of discussion on this resolution and there were many scathing remarks made about those houses which follow up the price-cutting method in order to obtain business. "Anybody can give goods away, but it takes a salesman to sell them at a profit," was the theme that ran through this discussion.—The resolution was adopted.



THOS. SHAW, London, Ont.,
The newly elected chairman of the Grocers' Section for Ontario.

Resolution No. 6.

"Resolved—That it is the opinion of this convention that some retail grocers do injury to themselves as well as to their neighbors by buying imported goods at wine measure and calculating the quantity to be sold, and the cost, by the same measure, and then by selling them at Imperial measure. If this practice prevails anywhere we desire to call the attention of any member to it both for his own benefit as well as his neighbor's."—Carried.

Resolution No. 7.

"Resolved—That it is the opinion of this meeting that the word 'Maple' should not be used in connection with any imitation or substitute for maple sugar, and that it be only allowed on such bottles or packages as contain pure maple sugar, and that this request be forwarded to the Dominion Committee, and they be asked to take it up with the other provinces, and deal with the matter as they deem advisable."

There were some expressions of doubt as to just what the law was in regard to maple products. It was pointed out that the law as passed last year, and which was amended on April 15th of this year, was even more strict in regard to the manufacturing and selling of pure products. W. J. Parks (Toronto), thought the law as it stands at the present time a good one because it protects the honest man and allows him to get a fair price for his pure maple syrup and sugar. This was the general feeling of the meeting.—The resolution carried.

Resolution No. 8.

"Resolved—That whereas we believe that it is not in the best interests of trade that 'bribes' in the form of coupons or premiums should be offered either by manufacturers or retailers for the

sale of any line of goods, we, therefore, desire that the same be abolished, and we request that this matter be referred to the Dominion Board, and we ask them to take such action as they may deem advisable to remedy the same."

James Main, (Hamilton), pointed out that there were ten or twelve merchants in Hamilton, among them some grocers, who were giving away an automobile to the person who gets the most coupons in a hundred days. He asked if this were legal. Provincial Secretary E. M. Trowern said that it was not. W. J. Mellen (Brantford), stated that practically the same thing was being done in Brantford. "We ought to jump on this sort of thing with both feet," he said. "There is no inducement in a thing like this to the honest merchant, and the man who is out to get business on his merit and on straight business principles. Too many people were using these schemes to take away trade from the honest merchant without obtaining any profit for themselves. E. M. Trowern stated that the association prosecuted a man in Toronto not long ago but found that the Trading Stamp Act was not sufficiently wide enough. The magistrate dismissed the case, although he thought there was a fraud connected with it, because he didn't think the law was exactly strong enough. The Minister of Justice at Ottawa has been seen and the matter discussed with him, and there is a new clause to be introduced in this Act, and when the time comes every member of this association should back it up by getting the assistance of their local members of Parliament. In answer to a question by W. F. Nichol (Toronto), as to whether the resolution called for an amendment that would include manufacturers as well as retailers in regard to coupons, etc., Mr. Trowern stated that that was the case. "When the Trading Stamp Act was passed," he said, "manufacturers were left out, because we as retailers could not represent them. Now I believe that 95 per cent. of the manufacturers want the same thing as we have."

On motion of Donald McLean and F. C. Higgins (Toronto), this resolution was adopted.

Resolution 9—(Bulk Sales Act).

"Resolved—That whereas a measure was introduced two or three years ago by the wholesale trade into the Ontario Legislature known as the 'Bulk Sales Act,' and whereas it was found that the proposed legislation was unfair in its provisions regarding its application to the retail trade, and whereas through the opposition of our association it was withdrawn, and a special committee was appointed consisting of retailers, wholesalers and manufacturers, to agree upon some measure that would be suitable and

CANADIAN GROCER

fair to all concerned, and whereas after several meetings of the above representatives, they unanimously agreed upon a measure that is considered to be a fair and just one, and one that will protect the retail grocer as well as every other retailer, as well as wholesaler and manufacturer, and a measure that meets with the approval of the officers and members of the Ontario Provincial Board, we therefore approve of the same, and request the executive officers to take such action as is necessary to have the same become law."

Asked for an explanation of the terms of this proposed bill, Mr. Trowern pointed out that with the former proposed Bulk Sales Act, if a retailer wanted to sell his business, the buyer would have to ask and get a list of creditors and then when the money was paid over it had to be paid to a trustee who received a certain percentage of the money for handling the case. We retailers objected to that. We got together with a joint committee of the Canadian Manufacturers' Association, the Credit Men's Association, the Board of Trade and retailers. On discussing the situation we came to the conclusion that the fairest bill would cover everybody and not only retailers. The new bill states that before anyone sells his goods in bulk he has got to give his creditors one week's notice and publish the fact in a paper. The purchaser would not be liable for the debt of the seller so long as the buyer got an affidavit that the terms of the act had been complied with, in which case the responsibility would not rest on the buyer at all. This bill applied to not only retailers but farmers, boarding house keepers, etc. On motion of W. R. Butcher (St. Marys) and J. M.

ship, cartage, mail or express company regarding the shortage of goods in delivery, or the prompt settlement of claims for damaged goods, that it should be reported to the Association as well as submitted to the said company, and in this way the claims of the members would be more expeditiously settled."

The grocer seems to have a lot of trouble with the railway companies with regard to damaged and pilfered goods. D. W. Clark stated that on one occasion he noticed something the matter with a case of canned tongue he had bought. He called in the inspector and it was found there were three tins short. He was allowed the claim. A day or so later when he was putting these goods in stock, he found that the pilferer had tried to open three other tins of the tongue and had broken off the little keys. Of course the tins were opened at one or two places and the contents were spoiled, and he got no settlement for these. On another occasion he found in a case of fruit there were two dozen short and three or four bricks put in to make up the weight. As it was some time after he purchased these when he opened them, it was too late. He felt that the resolution did not cover the entire situation.

Neil Carmichael (Toronto) advised the trade to be present when the inspector was making his rounds. "Be on the job," he said, "and don't take the inspector's word every time." Mr. Trowern pointed out that in some lines the railways paid more attention to the As-

merchant must wait until the inspector comes before a package can be opened. Alex. Philips (Ottawa) told a story which indicated that the claims agent of a railway company was really supposed to make his salary out of the claims he could discourage. The resolution, on motion of Neil Carmichael (Toronto) and Alex. Philips (Ottawa), was adopted.

Resolution 11.—(The Soap Question.)

"Resolved.—That whereas a great many attempts have been made by the retail trade from year to year to point out to the manufacturers of soap that the retail trade who handle soap products have just as much right to be paid for distributing soap as the working people who make the soap in the factories have the right to be paid for their labor and, whereas notwithstanding our many appeals to the manufacturers to secure a remedy for our complaint, our complaints up to the present time have not been remedied, we therefore in order to protect ourselves and enable us to be paid for our labor, believe that we should unite and handle a brand of laundry soap bearing a registered trade mark that will be owned and controlled by our association and which will contain more soap and be the best value of any soap placed before the public and which will retail at not less than 6 for 25c."

W. F. Nichol, Toronto, who was the first to propose that the retail trade control their own brand of soap, explained what the Toronto Association had done up to the present time. The association had gone to David Morton & Sons, of Hamilton, and had got their decision to make for the association, under its



Upper left: Robt. Dowson and W. F. Nichol, Toronto; E. F. Mason, Peterboro; Thos. Shaw, London; Chas. McCausland, Paris, and Neil Carmichael, Toronto—lined up.
Centre: J. Davison, Donald McLean and Donald Nicholson, with a London "newsy."
Upper right: Jas. Gammon, Sarula; Jno. Fell, Toronto; Wilfrid McCorvie, Chatham, and Jerry Burns, Toronto
Insert on the left is H. C. Beckett, of Hamilton, and on the right E. F. Mason, Peterboro, and Chas. McCausland, Paris, approaching the Temple.

Cork (Toronto) this resolution was adopted.

Resolution 10.

"Resolved.—That it is the opinion of this Convention that if any member has a grievance against any railway, steam-

sociation than to individuals. If the grocers get a sufficient number of grievances we ought to be able to have a man to look after this work, and to do something to overcome it. Another difficulty was pointed out by Mr. Clark in that the

own brand and label, a bar of soap weighing 12 oz. at \$3.50 per hundred bars; and it was their intention to sell this soap at six for a quarter and to push the sale of it. Some hundred cases had already been ordered and the cuts for

the labels had been made. One of these labels was exhibited among the members. Mr. Nichol further explained that the Association had attempted a somewhat similar thing in regard to tea, and cereals, but these had not come to a head yet. He urged the Association to go in on the tea proposition as well as the soap. Adam Palmer, London, suggested that each case of soap be made to pay a royalty to the Association. The reason that the Toronto grocers decided to go into this matter was the fact that they did not think they were getting a sufficient profit on the brands of soap they had been selling, and which they had to sell at six for a quarter on account of competition, chiefly from the department stores. T. B. Shillington (Blenheim) said that in his town they did not sell soap at six for a quarter. "We keep on good terms with our neighbors," he said, "and it seems to me a strange thing why you men in Toronto, with such a large Association, cannot agree on a better profit." Robert Beck (Ottawa) intimated that the previous speaker did not quite understand Toronto. "I was there," he said, "before I went to Ottawa, and if any Ontario merchant was there for awhile he would find he would be up against it on account of the department stores." W. J. Parks (Toronto) pointed out that the retailers in Toronto were now practically forced to sell soap at 3 per cent. profit. F. C. Higgins, Toronto, also stated that grocers there were compelled to sell at six for a quarter, which is practically cost. "We considered a means for improving our situation," he said, "and this bar as explained by Mr. Nichol was



E. M. TROWERN,

Ontario and Dominion Secretary of the Retail Merchants' Association, whose counsel was called for a good many times during the convention.

the outcome." On motion of Neil Carmichael and W. J. Parks the resolution was adopted.

OFFICERS FOR 1915.

Chairman—Thos. Shaw, London, Ont.

1st Vice Chairman — E. F. Mason, Peterborough.

2nd Vice Chairman — Alex. Phillips, Ottawa.

Treasurer—Donald McLean, Toronto.

Secretaries—W. C. Miller and E. M. Trowern, Toronto.

Executive Committee—F. C. Higgins (Toronto), Adam Palmer (London), Thos. Bowman (Ottawa), G. B. Drake (London), Jerry Burns (Toronto), Jas. Main (Hamilton), Chas. McCausland (Paris), J. W. McCully (Stratford), D. W. Clark (Toronto). Past Chairman W. J. Mellen (Brantford).

Resolution 12.

"Resolved.—That it is the opinion of this Convention that all fruit and vegetables should be sold by weight—and that a copy of this resolution should be submitted to the Dominion Committee so as to secure an expression of opinion on this subject from the members of the other Provinces."—Carried.

Resolution 13.

"Resolved.—That it is the opinion of this Convention that the system adopted by some manufacturers of selling to some large departmental stores at lower prices than they sell to the legitimate wholesale or retail trade is unfair, as it gives these stores an opportunity of still further practising their deceptive tricks of selling some staple, well-known lines at cost, and then fleecing the public on other lines that they are unfamiliar with, and we therefore request the Dominion Board to send a copy of this resolution to the officers of the other Provinces and if this resolution meets with their approval that a copy be sent to every manufacturer in the grocery line in Canada, and take whatever action they may deem advisable to put a stop to this practice."

Some of the members thought there were a few words in this resolution that were a little too strong. Mr. Trowern, who had the day before passed a watch around, told a story about it, which changed opinions quickly. He pointed out that a certain large department store in Ontario advertised this watch as being bought direct from the manufacturer, and that it was being sold at less than wholesale price. The advertisement was cut out of the paper, the watch was bought, and a charge was made against that particular house that there was mis-

representation. It was found it was bought from a wholesale house and that the wholesale price of the watch was \$3.71, and it was sold at \$4.75, whereas the ad claimed it was being sold at less than wholesale cost. The result was that this house was fined \$100 and costs. In another advertisement the firm stated that they were unjustly fined, etc. The resolution was then carried.

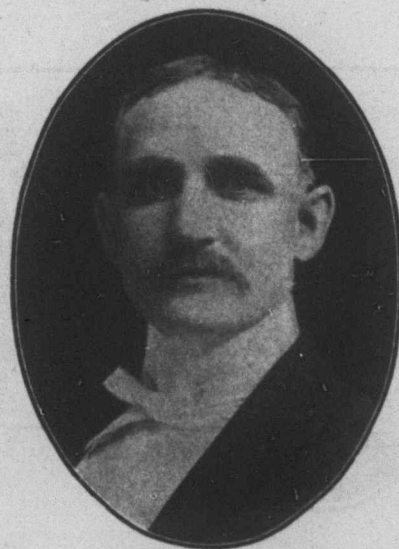
Resolution 14.

"Resolved.—That we endorse the action taken by the Poultry Division of the Department of Agriculture in their efforts to educate the retailer, the wholesaler and the farmer to a better understanding as to how to test the quality of eggs, and we further trust that any effort that may be made to improve the selling conditions of eggs through egg circles, etc., will not result in raising the price to the public by limiting the supply."

This was adopted on motion of E. F. Mason (Peterborough) and W. J. Nichol (Toronto).

Resolution 15.

"Resolved.—That whereas legislation has been placed upon the Dominion Statutes known as 'The Inspection and Sales Act,' with the intention of compelling all retail dealers to place upon each package of cereal the weight of the contents thereof, and whereas it is our opinion that such legislation is not only unnecessary, but unworkable at the present time, we therefore endorse the action of the Dominion Board who oppose the application of the same." Carried on motion of Chas. McCausland (Paris) and Donald McLean (Toronto).



B. W. ZIEMANN, Preston, Ont.,

Dominion and Ontario President of the Parent Association, who spoke at the banquet and at the opening session.

Resolution 16.

"Resolved.—That it is the opinion of this Convention that immediate action



A group photo taken on the Masonic Temple steps, London, Ont., between sessions and showers. This represents only a portion of the grocers registered, and includes a few of the manufacturers present.

should be taken to expose the methods of those firms who offer groceries for sale by mail through circulars, and who engage agents to sell certificates to members who pay certain fees on the understanding that they will be able to buy cheaper through the system proposed, than they can from the regular legitimate retail grocer, and that we request that a copy of this resolution be given to the officers of the Dominion Board asking them to take such action as may be deemed necessary to expose and prevent the continuance of this system."

On motion of Alex. Philips (Ottawa) and J. M. Cork (Toronto) this was carried.

Resolution 17.—(The 1 Per Cent. Discount).

"Resolved.—That whereas it is a recognized usage in trade that those who can buy their goods for net cash should receive a cash discount, and whereas the custom prevailed in the retail grocery trade at one time, of giving a special discount of one per cent. for cash, and without consulting the retail trade, the wholesale trade collectively discontinued the practice, greatly to the loss of the cash buyer, we therefore believe that the wholesale trade should be asked to again establish the custom of giving a cash discount and that a copy of this resolution be forwarded to the Dominion Committee with the request that it be taken up with the wholesale trade at once."

Jerry Burns (Toronto) asked if there

was anybody who was getting the 1 per cent. In reply several members announced that they were getting it, but nobody said he was not. "I get 1 per cent. off all my stuff," said Mr. Burns, "and if everybody else is getting it, why try to remedy something that does not exist." Neil Carmichael (Toronto) pointed out that in the Guild books it was not legal to give this 1 per cent. "While there has been a good deal of skirmishing in the business," said one of the delegates, "yet I think you will find the majority of the houses will accept your cheque with the 1 per cent. taken off. For a long time there was one house from whom I didn't ask the 1 per cent. Then one day I took it off and I got a receipt O. K. for my cheque. If the grocers outside of Toronto do not get it, they should do as we do. Wholesalers seem to be glad to get the business and the money if we have got it." Mr. Carmichael asked if this was not against the Secret Commissions Act. Mr. Burns replied that it wasn't, because everything was open and above board. H. C. Beckett, wholesale grocer of Hamilton, who happened to be present at the morning session, stated that when the manufacturers reduced the discount to the wholesalers, the latter found that the retailer wanted 1 per cent. off whether it was 30, 60 or sometimes even 90 days, and were not content with it on 10 to 30 days, whichever the invoice called for. "You must remember," said Mr. Beckett, "that our expenses are increasing,

and that our net prices are in many cases better than prices wholesalers in other lines selling the same goods are giving even with the discount. For instance, on grape juice our net prices are below the wholesale druggists', even after they allow a 5 per cent. discount.

"If," asked Mr. Beckett, "the wholesalers gave a discount off in ten days, how many would want it in thirty days? Remember," he added, "that it is a sacrifice to be honest. There are dealers who have turned us down, because we have been living up to a principle."

F. C. Higgins (Toronto) asked if he would be guilty of any wrong doing if he accepted goods at lower price than the hear-say standard fixed price. He thought that the selling of goods at a sufficiently low net price was just as good as giving a discount. W. J. Parks stated that he got a discount from some houses; from others he didn't. The resolution on motion of W. J. Parks and Neil Carmichael, carried.

Resolution 18.

"Resolved.—That it is the opinion of this Convention that the time has arrived when we should request the Dominion Board of our Association to make provision for an educational campaign, so as to educate our customers and the public generally, as to what the aims and objects of our association are, and to let them know that those who form the association desire honest

(Continued on page 26.)

CANADIAN GROCER

ESTABLISHED 1886

Only Weekly Grocery Paper Published in Canada.

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RESOLUTION OF A. LIVE WIRE.

"There is a dollar for every penny," was an epigrammatic statement I read the other day. "Don't chase the penny, chase the dollar." I have resolved that this year and in the future I shall give more of my attention to the bigger things in the store and hand over much of the detail work that I have been doing in the past to the clerks. I have discovered that I can make more money by giving more attention to the buying public who come into the store and by showing and explaining to them the new goods that arrive from day to day, than I can by rearranging boxes in the warehouse during business hours, and hunting up empty cases for delivery purposes. In future junior clerks are going to be responsible for this sort of work, while the head clerks and myself pay more attention to the actual SELLING of goods. While I am firmly resolved to hang on to all the pennies, I am going after the dollars more strongly this year.—A.L.W.

Getting Benefits and Giving Nothing

THERE was at least one new merchant at the Grocers' Convention in London who has caught the proper spirit in so far as Association work is concerned. This man, together with his son who is in business in a Western Ontario town with him attended the Convention for the first time. He had been informed by a traveler that he was securing a great many benefits through the Retail Merchants' Association for which he was giving nothing in return. This he was adverse to doing, so with his son he went to the London Convention, joined the Association, and listened to the various deliberations.

When the Conference was over he stated he had learned a great deal—many things that he did not

know before—and that he had already received his money's worth.

There are merchants all over Canada who are receiving similar benefits through the work of the Retail Merchants' Association and paying nothing for them. What better work could be done if every merchant contributed the Association fee and gave the men at the head of affairs more money and more power to go after reforms that would put the retail business on a much better basis?

It is up to those dealers who have not joined the organization to answer.

Elevate the Grocery Business

“WE can put the grocer business on a better footing if we only like.”

This was a statement made at a recent Association meeting by a prominent retailer. This man pointed out that not long ago, he took a trip through a number of cities and called on the best stores. All these men, he declared, say that the grocery business is a good business, and it is a good business because the men make it good.

There is a point here which should be pursued carefully by every man in the trade. There is a great work to be done, but every merchant must join in to help it along. There is, of course, not much use in anyone drawing attention to evils in the trade, if he does not suggest remedies to overcome them. The grocer in question strongly urged the apprenticeship system for every grocery clerk in Canada. Men who have an Old Country training, he claimed, made the best clerks and the best grocers, and if we could have this system here, and see that the wholesale grocers do not start a man in business unless he is apprenticed, we would put our business on a much higher plane.

Something surely should be done in this regard, and it is a matter for much concern that more retailers do not attend the annual conventions of the Association. These conventions help broaden one's ideas, they give him an opportunity to meet his fellow men and find out what they are thinking and talking about. It gets a man out of the rut.

Merchants and Farmers Co-operating

INSTEAD of there being enmity existing between farmers' clubs in Canada and the retail merchants, there should be co-operation in every community to assist in the building up of that community. It should be clearly understood that the merchants have no criticism whatever to offer to farmers uniting together for the purpose of discussing better farming methods, for getting better prices for their products and for social purposes. Merchants everywhere will encourage this. But they are opposed firmly to farmers uniting to purchase their goods direct.

In the State of Oregon, there was recently held in one of the counties, a meeting which was engineered chiefly by merchants to get the farmers to form a club. The merchants of the town used a great deal of their advertising space in the local papers to call attention to the time and place of meeting, as well as the programme for the day. The merchants also announced that they would close their places of business from 12 to 1.30 p.m. and help wait on tables at the free dinner to be given by the Retail Merchants' Association to all farmers and their wives attending the meeting. In addition to the speakers, the Retail Merchants' Association had provided an orchestra and band music for the occasion. As a result of this interest shown by the business men and their active advertising campaigns an enthusiastic meeting was held attended by nearly 700 persons.

Although it does not say so in the report that has come to hand of this meeting, it is to be taken for granted that the farmers were organizing their club to assist them in becoming better tillers of the soil and to give them an opportunity to get together occasionally and learn one another's ideas and methods. The co-operation which the Retail Merchants' Association gave the farmers is certainly to be commended. Probably it would be a good idea for merchants in the various communities to organize something somewhat similar which would cement the relationships between the farmers and themselves.

Mail Order Craze

RETAIL merchants can do a great deal in the way of curtailing the operations of the mail order houses. If the merchants advertise intelligently in the local papers, it will pay them and at the same time gain the support of the local publisher in the movement towards creating a more loyal feeling toward the home community. The spirit of "Home Loyalty" is being encouraged in many sections and the following notice which has appeared in many rural newspapers will show how the small town publishers are taking up the matter. The following is from a Vernon, B.C., paper:

"It is worth while to stop and think seriously what this sending of money to mail order concerns means locally. It means poorer schools, poorer roads, higher taxes, unemployment. To buy cheap things cheaply never did and never will mean prosperity.

"There is involved in this thing of sending money to large cities for goods which can be purchased from the home merchant, the question of local prosperity. It is a poor policy to tear down the business stability of the home town in order to swell the prosperity of the large city.

"In the long run there can be no gain to anybody in patronizing foreign business concerns at the ex-

pense of local concerns. If local merchants cannot get sufficient business to pay the expense of operation, it means that smaller stocks will be carried and that the range of selection will be restricted. It means that fewer clerks will be employed; it means that fewer houses will be built or rented; it means that the growth of the local town or city will be retarded. This means in the long run that the amount of taxes which the rural districts will have to pay will be increased or that the public highways and other conveniences which make for better things will be sacrificed.

"This thing of sending out money in large volume which should be spent at home always strikes back some way or other. The school teacher may send away for her gowns; the boarding house keeper send away for her gowns; the boarding-house keeper away for his needs. Then comes the cry that revenues from local taxation because of decreased business are not adequate to meet expenses. Then school boards are confronted with the necessity of cutting salaries; the patrons of the boarding house become fewer; the sign 'for rent' is seen conspicuously posted on buildings.

"The whole question of local betterment is involved in this foolish mail order craze. If a community is foolish enough to spend its money abroad which should be spent at home, then that community must satisfy itself with poorer schools, churches, roads, theatres, mean-looking towns, everybody in debt, mortgages foreclosed and general business depression.

"If the people would cut out the mail order nonsense for six months, there would be a local prosperity which would surprise everybody. When all the people learn that their own community is most worthy of consideration, when they learn the folly of building up great cities at the expense of their own local towns, then they can be called rational, and not till then."

Those War Tax Stamps

READERS should be fully acquainted with the new war tax stamps and remember that ordinary postage stamps can be utilized instead of the special stamps marked "war tax."

The post office department states that postage stamps may be used for the prepayment of war duties on bank cheques, bills of exchange, promissory notes, express money orders, proprietary or patent medicines, perfumery, wines or champagne, as well as upon letters and post cards, postal notes and post office money orders, the intention being to provide facilities in those portions of the country where excise stamps are not readily available.

Editorial Notes

LOTS OF PEOPLE expect something for nothing. Many a fellow who travels on his uppers wants a lower berth.

. . .

NEVER TAKE SHELTER behind the mistake of a clerk. Make your store good for every contract of its "agents."

. . .

THE FARMER'S TRADE and the tourists' trade. Two of the best directions for pulling business this Summer.

CONVENTION DISCUSSES TRADE ETHICS.

(Continued from page 23.)

goods and honest trading, and that we are banded together for that purpose, and we would further suggest that the Dominion Board be also requested to consider the advisability of having a suitable registered design or trade-mark which could be placed either in our windows or hung up in our stores so that the public would know our aims and intentions, and we request that a copy of this resolution be referred to the next Convention of the Ontario Provincial Board, so that every section of trade in Ontario will have an opportunity of considering the same."

On motion of J. W. McCully (Stratford) and F. C. Higgins, this was adopted.

WEDNESDAY AFTERNOON SESSION

Resolution 19.—(Sugar in Cartons).

"Resolved.—That it is the opinion of this meeting that while some arguments may be produced by the sugar refiners to show the public why sugar should be placed in sealed packages, and large sums of money are being spent to advertise the same, the argument is not of sufficient public importance to warrant the retail trade from abandoning the present plan of selling sugar, and adopting a plan which would cause them to lose more money than they are now losing, when they distribute the same to the public, and inasmuch as the refiners have made fixed arrangements with the wholesale trade whereby they are protected and secure payment for handling sugar, they have made no similar arrangement whereby the retail trade can be protected, or be paid for handling the same, we therefore see no reason why we should be called upon to distribute the refiners' product in package form at a further loss to ourselves, and that the loss that we are being called upon to make by selling sugar in package form be pointed out to the trade generally, and that a copy of this resolution be forwarded to the secretary of the Dominion Committee, and they be requested to submit the same to the officers of the various provinces throughout Canada, and if it meets with their approval, that a copy be sent to the sugar refiners—as well as to the wholesale trade generally throughout the Dominion."

Wm. Forster (Toronto) opened the discussion on this resolution by questioning the good that it would do. "We are not forced to sell any lines which we do not want to sell," he remarked.

Mr. Marshall, a grocery broker from Ottawa, asked why sugar should be singled out in this way. "Did you ever try," he asked, "to weigh 300 lb. of

sugar out of a barrel and not be short." There was a chorus from different parts of the audience to the effect that this had been often done and at the same time full measure had been given. In some cases some of them had had one or two pounds over.

D. W. Clark (Toronto) pointed out that sugar varies in price so often that whenever the price goes up a few cents per hundred pounds, the retailer would still have to sell in sealed cartons at a popular price. Rolled oats, he said, for instance, do not vary in price like sugar.

