

**PAGES
MISSING**

IN THIS ISSUE - SELLING HOUSECLEANING GOODS

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXI

PUBLICATION OFFICE: TORONTO, MARCH 2nd, 1917

No. 9

Welch's

"The National Drink"

The temperance movement brings to you an increase in your Welch patrons--- those who appreciate and demand the best of everything.

This unchanged juice of selected, luscious-ripe Ontario Concords is the one beverage in the Dominion to appeal to every palate.

The fact that it is the standard in grape juice gives Welch's the turnover that goes hand-in-hand with sure, steady profits and satisfied customers.

SOLD BY LEADING JOBBERS

THE WELCH CO., LIMITED
ST. CATHARINES, ONTARIO

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

Catch the Nickels

FISH for the odd change—the “chicken-feed”—the 5-cent pieces—which almost every customer or caller is willing to part with for a package of

**CINTEES
CLOVEES**

**MINTEES
WINTEES**



Mintees—A Mellow Peppermint Confection. Good after eating and smoking. Children like them. Wrapped in tinfoil. 20 rolls in display box. Costs the dealer 65c.



Cintees—Genuine Cinnamon Flavor. Purifies and Perfumes the breath. Each roll wrapped in tinfoil. Handy for pocket. 20 rolls in display box. Costs dealer 65c.

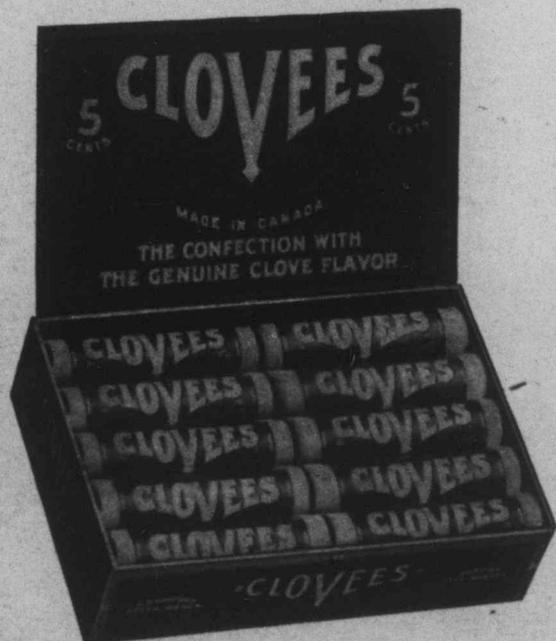
Clovees—Genuine Clove Flavor. Good after smoking. Absolutely pure. Aids digestion. Children like them. Each roll tinfoil wrapped. 20 rolls in display box. Costs dealer 65c.

Wintees—A Mellow Wintergreen Confection. A favorite flavor. A breath-purifier. Enjoyed after meals. The children want them. Each roll wrapped in tinfoil. 20 rolls in display box. Costs the dealer 65c.



EVERY sale means a profit greater than 50% — (you pay 65c

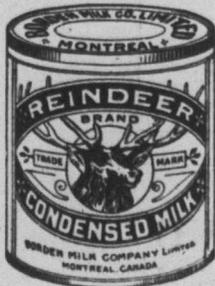
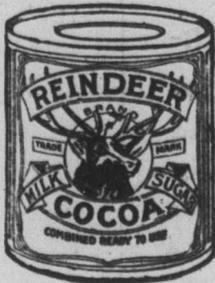
for a box of 20 packages. You get \$1.00). It's all extra business—and repeat business. The investment is trifling. Sales are steady, and in a month considerable. Place a box on your counter—and it will sell itself. The 5-cent business—cultivate it, in it much profit lies. Attractive hangers supplied with your order. Ask for them. Order from your jobber.



O-PEE-CHEE GUM CO.

Limited

LONDON, CANADA



A sextette of sellers that will keep your cash register ringing constantly with repeat orders

Your selling efforts will be richly rewarded with most satisfying returns when you push and recommend

Borden Milk Products

Your own experience must have shown you that it is always more profitable to handle lines that have won the confidence of the consumer than to experiment with the "just-as-good" variety.

That Borden Milk Products are strong favorites with the buying public is evidenced by their ever-growing selling record. Extensive advertising is helping to further this demand, keeping the Grocer's stock constantly moving.

Your wholesaler will send you a trial order of Borden's. Get it to-day, display it well, and listen to the cash register ring.

Borden Milk Co., Ltd.
 "LEADERS OF QUALITY"
MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver

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

JAPAN TEA



WEIGHING TEA

You will have an entirely new idea of how good tea can be, if you drink "JAPAN TEA." It has a satisfying flavor, a delicacy of aroma that imparts a subtle finish to a delightful meal—and it is unquestionably the best natural stimulant for body and brain.

The Japanese Government prohibits adulteration and coloring of Tea

ON SALE AT ALL GROCERS

Suggestions such as shown above have introduced Japan Tea quality to thousands of homes and have placed it well to the front as a Grocer's selling certainty. The demand is ever growing and wise dealers are reaping rich rewards through constantly featuring this delicious product of sunny Japan.

Get in line now and secure your share.



5c.
—worth
ten

A live line for your Spring "clean-up" displays

The demand for good, reliable cleansers will be more evident than ever soon, when the housewife's big spring cleaning campaign commences.

You couldn't select a more favorable time for putting your customers in touch with *BABBITT'S CLEANSER*—the biggest cleaner value on the market, retailing at 5c, and worth double. Every good housewife will appreciate the tremendous help of Babbitt's Cleanser in the spring drive against the forces of General Dirt.

A display of Babbitt's will interest her. Show her the big-sized can, the full weight; tell her about the handsome premiums given in exchange for the trade-marks.

There is a good profit to be made by pushing the sales of Babbitt's Cleanser. And it's a repeater.

Wm. H. Dunn, Limited, Montreal
Dunn-Hortop, Limited, Toronto

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

The quality of the fruit used, the high-grade cane sugar, the up-to-date manufacturing methods—these are the chief reasons why Furnivall's Fine Fruit Pure Jam gives satisfaction to the most fastidious taste.

You will find Furnivall's a strong seller, one worth concentrating on. Prove this by a trial supply. Send for it to-day.

FURNIVALL-NEW, Limited
Hamilton Canada

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. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co. Saskatoon—Mowat & McGeachy.

ALL STEEL
CLIMAX
FIREPROOF
BALING PRESS

\$22.50

Larger
Size
\$27.50

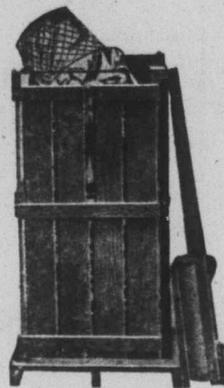


- Turns waste into profit
- Made of steel
- Easy to operate
- Nothing to break
- Earns money every day
- Fully guaranteed

Our Service Department puts you in touch with dealers who pay the highest price for Baled Waste Paper. Write to-day.

CLIMAX BALER CO.
Hamilton, Ont.

Substantial Revenue and Store Tidiness



Are two outstanding features you gain by the installation of the Jewel Paper Baler.

Don't throw away or burn your waste paper and cardboard, *bale it and bank the money.*

You will find the "Jewel" a positive convenience in keeping your premises clean and tidy. The fire risk in loose paper is entirely eliminated.

A card will bring all particulars re baler and your best market.

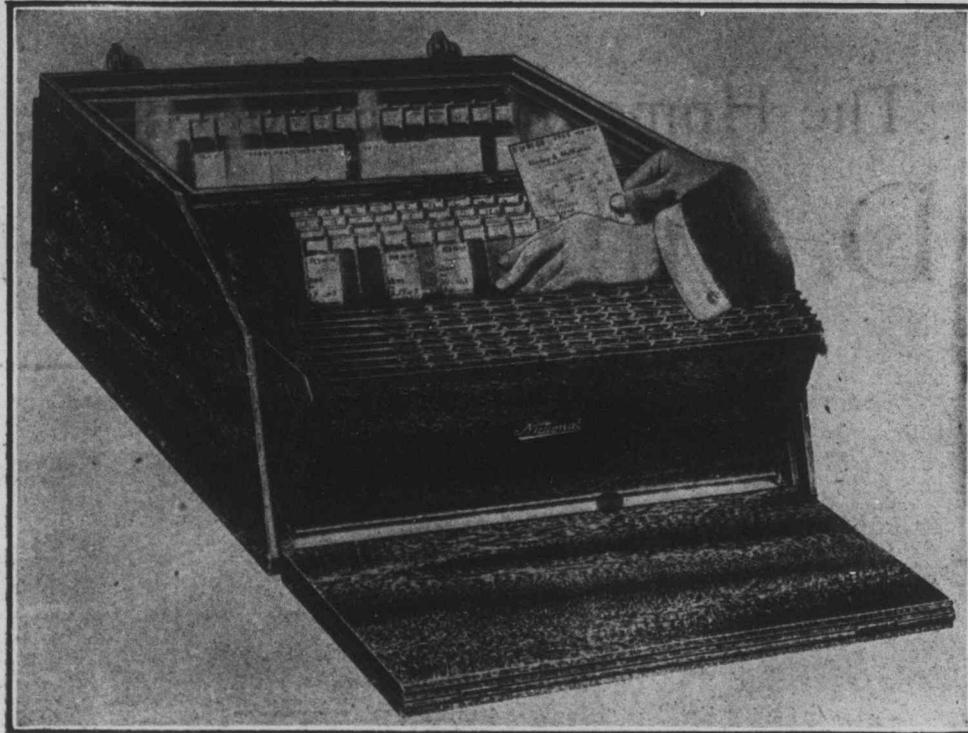
General Sales Co.
Stair Bldg. TORONTO

The householder has confidence in Chase & Sanborn's High Grade Coffees.

The dealer who pushes these grades shares in that confidence.

CHASE & SANBORN
MONTREAL

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



A New N.C.R. Invention

*as important to you as your telephone
or cash register*

It's a new credit file that *safeguards* your credit business—in a better, easier, safer, quicker way than you thought possible.

It is so simple that anyone can operate it.

It is so speedy that all entries are made in the presence of the customer, who leaves with a statement of the purchase—plus a record of the balance carried forward.

It is so convenient that you can set it on any size counter, table or desk. The exact balance due from any customer is instantly available, and the file can be operated with one hand while the other holds the telephone receiver.

It is so complete that a true record of the whole credit business is always available in short order.

And this knowledge alone is worth more than the cost of the file.

It is so safe that records once filed in its locked compartment cannot be lost or destroyed. Records can be seen, but not tampered with.

A few weeks' use will pay for it.

There's nothing else like it, and it can be seen at the N. C. R. office near you, or a letter to us will bring you complete information.

See this new file or find out how it will stop your losses, please your customers, and relieve you of work and worry. Use the coupon.

**The
National
Cash
Register
Company of
Canada, Limited.
Toronto, Ontario**

Please send full information about your new Credit File.

We have about.....Charge and C.O.D. Accounts.

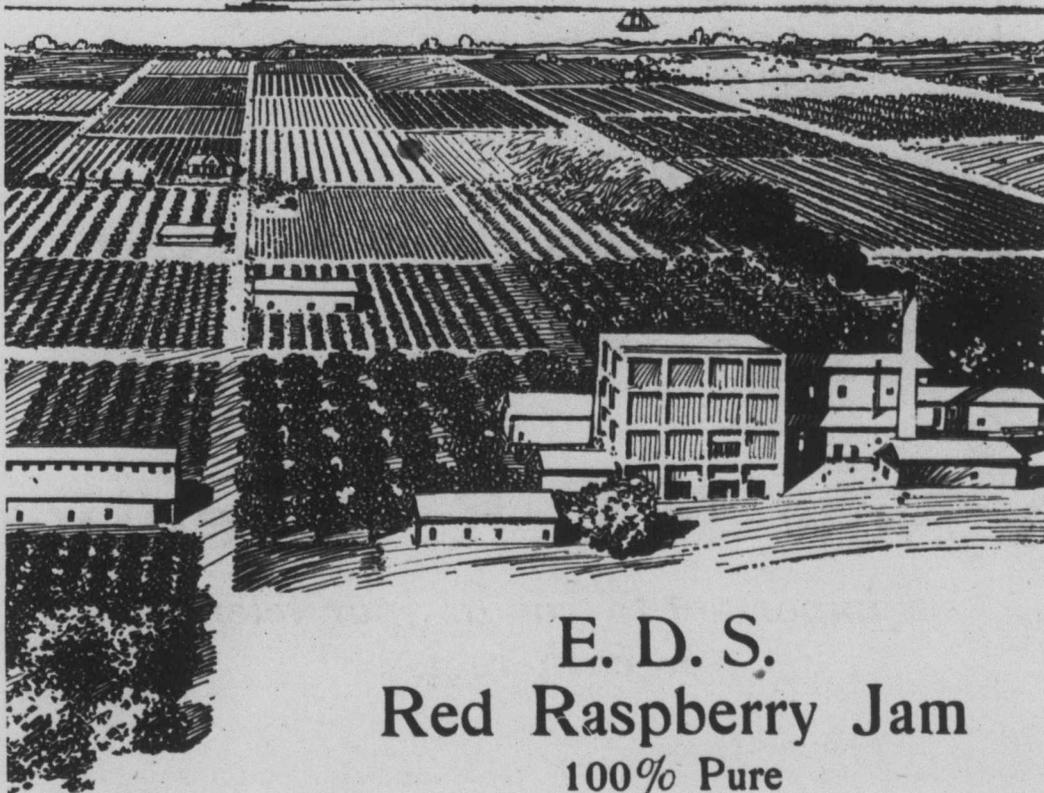
Name
Firm
Address

The National Cash Register Company of Canada, Limited

TORONTO, ONT.

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

The Home of the Products of
E. D. Smith & Sons



E. D. S.
Red Raspberry Jam
100% Pure

Our E.D.S. red raspberry jam, containing only sound red raspberries and best of granulated sugar, is **unsurpassed**.

This is the time of year—when the family supply is low and in some cases exhausted—that the housewife is on the lookout for something tasty.

A suggestion on your part will do the trick as E. D. Smith's jams are universally known due to our systematic consumer advertising and to our high standing of quality.

Packed in sanitary sealed glass jars containing 16 oz. Arrange a counter display **to-day**—it will practically sell itself.

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

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

62% Profit
On
Your
Investment

You Can Make It
Easily!



Push Liquid Veneer to the front this spring. An article that pays you the **BIG PROFIT** that Liquid Veneer does, is worth pushing, at least part of the time. **NOW** is the most profitable time to get behind it.

LIQUID VENEER

Buffalo Specialty Company

Buffalo, N.Y., U.S.A.

Bridgeburg, Ontario, Canada

You may have some of our new and beautiful counter display cases and hangers, **FREE**, or an entire window display, if you will simply fill out and mail to us the coupon printed below. A window display will pay you. Try it. Costs you nothing and will increase your sales. Our investigations among hundreds of dealers prove it.

COUPON

BUFFALO SPECIALTY CO.,
 Buffalo, N.Y., U.S.A.; Bridgeburg, Ont., Canada.

Gentlemen:
 Send us, prepaid, the following advertising matter, which we agree to use:

-Counter Display cases,
-Window Hangers,
- or
-Complete Window Display.

State size of window Name

When we will display Street

..... City

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

A moment's thought

will convince you that it is to your interest to constantly feature Canadian-made goods of established superiority, such as



The Malcolm Milk Products

In doing so you will be encouraging home industries and building for the bigger business and the better profits that come from giving your customers perfect satisfaction.

*The Malcolm Lines
are strictly Canadian.*



The Malcolm Condensing Co., Limited

The only Canadian Milk Company in Canada.

ST. GEORGE, ONT.

Something your customers are sure to appreciate



PARIS PÂTÉ

the delicious and nourishing meat paste

PARIS Pâté makes an excellent substitute for Sardines. Remind your customers of this fact when they ask for these scarce and expensive sea foods.

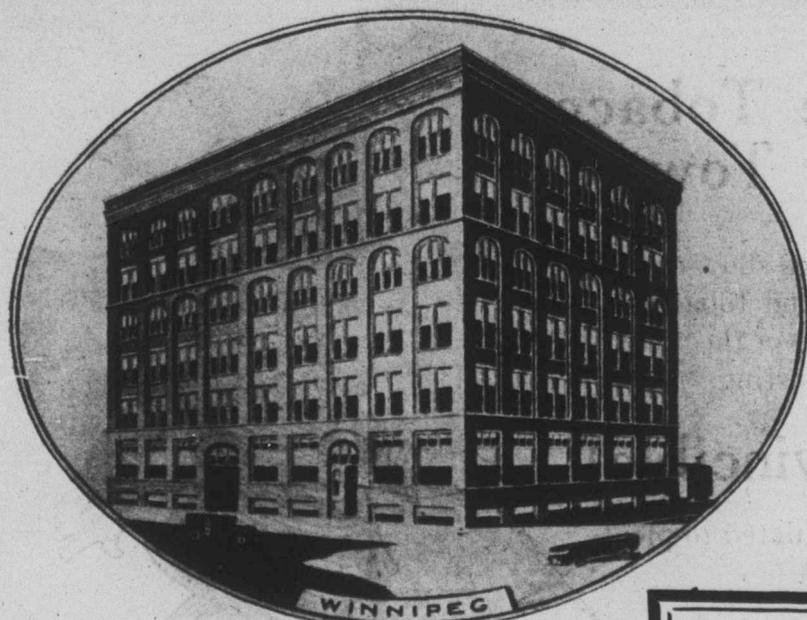
THE growing sales of Paris Pâté are a striking indication of the popularity with which it is favored. Grocers who stock and display Paris Pâté are bound to make easy sales, as extensive consumer advertising is creating a demand and helping swell your profits.

Maclure & Langley LIMITED

*Distributors for Ontario, Manitoba, Alberta,
Saskatchewan*

TORONTO **WINNIPEG**
12 Front St. E. 123 Bannatyne Ave.

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



—the place and the product

Modern, up-to-date, splendidly equipped in every way is this home of Royal Shield Products, the house whose organization made possible the standard of quality represented by the Royal Shield trade-mark. Get acquainted with the big sales-pulling qualities that this trade-mark signifies by getting a trial supply of

Royal Shield Coffee

on hand immediately. Don't hesitate to recommend it to your most particular customer. Remember—the Royal Shield trade-mark is a guarantee of goodness and "come-back" quality.

Do you need fresh supplies of Jelly Powders, Spices, Baking Powder, Tea, Flavoring Extracts, etc. Try the Royal Shield lines.

Campbell Bros. & Wilson Limited

Wholesale Grocers and Importers and Packers of Royal Shield Brand of Good
WINNIPEG

BRANCHES:

Campbell, Wilson & Horne, Ltd.—Calgary, Lethbridge, Edmonton, Red Deer.
Campbell, Wilson & Strathdee, Ltd.—Regina, Swift Current.
Campbell, Wilson & Millar, Ltd.—Saskatoon.

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

Get More of the Tobacco Trade of Your Town

Get the most out of your tobacco show-case by giving prominence to cigars and tobaccos of proven merit. Get the good-will of the "three-for-a-quarter" people by suggesting

The Orlando (Invincible)

—a cool, satisfying smoke calculated to please the most critical "weed" lover.

Make a little display of Orlandos in a corner of your show-case and round it off with a few Webster's Clear Havanas. You'll find them both dependable sellers.

W. R. WEBSTER & CO., Ltd.
SHERBROOKE, QUE.



Purity

TABLE
SALT



Ask the other fellow

Any dealer who has tried out the selling value of "Purity" Table Salt will tell you that it is a pretty good thing to bank on for bigger, better business. Housewives everywhere appreciate its unquestioned purity and economy. Purity Salt is made under ideal conditions in an up-to-the-minute plant, positively guaranteeing it pure to the last degree.

"Purity" Salt is unequalled for table or dairy use. It satisfies the most critical.

Now is an opportune time for you to test the popularity of this housewife's favorite seasoner.

Send in your order to-day.



THE WESTERN SALT CO. LIMITED

COURTRIGHT ONT.

Have you tried

WETHEY'S ORANGE MARMALADE?

It is making
a hit.

Why You Should Feature

KING GEORGE'S NAVY



Feature the best chewing—

Don't imperil the future of your tobacco trade by stocking lines of doubtful quality. Good tobacco will give you a good men's trade, inferior grades will turn away this profitable business.

Stock King George's Navy—the big, real, man-sized chewing tobacco. Boost it right along and watch the profits grow.

Handled by
the Wholesale
Trade

Rock City Tobacco Co., Ltd.

"Without exception the ablest book ever published on the subject of Coffee."—Mexican Investor.

New and Illustrated Edition

Coffee; Its History, Classification and Description

By JOSEPH M. WALSH

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

CONTENTS: Early History and Introduction, Geographical Distribution; Botanical Characteristics and Form; Cultivation and Preparation; Commercial Classification and Description; Roasting, Glazing and Grinding; Adulteration and Detection; Chemical, Medical and Dietical Properties; Art of Blending and Preparing; World's Production and Consumption.

12mo.

Cloth Extra, Net, \$2.00

By Mail, \$2.10

"A marvelous work, great in conception and great in execution."—*Texas Grocers' Review.*

"The most exhaustive, interesting and instructive work ever published on Coffee."—*Brooklyn Grocers' Gazette.*

"An interesting and instructive work, of the greatest value to every Coffee roaster and dealer in general."—*Trade Magazine.*

"An attractive volume of useful material to the Coffee trade, clear, concise and comprehensive."—*Philadelphia Ledger.*

"We cordially recommend the work to all interested in this indispensable product. Every dealer in Coffee should possess a copy of this valuable book."—*Grocers' Criterion.*

"The work is of exceptional interest and instruction, being attractively written and richly illustrated, and should be read by all who deal in or use Coffee."—*Indianapolis Trade Journal.*

"The work contains a vast amount of valuable information, condensed into a small compass, and is simply invaluable to the planter, dealer and consumer alike."—*Mexico Two Republics.*

"The author, Mr. Joseph M. Walsh, is, without doubt, the greatest authority in America upon the subjects of Tea and Coffee. The book before us is a repetition of his former achievement on Tea, which required several editions to supply the trade demand."—*Maritime Grocer.*

"An excellent and exhaustive work, containing a complete history as well as all necessary information on the cultivation and preparation of the Coffee berry. The volume will be found especially useful to the growers of this valuable plant on the Central and South American Coasts."—*Panama Star and Herald.*

Send your order to Book Department

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

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINES

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

SOLE AGENTS FOR CANADA

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

?? ? Ask us for

Wrapping Papers

Twines

Brooms Brushes

Parchment Butter Paper

Printed and Plain

PROMPT SHIPMENT

WALTER WOODS & CO.
HAMILTON and WINNIPEG

Successful Merchants

invariably buy

GIPSY Stove Gloss

Order from your Wholesaler

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

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

Folks' fancies may change with other kinds of goods, but not so with Wonderful Soap. Once a sale, always a sale. Housewives who used Wonderful Soap years ago are still using and recommending it to-day. For steady, regular sales, push Wonderful Soap.



