

**PAGES
MISSING**

In this Issue Featuring—An Inside Sugar Story: and Imported Goods Situation.

CANADIAN GROCER

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

Vol. XXX

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No. 5

STAG

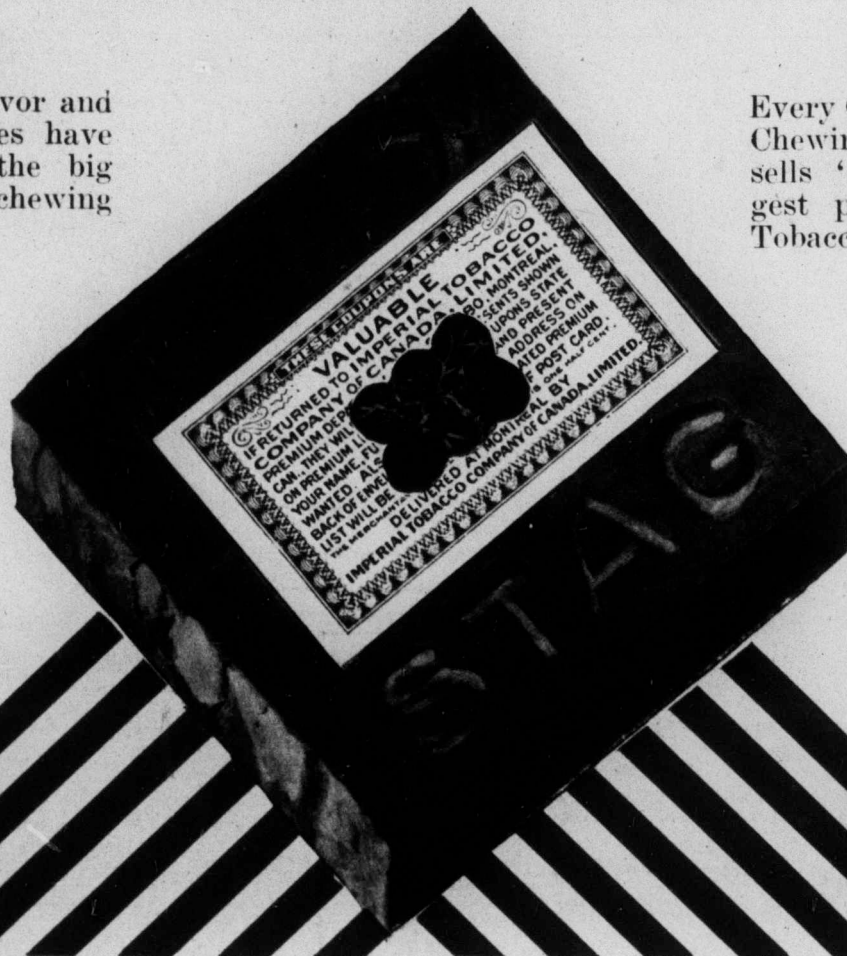
CHEWING TOBACCO

—the Plug that is known from one
end of Canada to the other as
the “Ever-lasting-ly Good” Chew

The fine, rich flavor and
lasting qualities have
made “STAG” the big
seller among fine chewing
tobaccos.

Every Plug
carries a Cou-
pon, good for
Presents.

Every Grocer who handles
Chewing Tobacco at all,
sells “STAG”—the big-
gest plug of “Quality”
Tobacco.



Handled by all
the wholesale
trade.

FOR more than fifty years our coffees have stood at the head of the line for generous value.

Not once during all these years have they fallen off in flavor or purity or freshness.

They are the most widely known and the best liked coffees in the country today. The grocers who handle these goods are partners in this reputation.

CHASE & SANBORN
MONTREAL

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 QUANTITIES
—We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road

LONDON N., ENGLAND

The Housewife Is Interested In SUGAR

Mr. Grocer, the Housewife to-day is doing what she never did before in her life—she is comparing sugars.

Whenever she opens her home paper, she sees the "LANTIC SUGAR" advertisements. When she goes shopping or calling, she has LANTIC SUGAR before her on the billboards.



Naturally of an inquiring turn of mind, she asks herself, "What is this new sugar—is it better than what I have been using?" Mentally, she is already comparing sugars.

Her next move is to come to you, Mr. Grocer—and this is what sometimes happens:

"Have you LANTIC SUGAR?"

"No, Madam, but we have something just as good."

Madame is perhaps in a hurry and may take the substitute. But she is a little disappointed. She wanted to see if there is any real difference in sugars. LANTIC advertising has done its work.



The next time she runs out of sugar, she cries another retailer.

"I want a bag of Lantic Sugar."
"Yes, Madam, we have it. What else?"

Frankly, Mr. Grocer, isn't this a typical case, not only as applied to sugar, but also to other high-grade, well-advertised products.

Now that Mrs. Housewife has the genuine LANTIC SUGAR, she immediately puts it to every conceivable test possible for the sake of comparison. The results are she finds that—Lantic Sugar dissolves instantly in her tea or coffee—No waste.

Lantic Sugar is just ideal for making cakes, pies and puddings, because in making a batter, it mixes easily—No effort.

Lantic Sugar serves her as an all-purpose sugar—Can be used for cereals, fruits, etc. No other sugar needed.

Let us send you a trial order of Lantic Sugar in cartons or bags through your wholesaler.

**Atlantic Sugar Refineries
Limited Montreal**

The Best Only

Always the Best

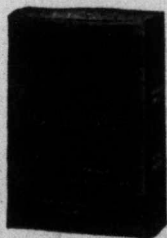
What "Griffin's" means in the world of dried and canned fruits, vegetables, etc., is measured in the same scales as "Sterling" in the world of silver. The Griffin's label on a package is your one best recommendation—your customers' guarantee that they are getting goods of superior quality.

Griffin's Asparagus

The delicate, tender deliciousness of Griffin's Asparagus places it in a class with the fresh cut article. Its quality is unrivalled.



Griffin's Raisins



—the finest in the land—only the choicest selected fruits. Sold under these brands: "Griffin," "Gold Bar," "G. & S.," "Easter," "Silver," "Dragon."

■ **GRIFFIN'S** ■

CANADIAN GROCER



Approved by Physicians and Mothers for Three Generations

Only quality could have created and held this splendid record, that incomparable quality which had made

Borden's Milk Products

a most dependable selling line everywhere.

The scrupulous care we exercise in the manufacture of Borden's is a positive guarantee of absolute purity.

You can recommend every Borden Product, confident that its satisfaction-giving qualities will bring the customer back for more.

Our lines have been so well advertised and their winning qualities are so well-known that a display of them will produce big, profitable sales.

Why not sell the Borden Lines? Meet the demand for these popular Milk Products. There is big business in it for you. Order a supply to-day.



Borden Milk Company

"Leaders of Quality"

MONTREAL

Branch Office—Arcade Building, Vancouver



**A fact, of course,
but—have you con-
sidered it well?]**

It is a well-proven fact that quick sales and bigger ones are produced only by stocking goods whose merits have won the confidence of the buying public. Stocking quality goods is a very big factor in the building up of big business with its more profitable turnover.

Popular approval has stamped

**Brunswick Brand
Sea Foods**

as a line on which the dealer may confidently depend to meet the demands of his most fastidious customers.

As a progressive dealer you cannot afford to omit this popular line from your stock. A display of Brunswick Brand will do much towards boosting your sales of canned sea foods. Try them out for yourself.

Send a trial order to-day.

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

DA COSTA & CO'S
Barbados Extra
Fancy
MOLASSES

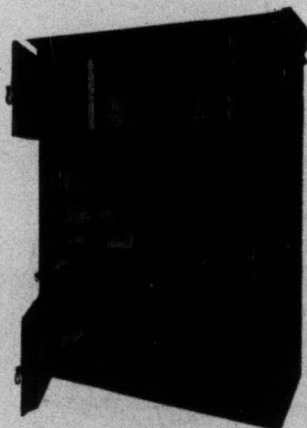
Noted for its purity, high quality and delightful flavor.

Take no chances on other brands said to be just as good, but insist upon having

DA COSTA'S

the brand of proved quality. The price is no higher than for other brands.

The liberal circulation of air through the free air spaces of the Arctic Refrigerator is the grocer's insurance against loss from tainted, discolored or spoiled goods of a perishable nature. No other refrigerator on the market gives the continued high-grade service the Arctic gives. There's an Arctic made for every requirement—there's one made for you.



Write for catalog and prices.

John Hillock & Co., Limited
Makers of High-Grade Refrigerators and Fish Cases
TORONTO

Retail Trade PLEASE NOTE

The principal Wholesale Grocers throughout Canada are making a special during the next few weeks with

AYLMER FANCY FRUITS IN GLASS

If the traveller for your Wholesaler cannot quote you, WRITE US DIRECT

DOMINION CANNERS

Limited

HAMILTON, ONTARIO

WAGSTAFFE'S CELEBRATED SEVILLE ORANGE MARMALADE AND JELLY SHRED MARMALADE

SEASON 1916

Now ready for delivery.
No advance in Price.
Support Canadian Industries.

WAGSTAFFE, LIMITED HAMILTON, CANADA

Put "Dr. Cassell's" on your sales counter and watch it sell

They will sell quickly and easily because the curative effects of Dr. Cassell's Tablets make them a necessity in nearly every home in the Dominion. The efficiency of this famous "Old Country" nerve food has been most extensively advertised, as witness our recent \$60,000 consumer campaign. You can secure a good share of the resulting demand by making a natty window or counter display of this guaranteed nerve builder. Ordering a supply to-day means bigger profits to-morrow.

Dr. Cassell's Medicine Co., Limited
MANCHESTER, ENGLAND

Agents for Canada: **HAROLD J. RITCHIE CO., Limited**
10-14 McCaul Street | - - - TORONTO



CANADIAN GROCER

Canadian *Clark's* British
PORK and BEANS

When you can get the
HIGHEST QUALITY

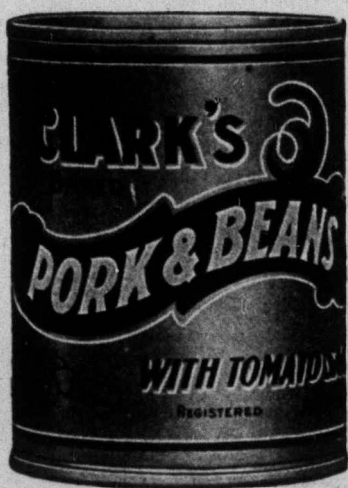
at the

RIGHT PRICE

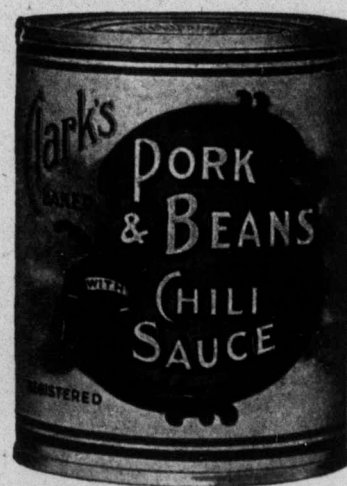
from your

HOME MANUFACTURERS

Why patronize outside concerns?



Keep your
money
circulating
in
Canada



W. CLARK, LIMITED - MONTREAL

You Know the Package

It stands for all that is clean, pure and sanitary in food manufacture, and for all that is humane in the treatment of employes.

Shredded Wheat

is in a class by itself. It is the best advertised cereal food in the world—sold in every city, town and village in Canada and the United States. Always the same high quality. If your customers eat it for breakfast, ask them to try it for luncheon with sliced bananas or other fruits.

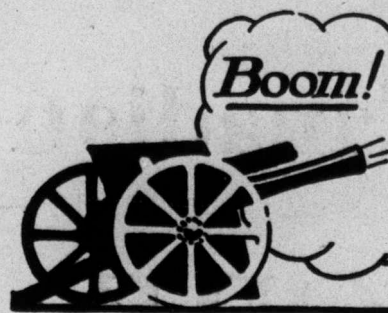


56 U

"MADE IN CANADA."

The Biscuit is packed in odorless spruce wood cases, which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.

The Canadian Shredded Wheat Co., Limited
Niagara Falls, - Ontario



We boom "WINDSOR" AND "REGAL" Salt, summer and winter. We advertise them from one end of Canada to the other, and have done so for years. As a result, "WINDSOR" AND "REGAL" are asked for and used in practically every home in the Dominion. You don't have to struggle for a turnover, with these steady sellers. You don't have to overcome a preference for other brands.

The market has been made for you, by advertising and quality. We bring the business to you, through advertising, and hold it for you, by quality. There are no "cut prices" on "WINDSOR" or "REGAL" SALT.

Any manufacturer who has to give special commissions or rebates to sell his goods, confesses they are inferior. All Retail Grocers get the same terms and treatment—because they all buy from jobbers.

The Canadian Salt Co., Limited
WINDSOR, ONT.

"Windsor" ; "Regal" Salt

Y & S STICK LICORICE

48 5c. Packages to Box



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

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

NATIONAL LICORICE COMPANY
MONTREAL

"COW BRAND" Baking Soda

*Over Seventy Years the
Leading Household Requisite*

For trade satisfaction and profit there is no line of Baking Soda quite so good as Cow Brand.

Customers have expressed their confidence in its work and it needs no long argument to point to the advantage of your stocking it.

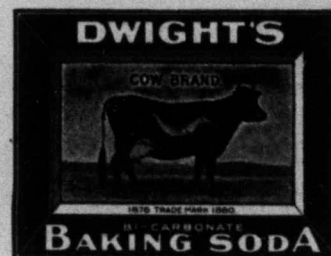
Your wholesaler will supply you.

CHURCH & DWIGHT

Limited

Manufacturers

MONTREAL



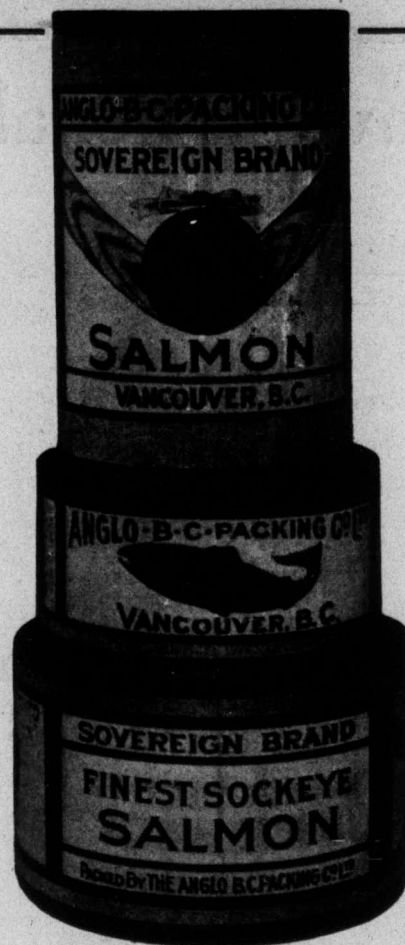
Why GIPSY Stove Gloss?

Why, indeed? The answer is that GIPSY combines, to an unusual degree, ease of polish with intense blackness, and lasting brilliance. It saves time, and economises energy. These are some of the points which will help you to *sell* GIPSY.

Order from your Wholesaler.

HARGREAVES (CANADA,) LIMITED,
33, Front Street, E. TORONTO.

Western Agents: For Manitoba, Lightcap and Grant, 179 Bannatyne Ave. East, Winnipeg. For British Columbia and Yukon: Creeden & Avery, Ltd., Rooms 5-6 Jones Block, 407 Hastings St. W., Vancouver, B.C.



British Made by British Labor

Down on the island of Barbados, underneath the flag of Britain, is manufactured

Leacock's Molasses
Extra Fancy and Extra Choice

the high grade quality of which never fails to win big trade for the dealer carrying them. Many years of experience have produced in Leacock's a Molasses of unbeatable quality.

Stock up with Leacock's for bigger sales and satisfied customers.

LEACOCK & COMPANY

Exporters of Highest Grade Molasses
BARBADOS, B.W.I.

Only Thing of Its Kind

There is just one preparation made for the exclusive purpose of cleaning toilet bowls—

Sani-Flush

The sale grows rapidly because people see the need of something for this purpose. Ordinary methods mean hard, unpleasant work; and then they fail to clean thoroughly. Sani-Flush makes the bowl white as new and clears the trap. This insures a clean, odorless, sanitary bowl.

Are you selling Sani-Flush?

The Hygienic Products Co.
Canton, Ohio, U.S.A.

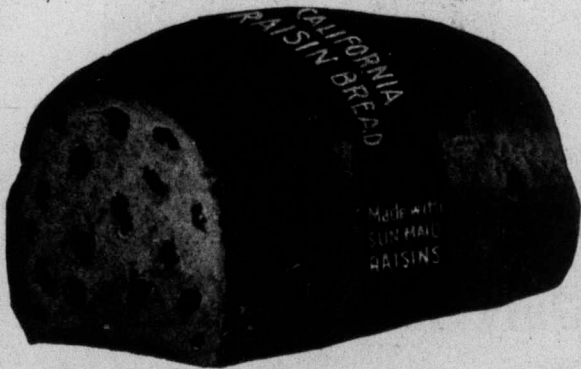
Canadian Agents:
Harold F. Ritchie & Co., Limited
10-12-14 McCaul St., Toronto

Now Nationally Famous



Sun-Maid Raisins

made of big, white California Muscatel grapes—chosen from 6000 vineyards, dried in the sun, seeded, and packed in pound cartons. Large, plump, luscious.



California Raisin Bread

Made with SUN-MAID Raisins baked after our recipe by bakers everywhere. A new raisin bread, made doubly delicious by many raisins, and by Sun-Maid Raisins.

Here's New Business for You

National advertising has already made these two articles famous—but we have only begun. And their quality has made them winners. People are demanding Sun-Maid Raisins who never realized the possibilities in raisins. And people are eating California Raisin Bread who never thought of raisin bread before. Get this business for yourself in your neighborhood. Find the baker who is baking the best California Raisin Bread. Order Sun-Maid Raisins of your jobber. Identify yourself now with these winning products. Be the Sun-Maid man in your town, and capitalize on the hundreds of thousands of dollars we are spending on Sun-Maid Raisins and California Raisin Bread. Send in this coupon to-day for details of our plan to aid you.

CALIFORNIA ASSOCIATED RAISIN CO.

Membership 6,000 Growers
Home Office, Fresno, California
Hearst Building, Chicago 113 Hudson Street, New York

Mail this Coupon to our Nearest Office

Please send me complete details of plan by which I can make more money through increased sales of raisin bread and package raisins. 103

Grocer's Name
Street
City Province 183

RENNIES SEEDS

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

Don't Get Annoyed



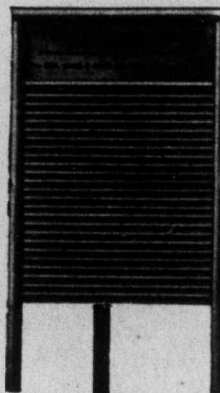
when your coffee mill must be stopped time and again before you can secure the proper grade for your customer.

Try the **ELGIN NATIONAL MILL** and say good-bye to coffee making troubles. A special adjusting device permits regulating the mill while in motion. No time waste, whatever.

The Elgin will cut quicker, easier, and more satisfactory than any other mill in the market. Write to-day for catalogue and name of nearest agent.

Handled by the best Canadian jobbers—Used by the most successful Canadian merchants.

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.



How many women customers come into your store daily?

Now, just think, if you had a little display of the

New All-Canadian, All-Wooden Washboards

(retailing at 20c) in your store, what a number of profitable and easy sales would result.

The prevailing prices of zinc and aluminum have put those materials out of the question for washboard purposes.

The "New All-Canadian" fills the want thus created, and for all-round serviceability and wearing qualities it equals the zinc or aluminum line.

The "New All-Canadian" will be the washboard of the future. Try the selling merits of a trial order.

WM. CANE & SONS CO.
LIMITED
NEWMARKET, ONT.

The Finest Cane Syrup Made Crystal Diamond Syrup

Furnivall's
FINE
FRUIT
PURE **JAM**

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

Carefully selected, sun-ripened fruit. Sweetened with the purest cane sugar obtainable—that is the secret of Furnivall Quality.

Try Furnivall's for bigger jam sales.

Furnivall-New, Limited
HAMILTON, CANADA



GREEN CORN SCARCE

We foresaw the shortage of choice green corn and bought heavily early in the season. That is why we will maintain our high standard of quality for

THE "NUGGET" BROOM

throughout the coming year, while the market will be full of "red" brooms. If you have never before sold Nugget brooms, let the green corn situation decide in their favor. The easiest broom of all to sell, because Nugget brooms are light in weight and the highest in quality.

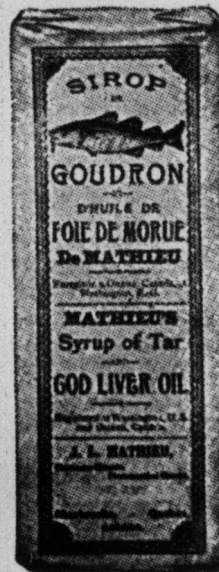
For prices, etc., write

STEVENS-HEPNER CO
LIMITED
PORT ELGIN, ONT.

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



This changeable weather means that colds will be prevalent



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

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

Mathieu's Syrup

of Tar and Cod Liver Oil

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

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

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

Tartan BRAND

THE SIGN OF PURITY
Phone Orders at our Expense

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

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

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

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

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

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO

No other coffee will give your customers

so much real satisfaction with so little trouble as

SYMINGTON'S *Reg'd Trade Mark* COFFEE ESSENCE

Stock it regularly—they will buy it regularly. Ensures good profits and quick sales. Ask your wholesaler for list to-day.

THOS. SYMINGTON & CO.,
Edinburgh and London

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



40
Cups from
one bottle

HERE ARE A FEW OF

McVitie & Price's BISCUITS

established favourites from the Old Country, which every grocer should stock:

DIGESTIVE.

SCOTTISH ABERNETHY.

ACADEMY CREAMS.

CREAMY CHOCOLATE.

OSBORNE.

RICH TEA.

SMALL PETIT BEURRE.

BELGIUM.

BUNTY CREAMS.

BUTTERETTE.

ROYAL SCOT.

"The Premier Biscuit of Britain." Finest wholemeal. The Scottish favourite.

Rich cream-filled short-bread biscuit.

Chocolate biscuit filled with cream.

The standard Old Country biscuit, delightful flavour.

Popular Scottish tea biscuit.

Fine butter flavour.

Rich shortcake.

Butterfly shape, cream sandwich, almond flavour.

Light short-eating cracker.

Ideal tea or coffee biscuit.

Recognized Official Agents in the following cities:—
Halifax, Montreal, Toronto, Winnipeg, Calgary, Edmonton, Lethbridge, Vancouver and Victoria.

GENERAL CANADIAN REPRESENTATIVE:

Mr. Sydney Owthwaite, 10 Vaudreuil St., St. Pauls
Street East, Montreal



THE
BEST of
BRANDS

For your own protection you need to handle brands of Canned Fish that are above suspicion.

CONCORD Norwegian Sardines

are packed from the finest freshly-caught autumn fish, no hard, tough fish being packed in our up-to-date, sanitary factory.

Only the highest grade oil is used, notwithstanding the advance in price, and the fish are of excellent flavor, mild cured and not too much smoked.

24 to 28 fish go to the can, which will surely please your most fastidious customer.

Order from your nearest wholesaler the brand with the guarantee—CONCORD.

LIST OF AGENTS:

R. S. McIndoe, Toronto. Watson & Truesdale, Winnipeg. Maritime Fish Corporation, Limited, Montreal. W. A. Simonds, St. John, N.B. H. C. Janlon, Vancouver, B.C.

JAPAN TEA



A cup of good tea is the best natural stimulant for body or brain. The soldier in the trenches, the worker in the fields and woods drinks it in great quantities. The brain-worker in the cities finds grateful comfort in its use. Physicians the world over recommend it.

Japan Tea is preferred to all others because of its unequaled delicacy and its full-flavored strength.

The Japanese Government prohibits adulteration and coloring of Tea.

YOUR dealer sells it.
Ask HIM.

FOLLOW THE LEAD

Fill the demand for the natural brain and body stimulating beverage—the delicate, full-flavored Japan Tea. Canadian grocers are backed by advertising, as above, in Canadian papers with a national circulation. Order a supply from your wholesaler.

Manufacturers' Agents and Brokers' Directory

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

ONTARIO.

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

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

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

ON SPOT
White Beans,
Evaporated Apples
Currants and Raisins
W. H. Millman & Sons
Wholesale Grocery Brokers
Toronto Ontario

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

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

WESTERN PROVINCES.

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

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

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

Grocery Advertising
By Wm. Borsodi
It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.
ALL ORDERS PAYABLE
IN ADVANCE.
PRICE \$2.00
MacLean Publishing Co.
143-153 University Ave., Toronto

ESTABLISHED 1849
BRADSTREET'S
Offices Throughout the Civilized World
OFFICES IN CANADA:
Calgary, Alta. Vancouver, B.C.
Edmonton, Alta. Hamilton, Ont.
Halifax, N.S. Montreal, Que.
London, Ont. Quebec, Que.
Ottawa, Ont. Toronto, Ont.
St. John, N.B. Winnipeg, Man.
Victoria, B.C.
Reputation gained by long years of vigorous, conscientious and successful work.
Thomas C. Irving, General Manager
Western Canada
TORONTO

Safe Investments
The Financial Post of Canada is the recognized authority on Canadian investments. Each week it gives much exclusive information respecting Canadian companies; also reliable news on bond and stock issues, mining and real estate conditions. The INVESTOR'S INFORMATION BUREAU is maintained free to subscribers and answers by letter all inquiries about investments. Write for sample copy and our subscription offer.
The Financial Post of Canada
Toronto
"The Canadian Newspaper for Investors"

We Need Salesmen
High-grade men to call on Grocers in connection with Star Egg Carriers and Trays, in use to-day by 63% of the grocers in Canada and the U.S. We have a few very desirable Canadian territories open which offer excellent opportunities to men of ability.
For particulars, apply
STAR EGG CARRIER & TRAY MFG. COMPANY
ROCHESTER, N.Y.

GROSS vs. NET PROFIT

Is it worth while for the small and often questionable difference in *net* profit to risk your future tea business and the reputation of *your* store by selling tea of a quality that you know is inferior to Red Rose, just because you can sell it cheap or can make a little more profit (often only more *gross* profit)?