"A salesman came in to me the other day," said W. J. Parks (Toronto), "and wanted me to lay in a stock of two and five-pound packages of sugar. He pointed out that the department stores were not handling it, but on giving me the price, I found that I would make but 13 per cent. on it, whereas overhead expenses are 17 or 18 per cent. I would like to know whether it pays to sell sugar at a loss of 5 per cent.?"

W. J. Nichol (Toronto) said: "The package, you must remember, eliminates the responsibility of the retailer. It is my experience that the general public will pay more for a sanitary package than for an article in bulk. We must also remember that package goods are gaining headway every day, but I would urge that manufacturers put up the goods for the Retail Merchants' Association, and we will see that prices are maintained."

Grocers' Overhead 18 Per Cent.

There was a discussion here as to what the overhead expenses of the average grocer were. One or two maintained that 18 per cent. was rather high. H. C. Beckett, wholesale grocer of Hamilton, gave some interesting figures in this regard. "Some time ago," he said, "I was asked to give a talk to the Hamilton Retail Grocers' Association, and chose as my subject the cost of doing business. I went to a retail grocer who was doing some \$110,000 business and who has six or seven delivery rigs running all the time. I found his books to be in a most complete state, with all information as to delivery, stable accounts, repair accounts, etc. I found it was costing him 5 per cent. alone of his sales to cover his delivery. When telephone rent, salaries and everything else was added to this, the expense figured out at 18 per cent." Mr. Beckett contended that these figures were absolutely correct.

R. Anderson of the Atlantic Sugar Refineries gave reasons why he thought package sugar should be sold by the retail grocer. "One feature of our business," he said, "is a policy of putting up sugar in small packages. It was some 20 years ago since I left the Old Country, and at that time there was no retail opposition to selling sugar this

way. Sugar in cartons has gained great headway in the United States, and from reliable sources I have found that the greatest development is in packages. This is true particularly with the farmers. When a farmer purchases a bag of sugar, it sometimes gets wet on the way home, and gets hardened and is spoiled. Now the farmer can buy a case of package sugar and while it may cost him a shade more, there is the question whether it will cost you more to sell the package sugar than the bulk. The weighing out always means a loss. Then you have to consider paper bags and string. The cases in which the cartons of sugar come are useful afterwards, but the great point in selling this way is the sanitary feature. Sugar is always damaged by water, and that in itself is one of the great reasons in favor of the carton. On one occasion one of our men was attempting to sell a retailer some sugar in packages—pointing out the sanitary arrangement of the same. This dealer refused to purchase because he maintained that his sugar was kept in an absolute sanitary condition. The traveller asked him where he kept it. He pointed to the barrel and on going over to look at it a black cat jumped out. My contention is, too, that the manufacturer is entitled to individuality in his brands. Package goods are sold in almost every other line. We say that the wholesaler must not sell to the retail trade under a certain fixed price, but it is entirely in your hands whether you get a profit or not."

R. H. Beck (Ottawa) stated that if the manufacturer put the package goods on the market at fixed prices to the consumer, the retailer would be much more in favor of handling it. "We couldn't do that," replied Mr. Anderson, "because sugar fluctuates so rapidly. The package couldn't fluctuate."

H. C. Beckett suggested as a means to overcome the objection of the refiner setting a fixed price to the consumer, that the wholesaler invoice the sugar at retail prices to the retailer, and at the end of the month or some stated period, allow the retailer 2c a pound or whatever the case might call for, as a rebate.

On motion of Thos. Shaw (London) and Neil Carmichael (Toronto) the sugar resolution was left to the Executive, which will take steps to see what can be done later on.

Resolution 20.

"Resolved.—That it is the opinion of this Convention that a more simplified and less expensive system should be adopted by the Courts of our Province for the collection of small accounts, and for garnisheeing the same, and that this matter be referred to the Executive of the Ontario Provincial Board of our association with the request that they prepare suitable legislation and have the

same introduced at the next session of the Ontario Legislature."

This was carried on motion of F. C. Thorne (Toronto) and Alex. Phillips (Ottawa).

Resolution 21.

"Resolved.—That whereas special legislation is being enacted from time to time by the Ontario Legislature and the Dominion Parliament, to safeguard the public against being defrauded, or by making losses through companies who handle moneys secured through or by Friendly Societies, joint stock or mutual companies, but we greatly regret that no provision has been made to safeguard the public from being deceived, by investing their money in co-operative societies, many of which are causing great loss to the investors each year, and we therefore request the Ontario Provincial Board to present these facts to the Government and ask them to make such provision as will safeguard those who are being received by these concerns."

Carried on motion of R. H. Beck (Ottawa) and W. F. Nichol (Toronto).

Resolution 22.—(Selling Farmers' Clubs).

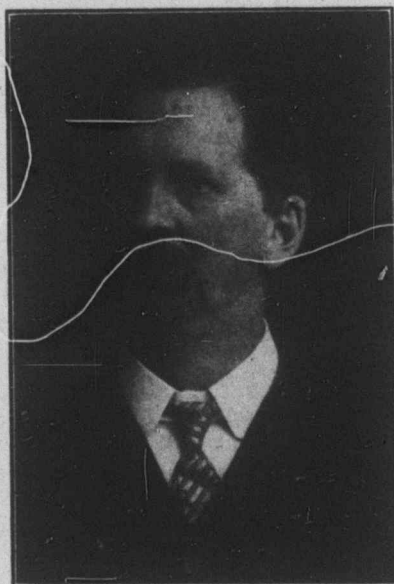
"Resolved.—That in view of the fact that the Dominion Government is spending large sums of money out of the Dominion treasury to encourage farmers to increase their products, and in educational campaigns, and also in experimental stations, which money to a large extent is paid into the Treasury of the Dominion by retail merchants, when they pay duty on the goods they carry in stock, we deplore the action of some farmers, who evidently have not the general welfare of Canada at heart, when they advocate the abolition of retail merchants and the buying of goods in ear-load lots, for the purpose of distributing them among themselves, thinking thereby they are saving money, whereas they are doing an injury to themselves as well as to the retail merchants and the public at large, and we therefore recommend that this subject be taken up with those manufacturers, and with those wholesalers, who meet with us during the session at this Convention, arranged for that purpose and we ascertain their views on this subject and have them made known to the trade, and we further recommend that the Dominion Board be requested to take this matter up, and to take such action as they may deem advisable, so as to remedy the same."

In explanation of this, E. M. Trowern said that the Association had received a large number of complaints from members regarding farmers forming clubs in their districts under the Grain Growers' Association, and buying their goods in earload lots direct from manufacturers.

"We object," he said, "to the elimination of the retailer and wholesaler, and I sent a letter to manufacturers and wholesalers, prior to the Convention, to find out if they were selling in this manner. What we want to know is who are with us, and who are against us."

"We are not affected by this resolution," stated Mr. Anderson of the Atlantic Sugar Refineries, "because we are not interested in farmers' clubs, and because we have decided that the proper course to pursue is to sell our sugar to the wholesale and retail trade, and to co-operate as much as possible with the retailer. We may have to sacrifice some business in some directions in order to retain the support of the retail trade, nevertheless we have refused to sell direct to department stores at wholesale prices."

"Can you prevent the wholesaler sell-



JAS. MAIN, Hamilton,
One of the new Executive members for 1915.

ing your sugar to farmers' clubs?" asked D. W. Clark. Mr. Anderson replied that they could not.

"Why could there not be a clause in the agreement with wholesalers stating that they must not sell to farmers' clubs, department stores, or co-operative stores?" asked E. M. Trowern.

Urges the Cheapest Channel.

"There are always two sides to a question," said E. G. Henderson of the Canadian Salt Co., "and I think if you stated why it is not expedient to sell farmers' clubs it would have more effect. Our company, I would like you to understand, has never yet sold to any retailer, department store or anyone else not a legitimate wholesaler. Why is it not expedient to sell farmers' clubs? Twenty years ago I decided that the cheapest way to market our products was through the wholesale channel to the retail trade and since that time I have never sold

through any other channel. The wholesale trade helped me to get a distribution for salt, and I have continued to give them my support. A question I would like to know is this: Are the retailers loyal to the wholesale trade who protects them, and to the manufacturers who treat them fairly? There are retailers who say every day, 'give me the commission that goes to the wholesale house.' Now that is what I object to. These grain growers are intelligent men. I have met them and I have told them the same thing that I am telling you. I have pointed out to them that the cheapest way is to market our goods through the wholesale and retail channels. If I departed from that system I would have to raise my price; but there are many retailers who want to do away with the wholesaler. Who are the bankers of the retailers? Who carry the retailers' accounts, until they are in a favorable financial position? Who but the wholesaler? Yet when a man gets on his feet, he wants to buy direct. That, gentlemen, is not fair."

E. K. Barnsdale (Stratford) asked: "What has the manufacturer done but made millionaires of the wholesale men and machines of the retailer?"

"Can you dictate to the wholesaler the retail price?" asked Wm. Forster, Toronto.

"I have every confidence in the wholesale trade," replied Mr. Henderson. "They are my agents. I happen to know, too, that there are retailers who are ordering goods for these very same farmers' clubs."

Robt. Wallace of the Battle Creek Toasted Corn Flakes Co., London, said that he was in accord with the resolution. His firm had never yet sold to farmers' clubs, and never will. "Some time ago," he said, "when the Householders' Co-operative Stores were launched we were urged to sell them. We instructed our distributors not to do this, and in spite of many criticisms, we stuck to our agreement with the trade."

H. C. Beckett was asked what the wholesale trade were doing in this regard. "As a Guild," replied Mr. Beckett, "we have never had this matter up for discussion. There is no agreement whatever among us. The matter, I think, ought to be brought up, however. Personally our firm has been approached by farmers' clubs, etc., and we have absolutely refused to sell them, but the trouble is they have bought their goods from non-Guild members. That is the whole difficulty. If every wholesale house were a member of the Guild, we would be all right, and if you bought only from Guild members you would soon have them all in our Association. Some time ago, for instance, a Hamilton grocer was selling a certain fixed price art-

CANADIAN GROCER

icle at three for a quarter, which should have been 10c straight. A retailer called my attention to it, and I suggested that he write the company and have them look into the matter. He did so, and in a short time this dealer had eliminated the cut price."

Harry Ranahan (London) asked whether the jobber who also sold retail could purchase goods from Guild members at prices under what the ordinary retailer pays. The reply from Mr. Beckett was that the wholesale houses in the Guild are under agreement not to sell either wholesaler or retailer at less than any retailer can purchase the goods—that is, in so far as proprietary lines are concerned. "We have, of course, cases where wholesalers have broken agreements and where they have not been cut off, but we know of others where they have been cut off." In reply to a question from R. H. Beck (Ottawa) Mr. Beckett stated that about 90 per cent. of the wholesalers of Canada were members of the Guild.

W. F. Nichol (Toronto) intimated that the stream should be stopped at its source and not at its mouth. The wholesaler should go to its source, the manufacturers, to have the trouble eliminated.

"What is the manufacturer going to do with the retailer," asked Mr. Henderson, "who wants the manufacturer to give him a rebate?"

Mr. Beckett said that the wholesalers were not strong enough to stop the manufacturer and he wanted the assistance of the retailers. "You help us get every wholesaler into the Guild," he said, "and then we will go to the manufacturer."

On motion of Jas. Main (Hamilton) the resolution was then adopted.

Resolution 23.

"Resolved.—That it is the opinion of this meeting that legislation should be procured whereby the manufacturer of any trade-marked or proprietary article should have the right to specify in addition to the exclusive mark he places on it, the conditions under which it should be sold, as well as the price for which it should be sold, and that he should be protected against unscrupulous price cutters and other trade pirates, using his product for deceptive purposes, and we therefore request that this subject be referred to the Dominion Board for the purpose of securing the views of the manufacturers on this subject and taking whatever action they may deem advisable.

Resolution 24.

"Resolved.—That it is the opinion of this Convention that the issuing of licenses for the sale of all foodstuffs, including meat and vegetables, should be

under the joint supervision of the Board of Public Health, as well as the licensing officers and councils of the various municipalities, and that no distinction be made between the conditions or fees governing large or small municipalities."—Carried.

Resolution 25.

"Resolved.—That we believe that it is not in the best interests of the trade generally that either the manufacturer, the wholesaler or the retailer should depart from the regular channels of trade for which they are intended, and to which they imply, and whereas this subject has often been discussed at various conferences and conventions between wholesalers, manufacturers and wholesalers, no action has been taken to lay down rules applicable for the Dominion owing to the fact that our organization was not wide enough in its scope. Now, however, that we extend almost Dominion wide, we are of the opinion that this subject should be taken up and dealt with at once and we recommend that the Dominion Committee be requested to prepare a series of questions and submit them to the secretary of every provincial board asking them to submit the same to every local section of the association, and when this is complete let each local section be instructed to keep the Dominion Committee posted as to who are the offenders against the rules provided for."—Carried.

Resolution 26.

Resolved: "That it is the opinion of this convention that the proposals made by some fruit growers of selling their fruit direct to consumers is not in the best interests of the public generally as it will neither reduce the price nor increase the supply, and we believe that as far as possible the names of the fruit growers who desire to be producers as well as retailers should be tabulated and made known to the trade, so that they can govern themselves accordingly. Experience has proven that those producers who resort to the practice of selling direct to the consumer generally charge more than the prices charged by the retail trade and the consumers have difficulty in getting redress in case of damage or misrepresentation."—Carried.

Resolution 27.

Resolved: "That it is the opinion of this meeting that an amendment should be made to the Early Closing Act whereby the merchants of any municipality who desire to close their stores on any afternoon of the week can do so and that this resolution be referred to the officers of the Ontario Provincial Board."—Carried.

Resolution 28.

Resolved: "That this convention endorse the action of the Ontario Pro-

vincial Board in protesting against the clauses in the Shops Regulation Act whereby merchants can be prevented from engaging female help after six o'clock on any day of the week, excepting Saturday or days before holidays, and we recommend that the clause referred to be amended and that this matter be referred to the Executive of the Ontario Provincial Board."—Carried.

Resolution 29.

Resolved: "That it is the opinion of this convention that mail carriers who are employed by the government on salary on rural routes, should not be allowed to carry parcels and receive pay for the same in competition with those who are employed by the merchants, and we request that this matter be taken up by the Ontario Provincial Board and if it is found to prevail to any extent that the Dominion Board be requested to call the Postmaster General's attention to it."—Carried.

Resolution 30.

Resolved: "That the Credit Reporting Department of our association, having produced good results for those members who have used it, and as our \$100,000 of slow and doubtful accounts have been reported as having been collected by our members during the past year, we recommend that as many members as possible who are not using the department now do so as it will still make the service more valuable for each member and it will enable the lists of delinquents to be extended and thus make the Credit Reporting Bulletin more useful."—Carried.

Resolution 31.

Resolved: "That it is the opinion of this convention that the principle adopted by some departmental stores in the large cities, of selling some well-known and extensively advertised articles at cost, or less than cost price, in order to induce the un-educated and un-thinking masses to believe that all the goods they offer for sale are valued in the same manner, is deceptive and misleading and against the true and fair principles of trading, and that we place ourselves upon record as being opposed to this system of doing business, and that a copy of this resolution be forwarded to the officers of the Dominion Committee and request them to call the attention of all manufacturers of grocery products to it, and ask them to adopt a policy that will prevent these stores from using their goods for such purposes, otherwise it must be pointed out to the trade that the manufacturers who make no effort to stop it are in sympathy with this unfair system of trading."—Carried.

Resolution 32.

Resolved: "That whereas there is some agitation at the present time, in

some municipalities for the opening up and enlarging of public retail markets, where farmers and hucksters will be allowed to sell their products at retail to the public at whatever season of the year suits them best, and without any regard to a continuous and constant service for the public, and at no lower prices, but with the advantage that they pay no municipal or business taxes, they are not subjected to Government Weights and Measures inspection and customers have no redress providing they buy decayed or damaged products. We, therefore, in convention assembled believe that the public should be made aware of the above conditions, through the press and through pamphlets published by our association, and we request the Ontario Provincial Board to take this resolution into their consideration and endeavor if possible to carry out our wishes."—Carried.

Resolution 33.

Resolved: "That it is the opinion of this meeting that it would be greatly in the interest of our organization work, if we could secure volunteers at this convention who would undertake when called upon to visit the various cities and towns in their district and address meetings of retail grocers on subjects of interest to the retail grocery trade, and that their traveling and hotel expenses be paid out of the funds of the Ontario Provincial Committee and that this resolution be an instruction to the executive to make arrangements for the same."—Carried.

Resolution 34.

Resolved: "That whereas no provision has been made up to the present time either by the Provincial or the Dominion Government to provide a proper system for prosecuting those giving short weights and measures in any municipality throughout Canada that this convention recommend that some provision be made for the same and that this matter be referred to the Dominion Board with the request that they take such action as they may deem advisable."—Carried.

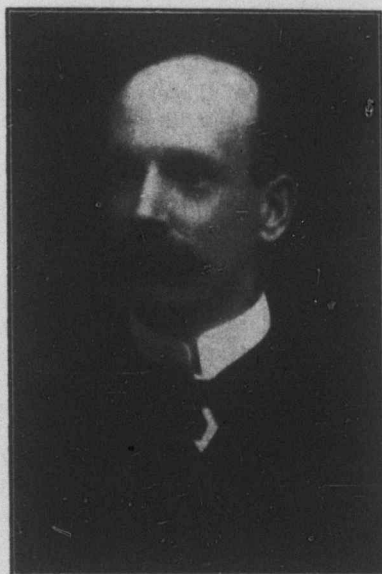
Resolution 35.

Resolved: "That whereas it has been proven through experience, and demonstrated by figures that the cheapest possible way in which any product can be distributed is through the retailer, or the one commonly known as the middleman, or the one who stands between the producer and the consumer, and whereas a false impression has been left on the public mind partly created through the publication of some newspaper articles published by persons who have no knowledge of the great retail problem, and largely because very little effort has been made on the part of the retailer to show

to the public the important position that we occupy, therefore, we as retail grocers in convention assembled request the Ontario Provincial Board to endeavor to make some provision whereby our importance and necessity can be better made known to our legislators, public bodies, and the consuming public generally."—Carried.

Resolution 36.

Resolved: "That this convention recommend that if any member of this section in the Province of Ontario receives what he considers to be unfair treatment from any commission agent, manufacturer or wholesaler who does business either in this or any other province that the same be submitted to the secretary of the Ontario Provincial Board so that



F. C. HIGGINS, Toronto,
One of the founders of the R.M.A., who spoke
on the history of the organization.

it can be investigated and action taken thereon by the association if it be deemed advisable."—Carried.

Resolution 37.

Resolved: "That this convention desire to call the attention of its members to the fact that the Railway Commissioners have now before them a proposition from the railway companies to increase their freight rates from 1c to 2c per hundred all over the Province.

"The effect of this proposal will be practically an advance in freight rates of 2c because the 2c rate applies on 1st, 2nd and 3rd, and in a good many cases 4th class. And we request that this matter be referred to the Ontario Provincial Board."—Carried.

Resolution 38.

"That we, the retail grocers of the Province of Ontario, in meeting assembled, desire to express our appreciation for the hospitality and courtesies

which have been extended to the visiting delegates at the hands of the London Retail Grocers' Association, and desire to go on record as appreciating the enjoyable time which we have spent in this city."

Moved by J. W. McCully, Stratford' and seconded by Mr. D. W. Clark, Toronto.—Carried.

Aims and Accomplishments of R.M.A.

F. C. Higgins (Toronto), whose name was on for an address on "Figuring Profits and the Cost of Doing Business," changed his subject on request to that of "Organization." He told how the association was first organized, how it is being conducted and how it does its business. "Our organization," he said, "dates back seventeen years ago, when a group of men in Toronto with the conviction that something should be done to further the interests of the retailer, got together and decided that something would have to be done. In checking over our problems we noticed from past experience what we had to accomplish. We saw the tombstones of various one-line organizations in evidence, and we observed that the work required a broader foundation than a single line afforded. In casting around for a pattern we settled upon the Dominion of Canada of which we form a part. We organized a Dominion Association to look after Dominion matters, and a Provincial board to look after Provincial matters, as well as local boards to look after local matters. We omitted the Senate. At the same time we provided for the different trade sections. While the grocers form the largest body of retail traders, yet we knew that if we could help other sections not so favorably situated in numbers we would be assisting the trade in general.

"Now the grocers meet one another locally to discuss their local questions and provincially for their larger problems. Then when matters of Dominion importance arise, these are taken up by the Dominion Board, and we have the entire Retail Merchants' Association back of us. Among the things that the Dominion Board have accomplished are the abolition of trading stamps, with a law on the statute books making it a criminal offence to give trading stamps by a third party; co-operative stores have continually been urging the Government to favor them by special legislation. We say that if these stores want to organize they should do so as other joint stock companies, and that they should not be given any special privileges. So far we have been successful in our demands. We have been instrumental in putting on the statute books a false advertising law, and we feel that we have as yet only touched upon the

fringe of this. We have established a standard weight for a bag of potatoes in all provinces of the Dominion. Whereas before there were standards in one or two provinces, in others a bag of potatoes might contain any weight. Some years ago we put on a pure food show in Toronto, which was one of the finest things in Canada to educate the consuming public. For this we received the thanks to the chief analyst of the Inland Revenue Department—Prof. A. McGill. The Provincial Board succeeded in excluding the retailers from the Workmen's Compensation Act. While we were instrumental in having the business tax reduced from the proposed 60 per cent. to the 25 and 30 per cent., yet we feel that we are to-day too heavily taxed and out of all proportion to the volume of our business. We are to-day trying to get that percentage reduced.

"I am firmly of the opinion that it is only by keeping everlastingly at it that we can accomplish our object. In municipal matters to-day we are making our organization felt. In Toronto last new year, we went into municipal politics for the first time and succeeded in getting a number of representatives who would be reasonably fair with the retail trade. There are still large questions to be dealt with and it is only by co-operation that we can secure any remedy. There are matters difficult to deal with, but by co-operation among the manufacturer, wholesaler and retailer, we should straighten them out. I am in favor of a fixed price on manufactured goods of a proprietary character. Then we have opened recently new offices in Toronto which are bound to be of considerable prestige in so far as the entire trade is concerned. We are to-day being looked up to more and more and there lies a brilliant future ahead of us if we unite our efforts."

A vote of thanks was tendered Mr. Higgins on motion of E. F. Mason (Peterboro), and J. Burns (Toronto).

The Question Box did not provide a very prolific source for discussion. There was only one question in it, and that was asked in reference to why the convention did not begin on time. Chairman-elect Shaw replied that at conventions of this character, it was up to the delegates to get together at the time stated on the program, but for some reason or other there were only a few present when the opening hour arrived.

The address of D. W. Clark (Toronto), on the Fruit Marks Act and on Methods of Handling Fruit, which appeared in full in last week's issue of Canadian Grocer, was one of the features of the Wednesday program. A hearty vote of thanks was tendered to Mr. Clark, on motion of R. H. Beck (Ottawa), and Adam Palmer (London), with the stipu-

lation added that the address be passed on to the executive for their consideration and giving them power to have it printed and circulated if it were found necessary.

A vote of thanks was tendered to E. M. Trowern, Provincial and Dominion secretary of the Retail Merchants' Association for the valuable information and assistance he rendered the delegates. This was on motion of W. J. Parks and Robt. Dowson, of Toronto, both of whom spoke in glowing terms of the grasp that Mr. Trowern had of association work.

Votes of thanks were passed to the wholesalers and manufacturers for their courtesy in attending the convention.

The place of the next convention was discussed, but the matter was left in the hands of the incoming executive.

During the convention letters and telegrams were read from J. O. McDonald, of Megantic Lake, Que.; The Dominion Sugar Co., Wallaceburg, Ont.; N. C. Cameron, secretary of the New Brunswick branch of the R.M.A.; Geo. E. Bristol, wholesale grocer, Hamilton; J. A. Beaudry of Montreal, the Dominion treasurer; J. D. Wisdom, Allandale, Ont.; and H. C. Ellis, of Ottawa.

Contest for a Scale.

The Brantford Computing Scale Co., of Brantford, Ont., put on a "throw-the-marbles-in-the-barrel" contest at the close of the sessions, and this proved to be an amusing incident. Despite the broad expanse of the mouth of a barrel there were some who missed it. The contest was won by H. C. Bake, of Bake Bros., of Walkerville, Ont., and he carried away a computing scale for his skill.

The Exhibits and Those in Charge.

The Pure Food Exhibits in connection with the convention were of a particularly fine character, many prominent manufacturers being represented. The public of London turned out in pretty good force, particularly on the last day, when the weather was more favorable. The firms who had exhibits and those in charge were: I. X. L. Spice & Coffee Mills, London, Ont.—Mr. Gualchmai and James McKenzie in charge; De Luxe Chemical Manufacturing Co., London—W. J. Brock in charge; D. S. Perrin Co., London, Miss M. Mariott; John B. Paine Co., Toronto—John B. Paine; Imperial Extract Co., Toronto—Mr. Dill; Neal's London Bread Co., London—John Bridge; H. O. Ammonia Co., Toronto—Alex. Hutchinson; Silverwoods, Limited, London—D. Karrigan; St. Lawrence Sugar Co.—G. Mitchell; Canadian Cereal and Milling Co.—Jas. S. McDougall; Canada Sugar Refining Co., Montreal—J. Harley Brown; The H. J. Heinz Co.—E. L. Johnston; Robin Hood Mills, Moose Jaw, Sash.—J. A. Newell; Con-

necticut Oyster Co., Toronto—Mr. Laird; Harris Abattoir Co., Toronto—F. C. Copp; Old English Piano Polish Co.—W. T. Donohue; Kellogg Toasted Corn Flakes Co., London—T. M. Sibbald; Atlantic Sugar Refineries, St. John, N.B.—Wm. G. Coles; J. J. Dyer Co.—J. J. Dyer; Brantford Computing Scales Co., Brantford, Ont.—Messrs. Howard, Ferguson and Robinson; The Cowan Co., Toronto—C. Dimmock; Dominion Register Co., McCaskey Systems, Toronto—J. C. O'Connor; Taylor Soap Co., Toronto—T. D. Brown; The Western Salt Co., Courtright, Ont.—N. A. Leach; Ingersoll Packing Co., Ingersoll, Ont.—J. A. Wilson and Mr. Somner; The Oxo Co.—E. M. Wooleock; Windsor Salt Co.—Jas. McManus; Gorman, Eckert Co., London—Wm. Gorman; S. F. Lawrason Co., London—A. E. Wells; Dustbane Manufacturing Co., Ottawa—S. Driesbach; McCormick Manufacturing Co., London—Miss Addison; Wm. Clark Co., Montreal—Mr. Hearst; Edward Adams & Co., London—Edward Adams; London Canning Co.—Mr. Webb and Mrs. Gooderham; Lipton's Tea, Toronto—E. A. Andre.

CONVENTION SPARKS.

Who was responsible for the weather man being on the rampage? If lots had been cast, who would have been pushed overboard?