Guelph Soap Co.
GUELPH, ONT.

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



**SELL
PRESNAIL'S
PATHFINDER CIGARS**



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

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

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax - N.S.



"Maple Leaf" Dirt Chaser

**CLEANS SCOURS POLISHES
Bathtubs, Sinks and all Enamelware**

Every employee connected with our business is Canadian born.

Agents for different territories wanted

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

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



Dutch Tea Rusks

The New Breakfast Food

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

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

Packed 36 15c packages to the case.

The Robert Gillespie Co.
WINNIPEG, MAN.

Agents for Canada

In your Locality are many Dogs and Cage Birds

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

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

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

SPRATT'S Depots in CANADA are:—
MONTREAL—F. HUGHES & Co., 109, Place d'Youville.
VANCOUVER, B.C.—LONDON GROCERY Co., Ltd., Granville Street.
Direct Correspondence invited:—
SPRATT'S PATENT Ltd., 24-25, Fenchurch Street, London, England.

B 46

Write us for samples of

S.P.B. BAGS

and CENTRE SEAM open end
ENVELOPES
for mailing Catalogues

Confectionery Bags

Spice Bags

Peanut Bags

Jelly Bags

Lard Bags



We Specialize in Transparent Glassine Bags and Envelopes Made the Only Reliable Way

Heavy Kraft Bags with Centre Seam

We make Bags to line any size Carton

SPECIALTY PAPER BAG CO., Ltd.

Department G

12-14-16 JOHNSON STREET TORONTO, CAN.

Century Salt

None Better Made

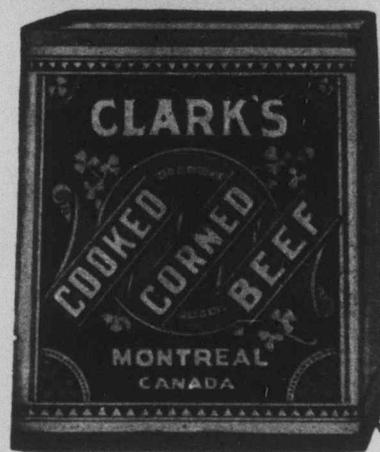
The ever-growing demand for Century Salt is an indication of the esteem in which this quality seasoner is held by the good housewife.

For table, dairy or cooking purposes there is no salt "just as good" as Century. Sell it.

THE DOMINION SALT CO. Limited
SARNIA - ONTARIO

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

CLARK'S Canned Meats



W. CLARK, LIMITED
MONTREAL

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

MANITOBA
SASKATCHEWAN

*Wholesale Grocery Commission
Brokers*

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

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

MANITOBA

SASKATCHEWAN

ALBERTA

BRITISH COLUMBIA

To Manufacturers and Shippers

To take care of our agencies, we have competent sales staffs, offices and large warehouses at

Winnipeg
(Manitoba)

Regina
(Saskatchewan)

Saskatoon
(Saskatchewan)

Calgary
(Alberta)

Edmonton
(Alberta)

Vancouver
(British Columbia)

We are in daily touch with every Wholesale Grocer Jobbing House in the Provinces of

**Manitoba, Saskatchewan, Alberta and
British Columbia**

If you require SERVICE and RESULTS in marketing your products, communicate with us at any one of our offices.

Donald H. Bain Company

Wholesale Grocery Commission Brokers and Manufacturers' Agents.

WINNIPEG, MAN.

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

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES (CONTINUED).

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

C. S. Turner Co.
147 Bannatyne Ave. East
WINNIPEG
Manufacturers Agents
Excellent Storage, Forwarding and Distributing Facilities

THE Robert Gillespie Co.
MALTESE CROSS BUILDING
WINNIPEG
Importers, Brokers, Manfs. Agents, Grocery, Drug and Confectionery Specialties.
DISTRIBUTION & SERVICE
from
COAST to COAST.

W. H. Escott Co. Limited
Manufacturers' Agents
Wholesale Grocery Brokers
Winnipeg, - Manitoba
BRANCHES:
Regina
Calgary
Saskatoon
Edmonton
ESTABLISHED 1907

WATSON & TRUESDALE
Wholesale Grocery Brokers and Manufacturers' Agents
Have five men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.
120 LOMBARD STREET
WINNIPEG, MANITOBA

Trackage
Storage
Distri-
bution

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

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

McKelvie & Stirrett Co., Limited
Wholesale Grocery Brokers
and Manufacturers' Agents.
CALGARY ALBERTA
We solicit agencies for staple lines.

KINDLY MENTION THIS
PAPER WHEN WRITING
ADVERTISERS

BUSINESS AS USUAL After the Fire

OUR THANKS are due to the trade of Western Canada for the consideration they have shown us during the short delay caused by the recent fire.

NEW PREMISES, with ample accommodation and trackage, have been secured at 143 Portage Ave. E. This enables us to handle business with every dispatch.

NEW STOCK—Several cars of well-assorted stock of **CHRISTIE'S BISCUITS**, **ROBERTSON'S CONFECTIONERY**, and other lines, have arrived since the fire, and we are doing business as usual. Send us your orders. Mail or wire at our expense.

Fair Dealing Prompt Service Reliable Goods

SCOTT-BATHGATE CO., LIMITED
WINNIPEG

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

ONTARIO

White & McCart Limited

Always Buyers of
Apples, Beans, Potatoes
or Onions

Write or wire what you have.
We are open for one or two good
agencies — can give you results.
309-310 Board of Trade Building
TORONTO ONTARIO

Maclure & Langley, Limited

Manufacturers Agents
Grocers, Confectioners
and Drug Specialists
12 FRONT STREET EAST TORONTO

DRIED AND EVAPORATED APPLES.

Apple Waste and Chops, Specialties.
H. W. Ackerman
BELLEVILLE ONTARIO

Loggie, Parsons & Co.

Merchandise Brokers and
Manufacturers' Agents

Open for Agency for Ontario or
Coast to Coast. Best
References.

"We cover Canada 3 times a year."

Office 310, 32 Front Street West
TORONTO ONTARIO

Try **MANN & CO.** for
FANCY POULTRY
Roasting Chickens, Boiling Chickens,
Ducks, Geese, Turkeys.

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

W. G. PATRICK & CO. Limited

Manufacturers' Agents
and Importers
51-53 Wellington St. W., Toronto

WESTERN PROVINCES

Geo. Adam & Co.

Grocery Brokers and
Commission Merchants

We can put your goods on the
Western market successfully, as
we are in close touch with the
Western wholesale grocery
trade. Give us your line, and
let us produce results for you.

Chambers of Commerce, Winnipeg

W. G. A. LAMBE & CO. TORONTO

Established 1885
SUGARS FRUITS

If you want low quotations on
**Japan Tea, Raisins
or Tapioca**

Write us at once

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**WASTE
PAPER**
E. PULLAN TORONTO

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LIMITED**
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Buyers and Sellers of
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Grain and Provision Broker
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G. Gagne Grocery Broker
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We have a connection in Quebec City
and throughout the province.
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When writing advertiser kindly mention that you saw his ad. in this paper.

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

Try it out.

FORGETTING

One of the things we all do well is to **forget**.

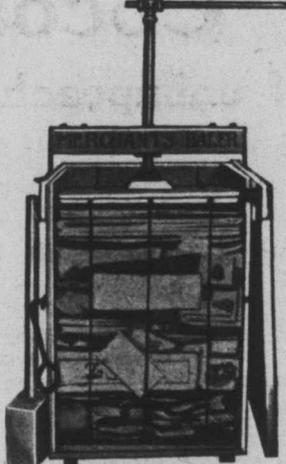
Names that were household words yesterday are gone to-day.

Because people knew your Name and your Line a year ago it is no sign they do to-day. They forget easily.

Keep yourself in the public mind by advertising. It is just as important to make old friends remember as it is to win new friends. Advertising does both.

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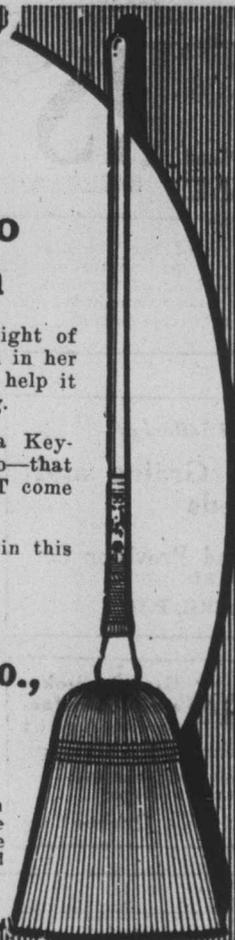


No.	Bale	Weight	Price
2	17x18x31	140 lbs.	\$21.00
3	18x24x33	160 "	25.50
4	18x26x36	175 "	27.75

"f.o.b. Toronto."

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

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A Pleasure to Sweep With

Let your customer feel the weight of the "Keystone" Nugget Broom in her hands. She will realize what a help it will be on a big day's sweeping.

Then assure her that, being a Keystone, it has got the quality, too—that is, the fine green corn will NOT come out or turn over at the ends.

Profit and satisfaction for you in this line.

Write for Prices, etc.

Stevens-Hepner Co., LIMITED

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

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TURN YOUR SLOW AND BAD ACCOUNTS into money. Every business and professional man abandons as hopeless, many outstanding dollars that should show in his cash drawer, or Bank Account. Every bookkeeper, credit man, collection manager or other employees who handle accounts, let GOOD dollars get away that should appear in larger profits for his employer, and increased salary for himself.

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We are NOT a collecting agency. Our method of adjusting bad accounts is DIRECT FROM DEBTOR TO CREDITOR. We handle no moneys.

If you have any bad accounts, you need us. Adjustment made in the United States and Canada. Write us for full particulars.

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Cocoanut of unimpeachable quality

—not the cheapest kind but a higher priced product of immeasurable superiority.

WE unhesitatingly guarantee the character of this cocoanut to be the very best obtainable. Back of every ounce of it is our quality standard maintained steadily over a period of 22 years.

DEALERS desirous of stocking something unusually good should get in touch with us. We'll ship promptly on request.

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

Write us to-day.

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The initial expense of installing a **Eureka Refrigerator** will be quickly repaid over and above by the money-making service it gives. The warm air flues across ceiling of cooling room connected with warm air flues at sides and ends is but one of the many exclusive features of the Eureka. Write for booklet.

Eureka Refrigerator Company
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One of the Chief Reasons Why "Red Rose Tea is Good Tea"

The increasing use of Indian Tea is due in no small degree to its good keeping qualities.

A good quality Assam Tea will show very little loss of either strength or flavor in nine to twelve months, while Ceylon Teas, lacking these keeping qualities, will often become stale and flat in half that time.

You have often had complaints of tea being weak and that "it doesn't taste like it used to." You will find that in almost every case it is a package of Ceylon Tea that has been complained of. You may not have had it in your store very long, but the tea has probably been a good while en route from the East—especially now in war time—and the tea has lost much of its flavor and strength.

In this respect the keeping quality of Indian Tea is a great advantage. We venture to say that you rarely, if ever, have such a complaint from Red Rose Tea, simply because it is composed largely of Indian Tea, especially Assams. These teas, blended with Ceylons, give the best combined results of flavor, strength, and keeping qualities, of any teas that are grown. The experience of the great London tea merchants has proven this beyond a question.

The above are some of the reasons why Red Rose Tea "is good tea" and why it has steadily forced its way to the front.

T. H. Estabrooks Co., Limited
Toronto



*Hang
this card
in your
store*

It will help to add still more force to the demand for the Colman and Keen Products.

Lithographed in handsome colors these cards are real eye-catchers. Each package is reproduced in facsimile.

Your customers know of the Colman and Keen lines. Who does not? One of these cards in your store will remind them of the fact that you are selling these quality products.

May we send you one?

MAGOR, SON and COMPANY, LIMITED

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**Moore's
House
Colors**

*Sold on an absolutely
returnable basis.*

**A splendid proposition
for every General
Merchant**

If you are a general merchant, if your store supplies the general needs of the community, you should stock Moore's House Colors—the paints of *guaranteed quality* and comparatively low prices.

To prove to you the selling possibilities of these popular paints, we'll send you a sample shipment of 10 gallon assorted sizes, including *House Colors, Floor Paint, Mooramel, Tile-Like, Sani-Flat and Muresco* (the best wall finish).

You run no risk of loss or customer disappointment—we sell on a strictly returnable basis. There are big profits in every sale of Moore's Paints, and come-back business, too.

Send for that sample shipment *now*.

Benjamin Moore & Co., Limited, West Toronto

Mention this paper when writing advertisers. It will identify the proposition about which you require information.

CANADIAN GROCER

Vol. XXXI.

TORONTO, MARCH 2, 1917

No. 9



British Trade Restrictions and Canada

Indications of the Way Lloyd George's Measures May Affect Canadian Trade —
Difficulties That Face the Importer—Tea Most Nearly Affected—London
Market Probably Closed to Buying—A Word of Caution
Against a Buying Panic.

SINCE the last issue of this paper there have been changes in the commercial situation of the world at large that present a situation that is fraught with the possibility of world-wide complications.

When Premier Lloyd George stood before the British Parliament and quietly told them, and through them the world, that the tonnage problem had reached such a pass that unless drastic measures were taken, this situation might well mean disaster, he gave voice to an opinion that is world-wide in its application. British tonnage only equal to the burden of carrying on the commerce of the Empire prior to the war had been reduced by a million tons devoted to the vital interests of Britain's Allies, and had been still further reduced by a ruthless undersea warfare.

Face to Face With Necessity

The familiar items of sea casualties that we read of from day to day have passed us by unmoved. We have not doubted the reserve supply of tonnage to cope with these losses. Now the Empire is face to face with the fact that there is no such reserve. That only by the most drastic curtailment can the Empire be kept from the verge of disaster. It is a sobering thought, and one that was needed to give weight to the far-reaching means that it is felt must be adopted to establish again a firm foundation of security.

It is well to think soberly on this point in order that we, with the rest of the Empire and the world, may face clear-eyed the possibilities that these restrictions may mean for us.

The Meaning of Restrictions

To the average person the fact that England has closed her doors to so many of the world's products means little. To the men whose business is done in these restricted commodities it means much.

No tea will be admitted except that coming from the British possessions, and this will be largely restricted.

Coffee and cocoa will be forbidden. The imports of salmon will be curtailed 50 per cent. Most fruits will be forbidden. These are but a few of the drastic prohibitions that may be noted, yet they touch us in Canada more nearly than we may at the moment realize.

Are Canadian Apples Affected?

Canada is an immense exporter of apples. This trade is prohibited. What will this mean to us? It may mean little to us or much, depending on how long the embargo remains in force. In this line of goods we are fortunately to a large extent beyond the shipping season. There is in Canada at the present moment probably some 75,000 barrels of apples that, barring this prohibition, would have found their way to the English market. There is in British Columbia a considerable quantity of box

apples that might under other circumstances also have been exported. Just what quantity of these may yet remain it is impossible to state definitely; fortunately the quantity cannot be relatively large. This was a year of unusually light crop, yet the export trade was a very considerable factor. It is to next year that we must now look, however. Next year should be a heavy crop. The probability is that by that time the need of such an embargo may have disappeared. If not, however, Canada will be faced by a serious situation. With the enormous export trade of Canada and the United States cut off, with a probable large crop it is not hard to judge the consequence. Apples will be cheaper for the consumer. Undoubtedly, so cheap, perchance, that they would not be worth the labor of harvesting. The consumers gain would mean a loss to the commerce of the country that would be a very serious factor.

In other fruits we would suffer little. The oranges and bananas and lemons, in which the trade will be materially curtailed, come to Britain mostly from Continental Europe and the adjacent islands, from Spain and Italy, the Canary Islands and other Eastern points. This suspension would have slight effect in this country. In the softer fruit, Canada has shipped some peaches and tomatoes, but this trade to the present has only been in an experimental stage, and its prohibition can cause no noticeable effect.

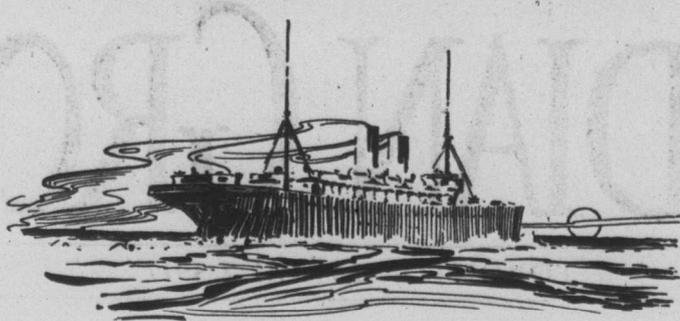
What the Curtailment of Salmon May Mean

In the curtailment of the salmon shipments 50 per cent., unquestionably a heavy blow to Canadian trade has been struck. All the salmon imported by Britain must of necessity come from the British Columbia or from the American canneries at Puget Sound and Alaska. This British Columbia export trade is a very considerable item, and one in which a reduction of one-half would mean real hardship to those engaged in the industry or directly or indirectly associated with it. At present there is hardly likely to be any particular hardship felt. To begin with, the shipping season is well advanced, and added to that the run of the year has been light, and a curtailment is, therefore, of no great moment at present. As in the case of apples, the possible effect would be to show a slight reduction in price. It is here again not a question of present conditions, but future prospects. There will be little hardship for some time to come, but should the restriction remain in force for any protracted period it would indeed be a different situation. This is the fourth year in the cycle of salmon runs, and, as everyone knows, is the year of the great run. It is practically an established fact that the catch of this year will be very large. This, then, is the point of danger, the possibility of the embargo still continuing until the coming season's run, and this is a possibility whose actual effects it has not yet been possible to estimate. It would mean cheap food for the consumer, too cheap unfortunately, and the consumer would get his food a trifle cheaper at the expense of a great mass of people, and it is from this angle that it is necessary to face the question. Moderate prices are all very well, but low prices—inordinately low prices—benefit no one. They are the sworn foes of general prosperity.

Cocoa in a Fairly Safe Position

Consider another item on the prohibited list—Cocoa. What will be the effect of the prohibition here? Once again it is impossible to give any idea that might even approximate the actual conditions.

The situation in this line of goods is apparently hardly as serious as in some other lines. A large amount of cocoa is the production of this hemisphere. Probably two-thirds of the cocoa used in Canada comes either from the West Indies, mainly from Trinidad, or from South America. The bulk of this trade is carried on neutral bottoms, and hence the restrictions would not have the effect of curtailing this trade. The larger part of



the balance of the cocoa used comes from Ceylon. In the case of tea, shipments from this source will be curtailed, but not entirely discontinued. It is probable, therefore, that the same conditions will prevail in the cocoa trade. But whether or not it is possible to get cocoa from this source and from Africa, it would, if the necessity arose, be possible to still further increase the importations from Trinidad and South American markets.

Such a disturbance of the usual channels of supply would, of course, have some effect on the industry, but those best able to understand the bearing of such conditions state that they are unable to foretell what the effect would actually be. There is a certain consolation in the fact that there are comparatively large supplies of cocoa in the country at present, and consequently there is the strong probability that some method of adjusting business to the changed conditions will be found before any change of system becomes a necessity.

Restrictions on Tea Most Serious Item

When it becomes necessary to speak of the effect of the restrictions in the trade in tea, one faces the most serious element, at least in its effect on Canada, and in this case there is every probability that it will be an immediate effect.

In the embargo foreign teas are entirely prohibited. This, of course, includes China and Java teas, the only foreign teas that need be considered, as Japan and Formosa teas are practically a negligible quantity on the English market. On January 30 of this year the holdings of these foreign teas in London were—Java 8,332,000 pounds, and China 17,476,000 pounds. This item has now been definitely cut off. Regarding teas from the British Empire, the mere statement is made that these will be restricted. On the question of what this restriction may mean hinges all the speculation as to the probable effect of these drastic measures. The holdings of Indian teas on January 30 amounted to 65,101,000; of Ceylon teas, 19,014,000, or a grand total of 109,923,000 pounds. This was the large surplus stock on hand

that Premier Lloyd George referred to in his speech as the reason for curtailing incoming supply. This seems, indeed, an enormous total, but it is below the total of the two past years; at the same date, 1915-16, there was a supply of 137,730,000, and in 1914-15, 117,663,000 pounds. Prominent tea wholesalers in Toronto are virtually at one in their opinion that this action

is meant to secure the needs of the British Isles and the army, and as a natural inference from this is the opinion that this supply will be conserved until such time as the reserves are so much increased by the imports still permitted from the Colonies that it is safe to continue business. In this way a great bulk of shipping that has been engaged in the foreign tea trade, along with some portion of the tonnage used in the import trade from British possessions will be released for other use. **Canada's Great Buying Market Closed**

The bearing of this as far as the Canadian trade is concerned is this, that the London market, the great exchange tea market of the world is closed to us. There may be some loosening of this embargo under exceptional circumstances. But this is not to be counted on.

What then is the situation facing Canada? We are unquestionably facing a possibility, indeed more than that, a probability of shortage, that may be serious in its effect.

Difficulties of Direct Importation

The casual judgment that we will have to import direct, overlooks the fact that the restrictions were put in force to permit the release of tonnage for other and more necessary work. It is evident then that if England has curtailed her own export trade, it is more than human to suppose that she would release this tonnage to enable direct importation. Even were such a thing possible it would involve immense difficulties. Tea can be imported from England in about three weeks time. It would take three months to bring it direct, for all India and Ceylon tea is handled first by steamers to Hong Kong and thence to San Francisco, by Japanese steamers. With the known freight congestion of the port of Hong Kong an import period of three months appears to be a moderate estimate. The point is this, that even if this direct supply can be arranged there will be an enormous depletion of reserve stock on this continent, before any adequate supply could be secured and consequently greatly increasing prices.