Why not hold your customers' confidence by selling them good tea—every package good, and of uniform quality month by month and year by year? Test Red Rose Tea in your home with any tea you are selling—bulk or package—you will then know that

RED ROSE TEA

“is good tea”

BLACK JACK

QUICK
CLEAN
HANDY

½-lb. tin—
3 doz. in case



TRY IT

SOLD BY
ALL
JOBBER

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



Known on both
sides of the world

Not only in Canada, but in Great Britain, Bermuda, Jamaica, and Australia, the merits of the

Eureka Refrigerator

have won for it the unstinted approval of the delighted users. We have concentrated for Thirty Years on the perfecting of this one article and may justly claim that the Eureka possesses innumerable advantages over any other on the market.

Its sanitary construction, and its unique system of pure, cold, dry air circulation guarantee absolute security of contents. Added to this is a superior display that means much to the dealer in increased sales.

Note our handsome Refrigerator Display case.

A post card will bring you all particulars of the Eureka.

SEND IT TO-DAY.

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

EUREKA REFRIGERATOR CO., LTD.
31 Brock Avenue Toronto

ROBINSON'S "PATENT" GROATS

will open up

Another avenue of profitable business

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AGENTS FOR THE DOMINION OF CANADA

Shirriff's Jelly Powder

A STAPLE ARTICLE

The sales of Shirriff's Jelly Powder have increased to such an extent the past few years that many grocers have come to look upon it as a staple article—one that must be kept in stock all the time to supply the steady demand.

The popularity of Shirriff's Jelly Powder is due to three things:—1st, because it fills the demand for a dessert that can be easily and quickly prepared; 2nd, because it is of excellent quality and low price; 3rd, because it is advertised and well known.

How is your stock of this popular line?

Write us for supply of our handsome window-dressing material.

Imperial Extract Company :: Toronto

STEINER and MATILDA STREETS



CANADIAN GROCER

VOL. XXX

TORONTO, FEBRUARY 4, 1916

No. 5

An Inside Sugar Story

Why We Did Not See \$10 Sugar in Fall of 1914—Chinese Buyers in Java, and Action of British Commission Said To Be the Cause — Will European Shortage of Beet Sugar Boost Price?

IN the fall of 1914, sugar reached the record price of \$7.05 per cwt., wholesale, on Montreal market. It was freely predicted at the time that we would see \$10 sugar, but it did not come.

Why?

CANADIAN GROCER, in an interview the other day with an importer who recently returned from Britain, heard an inside sugar story bearing on this point which has not yet been public property. Here it is:

When war broke out in Europe in August, 1914, raw sugar was being purchased by British refiners in the neighborhood of £10 sterling per ton. In a short time the price had advanced to £18 per ton. The British Government then took the matter in hand and formed its Sugar Commission which still governs the buying and selling of sugar in Great Britain. This commission commandeered all sugar in British possessions, their desire being to protect the general public from the speculator.

CHINESE BUYERS GOT "STUNG"

Then when Britain started out to purchase sugar from countries other than their foreign possessions such as Java, the commission found that Chinese buyers had already been there and had picked up available raw sugar paying no less than from £30 to £34 sterling per ton. Their idea evidently was that sugar was going to reach enormous figures and they went into the market to make some money.

However, the fates decreed otherwise. Some of the shrewd English traders on the commission immediately saw through the game of the Chinamen and declared they were not prepared to purchase any more sugar for 1915, but only for 1916 delivery. The outcome of the situation was that the Chinamen were unable to hold their sugar. It was thrown on the market at £16 to £18 per ton in the fall of 1914 and went down to £14 per ton early in 1915. The drop broke several of the speculators. Canadian sugar men distinctly remember the British Commission announcing that they were through purchasing for 1915, thus corroborating the above statement.

It will be remembered by the Canadian trade that \$10 sugar was freely predicted in the fall of 1914. It is firmly believed by those acquainted with the inside facts that the above explains the reasons why we did not see it.

Here is another interesting sugar story from the same source that may have a direct bearing on the 1916 situation. When Britain and France decided to force the Dardanelles there were 500,000 tons of sugar in Russia that Russia was prepared to sell to foreign countries but could not. Since that time, however, Russia has used up that sugar and now she is actually a buyer in foreign markets. This is an absolutely new situation; and also since Vodka was prohibited in Russia, she has become a wonderful consuming country of milder beverages in which sugar is freely used in the manufacture. Also the German and Austrian sugar experts expected to harvest last year 80 per cent. of a normal crop, but instead of that they have not harvested more than 30 to 40 per cent. crop. Switzerland therefore has to buy in other countries and Turkey will be getting little if any German sugar. The same applies to Norway and Sweden. This means a heavy demand on West India and East India sugar. In Britain at the present time sugar is being purchased for 1917 delivery at no less than £18 to £21 per ton. She is even now purchasing sugar outside of British possessions.

WHAT WILL FUTURE BRING FORTH?

If the above represent the actual conditions then we are almost sure to see a firm sugar situation this year at least until the European beet crop presents itself in September. Of course it should be stated there are those who view the situation differently. The freight problem is a burning one at present and is making itself felt in helping maintain the market. And if the European countries above mentioned cannot purchase German beet sugar, they must buy elsewhere and there will be stronger competition for outside available supplies. We shall see what we shall see.

Olive Oil Up 22 Per Cent.

Why This and Other Imported Goods Are Aviating — Some Advances Equal 100 to 300% —
Ingredients of Jelly Powders 'Way Up—Tins, Cases, Etc., Higher—Factories
Controlled by Government Inspectors.

Written from an interview with a visitor to the Old Country

ADVANCES have been occurring rapidly of late on a large number of imported goods. Some of these advances have been enormous but that we have seen the last of them is not even to be thought of. There are more coming. One of the chief reasons for the present situation is the freight tie-up which has already been referred to in Canadian Grocer and which has reached in many cases serious proportions.

Returning from a trip to Britain recently, a large Canadian importer and manufacturers' representative who had ample opportunity to study the situation both in Britain and in New York, reports the situation a serious one from the standpoint of lack of bottoms and probable further price advances. At the same time factories in Britain which normally turn out foodstuffs and drug specialties for export as well as home consumption, and others that manufacture tins, cases, etc. are to-day engaged in the work of manufacturing ammunition and government supplies under the direct inspectorship of Government officials.

"For instance," stated the importer above referred to, "a certain factory is normally engaged in manufacturing tins for a particular cough confection. A Government Inspector comes along, finds out what it is doing and gently suggests that instead of manufacturing these tins it produce so many dinner pails for Government use.

The Why of Advances

"Many Canadian dealers wonder why manufacturers are advancing their prices. These facts explain pretty much the reason. Take jelly powder for instance. Gelatine used to be around 26 to 28 cents a pound, whereas to-day it is about 80 cents. The acid which was formerly about 27 or 28 cents is now \$1 a pound. Sugar is 50 per cent. or 60 per cent. higher than it was before the war. Benzoate of soda, used in the manufacture of a great many drug specialties, was formerly 22 to 28 cents a pound, whereas to-day it has reached the fabulous price of \$5.50 a pound.

"Perfume bottles which have to be specially made and polished, formerly came from Northern France, which is now in the hands of the Germans and it is almost impossible to get these bottles in the Old Country to-day. I

know of one large firm manufacturing a standard medicinal line in the Old Country, which is trying to buy bottles on this continent in which to pack their goods. A large grocery specialty manufacturer in Britain had its plant commandeered by the British authorities and all its goods are used for Government purposes.

"Drug lines such as aspirin used to be manufactured almost exclusively by the Germans, but are now being manufactured in Britain and aspirin will soon be ready to export. The sponge situation is also interesting. Sponges come from the Mediterranean principally, but on account of the demoralization in Greece and war conditions in other countries there, sponges have advanced from 100 to 300 per cent.

Olive Oil Slow in Coming

"Now in regard to olive oil. Last April I ordered a carload of olive oil from France and afterwards four other carloads to be shipped a month apart. The first car arrived last October, and two of them have not yet come. One car was lost by the vessel being submerged, and I have on order to-day large quantities which cannot be moved on account of the lack of bottoms. Freight booked eight or nine months ahead will be forwarded before the later shipments are taken on, and freight has advanced some 60 per cent. Added to this there is the trouble in war risks, insurance, etc., and olive oil is now some 22 per cent. higher than a year ago for the same standard.

"All kinds of cases in which the goods are packed are up about 100 per cent. above a year ago in France and England, and labels have advanced from 100 to 500 per cent. Tin cans are 150 per cent. higher, and labor of lithographing 100 to 300 per cent. higher.

"Manufacturers are to-day at their wits end for raw material for the manufacture of baby foods. These have to be made on a scientific basis and must be always uniform for the tender digestion of the babies. Mothers who depend on predigested food cannot afford to have any deviation from the original standards, and for manufacturers to turn out these goods as before makes almost an impossibility."

In regard to freight steamers available, this importer stated: "To-day there are only about three regular lines

of freight steamers operating from the Old Country to Canada, these including three C. P. R. boats, three Allan lines, and two White Star, the remainder being stray boats not classified in grade A class of freight carriers. Formerly the C. P. R. had 15 to 18 boats on this service, the Allan line 15 to 18, the White Star-Dominion line 6 to 10, the Cunard line 4 to 6, and the Hope line 4 to 6, besides dozens of other boats of grade A and B class.

"I believe freight rates will be advanced generally another 100 per cent. It is now impossible to get C. I. F.—that is cost, insurance and freight—quotations because freight rates cannot be relied on over night. When these facts are taken into consideration is it any wonder that the manufacturers are raising their prices? Many merchants are declining to pay the advanced prices because they do not appreciate the situation the manufacturer and importer are up against. It is my firm conviction that the grocer will have to raise his price and the consumer will have to pay more, for unless they do many will have to go into bankruptcy. I also believe that sooner or later manufacturers in Canada will be up against the same conditions. Other countries are now purchasing goods in Canada and as demand depends on supply, the extra demand and the limited supply are bound to bring us higher prices."

Patience Must Be Exercised

Looking at the situation in imported goods in the above light, is it any wonder that prices are advancing? This explains pretty well why certain goods are late in arriving. Retailers should bear this in mind. Patience will have to be exercised until we get relief from the existing conditions, and at the moment this relief is not in sight. There is an actual shortage of vessels for commercial purposes, and in view of the fact that so many factories in the Old Country are working under Government pressure it is next to impossible to get goods from them at pre-war prices and promptness.

An interesting fact related by the importer was that under one management in England to-day in a factory in a certain town there were no less than 70,000 employes — and all engaged in British Government work.

How to Keep a Correct Set of Books

This Contributes Not Only to the Only Safe Basis for Success, But is Required to Preserve Credit—Counter Checks, Ledger Journal, Cash Book and Other Forms Explained

Published by special arrangement with Fred. W. Lambert, official auditor to R.M.A. of Canada in Manitoba.

DURING the past year and more The Canadian Grocer has urged repeatedly, the need for knowing exactly the financial details of one's business. When trade was exceptionally buoyant as in 1912 and most of 1913 the profits were produced almost automatically. As it was put frequently, "Any one could make money." Now it is different. The testing time came and the man whose bookkeeping was at fault, and who did not have his business, sales, purchases and expenses analyzed sufficiently to discover the weak spots, found it hard to meet the storm. A set of books for the average retail business is not expensive, and where the merchant does not feel capable of insfaling these himself a local auditor could be secured for a comparatively small outlay. The books themselves are supplied by a number of firms in Canada and frequently are turned out by local job plants.

The books suggested by Mr. Lambert are:

1. Counter Check Books;
2. Cash Book;
3. Purchase Journal;
4. General Journal;
5. Ledgers: (a) Customer's Ledger (Loose Leaf), (b) Purchase Ledger (Loose leaf), or both (a) and (b) may be kept in same ledger; (c) Private ledger (small bound book);
6. Bills payable book;
7. Monthly Statements in duplicate.

Counter Checks

The first form to be considered is a counter check book. These are usually numbered from 1 to 50, and each clerk should use only the one allotted to him. These books and each check are usually numbered according to the numbers of the clerks, 3, 4, 5, 6, 7, etc., or each clerk can write down his own number on each check to identify himself with the sale. In no case should one of the slips be destroyed, all should be in order for the business office.

These books are used for 1, cash sales (where no register is kept); 2, charging goods to customers; 3, recording produce purchased from customers; 4, recording goods returned by customers, and, 5, recording amount paid on account by customers.

"It is essential," warns the auditor, "that all purchases made by the proprietor of the business from his own store should be treated as if he were a customer, in order to obtain accurate results."

The Cash Book (Form 1)

The cash book, a form of which is shown, is used for all cash receipts and disbursements.

1. Ledger column is used for all payments made by your credit customers which are entered individually and posted to the customer's credit in the ledger.
2. The total daily cash sales to be written up here and the grand total

of this column to be credited to the Merchandise Account in the Private Ledger at the end of the month.

3. A record of all cash purchases to be kept daily and a total to be entered in this column and in the same operation this amount to be divided up and placed in columns 7, 8 or 9; this of course depends on the nature of the purchases.

4. This column is used solely for deposits in the Bank. Using the above columns the cash is evenly balanced in the following manner." Add columns 1 and 2, deduct 3, and also the amount reserved for change, which leaves the amount for deposit in the bank.

5. Consists of all payments by cheque to the wholesalers, which are charged to their individual accounts in the Purchase Ledger.

6. All cheques are entered here in numerical order, being credited 5,7,8, or 9 according to the nature of the transaction. Also payments on account of drafts by the bank.

7. This column is used for cash purchase of merchandise, also purchases made by cheque, when it is not deemed advisable to open an account in the Purchase Ledger, in the event of your only doing business with that concern occasionally.

8. General Expenses is an account to which all expenses are charged when there is no account open to which to

Value of a Reliable Bookkeeping System

By Fred W. Lambert

Before you can borrow money from a Bank you must submit a Financial Statement showing your Assets and your Liabilities.

Before you can obtain a line of credit from a Wholesale House you have got to submit a similar statement.

The Bankers and the Wholesalers, before doing business with you, obtain a report from the Mercantile Agencies, who ask you to supply them with a Financial Statement showing what you are worth.

The Credit Men's Association are asking you to do the same thing.

If the Banker is to lend you money and the Wholesaler lend you goods and trust you to pay these loans back, it is reasonable that you should trust them to the extent of supplying them with a statement showing how you stand, but you cannot supply a correct statement unless you keep a proper set of books. If you supply an incorrect statement for the purpose of obtaining credit—whether of cash or of goods—you are liable to imprisonment.

If you do not keep a proper set of books you cannot possibly tell whether you are making or losing money. The want of this knowledge is the direct cause of a large number of Retailers going out of business. It is very easy to keep a simple set of books. In order to show you how simple it is, we are publishing this pamphlet.

If you are not keeping a proper set of books you are being discriminated against on that account by the Banker and the Wholesaler. You cannot afford to have your credit impaired in this way, in addition to being ignorant of where you stand financially.

post a certain item, and includes often Office Supplies which are being used up from day to day and are not considered an asset.

9. The term "Sundries" includes all accounts other than those found in either the Customers' or Purchase Ledger which are not accommodated with a particular column in the Cash Book in order to economize space. It is most important to know what the barn is costing monthly in feed, shoeing and general repairs, and an account should be opened in the Private Ledger for this item. All items in this column should be posted individually. The totals of all the Debit columns should agree with the totals of all credit columns in the Cash Book, with the exception of the total column 3, (Petty Cash) which is used for balancing the cash for deposit in the bank only, as this amount has already been charged under the different headings of Merchandise, General Expenses, etc., on the dates of disbursement. Column 6 should be deducted from column 4 at the end of each month, and by adding the amount of the cheques which have not been presented for payment at the Bank, this amount agrees with the amount at your credit in the Bank Pass Book.

FORM NO. 2—PURCHASE JOURNAL

After checking the invoices from the different wholesales, manufacturers, etc., to see that quantity and price are correct, they should be taken monthly, placed in alphabetical order, also in order of date, and entered in col. 1, the total purchase from each to be extended to col. 2. This amount is then posted to the credit of the individual amount in the purchase ledger.

The total of col. 2 equals the sum total of cols. 3, 4, 5 and 6, which consist of the different purchases made, charged to the correct accounts. These columns are posted to the debit of the different impersonal accounts in total at end of each month in the private ledger.

GENERAL JOURNAL

This is used, 1. for the closing out of the financial year; 2. For the charging in one total of all goods returned by customers to the merchandise account, and for crediting the individual accounts in the customers' ledger; 3. For treating discounts earned and paid in a similar manner; 4. For putting through entries which need an explanation, such as errors on posting to the wrong account, also returns to wholesalers manufacturers, etc.

CUSTOMERS' AND PURCHASE LEDGER—3

Both these books may consist of bank ruling, showing the debit, credit and balance columns; the total of the former

furnishes the amount owing by customers; and the latter the amount owing to the different jobbers, etc., covering a given period.

(C)—Private Ledger

This book contains the different impersonal accounts, merchandise, furniture and fixtures, the private account of the proprietor, profit and loss account; wages, real estate holdings; in fact, all accounts which are not to be found in either the customers' or purchase ledger.

BILLS PAYABLE BOOK—FORM 4

When a merchant accepts a draft or mails a promissory note to a creditor, it is essential to keep a memorandum of this transaction so that the bill may be attended to at maturity. A stock form such as shown in No. 5 will answer this purpose, but instead of using this as part of your bookkeeping system, it will simplify matters a great deal to treat this book as a memorandum book only, from which no posting is done.

MONTHLY STATEMENTS—FORM 5

These statements are in duplicate. The original states the name of the proprietor and the kind of business he is conducting: the ordinary statement form with duplicate blank attached.

Place this statement next to the customers' account in the ledger, and post daily from the check slips until the end of the month; recapitulate the total debits at that time on all the accounts placing this sheet at the end of all the duplicate statements which are transferred to a binder kept especially for that purpose. The total amount of these debits should agree with the recapitulation of the counter checks, as stated in the description of form No. 1. The balance owing from the previous month is then inserted at the top of the statement, and both the account in the ledger and the statement are credited with the purchase price of the merchandise returned, taken from the general journal. After giving credit on the statement for all monies paid during that month, it is ready to be mailed to your customer. The total sales for the month taken from the recapitulation sheet mentioned above are then credited to the merchandise account in the private ledger.

To the merchant it may appear superfluous to recapitulate both the charge slips and the debits on the monthly statement, but by doing so it will be ascertained immediately whether any charges to a customer's account have been omitted or not, as an error is often made, necessitating a total loss to the merchant.

TRIAL BALANCE

The above term and that of financial statement are often confused and therefore, some enlightenment on this subject may be of assistance. A trial balance should be taken off at the end of every month, and is arrived at in the following manner—it proves that all entries have been made on the right side of the account, and is the initial step in preparing the financial statement:

1. Cash on hand.
2. Cash on hand as per cash book.
3. Total amount owing by customers as per ledger.
4. Total amount owing to your creditors, as per purchase ledger.
5. Balance of each individual account in private ledger. The total debits should equal the total credits for the trial balance to be correct.

FINANCIAL STATEMENT

This statement is prepared from the trial balance in the following manner:

1.—Trading Account

Put on one side the stock on hand at the commencement of a certain period. Add to this the total purchases from that date to the time the next inventory is taken.

On the other side put the total sales for the period elapsed between the date of the inventories.

Add to this the amount of the new inventory.

Deduct one total from the other, and the result will be the gross profit.

2.—Profit and Loss

Numerate all expense accounts found in the private ledger on the debit side. Bring forward the gross profit from trading account and place some on the credit side. Also enumerate any of the expense accounts in the private ledger that may have a credit balance. The difference between the debit and credit sides will furnish you with either your net profit or net loss.

Assets and Liabilities

Assets will consist of (a) Cash on hand; (b) Cash in bank; (c) Balance as per customer's ledger; (d) Stock as per inventory; (e) All accounts on debit side in private ledger other than expense account.

Liabilities will consist of (a) Amount owing to creditors; (b) Capital at commencement of period; (c) Net profit for period.

Every item mentioned in the trial balance is utilized in some manner in the financial statement.

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**THE MACLEAN PUBLISHING COMPANY
LIMITED.**

JOHN BAYNE MACLEAN, President.
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No. 5

SYRUP, SOAP AND PANCAKES

WHAT do retailers think of this window trim? In the front part of the window there was a display of maple, cane and corn syrups and packages of pancake flour. At the back of this and running along the rear of the window was a row of boxes of various kinds of laundry soap.

This is an actual window observed recently by a CANADIAN GROCER representative in a Canadian city. It shows that there is still room for much education on the part of some window trimmers. Pancake flour and syrup and soap are certainly not associated lines, unless it be that the soap is required for the youngster's faces should the syrup leave its traces there.

There is science in window display as well as in anything else. It is not good business to show in any one window such lines as soap and syrup. A window display, according to all competent judges, should contain either a single line of goods or associated lines. Had the soap not been in this window it would have been a splendid one; but no one who has an appetite created for pancakes and syrup will want to discuss or think of soap at the same time.

MISLEADING CEREAL QUOTATIONS

THE representative of a large Canadian cereal house called the attention of CANADIAN GROCER the other day to the prices on rolled oats being quoted by some of the large metropolitan daily newspapers. The commercial page of one particular paper was turned to and it was found that rolled oats was being offered there wholesale in car lots at \$2.20 and in small lots at \$2.35. The correct price on standard goods at that time was more like \$2.75 to the retail trade. Complaints were being sent in from the retail

trade throughout the country to effect that this firm's prices were away too high, where as a matter of fact the prices quoted in the daily papers above referred to were wrong.

CANADIAN GROCER keeps closely in touch with the wholesale and manufacturing trades every week for correct prices on all lines of foods. This is why our market pages have become the authority and the only authority in Canada covering a wide range of goods. This is one of the chief reasons why the majority of the best Canadian dealers subscribe to this paper and read it every week.

Just why Canadian daily papers quote wholesale prices when they reach the consumer, is difficult for many of us to understand. This is causing great annoyance among retailers who have continually to explain that those are the prices at which they purchase the goods, and they have got to make some profit. The average consumer, too, does not appreciate the fact that it costs the retailer around 15 and 16 per cent. to do business. Many people think the dealer should sell an article for \$1.01 that costs him \$1.

MACARONI MAKING GOOD HEADWAY

THE past year has seen quite an increase in the consumption of macaroni and allied lines in Canada. One specialty salesman reports that whereas formerly retailers were purchasing macaroni in dozen pound lots, they are now purchasing case lots of 30 lb. packages and that repeat business is better than it was before.

Apparently the retail trade and the consuming public have been getting together in the matter of macaroni. This is one of the most economic foods

on the market. It is made from hard wheat and for the same reason it is a very nutritious food. Macaroni, spaghetti, etc., is a line that should be given more attention by every merchant because of the satisfaction it gives both in price and food qualities.

It is interesting to note that during recent months Canadian manufacturers are actually shipping macaroni, made from Canadian wheat, to France and Britain in carload lots. This is quite a reversal of years gone by when it was the regular thing to import much of our macaroni from France and Italy.

CANADIAN GROCER announced sometime ago that the Italian Government had prohibited the exportation of macaroni from Italy all of which has tended to firm up the situation in this country.

THE LAW vs. NO BOOKS

ACCORDING to a recent decision of the Appellate Division of the Supreme Court, there is no protection for creditors against a trader who, apparently defrauds his creditors and covers up his transactions by failure to keep books of account.

In June, 1915, a Toronto merchant (not in the grocery business) made an assignment for the benefit of creditors, to the Canadian Credit Mens' Association. The merchant had been conducting three large stores in Toronto, having commenced business in August, 1914, with one store. Subsequently he branched out and in January, 1915, issued a statement covering his affairs up to December 31, 1914, in which he showed a surplus of \$8,900. The statement of the assignee, prepared at the time of the assignment, five months later showed a deficit in the business of \$18,800, making a total loss for the five months of \$27,700. The trade liabilities amounted to approximately \$75,000.

No record of receipts and disbursements was to be found and the merchant admitted under oath when examined for discovery that no books had been kept. He admitted that it was necessary for any business man to keep books and that it was impossible to tell the progress made unless books were kept, and he was quite unable to explain the very serious discrepancy in his assets. Under the circumstances a warrant was sworn out by the secretary-treasurer of the Canadian Credit Mens' Association, and he was arrested, charged under the provisions of Section 417, Sub-section (c) of the Criminal Code, which reads as follows:—

"Everyone is guilty of an indictable offence and liable to a fine of eight hundred dollars and to one year's imprisonment who, being a trader and indebted to an amount exceeding one thousand dollars, is unable to pay his creditors in full, and has not, for five years next before such inability, kept such books of account as, according to the usual course of any trade or business in which he may have been engaged, are necessary to exhibit or explain his transactions, unless he be able to account for his losses to the satisfaction of the court or judge and to show that the

absence of such books was not intended to defraud his creditors."

The case was tried before Judge ———, and a conviction registered. The merchant's counsel, however, requested an opportunity to appeal, contending that the Statute did not apply to the prisoner, in view of the fact that he had not been in business five years. The Judge granted a stated case. The case was argued in the Appellate Court and the conviction quashed. The Chief Justice, in giving judgment, said that the language used in the section was very indefinite and whatever may have been the intention of the legislators, the language employed was not sufficiently clear to cover a trader unless he had been in business five years.

It is the intention of the Credit Mens' Association to take the matter up with the Minister of Justice in an endeavor to secure an amendment to the Statute covering this highly important point and in this connection they deserve the support of all business men. Every merchant should keep a complete set of books. He not only owes it to his creditors, but also to himself and his family. If a merchant does not keep a proper set of books, he cannot honestly tell whether or not he is making money. Many retailers have been forced out of business through loose handling of business affairs, and neglect in not having a complete bookkeeping system. Few retail merchants will object to any legislation which the credit men may secure to make it imperative that books of account should be kept. The merchant who conducts his business on a sound and legitimate basis has nothing to fear.

In this week's issue of CANADIAN GROCER there appears an article telling in detail how to keep a correct set of books. Suggested forms for exact bookkeeping are also shown.

EDITORIAL NOTES

THE MORE active we make conditions here the sooner will the ranks of khaki march down Under den Linden.

* * *

THE YOUNG man who is going to make good must possess the qualities requisite for success. If he does not possess them, he must develop them.