• • •

The men from the Capital City had an opportunity of seeing the Ontario landscape alright.

• • •

The Burns family was represented by Jim and Jerry.

• • •

They say that "Dave" Clark likes a game of euchre occasionally.

• • •

They say that the two Donalds—McLean and Nicholson—are Irishmen.

• • •

They say, too, that Fred Thorne slept on a sawed-off couch the first night.

• • •

Official duties of several mayors and aldermen did not prevent them from being on hand when the curtain rose.

• • •

The acoustic properties of the convention hall were probably more suited to a Caruso.

• • •

Food exhibits are the things to draw the youngsters—some of the exhibitors were looking for something that would pull the other way.

• • •

The mouth of a barrel looks pretty big but a number of the grocers found it too small to drop a marble in it.

(Continued on page 35.)

Suggests Trade Be Confined to Guild Members

Wholesale Grocer Urges Retailers at Convention to Follow This Course—Claims That it Would Help Greatly in Correcting Short Profits Allowed by Some Manufacturers—Prominent Extracts From Guild Judgment of Justice Falconbridge.

Address of H. C. BECKETT, Hamilton, at London Banquet.

ON behalf of the members of the Dominion Wholesale Grocers' Guild, I appreciate this opportunity to thank you for the compliment in extending an invitation to attend your banquet, and also to take part in the deliberations of your convention.

Before making observations in connection with the conditions of trade, permit me to bring your attention to a menace that has increased your difficulties, and will continue to do so so long as you encourage it. I refer to the gross misrepresentation of Guild members by travellers representing non-Guild houses. There are wholesalers who believe they gain your patronage and support because they think you have no use for a firm belonging to the Guild.

You should discourage this attitude because it increases your difficulties and makes it almost impossible to cope successfully with the serious problems with which you have to deal. You are continually faced with theorists who claim that the present methods of business are all wrong and that the retail man and the wholesaler have no right to exist. It is the duty of every wholesaler, who expects your support, to face these issues with you and help deal effectively with them. Much confusion at present exists in the United States on trade matters, but we are fortunate in Canada in having the law on business ethics very clearly defined by no less an authority than the Hon. Sir Glenholm Falconbridge, Chief Justice of the King's Bench.

From the Guild Judgment.

In his judgment on the Guild case he said:

1st. When trade conditions are bad and injurious to those engaged in any line of business you have the legal right to organize for the protection and advancement of your common interests.

2nd. Interference with the regular business channels may be prevented by organization, otherwise it would injuriously affect and demoralize the trade, and the consumer would certainly not be better off in the long run.

3rd. It is not unlawful to protect one's trade and those in trade have the right to protect their interests.

4th. Exceptional insight into economic conditions, is necessary to deal with trade matters.

5th. Sellers have the right to impose conditions of re-sale, and it would be dangerous to accept as a settled doctrine of political economy, or proposition in law, that a man, firm, or corporation should be declared to have an absolute right to buy and sell without restriction as to quantity or price.

6th. A regulation fixing a fair profit is not in restraint of trade.

7th. A combination of dealers can refuse to deal with any manufacturer or wholesaler.

8th. Sir Glenholm Falconbridge says, "This is the age of association in busi-



H. C. BECKETT, Hamilton, Ont.,
A wholesale grocer who has given a great deal of time and thought to the study of trade ethics.

ness, and confined to proper limits they are laudable."

9th. Sir Glenholm says he does not approve of exaggerated assertions as to trade combinations.

10th. He says the retailers are a public necessity and convenience, and have the right to protect their interests.

11th. He says also that price cutters are liable, if they do not maintain the manufacturer's fixed prices, and that manufacturers have the legal right to fix prices.

12th. Sir Glenholm completes his judgment by stating that the proper method of distribution is from the manufacturer to the wholesaler, from the wholesaler to the retailer, and from the retailer to the consumer, and that any interference with these regular and established channels of trade can be of

no ultimate benefit to the consumer, and he closes by stating that in a case of so much importance, he carefully considered the numerous authorities cited by him so as to give a very full and elaborate statement of facts.

Suggests Trade With Guild Houses Only.

This being so, now what will your organization benefit you if it is looked upon with indifference by the wholesaler, the manufacturer, and the Government, and not taken seriously. How can you do your part in strengthening your organization? I'll tell you how—do your business with Guild houses only. Why should you do this? Because, if the wholesalers were a unit in organization work, we could accomplish in six months more than you can otherwise do in as many years. If every wholesale house were a Guild member, we could help you as you have never been helped before. Just as you have some retail merchants unwilling to co-operate with you, we have wholesalers taking the same attitude. We believe that present-day evils are due to a lack of proper conception of the value and necessity of getting together. The Wholesale Grocers' Guild is the only organization on record as supporting and backing up the work you are doing. Then why not use your influence in this direction, because if you did you could more quickly eliminate the unfair conditions that prevail and more easily combat the evils that are growing, in an effort to put you out of business. There is a tendency on the part of some manufacturers to secretly sell some favored few on a basis that puts you at a great disadvantage. Such conduct is unfair and dishonest. It can only have one ultimate result, viz., driving out of business many honorable merchants.

For my part, I say to a manufacturer: "If you sell a few on a favored basis, for Heaven's sake sell all on the same favored basis. Don't drive 95 per cent. of the trade out of business by making it impossible to compete."

This is not the time or place to be personal, but I know of manufacturers who are not playing the game fair. I know of manufacturers who are throwing you down. Why do you stand for it? Such a situation is absolutely indefensible, but still it is being done, and you stand for it.

If any manufacturer thinks he can do his business at less expense than doing it through the wholesaler, I always advise him to cut out the wholesaler, and do his business direct, but the most successful and largest manufacturers in the grocery trade do their business through the wholesaler because they get the biggest distribution at the least expense. Then why should they hurt you by selling a few favored ones on a better basis than you buy. It is dishonest, and dishonesty is ruinous to business. You are of far more importance to the manufacturer than you think you are. He can't get along without you as a body. Then why let him put it over you? The reason is, you are too modest, too long suffering.

As a plain honest fact, if you all were engaged in a business that was going to be wiped out by the effect of, say, a tariff change, such a condition would arouse you, because each one of you would be seriously concerned. But you are just as much concerned here, as an individual in connection with your own business.

It must be clear, therefore, as members of a large body, you must join together and express your views vigorously to the manufacturer in order to accomplish anything at the present time. Unless you do that you will fall back and not make the progress you are entitled to, the progress that will come to you if you keep vigorously in the way you are doing.

Be a little more aggressive, be more outspoken. Each of you before me is dependent upon the honesty, integrity and business Christianity of every wholesaler and every manufacturer in the Dominion and, therefore, in view of the present condition of things you must protect yourselves by a vigorous protest against unfair dealing.

It does not make any difference what you do, so long as it is reasonable and necessary for your own protection.

Law Allows Protection.

There has been and is yet in the minds of some people a great deal of confusion with regard to the Combine Act in that respect, but what you have to do, and the law of the land will permit it, is to protect yourselves in order that you may maintain your business in its integrity. The public do not know the true conditions from merely reading the newspapers, and your business is not a matter on which the public is called to think very deeply. There is a feeling that the manufacturers, the wholesalers and the retailers are antagonistic. This is perhaps due to the fact that they stand apart and do not get together often enough to exchange views and ideas.

Such an idea as the three branches of trade being antagonistic is entirely

a misconception, for one must be dependent upon the other.

Our failure to get together oftener I can only attribute to indifference and selfishness on the part of a certain proportion of those engaged in the three classes of trade. As a matter of fact, the manufacturers, the wholesalers and the retailers are bound as absolutely and closely together as ties can bind them in their own interests, and the interests of the public.

They stand on common ground, that each one shall make a living and a decent profit.

The interest of the manufacturer is to sell his goods through the wholesaler and thereby secure the cheapest means of distribution to the public. It is to the interest of the manufacturer that the wholesaler handles his goods on a reasonable margin, because if he does not get a profit he cannot pay the manufacturer. It means bankruptcy. It is in the interest of the wholesaler that the retailer makes a profit, or how can he pay the wholesaler?

The manufacturer should be as much interested in the financial condition of the retailer and wholesaler as the wholesaler should be in the financial condition and prosperity of the retailer. The object of the manufacturer is to get his goods on the market and to get the money eventually.

Closer Co-operation Urged.

Now, our Guild's usefulness is to make for honest and fair conditions, and any work we may attempt to do without your co-operation will not be a success. Nobody should object to a man getting a fair, honest, living profit, and with the aid of all the manufacturers, wholesalers and retailers who are willing to join in this important work, we could confidently look for improved conditions and also protection against the many fallacies and innovations in trade that not only fake the public, but, while doing so, are a continual source of irritation to the legitimate trade of the country.

Now, the object of these three classes of trade is to sell as cheaply as possible in order to create trade and avoid undue competition.

It is out of the question, and not within reason that the consumer can get his goods at less than what they cost the manufacturers and distributors with a reasonably good profit added.

You must get down to some fixed, concrete principle of trade. General remarks and ideas are of no great value to you and will not relieve you of the burdens you seek to overcome. Unsatisfactory conditions of trade are due, no doubt, to a confusion of ideas and neglect of concentrated effort to find out just what the disease is, and the remedy to apply. In all organizations it is ne-

cessary to maintain loyalty—frank, outspoken loyalty—to the objects of the institution to which we belong. If you do that loyally, you stamp the organization with respect and you improve the character of the business in which you are engaged.

Quantity Prices.

At your convention, and as a result of your careful discussions, you have unanimously decided, among other things hurtful to your interests, that—quantity price is objectionable, because it means discrimination in favor of a few; it means unnecessary tying up of capital; it means overstocking and finally results in a demoralization of retail prices. This evil is not as bad as it used to be, but there is still much room for improvement. The argument in support of a quantity price is that the retailer who buys a large quantity is entitled to a lower price than the retailer who does not. Such an argument sounds natural to the unthinking man of business, but let me tell you that trade is not a natural condition of things. It is complex and artificial, and requires understanding. The same argument that the large buyer should get a lower price, might with equal force be used as an argument that a man who buys one hundred, one thousand, or ten thousand postage stamps should get them cheaper than the man who buys one—or the boy who buys one hundred copies of the London Free Press should get them cheaper than the boy who buys fifty copies.

The Government does not favor the big buyer in the matter of duty on importations.

What Government Is Doing.

The Government inflicts a heavy penalty on a transportation company rebating or discriminating in freight rates. These regulations are artificial, and have been found necessary as a protection to the Government and business interests generally. Does this not, therefore, establish a precedent that regulation in trade matters is some times necessary for the proper protection of the business interests of the community. Gentlemen, you can only keep yourselves safe financially by understanding what this complex artificial state of trade means, and as Mr. Trowern in his letter to the trade says, consider your association obligations as a big part and a very important part of your business.

If anything I have said leads to consultation and discussion of these matters, I will feel that I have not taken up your time in thinking out what I have said to you this evening.

Mr. Beckett pointed out that Dr. Welch of the Welch Grape Juice Co., was one of those who did not believe in a quantity price. "Dr. Welch will not sell," he said, "10,000 cases cheaper than he will one."

Pleasure and Profit at the Banquet

A Happy Mixture of Business and Good Fellowship — Talks on Prominent Trade Topics —
Dominion R. M. A. President Tells of the Work Being Done—Retailers Want
Better Profits on Many Lines.

Special Staff Correspondence.

NOT the least interesting and important event in connection with the Grocers' Convention in London was the banquet tendered by the London Retail Grocers' Association on Tuesday evening at the Tecumseh House to the visiting delegates. While there was considerable fun and amusement, and while a feeling of goodfellowship permeated the Convention Hall from 8.30 until 1 o'clock, nevertheless interspersed among this all, there was the impression that men were assembled here to listen to good practical addresses that would tend towards the better conduct of their stores and a better idea of the prominence and importance of association work. The chair was occupied by Thos. Shaw, a London grocer, who, later on in the convention, was given the honor of Chairman of the Grocers' Section of the Retail Grocers' Association for the ensuing year. At the head of the table with Mr. Shaw were W. J. Mellen, past chairman; B. W. Ziemann, Dominion and Ontario President of the R. M. A.; D. W. Clark of Toronto, Neil Carmichael, chairman of the Toronto Grocers' Section; Mayor Stevenson, London; E. M. Trowern, Provincial and Dominion Secretary; J. W. Eedy, President of the London Association; Secretary W. C. Miller and F. C. Higgins, Provincial R. M. A. treasurer.

When the King had been fittingly honored, the toast to the City of London was heartily drunk, and responded to by Mayor Stevenson.

On the toast page of the banquet programme there appeared the following quotation: "All quality that is good for anything is originally founded on merit." "That," said B. W. Ziemann, in responding to the toast to the R. M. A. "is true of the Retail Merchants' Association. It is founded on Merit. Every retail merchant in this room is indebted to the Retail Merchants' Association to such an extent that he has no idea of. It was founded seventeen years ago, because of the necessity that was felt for so many changes that would be greatly advantageous to us as retailers. One of the things that brought the association prominently to the light, was the placing on the statute books of the Dominion, a Trading Stamp Act, which made it illegal to give trading stamps, coupons, etc., except under very restricted conditions. During the interven-

ing time there have been many measures up in the House of Commons, which have been discussed by the association. Some years ago there was a Royal Commission formed to evolve an assessment scheme which was eventually shown to have the object of "soaking" the retail merchant. It looks as if that commission decided among themselves to get after us, and we were to be assessed 60 per cent. business tax. After strenuous objection, this bill was modified and now we have a 25 and 35 per cent. assessment instead of the 60 per cent., and you as retail merchants are to-day reaping the benefit of the difference. Through our association, too, the merchants of Ontario are outside of the Compensation Act. Association work in New Brunswick and Western Canada is progressing rapidly and merchants there are awakening to the fact that there is a big duty to perform and that they as merchants must perform it. Our work is no longer in its infancy."

A Wave to Sweep Canada.

"We have been looking forward to this occasion," said E. M. Trowern, Provincial and Dominion secretary of the Retail Merchants' Association, in reply to the same toast, "to start a new era in the grocery business in Canada. To-night and to-morrow is going to be the commencement of a wave that will shake Canada and put the grocery business on a higher plane. Some time ago we met a number of manufacturers who listened to the story of what we wanted. Then they asked us how far our organization reached. We replied that Ontario was well organized. 'Have you 50 per cent.?' was the next question. 'Well, not quite,' was the reply. Then they came back at us with the statement that 'most of their business, anyway, was done in Western Canada.' That gentlemen, meant that it was clearly up to us to get busy and to day, the entire Western Provinces are under the banner of the Retail Merchants' Association. Next week I am, or our president is, going out to Saskatoon and the following week to Red Deer, Alta. I am taking the resolutions you have passed to-day and will pass to-morrow to these conventions, and during the month of May we are going to settle a great many questions that have more or less been delayed for sometime through lack of complete organization.

One of the things that we are going to settle for good and all, is this question whether farmers will have the right to buy their goods in carload lots and distribute them among themselves. While I have the highest regard for the farmer, yet I maintain he should stick to his farm and allow the retailer to run his own show.

"My experience all through life has been that when we take the hand of the other fellow we are helping ourselves. That is why we are organized to-day. But we have got to have rules for the trade, just as athletic institutions have to have rules for the game. What sense is there in a grocer selling one hundred bars of soap and only making two cents on the lot? I can tell you we have no more chance of getting along without rules in business than a bow-legged girl has of getting married in her home town. We have got to keep our charts clean and have some system in the way of establishing trade rules and regulations. The time has come when the manufacturer has got to adopt a proper trading policy and then will come the time when we will put his goods first and foremost on ourselves. I want you to remember the fact that you can't help yourself without helping the other fellow."

John Hewitt, representing the Canadian Shredded Wheat Biscuit Co., responded to the toast to the manufacturer. "Some one has said," he declared, "that we were the pioneers in the restricted price plan in this country. And if this plan has been successful, I have to thank you as retailers for your co-operation in making it a success. As the past speaker has said you can't help yourself without helping the other fellow.

"It is my firm conviction that you cannot put your standards too high, and when you place a standard high enough, you must try your level best to reach it." Mr. Hewitt made some patriotic references to the boys in the trenches doing their part as citizens of the British Empire and asked what the retail grocers were doing to further the interest of the Empire? It was his opinion that if they did their part, they would urge the selling of made-in-Canada goods.

The toast to the Retail Grocers' Association of London, was responded to by Ald. Adam Palmer and Harry Ranahan.

CANADIAN GROCER

"The retail grocers of London," stated Mr. Palmer, "are live wires, and besides being in a position to get practically everything that we get after, they are a solid bunch of good fellows who interject a good deal of pleasure into their work and their meetings. During the winter season they hold euchre parties, dances, etc., and in summer their picnics are renowned in that part of Western Ontario." Mr. Palmer was pleased to have the Retail Grocers' convention in London and hoped it would not be the last time the Forest City would welcome it.

Harry Ranahan said that the Retail Grocers' Association had always tried to do things for the grocery trade. "Out of some 192 grocers in London, there were 172 members, and they were after the rest. A few doubt the good we are doing, but all we ask is that they come in and see that we are producing results. The London wholesalers are with us too. They are doing their level best to see that no goods are put on the market that do not give the retailer a fair profit. They are working with us in this respect and giving us splendid encouragement.

"There are," said Mr. Ranahan, "certain retailers who will give their five-pound order of tea for instance to the wholesaler, but if they want a hundred pounds they purchase it from the special traveler and buy it direct. My opinion is, that everything being equal, the retailer should give the wholesaler the preference every time. There are a great many retailers who like to buy from the manufacturer no matter whether they get any preference or not. In some cases this may be right, but in the majority it is wrong."

One of the most interesting addresses at the banquet was that by H. C. Bckett of W. H. Gilliard & Co., wholesale grocers of Hamilton, Ont. This address is so important that it is reproduced in its entirety on another page of this issue. It was given in response to the toast to the Wholesale Trade.

Results From Affiliation.

W. J. Mellen of Brantford, D. W. Clark of Toronto, and E. F. Mason, of Peterboro, responded to the toast to Our Sister Associations. "We decided at our last convention," said Mr. Mellen, "to affiliate with the Retail Merchants' Association. We felt that we required their help. We could not run our Provincial organization successfully without their assistance and we consider we have considerably strengthened our organization and in addition to that we have secured free office space and the freedom of the head office of the Retail Merchants' Association. There was at the time some hostile criticism but we

undertook to bring our organization in line, and I am pleased to say we have accomplished it. We have not only increased our membership, but we have more money in the treasury and we are far better off. Among other trades there are scarcely sufficient numbers to run a single association successfully, apart from the dry goods men. We, of course, still have the privilege of calling our grocers together to discuss grocery problems just as before, but in any large problem that requires backing up by the entire organization, we have that strong backing behind us."

"We should all try to improve our own business," was the theme of the remarks made by D. W. Clark; "and to elevate the grocery business to a higher plane. We have met here to consider matters for the improvement of the trade in general, and it seems to me that for no good reason the grocery trade has been looked down on in the past by a great many. Our business has been run too cheaply, or a great part of it, and that apparently is the trouble. Any Tom, Dick and Harry can start in the grocery business, but the majority of them never work it up in the proper shape. We should do our level best to elevate our calling by development. We ought, too, to have as much influence as the labor men. We are the big taxpayers of the Dominion, and we should see that more business men are in our governments and municipal offices to look after our interests. By having a convention in this manner we exchange our ideas and improve them and we do good to everybody."

"We are and have been as retailers," said Mr. Mason, in a logical well thought out talk, "small cog-wheels in a large power machine. These wheels it has been possible to eliminate. Some of the people say the middleman should be cut off. We know that that can never be. The wholesaler is the fly wheel of this machine and the manufacturer the engine. Without the fly wheel the machine does not work properly. Of late it has been polished up and is giving a better distribution of power, but it cannot give the proper power without the assistance of the smaller cog-wheels—the retailers. Those cog-wheels need the file—the association file. They are going to run much better and will give the people what they want in the cheapest and best manner—much better than could be secured by one man doing the whole work. We as retailers dispose of two things to the consumer—goods and service. We must give a good service, and the wholesalers and manufacturers are needed to assist us in giving this service. We have of course got to have our profits and we are going to get them. The association has a great deal to do for us and our fellow

retailers, and while it is doing good work it is going to do more. It is not our business to merely make a few dollars and salt them down. We must do our part in bettering the conditions and making life worth more for the other retailer who is to come."

The final toast on the program was to the Trade Papers. This was responded to by W. J. Bryans and B. T. Huston.

John Dillon, president of the Ontario Wholesale Grocers' Guild, was present and was asked by the chairman to say a few words.

Watch the Profits.

"We as wholesale grocers," said Mr. Dillon, "cannot exist without you, and it is due to your loyalty to us that some manufacturers to-day are marketing their goods with a profit to you. It is my conviction that if the retail trade would stick together and insist on a profit on everything we would not have so many manufacturers coming along trying to load us all up with unprofitable goods. Your association, however, has agreed that an article which is to sell at a \$1.20 a dozen should not cost a dollar. I recall a certain manufacturer who offered us a line like this, and I refused to handle it entirely. The first thing I knew was that certain retailers were buying a 50c line of a certain article to sell at 5c. My advice to you is not to take the bait when a firm comes along and offers you ten cases of a certain line with one case free. It only means that usually he is unloading an extra case on you. We as wholesalers are fighting this sort of thing and we want your co-operation."

R. Anderson, of the Atlantic Sugar Refineries, Ltd., was also asked to say a few words. He stated that as manufacturers, his firm wanted to co-operate through the wholesalers with the retailer and he hoped that this co-operation would be beneficial to all.

Between the various toasts there were a number of vocal solos and duets by W. A. McCutcheon and H. B. Howeroft with A. H. Brittan piano accompanist. The Tony Cortese orchestra provided the musical section of the entertainment. Approval was heard on all sides of the manner in which the London Association prepared and conducted the banquet.

W. A. Holman, Premier of New South Wales, announced at a conference of Australian premiers recently, that the sugar stocks at Sydney and Melbourne probably would be exhausted by the end of July, which would necessitate the importation of a supply from Java, where there is a shortage as the result of the drought.

CONVENTION SPARKS.

(Continued from page 30.)

Our old friend E. J. Ryan doesn't forget the grocers and he knows them all.

The new chairman, Tom Shaw, is a bowler and a curler and he enjoys a ball game—he'll do.

Someone says that John Davison can't play euchre—you should see the dents he leaves in the table after the game.

It's alright to get through with the business but Alex. Phillips would not have you overlook lunch time.

The convention hall was entirely appropriate for a man with a name like that of the Peterboro delegate—E. F. Mason.

If, as the Dominion secretary intimates, it is difficult for a bow-legged girl to get married in her home town, we have no doubt the reason why some girls leave home.

To be in several places at the one time was the duty imposed on Secretary Miller, and he did his duty.

TEA AND SOAP UNDER "R. M. A." LABEL.

Toronto Grocers Decide Definitely on These Two Articles—Cobourg Likely to Get Picnic.

Toronto, May 11—(Special).—The local Grocers' Section of the Retail Merchants' Association is going ahead with the proposition to have tea put up for them under their own label. They already have decided to go into the soap business in a similar way, as described in Canadian Grocer some few weeks ago. The tea question was finally decided upon at their regular meeting in their new rooms at the corner of College and Yonge streets, on Monday evening last. Chairman Neil Carmichael presided.

W. F. Nichol, who has had this matter in hand, reported what he had done in reference to tea. The only question he said, was for the meeting to decide on the selling prices of the tea that would be put up for them. In reply to a question he said the only guarantee that the tea firm would request from the association was that the members who go into it, stand good for the labels if they are not all used up at the end of twelve months. There would, he declared, be about 100,000 labels and the total cost would be not more than \$95 or \$100. After the entire question was discussed for some time it was moved by Donald McLean, and seconded by J. M. Cork, that the report of the committee

be adopted re putting up tea in packages under the "R. M. A." label, and that the retail prices be 35, 40, 45 and 50 cents. This was finally carried.

W. J. Parks suggested that extracts be put up similarly or at least some investigations be made; he thought also that creamery butter could be handled in the same way. There was, however, nothing done in this regard. It was further decided that a contract be drawn up for use between the manufacturer of the soap to be signed by the retailers purchasing same, in order to prevent price cutters getting hold of it. Included in this contract will be a provision that no member of the association can sell out the soap to a non-member. E. M. Trowern suggested a royalty on each case of soap for association purposes, but it was felt that as the matter was in its infancy, it would be better to wait and find out how satisfactorily the proposition would turn out.

The subject of the annual picnic was brought up by D. W. Clark, who with Chairman Neil Carmichael had made enquiries about the boats. It was finally decided that the picnic this year go to Cobourg on June 23rd by Steamer "Turbinia," if this date could be secured as was partly promised by the boat officials. The committee to look after the picnic arrangements was decided on, and includes F. C. Higgins, W. J. Parks, Donald McLean, F. C. Thorne, Neil Carmichael, John Fell, J. S. Bond, Jerry Burns, W. F. Nichol, Robt. Dowson, J. M. Cork and D. W. Clark, with power to add to their numbers.

The question of fruit being sold wholesale to consumers was introduced by Jerry Burns, who referred to specific cases where fruit was being sold in this way. The meeting decided to send a letter immediately to the wholesale fruit men, pointing out the injustice of this matter and urging them to take immediate action to have it stopped.

DEATH OF JULES COTE.

Manager of S. J. Major, Limited, Wholesale Grocers, Ottawa, Passes Away.

Ottawa, May 9.—After an illness of several months, Jules Cote, manager of S. J. Major, Limited, wholesale grocers, died here last week.

At the time he took ill he left for New York, where he underwent treatment, returning a few days before his death, feeling much improved. He suffered a relapse and died Sunday, three days later.

Although not quite unexpected, his death came as a surprise to his many friends in the grocery business and elsewhere. A man of ability, but of modest disposition, he was nevertheless looked

upon as one of the ablest wholesale grocery managers in Eastern Canada.

Born in St. Stanislas de Champlain, Que., in 1879, he came to Ottawa at the age of 13 and attended Ottawa University. Five years later Mr. Cote entered in service with S. J. Major, and at the death of the founder of the firm, he was, although only 23 years of age, handed the responsible position of general manager of S. J. Major, Limited.

His death at 36 years certainly removes from the business circle of Ottawa, particularly, a well known and much regretted figure.

In April, 1904, he was married to Miss Catherine Gravel, who, with three sons, Jules, Paul and Francois, survive him; besides his father, mother, three brothers and four sisters.

His funeral took place Tuesday morning, May 4th, and was largely attended by relatives and representatives of many business activities of Ottawa and surroundings.

SERVICE DEPARTMENT

Editor Canadian Grocer.—I have a barrel of vinegar made from maple sap, but it is not strong enough. What can I put in it to make it stronger?