No matter which way you look, prices are apparently bound to increase. In tea like in other commodities, the actual

bearing of this situation will depend in the end on the duration of the British embargo.

Any Feeling of Panic the Great Danger

The strong probability, it is generally conceded points to increasing prices. To what extent these prices may increase depends largely on the actual buyer. Heavy buying to protect their trade by the merchant will unquestionably result in precipitating the very condition that they aim to avoid. Any show of panic in tea buying at this time is going to be the great element in price increase, while a reasonable attitude is more than likely to hold such increases to a minimum. After all these difficulties are problematical. Lloyd George himself stated that these restrictions were not absolute, and means may be found before the situation becomes too acute, of ameliorating it to some extent at least. In the meanwhile it behooves the retailer to buy with circumspection.

Only Temporary Cessation of Coffee Demand

W. S. Greening of the T. J. Greening Company, when spoken to regarding the effect that this embargo might have on the coffee situation, stated that he did not believe that it would materially effect the trade in Canada.

As he saw the situation, it is not a matter of a decrease in the demand for coffee, but rather a temporary cessation of buying on the part of the British Government. According to recent reports, he stated, there were some 900,000 bags of coffee in storage in London, of which some 300,000 represented contrabands of war. The British people being not among the heavy coffee using countries this amount would suffice for about 18 months consumption. In France there are at present approximately 3,000,000 bags of coffee in storage at Havre, Marseilles and Bordeaux. Of this amount some one million bags are the property of the Brazilian Government. It is estimated that the allied armies in the West consume monthly some 200,000 bags of coffee so it is evident that the amount of stock in France at present is capable of meeting

the demand from this source, as well as covering the demand of the civilian population of the other allied countries.

Will Conserve Tonnage While Excess Supply Costs

It would seem therefore that the idea is merely that with the great supply on hand the British Government can save for the period of approximately nine months the amount of tonnage engaged in this coffee trade. This policy having been adopted by the British Government it was not at all improbable he thought that the French and Italian Governments would follow the same policy, and thus relieve the tonnage problem by the amount engaged in the coffee business to those countries for a similar length of time.

If Brazil Can Handle Situation Prices Will be Normal.

This does not mean, Mr. Greening stated, that there would be any decrease in consumption, but only in purchase, and at the end of that period all these countries would once more be in the market for coffee. The problem then becomes one as to whether the Brazilian Government can arrive at some method for financing the crop until these buyers are again in the market. Unquestionably the Brazilian Government will adopt some measures that will tend to stabilize prices. Moreover, it has been suggested that the British Government might receive shipments from Brazil providing that they came in the German vessels already interned in Brazilian harbors. Were such methods to be adopted there is plenty of tonnage to handle the whole Brazilian crop. In any event the embargo comes at a favorable time, as the bulk of the Brazilian crop has already been marketed and the new crop is not due till August.

It isn't yet clear whether this prohibition applies to British Colonies. If it does not then Jamaican and Indian coffees may still be imported. If this is the case the prices of coffee from these sources will naturally advance, indeed, on the mere assumption that such may be the case Jamaican coffee has advanced one cent on the Jamaican market. This has a certain effect on Canada, as owing to the preferential duty with Jamaica, there

has been a tendency to increase the sale of Jamaican coffee in Canada.

British Tonnage Not an Item in Coffee Trade of Continent

As a matter of fact, Mr. Greening stated, the tonnage question does not very nearly affect the coffee trade of this continent, at least. Out of 700,000 bags afloat for New York, only 19,000 were on ships of British register, so the cancellation of tonnage could not to a great extent affect this industry.

It was difficult to state positively what would be the result of such measures upon the coffee market, Mr. Greening stated, but if the Brazilian Government was able to devise measures for protecting the coffee crop until such time as the Allied Governments were once more in the market for coffee, he could see no reason for any great fluctuation in price.

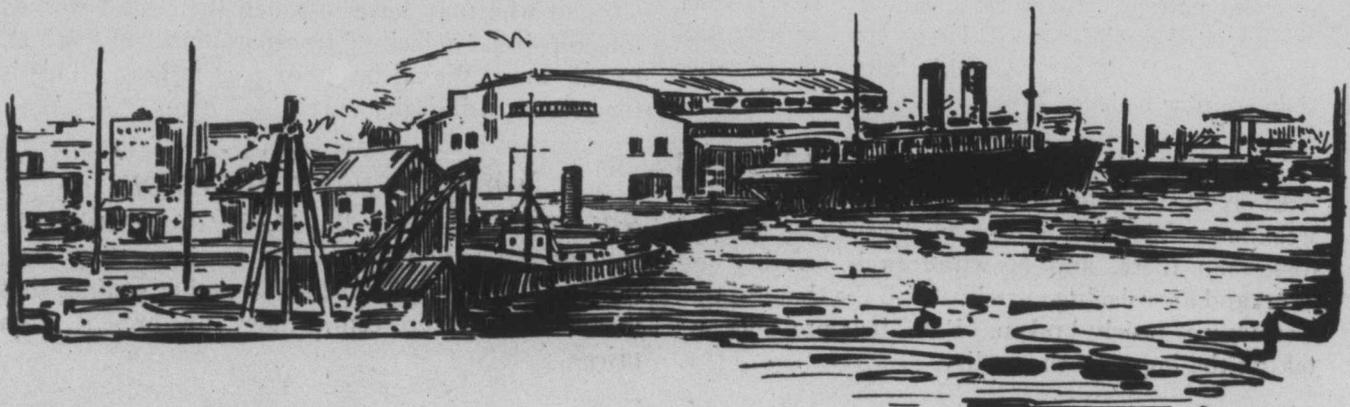
Sugar not Greatly Effected

Sugar while it is not directly noted in the embargo is indirectly affected by the curtailment of canned fruits, and similar commodities. It is pointed out that the pronounced shortage in the Russian and Argentine sugar crop, combined with a light Cuban output, does not leave an over supply on the market, and consequently even if there is some curtailment it may not be a bad thing. It is not expected that the British Government action will have any effect on the sugar prices.

Only Time Can Demonstrate Actual Effects

In the nature of things, the trade is at variance in their opinion on many of these points. It is largely a matter of personal opinion as yet as to what the actual bearing will be on Canadian trade. We have tried to outline the tendencies in the different activities affected. But it will be weeks, yet before these changes will have been stabilized, and it is actually known to what extent some of the restrictions are to be enforced, before the actual effect on the Canadian trade will be known.

In any event it is generally felt that such measures have not been taken unadvisedly, and whatever their effect, it must be the endeavor of all parties to meet them with the best of grace.



CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY, Limited

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Vol. XXXI. TORONTO, MARCH 2, 1917 No. 9

PRESIDENT WILSON is still looking for an "overt act." Some people are so hard to please.

* * *

IF FLORIDA persists in getting frozen up this way, the street cars will have to add a corollary to that land of sunshine stuff that so tantalizes the frozen strap hanger.

* * *

FOUR hundred women from the slums of New York, many of them with children in their arms marched to the City Hall crying "We Want Food for our Children." And this in a country of fabulous wealth, in a city whose extravagance has become a by word!

* * *

HERE is real self-denial for you. The legislative dining-room of the Ontario House announces that owing to the scarcity of potatoes, rice will be served as a substitute three times a week. The Premier and the Opposition leader have both dined on this new vegetable. But then they may like rice.

* * *

PROFESSOR Stephen Leacock of McGill University, is prophesying that a terrible famine threatens the world, and urging increased production, "if we wish to avoid national and world disaster." It is a voice crying in the wilderness. There are few who will listen. Yet Professor Leacock's fears may be truer than we now believe.

* * *

NO DOUBT Lloyd George's speech will be hailed with joy in Germany where it will be judged a sign of weakness. We on our part are hearing of internal dissension there, and of withdrawals on the west front and are solacing ourselves with the thought that Germany is nearly broken. Both, it is probable, are taking the hope for the reality.

POTATOES have reached unheard of prices and many remedies are suggested. The favorite is the embargo idea against shipments to the United States. We will do well to ponder that embargo question carefully before favoring it too strongly. It is a game that is not restricted to one party. Consider if the United States should put an embargo on Coal. How many days would it be before many parts of Canada would be crying for mercy?

THE PRICE OF ADMIRALTY

JUST as England and the Allies were more or less comforting themselves with the thought that, serious as the submarine menace might be, it had failed of its larger purpose, came Premier Lloyd George's statement. A solemn warning that the tonnage available was inadequate, not because of submarine activities, but because of the necessary demands of their allies, that to fail in meeting this situation might spell disaster.

With this calm statement facing the British people, and through them the allies, for on the British peoples now lies the burden of the war, there can be no misapprehensions, no idle nursing of a false security. The submarine menace might be met successfully by the Navy, yet there would still be a scarcity of tonnage that must be met. To fail in looking this in the face might leave the Allied cause beyond redemption.

"If blood be the price of Admiralty," it has surely been paid in full. But in this war no usual standards hold. Blood is the price and treasure and sacrifice, and it is sacrifice that Britain has now been faced with, sacrifices of the comforts of life as well as all else. The restrictions proposed that the price of Admiralty may be paid are startling and severe. They touch the comfort and the trade of the Briton. They reach out and lay their hands on all the Dominions beyond the Sea.

It is idle for us in Canada to stand aside thinking that we can escape the effect of these restrictions. It may mean cheaper prices in some things, it will assuredly mean vastly increased prices in others. In the main should it be long in force it will carry with it a great deal of suffering to many in Canada, as it will to other parts of the Empire whose market is cut off, and who may have to watch their hard worked for crops rot for lack of transportation. We are all in this war. We all have our part to bear. This is the price of Admiralty to us.

A REASON FOR HIGH PRICES

IN the columns of the *Weekly Ontario*, of Belleville, Ontario, appeared recently an interesting item relative to a shipment of fish from that section, that is an illuminating commentary on present high prices.

It appears that a catch of White Fish was made at Bath, some forty miles from Belleville. From Bath this catch of fish was shipped to Kingston, from there they were sent across the lake in bond to Cape Vincent, where they were frozen in the public refrigerators. They were then returned to Kingston and from there shipped to a dealer in Toronto. From Toronto they returned to Belleville to fill an order from a local merchant. In the interval this one shipment had traveled 400 miles to arrive at a final destination just 40 miles from the originating point.

Well traveling costs money, even for fishes. It is noted that the fish that brought the fisherman 7 cents a pound cost the consumer 17 to 18 cents. There you have one of the causes of high prices. Wasteful system of distribution.

RE-ENTER THE CHINESE EGG

CHINESE eggs have appeared in the limelight again. Four thousand cases of these eggs, which have been on their way to Seattle since August, 1914, have finally been released by the Courts of California. These unfortunate eggs have been condemned in San Francisco, by a large number of organizations and agencies as being unfit for food. An appeal recently heard by the Superior Court decided in favor of the importer of the eggs, on the ground that the condemning parties had no right to condemn. The importer is very anxious to get these eggs. Very probably they are not fit for food. That does not say, however, that they will not eventually become food. In any event the Chinese egg seems to be the particular sport of the courts. A shipment to Montreal of the same product kept the legal big-wigs of that City profitably engaged for some three years or more. Chinese eggs though they may not be good for the consumer, are certainly good for the lawyers.

THE HON. MARTIN BURRELL AND MARGARINE

ON Monday an Ottawa Civic deputation waited upon the Hon. Martin Burrell, Minister of Agriculture to urge the repeal of the embargo on Margarine.

The Minister received the deputation kindly, but frankly told them that he could hold out no hope of acceding to their request.

The Minister's arguments in opposing the change might be epitomized as follows:

Three successive Governments had gone on record as opposed to its introduction.

Butter was high in price at present and the product might lend relief, but were the deputation aware of the importance of the product that they wished to protect. Continuing, Mr. Burrell stated: "I do not think its importation would affect the price of butter now, but in the long run it would hurt the Dairy Industry."

He noted the increasing demand for Canadian butter on the British market something like 11 million pounds last year, and he urged the importance of maintaining this steady supply.

Oleomargarine had been introduced into every other country save Canada, but in every country there was excessive legislation and fraud. The whole effect on margarine makers would be to fraudulently sell their product as butter.

Doubtless The Hon. Mr. Burrell is a man of wisdom, else he would not be occupying his present position. But there have been times when his wisdom has been more apparent than in the arguments noted above.

That three successive parliaments had condemned the product for reasons best known to themselves, is hardly a conclusive argument. Many generations of men believed that the world was flat. That didn't make the belief a fact.

The importance of the Dairy interest to Canada is not questioned. But Mr. Burrell states that the introduction of Margarine would not affect the price of butter at this time. If not now, when would it be likely to affect that product. If men will buy butter at fifty cents a pound they are not likely to begin using Margarine when butter is 30 cents.

Exports had increased to Britain, the Minister stated, something like 11 million pounds this year. How is this an argument against Margarine? If there is more of butter used abroad, and manifestly not a normal supply at home, it seems reasonable to think that there is a place for just such a product as Margarine.

Margarine has been introduced into every country save Canada, he states, surely not a manifestation of the evil qualities of the product, but that the bulk of the world's populace has tried it and found it good.

In every instance the minister continues it has been accompanied by fraud and excessive legislation. No proofs are adduced to back this sweeping statement and it is a statement badly needing proof. The case of the product in England is an outstanding refutation.

The effect would be to make manufacturers fraudulently sell their product as butter. Tut, tut! Mr. Minister, why should a man be more criminally inclined in manufacturing one product than another. Maple Syrup has been fraudulently used, yet that is surely no argument against the product.

This idea of fraud is the back bone of every argument against Margarine. The fact of the matter is, that it has not the slightest bearing on the subject. If Margarine were a harmful product, there is a basis of argument, but the arguments brought forward by the gentleman who should be the best posted man on the subject still do not convince us that one small class should be favored at the expense of a whole people.

Dawn of the Housecleaning Season

Spells Sorrow to Men at Large, but Profit to the Merchant—Utilizing the Feminine Passion for Housecleaning—Plenty of Profit for a Little Pains—Some Serious Thoughts in a Frivolous Form.

THE B. J. Brown store was not particularly large in size. In fact it was about the average store that you will find in every community. But Mr. Brown himself has ideas that are bigger than his store, and he has a wealth of ingenuity in putting them across. Not that there is anything much new in featuring housecleaning goods. It is one of those things that a merchant just naturally does. Why? Well, because his customers are waiting for just that suggestion. Even the merchant who does not spend his spare moments in philosophizing, knows that a woman takes to housecleaning around the time that the first crocus ventures out, just as naturally as the swallows start south in October, or a Methodist parson starts to pack in June. It's one of the things that just takes the place of dolls and things of that kind. All women are subject to this fever, even

the best of them. Which is speaking from the standpoint of the householder rather than that of Mr. Brown.

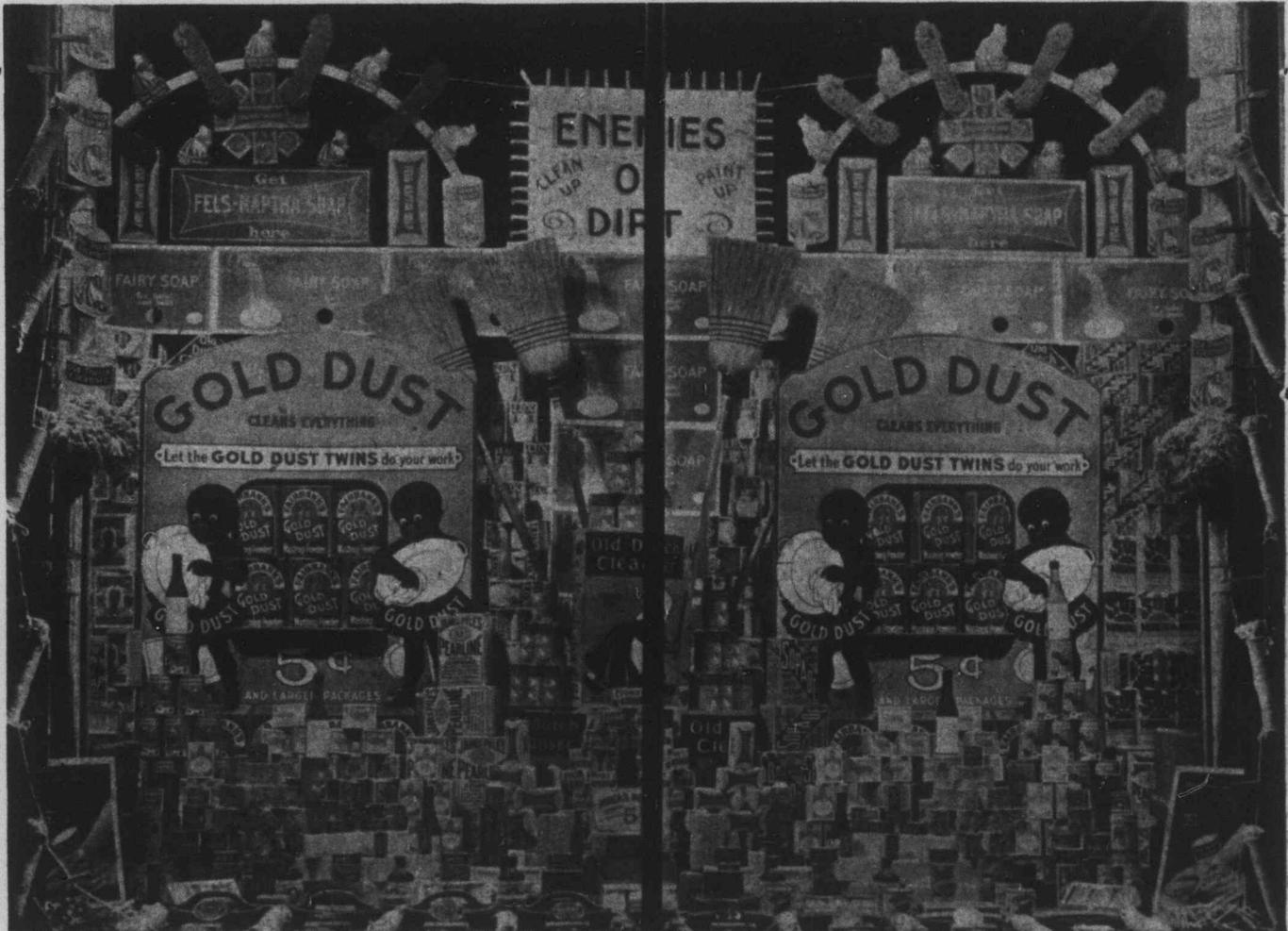
Capitalizing the Hated Housecleaning

Now, Friend Brown probably hated housecleaning time, just as much as you and I, dear friend. But just like you and I, he bowed to the inevitable, realizing that pounding your head against a stone wall is a profitless task, and profitless tasks were among those things that Mr. Brown did not cherish to his heart as a man will cherish a pilfered pencil. Therefore, as misery loves company, as everybody knows, Friend Brown set his traps to provide the company. He spoke to the feminine housecleaning passion. Not in words, be it understood. He went at it in deft and devious ways. He decorated his windows with every variety of thing that the ingenuity of man has invented to minister to

the housecleaning craze of women. A house built of soap as the central figure. The woman who hadn't housecleaned gazed at it with glittering eyes. The men whose wives had, looked at it, and thought how natural the soapy house looked. Little pyramids of cleaning powders formed the first line of trenches; behind that again were the second line trenches made of household ammonia, and as a main defence, a battlement of tins of lye and chloride of lime.

Millers and Moths and Microbes Defeated

The idea Mr. Brown sought to convey was that millers and moths and microbes, and other feathered folk, if they escaped the dangers of the first and second line trenches were sure to fall a victim before the last defence. Then, as a kind of paean of victory, there was a



A Fine Display of House-cleaning Goods Featured by Edward Van, Saskatoon, Sask.

variety of halo made of brooms forming a background. Perhaps a better simile would be the rising sun of cleanliness, for the brooms were arranged in a fan shaped array with the broom uppermost, just the way the sun looks, we are told by those inquisitive ones who get up early enough to look at it. This sun effect was easy enough to arrange with auger holes bored in a piece of wood at different angles. A simple trick, but it caught the feminine eye, always eagerly awake for a housecleaning suggestion. One would say they came in droves, had not that idea been rather monopolized by places of amusement, and savoring also a little too much of the barnyard. Suffice it to say that these dark devices proved availing and the customers poured in. Mr. Brown sold them brooms, and he sold them powders. He was grieved to learn that even the natural born housecleaner had not plumbed all the uses that could be made of many of the products; therefore he painstakingly instructed them, that ammonia not only was good for cleaning purposes, but that it softened water as well. That

Speed the Parting Moth

If you don't get rid of the moth, the moth will get rid of your carpets and curtains. Summer is the playtime for people, but the work time for the moth and the germ.

The Spring days are coming. Open the windows and let in the sun. But be sure that you let out the dust and the dirt and the moths and the germs as well.

Here are a few agencies to help.

- Powdered ammonia, an indispensable cleaner, per package c
- Sweeping powder, the ammunition for moths c
- Lye, the cleaner that gets the germs, per package c
- Chloride of Lime, a natural household disinfectant c

B. J. BROWN
17 Main St.

lye, as well as cleaning pots and pans, had a wonderful way with it in regard to reluctant drains, and that in fact it had a multitude of uses if one was careful to use it externally. If by any chance in the passion for cleanliness one overlooked the external part, Mr. Brown pointed out that a pleasant little antidote was carefully printed on the wrapper.

In every way known to human ingenuity, Mr. Brown brought these articles to the attention of the housekeeper. And the housekeeper bought. Under his careful tuition and that of his clerks, she bought things she had never tried before, and she liked them and came back for more. There is no use questioning that fact; these goods are saleable and Mr. Brown sold them. He harped on the thought that the moth and the microbe never sleep. His information on this point may have been wrong, but no one challenged the statement, so it was thoroughly successful. Anyway, it sold goods and it got him the companions in misery for which his soul hankered.

(Continued on page 34)

Campaigning Against the Household Pests

THE time for the Spring Campaign approaches. Soon the double windows will be off, and the sun will be warm and bright. You will be thinking of cleaning then. After the long months that the house has been closed, it will need it, no matter how good a housekeeper you may be.