* * *

THE MORE knowledge there is in existence concerning the basis of granting credit and the handling of credit, the better for the business community, and the place to first commence an inculcation of credit knowledge is in our educational institutions.

* * *

THE OLD SLOGAN "Satisfaction Guaranteed or Money Refunded" is gone one better by a Toronto barber, a sign in whose window reads: "Satisfaction Guaranteed or Whiskers Returned."

Big Cuban Sugar Crop, But—

Market Conditions That Are New to This Continent — Serious Shortage of Bottoms — Beet Situation in Europe Suggests Firmness to the World's Market
—If the War Hadn't Come.

Written from an interview with a Canadian Refiner

THE advent of the phenomenal Cuban sugar crop into or rather on the edge of the market to-day has confused rather than simplified the complexity of the situation. The facts, too, will only allow of a description of the market from which a clearer understanding of day to day developments may be gleaned.

On the one hand we have or did have recently a high United States market that was beginning to sag under the expectation of the very large Cuban crop as soon as it was ground. There was this crop of 3,000,000 tons of raw cane sugar—500,000 tons in excess of any previous crop—all ready for grinding and immediate shipment. The grinding proceeded, but not the shipping. The commandeering of so large a part of the world's shipping for war purposes has caused an acute shortage in shipping that was already none too adequate. Then came this sugar crop. The needs of the situation were urgent enough, however, to command the services of ships sufficient to move a part of the constantly increasing grind.

Sugar—But Ship Shortage

So here we have the New York market, sagging in expectation of the lowering tendency of this new crop. But the new crop may not be moved. It lies there in Cuba, supine yet threatening, like a gigantic blunderbuss pointed at the market, never going off but bound to some day. When, no one knows.

So the market instead of falling off, advances to three and three-quarter cents for Cuban raws, while the refined product as a result of a price cutting contest between cane and beet sugar interests in the United States dropped from \$6 to \$5.75 and eventually settled at \$5.85 which the refiners insist is out of all proportion to the cost of the raw product.

For the week ending January 25th the Cuban receipts of the new grind were 119,000 tons. The exports for the same period were 56,000 tons which was 20,000 lower than the preceding week, denoting a greater ship shortage. The stock in the islands represented by the difference between receipts and exports for a period of a few weeks totalled 166,000 tons on this date, January 25th. The increase in the week's receipts follows with the starting up each week of

CANADIAN GOVERNMENT PURCHASING COMMISSION

The following gentlemen constitute the Commission appointed to make all purchases under the Dominion \$100,000,000 war appropriation:—George F. Galt, Winnipeg; Hormidas Laporte, Montreal; A. E. Kemp, Toronto. Thomas Hilliard is secretary, and the commission headquarters are at Ottawa.

additional mills. There are in the islands one hundred and eighty-eight mills that were grinding at the height of the season last year. Of these one hundred and sixty-four are now working, eleven having been added to the growing list during the week in question. The remaining twenty-four, and in view of the big crops probably others, will be adding their strength as the weeks go by. Thus, in Cuban mills there is a constantly increasing production; in the Cuban ports decreasing shipping facilities. The 20,000-ton decline in exports in one week taken into consideration with the recent developments toward commandeering shipping, point to this last mentioned possibility.

Might Have Been Still Lower

At the outbreak of war raw sugar was selling at \$3.26. In a few weeks it had advanced to its highest level of \$6.52 from which point it has gradually worked down to its level at this writing of \$3.75. The best informed opinion is that but for the war the normal trend of affairs would have reduced it to a level hitherto unknown — probably around \$1.75. In March 1914, it had dropped as low as \$1.92 to be advanced again under the uneasy influence of war fear.

This opinion is based on the existence at that time of a surplus from the previous year and indications of the big crop that was finally harvested in 1915. At this time there was an extensive beet sugar industry in Austria, Germany, Belgium and Northern France. The total cane crop of the world for the season 1914-15 was 9,712,000 tons of which 2,600,000 were produced in Cuba. Europe produced 5,700,000 tons of beet sugar and the

United States 570,000 tons, a total cane and beet production of 15,982,000 tons.

The 7,112,000 tons of cane sugar produced other than in Cuba is represented by the production of Java, Formosa, San Domingo, the British West Indies, Louisiana in the States and the American subsidized primary markets of Porto Rico, the Philippines and the Hawaiian Islands.

In spite of Cubas comparatively small proportion of the world's cane production of 7,112,000 tons it occupies such a position in relation to the world's markets that it predominates them at this particular junction. The present freight rate from Cuba to New York—a four or five days shipment—has reached the unprecedented rate of nearly ½c a lb. From Java to England is a two months trip. These two cases illustrate the extremes of the case. The point is that Cuba lies the closest to the world's markets as represented by the Allied Countries and the United States. In the latter market the Cuban products is further protected by a preferential tariff of ¼c per lb. Combined with the present tremendous freight rates of the world this fact operates to put the Cuban sugar in an unassailable position of sovereignty. Naturally the immense production of these islands leads and influences the prices of the entire group that comes under the sphere of American influence. The United States at this time is endeavoring to hold the Cuban market so that it will operate in conjunction with that of the American dependencies.

The Allies on the other hand are making strong bid for the market for themselves in preference to paying the excessive freights of the long trip from the Malay Archipelago. The United States has the advantage of being able to pay ¼c more than the British buyer which naturally sends it up for him. The San Domingo grower is pinched likewise, on the other foot by the fact that his unsubsidized sugar must meet this ¼c preference for Cuban Philippine, Hawaiian and Louisiana sugar. In consequence he must sell at the price in Cuba. So that Cuban sugar dominates the situation both from the grower's and the buyer's point of view.

To-day the acreage in Europe has suffered a decrease, problematical in

(Continued on page 36.)

Proposed Mail Order Tax

An Important Bill to be Discussed by Manitoba Legislature — Retail Merchants' Association There Actively Interested—Half of One Per Cent. on Turnover Suggested—
Opposition From Some Farmers

Special from our Western Representative

RETAILERS all over Canada, and especially those in Manitoba, will be interested in a bill which will be brought down shortly in the Manitoba Legislature, providing for the taxation of all mail order houses located in that Province. Brief mention was made of this in last week's issue.

The Bill is in the form of an amendment to the Corporation Taxation Act, and was framed first as a means of securing additional revenue, and secondly, to meet the demands of country merchants, who have complained bitterly in the last few weeks that mail order competition was becoming intolerable in Western Canada, and that it was only fair that the large city firms doing business through the mails, should bear their share of taxation.

Recently, deputations of country merchants, led by the provincial secretary of the Retail Merchants Association, have waited upon the Government, and urged their claims. The Provincial Secretary of Manitoba, on the look-out for new fields from which to secure revenue, saw in the mail order houses a likely source, and the new measure, if it goes through, will net the Manitoba Government approximately \$100,000 a year. Incidentally, the same Bill provides for the taxation of street railways, express companies and banks.

It is a little early to speak of this measure, the Bill itself not having yet left the hands of the printer. The western editor of Canadian Grocer was, however, able to secure one or two interesting details from the deputy-minister, W. J. Ptolemy, who framed the Bill. The measure defines the term "mail order business" as including all commercial concerns, wholesale or retail, that distribute to the consumer at large a catalogue, price list, book or pamphlet setting forth the different articles for sale. It makes no difference what class of goods or trade is involved.

Sixteen M.O. Houses in Manitoba

In conversation with our western editor, Mr. Ptolemy said he understood there were sixteen mail order houses doing business in Manitoba, whose head offices were located within the Province. He stated that while the exact taxation had not been definitely fixed, he thought it would amount to possibly half of one per cent. on their turnover; in other words, for every hundred dollars worth

of goods sold, the mail order houses would pay the Government fifty cents. This tax would be levied on catalogue prices, without considering cost of freight and other charges.

A Huge Turnover

Mr. Ptolemy was unable to give any exact information as to the turnover of mail order houses in Manitoba. He had had one or two estimates made, but the figures supplied were so enormous, he could not believe them to be correct. At any rate, he expected the revenue from taxes on mail order houses alone would amount to close on \$100,000. To secure that amount, the turnover of mail order houses in that Province would require to be \$20,000,000.

It was suggested to Mr. Ptolemy that if the Bill provided for the taxation of all houses going direct to the consumer, irrespective of the class of merchandise sold, it would concern more than sixteen houses. There are hundreds of firms in Manitoba selling direct to the consumer; take for example firms selling agricultural machinery and all sorts of specialties used on the farm. It would not be surprising if special provisions were made in certain cases. It is certain that strong opposition will be encountered from these firms before the Bill receives the approval of the Legislative Council.

There is one serious drawback to the measure which will militate against its

success unless support is secured from other Western Provinces, and from the Ontario Government. It is only possible for the Manitoba Government to impose a tax upon mail order houses located right in the Province, whereas probably as much business is being done in Manitoba by mail order houses located in other Provinces. When this was drawn to Mr. Ptolemy's attention, he replied that they could see no possible chance of touching mail order houses whose headquarters were outside of Manitoba. They had this advantage though; they could impose a tax on business done by Manitoba houses outside the Province. It was for Ontario and Quebec, and the other Western Provinces, he said, to take advantage of business done by houses located in their territories, and he had good reason for stating that the Government of Saskatchewan would follow Manitoba. He did not think Ontario and Alberta would be long in imposing a mail order tax too. The latter information was given by Mr. Ptolemy in reply to a suggestion from our representative that the Bill might have the effect of driving mail order houses away from Winnipeg into some other Province, where they could continue to do business in Manitoba unmolested.

Only recently several of the largest mail order houses have established branches in Saskatchewan, and the rest would soon follow suit. Only the passing of similar legislature by adjoining provinces would overcome this difficulty.

R.M.A. Responsible

J. H. Curle, secretary of the Retail Merchants' Association, outlined to the western representative what steps had been taken to achieve this result.

The first step was in this way. In October last, the Winnipeg branch was negotiating with the city to have the business tax abolished or adjusted. At this time considerable data was gathered, showing the amount of taxes paid in Winnipeg by the various professions and businesses.

These tables showed to the satisfaction of the retailers that they were paying taxes out of all proportion to those being paid by wholesalers, the professions, and the mail order houses.

This prompted them to agitate with the Manitoba Government to impose a tax on mail order houses. Preparations were made in camera by the executive,

ALLIES PURCHASING AGENTS

The Trade and Commerce Department, Ottawa, has published the following list of purchasing agents for military purposes for the allied Governments:

International Purchasing Commission, India House, Kingsway, London, Eng.

French.—Hudson Bay Co., 56 McGill Street, Montreal; Captain Lafoulloux, Hotel Brewert, New York; Direction de l'Intendance, Ministère de la Guerre, Bordeaux, France; M. De la Chaume, 28 Broadway, Westminster, London.

Russian.—Col. N. Golejewski, Military Attache, Room 904, Flat-iron Building, New York City, N.Y.

Feb. 29—National Fish Day

Canadian Fisheries Association Making Special Arrangements
For This Occasion—An Opportunity for the
Grocery Trade.

not even the members being acquainted with what was going on.

When the Provincial Treasurer was approached, the deputation of retail merchants went armed with the figures they had compiled to maintain that the mail order houses were doing an enormous business in the Province, yet were not paying an equal share of taxes.

Several arguments were used. Taxes, it was pointed out, were usually based on two things, first on privileges granted, for which a license tax was imposed, and secondly, some other form of tax gauged by the ability to pay.

Retailers Carried Farmers

The Government was also told that retail merchants had carried the farmers, thus helping towards their prosperity, as well as that of the Province. The farmer in many cases, they claimed, had shown ingratitude by neglecting to pay the dealer, and by sending his cash through the mails.

Another argument advanced, was that the development of the mail order houses affected the growth of the town, and was detrimental to the farmer himself. A case in point was given. In a certain Manitoba town, the merchants were not as aggressive as in other places, thus allowing the mail order houses to capture a goodly portion of their trade with ease. It had been noted that land in that district, as a result, brought a lower figure than in towns where merchants were more efficient, giving better service, and buying in the best possible markets.

Farmers Oppose Bill

As already stated, the Provincial Treasurer was sympathetic, resulting in the Bill as outlined above. The measure is not yet on the Statutes, and there are some who declare it never will be. Already the farmers, through one of their big organizations, have opposed the Bill strongly, declaring that if it passed, the cost of merchandise to the farmer would be increased unduly.

All sorts of difficulties are cropping up, and all sorts of questions being asked. "What is to be done with the small dealer who issues a catalogue to his customers?" is a question often heard. It is understood that a provision will be made exempting all firms doing a business less than \$20,000 annually through the mails.

In the meantime, the Manitoba Retail Merchants' Association are backing up their case, and are confident of success. They declare they have been reasonable in their demands, and have tried throughout to be as just as possible with their big competitors.

The following letter has been addressed to other branches of the R.M.A., in

J. A. PAULHUS, Montreal, the chairman of the Educational and Publicity Committee of the Canadian Fisheries Association, is responsible for the creation of a definite plan toward establishing a definite Fish Day in Canada, and by every justifiable means to stimulate the fish trade on this occasion.

He says: "We could take advantage of this being Leap Year to utilize the extra day, February 29th, for this purpose, and so command attention for it from the buying public at once by identifying it with what is always a memorable day in the calendar of the year.

"The idea would be to stimulate the trade in this article by educating the public to a greater knowledge of the value of fish as a food, the cheapness of it, and the great aid an added consumption of it would be to a national industry that is only in its infancy. Too long this industry has been neglected. In some cases even the trade that is being carried on with other countries is not in the hands of Canadians. Our fish trade with South Africa to-day is chiefly carried on by British and American firms.

"By all interested parties putting their shoulder to the wheel and giving it their whole-hearted support there is no good reason why the public should not come in. By means of the usual channels of publicity in the trade—advertising, window displays and just plain talk—the desired purpose can be accom-

plished. Let the trade feature fish. Explain the purpose of the day, and by so doing enlist the ready sympathy of the buying public. Make it a gala day in every store by giving it the centre of the stage.

"Forgetting for the moment the standpoint of personal gain and looking at it from a purely national viewpoint, it is worthy of our best efforts. The industry offers a striking example of one of the great undeveloped assets of the country that lies at our very doors, easy of access, and yet passed over to a large extent. At that our fisheries produce \$35,000,000 annually. Consider the possibilities of growth in this industry in a country of our extensive coast line—a growth that can be materially encouraged by the consistent pushing of fish in the markets at all times, and more particularly by giving it national prominence by the means suggested.

"From a purely business standpoint February is the ideal month for the inauguration of this movement. The weather is cold and suitable to the storing, handling and shipping of fish. Stocks are usually heavy, thus affording a greater variety for the customer and an added inducement to the merchant to sell. It is also at the beginning of the Lenten season—three good reasons for the choosing of February 29. It only requires the united efforts of the trade to insure for this idea an instant success that will at once be felt in the receipts of every fish business in Canada."

order to keep them posted on what is being accomplished in Manitoba:

Winnipeg, Jan. 27, 1916.

T. J. Corley, Esq., Secretary the Retail Merchants' Association of Canada, Inc., Vancouver, B.C.

Dear Sir, Re Mail Order Houses:

I am sending under separate cover a copy of an article on proposed legislation, which will require a tax to be paid on the business turnover of mail order houses.

Our Executive felt that you would be interested, and that you might feel disposed to follow the lead of Manitoba in this respect.

We are of the opinion that the country merchants are not getting away to a fair start, if their competitors are not required to pay a fair share of the taxes to the Provincial or Federal Government.

We recognize that our members should be assisted in the adoption of up-to-date business methods, and that our associations should go as far as possible in assisting them to finding the best possible market in which to buy their goods.

While efficiency is a favorite term used by the wholesaler in telling the retailer how he should conduct his business, nevertheless we think that after he has started on equal terms with the mail order house, as to taxation, he will find that the cost of the goods will be a very important factor in determining just how well he will be able to meet competition.

I invite any suggestions that you may have to offer in handling this great question.

J. H. CURLE,
Secretary.

Do Dealers Refuse Good Profits?

Do Any Say They Figure Profits on Selling Price When They Actually Do Not?—Are Costs Neglected in Average Store?—Accusations of a Specialty Salesman.

THE average grocer won't take the profits you offer him."

This was a statement emphatically made by a specialty salesman the other day.

"What's the use, therefore, in offering him profitable goods?" he added. "I have talked to retailers who would rather purchase an article of good appearance to sell at a popular price, than goods of equal quality to sell at a higher price and which would bring them a better profit.

"Go into the average grocery store and ask the dealer what he has paid for a certain article and ten to one he can't tell you. Yet he sells that article over the counter every day and hopes to make a profit at the end of the year.

"Retailers will tell you that they won't handle dollar dozen articles to sell at 10 cents each, and yet you can buy these to-day in almost any store. In fact I have sold goods that actually cost \$1.20 per dozen and retailers have bought them and sold them to the consumer at 10c each. It is my firm conviction that one of the greatest drawbacks to success in the retail store to-day is the fact that the average retailer does not know his costs and therefore cannot sell intelligently.

"If the average grocer wants to go to the theatre or on a little trip, he puts his hand into the till, draws out \$2, \$3, \$5 or \$10 and makes no record of it whatever. He takes goods out of the store for use in the house and has no idea what they cost him from year to year."

Are you guilty?

This specialty salesman claims he can put his finger on case after case where the above things are happening every day. He said, of course, that there were men in the trade who know what they are doing because they keep definite track of all expenses, invoice costs, etc., and are careful to mark their goods to obtain a fair profit. He made the surprising statement, however, that this class of grocer was the exception and not the rule. He modified this statement somewhat by stating he had reference to dealers in the large centres only as his experience did not cover the smaller places.

He added that there were grocers "who would tell you they figure their profits on their selling price—which is, of course, the proper method—but you can persuade them in a minute that if they purchase an article for a dollar a dozen and sell it at 10c each they make 20c on the dollar or 20 per cent. profit. It would certainly be to our interests if every dealer realized that he should obtain a profit on every article he sold above the cost of doing business. We could sell more goods,

because we could offer better value for the money; but if there is one thing more than another that the average retailer requires to-day, it is a cost system that will tell him exactly what it is costing him to do business. The man who, when he goes to any place or purchases furniture, clothing or anything else, puts his hand into the cash register and draws the money to cover this expense without recording it, will never know where he is at. He may be losing money on the business and will not know until some day he finds he cannot meet his bills. He then scurries around to find out what the trouble is and it generally reverts back to the fact that upon investigation, he has kept no account of his costs and has not been charging sufficient profit on the goods in stock.

"Here is still another instance where I think there is room for some reform. I know of a specialty salesman who offered the retail trade a 5c article at a good profit. Many retailers, however, turned it down because they were selling a similar article, of the same net weight and absolutely no better in quality for 10 cents which usually sold 3 for a quarter. These men are working for turnover and not for profit. At the end of the year they want to be able to say that their business was ahead of the previous year and therefore they pushed the lines that would bring this turnover up regardless of profit and service to the customer. In fact one retailer pointed out that a 5 cent line would not sell because people considered it too cheap. This specialty salesman went to a large store and on explaining his goods and prices was given an order for a 25 case lot. The goods were well displayed in a neat pyramid inside the store. They were explained to the customer and in two months time a repeat order came in for another 25 case lot. Moreover, since that time this line has become a regular feature in this particular store and 25 cases of 100 tins each, are being turned over every couple of months or so."

Canadian Grocer strongly endorses the sentiments expressed in regard to the necessity of knowing costs. Every retail dealer will also endorse this whether he acts or not. Among the other questions which this salesman brings up are however, some of a controversial character and it would be interesting to hear what the retailers have to say. Is he right or wrong in reference to the 5c and 10c article? If any of our readers have different opinions to express we would be glad to hear from them. The results of the discussion cannot but be of assistance to every member of the trade. Let us have at once your views on any point and help along the discussion.



THROUGH OTHER SPECTACLES



Proposed Bankruptcy Act

(From Credit Men's Journal.)

Credit Men should watch with the utmost vigilance the proposed Bankruptcy Act for Canada. This measure will be introduced at this session or at the next, and we firmly believe that it should not be allowed on the statute books of the country until the credit men from coast to coast know its nature intimately and have a thorough appreciation as to its results.

We suggest that credit men of wholesalers and manufacturers of the different provinces appoint a committee from their number to consider the proposed legislation, and that from this number one or two delegates be selected to meet the delegates from other provinces at Ottawa. They should there spend some time in discussing the various clauses of the Act, and after they have amended and re-framed the draft presented by the legal men to the Government, they should interview the Government, and endeavor to have the Act passed in accordance with their views.

Manufacturers' Retail Competition

(The Grocer, London, Eng.)

On more than one occasion we have called attention to the way in which certain manufacturers endeavour to sell their goods by retail wherever they can secure anything like large orders. Contacts for public institutions of various descriptions appear to offer a very tempting opportunity to go beyond the retailer and to supply direct. Recently cases have been brought to our notice in which manufacturers have entered into competition with their retail customers in tendering for such contracts and have given lower terms than retailers possibly could offer. In one or two notable cases, upon the retailers lodging their protest, the manufacturers have agreed to study the ordinary retail grocer rather than to enter into competition with him. Such decisions are satisfactory, and we have no doubt will benefit the manufacturers who act in this reasonable manner. On the other hand, some manufacturers continue to offer their goods direct, and are busily engaged in circularizing public institutions with offers of proprietary goods at much lower prices than could be quoted by retail grocers. This is certainly most unsatisfactory. It may be a part of the modern scheme of hustling, but such manufacturers must remember that the temper of the retailers of this country is very different from that of the retailers in certain countries where hustling is popular and is part of the working creed of the nation.

In a case which occurred quite recently a manufacturer offered to supply his goods to public institutions at something like 30 per cent. below the retail grocers' price. There is no doubt that everyone, manufacturers included, is feeling the great strain of the war conditions. That, however, can be no justification for manufacturers passing by the retail distributor and endeavouring to cut him out.

Taking the Store to Farmers

(From the Interstate Grocer.)

Retail merchants of Smith Center, Kan., evolved a plan during the harvesting season which brought good results and probably put quite a crimp in the business of the mail order houses in that section. Realizing that the farmers would be too busy to come to town and, therefore, would probably order what supplies they needed from mail order catalogs, they decided to literally take their stores to the agricultural districts in automobiles.

Each machine was manned by a crew of two men, a chauffeur and a salesman, otherwise, one of the store. The auto was loaded to capacity with dry goods, groceries, cloth-

ing or hardware, as the case might be, and getting an early start, stops were made at the farm houses and orders taken and delivered on the spot. In case the farmer or farmer's wife wished something not carried in the stock, the order was taken and delivered the next day.

The plan was reported as being a success, the farmers receiving the salesman cordially and ordering liberally. One merchant reported sales averaging nearly \$200 a day. Besides resulting in direct sales, the scheme helped to cement a friendly feeling between the merchants and the farmers, as the latter appreciated the enterprise of the local retailers in going out in this way after the business.

Coming Economic War

(From the Scottish Trader.)

There is a slowly accumulating mass of facts which point unmistakably to the conclusion that ultimately we are not only going to beat the Germans in the field with guns, but to beat her in commerce as well. The commercial warfare has already begun, and threatens to become as acute as the British determination to stamp out, root and branch, Prussian militarism. What will probably be the greatest Trade Exhibition ever held is the British Empire Fair now being organized for 1917. The building is to be erected at Willesden Green; will cover an area of 610,000 square feet, and will cost £200,000. Something like 3,000 exhibitors, representing seventy distinct trades will be represented. Equally significant was the discussion in the House of Commons on Monday night on a resolution declaring that with the view to increasing the powers of the Allies in the prosecution of the war, His Majesty's Government should enter into immediate consultation with the Governments of the Dominions in order, with their aid, to bring the whole economic strength of the Empire into co-operation with our Allies in a policy directed against the enemy. The importance of such a proposal cannot be over-estimated, because, as one of the speakers pointed out, the one great key to the whole of German diplomacy is not the political, but the economic subjection of the countries she now occupies.

Amendment to Stevens Bill

(From Modern Merchant and Grocery World, Philadelphia.)

The Stevens Bill, which aims to give manufacturers the right to fix the retail prices of trade-marked goods, has been amended, and in a way which shows the American Fair Trade League to be incoercible. It has all along contended that one of the best things the Stevens Bill did was to prevent discounts for quantity. The buyer buying 100 cases would have to pay the same price as the buyer of one case, and this, said Secretary Whittier, of the League, was in the protection of the small merchant. Because I criticized certain portions of the bill, Mr. Whittier has accused me of working in the interest of department stores and large retailers, who are the people wanting quantity prices. It tickled him to say that and didn't hurt me, so I have paid no attention to it.

The Stevens Bill has now been amended, with the consent of the American Fair Trade League, so as to permit discounts for quantity. What about that, Mr. Whittier? Who is working now in the interest of department stores and large retailers?

This change of front strikes me as a bit cheap. Doesn't it show that the manufacturers who compose the American Fair Trade League really care for nobody in this thing except themselves, and that in order to quiet opposition and get through the provisions that help them, they will readily sacrifice the very provision which they have been loudly crying was in the interest of the small retailer?

Orange Prices in Ireland

(From the Irish Grocer.)

As in the case of all imported articles, the freight on oranges is much higher than it was, the result being that buyers have to pay a higher price for the fruit. In normal times the cost of bringing a case of oranges from Spain to these countries was a little over 1/-, but the freight on the last cargoes which have arrived has been 4/-, and it is believed that even more than that will soon be charged. That is the explanation of the fact that trade buyers are paying more for oranges than they used to, although the amount cannot be said to be much, having regard to the number of oranges in a case. In fact the price at which oranges can be bought is marvellously small, having regard to the amount of labor bestowed on the production, packing and distribution of them. All the fruit which has received an undue amount of moisture is rejected, and the balance is assorted and grouped according to its size, quality and appearance, then each orange is wrapped in paper and put into the cases; and after all that labor the price of oranges may well be called a marvel of cheapness. Prices of oranges have in the last few days risen, and the prospect seems to be that further advances will take place. There are few countries whose industries have been less affected by the war than Spain, but the freight is a large proportion of the total cost of oranges to the buyer here.

That Java Coffee Decision

(From Tea and Coffee Trade Journal.)