A widow owed me a store account and afterwards married again. If she has no property in her name can I collect from her husband?

T. S. Marksville, Ont.

Editorial Note.—The vinegar may be brought up to strength by the addition of chemically pure acetic acid in proper amount. Such an article is wholesome and may be sold if properly described. It should be sold with a plain statement to the effect that acetic acid has been added to it.

Regarding the widow's debt: We are afraid you cannot collect this from the woman's present husband. Would suggest that you put it up to him that he is under a moral obligation to pay. If you do this in a pleasant way we think he will see the justice of your claim.

Editor Canadian Grocer:—We would be pleased to have you give us the names and addresses of any Canadian Fireworks Display Companies.

S. D. St. Thomas, Ont.

Editorial Note: So far as we have been able to ascertain there are only two firms of this nature in the Dominion. They are the T. W. Hand & Co., Hamilton, Ont., and the G. A. Holland & Son Company, Montreal, Que.



CURRENT NEWS OF WEEK



Quebec and Maritime Provinces.

The Claremont Grocery Co. have registered at Three Rivers, Que.

R. W. Forester, tea importer, 33 St. Nicholas street, W., Montreal, has moved to 43 St. Sacrament street.

J. B. Peltier et Cie., wholesale and retail fruit, have opened for business at 143 St. Paul street, Montreal.

Thursday, May 13th, being Ascension Day, many of the wholesale and retail stores in Montreal were closed.

H. F. Venn, brother of Reginald G. Venn, sales manager for the Mooney Biscuit Co., Montreal, was among those lost on the Lusitania.

A wire has been received by A. McKim Co., advertising agents, Montreal, that Wilfred Keeble and wife, who sailed on the "Lusitania," are safe. Mr. Keeble is the manager of the London branch of A. McKim, Limited, and had just been to Canada on a honeymoon trip. Mr. Keeble spent three years in Canada as manager of the Oxo Company.

Eight Japanese financiers, producers and exporters are on their way to Montreal and Toronto, under the guidance of Iwao Nishi, Chief Tea Commissioner for Japan to the Panama-Pacific Exposition. Most of them come from Shidzuoka, which is the great centre of the tea-growing and manufacturing industry. Mr. Nishi, who comes from Tokio, is a representative of the Japanese Central Tea Association. Sentaro Ita is a special commissioner for that association. R. Amama is a representative of the Shidzuoka Tea Guild. K. Saka is Tea Commissioner representing Shidzuoka. K. Tamana is president of the Shidzuoka Gas Company. S. Mitsubaski is the proprietor of the Tea Machinery Manufacturing Company of Shidzuoka and the inventor of many devices for preparing tea for the market. Kumajiro Sano is one of the largest paper napkin manufacturers in Japan and a member of the Prefectural Assembly of Shidzuoka.

Ontario.

John S. Peters, grocer, Toronto, has sold to J. S. Richards.

Geo. R. Wilbur, grocer, Ottawa, is succeeded by John Patterson.

Babcock & Clark, grocers, Bracebridge, Ont., have sold to F. Taplin.

The Co-operative Trading Co., of Port Arthur, has made an assignment.

W. H. Thornton, Bradford, Ont., has

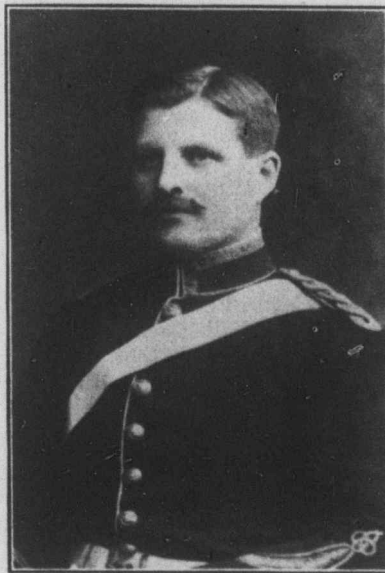
sold his general store business to Mr. Auger, of London.

A. E. Lyons has bought the grocery business of C. L. Stone, 230 Withrow avenue, Toronto.

Scrimshaw and Mills, grocers, Napanee, Ont., have dissolved partnership, T. Scrimshaw continuing.

Thomas Upton, a former jam manufacturer of Hamilton, Ont., is a visitor in that city. Mr. Upton is conducting a fruit farm at Isle of Pines, Cuba.

ON THE ROLL OF HONOR.



MAJOR KIMMINS,

A Canadian hero killed at Langemark. He was general manager for E. D. Smith & Son, of Winona, Ont., prior to going to the front.

The Advertising Service Company, Limited, Montreal, are opening a Toronto office in charge of Clarence T. Solomon, who joins that company as vice-president. Mr. Solomon was formerly with H. Gagnier, Limited.

David Ransom, an old resident of Dickinson's Landing, Ont., died on May 7, aged 80. He founded the extensive general store business of Ransom & Son. In 1881 he built the store at Wales, operated by Ransom's Limited, now managed by Howard S. Ransom, a son.

Western Canada.

Edge & Green have sold their general store business in Fenwood, Sask., to M. Orloff.

John Fordyce, general merchant, Welwyn, Sask., is succeeded by Robb, Nicolls & Co.

P. K. Rollins & Co., general merchants, Killarney, Man., are succeeded by McCullough & Rollins.

Fletcher Sparling, the new store manager of the Hudson Bay Co., Winnipeg, was given a hearty official welcome by the heads of departments and other employees at a social function recently.

An anti-German crowd of some 500 attacked the premises of Simon Leiser & Co., wholesale grocers, Victoria, B.C., and did considerable damage when the news of the sinking of the Lusitania reached that city.

The Retail Merchants' Association of Saskatchewan, are having some difficulty getting their money from some hotelmen of that province. A deputation consisting of G. A. Maybee, Moose Jaw; W. W. Cooper, Swift Current; J. L. S. Hutchinson, Saskatoon; F. E. Raymond, Saskatoon; and J. M. Bradley, waited on the government recently, and secured the promise from the premier that in the event of a known case of hiding behind the moratorium to avoid payment of just debts to merchants the license would be taken away from the offender.

As already announced the Retail Merchants' Association of Alberta, will convene at Red Deer on May 18, 19 and 20. Preparations are practically completed by the officials, and it is expected that a large number will be present on this occasion. A Gaetz, who is a merchant in Red Deer, is president of the Alberta branch. Addresses are to be given by S. R. Freeze, secretary of the Calgary headquarters of the Canadian Credit Men's Trust Association, Ltd., H. H. Gaetz, president of the Alberta Pharmaceutical Society, and by E. Michener, leader of the Opposition in Alberta. Among the important questions that will arise are the following: "The Small Debt Court Act," "The Power of Municipalities to deal with the sale of goods to country residents, by other than local tradesmen," "The Disposal by wholesalers and others of bankrupt and assigned stocks," "The Bulk Sales Act," "Cash vs. Credit," "The Necessity for Association." There will also be a question box. The program includes a trip to Sylvan Lake, a summer resort in the vicinity of Red Deer.

Bulk Teas Advance: Ginger Higher

A Week of Advances—Ginger, Bulk Teas and Corn Starch in Toronto—Moth Balls, Cod Liver Oil and Teas in Montreal—Dried Fruits Slow in Both Markets—Possible Advance in Pecan Nuts.

Office of Publication, Toronto, May 12, 1915.

ALL the produce and provision markets are firm and high with the exception of the egg market. There is an enormous consumption of eggs, but it does not seem to be so large as the inordinately large supply. The United States warehouses on May 1st had over half a million cases on hand more than they had at this time last year. In Ontario the storing of new-laid eggs has been going on for two or three weeks and last year it did not begin until about the present date. The fact is there has been such a super-abundance of eggs that no matter what inroads have been made by consumption there has been a plethora. In the States they have so many eggs that they don't know where to put them. Most storage facilities have been taken up for beef, meat and so forth, and there is hardly any room for eggs. In consequence, the merchants over there are doing their best to export and this is naturally a bear influence upon our market prices here in Canada. Eggs are therefore a trifle lower this week and to the trade are worth 22 to 23c per dozen.

It might be said that this storing which has been going on by the egg man is a fairly bold move, in view of fact that the months of heaviest production are this (May) and the next. If production is any heavier than it is at present, and the market tendency continues downward, there will be a glut of eggs on the market. For that reason egg men have a nerve if they store eggs at present prices.

Cheese continues to be very strong on the market. Not only is the old cheese higher still, almost out of sight, but the new make has advanced in price this last week. New large is now selling at 19c and new twins 19¼c. For cheese at this time of the year, with the new make coming along, these are exceptional prices. But the export demand for Canadian cheese continues unabated, and we see by advices from England that over there they haven't got as much cheese by a long way as they could take. Butter prices are unchanged but rather easier, because the make is on the increase, so the demand is fairly considerable.

The sinking of the Lusitania acted as a bear on the wheat markets for two or three days. No. 1 Northern wheat went down to \$1.64¾, but at this time of priting is up again to \$1.68½. No. 2 and No. 3 wheats have likewise proved resilient.

Flour, in common with wheat, experienced a slight bear movement for two or three days, but has firmed up some and prices are now fairly strong. There is not, however, very much doing except that there is some demand for Manitoba spring wheat flour in Great Britain. Domestic business continues fairly easy and the only reason that prices keep up is that they are in accord in some sort with the wheat market. On the other hand they are still below the market, and while there is comparatively very little business being done in flour, we shall not expect to see lower prices for some time yet. Business in mill-feeds is still more or less dead, the coming of the new grass having cast a damper on whatever business activity there was last week.

Bulk teas, following the lead of package teas, are advancing, particularly the lower grades, which are most difficult to get and highest in the primary markets.

QUEBEC MARKETS.

Montreal, May 13.—The battle of Langemarek, with its long list of casualties, has had some effect on business. Importers report falling off. But the better news of the past week has put new life into things, importers of dried fruits stating that the demand has in-

creased fully a third over week previous. Wholesalers have nothing to complain about, demand both from country and city continuing to be good.

Business in seeds is being wound up. It has been one of the most successful seasons for wholesalers for many years. With the summer coming on, the retailer

Markets in Brief

QUEBEC MARKETS.

FLOUR AND CEREALS—

Wheat drops when Lusitania sinks. Buying of flour falls off. Early pastures affect feed demand. Quietness in rolled oats.

PRODUCE AND PROVISIONS—

Provisions advance with hogs. Hog market up 50c this week. Pure lard prices raised ¼c. Lower cheese and butter prices coming.

Pasturages favorable to lower prices. Egg supplies heavy, market easier. Scarcity of fowl for ten days.

FRUIT AND VEGETABLES—

Strawberries below 10c per pint. Oranges and lemons advance again. Bananas scarce and higher. Celery and mushrooms decline. New potatoes quoted at \$7 bag. Startling drop in rhubarb prices. Spinach declines to \$2.50 per bbl. Tomatoes still command high price.

FISH AND OYSTERS—

Haddock and codfish scarce. Lower prices in Western halibut. Lake and river fish plentiful. Carp, trout, and whitefish decline. Scallops, shrimps and crabs in demand.

GENERAL GROCERIES—

New imported Patna rices not offering. Bean and pea markets continue high. Spits down, scarce, little demand. Higher shelled walnuts likely. Dried fruits up with better news. Possible advance in peanut quotations. Black bulk tea prices up 5-6c lb. Mothballs up 5c lb. Bluestone advanced.

ONTARIO MARKETS.

FLOUR AND CEREALS—

Temporary bear wheat market. Mill feeds much easier. Flour generally dull. Export demand for Manitoba.

FISH AND OYSTERS—

Lobster cheap and plentiful. Trout still a leader. Whitefish getting the business. Sea fish hard to get. General trade good.

FRUIT AND VEGETABLES—

Strawberries much lower. Bananas advance 50 cents. Oranges and lemons higher. Pineapples cheap and plentiful. Spies the only apples. New beans coming. Asparagus and mushrooms lower.

PRODUCE AND PROVISIONS—

Pure lard higher. Butter situation easier. All cheese advanced. Newlaid slightly easier. Storing goes on apace. Demand for broiler chickens.

GENERAL GROCERIES—

Tea declines a farthing at London auction. Sugar situation easy. Bulk teas higher to trade. Ginger prices up. Scarcity of Valencias. Nut prices changing. Corn starch higher.

will shortly be placing orders for peanuts. Following the fire in Virginia last week, it would not surprise anybody to see prices go up. Several manufacturers of brooms have advanced their prices 25c per doz., and a further advance is likely if the price of corn continues to advance.

The cocoa bean market remains steady, with prospects of higher prices.

CANADIAN GROCER

The Trinidad crop is small one this year owing to large crop last year.

There will be quite an advance in prices of imported Scotch kippers and tomato sauce herrings; in fact, orders booked for delivery by the first steamship into Montreal were only filled in part, and it is problematical whether it will be possible to fill the balance this season or not.

Prices on Ceylon, India and Java bulk teas were advanced this week on an average of 5c to 6c per lb. There are now no cheap grades. Medium grades are costing 30c to 36c lb., and high grades 38c to 45c. This is first advance for a long time, but the market has been getting firmer right along. This amounts to an advance of 10c to 12c per lb. since the war broke out.

Canned scollops are now quoted \$1.90-\$2—a decline of 20c per doz. This is considered a big reduction. Scollops are splendid for soup, but is not yet a well known article.

Other changes are an advance in blue-stone to 9-12c per lb.; an advance in cod liver oil to \$2.50-2.75 per gallon (an advance of 75c per gallon), probably due to difficulty of fishing and getting it from Norway; and an advance in moth balls of 5c (the new price is 12-14c, probably due to scarcity of constituents). Blueberries in 2-lb. tins are getting scarce, but price unchanged. There was not a large crop of blueberries last year.

SUGAR.—The raw market was firm on Tuesday, but no changes had taken place in the price of refined. There was a moderate demand from the refineries—slightly better than for the past week or two. Demand from the retail trade is holding up well.

Extra Granulated Sugars—		Per 100 lbs.
100 lb. bags	.....	6 65
50 lb. bags	.....	6 75
2 and 5-lb. carton	.....	6 95
Yellow Sugars—		
No. 3	.....	6 80
No. 1	.....	6 25
Extra Ground Sugars—		
Barrels	.....	7 05
50 lb. boxes	.....	7 25
25 lb. boxes	.....	7 45
Powdered Sugars—		
Barrels	.....	6 95
50 lb. boxes	.....	7 05
25 lb. boxes	.....	7 25
Paris Lump—		
100 lb. boxes	.....	7 40
50 lb. boxes	.....	7 50
25 lb. boxes	.....	7 70
Crystal Diamonds—		
Barrels	.....	7 30
100 lb. boxes	.....	7 40
50 lb. boxes	.....	7 50
25 lb. boxes	.....	7 70
Cartons and half cartons	.....	8 05
Crystal Dominoes, cartons	.....	8 15

DRIED FRUIT.—The retail trade has been buying freely of dried fruits, particularly apricots and peaches, in which lines some low prices have been quoted of late. Quality is said to be excellent. The following are quotations:—Apricots, 11½-12½c, and peaches, 7½-8½c. Selected Valencias are quoted at 8½c, and Valencia 4-crown layers at 9c. The demand for fruits, both California and Spanish, in packages and loose, is good. A general

assortment business is being done. Importers, who reported a grave dropping off in business last week following the reverses in Flanders, announce now that the demand has picked up surprisingly, and is 33 per cent. better than previous week. A little improvement in demand has effect of raising prices in primary market, as it is well known that stocks being carried are light. California sedit raisins were advanced 1c per lb. by importers because of improvement in demand. Sultanas are being offered more freely, prices being a cent higher than in April. Good dates, selling to the retailer for 7½c, are cheap. The current market is strong.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 50-lb. boxes	.....	0 08
Apples, choice winter, 25-lb. boxes	.....	0 08½
Apricots	.....	0 11½
Nectarines, choice	.....	0 12½
Peaches, choice	.....	0 13½
Pears, choice	.....	0 07½
	.....	0 13½

DRIED FRUITS.		Per lb.
Candied Peels—		
Citron	.....	0 20
Lemon	.....	0 15½
Orange	.....	0 13½
Currants—		
Amalias, loose	.....	0 07½
Amalias, 1-lb. pkgs.	.....	0 08
Filiatras, fine, loose, new	.....	0 07
Filiatras, packages, new	.....	0 08
Vostizzas, loose	.....	0 09
Dates—		
Dromedary, package stock, per pkg.	.....	0 09
Fards, choicest	.....	0 12½
Hallowee, loose	.....	0 08
Hallowee, 1-lb. pkgs.	.....	0 07½
Figs—		
8 crown, 12 lb. boxes, fancy, layer, lb.	.....	0 14
7 crown, 12 lb. boxes, fancy, layer, lb.	.....	0 14
6 crown, 12 lb. boxes, fancy, layer, lb.	.....	0 13½
1 lb. glove boxes, each	.....	0 12
Prunes—		
30 to 40, in 25-lb. boxes, faced	.....	0 14
40 to 50, in 25-lb. boxes, faced	.....	0 13
50 to 60, in 25-lb. boxes, faced	.....	0 12
60 to 70, in 25-lb. boxes, faced	.....	0 11
70 to 80, in 25-lb. boxes, faced	.....	0 10
80 to 90, in 25-lb. boxes, faced	.....	0 09½
90 to 100, in 25-lb. boxes, faced	.....	0 09

Raisins—		Per lb.
Malaga, table box of 22 lbs., 3-crown cluster, \$2.60; 5-crown cluster	.....	3 80
Muscatais, loose, 3 crown, lb.	.....	0 09
Sultans, loose	.....	0 11
Sultans, 1-lb. pkgs.	.....	0 11½
Valencia, selected	.....	0 08½
Valencia, 4-cr. layer	.....	0 09
Cal. seedless, 16 oz.	.....	0 11
Seedless, 12 oz.	.....	0 09
Fancy seeded, 16 oz.	.....	0 10
Choice seeded, 16 oz.	.....	0 09½

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

TEA.—A cable received here to-day from Japan states that on the earliest leaf an advance has taken place of 5 per cent., for various reasons, but most of this tea is bought by the United States. Importers here are now awaiting cable advices regarding medium teas. Black teas continue as scarce and as high as ever. As far as can be learned, no further advances have taken place in prices of package teas, though some are expected before long. Advances were made in the prices of Ceylon, India and Java black bulk teas this week, amounting to 5-6c per lb.

RICE.—Importers of British milled rices are not quoting, as their prices are entirely out of the question. No new Patnas are offering at all.

Rangoon Rice—		Per cwt.
Rangoon "B"	.....	3 70
"C.C."	.....	3 80
India bright	.....	3 85
Lustré	.....	3 95
Fancy Rices—		
Imperial Glace	.....	5 80
Sparkle	.....	5 70
Crystal	.....	5 45
Ice drips	.....	5 80
Snow	.....	5 70
Polished	.....	4 85
Pearl	.....	5 85

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

Imported Patna—		Per lb.
Bags, 22½ lbs.	.....	0 06
Half bags, 11½ lbs.	.....	0 06½
Quarter bags, 5½ lbs.	.....	0 07
Velvet head, Carolina	.....	0 06½
Sago, brown	.....	0 07
Tapioca—		
Pearl, lb.	.....	0 06½
Seed, lb.	.....	0 06½

MOLASSES.—Prices being quoted f.o.b. Barbadoes are about the same as for past two or three weeks, the difficulty in getting shipments being worse than before. Planters are holding up their prices, and wholesalers here believe the situation for them will be worse after buyers have held off for several months, as their stocks will have to be disposed of, whereas if they accepted a reasonable offer to-day they could unload.

Barbadoes Molasses—		Island of Montreal.
		Fancy. Choice.
Punchons	.....	.45 .41
Barrels	.....	.45 .41
Hal' barrels	.....	.50 .45

For outside territories prices range about 2c lower for fancy; nothing for choice. Carload lots of 20 punchons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—		Per lb.
Barrels, per lb., 3½c; ½ bbls., 4c; ¼ bbls.	.....	0 04½
Pails, 3¾ lbs., \$1.95; 25 lbs.	.....	1 45
Cases, 2 lb. tins, 2 doz. in case	.....	2 35
Cases, 5 lb. tins, 1 doz. in case	.....	3 00
Cases, 10 lb. tins, ¼ doz. in case	.....	2 90
Cases, 20 lb. tins, ¼ doz. in case	.....	2 85
Maple Syrups—		
New, pure, per 8½ lb. tin	.....	0 75
Pure, in 15 gal. kegs, 8c per lb. or per gal.	.....	1 15
Maple sugar, pure, per lb.	.....	0 10

COFFEE.—Business and prices remain steady. The market, as for many weeks past, is without feature.

Coffee, Roasted—		Per lb.
Bogotas	.....	0 26
Jamaica	.....	0 23
Java	.....	0 31
Maricaoibo	.....	0 22
Mexican	.....	0 27
Mocha	.....	0 23
Rio	.....	0 17
Santos	.....	0 21
Chicory, per lb.	.....	0 10

NUTS.—A big fire occurred in Virginia recently, burning 60,000 bags of peanuts. The Suffolk Peanut Co. was the loser. With a heavy demand likely to be felt shortly, a firmer market is likely to result from this loss. No. 2 Spanish peanuts are oversold, and are not obtainable for prompt delivery. Nuts in shell continue quiet. While wholesale houses are offering the trade shelled walnuts as low as 32c and 33c, they are having to pay this price themselves for new stock. It is believed that stocks carried by some wholesalers are not big. Thus prices are likely to be up before long. Almonds in primary market are weaker by ½c this week, no reason being assigned to this change beyond fact that there is a dropping off in demand.

Almonds, Tara	.....	0 16
Grenobles, new	.....	0 14
Marbots, new	.....	0 12
Shelled walnuts, new, per lb.	.....	0 33
Shelled almonds, 25-lb. boxes, per lb.	.....	0 38
Stieffilberts	.....	0 13
Filberts, shelled	.....	0 25
Pecans, large	.....	0 18
Brazils, new	.....	0 12½
Peanuts, No. 1, 12½c; No. 2	.....	0 11½
Peanuts, No. 3	.....	0 10

SPICES.—Recent heavy arrivals of peppers have nearly all gone into consumption. Futures are higher than spots. Sellers of carload lots in New York are reluctant to trade, preferring to await developments of the next week.

CANADIAN GROCER

Cinnamons and cassias are stronger, and likely to continue. Advices from London are to the effect that gingers are going up. There is no special demand from the retail trade.

	5 and 10-lb. boxes	¼-lb. pkgs. dozen	¼-lb. tins lb.
Allspice	0 17	0 70-0 80	0 34
Cassia	0 23	0 75-1 05	0 31
Cayenne pepper	0 30	1 05-1 21	0 36
Ginger	0 41	1 21-1 31	0 43
Green tartar-40c.			
Ginger, Cochin	0 15-0 24		
Ginger, Jamaica	0 23	1 00-1 15	0 31
Mace	0 80	1 00-1 15	0 31
Nutmegs	0 40	1 05-1 25	0 31
Pepper, black	0 25	0 90-1 00	0 31
Pepper, white	0 34	1 15-1 20	0 40
Pastry spice	0 23	0 95-1 20	0 31
Pickling spice	0 15	0 85-1 00	0 30-0 35
Turmeric	0 21-0 23		

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

Cardamom seed, per lb., bulk	2 00	2 30
Caraway—		
Canadian	0 13	
Dutch	0 15	0 16
Cinnamon, China, lb.	0 20	
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 45
Cayenne chilies	0 35	
Shredded coconut, in pails	0 15 1/4	

DRIED VEGETABLES.—Market for beans continues strong. Wholesalers continue to pay \$3 for 3-lb. pickers, but demand is small. Split peas are down 25c per bag in primary market. The stock is said to be practically exhausted, but one cannot tell, as the farmers may be holding back their supplies. Wholesale grocers are only buying in 50-bag lots owing to high price.

Beans—	
Canadian, 3-lb. pickers, per bushel	3 00 3 30
Yellow, per bushel	3 25 3 25
Yellow eyes, per bushel	3 25 3 25
Lima, per lb.	0 07 1/2 0 08
Peas, white soup, per bushel	2 85 3 00
Peas, split, bag, 50 lbs.	5 25 5 25
Barley, pot, per bag	3 00 3 00
Barley, pearl	4 50 4 50

ONTARIO MARKETS.

Toronto, May 13.—The Lusitania disaster coming in more or less conjunction, as it did, with the casualty lists in connection with Langemarek, has been responsible for a marked effect on business. These shocks do more than paralyze the country from a sentimental point of view. They influence trade as well, and this is a time when we need all the encouraging and no discouraging factors in our commercial life. An instance of the ill-effect of the Lusitania outrage came to our notice. A man was ordering from a wholesaler and news of the sinking came. Right away he quit ordering, told the wholesaler, "No, that's enough. We don't know how trade will turn out now. This thing will put a kink in it." Whether this attitude is right or wrong is irrelevant. The fact for us is that it exists and must be combated by hard work and judicious optimism. This is a time for careful buying, but it is important to remember that it is not a time for any false economy.

There is money in the country and we hear again and again that the country towns are in good shape. They feel the effect of the war less there than in our commercial centres. The writer met a man the other day who had sold eleven thousand dollars' worth of bonds to a merchant in an Ontario city, and he wasn't in a big way. Collections in To-

ronto, Hamilton and London are keeping up well.

Package teas are not the only ones to advance. Bulk teas share in it, particularly the lower grades. Tea that sold wholesale for 25c is up to 28c. As to package teas, there is nothing new to be learned except that the firm who advanced prices last week, while not committing themselves, admit the possibility of still higher prices yet if the market does not change.

Ginger is up a cent a pound in all grades and is very firm at that.

The glass jars containing corn starch, manufactured by the Canada Starch Company, have advanced. They cost \$2.40 a dozen now instead of \$2.25, the increase being 15c.

SUGAR.—Business is fair and as many buyers were short stocked, the recent reduction has impressed a few to buy. It looks, however, as if it was a case of necessity, and that they did not buy before they had to do so. Market condition is steady and fairly sound, though no price change is looked for.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	6 71
20 lb. bags	6 81
10 lb. bags	6 86
2 and 5-lb. cartons	7 00
Nova Scotia refined, 100-lb. bags	6 61
New Brunswick refined, 100-lb. bags	6 71
Extra Ground Sugars—	
Barrels	7 11
50 lb. boxes	7 29
25 lb. boxes	7 41
Powdered Sugars—	
Barrels	6 91
50 lb. boxes	7 11
25 lb. boxes	7 31
Crystal Diamonds—	
Barrels	7 36
100 lb. boxes	7 46
50 lb. boxes	7 56
Cartons (50 to case)	8 11
Cartons (50 to case)	8 61
Crystal Dominoes, cartons	8 11
Paris Lumps—	
100 lb. boxes	7 46
50 lb. boxes	7 56
25 lb. boxes	7 76
Yellow Sugar—	
No. 1	6 31
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

TEAS.—The market at the London, Eng., auction yesterday declined a farthing, for which teamen are truly thankful. But it is only a drop in the bucket, and there would have to be many such declines before prices would assume their pre-war-time levels. Moreover, the last decline of a farthing, which was a couple of months ago, was followed by an advance the next week of a penny, so that this present decline augurs nothing.