See that you have your ammunition ready. Be prepared for the Spring drive against the moth and the germ.

Here is the ammunition to help you to success. Lay in your supply now:

Powdered Ammonia

Softens the water and eases the work of rubbing the floors and furniture. Blank brand, .. cents per package.

Sweeping Powder

Why sweep in clouds of dust when you can prevent it by the use of a little sweeping powder? Use it on the floors, rugs and carpets. Large can, .. cents; small can, .. cents.

Chloride of Lime

Nothing better for the closet or for sweetening drains. Every home should always have a supply on hand—one of the finest chasers of disease germs known, and the price of a tin is small, only .. cents.

Liquid Ammonia

Some prefer the ammonia in liquid form. Simply moisten the cleaning rag with it and it's ready for use. A good-sized bottle for .. cents.

Sink and Bath Tub Cleanser

You know how hard it is to get the dirt off the sides of the sink and bath tub. Blank brand is a powder which does the work with the least amount of rubbing. Per can, .. cents.

Lye

Another fine disinfectant is lye—there are few houses which do not keep a plentiful supply on hand. It will take up grease and other dirt from the floors as quickly and easily as anything. Per tin, .. cents.

Furniture Polish

To make the chairs, tables, window sills and other furniture, clean and bright use Blank Brand. Just rub it on with a clean cloth and it will produce a bright shine like new. Per bottle, .. cents.

Metal Polish

For shining up the brass knobs on the buffet and other furniture, a good metal polish is necessary. Try _____ Brand—it is recommended for pots and all metal fittings about the house. Per bottle, .. cents.

Brushes and Brooms

Did you ever think how much time could be saved the year round by brushes that get behind and under the stove and the radiators, and between the spokes of the broom? Why not make your work lighter? A full supply to choose from.

Soaps

Of course you will not attempt housecleaning without a good supply of soap. It is the ever reliable. We recommend _____ at .. cents per bar.

All these lines have been tried and tested. Select your requirements at once from a full stock.

B. J. BROWN

17 Main Street

Phone 75

The Market Basket Store

How One Merchant Faced the Problem of Delivery, By Obtaining the Customers' Co-operation—Taking the Cost of Delivery Off the Goods Enables Cheaper Selling—An Argument That Has Proved Successful — Some Other Instances Noted

THE cost of delivery and the cost of credit are two of the items that bulk large in the cost of doing business with every grocery store. The delivery problem is one that is particularly serious, and one also that entails an expenditure entirely out of proportion with the service rendered. A newspaper writer recently noted the delivery rigs gathered about one little square of dwellings. There were thirty of them all told. Thirty different deliveries, doing the work that might have efficiently, perhaps more efficiently been done by one. This is not an isolated case. There are none of us who have not at some time or another noted something of this sort. Taking this particular case, it is an obvious though rough conclusion that the deliveries to this block of houses were costing each merchant just thirty times as much as they should have cost. This extra cost has of course to be born by the goods sold, and is one of the pronounced causes for the ever increasing cost of goods.

The Waste in Overlapping Deliveries

There have been a number of methods attempted to do away with this overlapping service, and other abuses that have grown up around the delivery system but all of them entail a certain amount of co-operation among the different merchants, a condition that with the keen competition of the present day is not easily obtained. Where the most successful of these methods are in force, the central delivery system, there is required not only co-operation but a very considerable amount of organization that while it may be desirable, is not always easily obtained.

Of recent date, however, individual merchants have been thinking on the question and in some instances this thought has led to some method of overcoming the difficulty that in the individual case at least has proved satisfactory.

A Cash and Carry Store

John R. Wilson of Niagara Falls Centre has faced this question and has worked out a solution that in his case has proved an unqualified success. Mr. Wilson has overcome the difficulty in this case by entirely eliminating the delivery system. Of course the delivery of goods has come to be a service that

the patron of a store has come to look upon as a right rather than an added service. There must therefore be some consideration to induce the customer to look at the matter from a different angle.

It is probable that very few buyers ever consider that the delivery of their goods actually costs money and that money they are actually having to pay with the cost of their goods. There is very little object of even calling the matter to their attention in this way, for the average housekeeper is so obsessed with the idea that the grocery store is a very profitable variety of gold mine that to tell them that they were paying for their delivery would at once lead them to the conclusion that the grocer was a new and very vicious kind of highwayman.

Laying the Emphasis on the Lessened Price

Mr. Wilson has met this difficulty by not laying the emphasis too heavily on this point, but rather by making a feature of lower prices. His investigation has proved to his satisfaction that his cost of delivery under the method formerly adopted actually amounted from 8 to 10 per cent. There are some grocers who say delivery cost would hardly figure out this high; there are on the other hand many city grocers who must figure on that amount at the very least. "If I can eliminate this item," thought Mr. Wilson, "I can afford to sell at least 8 per cent. cheaper and yet maintain the same margin of profit."

The result was the basket store. Under this system Mr. Wilson does a strictly no credit no delivery business. The customer calls for and takes the goods, paying for them at the time of purchase. To facilitate the doing of business with the greatest amount of speed and no additional help, for this is an item where the customer is on hand, the goods are carefully arranged on the shelves, and every single article in the store is plainly marked with the price for which it is sold. And this price is an attractive figure, for Mr. Wilson actually does give his customers the benefit of the reduced cost in doing business. Therein lies the reason for the success of this venture.

How the Telephone is Adapted to the System

Does not this system do away with the benefit of the telephone, one of the effective selling methods of modern times? Mr. Wilson has not found this to be the case. His customers realize that he is actually giving them goods at lower prices and as a result, are quite willing in return to do their own deliveries. They phone their orders as much as they ever did. But they know that cash and no delivery is the principle of the store and so the children are sent to bring the goods home, or the husband coming home from work drops in to pay for the goods and carry home the parcel. How well the customers have taken to the idea is evinced in one interesting item. There is a hardware store next door, and this store has during the winter sold twice as many sleighs

GROCERIES



Market Basket Store

One Price to All

The success of our GREAT CASH GROCERY is the one price to all, and when you buy from us, you get the best quality groceries procurable, no old stock as it is all this season's pack. We buy for cash and sell for cash, so you get the benefit. Try us and we will prove it.

GROCERIES

Butter, Pasturized Creamery, lb.	49c
Eggs, strictly fresh, doz.	58c
Sugar, best granulated, 12 1-2 lbs.	\$1.00
Campbell's Soups 2 tins	29c
Pork and Beans, size 2, 2 tins	27c
St. Charles Milk, family size, 2 tins	23c
St. Charles Milk, small size, 2 tins	11c
Silver Cow, condensed, 2 tins	31c
Eagle Brand, condensed, per tin	17c
Lima Beans, per lb.	11c
Snaps, per tin	13c
Our Coffee at 35c a lb. is a winner.	
Noodles, Warners, pkg.	9c
Flour, bread or pastry, 24 lb. sack	\$1.25

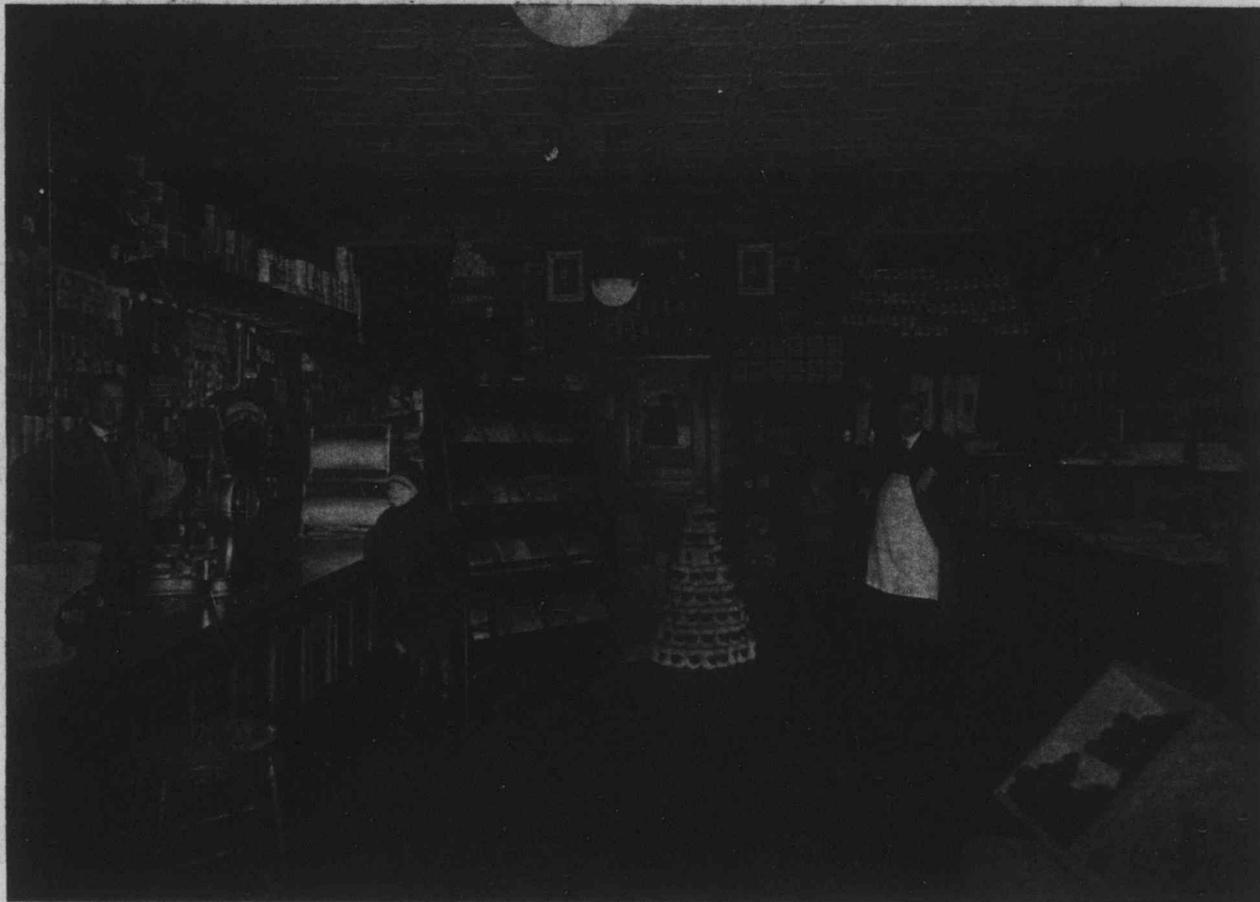
FRUITS AND VEGETABLES

Oranges Navels, per dozen	25c, 30c and 35c
Lemons, California, per dozen	30c
Apples, fancy table, per dozen	40c
Onions, per lb.	6c
Turnips, 4 lbs.	10c

We do not advertise Saturday bargains only, our prices are the same every day, subject to market changes.

John R. Wilson

461 Victoria Avenue.



Interior of the Market Basket Store of J. R. Wilson.

as ever before in its history. In other words the customers are developing their own delivery system. Surely a beneficial result.

The Customer Delivery System a Success

But what about the actual success of the scheme? Have the people generally taken kindly to it? The answer is an emphatic yes. This new system was adopted on September 1916. Since that time Mr. Wilson has not only kept pace with the business done under the old credit and delivery system, but has actually increased that business to an extent that it is hard to credit, a certain indication that there are a great many people to whom the price of things is the all important element in a stores service.

In this connection might be noted some other instances of this system. A Niagara Falls, New York, store has added to this system to the extent of providing market baskets which are sold for five cents each, this amount being returned when the basket is brought back.

The Cafeteria Store

A still more striking modification of this system is in operation in a little town in Kansas. This is what is known as a Cafeteria store, and takes its model

from the continental wide popularity of the serve self system. Here the customer enters by one door provides himself with a basket, and takes from the shelves and counters such goods as he may require; such goods being conveniently packaged and plainly priced. In leaving the store the customer passes the office where sits the proprietor the only person connected with the store. Here the goods are checked over and the amount paid after the approved fashion of the quick lunch.

We do not know that these methods are suitable to the trade in general. There is something bizarre about this system of store keeping that might not appeal to the average shopper, but at all events the system adopted by Mr. Wilson has none of these bizarre touches. Moreover it has proved itself successful. It may not appeal to you as a possible method for conducting your particular business, but at least it is an interesting instance of what may be done to meet one of the outstanding difficulties of successful store keeping, and is therefore unquestionably worthy of consideration.

The annual meeting of the shareholders of the Dominion Cannery, Ltd., will be held in Hamilton on Wednesday, March 7.

ONTARIO GOVERNMENT WILL ESTABLISH A BUTTER GRADING STATION

One matter that was strongly urged at the recent Produce Convention in Montreal seems likely of fulfilment in the near future. In the supplementary estimates of the Ontario Legislature there is a provision for the expenditure of \$75,000 for the producing and marketing of butter by grades. It is planned to adopt the system at present in vogue in Western Canada. A central grading station with cold storage facilities will be established and operated by the Department of Agriculture, and creameries will send a sample of each day's churn to this station. There it will be tested by the department's experts who will indicate the grade of the output for the day. It is not intended to make the grading compulsory for a time, but it is expected that after the hearty endorsement given to the proposition by the Produce Association that the creameries will realize that it is in their own interest to have such an inspection, as they may expect to receive better prices for goods that show a high standard under this Government inspection. The latest word on this subject is that the actual decision on the matter is indefinitely postponed, but even to have gone this far is a forward step.

Importation of Tea Shut Off

Closing of Colombo and Calcutta Exchanges Have Had the Effect of Shutting off Shipments to London—Canadian Tea Importers Unable to Get Indian and Ceylon Teas—Prospect of Higher Prices

WHAT amounts to almost a total embargo on the shipment of Indian and Ceylon teas from the producing areas to London has become effective through the closing of the Exchange Banks of Colombo and Ceylon. By this means the exports from those countries have been practically shut off. This has affected the Canadian tea markets because the bulk of the tea used in this country comes from India and Ceylon by way of the London tea auctions. The Exchange Banks have been closed in those countries for some weeks now. In the meantime, tea has advanced in the neighborhood of 10c per pound, with the possibility that it will go still higher. There has been very active trading in tea with available stocks in the hands of Canadian tea merchants. When there will be additional supplies of tea come forward is a question for the future. Officials of the Exchange Banks in India and Ceylon state they hope the difficulty will soon be cleared up and that export will be carried on again as usual. The Exchanges have been closed since the first week in January and still remain closed. In the meantime, some Canadian tea importers have cabled for a price on tea to ship by way of Hongkong and the Pacific to Vancouver. They have been advised that the brokers in Colombo and Calcutta would sell only at an open price. Shipment by this route would take in the neighborhood of thirteen to fourteen weeks in the ordinary course of shipment. With freight congestion already acute at Hongkong, there would in all probability be considerable time elapse before tea could be brought in over that route. In a statement by the representatives of the Exchange Banks of India and Ceylon to the Ceylon Chamber of Commerce, the position and difficulty was outlined as follows:—

Banks Explain Situation

“Colombo, January 8, 1917.

“The Chairman, Ceylon Chamber of Commerce, Colombo.

“Dear Sir,—In view of the difficulties which have arisen in connection with the finance of exports from the colony, it appears desirable that the Exchange Banks should make a brief statement to you of the present position and ask you to be good enough to place it before the members of the Chamber of Commerce.

“You are aware of the announcement

made by the Secretary of State for India on 14th Dec., that until further notice Council drawings on India would be restricted to a specified sum each week. Prior to this announcement, the banks financing the export trade of India and Ceylon had been able to obtain in London, through the medium of Councils, remittances to India to an unlimited extent. Their requirements during the past few months were abnormally heavy chiefly owing to preponderance of exports over imports, and their operations have now been seriously hampered. The effect has been felt acutely in Ceylon, where the power of the banks to sell on London against their purchases of sterling bills is very limited. Normal conditions can only be restored when it is possible for the Indian Government to permit a free flow of Councils as formerly. Meantime a conference has taken place in Calcutta between the Finance Minister and the banks, when the Government's position was explained. The Government's action in restricting the sale of Councils was shown to have been unavoidable and the Finance Minister stated that as soon as practicable the restriction would be removed. He and the banks were in entire agreement as to the absolute necessity of curtailing commercial operations during the present difficulties, and it is the desire of the Exchange Banks in Ceylon to point out that export trade will require to be restricted within the narrowest limits and that negotiation of bills representing new business will have to be suspended.

Fresh commitments should therefore be avoided. It is also necessary that estate finance bills should be reduced as far as possible.

The banks rely upon the co-operation of the commercial community on the foregoing lines, until the present disabilities are capable of adjustment.—We are, yours faithfully.

“For the National Bank of India, Ltd.,

“(Signed) E. H. Lawrence, Manager

“For the Chartered Bank of India, Australia and China,

“(Signed) M. Morrison, Agent.

“For the Hongkong & Shanghai Banking Corporation,

“(Signed) W. R. McCallum, Agent.

“For the Mercantile Bank of India, Ltd.

“(Signed) F. H. Yeats, Manager.

Production of Tea Large

The Indian and Ceylon teas have almost entirely captured markets of United Kingdom and are gaining ground in Russia and America. While the price of tea has taken a big jump, it is apparently not through any shortage in the tea crop. Messrs. Brooke, Bond & Co., London, one of the largest London tea houses, in their annual review of the tea situation, state that the world's output of tea for the year 1915-16 surpassed all previous records. India, Ceylon and Java, it is stated, have produced 100,000,000 pounds more than during the previous year. In the United Kingdom, during the year 1915-16, the amount of tea imported for home consumption was 304,177,200 pounds. This was less than was imported for the year 1914-15, when the amount was 314,491,767 pounds. But to the consumption in 1915-16 must be added 30,354,116 pounds of all growths cleared from bond for the use of the British troops on the continent, making the total 334,531,316 pounds. For the year 1914-15 the troops on the continent consumed 14,188,845 pounds, which brought the total for that year to 328,680,612 pounds.

Percentage of Indian Teas Large

The percentage of teas consumed in the United Kingdom during 1915-16 was as follows: India, 62.62 per cent.; Ceylon, 24.86 per cent.; Java and other countries, 9.55 per cent.; China, 2.97 per cent. The consumption in the United Kingdom for the year 1914-15 show that Indian teas formed 57.98 per cent.; Ceylons, 28.66 per cent.; Java and other countries, 9.27 per cent.; and China, 4.09 per cent. From this it will be seen that the proportion of Indian teas were larger than Ceylon, and that China teas consumed decreased by almost one-half.

United States Consumption

The United States is more of a coffee-drinking country than Great Britain or Canada, as will be seen from the amount of tea consumed there. Imports of all teas into the United States, however, show a considerable advance during the year 1915-16. Up to July 1 of last year the total imports of tea into that country amounted to 109,865,179 pounds. The greater part of this was Japan and Formosa teas, over 52,000,000 pounds being imported from those sources. India and Ceylon teas to the

(Continued on page 34.)

Florida Frost Proves Serious

Tomato Crop Wiped Out—Will Have to be Replanted—All Early Vegetables Suffer Serious Loss—Many Young Orange Groves Entirely Destroyed—Louisiana and Georgia Also Suffer

THE Florida freeze, reported two weeks ago, appears to be developing into a more serious affair than was at first anticipated.

According to the latest United States Governmental report on the subject, practically all the more tender truck crops, such as peppers, tomatoes, egg plant, cucumbers, beans, and peas, are practically a total loss. The cabbage crop is damaged to the extent of 50 per cent. Celery has been seriously affected, but the actual extent of the damage is not known, and hope is held out in some quarters that the bulk of this crop may outgrow this damage, though the two great celery centres, Manatee and Sanford, report a 40 to 50, and 50 per cent. damage respectively. A good deal of celery being still protected by bleaching boards, escaped serious injury.

From Hastings, Florida, the first large early potato section, comes the reassuring news that the damage there has not been very extensive. The crop that had just begun to show was cut to the ground, but it is thought that the plants will recover from this damage without the necessity of replanting, though some places where the crop was further advanced this will be necessary. In every case, however, the crop will be set back considerably. In the truck sections this setback is of a very serious nature, as it will mean a delay of six weeks, all the plants having to be reset. This will bring the crop on that much nearer to the Mississippi and Tennessee deal, a very serious matter for the Florida grower, though it will probably result in cheaper produce for the consumer in this country.

The whole East Coast section from which the February, March and April shipments are derived, has been practically destroyed. One large brokerage house on the spot states that the loss will run from 90 to 95 per cent. This crop, of course, is being replanted. This, however, leaves the market bare for some six weeks, except for such shipments as may arrive from Cuba, which cannot hope to meet the demand. The situation has been still further complicated by the discontinuance of the Ward Line service between Jacksonville and Nasseau. This service, which used to be tri-weekly, has been discontinued by the company on account of what they describe as the recent developments in the international situation. How these

developments would affect steamships plying these quiet waters it is hard to see, but its effect is to cut off a large supply of tomatoes that have formerly come from that source.

The effect of the frost on the citrus crop has been variously estimated. In the northern sections of the State it is admitted that the damage has been severe. In many instances, young groves were so badly injured that they will have to be cut down and rebudded, or, in some instances, entirely replanted. In the southern section the damage, while not so extensive, was in some instances quite severe. It is not expected that there will be a heavy shipment of frozen oranges, as the fruit was so badly frozen that it has softened and dropped from the trees, and only fruit from untouched groves will be available for shipment. The grapefruit crop was not

as seriously affected owing to these trees not being as sensitive. While the trees themselves have not suffered to any extent, the fruit has been considerably affected and has softened and dropped from the trees.

The result of these conditions is that there will be a marked decrease in the fruit available for shipment and as a result much higher prices are probable.

Other sections of the South have also suffered considerably from the prevailing cold wave. Reports from New Orleans state that from 50 to 60 per cent. of the vegetables in that section have been destroyed by cold, and southern Louisiana is quite a heavy shipper of these goods, as well as strawberries, to the Canadian market.

Reports from Georgia indicate that there has been a considerable loss in the peach belt there. The Fort Valley and Marshallville section have escaped injury, but all other sections have suffered from 30 to 40 per cent.

The severe cold spell that has effected all the South during the past month will have the effect of materially delaying the shipments of all early vegetables and fruit and will also have a strong tendency to render them higher in price.

Potato Prices Will Likely Decline

High Prices Work Their Own Cure — Stocks Becoming Easier—Merchants Urged Not to Aggravate Matters by Excited Buying.