The best interests in the coffee trade will approve the decision of the Bureau of Chemistry to make no change in Food Inspection Decision No. 82, which limits the use of the term "Java," under the Food and Drugs Act, to coffee produced on the Island of Java. Certain members of the coffee trade requested the Bureau of Chemistry to recommend the modification of this decision, to allow coffee produced on the Island of Sumatra or other islands of the Dutch East Indies to be imported and shipped into inter-state commerce as Java coffee. It was claimed (and truly) that the coffee produced on the Island of Sumatra is equal, or superior, in quality to that produced on the Island of Java. But this was just as much the case when Dr. Wiley promulgated F. I. D. No. 82 as it is to-day.

The Food and Drugs Act provides that any food or drug product shall be deemed to be misbranded which is falsely branded as to the State or country in which it is manufactured or produced. The Bureau of Chemistry, therefore, is of the opinion that, under the terms of the Food and Drugs Act, even if the coffee produced on the Island of Sumatra is equal, or superior, to that produced on the Island of Java, it cannot be imported into this country or shipped into inter-state commerce labeled as Java coffee.

It is our opinion that, in connection with the hearing before the Bureau, the National Coffee Roasters' Association made a mistake in appearing to lend itself to the doubtful enterprise of pulling some one's green coffee out of the fire, for, as we pointed out at the time, no valid reasons were discovered why the ruling should be changed to permit inferior East Indian growths to acquire a badge of respectability whereby the unscrupulous would be permitted to fool ignorant dealers and deceive trusting customers.

We realize the decision will be a disappointment to those pseudo-members of the trade who expressed the hope that "the under-done knowledge of self-constituted experts will not again prevail" to prevent the readjustment of "this annoying situation," but we are certain that the better judgment of those who are sincere in their desire to co-operate with the Government in its efforts to protect dealer and consumer alike from misrepresentation will applaud it and rejoice in it as another step forward in the cause of Truth and Honesty in the coffee business.



CURRENT NEWS OF WEEK

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



Quebec and Maritime Provinces

Martel & Laval, general merchants, Clarenceville, Que., are succeeded by C. E. Mason.

The Canada Sugar Refining Co., Montreal, is introducing on the Canadian market for the first time "Tea Cubes" sugar. This is cube sugar, the cubes being about half the ordinary size. The idea is that many people find one ordinary cube too little and two too much, and in such cases three of the smaller cubes can be used.

Lt. Col. Desrosiers was entertained at a banquet at the Ritz Carlton, Montreal, on Saturday night last, by military associates and other friends under the chairmanship of P. P. Walters, vice-president of the Imperial Tobacco Co. with which Col. Desrosiers is associated. The occasion was the guest of honor's accession to the colonelcy of the 163rd battalion.

Officers of the Fredericton, N.B., Retail Merchants' Association have been elected as follows:—President, A. Murray (re-elected); 1st vice-president, M. E. Drohan; 2nd vice-president, A. M. Coombes; treasurer, E. R. Blackmer; secretary, W. MacKav; executive committee, C. W. Whelplov, Howard Rogers, J. P. Farrell, C. W. Hall and J. D. Cain; auditors, Harold F. McMurray and Chas. Edgecombe.

Ontario

Geo. W. Rodd, grocer, Mount Joy, Ont., has sold to A. P. Graham.

John Wilson, a Brock avenue, Toronto, grocer, passed away last week.

W. H. McDonald, general merchant, Port Lambton, Ont., died recently.

Robt. Barron, Ltd., grocers, Toronto, sustained a fire loss recently; insured.

Joseph H. Saddington, general merchant, Mull, Ont., has sold to Taylor & McNeil.

Wm. Dicks, grocer, Market Square, Stratford, Ont., has sold out to Geo. H. Faber.

W. B. Johnston has bought out James Leonard, grocer, Brunswick street, Stratford, Ont.

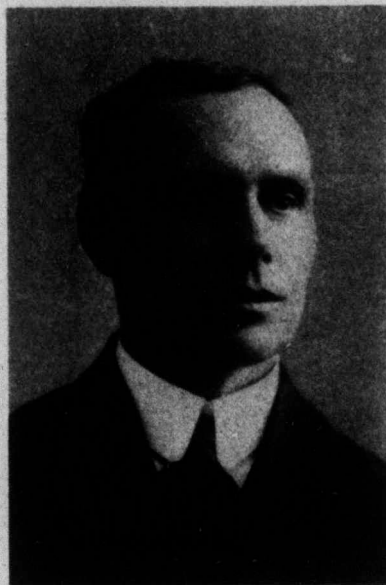
Geo. Powers, of J. C. Whitney & Co., tea importers, Chicago, was in Toronto during the week on a business trip.

Myles G. Legate, a traveler for 31 years with the McCormick Manufacturing Co., London, Ont., died recently.

E. Latter, of A. R. Latter's grocery, Guelph street, Stratford, Ont., has joined the band of the 110th Battalion.

Lorne Handy, of Blenheim, Ont., has purchased the Inman general store at Wheateley, and is moving there this week.

T. W. McFarland, vice-president of the D. S. Perrin & Co., Ltd., biscuit manufacturers, London, Ont., has been elected president of the London Board of Trade.



GEO. GIBBON, Port Arthur, Ont.

Mr. Gibbon, who is a grocer, was elected an alderman of Port Arthur for 1916 in the recent civic elections there.

T. A. Rowat, of T. A. Rowat & Co., grocers, Dundas street, London, Ont., who has been ill for some time, is recovering gradually, which is good news to his many friends.

James Anderson, who for a great number of years has conducted a grocery store on the corner of Richmond and Horton streets, London, Ont., has retired from business.

The Harding Company, wholesale grocers, St. Thomas, Ont., will soon be moving into the new warehouse which they have built on a spur of the London & Port Stanley Railway.

J. Wall, manager of the Canadian Cannery, Limited, Toronto, has been given a two months' leave of absence by the directors and he has selected Ber-

muda as the place to take a well earned rest.

W. W. Gray, who has been with Thos. Ballantyne & Sons, Stratford, Ont., for past 20 years, has joined the staff of the Whyte Packing Co., as manager of their wholesale plant in Brockville.

Western Canada

The Sandy Lake Trading Co., Sandy Lake, Man., has been incorporated.

The staff of J. F. Cairns, Saskatoon, Sask., held its annual dance last week.

The Modern General Store, Bounty, Sask., will commence about March 1.

Good & Robertson, general merchants, Tyvan, Sask., have sold to Norman McLean.

Three sons of W. Wilson, general merchant, Whitemouth, Man., have joined the colors.

Mrs. W. T. Frain has opened a store in the Frain Building, Main street, Wadena, Sask.

Stock of the estate of S. T. Lodge, grocers, Saskatoon, Sask., has been sold to Robert A. Anderson.

The W. W. Cooper Co., Ltd., department store, Swift Current, Sask., is applying for charter of incorporation.

John McKenzie, who built the first flour mill at Silver Heights, Man., died at Prince Albert, Sask., last week.

Financial arrangements have been made for the erection of a new packing plant at Calgary by the J. C. Boyle Packing Co. Building will commence shortly.

The Swift Current Trading Co., have taken over the business of Bertin's Ltd., Swift Current, Sask. The firm consists of Henry Wodlinger and Henry Finkelman.

The general stores of the J. G. Cowan Supply Co., and J. A. Fraser & Co., Ltd., were among those which suffered serious loss by fire at Quesnel, B.C., on Saturday, Jan. 15.

A flour mill at Wainwright, Alta., was destroyed by fire January 20th. The loss amounted to \$60,000, which was covered by insurance. It was owned by a firm in Minneapolis.

On the occasion of a sale recently, Robinson-MacBean, Ltd., Moose Jaw, ran a special shopping excursion from Gilroy, in this way bringing in over 200 customers on the G.T.P.

W. H. Little, of Robinson, Little & Co., Winnipeg, and W. H. Escott, of the W. H. Escott Co., Limited, Winnipeg, were both re-elected directors of the Ontario Commercial Travelers' Association at the last general election held in London, Ont.

William McKay, who has for some years been manager of the grocery department of the W. W. Cooper Co., Swift Current, Sask., has resigned that position, and will take a short vacation before entering upon the duties of a new position.

A judgment of interests to travelers was handed down in Saskatoon, Jan. 20th. C. A. Pierce was convicted of a breach of a civic by-law in that he was selling goods by sample and had no license in the city. A judge of a higher court held that the by-law was ultra vires; that the license was prohibitive; and that the city had no power to impose such a prohibitive fee.

Among the firms who have taken space for the Home Products Exhibition held at Winnipeg early in February in connection with the Bonspiel, are the following:—Canadian Ice Machine Co.; Strang Bros. will exhibit their Winnipeg-made shoe polishes; Blackwoods, Ltd., will exhibit aerated waters and temperance beverages; White Star Manufacturing Co., pickles and baking powders; Purity Flour Co.; Excelsior Products Co., grocery specialties; Robin Hood porridge oats; Codville & Co., Ltd., wholesale groceries; Blue Ribbon products; Dyson Vinegar Co., pickles and sauces.

Letters to the Editor

THE CHEQUE AS A RECEIPT

Editor, Canadian Grocer.—I see a little item in your paper re the cancelled cheque being sufficient for a receipt. Being a retailer for a long time, I beg to make note of a thought and a suggestion. First, I would presume the only objection the sender of the cheque would have would be the difficulty of filling in so much, as the cheque would not indicate the particular account or date of items which it paid.

Would it not be in good form for a merchant to attach a receipted statement to the back of cheque showing the dates and if any balance is carried forward? In this way the postage might be saved, which is quite an item, and other misunderstandings averted.

THOS. FITZPATRICK.

Lambton Mills, Ont.,



WON MILITARY CROSS

Major F. M. Codville, formerly of Winnipeg, was recently appointed senior major of the One Hundred and Forty-fourth Battalion, and has been awarded the Military Cross for his services at the front. Major Codville was also mentioned in dispatches a



MAJOR F. M. CODVILLE, Winnipeg, who has won distinction at the front

couple of weeks ago. He served at the front with the Royal Canadian Dragoons. Major Codville is a son of the late John J. Codville, head of the Codville Co., wholesale grocers, Winnipeg.

• • •

Donald (Don.) McGillivray, employed for the past six years by N. McGillivray & Co., Port Elgin, Ont., has enlisted in the 160 (Bruce) Battalion for overseas service.

• • •

J. McDowell, an employe of Gunns, Ltd., Front street, Toronto, has enlisted and was presented with a watch by his fellow employes. Mr. McDowell's enlistment makes the number of those connected with the firm serving with the colors 95, including Colonel J. Gunn, the president.

Arthur Coburn, country salesman for the Scott Fruit Company, Winnipeg, has enlisted with the Engineers for active service. In appreciation of his services during the years he has been with the firm, he was presented with a wrist watch by the firm.



OTTAWA GROCERS TO HAVE A BANQUET

The Retail Grocers' Association of Ottawa, decided at the last meeting to have the annual banquet in the Masonic Temple on the evening of February 23. It is said it will be the finest "spread" ever attempted by the grocers of the Capital. Extensive preparations will be made and it is expected accommodation will be provided for about 500. Manufacturers, wholesalers and travelers, who sell to the retail men, will be invited.

As the Pure Food Show was so successful last year, it was decided to continue it this year, and therefore no picnic will be held in consequence. The committee appointed to look after the show are T. Bowman, sr., A. G. Johnson, A. S. Moreland and F. Burgess. This committee will have complete charge.

Feeling that there is a lot of money outstanding from bills, debts, etc., incurred by soldiers' families, the Association only gave \$50 to the Patriotic Fund. Specific instances were given of bad debts arising from this source.

President Alex. Phillips presided and there was a good attendance.



OPENING OFFICES IN MONTREAL

Harold F. Ritchie & Co., Ltd., manufacturers' agents, Toronto, are opening an office in Montreal on Feb. 10th. The business there will be looked after by Frank A. Hutchinson who was formerly on the senior staff of the New York Herald in Paris and who came back to this country in the interests of Raphael Tuck & Co., the post card people. Mr. Hutchinson was latterly interpreter for the Russian Government and also has had work on shell inspection, but for sometime has been waiting for the opening of the Harold F. Ritchie office in Montreal to take charge of the business in that district.



WINNIPEG RETAIL PROBLEMS

The Winnipeg Retail Merchants' Association will hold a conference on Wednesday, Feb. 16, at the Industrial Bureau, at 2 p.m., when the following subjects will be discussed: (1) Buying Problems. (2) General Merchandising. (3) Credit and Collections. An invitation is extended to all retailers who are in Winnipeg for the Bonspiel.

Sugar Stiffer: Sal Soda Higher

An Interesting Tea Situation — Rolled Oats Market Means That Breakfast Foods May Be Advanced—Buying Time for Canned Goods—Currants Very Firm

Office of Publication, Toronto, February 3rd, 1916.

SUGAR men are talking of a possible advance. They have nothing definite to say, but hazard the opinion that it is not unlikely. New York is up fifteen cents on refined and there is heavy buying. Export business is also large, and altogether New York is firmer than for some little time. Stocks in the hands of Canadian retailers are not large, and a big demand at this time might advance prices, it is claimed.

There has been another advance in sal. soda, and therefore sooner or later all washing powders and the like will be advanced. The advances in this chemical have already been heavy, but it is firmer and higher almost every week, an increase in three months of practically sixty-five per cent. being registered. As has been stated in these columns before, this is due to the use of sal. soda for munitions purposes.

Tea market is worth consideration at this juncture. To begin with, the Budget is still in the future, and a tax may—who knows—suddenly descend upon tea. Also from circulars recently to hand, one may see that the surplus crop in 1915 over the year before was 100 million pounds. If only freights were adjusted it looks as if this might cause a break in the market, for though there has been a vastly increased consumption this last year, still after allowing for that, there is still a lot of tea—roughly fifty million pounds increase in crop. Of course these teas are away in the East and the freight situation gets worse instead of better. If it does not alter favorably, there can be no chance of a substantial drop.

Flour is firm at present and both export and domestic demands are heavy. Export is more than can be taken care of with existing freight conditions.

QUEBEC MARKETS

Montreal, Feb. 2.—There is a good steady demand for staples, and the market in practically all imported lines is strong. Some lines of Canadian manufacture are inclined to weakness except in case of those whose raw materials is subject to war demands. The feature of week is the New York rise in refined sugar and further strengthening of local market. This feeling is accentuated by a slight increase in raw product, which is still held up to a great extent by lack of ships. The latter is the predominating factor in determining the firmness of this market. The 3c decline in molasses has attracted considerable attention here. This decline occurs at time when condition of sugar market may influence a diversion of the crop to sugar production. This market is in an unsettled condition, the entrance of the new crop on to the market tending to lower prices, while all the other features of the market have an opposite tendency. All lines that have been dependent on Suez route continue firm, and in the case of spices some slight advances have occurred. Advances of 30c per doz. have occurred in some brands of proprietary articles. Matches have advanced gener-

ally. Coal oil has advanced 1c, and is now being offered at from 15½c to 19c per gal. Price competition is feature of the canned goods market, otherwise situation is strong. Soda bicarbonate has advanced 10c, and is now at \$2.50 per 112-lb. keg. Entire market for chemicals of all description continues strong, for production is curtailed in other lines in commercial demand by the extraordinary demands on a few for war purposes. This demand has extended to alcohol, which fact has caused a general advance in imported liquors. The budget announcement is still awaited with lessening interest.

SUGAR.—Raw sugar shows slight advance as result of uncertain conditions, and latest reports quote it at 3½c per lb. The high freight rate from Cuba on top of already abnormal conditions in that market have materially strengthened it. Rate to New York has reached the unprecedented level of 53c per cwt. As intimated two weeks ago as likely, refined sugar that last week advanced in New York to \$5.85, has again advanced, and is at its old level of \$6, and, like the raw product, is strong. There has been active buying past few days in large quantities. Stocks are well cleaned

Markets in Brief

QUEBEC MARKETS.

FRUIT AND VEGETABLES—
Oranges still high.
Lemons scarce.
Onions firm and Spanish looking up.
Potatoes 10c higher.
Parsley scarce.
FISH AND OYSTERS—
Soft weather interfering with trade.
Haddocks scarce.
Light movement.
PRODUCE AND PROVISIONS—
Compounds very firm.
Cheese stocks limited and higher.
New lards down 7c.
Storage down 3c.
Butter firm.
FLOUR AND CEREALS—
Flour situation still firm; wheat fluctuating.
Oats and middlings firm.
Corn very strong.

ONTARIO MARKETS.

FLOUR AND CEREALS—
Levels well maintained.
Freight situation tense.
American corn higher.
Slump in wheat.
FRUIT AND VEGETABLES—
Storms send oranges up.
Celery firm and higher.
Strawberries trifle lower.
Potatoes remain steady.
Good demand for grapefruit.
Spanish onions up.
FISH AND OYSTERS—
Whitefish the best bet.
Oysters sell well.
Halibut may be short.
Good trade in fish.
PRODUCE AND PROVISIONS—
No change in meats.
New lards down again.
Same apples to butter.
Cheese firm and high.
Honey prices shaded.
GENERAL GROCERIES—
Tea market interesting.
Sugar very firm.
May be advanced soon.
Sal soda greatly increased.
Currants firm and high.
Taploca and rice strong.

MANITOBA MARKETS.

FLOUR AND CEREALS—
First patents now \$7 bbl.
Better demand for feeds.
Rolled oats a bit easier.
Cornmeal up to \$2.55.
POULTRY AND FISH—
Kippers and blonkers up 25c.
Higher huddies expected.
Scarcity of haddock in Canada.
FRUIT AND VEGETABLES—
Manitoba potatoes go higher.
Malaga grapes up to \$12.50 keg.
Navel oranges now \$3.25-\$4.25.
Cranberries arrive in boxes.
PRODUCE AND PROVISIONS—
Live hog market higher.
May be weaker next week.
Ham quotations advanced.
Barrelled pork \$22 bbl.
Eggs in cartons scarcer.
GENERAL GROCERIES—
Sugar prices unchanged.
Corn syrup and starch strong.
Small-sized prunes scarce.
Dried peaches firming up.
Currants higher in first market.
Cheaper rice will go up.
Big demand for tea.

up in New York, so that if the advances continue there, a similar move here is not impossible. Ruling factor of this market continues to be lack of shipping

CANADIAN GROCER

facilities for Cuban raws, and where sugar continues to pile up. The condition is similar to the one that existed in wheat market, when immense stocks were piled up in Russia awaiting the opening of the Dardanelles. This condition has operated to reverse the whole tone of market here, which is decidedly firm in comparison to the weakness exhibited a few weeks ago.

Extra Granulated Sugars—		Per 100 lbs.
100 lb. bags	.....	6 65
20 lb. bags	.....	6 75
2 and 5-lb. cartons	.....	6 95
Extra (Ground) Sugars—		
Barrels	.....	7 00
50 lb. boxes	.....	7 20
25 lb. boxes	.....	7 40
Yellow Sugars—		
No. 1	.....	6 25
Dark yellow	.....	6 05
Bright yellow, bbls. only, cwt.	.....	6 50
Powdered Sugars—		
Barrels	.....	6 80
50 lb. boxes	.....	7 00
25 lb. boxes	.....	7 20
Paris Lump—		
100 lb. boxes	.....	7 25
50 lb. boxes	.....	7 35
25 lb. boxes	.....	7 55
Crystal Diamonds—		
Barrels	.....	7 25
100 lb. boxes	.....	7 35
50 lb. boxes	.....	7 45
25 lb. boxes	.....	7 55
Cartons	.....	8 05
Half cartons	.....	8 55
Crystal Dominoes, cartons	.....	8 25

MOLASSES AND SYRUPS.—Molasses have dropped three cents, and new prices are as quoted in list. This decline includes old stock, and was brought about by increasing shipments of new molasses. Demand is fair, but basic market conditions are unsettled. Advent of new crop has a strong tendency to bring prices down, as wholesalers have contracted for new molasses at lower prices than existing ones. On other hand, transportation problem becomes more acute, the raw sugar advances have a tendency to strengthen molasses prices and divert production towards sugar, and there is no improvement in primary market conditions.

Corn syrups have advanced in some quarters 30c per dozen, but the advance is said to be due partly to increased cost of jars, etc.

Barba-loes Molasses—	Price for	
	Fancy.	Choice.
Punchons	.....	.....
Barrels	0 53	0 45
Half barrels	0 56	0 48
For outside territories prices range about 3c lower.		
Carload lots of 20 punchons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.		
Corn Syrups—		
Barrels, per lb., 3½c; ¼ bbls., 4c; ½ bbls.	.....	0 04½
Pails, 83½ lbs., \$1.85; 25 lbs.	.....	1 40
Cases, 2 lb. tins, 2 doz. in case	.....	2 65
Cases, 5 lb. tins, 1 doz. in case	.....	3 00
Cases, 10 lb. tins, ¼ doz. in case	.....	2 90
Cases, 20 lb. tins, ¼ doz. in case	.....	2 85
Cane Syrups—		
Barrels, lb., 4½c; ¼ bbls.	.....	0 06
Cases, 2 lb. tins, 2 doz. in case	.....	3 60

COFFEE.—Market is strong, principally due to more acute freight situation. Stocks are in good shape at present, but considerable difficulty is being experienced in maintaining shipments at desired level both from primary and New York markets. In addition, the English ships engaged in the South American trade have been advised to hold themselves at Government disposal. Another bullish feature has been primary advance in Rios without any corresponding raise in the higher-priced Santos.

Counteracting against these facts is the large amount of coffee in sight and the continued shipments from Brazil in spite of increased freights and a shortage of bottoms. Interest in a possible change in the new budget continues.

Coffee—		
Plantation Ceylon	.....	0 32
Java	.....	0 32
Arabian Mocha	.....	0 34
Guatemala	.....	0 26
Mexican	.....	0 25
Jamaica	.....	0 22
Santos	.....	0 19
Rio	.....	0 18
Chicago	.....	0 14

NUTS.—Prices on nuts are unchanged, and demand is a good deal better. Brazil nuts are firmer as result of report that scarcity is due to occur in primary markets owing to lack of rains. Almonds are scarce, but unchanged in price. The present movement of goods is based on a seasonal demand that usually occurs at this time of year.

Almonds, Tara, new	.....	0 17½	0 18½
Grenobles	.....	0 16	0 17
Marbots	.....	0 14½	0 15
Shelled walnuts, new, per lb.	.....	0 36	0 38
Shelled almonds, 25-lb. boxes, per lb.	.....	0 41	0 42
Sicily filberts	.....	0 14½	0 15
Filberts, shelled	.....	0 33	0 35
Pecans, large	.....	0 17½	0 18½
Brazil, large, washed	.....	0 21	0 21
Peanuts, American, roasted	.....	0 07	0 11

TEA.—Condition of tea market is unchanged from last week, strong and moving freely, except that principal features are more pronounced, especially in case of freights. There is a good movement of business, although spot stocks offered by wholesalers by importers are light, and latter refuse to insure delivery or guarantee in any way. Stocks in general are diminishing with increased rapidity. Country demand is strong, and first hand inquiries point to an increased trade. India maintain their strength and show increased firmness. Visible supplies are short and the enormously increased demand of Great Britain operates to intensify the conditions outlined. Japan trade is satisfactory and showing increases. There is an easier feeling evident in regard to eventualities affecting ocean shipments as result of the prompt handling of the submarine peril in the Eastern trade. The ship shortage remains the factor in the market, and the coming budget is the chief cause of speculation.

DRIED FRUITS.—This market is quiet, with no changes in price. Demand is normal, but market has strengthened up a little in way of dried fruits of American production. The market is pretty well cleaned up of seasonable dried fruits, such as sell well in the holiday season, as a result of the Christmas movement of stocks, which have not yet been replaced.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 25-lb. boxes	.....	0 11½
Apples, choice winter, 50-lb. boxes	.....	0 11
Apricots	.....	0 14
Nectarines, choice	.....	0 11½
Peaches, choice	.....	0 08
Pears, choice	.....	0 13½
DRIED FRUITS.		
Candied Peels—		
Lemon	.....	0 22
Lemon	.....	0 20
Orange	.....	0 19
Currents—		
Filiatras, fine, loose, new	.....	0 11½
Filiatras, packages, new	.....	0 12½

Dates—		
Domedary, package stock, old, pkg.	.....	0 09
Figs, choicest	.....	0 12½
Hallowee, loose, new	.....	0 07½
Hallowee, 1-lb. pkgs.	.....	0 07½
Figs—		
2 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 11½
1 lb. glove boxes, each	.....	0 12
Cal. bricks, 10 oz.	.....	0 09½
Cal. bricks, 16 oz.	.....	0 10
Cal. layers	.....	0 10
Cal. fancy, table, 10 lbs.	.....	1 50
Prunes—		
30 to 40, in 25-lb. boxes, faced	.....	0 11½
40 to 50, in 25-lb. boxes, faced	.....	0 11½
50 to 60, in 25-lb. boxes, faced	.....	0 10½
60 to 70, in 25-lb. boxes, faced	.....	0 10
70 to 80, in 25-lb. boxes, faced	.....	0 09½
80 to 90, in 25-lb. boxes, faced	.....	0 09
90 to 100, in 25-lb. boxes, faced	.....	0 08½
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$2.87; 4-crown cluster	.....	3 75
Muscateles, loose, 3-crown, lb.	.....	0 08½
Muscateles, 4-crown, lb.	.....	0 09½
Cal. seedless, 16 oz.	.....	0 12½
French seedless, 16 oz. pkgs.	.....	0 10
Choice seeded, 16 oz. pkgs.	.....	0 09½
Valencia, selected	.....	0 11
Valencia, 4-crown layers	.....	0 11½

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

DRIED VEGETABLES.—This market is firm, with a good steady demand and unchanged prices. Good quality Ontario beans are scarce, and Japan and California beans are taking their place to a greater extent in the market.

Beans—		
Canadian, 3-lb. pickers, per bushel	4 20	4 35
Canadian, 5-lb. pickers	.....	4 00
Yellow eyes, per bushel	.....	4 20
Lima, per lb.	.....	0 08½
Peas, white soup, per bushel	3 00	3 25
Peas, split, bag, 25 lbs.	.....	6 00
Peas, hot, per bag	.....	3 00
Barley, pearl, lb.	.....	0 04½

RICE AND TAPIOCA.—The rice market is unchanged, is firm with good demand. This market has been strengthened by events in the East, and the shortage in bottoms is keenly felt. Tapioca is firm and unchanged in price, although primary market lies in the zone of submarine influence.