New season's Indians are on the market, although no auction has yet been held in Calcutta. A prominent tea-growing concern represented in Toronto stated that they sold their first invoice of Syhlet Indians at private sale, at a price equal to 29 1/2c, and everyone knows that the first crop Syhlets are about the poorest teas produced in India and Ceylon. That may or may not portend high prices for new Indians. We shouldn't like to predict.

There is no news of any further advance in tea prices to the trade in Canada. The retail trade, taking it by and

large, is fairly well stocked, because there was heavy buying a couple of months ago before the budget came down. So that buying is not exceptionally large. There are those, however, who were buying cautiously right along and the higher levels announced last week are making no appreciable difference to their orders.

DRIED FRUITS.—There is a marked scarcity in Valencia raisins, which are now more or less cleared up. A sudden demand, however, necessitated some supplies, and we hear that Toronto has been buying from Montreal on this account. We quote 9 1/2 to 10 cents; latter price gets lots of orders. Other business is more or less dull. Peaches and apricots are getting a fair demand. Currants are easy with little buying. Spot prunes are exceptionally scarce, but so is the demand. Buying for futures has settled down now, and prices have struck bottom. Dates are firmer, package stuff being worth anywhere from 6 1/2c to 9c. Candied peels are quiet, as are most other dried fruit lines. This is the end of the season.

Apricots—	
Standard, 25 lb. boxes	0 13 0 14
Choice, 25 lb. boxes	0 14 0 1 1/4
Apples, evaporated, per lb.	0 07 1/2 0 08
Candied Peels—	
Lemon	0 13 0 14
Orange	0 13 0 14
Citron	0 19 0 22
Currants—	
Filiatras, per lb.	0 07 1/2
Amalas, choicest, per lb.	0 08 0 08 1/2
Patras, per lb.	0 08 1/2 0 09 1/2
Vostizsas, choice	0 08 1/2 0 10
Cleaned, 1/2 cent more.	
Dates—	
Fards, choicest, 12-lb. boxes	0 06 1/2 0 10
Fards, choicest, 50-lb. boxes	0 08 0 08 1/2
Package dates	0 08 0 08 1/2
Hallowes	0 07 1/2 0 07 1/2
Prunes—	
30-40s, California, 25 lb. boxes	0 14 1/2 0 15
40-50s, 25 lb. boxes	0 12 1/2 0 13 1/2
50-60s, 25 lb. boxes	0 12 0 12 1/2
60-70s, 50 lb. boxes	0 10 1/2 0 11 1/2
70-80s, 50 lb. boxes	0 08 0 08 1/2
80-90s, 50 lb. boxes	0 08 0 08
90-100s, 50 lb. boxes	0 07 1/2 0 08
25-lb. boxes, 1/2 cent more.	
Peaches—	
Choice, 50-lb. boxes	0 08 0 08 1/2
25-lb. boxes 1/2 cent more.	
Raisins—	
Sultanas, choice, new	0 12 0 13
Sultanas, fancy, new	0 14 0 15
Valencia	0 08 1/2 0 10
Seeded, fancy, 1 lb. packets	0 08 1/2 0 10 1/2
Seeded, choice, 1 lb. packets	0 08 1/2 0 10 1/2
Seeded, choice, 12 oz.	0 08
Seedless, 12 oz. packets	0 10 1/2 0 11
Seedless, 12 oz. packets	0 10 0 10

NUTS.—There is some activity in the shelled stuffs, though little in nuts in shell. Shelled almonds are being bought right along. Demand is not excessive, but price is advantageous, and they are a good buy. Pecans are lower, and we quote 55 to 60c. Prices range a good deal in this line. We hear that one merchant is getting as high as 62c for pecans. Peanuts have good business at this time at around 11c. Here again the range is big. One man sold at 8 cents, though how he did it in view of expense of getting the stuff, is somewhat puzzling. Brazils are strong just now, and supplies are none too large. This has been a dead line for some time, but there is some activity at present.

In Shell—	
Almonds, Tarragona	0 17 1/2 0 18
Brazils, medium, new	0 10 0 11
Brazils, large, washed, new	0 12 0 13
Chestnuts, peck	1 75 2 00
Filberts, Sicily, new	0 13 0 14

CANADIAN GROCER

Peanuts, Jumbos, roasted	0 12 1/4	0 13 1/4
Peanuts, hand-picked, roasted	0 11	0 11 1/4
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	0 16	0 16
Walnuts, Bordeaux	0 11	0 12
Walnuts, Marbots	0 13	0 14
Shelled—		
Almonds	0 32	0 37
Filberts		0 35
Peanuts	0 11	0 11 1/4
Pecans	0 35	0 36
Walnuts	0 34	0 35

SPICES.—The spot which demands attention is the ginger market. All prices are a cent higher. These have been very firm for some time now, and would have been more in the lime-light had it not been for the prominence given peppers. These latter are easier. So are cassias. There is a big demand for gingers, and stocks are low. Buyers have left the buying of extras as long as they could, and their heavy buying now puts up the price.

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	0 10	0 15
Allspices, whole		0 15
Cassia, whole	0 21	0 25
Cassia, ground	0 14	0 15
Cinnamon, Batavia		0 35
Cloves, whole		0 25
Cloves, ground	0 18	0 22
Cream of tartar	0 25	0 35
Curry powder		0 35
Ginger, Cochin	0 15	0 17
Ginger, Jamaica, ground	0 18	0 21
Ginger, Jamaica, whole		0 25
Ginger, African, ground		0 18
Mace		0 30
Nutmegs, brown, 64s, 50c; 80s, 42c; 100s		0 30
Nutmegs, ground, bulk, 45c; 1 lb. tins		0 50
Pastry spice		0 22
Peppers, black, ground	0 14	0 18
Peppers, black, whole		0 20
Peppers, white, ground	0 19	0 24
Peppers, white, whole		0 30
Pickling spice		0 15
Turmeric		0 15

RICE AND TAPIOCA.—Both have their usual steady demand, with a more-than-ordinary call for sago. Tapiocas generally are firm. Prices have higher tendency in view of talk as to increased freights.

Rice—		
Rangoon "B," per cwt.	3 45	
Rangoon, per cwt.	3 50	4 00
Rangoon, fancy, per cwt.	5 00	
Patna, fancy	0 07 1/2	0 09
Tapioca—		
Pearl, per lb.	0 06	0 07 1/2
Seed, per lb.	0 06	0 07 1/2
Sago, brown, per lb.		0 05 1/2

MANITOBA MARKETS.

WINNIPEG, May 13.—Trade for the last week has shown considerable improvement. Sales are good both in the country and in the city. A part of this of course may be attributed to the fact that buying is regularly heavier at the first of the month. Still it seems that with the seeding practically over, farmers are getting into the towns. The improvement in the city cannot be accounted for on that basis. It perhaps is more due to an improved tone generally.

A feature of the week has been the exceedingly heavy demand for canned goods. This demand gives promise of continuing for some time. Dealers seem especially anxious to buy such standard lines as peas, tomatoes and corn, realizing no doubt that the market cannot possibly hold down to the present exceptionally low prices. Gallon apples are strong and must be advanced in the near future. This advance will probably be 15c per case of half dozen.

Another interesting feature is a decline in several lines of matches—Silent 500's, Red Bird, Buffalo and Golden Tip are now 30c down per gross case. Safe-light have declined 45c per gross case.

PEPPER, which advanced last week, seems likely to go still higher. On the primary market black is up another cent, and white pepper is about 2c higher. Locally the prices have not been changed over those quoted last week, but as soon as the present supplies become reduced, it would seem an advance will be absolutely necessary. Supplies are fairly good. Present quotations for pepper are:

White, in pails	0 32
Black, in pails	0 19

SUGAR.—Conditions are much the same as last week though quotations are a little steadier. Shipments from Winnipeg are regularly being sold at \$6.95 and from storage warehouse to surrounding points in Manitoba at \$7. The future of sugar, especially on the local market, is uncertain. Raws and refined in New York are exactly the same as a week ago. Last week it was pointed out that sugar was lower than conditions actually warranted. Such is still the case. That a rise will come immediately, however, is far from certain.

	Per cwt. in sacks.
Sugar, Eastern—	
Standard granulated	6 95
Extra ground or icing, boxes	7 50
Extra ground or icing, bbls.	7 60
Powdered, boxes	7 60
Powdered, bbls.	7 40
Hard lump (100-lb. cases)	7 90
Montreal yellow, bags	6 55
Sugar, Western Ontario—	
Sacks, per 100 lbs.	6 95
Halves, 50 lbs., per cwt.	7 05
Bales, 20 lbs., per cwt.	7 10
Powdered, barrels	7 35
Powdered, 50's	7 35
Powdered, 25's	7 80
Icing, barrels	7 65
Icing, 50s	7 90
Icing, 25s	7 95
Cut loaf, barrels	7 75
Cut loaf, 50s	8 00
Cut loaf, 25s	8 25
Sugar, British Columbia—	
Extra standard granulated	6 95
Bar sugar, bbls.	7 40
Bar sugar, boxes	7 60
Icing sugar, bbls.	7 60
Icing sugar, boxes	7 90
H. P. lumps, 100-lb. cases	7 90
H. P. lumps, 25-lb. boxes	8 15
Yellow, in bags	6 45
Corn Syrup—	
2s, per case 2 doz.	2 75
5s, per case 1 doz.	3 15
10s, per case 1/2 doz.	3 01
20s, per case 1/4 doz.	3 02
R. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	3 15
5-lb. tins, 1 doz. to case, per case	3 50
10-lb. tins, 1/2 doz. to case, per case	3 30
20-lb. tins, 3 tins to case, per case	3 25

(These prices prevail in Winnipeg, Calgary, Regina, Moose Jaw and Lethbridge. For Edmonton and Saskatoon they are 5c case higher.)

	Per gal.
Molasses—	
Barbadoes	0 55
New Orleans	0 44
Maple Syrups—	
Imperial quarts, case, 2 doz.	5 40
Imperial 1/2 gals., 1 doz.	6 55
New, pure, 1/2 gal. case	9 00
New, pure, 1/4 gal., quart, case 2 doz.	9 70
New, pure, quart bottles, case 2 doz.	9 75

DRIED FRUITS.—No change is noted here this week except in Hallowee dates, one lb. packages which are now being quoted at 7 1/4c—a slight advance over a week ago. An advance in apples may be expected any time. This will probably be 1/2c. Apricots, currants, peaches and raisins seem very likely to remain steady for some time. Table figs are removed from the market. Little

or none will be sold during the summer and the stocks on hand—fortunately large in view of the fact that fresh arrivals are uncertain—will have to be carried over until the Fall.

Apples, evaporated, new, 50's	0 08 1/2
Apricots, choice, 25's	0 13 1/4
Apricots, choice, 10's	0 14
Apricots, standard, 25's	0 12 1/2
Currants—	
Dry clean	0 07 1/2
Washed	0 08 1/2
1 lb. package	0 08 1/2
2 lb. package	0 17 1/2
Vostizzas, bulk	0 10
Dates—	
Hallowee, loose, per lb.	0 09
Hallowee, 1 lb. pkgs.	0 07 1/2
Fard dates, 12-lb. boxes	1 25
Peaches—	
Standard, 25-lb. boxes	0 07 1/2
Choice, 25-lb. boxes	0 07 1/2
Choice, 10-lb. boxes	0 08 1/2
Raisins, Muscatels—	
3 crown, loose, 25's	0 09
3 crown, loose, 50's	0 05 1/2
Raisins, Valencia—	
Fine selected	2 60
Four crown layers	2 45
Choice, seeded, lb.	0 11 1/4
Fancy seeded, lb.	0 11
12-oz. packages, fancy	0 08 1/2
12-oz. packages, choice	0 08 1/2
Raisins, Sultanas—	
Corinthian Giants	0 13 1/4
Superfine	0 12 1/4
Finest	0 10 1/2
Fine	0 9 1/4
Prunes, in 25-lb. boxes—	
90 to 100	0 09
80 to 90	0 09 1/2
70 to 80	0 09 1/2
60 to 70	0 10
50 to 60	0 11
40 to 50	0 11 1/2
Table Layer Figs—	
7-crown, 10-lb. boxes, per lb.	0 10 1/4
5-crown, 10-lb. boxes, per lb.	0 15
6-crown, 10-lb. boxes, per lb.	0 13 1/4
4-crown, 10-lb. boxes, per lb.	0 13
3-crown, 10-lb. boxes, per lb.	0 12 1/4
2-crown boxes, per doz.	1 00
Cooking figs, taps, about 25 lbs., lb.	0 07 1/2
Cooking figs, choice natural, 25-lb. bags, per lb.	0 07

RICE AND TAPIOCA.—One slight advance is noted in rice, Patnas now being generally quoted from 7 to 7 1/4. For the rest, rice remains at the remarkably low figures which have been quoted for some time. As was indicated as likely, tapioca has advanced, now being quoted at from 5 1/2 to 5 3/4c. Such smaller advances are almost sure to continue until a price around 7c is reached.

Rice and Tapioca—		
No. 1 Japan, per lb.	0 04 1/4	0 04 1/4
No. 2 Japan, per lb.	0 04 1/4	0 04 1/4
Siam, per lb.	0 03 1/2	0 03 1/2
Patna, per lb.	0 07	0 07 1/2
Carolina, per lb.	0 08 1/4	0 08 1/4
Sago pearl, per lb.	0 04 1/2	0 04 1/2
Tapioca, pearl, per lb.	0 05 1/2	0 05 1/2

NUTS.—The change in the prices of shelled almonds and peanuts, which were struck last week, remain. There have been no further advances. Small demand at present time.

Nuts—		
Brazil, new stock	0 11 1/4	
Tarragona almonds	0 19	
Peanuts, roasted Jumbos	0 12 1/4	0 14
Peanuts, choice	0 10	
Pecans	0 21	
Marbot walnuts	0 14 1/4	
Sicily filberts	0 14 1/4	
Shelled almonds	0 41	
Shelled walnuts	0 36	

BRITISH COLUMBIA MARKETS.

By Wire.

Vancouver, May 13.—A fair trade is passing generally. Strawberries are arriving freely and selling at \$2 to \$4.50 per crate, California stuff predominating. Five thousand boxes of New Zealand butter arrived on the Makura; also pears and apples at \$2.50 per box. Local apples are firmer.

CANADIAN GROCER

PRODUCE AND PROVISIONS.

Butter, creamery, per lb.	23	c
New Zealand cubes	0 35	1/2
New Zealand brick	0 36	
Cheese, per lb., large	0 21	
EGGS—		
Local fresh	23	c
Extra selected	21	c
Vancouver Island	26	c
Lard, 3's, per case	38	40
Lard, 5's, per case	32	
Lard, 10's, per case	28	
Lard, 20's, each	2 70	

GENERAL.

Almonds, shelled, lb.	0 45	
Beans, Ontario, per lb.	0 5 1/2	c
Beans, Lytton	0 5 1/2	c
Cream of tartar, lb.	50	c
Cocunut, lb.	1 1/4	c
Cornmeal, ball	35	00
Evap. Apples, 50's	0 8 1/2	c
Flour, 49's, bbl.	3 75	
Lemons, box	4 75	
Potatoes, per ton	20	42
Roll'd Oats, ball of 80 lbs.	3	55
Onions, lb.	0 2 1/2	c
Oranges, box	2 75	
Rice, 50's, sack	1	80
Sugar, standard, gran., per cwt.	7	44
Sugar, yellow, per cwt.	6	70
Walnuts, shelled, lb. 40c; Almonds	42	c

CANNED GOODS.

Apples, gals. 6/case	\$1 50	
Beans, 2's	2 05	
Corn, standard, per 2 dozen case	2 10	
Peas, standard, per 2 dozen case	2 05	
Plums, Lombard, 2's, case	2 60	
Peaches, 2 1/2's, case	4 50	
Strawberries and raspberries, 2's, case	4 80	
Tomatoes, standard, per dozen, case	2 20	

SALMON.

Sockeye, 1's, 4 doz. case	\$9 00	
Sockeye, 1/2's, 8 doz. case	10 75	
Coho's, 1's, 4 doz. case	4 75	
Humpbacks, 1's, 4 doz. case	4 00	

DRIED FRUITS.

Apricots, per lb., 13/4c; Apples, lb.	0 8 1/2	c
Currants, per lb., 0 5 1/2c; Raisins, seeded, lb.	10	c
Prunes, 70-80, 25's, lb.	0 9	c
Peaches, per lb.	0 7	c
White Figs, per lb.	0 6	c

ALBERTA MARKETS.

(By Wire.)

Edmonton, May 13.—Tea is very firm and one eastern packer has advanced prices some five cents. Cheese market is difficult to gauge and there has been a sharp advance within last few days. Policy of wholesalers is to buy. June oats show continued firmness. Warm weather specialties are in demand. Lards have increased. Lemons are down to \$4.50.

Produce and Provisions—

Cheese, per lb., old	0 21 1/2	
Cheese, new, lb.	0 19 1/2	
Butter, creamery, per lb.	0 39	
Butter, dairy, No. 1, 2c; No. 2	0 25	
Lard, pure, 3's, per case	8 85	
Lard, pure, 5's, per case	8 80	
Lard, 10's, per case	8 70	
Lard, pure, 20's, each	2 88	

General—

Beans, Ontario, per bushel	3 75	3 90
Beans, Japan, per bush.	3 90	4 00
Coffee, whole roasted, Rio	0 16	
Evaporated apples, 60's	0 09	0 09 1/2
Potatoes, per bush.	0 65	0 70
Roll'd oats, 20's, 35c; 40's	1 23	
Roll'd oats, ball, 34; 80's	3 60	
Flour, 88's	4 05	4 15
Rice, per cwt.	3 95	
Sugar, standard gran., per cwt.	7 55	7 65
Sugar, yellow, per cwt.	7 15	

Canned Goods—

Apples, gals., case	1 50	
Corn, standard, per two dozen	2 00	2 10
Peas, standard, 2 dozen	2 10	
Plums, Lombard	2 20	
Peaches	3 25	
Strawberries, \$4.45; raspberries	4 00	
Tomatoes, standard, per dozen	2 50	
Salmon, sockeye, 4 doz. talls, case, 1s	7 50	
Coho's, 1's, \$5.75; humpbacks, 1's	4 35	

Fruits—

Lemons	4 50	
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SASKATCHEWAN MARKETS.

(By Wire.)

Regina, Sask., May 12.—Wheat seeding throughout Saskatchewan has practically been completed. High winds have been prevalent, and in some instances, re-seeding will be necessary. One-quarter of the oat acreage has been seeded,

and barley seeding has been commenced. In the southwest section of the province, according to an official bulletin issued by the Department of Agriculture, it is evident no efforts must be spared to conserve the moisture.

Markets are quiet. Business is good and appears to be on the increase. Eggs are coming in quite freely. Butter is still scarce and difficult to obtain. French peas are going up in price owing to the scarcity of the article. A slight advance has taken place in coffee. Sugar is strengthening.

Produce and Provisions—

Buttery, creamery, per lb.	0 35	
Butter, dairy, No. 1	0 25	
Cheese, per lb., large	0 20 1/2	
Eggs, new laid	0 20	
Lard, 3's, per case	8 75	
Lard, 5's, per case	8 65	
Lard, 10's, per case	8 60	
Lard, 20's, each	2 90	

General—

Beans, Ontario, per bushel	3 90	
Coffee, whole roasted, Rio	0 17	0 17 1/2
Cream of tartar, lb.	0 45	
Cocunut, lb.	0 19	
Cornmeal, ball	2 70	
Evap. apples, 50's	0 08 1/2	
Flour, 96's	4 05	
Potatoes, Ont., bush.	0 78	
Roll'd oats, ball of 80 lbs.	3 80	
Onions, Val.	5 0	
Oysters, per gal.	3 80	
Sugar, standard, grand., per cwt.	7 44	
Sugar, yellow, per cwt.	7 04	
Walnuts, shelled, 4l; almonds	0 41	

Canned Goods—

Apples, gals., case	1 35	
Broken beans, 2's	2 65	
Beans	2 28	
Corn, standard, per 2 dozen	2 28	
Peas, standard, per 2 dozen	2 28	
Plums, Lombard	2 15	
Peaches	3 21	
Strawberries, 4.35; Strawberries	4 73	
Tomatoes, standard, per case	2 15	2 60

Salmon—

Sockeye, 1's, 4 doz. case	9 85	
Sockeye, 1/2's	12 35	
Coho's, 1's	6 00	
Humpbacks, 1's	4 60	

Fruits and Vegetables—

Apples, fancy, box	1 75	
Grapefruit, per crate	4 25	
Sweet potatoes, per crate	4 60	
Lemons	4 75	
Oranges	4 25	
Pineapples, case	6 50	
Celery	0 11	

Dried Fruits—

Apricots, per lb.	0 12 1/2	
Currants, per lb.	0 08 1/2	
Prunes, 70-80, 25's, lb.	0 10 1/2	

NEW BRUNSWICK MARKETS.

(By Wire.)

St. John, May 13.—Markets show little activity these days, general staples being quiet. Though sugar showed decline in other places, there was no change locally, and market is quite firm. Quotings on flour are unchanged, but dealers are looking for stronger tone unless situation in Dardanelles brightens soon. American pork is firmer. Cereals are a little easier, rolled oats being \$7.75 and oatmeal \$8.25. Molasses is a shade easier. New cheese is higher at 19-19 1/2c. Eggs and butter show same quotings, butter being scarce till grass make comes in.

Produce and Provisions—

Bacon, breakfast, per lb.	0 20	0 23
Bacon, roll, per lb.	0 17	0 17
Beef, barrel	25 00	27 00
Beef, corned, 1's	2 75	3 35
Pork, American clear, per bbl.	25 00	28 75
Pork, domestic, per bbl.	25 00	27 50
Butter, dairy, per lb.	0 27	0 28
Butter, creamery, per lb.	0 31	0 32
Eggs	0 20	0 21
Lard, compound, per lb.	0 11 1/2	0 11 1/2
Lard, pure, per lb.	0 13	0 13 1/2
Cheese, new	0 19	0 19 1/2

Flour and Cereals—

Cornmeal, gran.	5 75	
Cornmeal, ordinary	1 85	
Flour, Manitoba, per bbl.	9 05	
Flour, Ontario	8 50	

Roll'd oats, per bbl.	7 75	
Oatmeal, standard, per bbl.	8 25	
Fresh Fruits and Vegetables—		
Lemons, Messina, box	7 00	
Oranges, Val., case	4 00	5 00
Potatoes, bbl.	1 35	1 45

Sugar—

Standard granulated	6 80	
United Empire	6 70	
Bright yellow	6 80	
No. 1 yellow	6 30	
Paris lumps	7 00	
Lemons, Messina, box	7 00	

Beans, hand-picked, bush	3 45	3 50
Beans, yellow eyes, per bush.	3 70	3 75
Canned pork and beans, per case	2 60	2 60
Molasses, Barbadoes, gal.	0 39 1/2	0 40
Cream of tartar, per lb., bulk	0 38	0 41
Currants, per lb.	0 08 1/2	0 09
Rice, per cwt.	4 00	4 25

TO ELIMINATE PRICE-CUTTING.

St. John, N.B., May 11.—(Special).—At a general meeting of the Grocers' Section of the St. John Branch of the Retail Merchants' Association, the question of how to deal with unprincipled price-cutters was further taken up, and the following resolution was unanimously carried:—

“Resolved, that the unprincipled price-cutter is an unnecessary evil, as he not only injures himself, but his fellow-merchants, and the community in which he does business; and,

“Therefore, it is the opinion of this meeting that such unfair methods for the securing of trade should be discontinued, and the same be given due consideration by the executive officers of both the wholesale and retail associations.”

A committee was appointed to go over the entire list of groceries handled in a retail store, and to decide what lines were being handled without a sufficient profit, and to meet with a committee of the Wholesale Grocers' Guild of the Province, and see if something cannot be done to improve conditions for the retail grocery trade. It was further decided to meet the Wholesale Grocers' committee on Wednesday, May 12th, at 10 o'clock a.m.

Several complaints were made at the meeting that two wholesale dealers had been selling to other than legitimate retail grocers, and the secretary was instructed to write the parties in question.

A communication was received from the Retail Clerks' Association asking that the retail stores close at 6 p.m. every night and at 11 o'clock Saturday evening; also asking for a half holiday on each Thursday during June, July, August and September. It was the unanimous opinion of the meeting that the grocery stores should close at 6 every evening, and 11 o'clock on Saturday evenings, but exception was taken to closing stores on Thursday afternoon.

Patrick Ambrose, a Montreal grocer, was held up by a burglar in his bedroom, on Wednesday, May 5. The burglar found a revolver under the grocer's pillow, and forced him to hand over some jewelry and \$12 in cash. He then got away.



FRUIT AND VEGETABLES



Higher Prices in Several Fruits

Many Lines Show Advances—Strawberries, However are Lower in Both Markets — Oranges, Lemons and Grapefruit Higher—Lots of New Potatoes Selling—Egyptian and Other Onions Getting the Business—Trade Good, and Summer Outlook Promising.

MONTREAL.

FRUIT.—A further advance took place this week in the price of California navel oranges for small sizes, quotations for 176-200-216-250, being 3.75 per box; prices for 96-100-126 remain as last week—3.50 per box. Mexicans continue to sell at 2.50 per box for all sizes. A further advance occurred in lemons, for which they are now asking 3.50 per box for 300 size fancy Messinas, and 25c less for 5-box lots. Apple quotations continue about the same. Cocoanuts are slightly easier, 4.75 per sack being asked this week. A big drop took place in strawberry prices; on Monday they were quoting 10c for pint cups, and will probably be asking 2c less by Saturday. Cuban pineapples are quoted at \$3, while they are asking 3.50 for Porto Ricos. The latter are coming in ripe; the former are inclined to be green. Another important change is in bananas. The price took the first jump for a long while, the reason given being that they can't be got as easily as in the past few months. From 2.50 to 2.75 is being asked.