AMONG all the food products that have made phenomenal advances during the coming year, potatoes stand at the head of the list. They have been advancing ever since the product was first harvested, and of recent date they have climbed to heights that the producers' wildest hopes had never equalled. At present, practically famine prices prevail, and there has been a tendency to revert to the old methods of boycott, that, according to newspaper reports, proved successful earlier in the season.

A CANADIAN GROCER representative called on Mr. Nelles, of the New Brunswick Potato Exchange, to learn what were the circumstances governing these phenomenal prices, and as to whether any relief could be expected.

In outlining the present situation, Mr. Nelles stated that he did not believe that there was more than 7 per cent. of the crop of New Brunswick yet to be marketed. The Prince Edward Island potato situation was somewhat more hopeful, though it was impossible to discover just how much stock was still available there. British Columbia and Alberta, he stated, had marketed the

bulk of their crop, and what remained was still in pits and would not be available for a month or more yet. This being the case, there did not seem to be on the surface any great hope of easier prices.

Mr. Nelles stated that the newspapers in the larger centres in campaigning against the potato dealer with so much violence and so little knowledge, had in reality defeated their own ends. The Eastern growers, hearing of these investigations and general difficulties, had come to look with suspicion on these larger markets, and consequently they had looked for and found a market in the United States.

Therein lay one of the great causes of scarcity. The export to the United States was a big item, as was also the evaporation of potatoes for the French army, that amounted in one factory alone to ten tons daily.

The only bright spot that Mr. Nelles could see was the fact that such prices had always a tendency to correct themselves. Already more potatoes had been coming in from Ontario points than anyone had believed existed. The present high prices may induce the loosening up

of present holdings and thus have a lowering influence, or, on the other hand, the farmers may themselves become panicky and believing that the top has been reached, hurry to unload their supply. This, of course, would have a depressing effect on price.

At present the Toronto prices for ordinary potatoes are \$4.25 per bag, whether in one or ten car lots, while Delaware, the New Brunswick potatoes, bring \$4.50 to \$4.75, with the emphasis on the latter figure.

These prices seem to be entirely out of keeping with the trend of other markets at other points. These Toronto prices are nearly a dollar higher than in the markets further east. There is no justifiable reason for this condition. Unquestionably there is yet a large supply of potatoes in the country. The end of their marketing season is getting near. It is expected that the curtailment of buying will remedy the situation. In any event if he does not unload the farmer will eventually be found with comparatively large stocks on hand, with prices showing a tendency to toboggan.

Indiscriminate buying will only tend to force prices still higher. The CANADIAN GROCER is confident that prices have reached their limit. That a decline is to be expected any time, and that when the stock available in the West reaches this market, prices may be expected to revert to normal.

IMPORTATION OF TEA SHUT OFF

(Continued from page 32.)

extent of 34,000,000 pounds, and China teas about 20,000,000 pounds were imported.

Tea Loss from Submarines Light

While the production of tea during the past year has greatly exceeded that of the previous year, nevertheless consumption has kept pace with production. For some years past consumption and production have kept fairly well in equilibrium. The increased consumption during the past year has been accounted for from the fact that the quality of the crop has been good. The heavy crops have not at any time overstocked the markets because of the difficulty of transit, both from the gardens to the ports and from the countries of production to those of consumption. There has been no scarcity of tea, and although the ships have had to pass through waters infested with submarines, comparatively little tea has been lost. The only shipment that failed to reach its destination was some 2,000,000 pounds of Ceylon tea on board the Clan Campbell, sunk by a submarine in March, 1916.

Prospects for 1917 Crop

The Indian crop of tea for 1915-16 is stated by Messrs. Brooke, Bond & Co.

to be 55,500,000 pounds in excess of 1914-15. The quality of the crop was stated to be of only medium quality. From present indications it seems that the 1916-17 crop will be smaller than that of 1915-16, and shipments will in all probability show a considerable reduction owing to freight difficulties. The reduced number of ships available for the carrying trade has already had this effect and large quantities of tea are waiting for shipment both at the gardens and also in the warehouses at Calcutta and other ports. Ceylon produced a somewhat smaller crop in 1915-16 than in 1914-15. The quality of the Ceylon crop was on the whole good.

Big Increase in Freight

Indian merchants are stated to be in a better position than those of Ceylon, so far as freight charges go. Through an agreement with the shipping companies five years ago, Indian tea merchants have been enabled to bring their tea to the London market at a cost of \$11.25 per ton. Ceylon merchants, on the other hand, have had to pay rates which have gradually risen to \$61.25 per ton. The average price of Indian and Ceylon teas on the London market is generally about the same. Indian growers have consequently had a big advantage in price during the year. The five-year shipping agreement expires in September of this year.

Consumption of Tea in Canada

The amount of tea consumed in Canada in 1916, which came by way of London from India and Ceylon was as follows: Indian, 8,964,855 pounds; Ceylon, 1,181,256 pounds. In the instance of both teas this showed an increase over the year 1915, when the amount consumed in this country was 6,134,657 of Indian and 1,130,160 pounds of Ceylon. Everything points to a firm situation in teas for the year 1917. While the prices locally have advanced, it is stated by importers they have not advanced in proportion with the advances in the primary market in London, where the cheapest tea that was sold in that market at recent sales was 30c per pound. Laid down in this market the cost of this very cheap tea would be in the neighborhood of 33c per pound.

Teas Are Prohibited

Since the above article was written, Premier Lloyd George has announced that the importation of teas into the British Isles would be prohibited. This action by the British authorities was anticipated in the action taken in cutting off exchange with India and Ceylon and which is here given as the reason for the acute situation in tea at the present time. The prohibition of the import of tea into Great Britain will all the more effectually shut off the secur-

ing of teas for Canada through the London auctions, although the situation was in effect caused through the prior action which is here described in connection with the Indian and Ceylon tea markets.

DAWN OF THE HOUSECLEANING SEASON

(Continued from page 29)

A Serious Thought in a Frivolous Strain

Perchance this is too frivolous a strain in which to deal with a serious subject. But the story is actually this, that Mr. Brown did feature housekeeping goods about the time of the first crocus, and that he did display and instruct his customers in new and varied uses for them, and that the customers did not only come and see, but they also purchased, and at the end of the week Mr. Brown had amassed a total of sales on these lines of goods alone that delighted his heart and brought him to the conclusion that housecleaning was not the curse he had formerly thought it, but a national institution that should be heartily encouraged.

There is a great demand to be met, and Mr. Brown or another is going to meet it, and the man who meets it most promptly with the readiest invention in the matter of display and salesmanship is going to reap a rich harvest, and when he shakes down the furnace late Saturday night, he will shake a weary hand but a light heart, and a fixed conviction that there is something in the housecleaning idea after all.

WANT BETTER HOTELS

The Northwest Commercial Travelers' Association have, with the co-operation of other representative associations in Calgary, now completed the draft of a bill regarding improved hotel accommodation in the smaller towns of the province and it will be laid before the Provincial Legislature by delegates who will be proceeding to Edmonton shortly.

The draft of the bill has been submitted to the Hon. Duncan Marshall and was favorably commented upon by the Minister. He congratulated the travelers upon the way that the proposed bill had been drawn up.

At a luncheon of the travelers and the representatives of the different organizations who are co-operating, it was pointed out that there was no attempt to dictate to the Government, but the bill was being put forward in concise form as a suggestion as to how improved hotel accommodation might be effected.

The proposed bill was unanimously agreed to by the various representatives present at the luncheon and this will be presented to the Legislature.



CURRENT NEWS OF WEEK

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



Maritime Provinces

W. G. Irving, Moncton, N.B., has sold his grocery business to J. C. Mitchell.

Quebec

F. J. Hayward, general fish broker, Vancouver, B.C., was expected in Montreal this week on a business visit.

Armand Chaput of Chaput Fils et Cie., Montreal is recovered from his recent indisposition, and back at the helm of business.

W. A. Craven, who represents Chase and Sanborn, the coffee merchants in the Maritime Provinces was a business visitor to headquarters in Montreal this week.

H. D. Marshall Commission Agent of Ottawa, Montreal and Halifax, paid a visit to his Montreal Offices last week.

D. McDougall of the Lake of the Woods Milling Co.'s. staff in Montreal was absent from his accustomed place this week owing to indisposition.

J. A. Padgett, formerly of the Robin Hood Milling Co.'s. sales office staff in Montreal is now developing a successful business in his hometown Lindsay, Ontario, with his brother-in-law James Robertson under the firm name of the Imperial Grain Produce Co. Montreal friends of his note with satisfaction his business progress.

The report from Ottawa sources to the effect that there was danger of a famine in fish and fish products has been smiled at in Montreal. According to one well known expert there was never any danger of a fish famine in Canada, and never should be. There may be shortage of some lines, but generally there is a good supply of all fish and with the advent of spring, new sources of supply will be opening up, and the trade can depend on their wants being looked after.

Ontario

Charles E. Potter has resigned from the managing directorship of the City Dairy, Toronto.

C. A. Wedge, grocer, Blenheim, has sold out to Wm. Webb, of Rondeau. Mr. Webb was formerly in business in the Canadian West.

E. B. Thompson, 20 Front street E., Toronto, has purchased the Standard Coconut Mills, of Hamilton, which have been established for the past 22 years.

W. J. Baker, of the Chisholm Milling Co., Toronto, is on a business trip to Quebec and the Maritime Provinces, in the interests of his firm. He will be absent a couple of weeks.

The Cowan Co., Sterling road, Toronto, have erected at the Dundas street corner, for the benefit of street car passengers, a very attractive waiting shelter. It is substantially built and contains two seats.

The Canadian Milk Products, Ltd., have moved their executive office, Toronto warehouse, and small packaging department to 10-12 William street, Toronto. The accommodation of their new location will enable them to render their customers more and better service.

The Aylmer Canning Company's factory, Hamilton, was partly destroyed by fire on February 19. The damage amounted to \$1,500. The loss is composed chiefly of canned goods, jams and boxes used in packing, while some damage was caused by water flooding the first and second floors. The building is owned by the Dominion Cannery.

It is announced that the new beef killing plant of the Wm. Davies Co., Toronto, with a capacity of 500 head a day, will be in operation by the middle of March. Construction has been under way since July and building permits totalling \$10,000 in all have been taken out to cover the addition of this plant, as well as some other improvements. In addition to the erection of a very modern beef killing plant, the office space has been greatly enlarged. In all, four permits were taken out, the first being for \$10,000, the second for \$15,000, the third for \$25,000, and the most recent one for \$60,000.

Western Provinces

Fred W. Cardno, Thornhill, Man., has sold out.

Wm. Mellin, Greenway, has sold to R. R. Hutehinson.

Radloff Frank & Sons, Star City, Sask., have sold out.

Rabinovitch Bros., Regina, Sask., grocers, are selling out.

Guy Henry, Calgary, Alta., is selling his grocery business.

Israel Cohen, Regina, Sask., has sold his grocery business.

Forbes & Diakon, Rama, Sask., are removing to Buchanan.

McKinnon & Bain, Foremost, Alta., have recommenced business.

J. T. Lake, Squamish, B.C., has sold out to R. MacKenzie & Co.

Crozier Bros., Wolseley, Sask., is selling to Stephens and Lucking.

Aaron Singer, Scott, Alta., has discontinued the branch at Covel.

L. B. Sisson, grocer, Pilot Mound, Man., has sold his business.

G. S. Orchard, Winnipeg, has commenced in the grocery business.

Farmers' Supply Co., Beadle, Sask., has been succeeded by F. J. James.

T. D. Lamb, Macgregor, Alta., baker and confectioner, has added groceries.

A. Beriche, Beaumont, Alta., general merchant, has removed to Lac St. Anne.

Neepawa Bargain Store, Neepawa, Man., has been succeeded by A. M. Shell.

A. Abramovitch, Bladworth, Sask., has sold his grocery stock to Miller Bros.

Scott Bros., Windsor, have sold their grocery business to Mailloux and Parent.

A. D. Cardno, grocer, Darlingford, Man., has sold his business to J. Broadbent.

D. G. MacDonald, Portage la Prairie, Man., is discontinuing his grocery business.

John Uhryn, Wakaw, Sask., dealer in groceries and dry goods, has commenced business.

D. Brownstone, Herbert, Sask., has sold his Rush Lake store to A. H. Loepky.

Rogers Bros., Tofield, Alta., have sold the Kingman store to Meeting Creek Trading Co.

Dauphin Grocery, Dauphin, Man., have sold the stock of their grocery store to Buckwold & Katz.

A. Ward, Bladworth, Sask., has been succeeded in his grocery and confectionery business by Miller Bros.

W. H. Halford, Montreal, representative of Furya and Nishimura, tea importers, is expected in Winnipeg this week.

P. T. Strong, sales manager for the Acadia Sugar Refinery, who has been on a business trip through Western Canada, returned to the East last week.

A directors' meeting of the W. H. Escott Co., Winnipeg, was held last week. T. H. Kaveney, Regina manager, who is a director, was in the city attending the meeting.

Milton Bretz and A. Currie, of Winnipeg, intend to open a general store at Watrous, Sask., and will handle a com-

plete general stock. This business was formerly run by A. Bentley.

John Condie, formerly buyer for Laing Bros., wholesale grocers, Winnipeg, has been appointed manager of the grocery department of the Merchants' Consolidated, Ltd., Winnipeg.

C. H. Grant has just returned to Winnipeg from a business trip to New York and Montreal. He has been appointed representative for W. R. Grace & Co., New York, importers of coffee, spices, and dried fruit.

Work commenced last week on the basement for the new Diamond P. store, Peace River, Alta., which will be thirty-three feet by fifty feet in length, two storeys high. C. C. Sinclair, manager, is now in the east purchasing.

R. E. Creighton, manager of the grocery department of Merchants Consolidated, Ltd., Winnipeg, together with other officials, is attending conventions of this company's shareholders at Regina, Calgary, Edmonton and Saskatoon.

The Scott-Bathgate Co., following their fire, are now located in temporary premises at 143 Portage avenue E., Winnipeg, where they have every facility for carrying on business as usual. They will occupy these premises until their offices are rebuilt, operation on which will begin at once. They have taken aggressive steps to cope with the situation, and report that they are able to take care of all orders.

J. E. Ganong, president of Lever Bros., Ltd., Toronto, visited Winnipeg last week in company with three directors of the parent Lever concern in England. The directors are as follows: J. L. Buchanan, C. E. Ferguson and J. L. Tatlow. They passed through this country in October on the way to Japan, Australia, and other countries, where Lever Bros. have interests, and on their return were met at Vancouver by Mr. Ganong, who is showing the firm's plants in Canada.

Driven by want, but yet fastidious, burglars broke into two Winnipeg stores during Sunday while the weather was 30 degrees below zero, and while hundreds were passing by. They took flashlights from one store to light their way within the second. There they selected \$15 worth of expensive bon bons, and made off. The store was that of J. D. Score, 463 Portage avenue. The burglars were interrupted by the entry of M. G. Score, the junior partner of the firm. Unable to open the safe, the men took several boxes of choice bon bons and some gum, valued at \$15 altogether.

A. P. Christie, a veteran resident of Winnipeg, who has been in the grocery business in that city for 32 years, died at the Ninette Sanitorium a short time ago. Mr. Christie was born in Aberdeen, Scotland, seventy years ago. He moved

to Winnipeg in 1885 and established a grocery business, which he has conducted ever since. Mr. Christie has been in poor health since the summer. The death of his wife on Christmas Day proved a heavy blow to him, and since that time his condition has gradually grown worse. Mr. Christie was a well-known figure in the city and closely associated with many organizations. His loss will be keenly felt by his many friends both

in the trade and out. The business will be continued by his son, Charles E. Christie.

DEATH OF JOS. McADAM

Joseph McAdam, at one time associated with his father in the grocery business at St. Thomas, under the firm name of J. and J. McAdam, died at the Toronto General Hospital, on February 16.



Told 'Round the Cracker Barrel

The Laugh on Him

Mr. Jones had recently become the father of twins. The minister stopped him in the street to congratulate him.

"Well, Jones," he said, "I hear that the Lord has smiled on you."

"Smiled on me?" repeated Jones. "He laughed out loud."

A Limit to A. Things

Sandy (who is working his better half for a small loan): "Ye ken weel, Maggie, if you wis tae dee, I should gang daft."

Mrs. Sandy: "An' then ye'd marry again, I suppose!"

Sandy: "Na, na! I wouldna gang as daft as that."

"The Most Unkindest Cut"

Ed. Cook was a butcher with considerable native wit. One day just before dinner, when his shop was full of customers, a man whom he did not like very well came in and asked for a dime's worth of dog meat.

"All right," said Ed: "will you have it wrapped up or just eat it here?"

Tit for Tat

Artist (in the course of answering the numerous questions of a rustic who is watching him "landscape"): "Of course I shall paint in the cow as well!"

Rustic (after due deliberation): "Serve 'er right. She kicked me once."

Loaded

Inquisitorial Lady: (talking to a wounded soldier in a hospital): "And how many Germans did you kill?"

Bored Tommy: "I don't know how many; but once my mate shouted, 'Shake your bloomin' bayonet, Bill; there's six on it!'"

Slightly Doubtful

They were in the heat of a political contest and were eagerly canvassing

the chances. "That reminds me," said one, "of a man I knew in the West who was running for sheriff. He travelled all over his county and tried to get votes. One day he came across a farmer and asked him to vote for him.

"Why, dodgast your measly hide!" yelled the farmer; "I wouldn't vote for you for anything if you was the last man on earth! I'd poison myself before I'd vote for you for anything!"

"If that is the case," said the candidate, "I'll just mark you down as doubtful!"

A Full Day

At a recent dinner one of the speakers said that a friend of his, named Cassidy, went to mass and heard the priest preach on the Judgment Day. After the services he waylaid the clergyman.

"Father," inquired Cassidy, "I want to ask you something. You say that when the trumpet blows on Judgment Day everybody who ever lived in this world will come before the Judgment Seat to be judged for their sins on earth?"

"I so stated."

"Will Adam and Eve be there?"

"Undoubtedly."

"And Cain and Abel?"

"To be sure."

"And Roosevelt and Wilson?"

"Yes certainly."

"And will Sam Hughes and Mr. Borden be there?"

"Why unquestionably they will. I told you everybody would be there."

"One thing more. Will Hogan that had me in the magistrate's court last week and me both be there?"

"I tell you, Yes."

"Then there'll be dam' little judging done the first day!" said Cassidy.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

MARKETS AT A GLANCE

POTATOES during the week have been an object of more than unusual interest. They have mounted to such high levels that the consumer apparently has decided to get along without them. Commission men state the demand fell suddenly flat during the first part of the week. With the arrival of Western potatoes and Prince Edward Island stocks, it is anticipated there will be a drop in prices in the near future. Consumers in the meantime have turned their attention to rice as a substitute and a heavy demand has already set in for this commodity.

Sugar held steady in price during the week with a firmer tendency in raws on the New York market. Flour was also stationary. Tea has continued in a firm position at high levels reached last week. There is eagerness on the part of importers to find out whether the embargo placed on the export of tea from Great Britain applies to stocks that had previously been purchased. Some package teas have again registered an advance. Lard is higher in price. Storage eggs are all cleaned up, but new-laid are reaching the market in larger quantities and the price is easier.

Advances in price of other lines include corn syrup, package cereals, brooms, package soap chips, light weight paper bags, lima beans, tapioca, vegetables, oranges, grapefruit. Advances are taking place on many lines put up in tin containers. The great scarcity and high price of tin plates have caused no end of trouble to can manufacturers and prices have gone to unprecedented levels. In cases where solder is used high prices have also to be paid for this metal. The announcement of prohibition of coffee imports into the United Kingdom had the effect of lowering coffee prices at New York.

QUEBEC MARKETS

MONTREAL, Feb. 28.—Among the general features of the market this week are found advances in table syrups and salt, the latter commodity being raised by 25c to 60c per barrel in price, according to the size of the cotton fabric bags used for the salt. This is not a salt advance so much as a container advance. Flour is not moving much in price at present. Vegetables are on the climb, but potatoes, which reached \$3.50 per bag early in the week, showed some uneasy tendencies later, and one firm offered "spuds" at \$3. Press publicity has been strongly drawn to potatoes this week. Lamp chimneys have again advanced by 2½c per dozen. Bulk cocoanut is quoted at 3c a pound higher by one large firm. Arrival of certain welcome consignments of imported British goods, including jams, pickles, and also some Norway sardines, in spite of submarine "frightfulness," is noted by wholesalers interested, and these goods add to depleted assortments.

SUGAR.—Actually there are more centrals operating in Cuba at present than were working at the highest point of production last year, but it is impossible to say how far the output is going

to be affected by that fact. The revolution has disturbed things considerably, and reports from Cuba are still very uncertain. There are 186 centrals working

FLOUR AND SUGAR STRONG

While **CANADIAN GROCER** is about to go on the press the position for both flour and sugar is one of strength which seems to point to high prices in these commodities. The wheat market at Winnipeg for cash article closed 3¼c higher on Wednesday and this has placed flour in a strong position with advances anticipated in some quarters. Raw sugar on the New York market advanced ¼c on Wednesday and Canadian refiners are holding their sugar firmly. One refiner withdrew quotations to manufacturers and quoted on the same basis as to wholesale trade.

this week. Last year at this time there were 173 centrals in operation. The highest point in production last year was attained with 175 centrals running.

Atlantic, St. Lawrence and Canada Sugar Companies, extra granulated sugars	7 45
Acadia Sugar Refinery, extra granulated	7 30
Wallaceburg sugar	7 35
Special icing, barrels	7 45
Yellow, No. 1	7 05
Powdered, barrels	7 55
Paris lumps, barrels	8 05

Crystal diamonds, barrels 8 05
 Assorted tea cubes, boxes 8 05
 For 50-lb. and 25-lb. bags add 10c per 100 lbs.; for 20-lb. bags add 15c per 100 lbs.; for 10-lb. bags add 20c per 100 lbs.; for 5-lb. cartons add 25c per 100 lbs. and for 2-lb. cartons add 30c per 100 lbs. Granulated and yellow sugar may be had in barrels at 5c over above prices. Fancy sugars make a corresponding increase when put up in small packages.