Rangoon Rices—		Per cwt.
Rangoon, "B"	.....	4 20
"C.C."	.....	4 10
India bright	.....	4 35
Lustré	.....	4 40
Fancy Rices—		
Mandarin, Patna	.....	4 20
Pearl	.....	4 75
Imperial Glace	.....	5 40
Sparkle	.....	6 00
Crystal	.....	5 00
Snow	.....	5 20
Ice drips	.....	5 30
Java Onyx	.....	6 50

Prices are per 100 lbs., packed in bags (250 lbs.), half-bags (100 lbs.), and quarter-bags (50 lbs.); and 10c per 100 lbs. for pockets (25 lbs.), and 30c for half-pockets.

Imported Patna—		Per lb.
Bags, 22 lbs.	.....	0 05½
Half bags, 112 lbs.	.....	0 05½
Quarter bags, 56 lbs.	.....	0 05½
Velvet head Carolina	.....	0 09
Saco, brown	.....	0 05½
Tapioca—		
Pearl, lb.	.....	0 07
Seed, lb.	.....	0 07

SPICES.—This market is generally firm, as all lines are particularly effected by the most influential factors of the moment. Pepper has advanced 3c; black is offered at from 22c to 25c, and white at from 30c to 33c. Cayenne chilies are almost unprocurable at 50c, which is an advance of 15c over the old price. The situation in the East and the excessive freights in force for carriage from there are the primary causes of the stiffening.

	5 and 10-lb. boxes,	¼-lb. pkgs. dozen,	¼-lb. tins
Allspice
Cassia
Cayenne pepper
Cloves
Cinnamon, fine
Cinnamon, Java
Mustard
Nutmegs

CANADIAN GROCER

Pepper, black	0 22-0 25	0 30-1 00	.....0 29
Pepper, white	0 30-0 33	1 15-1 20	.....0 37
Pasty spice	.....0 22	0 30-1 20	.....0 29
Pickling spice	0 14-0 16	.....	.....
Turmeric	0 21-0 23	.....	.....
Lower prices for pails, boxes or balters when delivered, can be secured.			
Cardamon seed, per lb., bulk	2 00	2 50	
Carraway			
Canadian	.....	0 13	
Dutch	.....	0 20	0 22
Cinnamon, China, lb.	.....	0 14 1/2	0 15
Mustard seed, bulk	.....	0 19	0 23
Celery seed, bulk	.....	0 35	0 46
Shredded cocconut, in pails	.....	0 18 1/2	0 22
Pimento, whole	.....	12-15	

CANNED GOODS.—Price competition is permitting retailers to secure some good buys, as primarily situation is firm.

ONTARIO MARKETS

Toronto, Feb. 3.—Further to what was said a couple of weeks ago on the question of using different articles found in grocery stores for munition purposes, is the still further advance of sal soda. This, which sold three months ago for 52c, is now quoted at \$1.35, and will go higher. Retailers should watch this development. Sooner or later it means an increase in the price of washing compounds and so forth. Munition purposes are taking huge supplies, and accordingly civil needs suffer in price.

Wholesalers are beginning to look askance at the firmness and advancing tendency displayed in the rolled oats market. It is now some time since an adjustment was made by the oat cereal people of prices and quantities. At present levels of rolled oats, however, there can't be much money in the package business. Rolled oats, formerly costing \$2.30 a bag, now cost \$2.65, which is an appreciable increase. In some quarters an advance in the price of oat cereals is regarded as not at all unlikely.

The currant market, which for many moons, has been touching the high spot, is further complicated by imposition of additional war risks on boats conveying currants from Greece. These additional charges are said to be 5 per cent. on neutral vessels and 8 per cent. on belligerent. War risks were an awkward quantity enough before this, goodness knows, and the market is certainly rendered still more difficult. An advance in the primary market last week is succeeded by a like one this, and dealers lightly stocked will do well to replenish as soon as may be. Other grocery lines may be unsure, and display signs of market antics, but what is just about the one safe bet is that currants won't be lower for a long, long time.

General trade has little in the way of unusual feature. It is, however, very good, orders being steadily larger and more frequent. Collections in the country, always good, are as good as ever, while the city is in a good deal better shape.

SUGAR.—Following the firmness in New York, recorded last week, is a decided stiffening. Buying for future is heavy—so heavy, indeed, that, together

with big export demand, it has caused advances. Refined is up 15c in New York in a week. There is talk of an advance here, too, in sympathy. Stocks in retailers' hands are said to be comparatively light. For the present, however, we record no change.

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 65
Extra Ground Sugars—	
Barrels	7 11
50 lb. boxes	7 31
25 lb. boxes	7 41
Powdered Sugars—	
Barrels	6 91
25 lb. boxes	7 31
Crystal Diamonds—	
Barrels	7 25
100 lb. boxes	7 35
50 lb. boxes	7 56
Cartons (20 to case)	8 01
Cartons (50 to case)	8 91
Crystal Dominoes, cartons	8 36
Paris Lumps—	
100 lb. boxes	7 36
50 lb. boxes	7 56
25 lb. boxes	7 56
Yellow Sugars—	
No. 1	6 31
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

TEA.—A cable from London this week reports no advance. This is the second week without increases in market quotations, and though the wire reports both Ceylon and Indian markets as "steady," it gives no hint of advances. As an indication of high prices ruling, we hear of tea—of the very lowest grade—selling in Calcutta recently for 1/0 1/4, or 24 1/2c. This is in Calcutta; add to that freight, war risks, cost of delay and so on, and certainly the result shows an extraordinarily high market price for low-grade tea.

On the other hand, there are one or two influences worth considering. A recent authoritative circular (date of January 14th) says that the crop of teas last year—India, Ceylon, Java, Sumatra and smaller gardens—was 100 million pounds ahead of the year before. Total production in localities was—India, 55 millions more than 1914; Ceylon, 20 millions more; China, Java, Sumatra and smaller gardens 25 millions more.

To be sure, consumption has vastly increased this last year over the year before. Taking that into consideration, however, there is, we should judge, at least a surplus of 50,000,000 lbs. more in 1915 than in 1914. That shows that there is lots of tea. The trouble is that it can't be got at, and tea deteriorates in quality. But, if that surplus of tea were suddenly to be accessible, the opinion of some is that the market would break. A prominent London, Eng., tea man expresses this in a letter. He points out that there is a vast surplus in crop; that the big consumption still leaves a great margin; that freight difficulties, therefore, more than anything else, keep the price high; that if the British Government is really busy on the question of ways and means of getting

foodstuffs quickly shipped here and there, and was successful in so arranging, that there would be a break in the market.

We give this for what it is worth. There is no break in sight at present.

Stocks of bulk teas here are said to be very low.

DRIED FRUITS.—Currants continue to be very firm, despite last week's advances in the primary market. Indeed, still higher prices are again registered therein. It is said that there may be some easement at the end of the month if the looked-for boat arrives from Greece. Spot currants are firmly held here, with steady demand. An element which should be taken into consideration is the extra war risk reported to be imposed; 5 per cent. on neutral vessels and 8 per cent. on belligerents. One more trouble sent to try the patience of the importer!

Prunes continue to be amply bought, though not heavily. All levels are maintained, and market at the Coast is strong. No change in price is to be recorded. There is a good demand for package dates, at ruling levels. Peaches, raisins and apricots show little feature, having a fair trade at prices generally held firm by limited supplies.

Apples, evaporated, per lb.	.....	0 10 1/2
Apricots—		
Std., 25's, faced	.....	0 12 0 12 1/2
Choice, 25's, faced	.....	0 13 1/2 0 14
Extra choice, 25's, faced	.....	0 14 1/2 0 15
Fancy, 25's, faced	.....	0 15 1/2 0 16
Candied Peels—		
Lemon	.....	0 17 0 18
Orange	.....	0 17 0 18
Citron	.....	0 22 1/2 0 23 1/2
Currants—		
Filiatras, per lb.	.....	0 12 0 13
Amalas, choicest, per lb.	.....	0 13 1/2 0 14 1/2
Patras, per lb.	.....	0 13 0 14
Vostizzas, choice	.....	0 13 1/2 0 14 1/2
Cleaned, 1/2 cent more.		
Dates—		
Faris, choicest, 12-lb. boxes	.....	0 09 1/2 0 10
Faris, choicest, 50-lb. boxes	.....	0 09 0 09 1/2
Package dates	.....	0 07 1/2 0 09
Hallowees	.....	0 07
Prunes—		
30-40s, California, 25-lb. boxes	.....	0 12 1/2 0 13
40-50s, 25-lb. boxes	.....	0 10 1/2 0 11
50-60s, 25-lb. boxes	.....	0 09 1/2 0 10
60-70s, 50-lb. boxes	.....	0 09 1/2 0 10 1/2
70-80s, 50-lb. boxes	.....	0 08 1/2 0 09 1/2
80-90s, 50-lb. boxes	.....	0 08 1/2 0 09 1/2
90-100s, 5-lb. boxes	.....	0 07 1/2 0 08 1/2
25-lb. boxes, 1/2 cent more.		
Peaches—		
Choice, 50-lb. boxes	.....	0 06 1/2 0 07
Std., 50-lb. boxes	.....	0 07 0 07 1/2
Choice, 25 lbs., faced	.....	0 07 1/2 0 07 1/2
Extra choice, 25 lbs., faced	.....	0 07 1/2 0 07 1/2
Fancy, 25 lbs., faced	.....	0 08 1/2 0 09
Raisins—		
Valencia, Cal.	.....	0 09 0 09 1/2
Seedless, fancy, 1 lb. packets	.....	0 10
Seedless, choice, 1 lb. packets	.....	0 09 1/2 0 10 1/2
Seedless, choice, 12 oz.	.....	0 08
Seedless, 16 oz. packets	.....	0 11 1/2 0 12
Seedless, 12 oz. packets	.....	0 10
Raspberries, black, dried, 25-lb. boxes	.....	0 40 0 42
NUTS. —The market is more or less without feature, buying being of the hand-to-mouth variety. Filberts are strong in the primary markets. We record no advance, as our quotation is full high, and there is a good range. Spot pecans are firmly held on a steady buying demand. Almonds and walnuts show little change.		
In Shell—		
Almonds, Tarragona	.....	0 15 1/2 0 16 1/2
Braxils, medium, new	.....	0 16 0 18
Braxils, large, washed, new	.....	0 20 0 22
Chestnuts, peck	.....	1 75 2 00
Filberts, Sicily, bags 110 lbs.	.....	0 14 0 14 1/2

CANADIAN GROCER

Peanuts, Jumbos, roasted	0 13½	0 14½
Peanuts, hand-picked, roasted	0 11	0 11½
Peanuts, fancy, roasted	0 09	0 10
Peanuts	0 17	0 18
Walnuts, Grenoble	0 15½	0 16
Walnuts, Bordeaux	0 11	0 12
Walnuts, Marbots	0 12½	0 13
Shells—		
Almonds	0 45	0 46
Filberts	0 35	0 35
Peanuts	0 11	0 11½
Pecans	0 60	0 65
Walnuts, new, halves	0 38	0 40
Broken	0 31	0 32

BEANS.—Once more there is no lower price movement to record. General opinion is that the trade won't see lower prices. Fundamental condition of a bad crop can't be supervened. Peas are high and in steady demand, limited supplies supporting levels.

Beans, choice primes, bush	4 25
Beans, hand-picked, bushel	4 75
Peas, blue, bushel	3 00
Split, lb.	0 06½

SPICES.—There is no new feature from last week. Peppers are firm on account of low stocks, but retailers are not buying heavily just now. Cream of tartar is very strong, with good, steady demand.

Spices—	Compound, per lb.	Pure, per lb.
Allspice, ground	0 15-0 16	0 15-0 16
Allspice, whole	0 22-0 25	0 22-0 25
Arrowroot	0 15-0 15	0 15-0 15
Bay leaves	0 20-0 20	0 20-0 20
Bicarb. soda	0 63-0 63	0 63-0 63
Caraway seeds	0 25-0 25	0 25-0 25
Cassia, whole	0 22-0 25	0 22-0 25
Cassia, ground	0 14-0 16	0 14-0 16
Cayenne	0 30-0 30	0 30-0 30
Cayenne, jap. chillies	0 40-0 40	0 40-0 40
Celery seed	0 50-0 50	0 50-0 50
Celery salt	0 20-0 20	0 20-0 20
Celery pepper	0 30-0 30	0 30-0 30
Cinnamon, Batavia	0 28-0 30	0 28-0 30
Cloves, whole	0 30-0 25	0 30-0 25
Coriander seed	0 12-0 12	0 12-0 12
Cloves, ground	0 18-0 22	0 18-0 22
Cream of tartar	0 48-0 50	0 48-0 50
Curry powder	0 25-0 26	0 25-0 26
Ginger, Cochin	0 15-0 17	0 15-0 17
Ginger, Jamaica, ground	0 18-0 21	0 18-0 21
Ginger, Jamaica, whole	0 28-0 32	0 28-0 32
Ginger, African, ground	0 11-0 18	0 11-0 18
Mace	0 93-1 00	0 93-1 00
Mustard, pure	0 30-0 30	0 30-0 30
Mustard seed	0 28-0 28	0 28-0 28
Nutmegs, brown, 60s, 52c; 80s, 32c; 100s	0 27-0 27	0 27-0 27
Nutmegs, ground, bulk, 45c; 1 lb. tins	0 22-0 25	0 22-0 25
Pastry spice	0 22-0 25	0 22-0 25
Paprika	0 33-0 33	0 33-0 33
Peppers, black, ground	0 14-0 18	0 14-0 18
Peppers, black, whole	0 22-0 25	0 22-0 25
Peppers, white, ground	0 19-0 24	0 19-0 24
Peppers, white, whole	0 31-0 36	0 31-0 36
Pickling spice	0 16-0 20	0 16-0 20
Sage	0 10-0 10	0 10-0 10
Saltpetre (chilli)	0 22-0 25	0 22-0 25
Thyme	0 16-0 18	0 16-0 18
Turmeric	0 16-0 18	0 16-0 18

COFFEE.—There is nothing to record of novelty in the situation. Some little speculation is rife as to tariff changes in the coming budget, but it is merely speculation, nothing more. Cheaper grades are selling steadily. Primary market shows little of interest for the moment.

Coffee, Roasted—		
Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 17	0 19
Java, lb.	0 31	0 36
Maraicao, lb.	0 22	0 25
Mexican, lb.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 17	0 20
Santos, lb.	0 21	0 25
Chicory, lb.	0 12	0 14

RICE AND TAPIOCA.—Firmness in tapioca continues, and primary market is higher. Freight question is partially the reason. Locally there is no change. Rice continues very strong, with a demand rather above the average. Higher prices are talked of here and there, as a result of Vancouver mills advancing.

Rice—		
Rangoon, "B," per cwt.	4 28	
Rangoon, "CC," per cwt.	4 15	

Rangoon, fancy, per cwt.	4 38	6 58
Patna, fancy	0 07½	0 09
Tapioca—		
Pearl, per lb.	0 07	0 07½
Seed, per lb.	0 07	0 07½
Sago, brown, per lb.	0 07	0 07

CANNED GOODS.—In order to give the necessary fillip to a rather dull market last week, one or two jobbers at Montreal and here put out a bargain in tomatoes, corn and peas, with good results. Prices made were distinctly below levels, and buying has been eager and sustained. Retailers, if they have not bought their canned vegetables, should do so. This is a buying market. Not only will these bargain prices give way to quotations shortly, but demand and supply generally are such that an advance is forecast. While there have evidently been some price shavings in certain canned vegetables, the market so far as the canners are concerned is held firmly. Canned tomatoes are without doubt not to be found in very large quantities. It should always be remembered that price quotations in Canadian Grocer represent what the retailer pays the wholesaler and not f.o.b. factory quotations. Judging from the f.o.b. factory price of No. 3 tomatoes at the present time, the price to the retailer should be around \$1.05 to \$1.10 per dozen. Corn No. 2 should be about 92½c to 95c. Standard peas should be about 92½c to 95c, and early Junes around 97½c. Sweet wrinkle peas should sell to the retail trade to-day at around \$1 to \$1.02½.

Among the lines of vegetables that, as far as canners are concerned, are not very plentiful are carrots, No. 3; canned cauliflower, Nos. 2 and 3; canned parsnips, extra fine sifted peas, and all kinds of gallon peas. Among the fruits that are scarce from the standpoint of the packer are blueberries, black currants, preserved No. 2; preserved red currants, No. 2; preserved gooseberries, No. 2; preserved white grapes, white peaches in heavy syrup, and shredded pineapple in heavy syrup, No. 2; a number of lines of plums, preserved black raspberries, No. 2, and preserved rhubarb, No. 3.

It is interesting to note that in the United States canned tomatoes are much higher f.o.b. factory than the price in Canada to the retail trade. The "trade" of Baltimore is quoting canned tomatoes, No. 3, at \$1.25 f.o.b. factory in Baltimore, and \$1.40 f.o.b. factory, New York State. This means that our prices in Canada to-day, while firmly held, are from 27½c to 30c per dozen under Baltimore prices. Canned tomatoes in Britain are up around the \$1.65 mark for No. 3's. All these facts indicate that the market is held very firmly, and this situation is sure to continue.

MONTREAL AND TORONTO PRICES

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

Salmon, Sockeye—		
1 lb. talls, cases, 4 doz., per doz.	2 52½	
1 lb. flats, cases 4 doz., per doz.	2 72½	
½ flats, cases 8 doz., per doz.	1 57½	
Five cases or more, 2½c doz. less than above.		
Chums, 1-lb. talls	0 90	
Pinks, 1-lb. talls	1 20	
Cohoos, 1-lb. talls	1 45	
Red Springs, 1-lb. talls	2 00	
Humpback, ½-lb. tins	0 50	
Canned Vegetables—		
Tomatoes, 3's	1 07½	1 10
Peas, standard	0 90	0 92½
Early June peas	0 95	0 97½
Extra sifted peas	1 02½	1 00
Corn, 2's, doz.	0 92½	0 95

Fruits—	Group A
3's Apples, Standard	1 05
3's Apples, Standard	1 20
3's Apples, Standard	1 25
2's Blueberries (blackberries), Standard	1 00
2's Blueberries (blackberries), Standard	1 10
2's Cherries, acid (pitted), light syrup	1 20
2's Cherries, black, pitted, heavy syrup	1 30
2's Cherries, black, not pitted, heavy syrup	1 50
2's Cherries, acid, pitted, heavy syrup	1 30
2's Cherries, acid, not pitted, heavy syrup	1 50
Gals. Cherries, acid, pitted	8 00
Gals. Cherries, acid, not pitted	8 00
2's Cherries, white, pitted, heavy syrup	1 30
2's Cherries, white, not pitted, heavy syrup	1 50
2's Currants, black, heavy syrup	1 50
2's Currants, black, Preserved	1 50
Gals. Currants, black, standard	8 25
Gals. Currants, black, solid pack	8 25
2's Currants, Red, heavy syrup	1 50
2's Currants, Red, Preserved	1 80
Gals. Currants, Red, standard	8 25
Gals. Currants, Red, solid pack	8 25
2's Gooseberries, heavy syrup	1 50
2's Gooseberries, Preserved	1 80
Gals. Gooseberries, Standard	7 25
Gals. Gooseberries, solid pack	8 50
2's Grapes, White, Niagara, Preserved	1 50
Gals. Grapes, White, Niagara, Standard	3 50
2's Lawtonberries (blackberries), heavy syrup	1 50
2's Lawtonberries (blackberries), light syrup	1 50
2's Lawtonberries, Preserved	2 25
Gals. Lawtonberries, Standard	7 00
2's Peaches, White, heavy syrup	1 50
2½'s Peaches, White, heavy syrup	1 90
3's Peaches, White, heavy syrup	2 40
1's Peaches, Yellow, heavy syrup, talls	1 25
1½'s Peaches, Yellow, flats, heavy syrup	1 50
2's Peaches, Yellow, heavy syrup	1 50
2½'s Peaches, Yellow, heavy syrup	1 90
3's Peaches, Yellow, heavy syrup	2 20
3's Peaches, Yellow, whole, heavy syrup	1 20
3's Peaches, Pie, not peeled	1 75
3's Peaches, Pie, peeled	1 75
Gals. Peaches, Pie, not peeled	3 25
Gals. Peaches, Pie, peeled	5 00
Gals. Pie Fruits, assorted (add 5%)	1 75
2's Pears, Bartlett, heavy syrup	2 10
2½'s Pears, Bartlett, heavy syrup	2 25
3's Pears, Bartlett, heavy syrup	2 25
2's Pears, Flemish Beauty, heavy syrup	2 10
2½'s Pears, Flemish Beauty, heavy syrup	2 20
3's Pears, Flemish Beauty, heavy syrup	2 40
2½'s Pears, Keiffers, heavy syrup	1 75
3's Pears, Keiffers, heavy syrup	1 85
2's Pears, light syrup, Globe	1 20
3's Pears, light syrup, Globe	1 50
3's Pears, Pie, not peeled	1 20
3's Pears, Pie, peeled	1 50
Gals. Pears, Pie, peeled	4 00
Gals. Pears, Pie, not peeled	3 00
2's Pineapple, Sliced, heavy syrup	2 10
2's Pineapple, Shredded, heavy syrup	1 50
3's Pineapples, Whole, heavy syrup	2 10
2's Pineapple, Whole, heavy syrup	2 50
2's Pineapple, Sliced, Hygeian Brand	1 00
2's Plums, Damson, light syrup	1 50
3's Plums, Damson, light syrup	1 15
2's Plums, Damson, heavy syrup	1 55
3's Plums, Damson, heavy syrup	1 55
Gals. Plums, Damson, Standard	3 00
2's Plums, Egg, heavy syrup	1 10
2½'s Plums, Egg, heavy syrup	1 50
3's Plums, Egg, heavy syrup	1 50
2's Plums, Green Gage, light syrup	1 15
3's Plums, Green Gage, light syrup	1 40
3's Plums, Green Gage, heavy syrup	1 60
Gals. Plums, Green Gage, Standard	3 50
2's Plums, Lombard, light syrup	1 00
2½'s Plums, Lombard, light syrup	1 30
3's Plums, Lombard, light syrup	1 50
2's Plums, Lombard, heavy syrup	1 10
2½'s Plums, Lombard, heavy syrup	1 30
3's Plums, Lombard, heavy syrup	1 60
Gals. Plums, Lombard, Standard	3 25
2's Raspberries, Black, heavy syrup	2 10
2's Raspberries, Black, light syrup	1 50
2's Raspberries, Black, Preserved	2 25
Gals. Raspberries, Black, Standard	7 25
Gals. Raspberries, Black, solid pack	9 50
2's Raspberries, Red, heavy syrup	2 10
2's Raspberries, Red, light syrup	1 50
2's Raspberries, Red, Preserved	2 40
Gals. Raspberries, Red, Standard	7 40
Gals. Raspberries, Red, solid pack	9 75
2's Rhubarb, Preserved	2 50
Gals. Rhubarb, Standard	3 50
2's Strawberries, heavy syrup	2 25
2's Strawberries, Preserved	2 40
Gals. Strawberries, Standard	7 75
Gals. Strawberries, solid pack	9 75

CANADIAN GROCER

MANITOBA MARKETS

Winnipeg, Feb. 3.—Trade from country points has been rather quiet during past week owing to fact that railways have been more or less snowed up, the weather being very severe. Orders have been coming in freely, but it has been impossible to make deliveries. Jobbers report business opening up much better than it did a year ago, and as soon as the stormy weather is over, there is going to be a great improvement.

A point worth noticing by the grocer is that certain lines of cured fish are advancing in price and getting scarce. This week kippers and bloaters have each jumped 25 cents per box, and are now quoted at \$2. Haddies are also due for an advance, the latter being due to scarcity of haddock, few of which are being cured. With the supply of herrings cut off from Norway and Holland, the American trade is coming into this market, and the exceptional demand for Canadian fish is having a marked effect on prices.

SYRUPS.—Corn syrups continue to be firm owing to stiffer corn market. There is no doubt about it that both corn syrup and starch are in a strong position, and an advance would not be surprising.

Corn Syrup—

2s, per case 2 doz.	2 63
5s, per case 1 doz.	2 98
10s, per case 1/2 doz.	2 88
20s, per case 1/4 doz.	2 87
1/2 barrels, lb.	0 04 1/2

B. 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, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)

Molasses—

Barbadoes, fancy	0 70
Barbadoes, choice	0 63
New Orleans	0 36 0 37

DRIED FRUITS.—There is still difficulty in securing some of the small-sized prunes in California, especially 70-80-90's, and there is no doubt about it that before long the retailer will have to pay higher prices for them. At present certain houses are quoting 90-100's at 7c, but this is rather low, prices running as high as 7 1/2c. As stated last week, prices vary considerably on prunes in the Winnipeg market, the reason for this being that jobbers bought at various periods, and the prices they paid varied according to freight rates prevailing at that particular time. Peaches are particularly firm in California, there having been a heavy demand on account of low prices. Recently there have been advances in primary market, and a Winnipeg jobber states that quotations on peaches in Winnipeg to-day are 10 per cent. lower than cost. It is probable that spot stocks will be exhausted inside of two months, and by that time the grocer will be asked to pay higher figures. As regards raisins, the market is steady, but the feeling still prevails that we are going to see higher prices. There has

been another advance in currants in Greece owing to high freight rates and war risks.