Apples—		
Baldwins, No. 1, bbl.	3 75	
Ben Davis, No. 1, bbl.	4 00	
Spies, No. 1, bbl.	4 50	
Starks, No. 1	4 50	
Russets, No. 1, bbl.	4 50	
No. 2 varieties, 50c to \$1 less per barrel.	2 75	
Bananas, crate	2 50	
Cocoanuts, sack	4 75	
Cranberries, bbl.	5 00	
Grapefruit, case	2 50	
Grapes, Belgium hothouse, lb.	1 00	1 25
Lemons—		
Messina, Verdelli, extra fancy, 300 size	3 50	
Limes, box	1 50	
Oranges—		
Cal. Navel, 150-176-200-216-250	3 75	
Cal., 96-100 size box	3 50	
Mexican, 100-150-176	2 25	2 50
Pineapples, 18-24 and 30-36	3 00	3 50
Strawberries, per pint cup		0 09

VEGETABLES.—Dealers have been having a great time this week with their stocks of red onions, which have had a tendency to seed and go soft. Stocks will be cleaned out as quickly as possible, \$2.50 per sack being quoted. As there are no Spanish onions to speak of on the market, new supplies are being brought in from Texas, bringing 2.50 per crate, and silver skin onions from New Jersey selling at the same price. American

asparagus is bringing \$4.75 per doz., and Canadian \$3.50 per doz. Western asparagus in baskets is being offered at \$1 per doz. bunches. A great fall took place in wax and green beans which, for several weeks have been quoted at prohibitive prices. As there are more coming in, the price has been dropped from \$8 per basket to 5.00-5.25. New cabbage was up this week to 4.25, with prospects of dropping by end of week. Old cabbage is scarce, and the quality is not good. It is bringing \$3 per bbl. Neither is red cabbage of good quality, but is quoted the same, 1.50. Cauliflowers are now arriving in hampers of two dozen, selling for 5.50 per hamper. Cucumbers remain at 1.50-1.75, with a fair demand. Celery is 25c off this week. Mushrooms also are down, and are being quoted at \$7 per bbl. However, there are not many being brought in at that figure yet, the public preferring to eat old potatoes. A big drop took place in rhubarb, large quantities of which are being offered in this country. Spinach is down. Turnips are being quoted at 75c for Ontarios, and 1.00 for those grown in Quebec. Tomatoes are up to 4.50 for choice, and 5.00-5.25 for fancy. Floridas and Bahamas are being offered too, at 3.50-3.75.

Beets, new, doz.	1 25	
Beets, bag	0 40	
Beans, wax, basket	5 00	5 25
Beans, green, basket	5 00	5 25
Cabbage, per bbl.	2 50	3 00
Cabbage, red, per bbl.	1 50	
Cabbage, new, bbl.	4 25	
Carrots, bag	0 75	
Carrots, new, doz.	1 25	
Cauliflower, Florida-Cal., 2 doz.	5 50	
Cucumbers, fancy, doz.	1 50	
Celery, Florida	1 75	
Horse-radish, lb.	0 15	
Head lettuce, per box, 2 doz.	2 50	
Curly lettuce, per box, 3 to 4 doz.	1 50	1 75
Mushrooms, 4 lbs., basket	2 50	
Onions—		
Red, 100-lb. bags	1 75	2 00
Parsnips, bag		1 25
Parsley, Canadian, doz. bunches		0 35
Peppers, green, 3/4-qt. basket	0 50	0 60
Potatoes—		
Montreal, bag		0 55
Green Mountain		0 55
New, bbl.		7 00
Potatoes, sweet, Jersey, hpr.		2 75
Radishes, doz.		0 35
Rhubarb, hothouse, doz.	0 25	
Spinach, American, in bbls.	0 50	2 50
Turnips, bag	0 75	1 00
Tomatoes, Florida, crate	4 50	5 25
Watercress, American, doz.		0 90
Watercress, Canadian, doz.		0 60

TORONTO.

FRUIT.—All apples but spies are practically off the market, and these are worth \$4.50 to \$5.50 for large boxes and \$1.75 to \$2.00 for small. Bananas are in big demand and have been gradually rising in price for two or three weeks. We quote all the way from \$1.50 to \$2.25. Grape fruit is up a quarter. There is a big call for this and the stuff is fine. It is Floridan. Navels again are firmer at \$3 to \$4. Latter figure is being paid right along for the best. Lemons, too, are up, bottom price now being \$3.25 a crate. Pineapples are down fifty cents with \$3.25 as top price. All strawberries are lower. They are plentiful and despite big demand are gradually falling in price. It is said we will have a good season this year in strawberries. Florida oranges are about off the market, and navels have it all their own way. Low prices have obtained a long while and they are getting out of fashion in oranges for a time. Limes are 'way up, and you can't buy them much below \$1.60. General trend of prices is higher, as will be seen from the foregoing, though there are cases of declines. Business is reported booming, much better than was thought for. Orders are large and numerous.

Apples—		
Spies	4 50	5 50
Spies, box	1 75	2 00
Bananas, per bunch	1 50	2 25
Cocoanuts, sack	4 00	4 25
Grapefruit	2 75	3 25
Oranges—		
California navels	3 00	4 00
Lemons, Messinas	3 25	3 50
Lemons, California	3 25	3 50
Limes, per 100		1 60
Pears—		
California, box		3 25
Canadian, late varieties	0 25	0 30
Pineapples, Porto Rico, case	3 00	3 25
Strawberries, qt. box	0 18	0 20
Strawberries, pt. box	0 10	0 12

VEGETABLES.—As in the case of the fruit market this week, so with vegetables—there are several price changes, and for the most part they are on upward line. There are lots of new things on market, and mostly all vegetables have some showing now. Beans, green and wax, are in good demand, and are

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FISH AND OYSTERS



Temporary Scarcity of Sea Fish

Weather Conditions the Reason—Lobsters Aplenty and Very Low — Good Summer Trade in Prospect—Big Demand for Fresh Lake Stuff.

MONTREAL.

FISH.—Due to constant eastern winds, and the shores on the east coast being packed with drifting ice, fishing operations have been interfered with considerably during the past few days, and as a result, very limited supplies have been available. Haddock, codfish have been scarce, and prospects are not too bright for the future. Lobsters continue to come in very freely, and are selling very low. Quotations are about the same as last week, but a further decline is about to take place. On the western coast, conditions are not much better than in the east. Deliveries so far have not been up to the average, and the demand has not been as good as expected. This has reference particularly to western fresh halibut. Outlook is for lower prices, all through the summer season, as there is a big fleet on the fishing grounds, and it is expected that both Prince Rupert and Seattle—distributing points—will have large supplies right along. Lake, river fish are coming in in large quantities, and are selling very well. There is no reason why this summer there should not be a big demand for fish of all kinds, as prices are bound to be reasonable while meats are expected to soar all through the summer, prices of carp, trout and whitefish will be a little lower from now on. Quotations on these lines are 1c lower this week. Large quantities of brook trout are arriving, and the price is down to 25c per lb. The demand for all kinds of preserved fish is very slow, but prices are maintained. Scallops, shrimps and crabs are in better demand, and trade for these will improve with the return of hot weather, as these are mostly used at the summer resorts and for tourist trade.

TORONTO.

FISH AND OYSTERS.—Most lines of sea stuff are somewhat scarcer this week, though it is thought shortage is only temporary, and on that account prices have not tightened appreciably. Haddock and cod are therefore firmer, demand keeping up but supplies being at

present not so good. Haddock is still worth around eight cents. Some is going for 7½ cents. Fresh caught lake fish continues in good demand, with trout and whitefish as leaders of the market. Trout is selling for 12-13 cents, a trifle lower than last week. Whitefish at 15 cents is plentiful and demand accommodatingly good. Western halibut is called for loudly, but there is not too much around. Twelve cents is low for it. There appears to be some hold-up on supplies. Brook trout is daily becoming more plentiful. We have not altered our quotation of 28 cents, as we understand this is general, though some is selling for 26 and 27, but not much. Steelhead salmon is a good seller. All lines of smoked fish get their usual business, haddies in particular at 9 to 10 cents, a couple of cents lower, being in good demand. Oysters are unquotable.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.07½-.08	.08-.09
Haddies, 15-lb. and 30-lb. boxes, lb.	.07-.07½	.10-.12
Haddies, fillets, per lb.	.10	.12
Haddies, Niobe, boneless, per lb.	.08½	...
Herring, Ciscoe, per lb.	.10	.10
St. John bloaters, 100 in box	1.10	1.20
Yarmouth bloaters, 60 in box	1.20	1.27
Smoked herrings, medium, box	.20	...
Smoked boneless herrings, 10-lb. box	1.10	...
Kipperd herrings, selected, 60 in box	1.50	1.25-1.50
Smoked salmon, per lb.	.25	.25
Smoked halibut	...	.20

FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—		
Gaspe, large, per lb.	.15	.21
Red, steel heads, per lb.	.12	.12-.13
Red, sockeyes, per lb.	.12	.10
Red, Cohoes or silvers, per lb.	.08-.08½	.10
Pale, qualls, dressed, per lb.	.07-.07½	.07½-.08
Halibut, white western, large and medium, per lb.	.08-.08½	.09
Halibut, eastern chicken, per lb.	.08½-.09	.10
Mackerel, bloater, per lb.	.07½-.08	.09
Haddock, medium and large, lb.	.08½-.09	.10-.12
Market codfish, per lb.	.03½	.04
Steak codfish, per lb.	.04-.04½	.10
Canadian soles, per lb.	.06	...
Blue fish, per lb.	.15-16	...
Smelts	.09	.18-.20
Herrings, per 100 count	3 00	...
Round pike	.05-.5½	...
Grass pike	.08	.06½

DRIED AND PREPARED FISH.

Dried codfish, medium and small, 100 lb.	7 00	7 50
Dried hake, medium and large, 100 lb.	6 00	...
Dried pollock, medium and large, 100 lb.	6 00	...
Dressed or skinless codfish, 100-lb. case	7 25	8 00
Boneless codfish, 2-lb. blocks, 20-lb. boxes, per lb.	0 08	0 08
Boneless codfish, 2-lb. blocks, 20-lb. boxes, per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes	0 12	0 10
Shredded codfish, 12-lb. boxes, 24 cartons, a box	1 80	1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.

Standard, solid meats, gal.	1 70	1 75
Standard, bulk, gal.	1 00	1 40
Selects, per gal., solid meat	2 80	2 80
Rest clams, imp. gallon	1 50	...
Rest scallops, imp. gallon	2 00	2 25
Best prawns, imp. gallon	2 25	...

Best shrimps, imp. gallon	2 25	...
Sealed, best standards, qt. cans, each	0 60	...
Sealed, best select, quart cans, each	0 60	...
CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.		
Cape Cod shell oysters, per bbl.	8 00	...
Canadian cultivated oysters, bbl.	9 00	10 00
Clams, per bbl.	8 00	8 00
Live lobsters, small, lb.	0 15	0 25
Live lobsters, medium and large, lb.	0 18	...
Live lobsters, medium and large	0 18	...
Winkles, bush.	2 00	2 00
Little necks, per 100	1 25	1 50

FRESH SEA FISH.

	Montreal	Toronto
Halibut	11-12	0 12
Haddock, fancy, express, lb.	5-6	0 08
Steak, cod, fancy express, lb.	7-7½	0 10
Herrings, Gasperaux	2	...
Flounders	5	0 14
Salmon, Western	0 20	0 25
Salmon, Eastern	0 50	...

FRESH LAKE FISH.

Carp, lb.	0 07	...
Pike, lb.	0 06	0 10
Brook trout	0 25	0 25
Perch, lb.	0 06	0 10
Suckers, lb.	0 05	0 05
Whitefish, lb.	0 13	0 15
Herrings, lb.	0 12	0 10
Lake trout, lb.	0 12	0 13
Dressed bullheads	0 10	...

FROZEN—LAKE AND RIVER.

White fish, large, per lb.	.06½-.09	.09
White fish, small tulbees, per lb.	.05½-.06	.07
Lake trout, large and medium, lb.	.09	.12
Dore, dress or round, lb.	.08	.09-10
Pike, dressed and headless, lb.	.05-.06½	.07
Pike, round, per lb.	.05½-.06	.06-.07

PICKLED FISH.

Salmon, Labrador, tierces, 300 lb.	20 00	...
Salmon, Labrador, bbls., 500 lbs.	14 00	...
Salmon, Labrador, half bbls., 100 lbs.	7 50	...
Salmon, B.C., bbls.	13 00	14 00
Sea trout, Baftin's Bay, bbls., 200 lb.	12 00	...
Sea trout, Labrador, bbls., 200 lb.	12 00	...
Sea trout, Labrador, half bbls., 200 lb.	6 50	8 00
Mackerel, N.S., bbls., 200 lb.	12 00	...
Mackerel, N.S., half bbls., 100 lb.	7 00	...
Mackerel, N.S., palls, 20 lbs.	1 75	2 00
Herrings, Labrador, bbls.	6 00	6 25
Herrings, Labrador, half bbls.	3 25	3 25
Lake trout, 100-lb. kegs	6 00	6 00
Quebec sardines, bbls.	6 00	...
Quebec sardines, half bbls.	3 50	...
Tongues and sounde, per lb.	0 07½	...
Scotch herrings, imported, half bbls.	8 00	...
Holland herrings, imp'ted milkers, hf bbls	8 00	...
Holland herrings, imp'ted milkers, kegs	0 85	0 75-1 00
Holland herrings, mixed, half bbls.	7 00	...
Holland herrings, mixed, kegs	0 85	0 70-0 95
Lochfyne herrings, box	1 35	...
Turbot, bbl.	14 00	...
Green cod, No. 1, bbl.	10 00	10 00
Green cod, No. 2, bbl.	8 50	8 50

WINNIPEG.

FISH.—Within a day or two now, fresh white fish, pickerel, and tulbees are expected from the Ontario lakes. The price at which these will be sold is not certain as yet. For fresh trout, which came on the market a week ago, a very heavy demand is being experienced. The price of this has dropped ½c, quotations now being 12c. Fresh halibut and salmon are coming in well and for them there is a very satisfactory demand.

Fish—		
New fresh jackfish	0 03½	...
New tulbees	0 06	...
Fresh whitefish	0 08	...

(Continued on page 45.)



PRODUCE AND PROVISIONS



New Cheese Prices Soaring Now

After Old Cheese Has Been Going Up All Winter New Takes a Similar Turn—Pure Lard Firm—Eggs Lower and Plentiful—Butter Easier Though Not Lower — Strong Situation in Pure Lard—Big Demand for Live Chicken.

MONTREAL.

PROVISIONS.—The market on hogs is considerably higher, an advance of 50c having taken place last week. As there is a good demand for export, it is anticipated that there will be a strong market from now on. There is a strong feeling in the market for pure lard, and our quotations have been advanced 1/4c this week.

Hams—		
Small, per lb.	0 18	
Medium, per lb.	0 17 1/2	
Large, per lb.	0 16	
Backs—		
Plain, bone in	0 21	
Boneless	0 24	
Peameal	0 24	
Bacon—		
Breakfast, per lb.	0 20	
Roll	0 16	
Shoulders, bone in	0 14	
Shoulders, boneless	0 15	
Cooked Meats—		
Hams, boiled, per lb.	0 26	
Hams, roast, per lb.	0 28	
Shoulders, boiled	0 25	
Shoulders, roasted	0 28	
Dry Salt Meats—		
Long clear bacon, 60-70 lbs.	0 15 1/2	
Long clear bacon, 80-100 lbs.	0 14 1/2	
Flanks, bone in, not smoked	0 15 1/2	
Barrelled Pork—		Per bbl.
Heavy short cut mess	26 00	
Heavy short cut clear	26 00	
Clear fat backs	29 00	
Clear pork	27 00	
Lard, Pure—		
Tierces, 350 lbs., net	0 12 1/2	
Tubs, 60 lbs., net	0 13 1/2	
Boxes, 50 lbs., net	0 12 1/2	
Pails, wood, 20 lbs., gross	0 13	
Pails, tin, 20 lbs., gross	0 13	
Cases, 10 lbs. tins, 60 in case	0 13 1/2	
Cases, 3 and 5-lb. tins, 60 in case	0 14 1/2	
Bricks, 1 lb., each	0 15	
Lard, Compound—		
Tierces, 375 lbs., net	0 09 1/2	0 10
Tubs, 50 lbs., net	0 10 1/2	
Boxes, 50 lbs., net	0 10 1/2	
Pails, wood, 20 lbs., net	0 10 1/2	
Pails, tin, 20 lbs., gross	0 10 1/2	
Cases, 10-lb. tins, 60 in case	0 11 1/2	
Cases, 3 and 5-lb. tins, 60 in case	0 11 1/2	
Bricks, 1 lb., each	0 12 1/2	
Hogs—		
Dressed, abattoir killed	13 00	13 50

BUTTER.—Owing to the increased demand for butter from both local and outside buyers, and the fact that offerings were well cleaned up, there was keen competition for supplies offered at Cowansville and other points in Quebec Province last Saturday. Prices were consequently higher than they were a week ago. This, however, was not a fair indication of the state of the market, as there was a considerable shortage, and Montreal dealers were willing to pay higher prices. The grass this spring has come up exceptionally well, and pasturages are looking good. By the end of week supplies should be ample, and

a considerably lower market is expected. The high price of cheese has had effect of keeping market up.

Butter—	
Finest creamery	0 32
Dairy prints	0 27
Dairy, solids	0 25
Separator prints	0 25
Bakers'	0 23

CHEESE.—At the cheese boards last week end, there was considerable strength displayed, and prices paid showed a marked advance compared with those of previous week. This means that few cheeses have been offering, and many buyers. Consequently the market has been forced. Prices are not expected to stay there. Our quotations remain about same this week, price for new make being slightly higher.

Cheese—	
Old make	0 19
New make	0 19
Old specials, per lb.	0 20
Stilton	0 19 0 20

EGGS.—Receipts continue to come in heavily, and market is decidedly easier. Advices from Chicago indicate that stocks at the end of April were 50 per cent. larger than for the same date last year. We are in the flush of the egg season, and there will be plenty for everybody. Storages are rapidly filling up. In spite of the weaker market, prices are not changed.

Eggs, case lots—	
Stamped	0 24
Selects	0 23
No. 1's	0 22

POULTRY.—There are no changes in price to record this week. The demand remains about the same. A good demand for live fowl is expected during next week, and for the next ten days or so. Supply of fowl is rather short, as hens are laying well, and farmers not inclined to send them in. This state of affairs is likely to continue for next ten days.

Fresh Stock—		Live.	Dressed.
Fowl, 5 lbs. and over	19	20	
Fowl, small	16	14-16	
Spring chicken		23-25	
Turkeys, fancy		20-25	
Ducks	22-24	16-18	
Geese	10-13	15	
Pigeons, pair		30-35	
Squab pigeons, pair		50-60	

TORONTO.

PROVISIONS.—Pure lard is firm and higher. Why, nobody seems to know.

Prices are up a cent, however, from last week's levels. Compound remains steady and firm. There is no change in meat prices, bacons, hams and so forth remaining firm on account of the firmness in hog products which we noted last week.

Hams—		
Light, per lb.	0 17 1/2	0 18
Medium, per lb.	0 17	0 17 1/2
Large, per lb.	0 14 1/2	0 15

Backs—		
Plain, per lb.	0 20	0 21
Boneless, per lb.	0 23	0 24
Pea meal, per lb.	0 24	0 24

Bacon—		
Breakfast, per lb.	0 18	0 22
Roll, per lb.	0 14	0 15
Shoulders, per lb.	0 13 1/2	0 14 1/2
Pickled meats—1c less than smoked.		

Dry Salt Meats—		
Long clear bacon, light	0 13 1/2	0 14
Cooked Meats—		
Hams, boiled, per lb.	0 23	0 24
Hams, roast, per lb.	0 24	0 25
Shoulders, boiled, per lb.	0 21	0 22
Shoulders, roast, per lb.	0 21	0 22

Barrelled Pork—		
Heavy mess pork, per bbl.	25 00	26 00
Short cut, per bbl.	26 00	27 00

Lard, Pure—		
Tierces, 400 lbs., per lb.	0 11 1/2	0 12 1/2
Tubs, 60 lbs.	0 13	0 14
Pails, 20 lbs., per lb.	0 13 1/2	0 14 1/2
Tins, 3 and 5 lbs., per lb.	0 14	0 14 1/2
Bricks, 1 lb., per lb.	0 14 1/2	0 14 1/2

Lard, Compound—		
Tierces, 400 lbs., per lb.	0 09	0 09 1/2
Tubs, 60 lbs., per lb.	0 09 1/2	0 10
Pails, 20 lbs., per lb.	0 10	0 10 1/2

Hogs—		
F.O.B., live, per cwt.		7 45
Live, fed and watered, per cwt.		7 75
Dressed, per cwt.	10 00	10 50

BUTTER.—There is no news of price changes this week, and general situation remains unchanged. Supply of fresh creamery is on the increase all the time, but the trade can take all that comes and is doing so.

Butter—		
Creamery prints, fresh made	0 32	0 34
Creamery prints, storage	0 31	0 33
Separator prints	0 27	0 28
Dairy prints, choice	0 26	0 27
Dairy, solids	0 22	0 24
Bakers	0 22	0 23

CHEESE.—No amount of new stuff apparently can change the strength of this market. Right along it has been the wonderment of the trade why prices should have held up, and this is even more the case now. Prices on new stuff have advanced by half a cent to a cent. Old has advanced too, and old large is worth at time of writing 20 cents a pound. Make of new stuff doesn't seem to be up to what is desired, and export and home calls eat up quickly such supplies as are around. This is second week that prices of new stuff has advanced. It looks to be going same way as old.

CANADIAN GROCER

Cheese—		
Old, large	0 19½	0 20
Old, twins	0 19¾	0 19¾
New, twins	0 18¾	0 19¾
New, large	0 18¾	0 19

EGGS.—Situation is easier and tendency is slightly downward. Wholesalers are still storing but weather of last few weeks has been responsible for enormous production which not even the inroads made by storing can offset. American warehouses are top-heavy. They've got so many eggs over there they don't know what to do with them, and this naturally is a bear on prices in Canada. Probably, if this super-production goes on, we shall see lower prices yet. Eggs is the only low spot of the produce and provision market.

Eggs—		
New laid, in cartons	0 24	0 25
New laid	0 22	0 23
Cracked eggs	0 18	0 19

POULTRY.—There are a few broilers that will be coming in right along now till after the 20th. Chickens weighing a pound and a half to two and a half are worth 40 to 50 cents, live. Fifteen cents a pound is being paid for what live turkey shows up, but there isn't much to show up. Chickens are worth 12 to 14 cents, live, and 17 to 20 dressed. There is a big demand for live stuff, but there are not the supplies to cope with it.

Poultry—		
Chickens	Live.	Dressed.
Fowl	0 12-0 14	0 17-0 20
Ducks	0 12-0 14	0 14-0 16
Turkeys	0 10-0 12	0 16-0 18
	0 15-0 16	0 20-0 28

WINNIPEG.

PRODUCE.—Generally conditions are satisfactory. For lard there has been no change, nor is there any change in quotations for cured meats.

Cured Meats—		
Hams, per lb.	0 20	
Shoulders, per lb.	0 15	
Bacon, per lb.	0 25	
Long clear, D.S., per lb.	0 14	
Mess pork, bbl.	21 00	
Lard—		
Tierces	13 00	
Tubs	7 95	
Pails	2 75	
Cases, 56	8 32	
Cases, 36	6 40	

BUTTER.—Supplies are much more plentiful, with the result that creamery is weaker, being generally quoted at from 32c to 34c. It is expected, however, there will be a big increase in the supplies within the next two weeks, and prices will drop further. There is practically no dairy butter on the market at the present time.

Butter—		
Creamery, Manitoba	0 32	0 34
Dairy	0 27	0 31
Cooking	0 22	0 23
Bricks, 1 lb., per lb.	0 13	0 13½

CHEESE.—This is coming in a little more plentifully, but there is no change in the local situation.

Cheese—		
New, large	0 20	0 20
New, twins	0 20½	0 21

EGGS.—Receipts are heavy. Some of the big merchants had a record day last Friday. It would seem from this that eggs should be weakening in price. Such, however, has not been the case. As a matter of fact they are somewhat strong-

er this week than last. The price for candled being generally 21c. It is of course to be expected that prices will decline very shortly. The demand to date has been exceedingly large.

Eggs, new laid, doz. (candled)	0 21
--------------------------------	------

POULTRY.—April as usual was a good month as far as the demand for this line went. May regularly is rather an off month, and such again seems the case. There is, however, a very fair demand. Chickens are perhaps up a little in price, being now quoted from 16 to 23. Other lines are as listed for some little time.

Fresh Stock—		
Turkeys, per lb.	0 18	0 25
Ducks, per lb.	0 10	0 16
Chickens, per lb.	0 16	0 23
Geese, per lb.	0 15	0 17

FRUIT AND VEGETABLES.

(Continued from page 42.)

none too plentiful as yet. We quote \$2.25 to \$3 for the green. California celery is about done and there is none around so far as we can find. Florida stuff is worth about \$2.25 to \$3. Potatoes of all kinds are in big demand. Ordinary domestic stuff sells from 60 to 70 cents. Florida hampers are down at \$2.25 to \$2.50. Bermudas have declined to \$3.50. These latter two are, of course, new potatoes. Onions of all sorts and nationalities—if an onion has a nationality—are in and selling well. Egyptian onions are worth \$4.75 to \$5, and are getting the business. Boston head lettuce is way up at \$4 to \$4.50. Hothouse tomatoes are a nickel easier at 20 to 25 cents. Mushrooms are rather higher, and we quote 75 cents as top price. General business is looking up. Asparagus is down. Cabbage from Florida at \$4 to \$4.50 a hamper is getting the business. Carrots, turnips and the like remain average in demand and unchanged in price.

Asparagus, Canadian	1 25	1 75
Beets, Canadian, bag	0 30	0 40
Beets, American	0 75	0 75
Beans, green, hamper	2 25	3 00
Beans, wax, hamper	3 00	3 50
Cabbage, Canadian, dozen	0 50	0 75
Cabbage, new, crate	3 75	3 75
Carrots, bag	0 50	0 75
Carrots, American	0 50	0 75
Cucumbers—		
Slicing, hothouse, basket	2 25	2 75
Florida, hampers	4 00	4 50
Crate	4 00	4 50
Celery, Florida	2 25	3 00
Mushrooms, per lb.	0 60	0 75
Water cress, 11-qt. basket	1 00	1 00
Onions—		
Spanish, big crate	4 25	4 50
Can., 75-lb. bags	1 25	1 50
Can., 100-lb. sacks	2 50	2 75
Egyptian, crate	4 75	5 00
Bermudas, crate	2 25	2 50
Green peppers, basket		
Potatoes, Delaware	0 65	0 75
Potatoes, Canadian, bag	0 60	0 65
Potatoes, Florida, new, hampers	2 25	2 50
Potatoes, new, Bermudas	3 50	3 50
Parsley, basket, 11-qt.	0 30	0 35
Parsley, American	0 75	0 75
Pumpkins	0 10	0 20
Tomatoes, hothouse, lb.	0 20	0 25
Tomatoes, Florida, crate	4 50	5 00
Turnips, bag	0 30	0 30
Lettuce, leaf	0 20	0 30
Lettuce, Boston, head, small	4 00	4 50
Parsnips, Canadian, bag	0 55	0 65
Rhubarb, hothouse	0 60	0 75
Rhubarb, outside	0 25	0 30
Spinach, bushel	1 00	1 00

WINNIPEG.