Canned Lobster Prices Are Now Announced

CANNED GOODS.—Practically all the California canned asparagus offered this season at advanced prices over last season's quotations has been bought up. There is a good demand, and increasing, for this line of canned goods. Gallon blueberries are reported all but off the market till next season's crop. Demand in general for canned goods is fairly well maintained. The shortage of sock-eye salmon last pack, and the fact that Lloyd George has banned canned salmon from the British market meantime, makes it extremely likely that the pack of sockeyes this season (if there is a run of the fish) will be all absorbed in Canada. No Canadian sardines are available at low prices now, owing to scarcity. Hawaiian pineapple and Singapore pineapple in cans are very hard to get at present. Canned lobster prices announced this week and compared with last year's prices are higher. Half-pound flats in 8-dozen cases are \$3.17½ dozen. Last year's price was \$2.95. One pound flats, 4 dozen to case, are \$6.05 dozen. Last year they were \$5.50. One pound talls, 4 doz. to the case, are \$6 per doz. Last year these were \$5.50 per doz.

Salmon Sockeye—		
1 lb. talls, cases 4 doz., per doz.....	3 00	
½ flats, cases 8 doz., per doz.....	2 00	
Chums, 1-lb. talls	1 45	
Pinks, 1-lb. talls	1 45	1 75
Cohoos, 1-lb. talls	2 50	
Red Springs, 1-lb. talls	2 50	
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25	
Canned Vegetables—		
Tomatoes, 2½s	1 90	2 15
Peas, standards	1 35	1 90
Corn, 2s, doz.	1 50	1 60
Corn (on cob gallon, cans), doz.	5 75	
Red raspberries, 2s	2 65	
Red cherries, 2s	2 45	
Strawberries, 2s	2 50	
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s	1 75	
Apples (gallon)	3 75	4 00

Market Still Steady In Dried Fruits

Montreal
DRIED FRUITS.—Good evaporated apples are exceedingly scarce, and command higher prices when they can be had. Though not noting any very brisk demand as yet, the market for dried fruits is steady, and responds a little to Lenten requirements. There has been a shading down in one case of sulphur bleached raisins from California, one large firm reducing the price for these

by half a cent a pound. As the early crop reports incline towards firmness of market for next season, and as stocks in first hands are not considered large at present, there should not be any lasting weakness of tone in the market for raisins. Imported currants are presenting every element of uncertainty as regards the Greek crops. Australian goods are expected, but at firm prices. Shortage of ships is going to make difficulty all round, and especially so in the matter of dried fruits from foreign lands.

EVAPORATED FRUITS.		Per lb.	
Apples, choice winter, 25-lb. boxes.....	0 11½	0 12½	
Apples, choice winter, 50-lb. boxes.....	0 11½	0 12½	
Apricots (old crop).....	0 15	0 15	
Slabs.....	0 19	0 19	
Choice, 25's, faced, new crop.....	0 22	0 22	
Nectarines, choice.....	0 11½	0 11½	
Peaches, choice.....	0 12	0 13	
Pears, choice.....	0 15	0 15	
DRIED FRUITS.			
Candied Peels—			
Citron.....	0 27	0 27	
Lemon.....	0 26	0 26	
Orange.....	0 25	0 25	
Currants—			
Filiatras, fine, loose, new.....	0 18	0 20	
Filiatras, packages, new.....	0 21	0 22	

(In the present condition of market current prices are considered merely nominal.)

Dates—			
Dromedary, package stock, old, 1-lb. pkg.....	0 12	0 12	
Paris, choicest.....	0 12½	0 12½	
Hallowee (loose).....	0 12½	0 12½	
Excelsior.....	0 10	0 10	
Anchor.....	0 09	0 09	

Figs—			
8 crown, 12-lb. boxes, fancy, layer, lb.....	0 12	0 12	
7 crown, 12-lb. boxes, fancy, layer, lb.....	0 12	0 12	
8 crown, 12-lb. boxes, fancy, layer, lb.....	0 11½	0 11½	
1 lb. glove boxes, each.....	0 12	0 12	
Cal. bricks, 16 oz.....	0 09½	0 09½	
Cal. bricks, 16 oz.....	0 10	0 11	
Cal. layers.....	0 10	0 11	
Cal. fancy, table, 10 lbs.....	1 60	1 60	

Figs—			
Spanish (new), mats, per mat.....	2 40	2 40	
Prunes, California New Crop—			
30 to 40, in 25-lb. boxes, faced.....	0 13	0 13½	
40 to 50, in 25-lb. boxes, faced.....	0 12	0 13	
50 to 70, in 25-lb. boxes, faced.....	0 11	0 12½	
70 to 80, in 25-lb. boxes, faced.....	0 10½	0 11½	
90 to 100, in 25-lb. boxes, faced.....	0 10	0 11	

Raisins—			
Malaga, table box of 22 lbs., 3-crown cluster, \$2.50; 4-crown cluster.....	3 75	3 75	
Muscata (loose), 2 crown.....	0 10½	0 10½	
Muscata, loose, 3-crown, lb.....	0 12½	0 12½	
Muscata, 4-crown, lb.....	0 13	0 13	
Cal. seedless, 16 oz.....	0 12½	0 12½	
Fancy seeded, 16 oz. pkgs.....	0 11½	0 11½	
Choice seeded, 16 oz. pkgs.....	0 10½	0 11	
Valencias, selected.....	0 11½	0 11½	
Valencias, 4-crown layers.....	0 12	0 12	

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

Molasses Very Firm; Corn Syrups Advance

Montreal
MOLASSES AND SYRUPS.—There is uncertainty in the market for molasses at present, due to the difficulties of transportation of the new crop. By no means as much new crop molasses is being handled locally as was the case this time last year. Prices keep steady, and a big demand is looked for before the snow roads in the country give way. While prices remain for the most part as quoted below, one wholesale house quoted a cent lower on the choice quality in the three packages mentioned. Country prices three cents lower per gal. Corn syrups have advanced a quarter of a cent a pound, according to wholesale houses, and the prices of these, as quoted by the manufacturers, are altered as under. The high cost of corn has had an unavoidable effect in this case. The advances are 20c a case on all pack-

ages except the glass jars, which are unchanged, and a quarter of a cent a pound on bulk syrups, with wooden pail packages 5, 10, and 15 cents higher in each case.

Barbadoes Molasses—	Prices for	
	Fancy.	Choice.
Punchoons.....	0 65	0 80
Barrels.....	0 68	0 83
Half barrels.....	0 70	0 85

For outside territories prices range about 3c lower. Carload lots of 20 punchoons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—			
Perfect seal jars, 3 lbs., 1 doz. in case, case...	3 25	3 25	
2 lb. tins, 2 doz. in case, case.....	3 45	3 45	
5 lb. tins, 1 doz. in case, case.....	3 85	3 85	
10 lb. tins, ½ doz. in case, case.....	3 75	3 75	
Barrels, about 700 lbs.....	3 70	3 70	
Half barrels, about 350 lbs.....	0 04½	0 04½	
Quarter barrels, about 175 lbs.....	0 05	0 05	
2 gallon wooden pails, 25 lbs. each, per pail.....	1 75	1 75	
3 gallon wooden pails, 38½ lbs. each, per pail.....	2 50	2 50	
5 gallon wooden pails, 65 lbs. each, per pail.....	3 85	3 85	
Lily White—			
2 lb. tins, 2 doz. in case, per case.....	3 95	3 95	
5 lb. tins, 1 doz. in case, per case.....	4 35	4 35	
10 lb. tins, ½ doz. in case, per case.....	4 25	4 25	
20 lb. tins, ¼ doz. in case, per case.....	4 20	4 20	

Nuts in Firm Market Despite Shadings

Montreal
NUTS.—While the market notes some price alterations in certain nuts in the downward direction, no retailer would be well advised in taking this fact as an indication that nuts are coming down in price generally. The lowering of prices at the present time is calculated to stimulate demand, but new crop importations are still costing more than the jobbers' selling prices of last season. Shelled peanuts have had a marked advance in the primary market, going up 3c a pound. There is probably a big call for these nuts for oil-producing purposes. They are being quoted at 12½c a pound (to the jobber), as compared with 9½c last week. The lines reduced a little in price this week are Tarragona almonds, which are shaded down a cent a pound, and Sicily filberts, which are down ½c a pound, both alterations made by one large wholesale firm.

Almonds (Tara), per lb.....	0 21	0 22
Almonds (shelled).....	0 39	0 40
Brazil nuts (1916 crop), per lb.....	0 22	0 23
Filberts (Sicily), per lb.....	0 18½	0 19
Hickory nuts (large and small), per lb.....	0 09	0 09
Peanuts (ocon), per lb.....	0 09	0 10
Peanuts (Jumbo), per lb.....	0 13	0 13
Pecans (new Jumbo), per lb.....	0 21	0 21
Pecans, New Orleans, No. 2.....	0 21	0 24
Pecans, "paper shell," extra large Jumbo.....	0 40	0 40
Pecans (shelled).....	0 70	0 75
Walnuts (Grenoble).....	0 18½	0 19
Walnuts (shelled).....	0 45	0 46

Canadian Beans Scarce; Good Demand

Montreal
BEANS.—Good beans grown in Canada are scarce. There are more plentiful offerings now of beans grown by Canadian farmers, who have been holding on to their crops, watching prices rise, but still the first-class hand-picked article is none too plentiful, and even the good qualities of pickers are so scarce on the market that they command good prices. Farmers who have held on to crops until the last moment may find competition in the market later on which

will tend to reduce prices, but for the time being it looks as if good beans were bound to command their price, and imported beans are not as yet able to oust the Canadian product. Some wholesalers are not carrying peas in stock, owing to poor quality of offerings. Quality is what counts in the dried vegetable market.

Beans—			
Canadian 3-lb. pickers, per bushel.....	7 20	7 50	
Canadian, 5-lb. pickers.....	6 50	6 90	
Yellow Eyes.....	6 90	7 20	
Lima, per lb.....	0 10	0 10	
Peas, white soup, per bushel.....	3 75	3 90	
Peas, split, new crop, per bag 98 lbs.....	6 75	7 00	
Barley (pot), per bag 98 lbs.....	5 00	5 75	
Barley, pearl, per bag 98 lbs.....	6 25	6 50	

Rice Market Looks Like an Advance

Montreal
RICE AND TAPIOCA.—Since one Western firm advanced the cost of rice, the market for this commodity in the East has been rather apprehensive of possible advances by the Eastern concerns also. So far this apprehension has not been realized, but the market is still inclined to anticipate advances, and one large wholesaler is even inclined to think the advance may go as high as half a cent a pound on the selling price. At present, of course, rice is one of the cheapest foods, if not actually the cheapest on the market, and owing to the high price of potatoes there has been a big demand for rice as a substitute. The market now is firm, with active demand. No "cheap" rice is being offered to the wholesalers by any milling concern now. Tapioca is still in exceedingly firm market, with supplies shorter, and the prospects of getting more from primary markets rather uncertain. Tapioca prices are not altered this week, however.

Rangoon rice, per 100 lbs.....	4 30
"Texas" Carolina, per 100 lbs.....	7 00
Real Carolina, per 100 lbs.....	8 50
Patna (fancy).....	7 50
Patna (good).....	6 50
Siam, No. 2.....	4 80
Siam (fancy).....	5 75
Tapioca, per lb.....	0 10 0 10½

Cocoa Unchanged; Chocolates Brisk

Montreal
COCOA.—There is no market change to record this week as regards cocoa, but the demand for the beverage continues good, and the Canadian consumer seems to be absorbing his or her share, even though Lent is here. It is believed that cocoa as a beverage is capable of coming into decreased use during Lent, and the influence of the rising market for tea is being watched with interest by those concerned in the selling of cocoa. Curiously enough, considering that chocolates are taboo by many during Lent, the demand for all kinds of chocolate confections has been found greater in the month of March by at least one important Canadian manufacturing house.

Cocoa—		
1 lb. tins, per doz.	.....	4 00
½ lb. tins, per doz.	.....	2 40
¼ lb. tins, per doz.	.....	1 25
"10-cent" tins, per doz.	.....	0 90

Coffee Still in Quiet Market

Montreal—
COFFEE.—Although tea is still considered less of a luxury than coffee, there are chances that coffee will be more widely used in Canada now because of the steady advance of the tea market. Consumers, whether rightly or wrongly, begin to figure on economizing in tea by using coffee, and coffee remains undoubtedly in about the only really moderate priced market as compared to pre-war conditions in markets at large. The probable cutting off of some coffee importations to Britain will still further deaden the market on the American continent, but when the war is over what excellent qualities of coffee those long stored up surplus crops of coffee beans should produce, for coffee is a commodity which improves when stored in the primary market condition.

Coffee, Roasted—		
Bogotas, lb.	.....	0 25 0 32
Jamaica, lb.	.....	0 23 0 25
Java, lb.	.....	0 33 0 40
Maracaibo, lb.	.....	0 23 0 24
Mexican, lb.	.....	0 25 0 29
Mocha, lb.	.....	0 34 0 37
Rio, lb.	.....	0 19½ 0 21
Santos, Bourbon, lb.	.....	0 24 0 25
Santos, lb.	.....	0 23 0 24

Tea Still in Firm, Strong Market

Montreal
TEA.—Conditions as affecting the tea market this week are the same as described last week, only, if possible, more intensified. The prices have again advanced by another couple of cents on the lines usually quoted in this column. The effects of the British embargo upon the importation of tea remain to be estimated. No one is quite certain yet what effect this sort of influence may have on the former system of speculative holdings of tea in London. Direct shipments of teas to Canada from India may perhaps be found to alter the situation. Indian tea importations are to be restricted by Britain, and foreign importations shut off. Japan teas are also in much firmer market this week, and stocks of last year's growing in first hands are infinitesimal, practically nil in comparison with market needs. New season's crop arrangements are going ahead satisfactorily, but the firmest of market conditions prevail, and retailers are buying briskly to keep themselves supplied in case of further market disturbances. Some wholesalers mention sufficient stocks of black teas to carry on their customers for a time; others hint at dwindling stocks.

Pekoe Souhongs, per lb.	.....	0 34 0 36
Pekoe, per lb.	.....	0 33 0 41
Orange Pekoe	.....	0 43 0 45

Advancing Spice Market is Evident

Montreal
SPICES.—What is called now the "Menacing" lack of tonnage on the oceans is affecting the spice market formidably. Future cargoes and smaller shipments are most uncertain. Spot stocks of pepper are now said to be the smallest on record for half a century in New York, and though Montreal grinders have stocks still to work upon, the situation as to the future is ominous. Certain cargoes contracted for in Java and the Straits Settlements are subject to serious risks now, and much uncertainty. Jamaica ginger has advanced this week in the price quotations in Montreal. Pastry and pickling spices are also up. Cream of tartar has advanced. Cloves are in uncertain market. Nutmegs are undisturbed but uncertain. There is little change as regards cassias, and all the gingers are higher in the primary market. Seeds are all high and in firm market. Mustards are in better demand and firm market. The embargo on English mustards is likely to increase demand for Canadian mustard. The advances on spices are being expressed in the trade now by smaller quantities in the tins except where sold by weight, when, of course, full weight is given, but a higher price charged.

	5 and 10-lb. boxes	¼-lb. pkgs. dozen	¼-lb. tins lbs.
Allspice	0 16	0 23
Cassia	0 25	0 37
Cayenne pepper	0 28	0 35
Cloves	0 30-0 32	0 39
Cream tartar—50c to 55c.	0 30	0 32
Ginger (pure)	0 32	0 37
Ginger, Ochin	0 26	0 31
Ginger, Jamaica	0 30-0 35	0 40
Mace	0 80	1 00
Nutmegs	0 40-0 60	0 45
Peppers, black	0 30	0 37-0 35
Peppers, white	0 37	1 17-1 22
Pastry spice	0 25	0 25-1 20
Pickling spice	0 25	0 25
Turmeric	0 21-0 23	0 25

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

Cardamom seed, per lb., bulk	.....	2 00 2 50
Carraway, Dutch (nominal)	.....	0 60
Cinnamon, China, lb.	.....	0 18 0 25
Mustard seed, bulk	.....	0 25
Celery seed, bulk	.....	0 38 0 46
Shredded coconut, in pails	.....	0 21 0 25
Cinnamon, per lb., 35c.	.....	12-15
Pimento, whole	.....	12-15

New Potatoes Appear In Noble Company

Montreal
FRUIT AND VEGETABLES.—New potatoes have arrived on the market and are selling at \$10 a barrel of about 150 pounds. Potatoes, old and new alike, are now well into the luxury class of goods, and demand is reduced in proportion as prices have advanced. Many housekeepers have decided to leave potatoes out of the bill of fare much as they may be missed. It is believed by the wholesalers that quite a few potatoes are still available in the country, and that the high prices prevailing will bring these forward now, thus tending to maintain the price at about the level

now asked, viz., \$3.50 per bag. United States demand is still said to be drawing potatoes out of New Brunswick. Beets and carrots have advanced this week. Red onions have gone up two dollars a bag owing to scarcity. Spanish onions are off the market. So is California celery, but Florida celery is in. Spinach has appeared. Cauliflower is also available, and all the fruits and vegetables continue in firm market. The Imperial Government's coming embargo on apples will probably release a considerable quantity of export apples from the ports on the East Coast, and may produce a run of better quality fruit at the prices now maintaining, which will mean a better demand.

Bananas (fancy large), bunch	.....	2 75 3 00
Oranges, Navel, per box	.....	3 25 3 75
Oranges (Floridian)	.....	3 00 4 00
Oranges (Calif.)	.....	3 50 4 75
Grape Fruit	.....	2 75 3 00
Lemons	.....	4 25 4 50
Apples—		
		No. 1 No. 2
Wealthy Apples	.....	4 00 3 50
McIntosh Red, per bbl.	.....	8 00
Fameuse, per bbl.	.....	7 00
Spies	.....	9 00 6 00
Baldwins	.....	5 50 5 00
Kings	.....	5 50 5 00
Wagners	.....	6 00 6 00
Russels	.....	7 00 5 50
Brussels Sprouts (quarts)	.....	0 15 0 25
Cauliflower, per doz. bunches	.....	3 00
Celery (Florida), per crate	.....	6 50 6 75
Onions, red, per bag (75 lbs.)	.....	6 00
Onions, Spanish, per crate	.....	7 00
Onions, Spanish, ¼ crate	.....	2 50
White onions, per bag (100 lbs.)	.....	6 00
Potatoes, per bag (80 lbs.)	.....	3 50
Potatoes (new) per bbl. (150 lbs.)	.....	10 00
Carrots, per bag	.....	1 50
Beets, per bag	.....	1 50
Parsnips	.....	1 50
Lettuce, Curly, per doz.	.....	0 75
Lettuce, Romaine, doz.	.....	1 00
Lettuce (Boston), per box of 2 doz.	.....	2 70
Tomatoes, hothouse, lb.	.....	6 25
Tomatoes (Florida), per crate	.....	4 00 5 50
Tomatoes (Cuban) crate	.....	3 50
Horse Radish, per lb.	.....	0 25
Cabbage (barrel)	.....	6 00
Cabbage (new) New York crate	.....	5 50
Cranberries (Cape Cod), barrel	.....	9 00 13 00
Beans, U.S. wax, basket	.....	9 00
Beans, U.S. green, basket	.....	9 00
Leeks, per doz. bunches	.....	3 00
Parsley, doz.	.....	0 60 1 50
Mint, doz.	.....	0 50
Watercress, doz.	.....	0 50
Spinach, per bbl.	.....	7 00
Spinach (Canadian) hamper	.....	1 50
Rhubarb, per doz.	.....	1 50
Eggplant, per doz.	.....	3 00
Cauliflower, crate	.....	4 25

Lobsters 65 Cents; Big Lent Fish Trade

Montreal
FISH.—The fish trade at present is going through a very active period. Conflicting reports are going the round about supplies which tend to make the market very erratic. It is true that some lines are very short, but other lines are found in good quantities. Taken altogether, there is no cause for anxiety. Enough fish of all kinds is in sight to supply the trade, and meet general requirements. Prices as a rule have not advanced, and should not show any material advances for some time to come. The bulk of the retail trade has been supplied in anticipation of the Lenten demand. Reports published from time to time recently in this column have kept the buyers informed as to the situation and the trade has in general bought sufficiently to cover needs. The great problem that is

now confronting the fish trade is the delivery problem. The freight service has been and is still very poor; fish is perishable, especially frozen fish, and at this time of year when a break in the weather is in the probabilities this difficulty may seriously affect the frozen fish trade. Conditions as described in previous reports still continue, and there may be advances in prices of pickled and salt fish of all kinds, also in lake fish, though it is hoped that more propitious weather will bring forward larger supplies. There have been good hauls of tommy cod, and these will help the fish situation during the present demand. Fairly good supplies of fresh haddock and cod fish are reported from the East. There are also indications from the West that supplies of fresh fish can be expected from that quarter. The embargo which has been placed by the British Imperial Government on the importation of canned salmon and lobsters will result in these lines being easier in price for future deliveries. Trade in shell and bulk oysters is now resuming normal conditions. Demand is fairly good and prices are maintained. Live lobsters are higher in price again this week, and still the chief of fish luxuries, but with better weather anti-

ipated, the price should go down before long.