Dried Fruits—

Evaporated apples, 50's	0 11
Evaporated apples, 25's	0 11 1/4
Pears, 25's	0 12
Apricots, choice, 25's	0 11 0 15
Apricots, choice, 10's	0 14 0 14

Peaches—

Choice, 25-lb. boxes	0 06 1/4
Choice, 10-lb. boxes	0 07 1/4

Currants—

Dry clean	0 11 0 11 1/4
Washed	0 11 1/4 0 12
1 lb. package	0 11 1/4 0 12 1/4
3 lb. package	0 23 0 25

Dates—

Hallowee, loose, per lb.	0 07 1/4 0 09
Hallowee, 1-lb. pkgs.	0 07 1/4 0 07 1/4
Fard dates, 12-lb. boxes	1 25

Raisins, California—

16 oz. fancy, seeded	0 09 1/4 0 10 1/4
16 oz. choice, seeded	0 10
12 oz. fancy, seeded	0 08 1/4 0 09 1/4
12 oz. choice, seeded	0 08

Raisins, Muscatels—

3 crown, loose, 25's	0 08 1/4 0 09 1/4
3 crown, loose, 50's	0 08 1/4 0 09

Raisins, Sultanas—

California, 50's	0 14 1/4
California, 25's	0 15

Raisins, Valentinas—

4-cr. layers, 28-lb. boxes	4 10
4-cr. layers, 8-lb. boxes	1 06
Fancy selected, 14-lb. boxes	1 90

Raisins, Cal. Valentinas—

4-cr. layers, 25-lb. boxes	0 08 1/4
4-cr. layers, 50-lb. boxes	0 08 1/4

Prunes—

90 to 100, 25s	0 07 1/4
80 to 90, 25s	0 08 1/4
70 to 80, 25s	0 09
60 to 70, 25s	0 09 1/4
50 to 60, 25s	0 10
40 to 50, 25s	0 11 1/4

Table Layer Figs—

7-crown, 35-lb. boxes, per lb.	0 17 1/4
5-crown, 10-lb. boxes, per lb.	0 14 1/4
4-crown, 10-lb. boxes, per lb.	0 14
3-crown, 10-lb. boxes, per lb.	0 12 1/4
Glove boxes, per doz.	1 25
Cooking figs, taps, about 5 lbs., lb.	0 09

DRIED VEGETABLES.—Rather large supplies of Japanese beans are arriving. Jobbers who placed orders away back are able to offer them at prices lower than those quoted in the primary market. Split peas are firm, and, like blue peas, are hard to procure.

Beans—

Choice, white, hand-picked, per bush.	4 35 4 50
Fancy, hand-picked, bushel	4 65

California Lima Beans—

Bag lots	0 07 1/4
Less than bag lots	0 06 1/4

Barley—

Pot, per sack, 96 lbs.	3 30
Pearl, per sack, 96 lbs.	4 30

Peas—

Split peas, sack, 96 lbs.	6 00 6 25
Sack, 47's	3 02 3 13
Whole peas, bushel	2 65 2 75

RICE.—There is a much firmer tone to market, and it is rather hard to get supplies on the Coast. If these conditions continue, the trade may look for an early advance in price of cheaper rices. The primary cost of latter has advanced 15-20 per cent.—that is, the cost delivered in Winnipeg has gone up that much owing to higher freight rates. Freight rates are also blamed for further increase in tapioca and sago. The former is quoted in Winnipeg at 6 1/8c, whereas jobbers are paying more to-day to be delivered inside of two or three months; it can be judged from this that we are going to see higher prices. Quotations in Winnipeg for sago are 6-6 1/2c, but advances have not taken place in this line in the same proportion as tapioca, although sago in first hands has undergone a considerable advance.

Rice and Tapioca—

No. 1 Japan, per lb.	0 05 1/4
No. 2 Japan, per lb.	0 04 1/4
Siam, per lb.	0 03 1/4
Patna, per lb.	0 07 1/4
Carolina, per lb., extra fancy	0 08 1/4 0 09 1/4

Sago, pearl, lb.	0 06	0 06 1/4
Tapioca, pearl	0 06	0 07

TEA.—A large package tea house in Western Canada stated this week that demand for tea during the last two weeks has been enormous, the trade apparently being of opinion that the odds are in favor of the Finance Minister imposing a stiff tax on tea. It is understood that travellers for bulk tea houses are using this argument effectively with their customers, who in turn buy as freely of package tea as they do bulk tea. All Winnipeg jobbers are enjoying a lively demand for tea at present moment, which can be attributed to no other reason than near approach of the budget. All lines seem to be holding firm.

CANNED GOODS.—Some rather low prices are being quoted by certain jobbers in Winnipeg, and are having effect of bringing in quite a bunch of orders for canned vegetables. Some of the prices being quoted are as follows:—Tomatoes, \$2.25 (it is stated that tomatoes cost \$2.36 to deliver Winnipeg to-day). Peas are quoted at \$1.90; beans are \$1.95, and corn \$1.85-1.90.

ALBERTA MARKETS (CALGARY)

By Wire.

Calgary, Feb. 3.—Ontario cheese is higher at 21c. Creamery butter has advanced 1c. An advance of 2c or even 3c on all kinds of butter is not improbable. Siam rice is higher now at \$4.50 to \$4.75 per cwt. in one and ten-sack lots respectively.

Salt has again advanced about 10c a barrel. Sugar is firm. Owing to scarcity of caustic soda, lye will probably advance. Chloride of lime will be higher. There is quite a shortage of fresh vegetables in local market. Potatoes should see a sharp advance soon.

General—

Beans, small white Japan, lb.	0 07 1/4
Flour, No. 1 patent, 98's	3 50
Molasses, extra fancy, gal.	0 67
Roller oats, ball	3 05
Roller oats, 80s	2 65
Rice, Siam, cwt.	4 50 4 75
Potatoes, local, per bush.	0 35
Sugar, pure cane, granulated, cwt.	7 95
Shelled walnuts, finest halves, lb.	0 40
Shelled walnuts, broken, lb.	0 30

Produce and Provisions—

Cheese, No. 1, Ontario, large, per lb.	0 21
Butter, creamery, lb.	0 36
Butter, No. 1, dairy, lb.	0 30
Eggs, select, storage, case	8 50 9 25
Lard, pure, 3s, per case	9 90
Lard, pure, 5s, per case	9 85
Bacon, smoked backs, per lb.	0 22
Bacon, smoked bellies, per lb.	0 23

Canned Goods—

Tomatoes, 2s, standard, case	2 85
Corn, 2s, standard, case	2 25
Peas, 2s, standard, case	2 35
Tomatoes, 3s, case	2 10
Apples, gala, Ontario, case	1 75
Strawberries, 2s, Ontario, case	4 90
Raspberries, 2s, Ontario, case	4 50
Salmon, finest sockeye, talls, 48x1s, cs.	10 60
Salmon pink, talls, 48x1s, per case	4 90
Lobster, 1/2s, per doz.	3 00

Dried Fruits—

Currants, lb.	0 13
Evaporated apples, 50s, per lb.	0 24
Peaches, choice, 25s, per lb.	0 07 1/4
Apricots, choice, 25s, per lb.	0 10
Pears, choice, 25s, per lb.	0 14
Prunes, 90-100	0 07
Sultana raisins, Cal., extra fancy	0 15
Valencia raisins, Cal., lb.	0 10

Fruits and Vegetables—

Apples, No. 1, box	1 75 2 00
Apples, cooking, box	1 00 1 25
Bananas, lb.	0 04 1/4

CANADIAN GROCER

Grapefruit, Cal.	3 50
Grapefruit, Florida, case	4 50
Oranges, navels, case	3 50
Onions, B.C., ton	35 00
Lemons, case	4 50

SASKATCHEWAN MARKET

By Wire

Regina, Feb. 4.—Business continues brisk with collections good. Lard has taken a big jump as follows: threes \$10; fives \$9.95; tens \$9.90; twenties \$3.30. Sugar in U. S. is up and an advance is expected here by wholesalers. Tapioca and sage have both advanced to 7³/₄c lb. Wrapping paper is dearer at 6¹/₄c. Molasses have gone up twenty-five cents a case and corn syrup advanced ten cents case on January 31. Onions \$2.50; potatoes B. C. are 90c bushel; rice is higher at \$4.25. Owing to freight condition, lemons are cleaned up but are expected in this week at \$7.50.

Produce and Provisions—

Butter, creamery, per lb.	0 36
Butter, dairy, No. 1	0 27
Cheese, per lb.	0 21 ³ / ₄
Eggs, new laid	0 45
Eggs, fancy, storage	0 35
Eggs, good, storage	0 30
Lard, 3's, per case	10 00
Lard, 5's, per case	9 95
Lard, 10's, per case	9 90
Lard, 20's, per case	3 30

General—

Beans, Ontario, white, per bush.	4 50
Coffee, whole roasted, Rio.	0 17 ¹ / ₂
Cream of tartar, lb.	0 50
Cocunut, lb.	0 15
Commestl, ball	2 80
Flour, 98's	3 40
Roll'd oats, 80's	2 45
Rice, per cwt.	4 25
Onions, 100 lb.	2 50
Sugar, standard gran., per cwt.	7 74
Sugar, yellow, per cwt.	7 34
Tapioca and sago, lb.	0 07 ³ / ₄
Walnuts, shelled, 47-49c; almonds	0 45

Canned Goods—

Apples, gals, case	1 80
Beans	2 25
Corn, standard, per 2 dozen	2 23
Peas, standard, per 2 dozen	2 40
Plums, Lombard	2 10
Peaches	3 10
Raspberries, \$4.33; Strawberries	4 73
Tomatoes, standard, per case	2 60

Salmon—

Socketts, 1's, 4 dozen case	9 55
Socketts, 1/2's	12 35
Cohoes, 1's	6 00
Humpbacks, 1's	4 60

Fruits and Vegetables—

Apples, Washington, bbl.	1 75
Celery	0 06 ¹ / ₂
Cranberries, per bbl.	10 50
Grapefruit, case	4 00
Lemons	7 51
Navels	4 50
Potatoes, bushel, B.C.	0 90

Dried Fruits—

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

NEW BRUNSWICK MARKETS

By Wire

St. John, N.B., Feb. 3—Lard is a little higher this week, compound being 13 to 13³/₄c and pure 15¹/₄ to 15¹/₂c. Molasses is a shade easier on receipt of new stock. Potatoes are firm with farmers holding for higher prices.

Produce and Provisions—

Bacon, breakfast, per lb.	0 23	0 23
Bacon, roll, per lb.	0 17	0 17
Beef, corned, 1's	2 90	3 35
Pork, American clear, per bbl.	25 00	28 00
Butter, dairy, per lb.	0 27	0 30
Butter, creamery, per lb.	0 32	0 34
Eggs, new laid	0 54	0 58
Eggs, case, per doz.	0 32	0 34
Lard, compound, per lb.	0 13	0 13 ¹ / ₂
Lard, pure, per lb.	0 15 ¹ / ₄	0 15 ¹ / ₂
Cheese, new	0 18 ¹ / ₂	0 19 ¹ / ₂

Flour and Cereals—

Cornmeal, gran.	6 00
Cornmeal, ordinary	1 80
Flour, Manitoba, per bbl.	7 05
Flour, Ontario	7 10
Flour, buckwheat, western, 98-lb. bag	3 25
Roll'd oats, per bbl.	6 25

Fresh Fruits and Vegetables—

Apples, bbl.	4 00	5 00
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Lemons, Messina, box	5 50
Lemons, Cal., box	3 00
Oranges, Cal., case	4 00
Potatoes, bbl.	3 50
Sugar—	
Standard granulated	6 75
United Empire	6 65
Bright yellow	6 50
No. 1 yellow	6 30
Paris lump	7 75
Lemons, Messina, box	5 50
Beans, yellow eyes, per bush.	4 50
Unseeded peas and beans, per case	3 00
Molasses, Barbadoes, gal.	0 47
Cream of tartar, per lb., bulk	0 45
Currants	0 12
Rice, per cwt.	4 90

BIG CUBAN SUGAR CROP, BUT—

(Continued from page 24.)

extent, but known to be vast. That of Belgium has been largely eliminated; France has suffered a loss of fully fifty per cent.; Germany and Austria, the chief producers, are holding their stocks so that they may be eliminated from outside markets unless peace should discover and unlock a surplus in those countries. France and Belgium are now heavy importers as is Greece and the Balkan States. These countries have all been drawing on America. But in view of the fact that American stocks are nearing depletion without any corresponding relief from Cuba the prospect of any further draw on American stocks is viewed with genuine concern by sugar officials here.

As a result of this ever hungry market for American stocks it is felt in some quarters that irrespective of the developments in the Cuban shipments the American market will remain firm, an event that only time will prove.

PRIZE FOR WINDOW TRIMMER.

The Oshawa, Ont. "Reformer," says in its last issue: "Piper & Young's grocery won the second prize in the Canadian Grocers' Christmas Window Contest. Many grocers over the Dominion, to which this competition is open, try for years to win a prize and are unsuccessful. It has not been so with Piper & Young. This was their first year in business, consequently it was their first Christmas window. That they succeeded in coming second in a class consisting of all the towns under 10,000, competing from all over the Dominion, is certainly a very creditable accomplishment. The winner of the first prize was Ruppel & Co., and the 3rd prize went to Geo. Kerr & Co., of Lethbridge, Alta; Glenn Piper, who dressed Piper & Young's Christmas window, is to be congratulated on his achievement, as a window trimmer, as he was competing against the best in the business."

EXPORTS PROHIBITED

By an Order in Council passed at Ottawa the exportations of cod oil and other fish oils, as well as mother liquor containing potash, the product of sugar

beet, are prohibited to all destinations abroad, other than the United Kingdom, British possessions and protectorates.

CANADIAN TRADE IN SOUTH AFRICA

W. J. Egan, the Canadian trade commissioner in Cape Town, South Africa, stated in a recent report that opportunities exist for the marketing of Canadian flour, wheat, fish, bacon, cheese, biscuits, butter and other products there.

That market for our wheat is a particularly easy one as the Canadian variety blends so readily with the eight South African and other imported wheats and hence has a special value.

The sale of Canadian flour has received a great impetus there as a result of the very effective demonstrations carried on by Canadian milling interests which have added greatly to its prestige in that market.

A FIVE HUNDRED MILLION TURN-OVER

That the gross business involved in the year's operations of Swift and Company in the United States and Canada was more than \$500,000,000, on which the profits were about 2.8 per cent., was an outstanding feature of the annual statement of the company for the year ending September 25th. The net profits for the period were \$14,087,500 which is equal to 18.7 per cent. on the \$75,000,000 stock. This compares with earnings of \$9,450,000 in 1914 and \$9,250,000 in 1913. Dividends paid amounted to \$5,437,000 leaving, \$8,650,000 to be added to surplus, the total of this account now being \$450,850,000.

It is stated by F. L. Swift, the president, that in 1915 the stockraiser was paid more for his cattle and at the same time the price to the retailer was reduced. In 1914 the average price paid was \$7.06 cwt. and the average sale price \$12.13 per cwt. while in 1915 the figures were \$7.10 and \$12.06 respectively. This was accomplished through the fact that the company obtained more for its by-products; compared with previous years the additional profits on hides, fertilizer, soap, etc., was greater than the entire profit on the cattle.

\$350,000 IN PEPPER HELD UP

Twenty-five thousand bags of Lampong black pepper were denied entrance at New York last month, because of what was claimed to be an excess of dirt and other foreign matter. Final action has been reserved, pending a further investigation. The pepper is valued at \$350,000.

Why Wheat and Flour Are Advancing

World's Shortage of Available Wheat, High Freight Rates and Long Hauls Chiefly the Cause—
Despite Canada's Enormous Wheat Crop in 1915, Prices Have Been on Upgrade
—Tie-Up in Freights Serious—Prospects for Future

Especially prepared for Canadian Grocer

THERE is a peculiar set of circumstances governing the wheat and flour markets at present time. Canada's bumper wheat crop of last year has been estimated by experts at 376,303,600 bushels, as against the yield of 161,280,000 bushels in 1914. The big crop of last year has been valued at \$312,569,400.

With such an enormous supply the natural conclusion is that the price of flour and bread should drop, and especially so when the difficulty in transportation to Europe is taken into consideration.

But the reverse is the case. Flour and bread are going higher. Manitoba first patents flour is now selling to the retailer at \$7.30 on Montreal market. Millers contend that still higher prices will be asked for wheat, and if this is the case, flour will also be on the upward trend.

The Reasons Why

The question arises, why should such a condition exist in a land of plenty—why should prices soar when the crop is many times the local demand?

It is quite apparent that circumstances have arisen which enhances the values. The world's competition in wheat and flour is too great to permit "worked" fluctuations. In the first place, the millers contend that transportation in Western Canada, and also from Fort William to Toronto and Montreal, is exceptionally poor. They say that in some instances freight cars cannot be obtained to remove the flour, and in other districts it is impossible to get wheat from place to place. The result is that some mills are only working part time.

On the other hand, the railways claim there is no congestion and no shortage of cars. They say it is their business to handle freight, and the more they do the greater their earnings, and if there were a congestion or shortage of cars they would immediately remedy the situation.

Demand and Supply Again

There is, however, considerable delay in shipments, but this is not the real cause of the increased cost of flour. Demand always governs, and this is the ruling factor at the present time. The demand is only in small part local. It is also European. Russian wheat is almost entirely cut off from the outside markets. The scarcity of freight vessels and the distance make transportation of

wheat from the Argentine and Australia very costly. A vessel is probably able to make two trips from New York to Liverpool in the same time that one trip could be made from the Argentine to the same European port.

It is stated authentically that Canada's surplus is not sufficient to make up for Europe's shortage. In former years Russian wheat has played a big part in the markets of the world. The Argentine wheat has also been shipped in vast quantities to London, Liverpool, and other markets. These two sources of supply are entirely cut off. In the one instance, because of the German-Austro army, and in the other case by lack of vessels. Russia has long been noted for its abundant crops of splendid wheat. The same could be said of the Argentine, and when these two markets are cut off, especially during war time, it can readily be seen that more people are dependent on Canadian and United States wheat and flour.

Added to the normal consumption is the tremendous waste necessitated by the war. This is true of all foodstuffs, but especially of bread. Each soldier is allotted so much bread and sufficient quantities are always forthcoming, with the result that it often happens that great waste is incurred by the soldiers not requiring as much as on other days and on account of obtaining food from other sources.

It is the European market that creates the biggest demand, and when Canada is looked to as one of the few outside sources from which this commodity can be secured in any appreciable quantities, the price rises accordingly.

If the circumstances prohibiting the Russian wheat from reaching outside markets should suddenly be removed the prices of Canadian wheat and flour would be likely to drop with the same suddenness; but until there is some change the demand should continue, and so long as it continues, prices are bound to remain firm if they do not rise.

These are some of the peculiar circumstances that have given rise to scarcity of flour in a land that normally would be burdened with the problem of disposing of the biggest crop in its history. This is not a repetition of some former event. It is unique, and may never occur again.

Is Flour Really High?

But is flour high in price? The retailer and consumer answer "yes," but the miller answers "no." The retailer answers in the affirmative, probably because the consumer makes him think so. The millers say "no," because in former times of war flour has sold at fabulous prices. In conversation with Canadian Grocer, one of the largest millers in the Dominion said that he would gladly have contracted at the outbreak of the war for wheat to be delivered to his order during the war at \$3 per bushel. He went on to say that had he been a farmer he would not have accepted a contract like that had it been offered to him. Of course he is glad that he did not make the offer, but had he thought that it would have been accepted he would have made it. As it happened the great Canadian West has saved, or at least helped greatly to save Canada, England and France from what would have been a serious condition of affairs. A military authority a few days ago stated that Western Canada wheat is one of the finest munitions in the hands of the Allies.

Prices Higher in England

Wheat and flour is much higher on the other side of the Atlantic than in this country. There is a great deal more than mere ordinary freight charges added to it. It is a simple matter to get merchandise out from England but it is an entirely different problem to export from Canada or the United States. These two countries were importers, but the war brought about a change and now Canada and the United States are exporting countries. But this is not the only, nor chief factor in fixing the price of wheat in the markets of Europe. It is the freight problem. Canadian millers are emphatic about the congestion of freight cars in the West, but where much greater congestion exists is at the seaboard. Vessels, or bottoms, as they are spoken of by shippers, are scarce. In normal times the same amount of exporting could be carried on with comparative ease. But the vessels are not to be had in which to convey the exportations across the ocean. Out of over fifty boats registered by three companies under "A" class before the outbreak of the war, there are to-day only

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FRUIT AND VEGETABLES



Storms Affect Orange Shipments

Navels Are Higher in Consequence—Bad Weather in Western States Means Little Shipping—
Potatoes Higher in Montreal—Florida Pines and Grape-Fruit Sell Well

MONTREAL

FRUIT.—Fruit lines are quiet, firm and steady. Conditions in California are holding up prices of California oranges to the \$3.50 to \$4.25 level of last week. The continued rains prevent all picking, and washouts materially delay shipments. High prices of lemons are still maintained as result of limited supplies available. Californias are being offered at from \$4 to \$4.50 per crate. Apples are firm with increased demand and tendency to go higher in direct sympathy with orange situation which causes buyers to seek a substitute in apples. This week's receipts of grape fruit show marked improvement in quality and a brisk demand at from \$2.50 to \$3.50 per box. There is no change reported in cranberries which are being drawn entirely from old stocks. There is no great demand but they remain firm as a result of limited supplies.

Apples—	
Fameuse, No. 1's	7 00
McIntosh Reds	6 00
Starks	5 00
Spys	5 00
Ben Davis	5 00
Ben Davis	4 00
Russets	4 00
Greenings	4 50
Baldwins	4 00
Bananas, bunches	2 00
Cranberries, Cape Cod, bbl.	12 00
Cranberries, Nova Scotia, bbl.	8 50
Grapefruit, 46-54-64-83-96	2 50
Grapes, Malaga, heavy weight, bbl.	7 00
Lemons—	
California	4 00
Verdella	4 50
Messina, 300 size, box	4 00
Oranges—	
Navels	3 50
Jamaica, 196-200-216	2 25
Porto Rico, 126-150-250-288	2 40
Mexican	2 25
Pineapples, 18-24 and 30-36	4 50
Strawberries, Florida, box	0 50

VEGETABLES.—The week has been marked by further advances in potatoes and celery and declines in several other lines. New Brunswick potatoes have advanced ten cents and are now selling at \$2.10 as direct result of the increased shipments from that province to the American market in response to demand there, Montreal potatoes have advanced 25c and are now \$1.75; Green Mountains are up 20c, and are now \$2.10. This market is strong with an upward tendency.

California celery has advanced 25c, and

is now offered at from \$7 to \$7.25 per crate. Hot house tomatoes are scarce at present price of 35c per lb. Rhubarb at \$1.25 per dozen, and Canadian endives at 20c. have appeared. Onions are still firm at the old prices, but indications of an advancing tendency are not as noticeable as a week ago in the reds, although Spanish onions are firm at \$5.50, and further activity is looked for in this line. Parsley is firm at \$1.35 as result of continued rains in Bermuda interfering with gathering of crop. With drier weather a sharp decline is certain. Cauliflower has fallen off 25c, and is now being offered at \$3.50 per two dozen crate. Sales are slow. Florida lettuce is selling well at unchanged prices and has seriously affected sale of Boston on local market. Curly lettuce is in good demand at unchanged prices but is scarce. Cucumbers have declined 50c and are now \$2. Beans, wax and green have dropped and are now selling at \$4. This spectacular decline follows one on New York market which is our present source of supply and where a heavy increase of stocks has reacted sharply.

Artichokes, bag	1 50
Beets, bag	1 00
Beans, wax, N.Y., per basket	4 00
Beans, green, N.Y., per basket	4 00
Brussel sprouts, qt.	0 14
Cabbage, Montreal, per bbl.	1 00
Cabbage, red lux.	0 40
Carrots, bag	0 50
Cauliflower, crate	3 50
Cauliflower, canadian, doz.	1 00
Celery, Cal., crate	6 75
Celery, Montreal, doz.	0 60
Celery roots, doz.	0 50
Cucumbers, fancy, Boston, doz.	2 00
Egg plant, N.Y., doz.	2 00
Endive Can., per lb.	0 20
Garlic	0 40
Horse radish, per lb.	0 15
Leeks, bunch	0 15
Head lettuce, Boston, box	2 00
Curly lettuce, box 4 doz.	2 50
Lettuce, Florida, head, hamper	2 75
Mint, doz.	0 60
Mushrooms, 4-lb. basket	2 00
Oyster plant, doz.	0 50
Onions—	
Montreal, 100 lbs., bag	4 00
Spanish, crate	5 50
Parsnips, bag	0 75
Parsley, Canadian, doz. bunches.	0 60
Parsley, Bermuda	1 35
Potatoes—	
Montreal, 80 lbs., bag	1 75
New Brunswick, 80 lbs., bag	2 10
Green Mt.	2 10
Sweet, hamper	1 75
Rhubarb, per doz.	1 25
Spinach, New York, bbl.	3 00
Turnips, bag	0 50
Tomatoes, hot-house, lb.	0 30
Tomatoes, Cuban, crate	0 30
Watercress, Boston hot-house, doz.	0 35
Watercress, Canadian, doz.	0 40

TORONTO

FRUIT.—Receipts have been heavier in fruit market this week, and demand appeared to speed up in proportion. Navel oranges all firmed up, because they are hard to procure. Heavy storms in the Western States prevent shipping. There is every indication of prices being advanced beyond level now quoted—this being 25 cents up from last week. A car of King apples came on market this week, and are best quality stuff seen for a long time. Cuban grapefruit is slightly lower, on additional supplies coming. A car of Florida grapefruit was eagerly snapped up on arrival. Cranberries move slowly, though it would not pay to reduce levels much. Florida pines get good business at \$5 to \$5.75. Tangerines are selling by the small case, rather than by the strap. There is only a limited demand, however. Strawberries are lower; there is little call at this season. Apples show no change, either in price or market conditions. General business spruced up some this week.

Apples, No. 2, bbl.	3 50	3 75
Apples, No. 3, bbl.	2 50	3 00
Apples, snow, bbl.	3 00	6 00
Apples, Spies, bbl.	5 00	6 00
Apples, Baldwins, bbl., No. 1	3 00	4 50
Apples, Greenings, bbl.	3 00	4 50
Apples, Russets, bbl.	3 00	4 50
Apples, 11-qt. basket	0 25	0 35
Apples, B.C., box	2 25	2 50
Bananas, per bunch	1 75	2 25
Cranberries, bbl.	13 00	14 00
Grapefruit—		
Florida, case	3 25	4 25
Cuban, case	3 00	3 50
Oranges—		
Florida, case	2 75	3 25
Navels	3 00	4 25
Lemons, new, Calif., box	4 00	4 25
Lemons, new, Messina, box	3 50	4 00
Limes, per 100	1 50	
Pineapples, Florida	5 00	5 25
Strawberries, Florida, box	0 40	0 45
Tangerines, case	2 00	2 50

VEGETABLES.—Potatoes have quit advancing here for the moment, remaining firm at quoted levels. Celery is firm and becoming scarce. It took a jump this week, and is worth \$6.75 to \$7 now. Onions are all selling well. Price is 25 to 35c per 11-qt. basket. British Columbias are in demand at \$2.25 a sack of 100 pounds, while others sell at \$1 to \$1.35 a bag. Spanish are firm, but unchanged. Head lettuce is slightly lower and only gets fair de-

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PRODUCE AND PROVISIONS



New Laid Lower: Compound Lard Firm

Milder Weather Brings Eggs Down—Creamery Butter Declines While Dairy Holds Firm — Slightly Easier Levels for Honey in Some Cases.