FRUIT AND VEGETABLES.—The cold weather of the past week has in-

jured the demand to some extent. Had it not been for this, business in fruit would probably have shown a marked improvement as a number of lines are quoted on a lower basis now. The one exception is Washington apples which are now quoted at \$1.75 per box. B.C. apples are off the market. California navel oranges are getting very scarce and have moved up 50c, being quoted at \$4. Valencias will be on the local market within the next ten days. These will likely open at \$3.50. Pineapples are becoming more plentiful. They are now quoted at \$5, and will go lower before the end of the month. Strawberries also have gone down in price present quotations being \$4. Further declines may be expected.

Apples—		
Washington	1 75	
B. C. box apples	1 80	
Bananas, lb.	0 04½	
Cranberries, case	2 75	
Cocoanuts, doz.	1 00	
Grape fruit	3 25	4 00
Lemons—		
California	5 00	
Oranges, California Navels	4 00	
Pineapples, per case	5 00	
Strawberries—		
Car express, per crate	4 00	

VEGETABLES.—Demand for this line has continued very good. Here too there are some declines in price which have a good effect upon the demand. Florida tomatoes are moving well, six basket cases being sold at \$6. Tomatoes from Texas will be ready to ship within the next week. It is expected they will open up on the local market at \$2.50 for four basket cases. Head lettuce is scarce at present. The California stock is almost exhausted. Lettuce from Texas however, will be on the market very shortly. Rhubarb from Minnesota has taken the place of the Washington stock which is now selling at 3½c per lb.—a considerable reduction over last week. Rhubarb will go still lower.

Asparagus—		
Washington, per case (about 20 lbs.)	2 50	
California, per case (about 25-35 lbs.)	5 00	
Celery, Florida (about 4 doz. to case)	4 00	
Texas cabbages	0 04½	
Cauliflower, per doz.	2 00	
Head lettuce, California, per doz.	1 00	
Leaf lettuce, doz.	0 40	
Onions—		
Oregon, 100-lb. sacks	3 25	
Potatoes, new, Louisiana, per lb.	0 08	
Parsley, per doz. bunches	0 40	
Rhubarb, Minnesota, per lb.	0 03½	
Sweet potatoes, per lb.	0 06	
Spinach, Washington, 30-lb. crate	1 75	
Tomatoes, Florida, per case	5 00	
Honey, comb, per case (24 sections)	0 15	
Green peas, California, per lb.	0 15	
Carrots and beets, California, doz. behs.	1 00	

FISH AND OYSTERS.

(Continued from page 43.)

Fresh pickerel	0 07½
Fresh trout	0 12
Gold eyes	0 05½
Halibut	0 09
Frozen halibut	0 09
Salmon	0 10
Frozen salmon	0 10
Fresh cod	0 10
Fresh smelts	0 11
Oysters, per gal., Imperial	2 90
Carriers (¼ Imperial gal.)	10 75
Shell oysters, per cwt.	1 75
Shell oysters, per bbl.	17 00
Haddies	0 09
Haddies, fillets	0 12½
Bloaters, box	1 90
Kippers, per box	1 75
Ocean herring, lb.	0 08



FLOUR AND CEREALS



Easier Tone to Flour

Sinking of Lusitania is a Wheat Bear—Flour Easier in Consequence—Rolled Oats Not So Firm—Mill Feed Situation is Relieved by New Grass—General Slackening of Tension—Few Price Changes.

MONTREAL.

FLOUR.—Following the sinking of the Lusitania, the wheat market dropped several points; and ocean insurance rates began to rise. This was believed due to the fact that considerable difficulty was experienced in securing bottoms for export, and a possibility of a blockage being made effective by German submarines. Naturally demand for flour fell, and until things re-adjust themselves in the wheat market, it will be impossible to form any accurate idea of the situation. Before this disaster occurred, the market was quiet and steady, a condition which has prevailed for some time. Buying is only from hand to mouth.

Manitoba Wheat Flour—	Per bbl. of 2 bags	
First patents	8 20	
Second patents	7 70	
Strong bakers	7 50	
Flour in cotton sacks, 10 cents per barrel more.		
Winter Wheat Flour—	Car lots.	Small lots.
Fancy patents	7 55	7 75
90 per cent., in wood	7 00	7 25
90 per cent., in bags	3 00	3 25

CEREALS.—There is some demand for rye flour and rye meal. The latter is being quoted at 3.00, and the former from 3.00 to 3.30. With the warm weather coming on, the demand for rolled oats is falling off, and dealers are getting rid of their supplies, and buying as little as possible. Quotations have undergone little change, and if anything, are on the easy side.

Cornmeal—	Per 98-lb. sack	
Gold dust	2 50	2 55
Unbolted	2 25	
Rolled Oats—	90's in jute.	
Small lots	3 45	
25 bags or more	3 40	
Packages, case	4 75	
Rolled oats in cotton sacks, 5 cents more.		
Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90's, in jute.		
Rolled Wheat—	100-lb. bbls.	
Small lots	3 90	
Hominy, per 98-lb. sack	2 75	
Corn flour, bag	3 05	
Rye flour, bag	3 00	3 30
Barley, pot	2 70	2 15

FEEDS.—The high price of feeds is tempting farmers to turn their cattle out on to the young grass, which has come up nicely earlier than usual this year. This will have effect of injuring the pasturage when the hot sun comes around, and means a bigger demand for feeds later on. As a result the demand

for feeds is small. Few inquiries are being received, and no changes in prices have taken place.

Mill Feeds—	Per ton
Bran	25 00
Shorts	28 00
Middlings	30 00
Wheat moulee	30 00
Feed flour, bag	2 55
Mixed chops, ton	41 00
Crushed oats, ton	43 00
Barley, pot, 98 lbs.	2 55
Oats, chop, ton	43 00
Barley chop, ton	37 00
Feed oats, cleaned, Manitoba, bush.	0 75
Feed wheat, bag	2 35

TORONTO.

FLOUR AND CEREALS.—Demand from overseas buyers for spring wheat has improved some, and sales for June shipment to Britain are being made. Ontario winter wheat flour has been easier, though not lower as yet, and domestic business is very quiet. There is some export but it is not, right now, comparable to spring wheat flour. They fluctuate, however, right along. General flour situation is easier because of the easement in the wheat market the last two or three days following uncertainty as to political happenings in the States with regard to the Lusitania. No. 1 Northern wheat is off a couple of cents at \$1.64 $\frac{3}{4}$.

There seems to be a disposition to persuade buying, and prices on flours are easing with that end in view. General trend of flour prices is temporarily downward in sympathy with tendency in western markets. But this looks like a temporary condition only, and as if there will be another rally. Wheat, it is generally allowed, will hover round present and slightly higher levels for some time yet.

Manitoba Wheat Flour—	Small lots.	Car lots.
First patents	per bbl. 8 90	per bbl. 8 00
Second patents	7 70	7 50
Strong bakers	7 50	7 40
Flour in cotton sacks, 10c per bbl. more.		
Winter Wheat Flour—	Small lots.	Car lots.
Fancy patents	per bbl. 7 40	per bbl. 7 20
90 per cent.	7 20	7 00
Straight roller	7 00	6 80
Blended flour	7 00	7 00

CEREALS.—Rolled oats have firmed up a shade here. There is a noticeably

better demand for Ontario oats, more than for some coarser grains, chiefly because supplies are limited. Split peas are in demand, and their scarcity imposes a firm tone to the market. There are no price changes.

Barley, pearl, 98 lbs.	5 00
Buckwheat grits, 98 lbs.	4 25
Corn flour, 98 lbs.	3 00
Cornmeal, yellow, 98 lbs.	2 25
Graham flour, 98 lbs.	3 70
Hominy, granulated, 98 lbs.	3 00
Hominy, pearl, 98 lbs.	3 00
Oatmeal, standard, 98 lbs.	3 92 $\frac{1}{2}$
Oatmeal, granulated, 98 lbs.	3 92 $\frac{1}{2}$
Peas, Canadian, boiling, bush.	2 80
Peas, split, 98 lbs.	3 25
Rolled oats, 90-lb. bags	3 35
Rolled wheat, 100-lb. bbl.	3 85
Rye flour, 98 lbs.	3 10
Whole wheat flour, 98 lbs.	3 75
Wheatlets, 98 lbs.	4 00

MILL FEEDS.—The demand has fallen off and tone is generally easier. This is chiefly due to the coming of lots of grass. Export demand has dwindled, though here and there is an enquiry which turns into an order. Shorts are selling for \$28 a ton. Bran is the chief feed getting the business. Market ought to be easier right along now the fresh grass comes in.

Mill Feeds—	Mixed cars, per ton	
Bran	25 00	27 00
Shorts	28 00	29 00
Middlings	30 00	32 00
Wheat moulee	30 00	
Feed flour, per bag	1 85	1 90
Oats—		
No. 3, Ontario, outside points	0 65	0 61
No. 3, C.W., bay ports		0 67

WINNIPEG.

FLOUR AND CEREAL.—About the only interesting feature to the market this week is the strong position of wheat. In spite of this, however, there has been no further advance in flour, and it is not thought that such an advance will come unless there is a sensational rise on wheat market. As a matter of fact flour business at the present time is quiet. The same is true of rolled oats the prices of which also remain steady.

Manitoba Wheat Flour—	Per bbl.
Best patents	7 90
Second patents	7 60
Low grades	5 60
Rolled oats, 90's	7 75
Standard oatmeal, 98 lbs.	6 15
Cornmeal, 98's	3 50

Your Country Needs You

See that you handle none but absolutely Canadian Grown Cereals. The summer season, with its terrific heat, will soon be upon us.

Canadian Cereal and Flour Mills, Limited Absolute Guarantee

We stand behind our goods and guarantee our complete line of cereal products and flour to be as pure as science and skill can make them.

TILLSON'S "SCOTCH" FINE CUT OATMEAL and TILLSON'S "SCOTCH" HEALTH BRAN

Are Trade Winners

FREE WINDOW DISPLAYS

Mr. Merchant—

Do you recognize the money to be made from your window if you have it attractively arranged? Send us a postal card request and we will send you an attractive display, charges prepaid.

QUALITY—THEN PRICE

Canadian Cereal & Flour Mills, Limited
TORONTO



A MARK OF QUALITY



Canadian Wheat the World's Best

The finest wheat in the world is grown in Canada. This wheat is perfectly adapted to the manufacture of alimentary pastes.

L'ETOILE
(Star)
and
Hirondelle
(Swallow)

brands of macaroni and vermicelli

MADE-IN-CANADA

from the finest of the world's best wheat.

This, coupled with the fact that we have the most up-to-date plant and equipment, is the reason of high standard of quality maintained by these brands.

Order from your wholesaler.

C. H. Catelli, Limited
MONTREAL
AGENTS

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

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

BAKING POWDER.

WHITE SWAN SPICES AND
CEREAIS, LTD.

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

COOK'S FRIEND BAKING
POWDER.

W. D. McLaren, Limited.

In Cartons—	Per doz.
No. 1 (25c size), 4 doz. cs. \$	2 25
No. 1 (25c size), 2 doz. cs.	2 30
No. 10 (20c size), 4 doz. cs.	1 10
No. 10 (20c size), 2 doz. cs.	1 85
No. 8 (15c size), 4 doz. cs.	1 30
No. 2 (10c size), 6 doz. cs.	0 80
No. 2 (10c size), 3 doz. cs.	0 85
No. 3 (5c size), 4 doz. cs.	0 45

Also in tins. Prices on application.

ROYAL BAKING POWDER.

Size	Per doz.	Bbl. lots Less than 10 case lots and over
Dime	\$.95	\$.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
2 1/2-lb.	11.00	11.35
3-lb.	13.60	13.35
5-lb.	22.35	21.00

Barrels—when packed in barrels one per cent. discount will be allowed.

FOREST CITY BAKING POWDER.

6-oz. tins	\$0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

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

COUPON BOOKS — ALLISON'S.

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

UN-NUMBERED.

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

For numbering cover and each coupon, extra per book, 1/2 cent.

CEREALS.

WHITE SWAN Per case

Biscuit Flour (Self-rising), 2 doz. to case, weight 70 lbs.	\$3 00
Buckwheat Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00

Per case

Pancake Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
Breakfast Food, 2 doz. to case, weight 85 lbs.	4 50
King's Food, 2 doz. to case, weight 95 lbs.	5 50
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 75
Barley Crisps, 3 doz. to case, weight 60 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 00

DOMINION CANNERS, LIMITED.

Aylmer Pure Jams, 16 oz. Jars.

	Per doz.
Strawberry, 1914 pack	\$2 20
Raspberry, red, heavy syrup	2 10
Black Currant	2 10
Red Currant	2 10
Peaches	2 10
Pear, Bart.	2 10

Aylmer Pure Jellies.

Red Currant	2 10
Black Currant	2 10
Crabapple	1 45
Raspberry and red currant	2 10
Raspberry and gooseberry	2 10
Plum jam	1 85
Green Gage plum stoneless	1 85
Gooseberry	1 85
Grape	1 85

Aylmer Marmalade

Orange Jelly	1 00
Lemon	1 00
Pineapple	1 90
Ginger	2 25

Aylmer Pure Preserves—Bulk

	5 lbs.	7 lbs.
Strawberry	0 72	1 00
Black currant	0 65	0 85
Raspberry	0 65	0 85

Aylmer 14's and 30's per lb.

Strawberry	0 14
Raspberry	0 14

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, 1/2-lb. tins, doz.	2 40
Perfection, 1/4-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble bulk, No. 1, lb.	0 20
Soluble bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

(Unsweetened Chocolate).

Supreme chocolate, 1/2's, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	
Queen's Dessert, 1/4's and 1/2's, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, 1/4-lb., 6 and 12-lb. boxes	0 35



Display This Package Well In Your Store and Window. It Will Sell On Sight

All you need do is to put this package in a prominent place in your store or window. Most of the women in Canada are now using

O-Cedar Polish

(Made-in-Canada)

and the rest will use it if you bring it to their attention. Our advertising has created a demand which it is up to you to supply. Don't wait—Do it to-day.

Order From Your Jobber.

Channell Chemical Co., Limited
369 Sorauren Ave., Toronto



All Canada is Aglow with the Made-in-Canada Fever

How is it Affecting You?

This idea is gathering momentum daily and the grocer who makes the best of it is the one who will win out with a full cash drawer and a growing business.

The five Made-in-Canada lines here shown represent the leaders in their respective fields—Condensed Milk and Coffee. Their value as sales-producers and repeat business-getters is thoroughly established in the trade. Don't be content to stock them, but get them in the limelight by displaying and pushing them as Canada's original products.

We deliver 5-case lots to any point in Ontario, Quebec and Maritime Provinces, prepaying freight up to 50c per 100 lbs.

Note these prices:

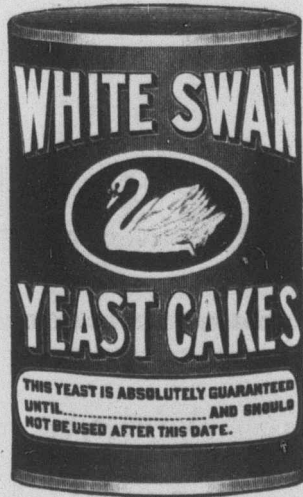
St. George Brand Coffee, 2 doz. in case	\$4.80
St. George Evaporated Milk, 4 doz. in case	3.60
Banner Condensed Milk, 4 doz. in case	5.25
Princess Condensed Milk, 4 doz. in case	4.50
Premier Skimmed, 4 doz. in case	2.80

ORDER NOW.

The Malcolm Condensing Co., Limited, St. George, Ont.

Satisfaction Guaranteed

Note expiry date on face of label — for your protection we stand the loss on stale goods.



Per Case 3 Doz. 5c. Packages, \$1.20

A coupon in every case worth 10c., or you can save 10 coupons and get 1 case free.

Order from your jobber.

White Swan Spices and Cereals, Ltd.
Toronto, Ont.

Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 26
Diamond, 1/4's, 6 and 12-lb. boxes	0 27
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in 1/2-lb. packages, 2 doz. in box, per doz.	1 00
Chocolate Confections Per lb.	
Maple buds, 5-lb. boxes	0 57
Milk medallions, 5-lb. boxes	0 37
Chocolate wafers, No. 1, 5-lb. boxes	0 31
Chocolate wafers, No. 2, 5-lb. boxes	0 26
Nonpareil wafers, No. 1, 5-lb. boxes	0 31
Nonpareil wafers, No. 2, 5-lb. boxes	0 26
Chocolate ginger, 5-lb. boxes	0 31
Milk chocolate wafers, 5-lb. boxes	0 37
Coffee drops, 5-lb. boxes	0 37
Lunch bars, 5-lb. boxes	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 26
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 85
Nut-milk chocolate, 1/2's, 6-lb. boxes, lb.	0 37
Nut milk chocolate, 1/4's, 6-lb. boxes, lb.	0 37
Nut milk chocolate, 5c bars, 24 bars, per box	0 85
Almond nut bars, 24 bars, per box	0 85

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Miss N. Estabrook, St. John, N. B.; J. A. Taylor, Montreal; P. Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Russell, Johnson, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) doz.	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
Breakfast cocoa, 1/4's and 1/2's	0 36
No. 1 chocolate	0 30
Navy chocolate, 1/2's	0 26
Vanilla sticks, per gr.	1 00
Diamond chocolate, 1/4's	0 24
Plain choice chocolate liquors	20 30
Sweet chocolate coatings	0 20

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved	Per case
Eagle Brand, each, 4 doz.	\$6 25
Reindeer Brand, each, 4 doz.	6 25
Silver Cow Brand, each 4 doz.	5 75
Gold Seal Brand, each, 4 doz.	5 60
Mayflower Brand, each 4 doz.	5 60
Purity Brand, each 4 doz.	5 60
Challenge Brand, each 4 doz.	4 85
Clover Brand, each 4 doz.	4 85

Evaporated (Unsweetened)—

St. Charles Brand, small, each 4 doz.	2 00
Peerless Brand, small, each 4 doz.	2 00
St. Charles Brand, Family, each 4 doz.	3 90
Peerless Brand, Family, each 4 doz.	3 90
Jersey Brand, Family, each 4 doz.	3 90
St. Charles Brand, tall, each 4 doz.	4 50
Peerless Brand, tall, each 4 doz.	4 50
Jersey Brand, tall, each 4 doz.	4 50
St. Charles Brand, Hotel, each, 2 doz.	4 25

Peerless Brand, Hotel, each, 2 doz.	4 25
Jersey Brand, Hotel, each, 2 doz.	4 25
St. Charles Brand, gallons, each, 1/2 doz.	4 75
"Reindeer" Coffee and Milk, "large," each, 2 doz.	4 80
"Reindeer" Coffee and Milk, "small," each, 4 doz.	5 30
"Regal" Coffee and Milk, each, 2 doz.	4 30
"Reindeer" Cocoa and Milk, each, 2 doz.	4 80

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

1 lb. tins, 4 doz. to case, weight 80 lbs.	36
1 lb. tins, 2 doz. to case, weight 35 lbs.	
Add one-half cent per pound to the above.	

ENGLISH BREAKFAST COFFEE.

1/2 lb. tins, 2 doz. to case, weight 22 lbs.	22
1 lb. tins, 2 doz. to case, weight 40 lbs.	20

MOJA.	
1/2 lb. tins, 2 doz. to case, weight 22 lbs.	32
1 lb. tins, 2 doz. to case, weight 40 lbs.	30
2 lb. tins, 1 doz. to case, weight 40 lbs.	30

PRESENTATION COFFEE.	
A Handsome Tumbler in Each Tin.	
1 lb. tins, 2 doz. to case, per lb.	27
Shipping weight, 50 lbs. per case.	

MINTO BRÖS. MELAGAMA COFFEE.

Whol. Ret'l.	
1s, 1 1/4s, Grd.	25 30
1s, 1 1/4s, B. & G.	32 40
1s only, B. & G.	35 45
1s, 1/2s, B. & G.	38 50
Packed in 30 and 50-lb. cases. Terms net 30 days prepaid.	

MINTO COFFEE (Bulk).	
M. Bean or Gr.	38
I Bean or Gr.	35
N Bean or Gr.	32
T Bean or Gr.	30
O Bean or Gr.	28
Spec. Grd. Compound	25
Packed in 25 and 50-lb. tins.	

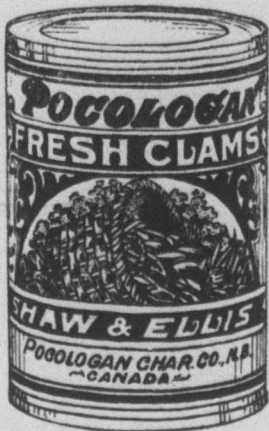
FLAVORING EXTRACTS. WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.	
1 oz. bottles, per doz., weight 3 lbs.	\$ 1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2 1/2 oz. bottles, per doz., weight 6 lbs.	2 30
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles,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

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

Per doz.	
1 1/2-oz. (4 doz. case), weight 9 lbs., retail each 15c.	\$ 1 40
1 oz. (4 doz. case), weight 14 lbs., retail each 30c.	2 55
2 oz. (3 doz. case), weight 15 lbs., retail each 50c.	4 40
4 oz. (2 doz. case), weight 17 lbs., retail each 90c.	7 00
8 oz. (1 doz. case), weight 17 lbs., retail each \$1.50.	13 00
Pint (1 doz. case), weight 29 lbs., retail each \$3.	25 00
Quart (1 doz. case), weight 53 lbs., retail each \$5.50.	47 75
Gallons, each, retail each \$20	17 15

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

"Indian Chief Brand" CLAMS



Always insist on having this brand because they really are the very best clams on the market. And sold at a price that allows a good profit to the trade.

We are situated right alongside the clam beds and get our supply fresh every day, and they are canned right up at once.

In this way they retain their original flavor, and they are also put up in the most sanitary manner.

Just the thing for the restaurant trade.

Order from your jobber.

Packed by

Shaw & Ellis, Pocologan, N.B.

AGENTS:

Montreal, R. B. Hall & Son Ottawa, William Forbes
Quebec, A. Francois Turcotte

For warm weather trade and house-cleaning time, try

COOKED HAMS

Very cheap this year and better than ever.

"Star Brand" cured under Government inspection.

F. W. Fearman Co., Limited

Established 1854

"Just pure Coffee, refined like sugar. Use it as you do sugar, — $\frac{3}{4}$ of a teaspoonful to a cup and pour on boiling water. Sugar and cream to taste—dissolves instantly—no sediment—the flavor is always perfect—you control the strength. Sold only in air-tight tins. A child can make as good coffee as a chef with

G. Washington's
INSTANT Coffee

Now You Can Drink All
The Coffee You Want

FOR SALE BY

Canadian Wholesale Grocers



Made in the cup
at the table

G. WASHINGTON COFFEE SALES CO., 79 Wall St., New York

Write for literature telling of Mr. Washington's Wonderful Refining Process, which gives us this 100% Pure Refined Coffee.

Canadian Sales Agent:

Edmund Littler
169 William Street
MONTREAL, CANADA

TWO CENTS PER WORD

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

**At Last
a GOOD LIGHT Broom
THE
"Nugget" Broom**

Broom makers have always made good brooms only in the heavier weights. Light brooms have always been of the poorer grades.

But now comes the "NUGGET" broom—sure to make a hit with every housewife.

A light broom—made of the best corn, no stems or seeds, handle finished golden yellow, handsomely trimmed in yellow velvet and sewed with four rows of yellow string.

Each "NUGGET" broom bears its name and trade-mark irremovably fixed on its handle and comes in an individual wrapper.