SMOKED FISH		
Haddies	0 12	0 13
Haddies, fillet	0 16	0 18
Digby herring, per bundle of 8 boxes	1 00	
Smoked boneless herring, 10-lb. box	1 40	
SALTED AND PICKLED FISH		
Herring (Labrador), per lb.	9 00	
Salmon (Labradmor), per bbl.	20 00	
Salmon (B. C. Red)	18 00	
Sea Trout, red and pale per bbl.	15 00	
Green Cod, No. 1, per bbl.	14 00	
Mackerel, No. 1, per bbl.	21 00	
Codfish (Skinless), (100-lb. box)	9 50	
Codfish (Boneless), Blocks "Ivory" Brand per lb.	0 10	
Codfish, Shredded, 12 lb. box	1 80	
SHRIMPS, LOBSTERS		
Lobsters, medium and large, lb.	0 65	
Prawns, Imperial gal.	3 00	
Shrimps, Imperial gal.	2 50	
Scallops	3 00	
FRESH FROZEN SEA FISH.		
Halibut	18	-20
Haddock, fancy, express, lb.	0 09	0 10
Mackerel (med.), each	20	
Mackerel (large), each	25	
Cod, steak, fancy, express, lb.	10	
Salmon, Western	16	-18
Salmon, Gaspe	18	-20
FRESH FROZEN LAKE FISH.		
Pike, lb.	0 09	0 10
Perch	0 10	0 11
Whitefish, lb.	0 12	0 13
Lake trout	0 14	0 15
Eels, lb.	0 10	
Dore	0 12	0 13
Smelts, No. 1	0 15	
Smelts, No. 1 large	0 20	
Oysters—		
Selected, gal.	2 00	
Ordinary, gal.	1 50	
Malpeque oysters (choice) per bbl.	13 00	
Malpeque Shell Oysters (ordinary), bbl.	10 00	
Cape Cod shell oysters, per bbl.	12 00	
Clams (med.) per bbl.	8 00	
FRESH FISH.		
Haddock	0 09	0 10
Steak Cod	0 10	0 12
Market Cod	0 10	0 12 1/4
Carp	0 10	0 11

trials grinding there. In the face of the apparent shortage of sugar in certain quarters well-informed men on the sugar situation are inclined to doubt whether the recent prohibitive measures of Great Britain shutting out canned goods containing sugar would have any appreciable effect on the market in a downward direction. In Canada prices have held steady during the week. Demand has slackened considerably.

100 lbs.	
Atlantic, St. Lawrence and Canada Sugar Companies, extra granulated sugars	7 53
Acadia Sugar Refinery, extra granulated	7 43
Dominion Sugar Refinery, extra granulated	7 43
Yellow, No. 1	7 13
Special icing barrel	7 73
Powdered, barrels	7 63
Paris lumps, barrels	8 13
Assorted tea cubes, boxes	8 13

In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 15c per 100 lbs.; 20c per 100 lbs. in 10-lb. gunnies, and 25c per 100 lbs. in 5-lb. cartons, and 30c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. Second grade granulated is sold by Atlantic and St. Lawrence at 10c under extra granulated. Dark yellow is sold 20c below No. 1 yellow.

Quotations on Soups Have Been Withdrawn

SOUPS, SYRUPS, BROOMS, PAPER BAGS, SOAP CHIPS.—Announcement has been made that the manufacturers of Clark's soups have withdrawn their quotations from the market temporarily owing to the difficulty they are meeting in securing tins. The withdrawal of prices is taken by some wholesalers to presage announcement of advances in the near future. Following the recent advance in Campbell's soups a temporary embargo has been placed on the sale of tomato soup manufactured by this concern. Orders turned in on the recent advance were so heavy that the company decided not to take any further orders until present ones are cleaned up somewhat. Corn syrups in the Crown, Beehive and Lily White brands have all advanced 20c. per case on all sizes of tins. In the glass jars of corn syrup there has been no change. On the 25-lb. pails the advance has been 5c. per pail, on the 38-lb. pail 10c. and on the 65-lb. pail 15c. each. Bulk syrup has advanced 1/4c. per pound. Brooms have advanced 50c. per dozen by one of the manufacturers and K1 is now quoted at \$6.50 per dozen, K2 at \$6.25 per dozen, Kx at \$5.50 and Majestic to \$7 per dozen. Package soap chips have advanced 25c. per case and are now selling at \$4.25. Old Tyme syrup has advanced approximately 10 per cent. and cases of 24 pint bottles are quoted at \$6, cases of 24 pint tins at \$6, cases of 12 quart bottles at \$4.75, cases of 24 quart bottles at \$9.50, cases of 12 half-gallon tins at \$9.25 and cases of six one-gallon tins at \$9.10. Light weight paper bags have advanced 5 per cent. and are now quoted net list instead of a discount of 5 per cent. as formerly.

ONTARIO MARKETS

TORONTO, Feb. 28.—Great interest is being shown by wholesalers in the developing demand for rice on the part of consumers as a substitute for potatoes. Commission dealers report the demand for potatoes during the week dropped suddenly. Already there is evidence that consumers are buying rice in good quantities. About the only commodity in which there is signs of lower prices is in eggs. Good supplies of these new-laid eggs are being brought in from the Chicago district where the price has dropped about ten cents per dozen during the week. In the local market there have been lower prices quoted. With the coming of milder weather eggs are expected to go much lower. Teas have continued in a very active market and higher prices are anticipated. As to the effect of the prohibition of certain grocery commodities into Great Britain it is generally felt that tea will be still firmer and that coffee will have a tendency to be easier. The effect on sugar is considered doubtful.

Raw Sugars Again

Take Turn Upward

SUGAR.—The weakness noted in raw sugars last week has again disappeared

from the primary market in New York and they are again quoted 1/4c higher than the low point reached of 5.02c., duty paid. Sales were made during the first part of the week on the basis of 5.27c. per pound. From well-informed authorities the opinion is expressed that the sugar crop in Cuba this year will scarcely come up to that of last year when the yield was 3,007,915 tons. During the first part of the campaign the estimates were placed in the neighborhood of 3,400,000 tons for the present campaign. The matter of production, however, is still problematical. It is asserted the political disturbances in the Island have been long enough sustained to cause a diminution in production that cannot be made up ere the rainy season starts in June. This fact taken together with the backward season in starting grinding is acting as a factor to restrict production. Furthermore, there are shortages of sugar in Russia and in the Argentine and these countries have been in the market for sugar. Stocks in dealers' hands in the United States are very light owing to the fact that refiners have had labor troubles and could not supply the trade. An instance is quoted in that country where a retailer owing to the scarcity of sugar had secured as much as 28c. per pound for sugar. No reports have come from the entire Island of Cuba recently as to the number of cen-

Firmer Tendency in Canned Corn During Week

Toronto
CANNED GOODS.—There has been a firmer tendency in certain quarters in canned corn and an increase of 10c. to 15c. per dozen recorded. These are now quoted at \$1.65 to \$1.70. All other canned goods held steady in price, with a continued good demand for peas and salmon. Holdings of canned salmon in the United States Eastern markets at present is reported low. With the shutting off of 50 per cent. of the imports of canned salmon into Great Britain and with the coming season being the year of the big run at the West Coast there is a disposition to look for cheaper salmon before the present year is over.

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.	3 00	3 25
½ flats, cases 8 doz., per doz.	2 75	2 90
Alaska reds, 1-lb. talls	2 40	2 50
Alaska pinks, 1-lb. talls	1 20	1 45
Chums, 1-lb. talls	1 75	1 80
Pinks, 1-lb. talls	0 95	1 00
Cohoos, ½-lb. tins	2 40	2 50
Cohoos, 1-lb. talls	2 35	2 75
Red Springs, 1-lb. talls	2 25	2 75
Canned Vegetables—		
Tomatoes, 2½s	2 25	2 40
Peas, standard	1 35	1 45
Peas, early June	1 35	1 45
Beans, golden wax, doz.	2 75	3 00
Asparagus tips, doz.	1 60	1 70
Corn, 2½s, doz.	2 10	2 10
Pumpkins, 2½s	1 75	2 10
Red raspberries, 2s	2 45	2 50
Red cherries, 2s	2 35	2 75
Strawberries, 2s	2 35	2 75
Pineapple, Hawaiian, 2s, doz.	1 45	1 45
Do., 1s, doz.		

Corn Syrups Have Advanced 20c Per Case

Toronto
MOLASSES AND SYRUPS.—An advance of 20c. per case was made effective in the price of corn syrups during the week. The firmness that has been noted in this market in recent weeks in these columns has found outlet in higher prices. Bulk corn syrup has advanced ¼c. per pound. Some of the manufacturers have found it necessary to close their factories owing to their inability to get corn supplies from the United States. Molasses continues in steady market with prices unchanged.

Corn Syrups—		
Barrels, per lb.	0 04½	
Cases, 2-lb. tins, 2 doz. in case	3 45	
Cases, 5-lb. tins, 1 doz. in case	3 85	
Half barrels, ¼c over bbls.; ¼ bbls., ¼c over bbls.		
Cane Syrups—		
Barrels, lb., 5¼c; ¼ bbls.	0 65½	
Cases, 2 lb. tins, 2 doz. in case	4 80	
Molasses—		
Fancy Barbadoes, gal.	0 75	
West India, half barrels, gal.	0 42	0 44
West India, 10-gal. kegs	0 50	
West India, 2-lb. tins, 36 in case	3 50	

Fards and Sayer Dates Are on the Way

Toronto
DRIED FRUIT.—The second shipment of dates destined for this market are now on the ocean and are due to arrive at New York on March 5. If the ship does not get bagged by a submarine these dates should be in the local market some time about the middle of the month. In

the shipment are some Fards and Sayer dates, which will be the first to reach this market this season, provided they get here. Prices have been withdrawn on bulk dates by importers until the arrival of this steamer. Prunes at Coast points continue in firm market with stocks light and held in a few strong hands. Four cars of California raisins arrived in the local market during the week. Stocks of raisins at the Coast are apparently fairly heavy yet, but they are held in strong hands. Dried peaches and apricots are in light supply and prices are firm.

Apples, evaporated, per lb.	0 12½	0 13
Apricots, choice, 25's, faced	0 19½	0 23
Candied Peels—		
Lemon	0 23	0 24
Orange	0 23	0 25
Citron	0 26	0 30
Currents—		
Filiatras, per lb.	0 20	0 22
Patras, per lb.	0 21	0 23
Vostizas, choice	0 23	0 24
Cleaned, ½ cent more.		
Australians, lb.	0 22	
Dates—		
Excelsior, packages, 3 doz. in case	3 10	3 25
Dromedary dates, 3 doz. in case	3 85	4 00
Hallowey, per lb.	0 11	0 12
Figs—		
Taps, lb.	0 06½	0 06½
Malagas, lb.	0 10	
Prunes—		
30-40s, per lb., 25s, faced	0 12½	0 13½
40-50s, per lb., 25's, faced	0 12	0 13
50-60s, per lb., 25's, faced	0 11½	0 12
60-70s, per lb., 25's, faced	0 11½	0 12
70-80s, per lb., 2s, faced	0 09½	0 11
80-90s, per lb., 25's, unfaced	0 11½	
5-lb. tins	0 65	
Peaches—		
Choice, 50-lb. boxes	0 11	0 12
Std's., 50-lb. boxes	0 10½	0 11½
Fancy, 25 lbs., faced	0 13	0 14
Raisins—		
California bleached, lb.	0 14½	0 15
Valencia, Cal.	0 09½	0 10½
Valencia, Spanish	0 10	0 12
Seeded, fancy, 1-lb. packets	0 12	0 13
Seedless, 12-oz. packets	0 12	0 13½
Seedless, 16-oz. packets	0 14½	0 16

Prohibitive Details Awaited With Interest

Toronto
TEAS.—Local tea men are awaiting with interest some more definite announcement as to how far the embargo on shipments of tea from Great Britain will be made absolute. There is a question as to whether the embargo includes stocks that have been purchased there but not yet shipped. If this turns out to be absolute the local tea situation will become more acute. Importers are endeavoring to make arrangements to bring teas direct from Ceylon without calling at Hong Kong, while others again are looking to bring them direct by way of Boston. But there will still be the difficulty of getting shipping to carry the commodity over these routes. At any rate it will take in the neighborhood of three and one-half months at least to get teas here over these routes. Locally stocks are light and before relief can come from that source they will be very much shorter than they are at present. For existing stocks prices held fairly steady locally during the week, there being a disposition to ask more for broken Pekoes, however. At the Indian tea auction in London on Monday prices were quoted up 1½c. per pound. This does not signify very much at present as these

teas cannot be shipped out. Trading has continued heavy in teas on the local market. In package teas Ridgways has advanced 2c. per pound on Capital Household, 6c. on Old Country, 6c. on Five O'Clock, making the selling prices respectively 41c., 48c. and 54c. per pound.

		Per lb.
Pekoe Souchongs	0 35	0 37
Pekoes	0 36	0 40
Orange Pekoes	0 37	0 40
Broken Pekoes	0 38	0 42
Broken Orange Pekoes	0 40	0 45

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

Lloyd-George Speech Sent Coffee Down

Toronto
COFFEE.—The announcement of the prohibition of coffee into the United Kingdom had the effect of sending coffee to lower levels in the market in New York. In the local market, however, there was no change in the price of coffee. The speech of Lloyd George acted as a bearish element not so much from the fact that coffee would be shut out of the United Kingdom as from the fact that Italy and France may follow the lead of Great Britain in this respect. Great Britain is not a heavy consumer of coffee and what she does take comes mostly from other parts of the Empire. Brazil coffees are consequently not affected materially because they cannot get into that market. Italy and France, however, are big consumers of coffee and should that market be shut off there will be a surplus of coffee. Under the stress of these factors there was heavy selling of coffee in the New York market on the day of the announcement, some 266,000 bags changing hands. Demand for coffee in the local market continues good.

Rogotas, lb.	0 28	0 30
Maracaibo, lb.	0 25	0 28
Mexican, lb.	0 27	0 31
Jamaica, lb.	0 26	0 27
Mocha, Arabian, lb.	0 35	0 40
Rio, lb.	0 20	0 21
Santos, Bourbon, lb.	0 25	0 26
Chicory, lb.	0 14	0 17

Black Pepper Much Higher in Primary

Toronto
SPICES.—Due to the influence of submarines and from higher quotations from the Far East peppers in the primary market at New York have made rapid strides upward. During the past week there was a gain of almost 4c. per pound in black pepper in that market. Ginger and cloves are other spice lines that are in a very firm market. Local dealers have not advanced their prices, but they assert there is strong probability of an upward move if matters continue as they have been recently. Demand for spices of all kinds keeps up well.

		Per lb.
Allspice	0 16	0 18
Cassia	0 25	0 35
Cinnamon	0 40	0 50
Cayenne	0 30	0 35
Cloves	0 30	0 50
Ginger	0 25	0 35

Mace	0 30	1 25
Pastry	0 25	0 30
Flicking spice	0 25	0 25
Peppers, white	0 38	0 42
Peppers, black	0 28	0 35
Nutmegs, select, whole, 100's	0 45	0 45
Do, 80's	0 45	0 60
Do, 64's	0 25	0 30
Mustard seed, whole	0 35	0 45
Celery seed, whole	0 25	0 25
Coriander, whole	0 65	0 75
Carraway seed, whole	0 48	0 50
Cream of Tartar—		
French, pure	0 53	0 55
American high test		

New Crop Brazil Nuts To Arrive This Week

Toronto
NUTS.—New crop Brazil nuts are due to reach the local market this week. They will probably sell in the neighborhood of 19c. to 20c. per pound. Old crop Brazils have been quoted from 20c. to 22c. The market for all shelled nuts is firm with a good demand reported. Importers do not look for higher prices in the foreign markets but assert their belief that freights and submarine activities may tend to send prices higher. Shelled walnuts are in a firming market. Pecans in the shell are scarce at present.

In the Shell—		
Almonds, Tarragonas, lb.	0 20	0 21
Walnuts, Marbots	0 16 1/2	0 18
Walnuts, Bordeaux	0 18	0 19
Grenobles, lb.	0 18	0 19
Filberts, lb.	0 18	0 20
Pecans, lb.	0 17	0 19
Peanuts, lb.	0 12	0 14
Brazil nuts, lb.	0 20	0 22
Cocanuts, per sack 100		6 00
Shelled—		
Almonds, lb.	0 42	0 48
Walnuts, lb.	0 48	0 50
Walnuts, California	0 28	0 33
Brazil nuts, lb.		0 70
Pecans, lb.		0 85

Tapioca Quoted Up 1/2c to 1c Per Pound

Toronto
RICE AND TAPIOCA.—There was a tendency toward higher levels in tapioca during the week and prices with wholesalers advanced from 1/2c. to 1c. per pound. While some were quoting at 11c. per pound others were quoting 12c. firm. There is a good demand for tapioca and sago and with a very firm primary market higher prices are looked for. The demand for rice has been increasing rapidly during the week. Some of the large restaurants have substituted rice and spaghetti on their bill of fare to take the place of potatoes owing to the scarcity and high price of the latter. Wholesalers anticipate there will be an increasing demand for this commodity. Prices held steady during the week.

Rangoon R. per 100 lbs.	4 50	4 75
Pakling rice, 100 lbs.	5 00	5 50
Texas Japans, 100 lbs.	5 00	4 50
Carolina rice, 100 lbs.	7 00	7 30
Java	5 50	7 00
Patna	5 00	6 50
Siam, 100 lbs.	4 75	6 00
Japans, 100 lbs.	5 00	6 50
Tapioca, per lb.	0 11	0 12

Rangoon Beans and Lima's Make Advances

Toronto
BEANS.—The market quite generally in lima beans moved upward from the lower quotations of last week and is now

selling at 11c. to 12c. per pound. Lima beans at the primary points in California were reported as selling up to 11 1/2c. during the week. During the week these beans were quoted 3c. per pound higher in New York. Rangoon beans have also been in firm market during the week, in some instances being quoted up to \$6.25 per bushel. Ontario beans are a scarce article, very few of them are being offered.

Ontario, 1-lb. to 2-lb. pickers, bush	7 00	7 50
Rangoon, per bushel	6 00	6 25
Japanese, per bushel		6 00
Limas, per pound	0 11	0 12

Package Oats Again Go Back to Former Price

Toronto
PACKAGES.—Robin Hood oats in the family size have again returned to the selling price of \$4.50 per case, after being quoted at \$4 for a short time. The advance takes effect at once, but wholesalers have the privilege of selling off existing contracts at \$4 up to March 10. The advance is stated to be due to the firmness in rolled oats of all kinds. The sale of package cereals has been comparatively light in recent weeks, the demand running heavier on the bulk goods. Starch products are in firm market. An advance is recorded this week in corn syrups, which indicates the firmness that has developed for all corn products.

Cornflakes, per case	2 50	2 95
Rollod oats, round, family size, case	4 00	4 50
Rollod oats, round regular 2-lb. size, case	1 35	1 80
Rollod oats, square case	4 75	4 85
Shredded wheat, case		3 50
Cornstarch, No. 1, pound cartons		0 08 1/2
No. 2, pound cartons		0 07 1/2
Starch, 6-lb. packages, per lb.	0 07	0 10
In 1-lb. cartons		0 08 1/2

Pickled and Dried Fish Are All Higher

Toronto
FISH AND OYSTERS.—There has been a generally upward tendency during the week in pickled and dried fish through the disappearance of the lower quotations of last week. Labrador herring in kegs are now quoted at \$4.75 straight and in barrels at \$9. Salt mackerel in kits is selling at \$2.60, the higher quotation of last week. Pickled salmon in 100-lb. kegs are in the market and are being quoted at \$9 per 100-lbs. keg. Skinless cod in 50-lb. boxes is quoted at \$4.50 and Acadia cod in 20 one lb. blocks at \$2.60. Shredded codfish is selling at \$1.80 per 24 cartons, while salt cod is quoted at 8 1/2c. per pound. The demand for fish during the Lenten season has been good and the supply of fish has been sufficient. No. 1 smelts are quoted firm at 14c. per pound.

SMOKED FISH.		
Ciscoes, per lb.	0 14	0 15
Haddies, per lb., new cured	0 13	0 13
Haddies, fillets, per lb.	0 17	0 18
Kippered herring, per box	1 50	2 00
Digby herring, bundle of five boxes	1 00	1 25
Smoked boneless herring, 10-lb. box		1 50
Strip cod, 35-lb. boxes		4 50
PICKLED AND DRIED FISH.		
Pickled salmon, 100-lb. kegs		9 00
Skinless cod, 50-lb. boxes		4 50
Acadia cod, 20 1-lb. blocks		2 60
Labrador herring, keg		4 75
Labrador herring, barrel		9 00

Salt mackerel, kits	2 20	
Salt cod, lb.	0 08 1/2	
Quail on toast, lb.	0 10	
Shredded cod, 24 cartons	1 80	
FRESH SEA FISH.		
Crabs, per dozen	2 50	
Halibut, frozen	0 17	0 17 1/2
Chicken halibut, per lb.		0 15
Medium halibut		0 17
Coho salmon (red), frozen	0 14 1/2	0 15
Qualla salmon (pink), frozen	0 10	0 10 1/2
Haddock, fancy, express, lb.		0 08
Steak cod, fancy, express, lb.		0 10
Flounders, lb.		0 06
FRESH LAKE FISH.		
Pike, lb.		
Whitefish, lb., frozen	0 12	0 12 1/2
Goldeyes, lb.	0 07	0 08
Herrings, frozen		0 06
Tullibees, lb.	0 08	0 09
Yellow pickerel	0 12	0 13
Smelts		0 14
OYSTERS—		
Standards, gal.	2 00	2 30
Selects, gal.	2 50	2 65
Shell, per barrel		8 50
SHRIMPS—		
Wine gallon cans		1 40
No. 2		2 70
No. 3		5 20

Potatoes High, But Demand Is Cut Off

Toronto
VEGETABLES.—Wholesalers report a sudden cessation in the demand for potatoes and they account for it by the fact that people have come to conclusion that potatoes are too expensive to eat at \$1 per peck retail. Sales during the week were made from \$4.25 to \$4.50 per bag and quotations on potatoes to arrive in some instances are \$5 per bag. There is a feeling in certain quarters that the potato market has reached its top limit and that prices will take a tumble in the near future. Those holding this opinion base their belief on the fact that some 17,000 cars of potatoes have been purchased in Western Canada for consumption here in the East and that as soon as these arrive there will be an easier market. Then, too, there have been no potatoes coming out of Prince Edward Island during the winter owing to the close of navigation. It is estimated there are fully 3,000,000 bushels still on the Island out of a crop last year estimated at 5,000,000 bushels. There has been a sudden switching from potatoes to rice as a food commodity and there has been a sudden slump in the demand for potatoes within the past few days. Beets and carrots are in firmer market and are quoted 35c. to 50c. per bag higher. Spanish onions are quoted as high as \$12 per crate and British Columbia onions in 100-lb. sacks are quoted at the same figure. Ontario onions are quoted at \$8.50 to \$9 per 75-lb. sack. Sweet potatoes are quoted 25c. per hamper higher. Parsnips are up 25c. to 50c. per bag and turnips are quoted firm at \$1 per bag.