MONTREAL

PROVISIONS.—General demand in provisions is fair, with prices unchanged. The trade in meats is quiet, but lard market is firm, particularly in compounds which continue to show effects of heavy inroads on oils for the manufacture of nitro-glycerine for war purposes. No great trade is passing in any line but the undertone is strong and firm as result of the strong advices from other sources and the high prices for hogs which is reacting on the other lines.

Hams—	
Small, per lb.	0 20
Medium, per lb.	0 19
Large, per lb.	0 18
Backs—	
Plain, bone in	0 24
Boneless	0 29
Peameal	0 29
Bacon—	
Breakfast, per lb.	0 23
Roll	0 17
Shoulders, bone in	0 15
Shoulders, boneless	0 16
Cooked Meats—	
Hams, boiled, per lb.	0 29
Hams, roast, per lb.	0 31
Shoulders, boiled	0 25
Shoulders, roasted	0 26
Dry Salt Meats—	
Long clear bacon, 50-70 lbs.	0 15½
Long clear bacon, 80-100 lbs.	0 14½
Flanks, bone in, not smoked	0 15½
Barrelled Pork—	
Heavy short cut mess	27 60
Heavy short cut clear	27 50
Clear fat backs	28 00
Clear pork	28 00
Lard Pure—	
Tierces, 350 lbs. net	0 14%
Tubs, 50 lbs. net	0 15
Tins, 50 lbs. net	0 15
Pails, wood, 20 lbs. gross.	0 15½
Pails, tin, 20 lbs. gross.	0 14%
Cases, 10-lb. tins, 60 in case.	0 15½
Cases, 3 and 5-lb. tins, 60 in case.	0 16½
Bricks, 1 lb., each	0 17
Lard Compound—	
Tierces, 375 lbs. net	0 12%
Tubs, 50 lbs. net	0 12%
Tins, 50 lbs. net	0 12%
Pails, wood, 20 lbs. net	0 13
Pails, tin, 20 lbs. net	0 13
Cases, 10-lb. tins, 60 in case.	0 14
Cases, 3 and 5-lb. tins, 60 in case.	0 13%
Bricks, 1 lb., each	0 14%
Hops—	
Dressed, abattoir killed	13 00 13 25

BUTTER.—The butter market is firm in spite of a ½c decline in finest creamery. There has been a slightly easier undertone that is not due to any accumulation or increase of receipts, but rather to quiet demand and fact that most buyers, both jobbers and retailers anticipated their requirements for a long period ahead and have consequently been out of the market. Owing to a decrease in receipts stocks are light and this has helped the tone of the market. Receipts and consequently spot

stocks are decreasing especially in the case of fine to finest goods.

Butter—	
Finest creamery, September make	0 36
Finest creamery, fresh made	0 34
Dairy prints	0 28
Dairy solids	0 27
Separator prints	0 26
Bakers	0 23

CHEESE.—This market is firm as a result of light stocks and continued heavy demand which has advanced the price one cent locally. It is firmer than it has been at any period of past year. English prices have advanced one shilling and now range from 96s. to 98s., the top water mark of season in London prices on Canadian cheese. It is feared that demand will exceed supply on this market.

Cheese—	
1915 make	0 20 0 21
Stilton	0 20

EGGS.—There has been a sharp decline of about 7c in new laid, and 3c in storage eggs with advent of the laying season. Receipts of fresh eggs are increasing from day to day, and only bad roads resulting from the recent rains prevent the further decreases that would occur as result of drier weather. Storage stocks are pretty well exhausted, although a few cars of States storage eggs have been received on this market lately at a price of 23c to importers, freight and duty paid. The export demand is off until spring partly in view of heavy receipts of fresh Irish eggs in England.

Eggs, case lots—	
New laid, stamped	0 35
Selects	0 30
No. 1's	0 27
No. 2's	0 25

POULTRY.—Fancy stock geese is one cent higher, otherwise market is unchanged. Demand is normal with light stocks that indicate higher rather than a lower change. An apparent scarcity in the West from which many inquiries are coming tends to strengthen this feeling.

Poultry—	
Frozen stock—	
Turkeys	0 24 0 26
Fowl, large	0 17 0 18
Fowl, small	0 12 0 16
Ducks	0 20 0 20
Geese	0 17 0 18
Roasting chicken, milkfed, 4 lbs. or over	0 21 0 26
Roasting chicken, ordinary	0 18 0 22
Spring broilers, dressed, pair	0 75 1 00
Squabs, Canadian, pair	0 40
Squabs, Philadelphia, pair	0 70
Pigeons, pair	0 25 0 30

Live stock—	
Fowl, 5 lbs. and over	0 20 0 23
Fowl, small	0 18 0 19
Turkeys	0 19 0 20
Ducks	0 22 0 25
Geese	0 16 0 18
Chicken	0 15 0 18

HONEY.—Ruling prices as quoted last week, are unchanged with demand normal. Stocks are fair to good and general conditions unchanged.

Honey—	
Buckwheat, tins	0 07
Strained clover, 60-lb. tins	0 10½
Strained clover, in 10-lb. tins	0 11
Strained clover, in 5-lb. tins	0 11½
Comb honey, No. 1, doz.	3 00
Comb honey, No. 2, doz.	2 40

TORONTO

PROVISIONS.—Lard is firm again though not actually higher. Demand is good for most meats, owing to light stocks in hands of retailers. Prices all round remain stationary, however.

Hams—	
Light, per lb.	0 18 0 19
Medium, per lb.	0 17½ 0 18
Large, per lb.	0 14½ 0 15
Backs—	
Plain	0 25 0 26
Boneless, per lb.	0 28 0 29
Pea meal, per lb.	0 28 0 29
Bacon—	
Breakfast, per lb.	0 22 0 25
Roll, per lb.	0 16 0 17
Shoulders, per lb.	0 16 0 17
Pickled meats—1c less than smoked.	
Dry Salt Meats—	
Long clear bacon, ton lots.	0 16 0 16½
Long clear bacon, small lots.	0 16½ 0 16½
Flat backs, lb.	0 13 0 13½
Cooked Meats—	
Hams, boiled, per lb.	0 27 0 28
Hams, roast, per lb.	0 27 0 28
Shoulders, boiled, per lb.	0 24 0 25
Shoulders, roast, per lb.	0 24 0 25
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 13% 0 14
Tubs, 50 lbs.	0 14% 0 14½
Pails, wood, 20 lbs.	0 14% 0 14½
Tins, 3 and 5 lbs., per lb.	0 14% 0 14½
Bricks, 1 lb., per lb.	0 14% 0 15
Lard Compound—	
Tierces 400 lbs., per lb.	0 12 0 12½
Tubs, 50 lbs., per lb.	0 12% 0 12½
Pails, 20 lbs., per lb.	0 12% 0 12½
Hops—	
Live	9 50 9 75
Dressed, abattoir killed	14 00 14 25

BUTTER.—Creamery is slightly lower this week, stocks rather better and somewhat easier; demand for moment being alike responsible. This is following out conditions of last week. Retailers have stocked up pretty well. Dairy prints are a little higher, thus tightening the range again between dairy and creamery. The market is somewhat colorless, buying and selling proceeding apace, with little feature.

Butter—	
Creamery prints, lb.	0 33 0 36
Dairy prints, choice, lb.	0 33 0 34
Dairy prints, lb.	0 29 0 31
Bakers	0 24 0 25

CANADIAN GROCER

CHEESE.—The market shows little feature and prices are unchanged. Export demand continues unabated.

Cheese—		
Large, per lb.	0 18½	0 19
Twins, per lb.	0 18½	0 19½

EGGS.—Following last week's decline in new laids, the continued milder weather is responsible for another drop. New laids sold Monday and Tuesday at 35c to 38c. Should a severe cold snap come, however, they may be firmer. If the cold comes to stay, they will be higher. They were certainly more plentiful last week, and the beginning of this, though demand was not extraordinarily good. Storage situation is a little weaker and demand declining, price eased off a little to 29 and 30c. On the other hand 32c was touched in places.

Eggs—		
New laids, specials, in cartons	0 35	0 38
Extras	0 32	0 33
No. 1, storage	0 29	0 32
No. 2, storage	0 25	0 26

POULTRY.—This market shows no change, and has no feature of importance. Chickens and fowl continue in slight demand, without any effect on prices.

Poultry—		Live	Dressed
Old fowl, pound	0 13-0 15	0 13-0 15	
Old turkeys	0 18-0 19	0 22-0 23	
Ducklings	0 11-0 12	0 24-0 25	
Turkeys	0 16-0 18	0 26-0 27	
Chickens	0 12-0 14	0 16-0 18	

HONEY.—Prices are about half a cent lower. Demand is only fair.

Buckwheat, tins	0 07½
Strained, clover, 60-lb. tins	0 11½
Strained, clover, in 10-lb. tins	0 12
Strained clover, in 5-lb. tins	0 12½
Comb honey, No. 1, doz.	3 00
Comb honey, No. 2, doz.	2 40

WINNIPEG

PRODUCE AND PROVISIONS.

The live hog market stiffened up again this week owing to small receipts, which were held back by stormy weather. When the storm subsides, there should be a heavy influx, with probably a weakening of market. In the meantime, hams are firm, and a number of our quotations are higher, light ham being 19-20c, and medium 17-18c. Backs are slightly easier. Barrelled pork is \$2 per barrel higher. There is a slight advance in pure lard. Sales of butter are not so heavy. American eggs are now on market, quality only fair. Cartons are scarce. Cheese remains firm.

Hams—		
Light, per lb.	0 19	0 20
Medium, per lb.	0 17	0 18
Large, per lb.	0 14	0 15
Bacon—		
Breakfast, per lb.	0 20	0 22
Shoulders, per lb.	0 12½	0 14
Backs, per lb.	0 22	0 25
Dry Salt Meats—		
Long clear bacon, light		0 15
Cooked Meats—		
Hams, boiled, per lb.	0 27	0 28½
Shoulders, boiled, per lb.	0 22	0 23
Barrelled Pork—		
Heavy pork, per bbl.		22 00
Lard Pure—		
Tierces		0 14½
Cases, 54		2 80
Cases, 36		2 15
Lard Compound—		
Tierces		0 12½
Butter—		
Creamery	0 36	0 37
Rest dairy	0 28	0 32
Cooking	0 22	0 25
Eggs—		
No. 1 storage	0 27	0 29

Cheese—		
Ontario, large	0 20	
Ontario, twins	0 20½	

PRODUCE ASSOCIATION CONVENTION

As already announced in Canadian Grocer, the Canadian Produce Association will hold its fourth annual convention in Belleville, Ont., on Tuesday and Wednesday of next week—February 8 and 9. The programme includes the discussion of a large number of subjects of great interest to the entire trade. Some of the problems included in the programme are the following:—Loss of System of Buying Eggs; Quality Payment and Uniform System of Inspection; Government Legislation re Buying and Selling of Bad Eggs; The Adoption of Free Cases; Exportation of Eggs and Poultry and Requirements of the British Market and Prospects After the War; Ocean Transportation of Eggs and Poultry and What Improvements are Required; Refrigeration of Eggs and Poultry; National Standards for Butter for Trading; Conditions in the Western Provinces; National Standards for Poultry, Live and Dressed; Finishing Poultry for the Market; Government Representatives in Great Britain to Look After the Interests of the Canadian Egg and Poultry Industry, etc.

The men who will take part in these discussions include some of Canada's well known produce dealers, and the gathering will, therefore, be a notable one from the standpoint of improvement in the conditions of marketing our produce. A feature of the gathering will be a banquet Tuesday evening, when an address will be delivered by Dr. C. C. James, one of Canada's big agricultural students. The president of the association is R. J. McLean, Toronto, and the secretary, J. J. Fee, also of Toronto.

WHY WHEAT AND FLOUR ARE ADVANCING

(Continued from page 37.)

eight of them carrying general merchandise. It is said the majority of shipments are now being carried by "tramp" steamers and they are also scarce.

Vessels Making Slower Time

The vessels that are still carrying commerce are not making the same time they did before the war. Greater care is being exercised to guard against undesirable cargo, even small boxes are thoroughly scrutinized. On reaching their destination vessels are guarded and their freight unloaded with even greater care than is used before sailing. All this takes time and hinders the departure and unloading of the vessels.

Needless to say the cost of shipping is

greater than in times of peace. The vessels plying between European and American ports have all and more cargo than they can carry. No matter what transportation charges are asked, it is necessary to pay, competition being almost out of the question. Of course the increase in insurance rates have helped raise shipping charges. While there is not so much talk now about the enemy submarine there is still danger lurking in the path of every vessel. All this adds to the cost of wheat on the markets across the Atlantic, with which the Canadian retailer has not to contend.

Even with the existing high prices, wheat has still to rise 30 cents per bushel and flour nearly a dollar a barrel before the high figures of a year ago are reached.

FRUIT AND VEGETABLES

(Continued from page 38)

mand. Same applies to mushrooms, though there, stocks are not heavy. Florida tomatoes get good business at \$5.50 to \$6. New potatoes are slightly easier.

Cabbage, new, bbl.	1 20	1 25
Beets, Canadian, bag	0 00	0 20
Carrots, new, bag	0 75	0 80
Celery, Cal., case	6 75	7 00
Cucumbers—		
Hothouse, doz.	2 40	2 50
Onions—		
11-qt. basket	0 25	0 35
Spanish, large case	4 90	5 00
Lettuce, Boston, hamper	2 25	2 75
Mushrooms, imported, 6 qt.	2 50	2 75
Parsnips, bag	0 70	0 75
Potatoes—		
N.B. Delawares, bag	2 10	2 20
British Columbia, bag	1 85	2 00
Ontario, bag	1 90	
New, hamper	3 50	
Sweet, kiln-dried, hamper	1 35	
Sprouts, qt.	0 10	0 12
Tomatoes, hothouse, lb., No. 1, 30c; No. 2		0 25
Tomatoes, Florida, crate	5 50	6 00

WINNIPEG

FRUITS AND VEGETABLES.—Grape fruit is quoted at \$4.50 per case. Jersey cranberries now arriving in boxes at \$4.50. Navel oranges are now \$3.25-\$4.25. Washington box apples advance to \$1.50-\$2.25. Washington pears are off the market. Malaga grapes advance to \$12.50 per keg. Higher prices are quoted on Manitoba potatoes—85c for local loads, and 80c carloads.

Fresh Fruits—		
Grapefruit, case		4 50
Strawberries, Florida, quart		0 65
Ontario apples, bbls.		5 00
B.C. box apples, No. 1a		1 65
B.C. box apples, No. 2a		1 50
Washington box apples		1 50
Navel oranges, case		3 25
California lemons		5 50
Bananas, bunches		2 50
Jersey cranberries, box		4 50
Malaga grapes, kegs		12 50

VEGETABLES.

Cabbage, per lb.	0 01½
Peppers, per basket	0 75
Mushrooms	0 50
Carrots, per lb.	0 01
Manitoba potatoes, local loads	0 85
Manitoba potatoes, sacked, carloads	0 30
Garlic, per lb.	0 23
Squash, per lb.	0 04
Turnips, bushel	0 45
Pumpkins, per lb.	0 04
California head lettuce, case	4 50
California cauliflower, doz.	3 50
Valencia onions, cases	6 50
Red Globe onions, lb.	0 03½
Head lettuce, doz.	1 00
California celery, doz.	1 25
Cuban tomatoes, case	7 00



FISH AND OYSTERS



Changeable Weather Hurts Fish Trade

Fish Men Prefer Cold Weather—Few Changes Occur in Prices—Approach of Lenten Season Will Add Strength to Situation—February 29 to be National Fish Day.

MONTREAL

FISH AND OYSTERS.—The sudden changes of weather are having a bad effect on the fish market. The frozen varieties are particularly affected, as during an expected cold season the demand for frozen fish is usually at its best. The soft weather is having a bad effect on the whole trade. The situation remains unchanged from last week as regards prices and supplies. Stocks are not over plentiful and as soon as the weather settles and demand starts up prices are expected to be stimulated. The demand for salt and pickled fish is light and no great movement is expected until the Lenten season approaches. Haddies remain at their late advance.

Western fish remain short of present needs.

Oysters in bulk and shell are quiet and unchanged. Lobsters are high and hard to get. There is also a shortage in haddock.

TORONTO

FISH AND OYSTERS.—Herrings in 100-lb. bags, are firmer, and quoted all round at \$3.50, slightly in advance of last week. Better trade is coming for all smoked lines. Haddies sell anywhere from 7 to 9 cents a pound, though 9 is nearer the average price. Salmon is in good demand, Red Spring and Qualla dividing the honors. Winter caught whitefish is the best bet of all, and dealers are buying heavily. Hotel and restaurant trade is strong for this. Halibut sells ordinarily well. Live lobsters are worth around 45 cents, and tend upwards. General business is only fair, "nothing to write home about," in the slang phrase of the market. February 29, being a national fish day in Canada, will mean considerably heavier buying towards end of month.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.08-.08½	.09
Haddies, 15-lb. and 30-lb. boxes, lb.	.08-.08½	.09
Haddies, fillets, per lb.	.10	.11
Haddies, Niobe, boneless, per lb.	.10	.11
Herring, Ciscos, baskets	1.50	1.50
St. John bladders, 100 in box	1.50	1.50
Yarmouth bladders, 60 in a box	1.50	1.50
Smoked herrings, large, box	.14	.15
Smoked herrings, medium, box	.15	.15
Smoked boneless herrings, 10-lb. box	1.40	1.40

Kippered herrings, selected, 60 in box	1.25	1.50
Smoked salmon, per lb.	.20	.15-.17
Smoked halibut	.10	.10

FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—		
Gaspe, large, per lb.	.13	.13
Red, steel heads, per lb.	.12	.13
Red, sockeyes, per lb.	.12	.12
Red Cohoes, dressed, lb.	.10	.11
Red Cohoes or silvers, per lb.	.09-.09½	.10
Pale qualla, dressed, per lb.	.07½-.08	.08
Halibut, white western, large and medium, per lb.	.10-.11	.10-.12
Halibut, eastern, chicken, per lb.	.10	.12
Mackerel, bloater, per lb.	.08½-.09	.10
Haddock, medium and large, lb.	.04½-.05	.06
Market codfish, per lb.	.04	.04
Steak, codfish, per lb.	.05½-.06	.06
Canadian soles, per lb.	.06	.06
Blue fish, per lb.	.15-.16	.15
Smelts, per lb.	.10	.13
Smelts, extras	.15	.20
Herrings, per 100 count	2.50-3.00	3.00
Round pike, dressed	.06	.06
Grass pike	.07½	.07
Swordfish, lb.	.10	.10

DRIED AND PREPARED FISH.

Dried Haddock	6 00	6 00
Dried codfish, medium and small, 100 lbs.	7 00	7 00
Dried hake, medium and large, 100 lb.	6 00	6 00
Dried pollock, medium and large, 100 lb.	6 00	5 00
Dressed or skinned codfish, 100-lb. case.	6 50	6 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 10
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes.	0 11	0 12
Boneless codfish, in 2-lb. and 3-lb. boxes.	0 15	0 15
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 75	1 75
Standard, bulk, gal.	1 50	1 75
Selects, per gal., solid meat	2 00	2 25
Best clams, imp. gallon	1 50	1 50
Best scallops, imp. gallon	2 00	3 50
Best prawns, imp. gallon	2 25	2 25
Best shrimps, imp. gallon	2 00	2 00
Sealed, best, pt. cans, each	0 40	0 40
Sealed, best select, quart cans, each	0 50	0 75
Rockaways, 100	1 50	1 50
Blue points, small	1 00	1 00
Blue points, large	1 50	1 50

CLAMS, MUSSELS AND SHELL FISH. CRUSTACEANS, ETC.

Cape Cod shell oysters, per lb.	9 00	1 50
Canadian cultivated oysters, bbl.	10 00	10 00
Clams, per bbl.	9 00	8 00
Malpeques, ordinary, bbl.	9 00	9 00
Live lobsters, medium and large, lb.	0 30	0 45
Little necks, per 100	1 25	1 50

FRESH SEA FISH.

	Montreal	Toronto
Halibut	12-13	12-14
Haddock, fancy, express, lb.	6-6½	8
Mackerel, medium, each	14-15	14
Steak, cod, fancy, express, lb.	6½-7	9-10
Herrings, each	3	3
Flounders	5	9
Flounders, New York	14	14
Salmon, Western	15-16	20-22
Salmon, Eastern	15-16	15

FRESH LAKE FISH.

Carp, lb.	0 12	0 12
Pike, lb.	0 06	0 07
Perch, lb.	0 08	0 07
Suckers, lb.	0 05	0 05
Whitefish, lb.	0 12	0 14
Herrings, per 100	3 00	3 00
Lake trout	0 12	0 14
Wels, lb.	0 10	0 08
Dore	11-12	0 13

FROZEN LAKE AND RIVER.

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

PICKLED FISH.

Salmon, Labrador, tierces, 300 lbs.	20 00	20 00
Salmon, Labrador, bbls., 200 lbs.	14 00	14 00

Salmon, Labrador, half bbls., 100 lbs.	7 00	7 00
Salmon, B.C., bbls.	12 00	14 00
Sea trout, Baffin's Bay, bbls., 200 lbs.	11 00	11 00
Sea trout, Labrador, bbls., 200 lbs.	12 00	12 00
Sea trout, Labrador, half bbls., 200 lbs.	6 50	6 50
Mackerel, N.S., bbls., 200 lbs.	20 00	20 00
Mackerel, N.S., half bbls., 100 lbs.	12 00	12 00
Mackerel, N.S., pails, 20 lbs.	3 00	2 00
Herrings, Labrador, bbls.	6 00	3 50
Herrings, Labrador, half bbls.	3 25	3 50
Lake trout, 100-lb. kegs	5 50	6 00
Quebec sardines, bbls.	6 00	6 00
Quebec sardines, half bbls.	3 50	3 50
Tongues and sound, per lb.	0 08	0 08
Scotch herrings, imported, half bbls.	10 00	10 00
Holland herrings, im'td milkers, hf bbls	8 50	8 50
Holland herrings, im'td milkers, kegs	1 25	85-1 00
Holland herrings, mixed, half bbls.	8 50	8 50
Holland herrings, mixed, kegs	1 15	70-0 95
Lochfyrn herrings, box	1 50	1 50
Turbot, bbl.	12 00	12 00
Green cod, No. 1, bbl.	9 00	10 00
Green cod, No. 2, bbls.	7 50	8 50

WINNIPEG

FISH AND POULTRY.—The chief market changes this week are an advance of 25c per box on kippers, now quoted at \$2, and the same advance and price on bloaters. Haddies are also due for an advance, the reason being the great scarcity of haddock, and few are being cured. Kippers and bloaters are high because there is an awful lot of herring going from this country to the United States, as that country has been unable to import any from Norway and Holland. The herring scarcity in the United States will create a bigger demand for Canadian fish, and there is no doubt about it, that once the American people have tasted the Canadian herring, they will continue to purchase it. There is a danger that the high prices being quoted for herring in this country as a result of this increased demand will spoil things somewhat.

Fish—		
Frozen salmon	0 10	0 10
Fresh halibut	0 08½	0 08½
Pickered	0 07½	0 07½
Steak cod, per lb.	0 07½	0 07½
Lake Winnipeg whitefish	0 09	0 09
Finnan haddie	0 09	0 09
Kippers, per box	2 00	2 00
Lake trout, per lb.	0 10	0 10
Bloaters, per box	2 00	2 00
Salt mackerel, 20-lb. kit	3 00	3 00
Smoked gold-eyes, doz.	0 00	0 00
Oysters, per gal.	2 50	2 50
Oysters, 3-gal. tins	2 75	2 75
Oysters, on shell, doz.	0 25	0 25
Poultry, Live—		
Fowl	0 12½	0 12½
Roosters	0 06	0 11½
Chickens	0 12	0 16½
Turkeys	0 14	0 19
Ducks	0 12	0 12
Ducklings	0 13	0 13
Geese	0 13	0 13
Poultry, Dressed—		
Ducks, No. 1	0 18	0 18
Fowl, No. 1	0 15	0 15
Turkeys, No. 1	0 28	0 28
Ducks, No. 1	0 18	0 18
Geese, No. 1	0 15	0 15



FLOUR AND CEREALS



Flour Situation Remains Firm

Wheat Market Goes in for a Little Fluctuating—Australia, India and the Argentine Reported Ready to Export—Freights Seriously Tie Up Flour Men—Demand For Feeds.

MONTREAL

FLOUR.—Prices remain unchanged in spring wheat lines, although there have been some fluctuations during the week, and wheat has been weaker. Demand is fair and strong to a certain extent but less so than previous week. The condition of the country roads is retarding hauling and shipments, otherwise transportation difficulties are no worse. Some slight improvement has occurred in past week in railroad situation, but not of any permanent nature.

Winter wheat advanced during the week and then broke on Saturday. Flour is firm, but has not advanced. Buying continues from hand to mouth and weather retards shipments. Weakened condition of the river ice prevents haulage from the south into this city. Closing down of some mills because of their inability to get wheat moved to them from the West has served to stiffen the general flour market.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	7 30
Second patents	6 80
Strong bakers	6 80
Winter Wheat Flour—	Car Small lots. lots.
Fancy patents	6 05 6 30
90 per cent., in wood	5 80 6 00
90 per cent., in bags	2 90 3 00

CEREALS.—Demand continues fair with car shortage still predominant feature in situation. Market is not as strong as last week either as regards both foreign and domestic buying although some bullish tendencies are reported in some quarters. Corn market is strong.

Cornmeal—	Per 95-lb. sack.
Gold dust	2 35 2 50
Unbolted	2 00 2 15
Rolled Oats—	90's in jute.
Small lots	2 70 2 90
25 bags or more	2 65
Packages, case	3 90 4 00
Oatmeal—fine, standard and granulated, over rolled oats in 90s, in jute.	10 per cent.
Rolled Wheat—	100-lb. bbls.
Small lots	4 00
Hominy, per 95-lb. sack	2 75
Corn flour, bag	2 65
Rye flour, bag	2 85 2 80
Barley, pot	3 00
Barley, pearl, lb.	0 04 1/4

FEEDS.—Feeds are stronger in general and middlings in particular show an added activity. The railway congestion continues to be of paramount importance.