For prices, etc., write
**Stevens - Hepner
Company, Ltd.
Port Elgin, - Ontario**

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




**Wonderful
SAFE
SURE
SPEEDY
SOAP**

**There are so many things for
which Wonderful Soap can be
used successfully housewives
think of it first in connection
with whatever requires thorough
cleanliness and care. Think of the big field of sales
here for you. Display Wonderful Soap prominently today.**

**Guelph Soap Co.
Guelph, Ont.**

BOAR'S HEAD LARD COMPOUND.		40 lbs., Benson's Enamel (cold water), per case ... 3 00
N. K. FAIRBANK CO., LTD.		20 lbs., Benson's Enamel (cold water), per case ... 1 50
Tierces	0 10 1/4	Celluloid—boxes containing 45 cartons, per case
Tubs, 60 lbs.	0 10 1/4	3 60
Palls, 20 lbs.	0 10 3/4	Culinary Starch.
Tins, 20 lbs.	0 10 1/4	40 lbs. W. T. Benson & Co.'s prepared corn
Cases, 3 lbs., 20 to case ..	0 11 1/4	07 1/4
Cases, 5 lbs., 12 to case ..	0 11 1/4	40 lbs. Canada pure corn starch
Cases, 10 lbs., 6 to case ..	0 11	06 1/4
F.O.B. Montreal.		(120-lb. boxes 1/4c higher.)
MUSTARD.		Casco Potato Flour, 20-lb. boxes, per lb.
COLMAN'S OR KEEN'S.		10
Per doz. tins		BRANTFORD STARCH.
D. S. F., 1/4-lb.	\$ 1 50	Ontario and Quebec.
D. S. F., 1/2-lb.	2 68	Laundry Starches—
D. S. F., 1-lb.	5 36	Canada Laundry—
F. D., 1/4-lb.	0 95	Boxes about 40 lbs.
F. D., 1/2-lb.	1 63	06
Per jar		Acme Gloss Starch—
Ham, 4-lb. jar	0 87	1-lb. cartons, boxes of 40 lbs.
Durham, 1-lb. jar	0 28	06 3/4
JELLY POWDERS.		First Quality White Laundry—
WHITE SWAN SPICES AND CEREALS, LTD.		3-lb. canisters, cs. of 48 lbs. 07 1/4
White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz.	\$ 0 90	Barrels, 200 lbs. 06 3/4
List Price.		Kegs, 100 lbs. 06 3/4
SOAP AND WASHING POWDERS.		Lily White Gloss—
SNAP HAND CLEANER.		1-lb. fancy carton cases 30 lbs.
3 dozen to box	3 60	07 3/4
6 dozen to box	7 20	8 in case
30 day ..		08
RICHARDS' PURE SOAP.		6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ...
Richards' Quick Naptha Soap. Packed 100 bars to case.		08 1/4
5-case lots (delivered), \$4.15 each with 20 bars of Quick Naptha as a free premium.		Kegs, extra large crystals, 106 lbs.
FELS NAPTHA.		07 1/4
Prices—Ontario and Quebec:		Canadian Electric Starch—
Less than 5 cases	\$ 5 90	Boxes, containing 40 fancy pkgs., per case
Five cases or more	4 95	3 00
WHITE SWAN LYE.		Celluloid Starches—
Single cases, 4 doz.	\$ 3 50	Boxes containing 45 cartons, per case
5 case lots, 4 doz.	3 55	3 60
Shipping weight 50 lbs. per case.		Culinary Starches—
THE CANADA STARCH CO., LTD., EDWARDSBURG		Challenge Prepared Corn—
BRANDS and BRANTFORD BRANDS.		1-lb. pkts., boxes of 40 lbs. 06 1/4
Laundry Starches—		Brantford Prepared Corn—
Boxes.	Cents.	1-lb. pkts. boxes of 40 lbs. 07 1/4
40 lbs., Canada Laundry ..	06 1/4	"Crystal Maize" Corn Starch—
40 lbs., boxes Canada white gloss, 1 lb. pkg.	06 3/4	1-lb. pkts., boxes of 40 lbs. 07 3/4
48 lbs. No. 1 white or blue, 4 lb. cartons	07 1/4	(20-lb. boxes 1/4c higher than 40's)
48 lbs. No. 1 white or blue, 3 lb. cartons	07 3/4	OCEAN MILLS, MONTREAL.
100 lbs., kegs, No. 1 white	06 3/4	Chinese starch, 16 oz. pack, 4 doz. per case, \$4; Ocean Corn Starch, 16 oz. pack, 4 doz. per case, \$3.60; King Corn Starch, 16 oz. pack, 4 doz. per case, \$3.12;
200 lbs., bbls., No. 1 white	06 3/4	Ocean Blanc Mange, all flavors, 8 oz. pack, 4 doz. per case, \$4;
30 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs.	07 1/4	Ocean Borax, 8 oz. pack, 4 doz. per case, \$1.80; Ocean Baking Soda, 8-oz. package, 120 pack- ages, per case, \$3; Ocean Baking Soda, 16 oz. pack, 60 pack. per case, \$3; Ocean Baking Powder, 1 lb. pack, 3 doz. per case, \$6.75;
48 lbs. silver gloss, in 6-lb. tin canisters	08 1/4	Ocean Baking Powder, 8 oz. pack, 5 doz. per case, \$6.50;
36 lbs., silver gloss 6-lb. draw lid boxes	08 1/4	Ocean Baking Powder, 4 oz. pack, 4 doz. per case, \$3; Ocean Baking Powder, 3 oz. pack, 4 doz. per case, \$1.60; Ocean Baking Powder, 5 lb. tin, 10 tins per case, \$7.50; Chinese Washing Powder, 8 oz., 120 pack. per case, \$4.25; retail at 5c per doz., 45c;
100 lbs., kegs, silver gloss, large crystals	07 1/4	Ocean Extracts, all flavors, 2 oz., 6 doz. per case, \$6; Ocean Mus- tard (French Mustard, quart size, 2 doz. per case, \$4.80;
28 lbs., Benton's Satin, 1-lb. cartons, chrome label ...	07 1/2	Ocean Mustard (French Must- ard), pint size, 2 doz. per case, \$4; Ocean Liquid Blue, pint bot- tles, 2 doz. per case, \$1.80; Pet- rolatum, 2 oz. jars, 12 doz. per case, \$5.40; Petrolatum, 5 oz. jars, 6 doz. per case, \$5.40; Ocean Cough Syrup, 8 oz. bottle, 3 doz., per case, \$7.20.

UPTON'S CLOVER HONEY

Have you seen our
new package?

Write us for price list.

The T. Upton Co., Limited
ST. CATHARINES

Factories at Hamilton and St. Catharines

Boost Up Your Trade

By displays of Fresh Fruits and Green Vegetables. Nothing more attractive than a good showing of the finest seasonable lines.

Pineapples, Strawberries,
Lettuce, Radish, Asparagus, New
Cabbage, Grape-Fruit,
Oranges, Bananas, Cucumbers,
Tomatoes, Celery,
Texas Bermuda Onions (Silver and
Yellow)

THE HOUSE OF QUALITY

Hugh Walker & Son

Established 1861

GUELPH and NORTH BAY



Fruit
Display
Stand
or
Silent
Salesman

**A Handy, Portable Stand that Displays and
Sells Your Stock**

—a real silent salesman, a profitable investment that not only makes a handsome fixture, but is a source of better business. Live Merchants of Canada are displaying their stock of fruits, vegetables, etc., on these stands and claim that they more than pay for themselves by moving stock quickly. They are easily moved about, not unsightly like boxes, and are easy to select from.

Write for full particulars.

METAL CRAFT COMPANY
GRIMSBY, ONT.

Our Tiger (50 cent line) Brooms

are superfine carpet **BROOMS** on polished handles. Offer them to your customers and secure business that stays. Splendid value in 35c, 40c, 50c, 60c lines. Try a sample shipment and be satisfied.

We make **Factory Brooms**.

Walter Woods & Co.
HAMILTON



Your Surest Guarantee—

of heavy and continuous demand is the enthusiasm of the housewife and the regularity with which she comes back for more.

Brunswick Brand Sea Foods

Delectably satisfying in flavor and nourishment, a single sale of Brunswick Brand goods means continued re-orders. You can quickly turn the tide of heavy sales your way by an attractive display of the Brunswick Lines.

Look over the list and write us which lines you are short. Write to-day.

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

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



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
 1 lb. 30 } Packages, Mixed 3 30
 ½ lb. 60 }

SYRUP.

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

2-lb. tins, 2 doz. in case ... \$2 65
 5-lb. tins, 1 doz. in case ... 3 00
 10-lb. tins, ½ doz. in case... 2 90
 20-lb. tins, ¼ doz. in case.. 2 85
 Barrels, 700 lbs. 3 ¾
 Half barrels, 350 lbs. 4
 Quarter barrels, 175 lbs. ... 4 ¼
 Pails, 38½ lbs. ... 1 95
 Pails, 25 lbs. each 1 40

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case ... 3 00
 5-lb. tins, 1 doz. in case ... 3 35
 10-lb. tins, ½ doz. in case.. 3 25
 20-lb. tins, ¼ doz. in case.. 3 20
 (5, 10 and 20-lb. tins have wire handles.)

ST. LAWRENCE SUGAR REFG. CO.

Crystal Diamond Brand Cane Syrup.

2-lb. tins, 2 doz. in case.. \$2 65
 Barrels 0 03 ¾
 ½ barrels 0 04

CANNED HADDIES. "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.
 Cases, 4 doz. each, flats, per case \$5 40
 Cases, 4 doz. each, ovals, per case 5 40

INFANTS' FOOD.

Robinson's patent barley, ½ lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, ½-lb. tins, \$1.25; 1-lb. tins, \$2.25.

BEAVER BRAND CORN AND MAPLE SYRUP.

Quart tins (wine measure), 2 doz. in case, per case... 4 70

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.

2s. Tins, 2 doz. to case.
 Quebec, per case \$1 85
 Ontario, per case 1 30
 Manitoba, per case 2 30
 Saskatchewan, per case 2 60
 Alberta, per case 2 70

DOMOLCO BRAND.

2s. Tins, 2 doz. to case.
 Quebec and Ontario, per case 2 95
 Manitoba, per case 3 40
 Saskatchewan, per case 3 65
 Alberta, per case 3 75
 British Columbia, per case. 2 40
 British Columbia, per case. 3 55

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles, 3 and 6 doz. cases, doz. 0 90
 Pint bottles, 3 doz. cases, doz. 1 75

H. P.

H. P. Sauce— Per doz.
 Cases of 3 dozen 1 90
 H. P. Pickles—
 Cases of 2 doz. pints 3 25
 Cases of 3 doz., ¼ pints .. 2 20

STOVE POLISH.

JAMES DOME BLACK LEAD.

2a size, gross 2 30
 6a size, gross 2 40

NUGGET POLISHES.

Doz.
 Polish, Black and Tan 0 85
 Metal Outfits, Black and Tan 3 65
 Card Outfits, Black and Tan 3 25
 Creams and White Cleanser 1 10

TEAS.

THE SALADA TEA CO.

East of Winnipeg.

Wholesale. R't'l.
 Brown Label, 1s and ½s .33 .40
 Blue Label, 1s, ½s, ¼s, and ⅛s 40 .50
 Red Label, 1s and ½s .46 .60
 Gold Label, ½s 54 .70

ORANGE MARMALADE.

"BANNER BRAND" PURE FRUIT PRODUCTS.

JAMS AND JELLIES.

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

MARMALADE.

2's, per doz. \$ 2 30
 4's, per pail 0 40
 5's, per pail 0 45
 7's, per pail 0 65
 30's, wood, lb. 0 08 ¾
 12-oz. glass jar, doz. 1 20
 Tumbler, glass, doz. 1 00
 Prices subject to change without notice.

MINTO BROS., Limited, Toronto.

We pack in 60 and 100-lb. cases All delivered prices.

MELAGAMA TEA.

Whol. Ret.
 Red Label, 1s or ½s 0 20 0 35
 Green Label, 1s, ½s, ¼s 0 32 0 40
 Blue Label, 1s, ½s, ¼s 0 37 0 50
 Yellow Label, 1s, ½s, ¼s 0 42 0 60
 Purple Label, ¼s only 0 55 0 80
 Gold Label, ¼s only. 0 70 1 00

MINTO TEA.

Whol. Ret.
 Green Bag 0 29 0 35
 Red Bag 0 32 0 40
 Yellow Bag 0 37 0 50
 Purple Bag 0 42 0 60

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c pks... 1 20

IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRANCH.

Black Watch, 8s, butts 9 lbs., boxes 6 lbs. \$0 60
 Bobs, 6s and 12s, 12 and 6 lbs. 0 49
 Currency Bars, 12s, ½ butts, 12 lbs., boxes 6 lbs. 0 46
 Currency, 6s, ½ butts, 9 lbs. 0 40
 Stag Bars, 6½s, butts, 11 lbs., boxes 5½ lbs. 0 48
 Walnut Bars, 8½s, boxes 7 lbs. 0 64
 Pay Roll, thick bars, 8½s, 6 lb. boxes 0 65
 Pay Roll, thin bars, 8½s, 5 lb. boxes 0 68
 Pay Roll, plug, 8½s, 12 and 7 lb. caddies 0 68
 Shamrock, plug, 7½s, ½ butts, 12 lbs., boxes 6 lbs. 0 67
 Empire, 7s and 14s, caddies 15 lbs., ¼ caddies, 6 lbs. 0 56
 Great West, pouches, 9s ... 0 72
 Forest and Stream, tins, 11s, 2 lb. cartons 0 80

MILD, NON-BITING

Smooth Smoking—Fragrant



Tobacco-using Canada has taken "Our Seal" to their "Jimmy" pipes in a way that says infinitely more than mere words of praise.

This new blend of tobacco is delightfully mild and fragrant, the result of much experimenting during a period of some six years.

You should have this popular package tobacco in stock for your customers who are "in the know." *Ask your wholesaler.*

TUCKETT LIMITED, Hamilton, Ontario

Are You Interested

In Buying a Business?
In Selling 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 reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveler, just the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches
All These Men.

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.

Canadian Grocer
143-153 University Ave., Toronto

Daily arrivals of
fine, fresh, frozen

Lake Trout and Herring

also Pickled Herring.
Just the thing for
deliciously appetizing
and economical
meals. Big margin
for the dealer.

¶ Only few hundred
barrels Georgian Bay
Apples left. Rush
your order through
—NOW.

Lemon Bros.
Owen Sound, Ont.

When
you start to buy
California Late Valencia
Oranges
you will find

"Aurora"

a high-grade,
honestly packed
brand.

Don't Forget.

J. J. McCABE
Agent
Toronto


Buyers' Guide

WRITE TO
10 Garfield Chambers, Belfast, Ireland,
for Sample Copy of the
**Irish Grocer, Drug, Provision and
General Trades' Journal**
If you are interested in Irish trade.

We are buyers of evaporated and
farmers' dried apples. Prices and tags
on application.
O. E. Robinson & Co.
Ingersoll Ontario

THEY ARE GOOD
OLD STAND-BYS

Baker's Cocoa and Chocolate



are always in
demand, sell
easily and are
thoroughly re-
liable. You
have no selling
troubles with
them.

Trade-mark on every
genuine package


MADE ONLY BY
Walter Baker & Co. Limited
Established 1780
Montreal, Can. Dorchester, Mass.

SUCHARD'S COCOA
The Highest Quality
Most Reasonably Priced
"Quality" Cocoa
On Sale Anywhere.
FRANK L. BENEDICT & CO.
Agents Montreal

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

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

ST. MARC COFFEE
Gives all users entire
satisfaction.
AUGUSTIN COMTE & CO., LTD.
725 Notre Dame E. Montreal



TANGLEFOOT


The Non-Poisonous Fly Destroyer

Destroys Billions of Flies every year—vastly more
than all other means combined. Absolutely Sanitary.

When writing advertisers kindly men-
tion having seen the advertisement in
this paper.

More than five
million families
annually testify to
their superiority.

For twenty years
the standard of
clean, wholesome,
natural, sun-cured,
seedless raisins.



May be purchased
from any wholesale
grocer in Canada.

Canadian Agents:
Nicholson & Bain,
Winnipeg, Edmonton,
Saskatoon, Regina.
Eugene Moore,
Toronto.
**Universal Importing
Company,**
Montreal.

11 x 22 six-color display card
mailed on application.

Always sold in this package.

AMERICAN VINEYARD COMPANY, Growers and Packers

CLASSIFIED ADVERTISING

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

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

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

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

FOR SALE

FOR SALE—A GROCERY, FLOUR AND feed business in a good town. Corner store. Stock and fixtures \$3,500. A bargain. Apply to Box 88, Canadian Grocer, Toronto. 52015

FOR SALE—GENERAL STORE SITUATED 21 miles west of London. Turnover \$15,000.00. Stock \$5,500.00. Good opening for energetic man. Will sell or lease store. Proprietor wishes to retire. Write to Box 87, Canadian Grocer, Toronto, Ont. 61115

WANTED

AGENCIES WANTED FOR STAPLE ARTICLES for first-class man with connection in the Ottawa Valley. Write Box 90, Canadian Grocer, Toronto.

GROCERY MAN, FIFTEEN YEARS' EXPERIENCE, open for position June 1st. Write Box 89, Canadian Grocer, Toronto.

WANTED—SITUATION IN GROCERY STORE as branch manager or assistant. Thoroughly experienced. Office work, tea-taster. Box 86, Canadian Grocer, Toronto. (0)

WANTED—AN EXPERIENCED CLERK FOR General store. One who can speak English and French preferable. First-class references required. Apply Box 113, Comber, Ont.

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

TRAVELLER, HAVING GOOD CONNECTION with grocery, feed and confectionery trade in Halifax and district, and able to furnish first-class references, will be pleased to hear from any manufacturer desiring representation in the territory mentioned. Address Traveller, Canadian Grocer. (43015)

MISCELLANEOUS

ACCURATE COST-KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a decimal fraction of an hour. Several operations of jobs can be recorded on one Limited. Office and factory, 29 Alice Street, an excellent combination — employees' time card. For small firms we recommend this as register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Toronto.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (1f)

THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

WANTED—ENERGETIC MAN TO SECURE subscriptions and renewals to MacLean's Magazine and The Farmer's Magazine. Good income guaranteed to capable person. Apply by letter, stating qualifications, to The MacLean Publishing Company, Limited, 143-153 University Ave., Toronto, Canada.

A SEED DEPARTMENT

will add to your profits

*Kelway Langport
England*

grow and sell

SEEDS OF ALL KINDS

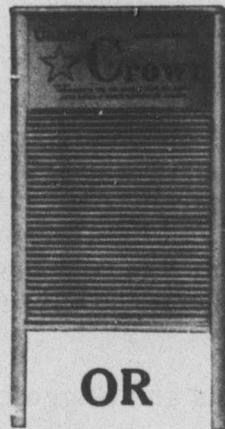
for Traders

Write to the actual wholesale growers for rock-bottom prices and illustrated catalogue.

Buy well ahead to secure LOWEST PRICES. WRITE TO-DAY

"It's an ill wind that blows no good"

**A
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OR

The War—

has raised the price of zinc and consequently the price of washboards--

BUT

the BIG CANE VALUE IN WASHBOARDS IS BIGGER THAN EVER because it has come to a point where we can use aluminum in place of zinc.

ALUMINUM IS LESS LIABLE TO CRACK, SPLIT OR CARRY DEFECTS THAT WILL TEAR THE CLOTHING BEING WASHED ON IT, AND IT PRESENTS A MUCH BRIGHTER APPEARANCE THAN ZINC, AND IS MORE ATTRACTIVE ON THAT ACCOUNT.

We are prepared to deliver our standard brands of washboards with aluminum washing plate at the same price as that of zinc ones on receipt of instructions from our customers, through the jobbing trade. ORDER NOW.

The Wm. Cane & Sons Co., Limited

Newmarket, Ont.

We Call on Your Customers

Through the Magazines and tell them how good and useful is

MAPLEINE

The last word in flavors

Order from

Frederick E. Robson & Co., 25 Front St. E., Toronto, Ont.

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

CRESCENT MFG. CO. SEATTLE, WASH.



OAKLEY'S KNIFE POLISH

WILL-ZU-ROZ



JOHN OAKLEY & SONS, LIMITED, LONDON, ENGLAND.

AGENTS

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

ALLISON COUPON BOOKS

Minimize the Risk of Loss on Credit Accounts and bring in the money quicker—two mighty good arguments. Installing the Allison Coupon Book System in a store that has credit gives the same result as adding more capital to the business—and Allison Coupon Books cost almost nothing.

HOW THEY WORK:

When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect his note or extend credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.



For sale by the jobbing trade everywhere. Manufactured by **ALLISON COUPON COMPANY** Indianapolis, Indiana, U.S.A.

An Opportunity for the Clerk

Money Prizes for Best Examples of Sales Expansion and Methods Used to Move Out the Goods—Contest Closes on June 1—Enter it at Once.

CANADIAN GROCER wants to see every clerk a REAL salesman. Anybody can take orders that are spoken over the counter or the telephone, but it requires a clerk who knows his goods and his customer to SELL things.

We have always been interested in the making of better salesmen, and that is why we are running this contest for clerks.

Each one of you has at some time or another conducted a selling campaign on some particular line.

You have, by adopting certain selling methods, expanded sales on one or more lines of goods; or you have raised the standard of quality of certain lines of goods sold regularly to your customers.

We want you to tell the story about it in as few words as possible—but tell it fully.

Prizes will be offered as follows:—The clerk who gives the best example of the expansion of sales on any particular line of goods or associated lines will receive a cash prize of \$3. The second prize will be \$2, and the third \$1. There will, of course, be other answers suitable for publishing. These will be printed and paid for at regular space rates for correspondence. This gives everybody a chance. The contest will help every clerk who enters it, because it means the analyzing of sales and methods.

Conditions and Suggestions.

1. The articles on which sales were expanded must have been sold at regular prices, not at cut rates.
2. Each clerk may send in as many items for the contest as he may desire, but each must refer to one particular line, or associated lines, and must be written on a separate sheet of paper.
3. Answers should be confined to as brief space as possible.
4. Where possible, point out either the quantity or the value of the goods sold by adopting certain methods.
5. Answers must be in by June 1. Better send them along at once.

Each clerk has some strong evidence up his sleeve of the selling power of the staff of a retail store. He knows selling talks that have sold new goods or raised the standard of staples selling all the time; he can tell of unique display methods or a well written newspaper advertisement that has brought business; and he can point to a dozen and one little store "kinks" for expanding sales.

All replies should be addressed to The Editor, Canadian Grocer, 143-153 University Ave., Toronto. Further particulars on request.

There's a Sauce, Pickle, Catsup, Relish in the "Queen Quality" Range to Suit Every Taste

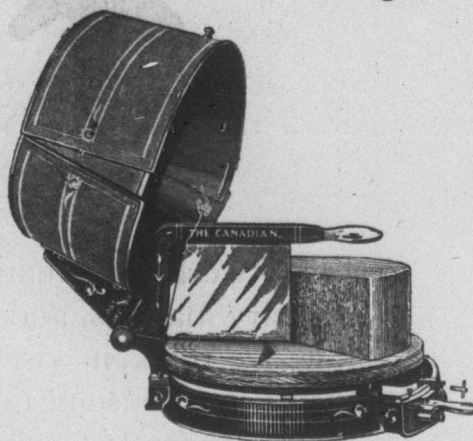


Take a few "Queen Quality" bottles and arrange a neat display on your counter where your customers can look them over while waiting to be served and you will find almost every order headed with one of the following: a 10 or 20 ounce bottle of Queen Quality Pickles
Queen Quality Catsup
Sweet Mixed and Chow
Perry's English Sauce
Worcester Sauce
Queen Quality Universal Sauce
or a pint of Bulk Pickles (in Pails)
English Chow Chow (in Pails).

Their appearance attracts; their quality brings continued business. Ask for quotations on these and on bonded spirit and cider vinegars.

Taylor & Pringle Co., Owen Sound, Ont.

A Business Advantage



The CANADIAN Open.

Computing Cheese Cutter and Metal Cabinet Combination

A Profit Earner of Highest Quality

Better Cutters than we claim—Better Cutters than others claim

Talk back—We like it

Computing Cheese Cutter Co.
Windsor, Ont.



I SAY!

The Same Terms
for all Retailers

There are no "cut prices"—no special discounts—no secret rebates to dealers on "Windsor" or "Regal" Salt.

Every Retail Grocer pays his jobber what all the others pay—and they buy only through the jobbers.

The price and the quality are guaranteed and upheld.

It is this strict adherence to quality which has built up the enormous demand for "WINDSOR" AND "REGAL" TABLE Salts. Practically everybody in Canada uses them. For the sake of some "cut price" (which may not be as much as the discount allowed a competitor) a Grocer has got to overcome the universal preference for "WINDSOR" AND "REGAL."

Can you do it—can you afford to try to do it—is it worth while—isn't it easier and more profitable to handle standard, reliable one price brands like

"WINDSOR" AND "REGAL" SALT

IN THE FRUIT SEASON

The housewife would almost as soon be without sugar or potatoes as not to have

Parowax

always on hand. For sealing preserves, jams and jellies, Parowax is a staple.

Parowax is also largely used for loosening dirt when washing clothes. Women like it because it makes washing easy, and does away with all the hard rubbing.

Our advertising this year will again stir up a good demand for Parowax. Be ready for it. Put up in ¼-lb. cakes, packed 4 in a carton, 20, 40 or 100 cartons in a case.

MADE IN CANADA



THE IMPERIAL
OIL COMPANY
Limited

BRANCHES IN ALL CITIES



TEA

Every week the situation seems to get more difficult in the primary markets, and as stocks in Canada are getting very low, we think it wise for careful Merchants to anticipate their wants for some time to come and purchase at the market now. Prices of Ceylons, Indians and Japans are high, but on the other hand, China Congous are reasonable. Gun-powders and Young Hysons have seldom shown such exceptional values.

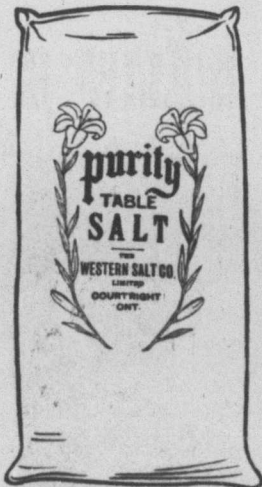
John Duncan & Co.

Established 1866

MONTREAL

The Seasoner That Sells All Seasons

Purity Salt is a line that gives entire satisfaction throughout the year to both dealer and consumer. PURITY SALT is rightly named because it consists exclusively of fine, dry, even crystals free from all foreign substances.



It is pure—that is why the women think so highly of it. Good profits assured. Insist on getting Purity when next ordering.

The
**Western Salt
Co., Limited**
COURTRIGHT
ONTARIO

THEY STAND ALONE



**Goodwillie's
Pure Fruits**

In Glass
are
highest
quality
packed

Agents:
**Rose
&
I aflamme**
Limited
Montreal
and
Toronto

You can get them from your Wholesaler

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Watch the



For a Watch

is the slogan adopted for a series of advertisements that will appear in the next four issues of the Grocer.

Look for these advertisements, they contain a specific offer of the most liberal kind.

Now! Watch!

Laporte, Martin, Limitée

568 St. Paul Street, MONTREAL

A Straight Talk from the Manager

Profit Promoting

☐ You are in business for the money you can make out of it.

☐ In other words you want *Permanent Profits*.

☐ At your Convention at London and for years past you have striven for better profits on the goods you handle.

☐ It is a big fight, you need all the help you can get—and ammunition.

☐ Canadian Grocer is with you heart and soul. It is a "*permanent profit promoter*."

☐ Read its editorial pages. They overflow with ideas that have won profits for the other fellow.

☐ Study its advertising columns for they bristle with profit possibilities. Remember Canadian Grocer is out for *your interests*.

☐ Think it over.

When you tell a customer you
don't keep

CHASE & SANBORN'S Coffee

you lose something more than
a sale.

Chase & Sanborn, - Montreal
HIGH-GRADE COFFEES



A 22 CARAT-INVESTMENT

SILVO is the improved polish, ideal for cleaning the most delicate silver. Ordinary polish necessitates heavy rubbing, this in time wears down the plate. SILVO is quite different from all other polishes on the market because:—Friction is reduced to a minimum—the Plate is preserved and a brilliant shine is obtained with less work. And the SILVO shine lasts.

SILVO

is the Gem of Polishes in every home and a 22 carat investment in every store, showing a good profit on every tin sold. Write for trial sample and prices and prove its polishing advantages.

RECKITTS' (Oversea) Ltd.,
122, Wellington Street West, TORONTO.



Genuine Sugar Maple

$\frac{1}{2}$ to 10
THE BIG LINE THE BEST LINE

The Riteshape line of butter dishes and food trays is now being introduced to the Canadian trade. Get your Riteshapes early.

The Riteshape dish is the highest type of bulk food container. It is the only dish manufactured in a complete line of sizes from $\frac{1}{2}$ to 10 pounds.

It differs in shape from any other dish. The shape makes possible a neater and more economical package than is possible with any other dish.

Every Riteshape dish is carefully inspected. Every dish shipped is a perfect dish. There are none to waste.

Riteshape dishes are packed in strong, sanitary shipping packages. They come to you in perfect condition.

Use Riteshapes for butter, lard, sausage, hamburger, sliced and chopped meats, delicatessen, cakes, pastry, vegetables and fruits, steaks, roasts, sea food, fish and oysters.

A great many Canadian jobbers already have stocks of Riteshapes. They can quote you attractive prices on this greatest dish.

ASK YOUR JOBBER OR
THE OVAL WOOD DISH COMPANY
Delta, Ohio, U.S.A.