Mill Feeds—	Per ton
Bran	24 00
Shorts	26 00
Middlings	29 00
Wheat moulee	34 00
Feed flour, bag	35 00
Mixed chop, ton	32 00
Crushed oats, ton	33 00
Oats, chop, ton	33 00
Barley chop, ton	32 00
Feed oats, cleaned, Manitoba, bush.	0 08
Feed wheat, bag	1 90

TORONTO

FLOUR.—There is little change, so far as prices are concerned, in flour. A slight easement early in week rendered flour proportionately slightly easier but a decline is not anticipated at this time. Weakness in wheat during past week partially recovered. No. 1 Northern, on the 25th January, was \$1.30 in store at Fort William. On Feb. 1st it was \$1.24. Next day it advanced three cents. The easiness may be result of Australia beginning to ship wheat in earnest, despite the distance from Europe.

This bearish factor may possibly affect flour levels sooner or later despite a firmness instituted by hurtful freight conditions. Australia has an exportable surplus of 100,000,000 bushels, while India and the Argentine are both well placed in the same regard. All of which on the surface, would seem to point to North America's meeting stronger competition. Already, the Argentine has booked heavy freight room: India, too, is scheduled to begin shipping in February and March, so reports from Britain have it.

Nevertheless, foreign—and more especially—British demand for flour, both winter and spring, continues heavy. In spite of this, actual export being done is only moderate. How could it be otherwise with this freight congestion?

British stocks of wheat are only half of what they were a year ago. But, as has been shown, there are more available imports now.

Freight conditions are tying up flour men. They could sell more if they could deliver it. Freights on flour to Britain have advanced no less than 25 cents per hundredweight in fourteen days.

Manitoba Wheat Flour—	Small Car lots. lots. per bbl. of 2 bags
First patents	7 40 7 20

Second patents	6 90 6 70
Strong bakers	6 70 6 50
Ontario winter wheat flour 90 per cent. (Board of Trade quotation).....	5 10 4 90

CEREALS.—Several lines are easier but one or two remain quite firm. Cornmeal is one: America's corn took another step up this week, and advanced a full cent. Barleys are all firm. Malting advanced a full cent on heavy buying combined with light supplies.

Barley, pearl, 95 lbs.	4 00 5 00
Buckwheat grits, 95 lbs.	4 60
Corn flour, 95 lbs.	2 85 2 75
Cornmeal, yellow, 95 lbs.	2 80
Graham flour, 95 lbs.	3 25
Hominy, granulated, 95 lbs.	3 00
Hominy, pearl, 95 lbs.	3 00
Oatmeal, standard, 95 lbs.	2 85
Oatmeal, granulated, 95 lbs.	2 85
Peas, Canadian, boiling, bush.	6 00
Peas, split, 95 lbs.	6 00
Rolled oats, 90-lb. bags	2 75
Rolled wheat, 100-lb. bbl.	3 30 3 50
Rye flour, 95 lbs.	3 00
Whole wheat flour, 95 lbs.	3 25
Wheatflats, 95 lbs.	3 50

FEEDS.—Advancing tendency in Ontario oats has ceased for the moment, although price is well enough supported. Bran and shorts continue in good demand, particularly for export. Britain is finding there is money, in food animals and there is a strong call for feed and feed grains. Feed flour remains steady.

Mill Feeds—	Mixed cars per ton
Bran	24 00
Shorts	25 00 26 00
Special middlings	29 00
Feed flour, per bag	1 77
Oats—	
No. 3, Ontario, outside points.....	0 44 0 45

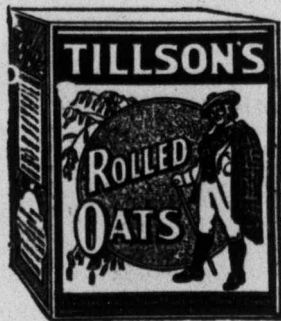
WINNIPEG

FLOUR AND CEREALS.—An advance of 20c per bbl. occurred on flour last week, first patents now being \$7.00. This has resulted in a good demand, which always is the case on a rising market. May wheat was a little easier last week-end. The demand for feeds has been better, especially for bran and shorts. Rolled oats are quoted \$2.40-\$2.45, and are slightly easier. The oat market is strong. The reason for easier rolled oats is keener competition between the millers.

Flour—	
Best patents	7 00
Bakers	5 90
Clears	5 80
XXX	4 70
Cereals—	
Rolled oats, 90 lbs.	2 40 2 45
Oatmeal, standard and gran., 95 lbs.	2 70
Cornmeal	2 55
Feeds—	
Bran, ton	18 00
Shorts, ton	20 00
Middlings, ton	20 00
Mixed chop, ton	30 00

Tillson's Oats and Rainbow Flour

*Canadian Products
of the Super-Quality
Type*



*Our Motto—
Quality—then
Price.*

**Canadian Cereal
and Flour Mills
Company, Ltd.
TORONTO, ONTARIO**

The high grade quality that distinguishes Tillson's Rolled Oats and Rainbow Flour has been produced by carefully selecting and scientifically manufacturing the best grade Canadian grown wheat.

When you sell Tillson's Products you not only guarantee yourself bigger sales and a steadily growing business, but you also show practical patriotism by supporting Canadian industry.

Our window displays, which we send you free, will be a material help in pushing the sales of these business builders. **Let us send you full particulars.**

Stock Tillson's Rolled Oats, Tillson's Scotch Fine Cut Oatmeal, Tillson's Scotch Health Bran, Rainbow Flour (for bread), Lily and Gold Seal Flour (for pastry.)



Consider

the vast selling difference there is between goods of established popularity, and others of less reliable quality. Stocking the quality lines is the only certain way of increasing that customer-confidence which makes for bigger business and greater profits.

L'Etoile (Star) and Hirondelle (Swallow)

macaroni are two Canadian-made quality products which cannot be excelled for quick selling, business-building popularity. The sweet, delicious wholesomeness which characterizes them is obtained by using only the very best grade of Canadian-grown wheats, and by correct and careful manufacture in a thoroughly modern plant.

Dealers are enthusiastic over the splendid results that L'Etoile and Hirondelle macaroni produce.

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C. C. Mann, Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER ROYAL BAKING POWDER

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

WHITE SWAN SPICES AND CEREALS, LTD.

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

DOMINION CANNERS, LTD.

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

	Per doz.
Apricot	\$ 2 30
Assorted	2 20
Blackberry	2 25
Blueberry	2 25
Currant, Red	2 20
Currant, Black	2 25
Cherry	2 20
Gooseberry	2 10
Plum	2 10
Plum, Green Gage	2 20
Pear	2 10
Peach	2 16
Raspberry, Red	2 25
Raspberry, Black	2 25
Rasp. and Red Currant	2 20
Rasp. and Gooseberry	2 20
Strawberry	2 30

CATSUPS

In. Glass Bottles	Per doz.
1/2 Pts., Delhi Epicure	\$ 1 20
1/2 Pts., Red Seal, screw tops	1 00
1/2 Pts., Red Seal, crown tops	0 50
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 40
Pts., Tiger	1 15
Qts., Delhi Epicure	2 40
Qts., Red Seal	1 75
Qts., Lynn Valley	1 75

BAKED BEANS with Pork.

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

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47 1/2
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	1 05
Family Baked Beans, Plain, 2 doz. to case	1 15
Family Baked Beans, Tomato Sauce, 2 doz. to case	1 17 1/2
Family Baked Beans, Chili Sauce, 2 doz. to case	1 17 1/2

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

"AYLMER" PURE ORANGE MARMALADE

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

BLUE

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

COUPON BOOKS — ALLISON'S

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

UN-NUMBERED

100 books and over, each 0 08 1/2
500 books to 1,000 books 0 03
For numbering cover and each coupon, extra per book, 1/4 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
Pancake Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
Breakfast Food, 2 doz. to case, weight 85 lbs.	4 00
King's Food, 2 doz. to case, weight 95 lbs.	5 00
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 75
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 00

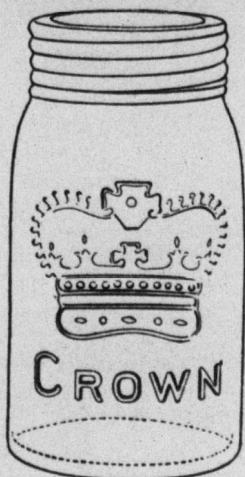
COCOA AND CHOCOLATE. THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz. ...	4 50
Perfection, 1/2-lb. tins, doz. ...	2 40
Perfection, 3/4-lb. tins, doz. ...	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb. ...	0 37
Soluble bulk, No. 1, lb.	0 21
Soluble bulk, No. 2, lb.	0 19
London Pearl, per lb.	0 22
Special quotations for Cocoa in barrels, kegs, etc.	

BUILD UP YOUR **FRUIT JAR** BUSINESS

AROUND THE BEST

IMPROVED CROWN



Made
in
Canada

PERFECT SEAL



With
Canadian
Money

IMPROVED GEM



Your Jobber Carries Them. Manufactured by

DOMINION GLASS COMPANY, LIMITED

MONTREAL

TORONTO

HAMILTON

WALLACEBURG

REDCLIFF

A Household Necessity

Nowadays a good housekeeper would as soon be without a broom as be without a bottle of

O-Cedar Polish

(Made in Canada)

She needs it all the time to keep her furniture and woodwork clean and bright. With spring housecleaning drawing near, she will need a lot of it and will be asking you for it. Are you ready to supply her?

Order from your Jobber

CHANNELL CHEMICAL CO., LTD.

369 Spadina Avenue

TORONTO

WETHEY'S CONDENSED MINCE MEAT

Quality—better than
ever, if such is possible.

Price unchanged.

Order from your jobber.

Brooms of Quality

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

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

Walter Woods & Co.
Hamilton - Winnipeg

WAGSTAFFE'S CELEBRATED Orange Marmalade

Made from the Finest Seville Oranges and best Granulated Cane Sugar.

We are their representatives in Western Canada.

W. H. ESCOTT CO.
LIMITED

Wholesale Brokers and Manufacturers' Agents
Commission Merchants

**Winnipeg, Regina,
Saskatoon, Calgary,
Edmonton**

(Unsweetened Chocolate)

Supreme chocolate, 1/4's, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—Per lb.	
Queen's Dessert, 1/4's and 1/2's, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, 1/4-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28
Diamond, 1/4's, 6 and 12-lb. boxes	0 27
ICINGS for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in 1/2-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections. Per doz.	
Maple buds, 5-lb. boxes.	0 38
Milk medallions, 5-lb. boxes	0 38
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 27
Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 27
Chocolate ginger, 5-lb. boxes	0 33
Milk chocolate wafers, 5-lb. boxes	0 35
Coffee drops, 5-lb. boxes.	0 38
Lunch bars, 5-lb. boxes.	0 38
Milk chocolate, 5c bundles, 3 doz. in box, per box.	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 90
Nut milk chocolate, 1/4's, 6-lb. boxes, lb.	0 38
Nut milk chocolate, 1/4's, 6-lb. boxes, lb.	0 38
Nut milk chocolate, 5c bars, 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

5 Box lots and upward—Freight prepaid up to 50 cents.

Per case

Eagle Brand, each 48 cans.	\$6 50
Reindeer Brand, each 48 cans	6 25
Silver Cow Brand, each 48 cans	5 75
"Gold Seal," Purity, each 48 cans	5 60
Mayflower Brand, each 48 cans	5 60
"Challenge," "Clover," each 48 cans	5 10

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	4 00
Jersey Brand, Hotel, each 24 cans	4 50
Peerless Brand, Hotel, each 24 cans	4 50
St. Charles Brand, Tall, each 48 cans	4 60
Jersey Brand, Tall, each 48 cans	4 80
Peerless Brand, Tall, each 48 cans	4 60
St. Charles Brand, Family, each 48 cans	4 00
Jersey Brand, Family, each 48 cans	4 00
Peerless Brand, Family, each 48 cans	4 00
St. Charles Brand, small, each 48 cans	2 00
Jersey Brand, small, each 48 cans	2 00
Peerless Brand, small, each 48 cans	2 00

CONDENSED COFFEE

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

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

1 lb. tins, 4 doz. to case, weight 80 lbs.	0 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.	0 22
1 lb. tins, 2 doz. to case, weight 40 lbs.	0 20

MOJA

1/2 lb. tins, 2 doz. to case, weight 22 lbs.	0 32
1 lb. tins, 2 doz. to case, weight 40 lbs.	0 36
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 36

PRESENTATION COFFEE

A Handsome Tumbler in Each Tin	
1 lb. tins, 2 doz. to case, per lb.	0 27
Shipping weight, 50 lbs. per case.	

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. bottle, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 60
Milk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

Special Delivered Price for Canada

1/2 oz. (4 doz. case), weight 9 lbs., retail each 15c.	\$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c.	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c.	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c.	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each \$1.60.	13 25
Pint (1 doz. case), weight 29 lbs., retail each \$3.	24 50
Quart (1 doz. case), weight 53 lbs., retail each \$5.50.	45 00
Half gallons, each, retail each, \$10.	7 50
Gallons, each, retail each \$18.	14 50

GELATINE

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

W. CLARK, LIMITED,

MONTREAL

Compressed Corned Beef, 1/4s, \$1.50; 1s, \$2.50; 2s, \$5; 6s, \$18; 14s, \$37.	
Roast Beef, 1/4s, \$1.50; 1s, \$2.50; 2s, \$5; 6s, \$18.	
Bolled Beef, 1s, \$2.50; 2s, \$5; 6s, \$18.	
Jellied Veals, 1/4s, \$1.50; 1s, \$5; 2s, \$4.50; 6s, \$18.	
Corned Beef Hash, 1/4s, \$1.50; 1s, \$2.50; 2s, \$4.50.	
Beefsteak and Onions, 1/4s, \$1.50; 1s, \$2.90; 2s, \$5.40.	

HAMS and BACON

Both are in good demand and both remain at last week's prices. We do not see that they are going to be any lower for some weeks.

Order now what you want and order the "Star Brand."

We can quote you Fresh and Storage eggs at less money this week.

F. W. Fearman Co.
Limited
HAMILTON

Fresh, Ripe Florida Tomatoes

**First Car of Season
Quality Very Fine**

Car Florida Celery Due Monday.
Car California Celery Due Monday.
Two Cars Navel Oranges and two Cars Florida Oranges and Grape Fruit.

Fish and Oysters in every variety.

White & Co., Limited
Wholesale Fruits and Fish
TORONTO

THEY ARE GOOD
OLD STAND-BYS

Baker's Cocoa and Chocolate



Registered
Trade-Mark

are always in demand, sell easily and are thoroughly reliable. 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.

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

The Apple Crop

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

FISH

Salt Trout and
Herring

Fresh Frozen Trout
and Herring

Lemon Bros.
OWEN SOUND, ONT.

A Comparison

will prove the superior quality and packing of

"St. Nicholas"

Examine and compare with other brands.

J. J. McCabe

Agent

TORONTO

Fresh Arrivals This Week

Car Extra Fancy California Navels

Sunkist

GOLDEN ORANGE brand

All Sizes

Car Extra Fancy Messina Lemons

Buster Brown brand

300 Size

Car Extra Fancy Florida Grape Fruit

All Sizes

HUGH WALKER & SON

GUELPH, ONTARIO

Mr. Merchant!

Do you need the money?

Our profit-sharing system will draw cash business and new customers. It is an inducement for the public to pay cash for merchandise purchased from you.

1500 Merchants in Canada endorse our Profit-Sharing System.

We will positively give you cash on every cent's worth of merchandise you hand across your counter and only charge you 2%.

Please send me particulars of your Profit-Sharing System.

Cut out this coupon at once and mail it to us.

Name

Address

Province

THE MONTREAL CROCKERY CO. LIMITED
333 St. Paul St.
MONTREAL, Que.

BRANTFORD STARCH

Ontario and Quebec
Laundry Starches—
Canada Laundry—
Boxes about 40 lbs.06
Acme Gloss Starch—
1-lb. cartons, boxes of 40
lbs.06%
First Quality White Laundry—
3-lb. canisters, ca. of 48 lbs. .07%
Barrels, 200 lbs.06%
Kegs, 100 lbs.06%
Lily White Gloss—
1-lb. fancy carton cases 30
lbs.07%
8 in case08
6-lb. toy trunks, lock and
key, 6-lb. toy drum, with
drumsticks, 8 in case08%
Kegs, extra large crystals,
100 lbs.07%
Canadian Electric Starch—
Boxes, containing 40 fancy
pkgs., per case 3 00
Celluloid Starches—
Boxes containing 45 cartons,
per case 3 60
Culinary Starches—
Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .06%
Brantford Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .07%
"Crystal Maise" Corn Starch—
1-lb. pkts., boxes of 40 lbs. .07%
20-lb. boxes ¼c higher than 40's)

COW BRAND BAKING SODA

In boxes only.

Packed as follows:
5c packages (96) \$ 3 20
1 lb. packages (60) 3 20
½ lb. packages (120) 3 40
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%
Half barrels, 350 lbs. 4
Quarter barrels, 175 lbs. ... 4½
Pails, 38¼ lbs. 1 95
Pails, 25 lbs. each 1 40
3 lb. Perfect Seal Jar, 1 doz.
in case 2 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 REFINING CO.

Crystal Diamond Brand Cane Syrup

2-lb. tins, 2 doz. in case...3 60
Barrels 0 04%
¼ barrels 0 05

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES
DEL MONTE BRAND

Size Mam. Large Med.
2½ Can \$ 4.75 \$ 3.75 \$2.50
No. 1 Tall Can 2.75 2.25 1.60
No. 16 Jar 3.90 2.25 1.80
No. 4 Jar 1.50 1.25 1.15
No. 10 Can 14.00 12.00 9.00

YUBA BRAND

2½ Can \$3.00 \$2.25
No. 1 Tall Can 1.70 1.20
No. 10 Can 9.00 8.00
Picnic Can90

All prices per dozen—F.O.B. Jobbing Points.

CANNED HADDIES.

"THISTLE" BRAND

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

INFANTS' FOOD

MAGOR SONS & CO.

Robinson's patent barley, ½-lb. tins, \$1.60; 1-lb. tins, \$3.00; Robinson's patent groats, ½-lb. tins, \$1.60; 1-lb. tins, \$3.00.

BEAVER BRAND CORN AND MAPLE SYRUP

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

STOVE POLISH

JAMES DOME BLACK LEAD

2a size, gross 2 50
6a size, gross 2 40

NUGGET POLISHES

Doz.
Polish, Black and Tan 0 85
Metal Outfits, Black and Tan 3 00
Card Outfits, Black and Tan 3 25
Creams and White Cleanser 1 10

ORANGE MARMALADE

"BANNER BRAND" PURE
FRUIT PRODUCTS

JAMS AND JELLIES

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

MARMALADE

2's, per doz. \$2 30
4's, per pail 0 40
5's, per pail 0 45
7's, per pail 0 65
30's, wood, lb. 0 08%
12-oz. glass jar, doz. 1 20
Tumbler, glass, doz. 1 00

Prices subject to change without notice.

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. 0 60
Bobs, 6s and 12s, 12 and 6
lbs. 0 40
Currency Bars, 12s, ½ butts,
12 lbs., boxes 6 lbs. 0 40
Currency, 6s, ½ butts, 9 lbs. 0 40
Stag Bars, 6¼s, butts, 11
lbs., boxes, 8¼ lbs. 0 48
Walnut Bars, 8¼s, boxes 7
lbs. 0 64
Pay Roll, thick bars, 8¼s,
6 lb boxes 0 68
Pay Roll, thin bars, 8¼s, 5
lb. boxes 0 68
Pay Roll, plug, 8¼s, 12 and
7 lb. caddies 0 68
Shamrock, plug, 7¼s, ½
butts, 12 lb. boxes, 6 lbs. 0 37
Empire, 7s and 14s, caddies
15 lbs., ¼ caddies, 6 lbs. 0 36
Great West, pouches, 9s ... 0 70
Forest and Stream, tins, 11s,
2 lb. cartons 0 80
Forest and Stream, ¼s, ½s,
and 1-lb. tins 0 80
Forest and Stream, 1-lb.
glass humidors 1 00

Telfer's Soda Bisuits

*are the wonder of the
Canadian grocery trade,
and our competitors,
too, who say: "We can't
Touch Telfer's on Sodas"*

But it's no wonder, for our years of practical experience find expression in this Telfer specialty.

Make us prove our claims by sending for a case of Telfer's Sodas. We stand back of every sale.

Telfer Bros., Limited

**Sterling Road
TORONTO**

Buyers' Guide



TANGLEFOOT



The Non-Poisonous Fly Destroyer

Safe, Sanitary, Sure. Catches 50,000,000,000 Flies Each Year

CLASSIFIED ADVERTISING

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

WANTED

TRAVELLER COVERING WHOLESALE grocery trade from Port Arthur to Vancouver, can take on a few first-class lines. Would be glad to hear from any manufacturer who wants live representation in Western Canada. Have covered this field for eight years and have first-class connection. Write box 129, Canadian Grocer, Toronto. Jan. 28-Feb. 4

YOUNG MAN, SIX YEARS' GENERAL AND three years' bookkeeping and banking experience, desires change of position. All references. Box 126, Canadian Grocer.

TEA EXPERT, OVER TWENTY YEARS' experience, requires position as traveler or buyer. Eleven years with present firm. Box 125, Canadian Grocer.

GROCERY MANAGER, 36 YEARS OF AGE, with 20 years' wholesale and retail experience (10 years in West) desires change as buyer or manager in wholesale house or large retail business, large department store experience. At present engaged. Progressive and energetic. Apply Box 128, Canadian Grocer.

FOR SALE

GROCERY BUSINESS WITH LIVING apartments in good residential section of city. Turnover about \$12,000. Could easily be increased. Satisfactory reason for selling. For terms and particulars apply 143 Geoffrey St., Toronto.

FOR SALE—GENERAL STORE BUSINESS in one of the best towns in south-western Saskatchewan. Turnover \$50,000.00. Price right. Apply Box 127, Canadian Grocer.

MISCELLANEOUS

CASH FOR WASTE PAPER — YOU WILL receive the highest price if you use a Climax Steel "Fireproof" Baler. Full particulars. Climax Baler Co., Hamilton, Ont.

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

CHIVER'S

JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER CO., 138 Front Street, New York

MAPLEINE

is a steady seller—there's no other "Mapley" flavor just as good—that is a point worth remembering.

ORDER FROM

Frederick E. Robson & Co.,
24 Front St. E., Toronto, Ont.

Mason & Hickey
287 Stanley St., Winnipeg Man.
CRESCENT MFG. CO.
SEATTLE, WASH.



Coupon Books

Save Time: Save Money:
Save Labor: Eliminate
Loss: Waste: Errors.



Just the thing for the GROCER, BUTCHER and BAKER. No charge accounts, no disputes; insure accuracy; save time in waiting on trade; save labor in bookkeeping.

THEREFORE
SAVE MONEY.

Write Your Jobber or
ALLISON COUPON COMPANY
532 East Market St.
Indianapolis, Indiana, U.S.A.

EGG FILLERS

Our capacity is three times the total Filler requirements of Canada
PROMPT DELIVERIES

by us are therefore certain.
THE TRENT MFG. CO., LIMITED
TRENTON, ONTARIO, CANADA

ASSIGNEES AGENTS LIMITED

154 Simcoe Street TORONTO
COLLECTIONS ASSIGNMENTS

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

"Canadian Air-Line" Honey The BEE-MADE Honey

PURE ATTRACTIVE TASTY
The Root Canadian House
185 Wright Avenue, TORONTO

Write us for New Price List of WINDSOR SALT

TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

Mention this Paper when writing the advertiser.

OAKLEY'S **KNIFE** **POLISH**

20-102-7785

JOHN OAKLEY & SONS, LIMITED,
LONDON, ENGLAND.

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East,
Toronto, and J. E. Huxley & Co., 220
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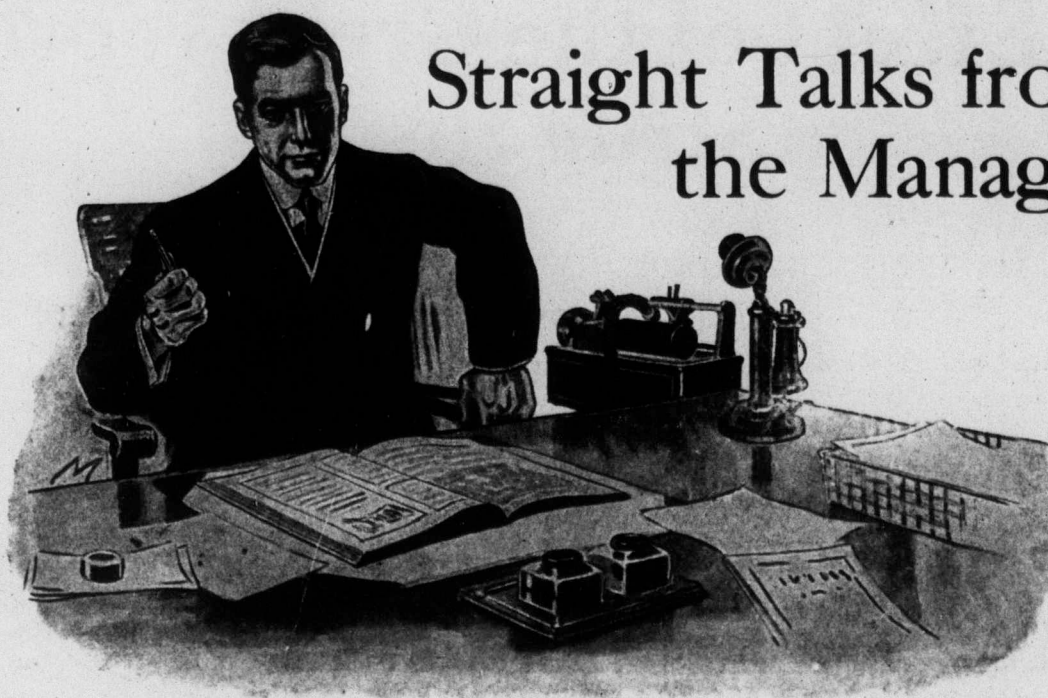
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No. 34

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