Beets, bag	2 00	2 75
Brussel sprouts, imported, quart	0 15	0 25
Cucumbers, hothouse, doz.	2 50	2 75
Cabbage, new, hamper	4 00	4 00
Cauliflower, Cal., 18 to 24 in box	4 00	4 50
Carrots, bag	2 00	2 25
New, dozen bunches		1 00
Celery, California, case	8 00	8 50
Florida, half case	4 00	4 30
Eggplant, each	0 25	0 30
Lettuce, per doz. bunches	0 25	0 30
Per pound		
Florida head lettuce, hamper	4 50	4 50
Mushrooms, 4 lbs.	2 25	2 75
ONIONS—		
Spanish, crate, 120 lbs.		12 00
B.C. onions, 100-lb. sack		12 00

Ontario onions, 75-lb. sack.....	8 50	99 00
Green, per bunch	0 75	0 75
Potatoes—		
N. Brunswick Delawares, 90-lb. sacks	4 50	5 00
Sweet Jerseys, hamper	2 50	2 75
Parsnips, bag	2 50	2 75
Green peppers, doz.	0 60	0 60
Tomatoes, Florida, 6-basket carriers.....	6 00	77 00
Watercress, 11-qt.	0 25	0 30
Fansley, 11-qt.	0 75	0 75
Turnips, yellow	1 00	1 00

Grapefruit and Navel Oranges Quoted Higher

Toronto
FRUIT.—California navel oranges are quoted higher during the week, the range now being from \$3 to \$4 per case as against a range of \$3 to \$3.50 last week. Rains have been falling in California for about ten days recently and this has interfered with picking and packing and the price has accordingly been moved upward. Grapefruit has also been moved to higher levels. For the higher priced varieties of Florida grapefruit the mar-

ket is 25c. per case higher, the range now being from \$3.75 to \$4.50 per case. Cuban grapefruit is quoted at \$3.25 to \$4 per case as against a range of \$2.75 to \$3.25 last week, an advance of 50c. to 75c. Bananas are also in firm market and quoted higher. Transportation is interfering with the movement of fruit.

Apples—		
Barrel	4 25	8 00
Spys, No. 3	4 50	5 50
Baldwins, No. 1 U.S., bbl.	6 00	6 00
Ben Davis, No. 1	5 00	5 00
Ben Davis, No. 3	4 25	4 25
Boxes, American	2 50	2 75
Boxes, B.C.	2 00	2 50
Bananas, bunch	2 00	2 50
Cranberries, bbl.	9 50	10 00
Do., 50-lb. box	3 00	5 00
Boxes, 28-qt.	3 25	3 75
Oranges—		
Cal. Navels	3 00	4 00
Floridas, per case	4 00	4 00
Tangerines, Florida, case	3 00	3 00
Grapes—		
Spanish Almeria, small bbl., 40 lbs.	7 00	8 00
Grapefruit, Florida, ase	3 75	4 50
Grapefruit, Cuban	3 25	4 00
Lemons, Cal., case	3 50	4 00
Messinas, case	3 75	4 00
Rhubarb, doz. bunches	1 00	1 25
Strawberries, 1-qt.	0 50	0 65

MANITOBA MARKETS

WINNIPEG, Feb. 28.—Two important market changes occurred since last report; first, there was an advance in corn syrup of 20c per case, and all starches went up 1/2c per lb. This was brought about by a high corn market, and was expected by the jobbers. The other advance was in salt, which is the second to take place in a very short period. The advance announced by the Canadian Salt Co. amounts to 75c per bbl. on 100 bags table salt, 20c on bbls. 280 lbs. fine salt, and 30c on coarse and extra coarse. New prices ex warehouse Winnipeg, now are: Fine in bbls., \$2.60; fine in 50-lb. jute 48c; coarse in bbls., \$2.80; coarse, 50-lb. jute, 53c; extra coarse, bbls., \$2.90; ff. duck, 50 lbs., 62c; dairy, bbls., \$2.35; table, 100's, per bbl., \$4.75; table, 60's, \$4.45; Regal free running, \$1.85 case, 2 doz.

Recent Advance Has Stimulated Sugar Buying

Winnipeg
SUGAR.—The effect of the recent advance of 15c on sugar has been to stimulate buying somewhat, though not to any great extent. As for the raw market, while the insurrection in Cuba did not assume alarming proportions as a revolution, it undoubtedly interfered to a considerable extent with production, which, it is estimated, will fall considerably below the estimated crop of 3,300,000 tons.

Sugar, Eastern—		Per cwt. in sacks.
Standard granulated	8 15	8 15
Extra ground or icing, boxes	9 00	9 00
Extra ground or icing, bbls.	8 70	8 70
Powdered, bbls.	8 60	8 60
Powdered, boxes	8 80	8 80
Hard lump (100-lb. case)	9 10	9 10
Montreal yellow, bags	7 75	7 75
Sugar, Western Ontario—		
Sack, per 100 lbs.	8 10	8 10
Halves, 50 lbs., per cwt.	8 30	8 30
Rales, 20 lbs., per cwt.	8 30	8 30
Powdered, 50s	8 85	8 85

Powdered, 25s	9 10
Icing, barrels	8 85
Icing, 50s	9 05
Cut loaf, barrels	9 05
Cut loaf, 50s	9 25
Cut loaf, 25s	9 50
Sugar, British Columbia—	
Extra granulated sugar	8 15
Bar sugar, bbls.	8 20
Bar sugar, boxes, 25s	8 60
Icing sugar, bbls.	8 30
Icing sugar, boxes, 50s	8 50
H. P. lumps, 60-lb. cases	9 00
H. P. lumps, 25-lb. boxes	9 25
Yellow, in bags	7 70

Corn Syrups Advance 20 Cents Per Case

SYRUPS.—The feature this week is an advance in corn syrup and other corn products. Corn syrup, both Beehive and Crown, is up 20c a case, caused by the high corn market. The dumping clause is having the effect of keeping certain lines out of this country, and they are not likely to be seen again, until after the war. This dumping clause is also affecting the price of American molasses.

Jobbers Running Short of Bean Supplies

DRIED VEGETABLES.—Some of the Winnipeg jobbers are beginning to run short on dried beans, with the result that they are trying to buy from jobbers who have stocks. Even those who had large stocks, and have been quoting high right along, expect that they will have to go into the market again and pay the higher figures. One house which has a stock of hand picked Ontario beans, is asking \$6.50. In the primary market they are asking \$6.95 for Michigans, f.o.b. Detroit. Limas continue to show strength, and it is stated that jobbers cannot lay them down here at the price they are quoting the retailer—10 1/2c. Japanese are difficult to get hold of anywhere.

DRIED FRUITS.—There have been some future prunes sold in California at

prices considerably higher than opening prices last year. They are becoming scarce, and there is no doubt they must advance sooner or later. A Winnipeg broker who wrote to the New York representative of several large exporters of currants in Greece for information regarding new crop currants, received a reply to this effect: "It would be early to talk about new crop under normal conditions, and it is far too early under present conditions. Both sulphur and sulphate of copper are required to bring the crop through, and without them there can be no currants. Before the war these chemicals came from England and Italy. Since the war they have been coming from the United States; and it was because they came in insufficient amounts that prices on currants were so high. With the blockade now on, it is doubtful whether these chemicals will ever reach Greece at all this year."

HOLLAND HERRINGS.—A local broker states that he has received a cable from Holland to the effect that further shipments are impossible owing to blockade restrictions. Only a small percentage of the orders placed at this time of the year for Lenten trade were shipped in time to escape the blockade.

Eastern Men Buying Tea in the West

TEA.—It is difficult to state whether the prohibition of tea from entering Great Britain will have any effect on the market here. There will be plenty of tea at source of supply, but if it can be got here the market will not be affected. Speaking of the market before Mr. Lloyd George made his speech, a local broker said: "We cannot get tea into London because of the submarines, and we are in for higher prices. There is a general tie-up, and until things move better, we do not see how the situation is to be relieved. Eastern tea men have been trying to buy tea in the west, but they could not get much, as stocks here are not heavy."

PICKLES.—Pickle manufacturers continue to report great difficulty in obtaining raw material and as a consequence high prices are ruling. They further report that the demand for manufactured pickles in glass and crocks of all kinds continues strong. Some difficulty is experienced in getting ready delivery of containers and these apparently are advancing in price also. Already two or three styles of packages have been withdrawn.

Sauerkraut is being booked now for fall delivery. Last year owing to the sudden advance in the price of cabbage, many growers went back on their contracts and shipped their cabbage crop
 (Continued on page 46)

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

Alberta Markets

FROM EDMONTON, BY WIRE.

Edmonton, Alta., Feb. 27.—Prospects in the sugar market are apparently no brighter for lower sugar and prices have held firm during week. Flour has advanced 10c, making basis for No. 1 patents \$9.50, at which price the market is steady. Molasses is showing considerable strength with a tendency toward higher prices. Biscuits in the local market have advanced one cent per pound. Storage eggs are now \$12 per case for No. 1 storage and 55c for new laid. Dairy butter is quoted at 32c and No. 2 at 30.

EDMONTON:	
Beans, small white, Japan, lb.	0 10
Flour, No. 1 patents, 98s, barrel	9 51
Molasses, extra fancy, gal.	0 77½
Rolled oats, 80s, basis	3 40
Rice, Siam, lb.	0 04½
Sago and Tapioca, lb.	0 00
Sugar, pure cane, granulated, cwt.	8 45
Cheese, No. 1, Ontario, large	0 26
Butter, dairy	0 32
Butter, No. 2 dairy, lb.	0 30
Lard, pure, 3s, per case	13 50
Bacon, smoked backs, lb.	0 25½
Bacon, smoked sides, lb.	0 25½
Eggs, storage, case	12 00
Eggs, new laid, doz.	0 65
Tomatoes, 3s, standard case	4 50
Corn, 2s, standard case	3 20
Peas, 2s, standard case	2 90
Apples, gala, Ontario, case	2 50
Strawberries, 2s, Ontario, case	5 90
Raspberries, 2s, Ontario, case	5 00
Peaches, 2s, Ontario, case	4 15
Salmon, finest sockeye, tall, case	13 50
Salmon, pink, tall, case	5 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Feb. 27.—Flour has advanced 15c per sack and is now quoted at \$9.50 per barrel. Sugar is quiet with demand reported slow. Cornstarch has advanced ½c per pound, while laundry starch is up ¼c per pound. Corn syrup, in common with starch, has advanced 20c per case. Lard has advanced 1c per pound, 3's now being quoted at \$14.10 per case, with further advances highly probable. Smoked hams are up ½c per pound and cooked hams up 1c. Local new-laid eggs are arriving in good quantity and are selling at 45c per dozen. Small white beans are in firm market, being quoted at 10 to 10½c per pound. In the potato market quotations are made at 2c to 2½c per pound. The opinion is expressed in

some quarters that canned tomatoes will be selling at higher prices in the near future.

CALGARY:	
Beans, small white Japan, lb.	0 10
Flour, No. 1 patents, 98s, per bbl.	9 50
Molasses, extra fancy, gal.	0 77
Rolled oats, 80s	3 20
Rice, Siam, cwt.	4 76
Sago and Tapioca, lb.	0 00
Sugar, pure cane, granulated, cwt.	8 45
Cheese, No. 1 Ontario, large	0 27
Butter, creamery, lb.	0 44
Lard, pure, 3s, per case	14 10
Bacon, smoked backs, lb.	0 27
Bacon, smoked sides, lb.	0 27
Eggs, new-laid, dozen	0 45
Eggs, storage, case	11 00
Tomatoes, 2½s, standard case	4 50
Corn, 3s, standard case	3 50
Peas, 2s, standard case	2 95
Apples, gala, Ontario, case	2 50
Strawberries, 2s, Ontario, case	5 25
Raspberries, 2s, Ontario, case	5 50
Peaches, 2s, Ontario, case	4 25
Salmon, finest sockeye, tall, case	12 00
Salmon, pink, tall, a case	5 02

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Feb. 27.—Sugar prices have wavered a little during the past week but no material change has been noted. Grocers are buying quietly. There was a strong movement in flour towards the end of last week but this has again become steady. Spice prices are still very firm and local manufacturers maintain they must remain so if the standard is to be retained. Potatoes are still going up in price. Prime potatoes brought \$70 a ton to-day and the cheapest—the kind inspectors refused to pass for export—were held at \$60, with \$55 bid. All other root vegetables rule high owing to the fact the evaporators are securing the country to secure commodities to fill war orders.

VANCOUVER, B.C.—	
Sugar, pure cane, granulated, 100 lbs.	8 10
Flour, first patents, Manitoba, per bbl., in car lots	9 70
Salmon, Sockeye, 1-lb. talls, per case 4 doz.	
Rice, Siam, per 100 lbs.	
Beans, Japanese, per bushel	
Potatoes, per ton	60 00
Lard, pure, in 400-lb. tierces, per lb.	0 21½
Butter, fresh made creamery, lb.	0 49
Eggs, new laid, in cartons, per dozen	0 44
Cheese, new large, per pound	0 27½

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Feb. 27.—Potatoes in this district are very scarce although prices are reasonable compared with other points in the Dominion. Canned salmon

has advanced 25c per case. Changes in commodities during the week have been in the upward direction without exception. Cheese has advanced to 28¼c per lb. and is expected to go higher. Evaporated apples are also quoted ½c per pound higher. Some lines of coffee have recorded an upward tendency. Bottled catsup has been increased in price 25c a case and is scarce. Dried fruits are reported to be in a strong position. All corn syrups have been increased in price 20c per case and some lines of corn starch have been advanced one-half cent a pound. Flour has been advanced to \$9.60 per barrel on February 20. Lard was increased to \$13.75 on February 24.

REGINA—	
Beans, small white Japan, bush.	5 75
Flour, No. 1 patents, 98s, per lb.	9 60
Molasses, extra fancy, gal.	0 71
Rolled oats, balls	3 50
Rice, Siam, cwt.	4 35
Sago and tapioca, lb.	0 09½
Sugar, pure cane, granulated, cwt.	8 29
Cheese, No. 1 Ontario, large	0 28½
Butter, creamery, lb.	0 42
Lard, pure, 3s, per case	13 75
Bacon, smoked sides, lb.	0 30
Bacon, smoked backs, lb.	0 28
Eggs, new-laid	0 50
Eggs, storage, No. 2	0 60
Tomatoes, 3s, standard, case	4 35
Corn, 2s, standard, case	3 65
Peas, 2s, standard, case	2 60
Apples, gala, Ontario	2 10
Strawberries, 2s, Ontario, case	5 00
Raspberries, 2s, Ontario, case	5 95
Peaches, 2s, Ontario, case	3 75
Salmon, finest sockeye, tall, case	12 25
Salmon, pink, tall, case	6 85
Pork, American clear, per bbl.	40 75
Bacon, breakfast	0 27
Bacon, roll	0 24
Eggs, new-laid	0 50
Eggs, storage	0 40

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Feb. 27.—Potatoes continued to advance far beyond previous records during the week, in the State of Maine some sold as high as \$9 per barrel but on reaction the price fell to \$5.50. In New Brunswick the price held steady and they are now quoted at \$5.50 to \$6 per barrel. Great interest has been manifested in announcement that criminal proceedings are about to be taken against the Potato Exchange, application to begin suit however, has not yet been received by the attorney-general. The short crop of onions and an embargo on export from Great Britain leaves market almost bare of onions, with prices at sensational figure of \$10 per hundred pound sack. Practically no case eggs are available and the sup-

(Continued on page 46)

FLOUR AND CEREALS

Flour Market Still Steady And Firming

Montreal

FLOUR AND FEEDS.—No change was recorded this week in its earlier stages at least, as regards flour prices, but both flour and feeds were in firm market. Flour is at present at the stage when any advance in wheat may very quickly become also an advance in flour. It is interesting to note that since February 1, the spread between cash and May wheat has been reduced from six cents to two cents. This makes the present situation so far as flour prices are concerned, very firm. The railway embargoes have been lifted on main lines throughout Ontario, but there is no change in the condition affecting Montreal or points East except as far as one railway is concerned, this line having been carrying freight for some time when other lines were heavily embargo bound. Considerable market interest is centred upon the big flour purchase by the Imperial Government for the British army in France, and for shipment shortly. It is understood that a number of the local millers as well as the Western millers secured a share of the business which is in the neighborhood of \$500,000. Feeds are still tremendously firm, and straight cars of bran can be sold at a premium of \$3.00 per ton over mixed cars, while straight cars of shorts are bringing a premium of \$4.00 per ton. Winter wheat is quiet, indeed in rather dull market. Oats are inclined to go firmer at the time of writing, and the 0.72 cents quoted for bushel may quickly reach 0.75.

	Car lots	Small lots
Manitoba Wheat Flour—		
First patents	9 60	9 80
Second patents	9 10	8 90
Strong bakers	8 90	8 50
Winter Wheat Flour—		
Fancy patents	9 25	9 50
90 per cent., in wood	8 50	8 75
90 per cent., in bags	4 00	4 15
Bran, per ton	35 00	38 00
Shorts	38 00	38 00
Special middlings	42 00	43 00
Feed flour	51 00	52 00
Feed oats, per bushel		0 72

Cereal Market Firm A Package Line Up

Montreal

CEREALS.—The firmness in the cereal market has had the effect of bringing Robin Hood Package Oats back to the basis of \$4.50 per case. Oats are in very firm market, scarce, and likely to keep high in price. Corn meal is slightly

easier in price this week though the market tone for corn is strong. The market for the wheat produced cereals is still in similar tone to the wheat market, and the effects of embargoes are being felt though supplies in Montreal are reasonably good. Demand keeps steady, in fact strong in some cases, and the market is busy.

Barley, pearl, 98 lbs.	6 25	6 80
Barley, pot, 98 lbs.		5 75
Buckwheat grits, 98 lbs.		4 60
Corn flour, 98 lbs.		3 40
Cornmeal, yellow, 98 lbs.		3 30
Graham flour, 98 lbs.		4 55
Hominy, granulated, 98 lbs.	4 50	4 75
Hominy, pearl, 98 lbs.	4 50	4 75
Oatmeal, standard, 98 lbs.		4 10
Oatmeal, granulated, 98 lbs.		4 10
Peas, Canadian, boiling, bush.		3 75
Rolled oats, 90-lb. bags	3 25	3 50
Rolled wheat, 100-lb. bbls.		5 60
Rye flour, 98 lbs.		4 00
Whole wheat flour, 98 lbs.		4 55
Wheatlets, 98 lbs.		4 80

Flour Held In Firm Market During Week

Considerable Buying of Wheat for Export Developed and Price of Wheat Held Up Well

Toronto

FLOUR.—There was a continued firm tone to the flour market during the week in the face of the fairly strong position of wheat. There was very little fluctuation in the price of Manitoba wheat during the week and whatever change there was reflected a steady feeling in the market. On Wednesday of last week cash wheat at Winnipeg for No. 1 closed at \$1.73³/₈ and on the same day during the present week it closed at \$1.75 per bushel. This was a net gain of 1⁷/₈¢ per bushel during the period. There was a slight weakening in the market on Friday of last week when the speech of Lloyd George was made but even at that wheat did not drop below \$1.71¹/₈. His speech was generally interpreted as giving a bullish tone to the market and in this flour acted in sympathy. There were no price changes during the week. The domestic demand is reported to be improving slightly for flour. Large milling concerns with Western connections state shipments of flour are coming forward better from that district. Ontario winter wheat flour also held steady during the week with a fairly steady demand.

	Car lots per bbl.	Small lots per bbl.
Manitoba Wheat Flour—		
First patents	9 50	9 70
Second patents	9 00	9 20
Strong bakers	8 80	9 00
Ontario Winter Wheat Flour—		
High patents	8 60	8 80
Second patents	8 20	8 40

Rolled Oats Strong But Prices Are Shaded

Toronto

CEREALS.—Although rolled oats are in a strong market there has been an inclination during the week to shade prices in order to get trade. In some instances they are being quoted down to \$3.50 per 90-lb. bag, but the market generally is from \$3.55 to \$3.60. Wheatlets in certain quarters are quoted down 5¢ per bag. Yellow cornmeal on the other hand is quoted 5¢ to 15¢ per bag higher. There has been a fair demand for cereals during the week. One of the cereal companies have announced that they are unable to supply one of their familiar sizes of rolled oats in the round package. They are accordingly not making quotations on these. Split peas advanced 1¹/₂¢ per lb. in certain quarters during the week.

Barley, pearl, 98 lbs.	6 25	7 00
Barley, pot, 98 lbs.	4 70	5 25
Buckwheat flour, 98 lbs.	4 85	5 25
Corn flour, 98 lbs.	3 30	3 50
Cornmeal, yellow, 98 lbs.	3 10	3 40
Graham flour, 98 lbs.	4 50	4 75
Hominy, grits, 98 lbs.	3 00	3 15
Hominy, pearl, 98 lbs.	3 00	3 15
Oatmeal, standard, 98 lbs.	4 00	4 15
Rolled oats, 90-lb. bags	3 50	3 65
Rolled wheat, 100-lb. bbls.	4 75	5 50
Rye flour, 98 lbs.	4 75	5 50
Whole wheat flour, 98 lbs.	4 45	4 60
Wheatlets, 98 lbs.	4 70	5 75

Feeds Hold Steady At Recent Advance

Toronto

MILLFEEDS.—There is no diminution in the demand for millfeeds of all kinds. A certain measure of relief is being afforded Eastern feeders through the partial raising of the embargo from Western points on feed. Shipments of feed are now coming forward in the proportion of 30 pounds of feed to 100 pounds of flour. With the restricted output of the mills due to light export and a quiet home demand for flour the situation in millfeeds is one of firmness. Manitoba oats are quoted at 72¢ to 73¢ for No. 2, delivered en route over C.P.R. and C.N.R. to points not embargoed. Ontario oats No. 2 are still quoted at 63¢ to 65¢. The quotations on both Manitoba and Ontario are merely nominal as there are very few oats obtainable.

	Car lots	Small lots
Mill Feeds—		
Bran	35 00	37 00
Shorts	38 00	40 00
Special middlings	42 00	44 00
Feed flour	51 00	53 00
Ontario oats, No. 2 (nominal)	0 63	0 65
Manitoba oats, No. 2 (nominal)	0 72	0 73

(Continued on page 48.)

MANITOBA MARKETS

(Continued from page 43)

to the Chicago market, where unprecedented prices were being quoted. One large manufacturing firm this year is refusing cabbage contracts and intend growing all their requirements on their own farms, of which they have three in different parts of the province. They are now booking contracts for Sauer kraut, and intend putting in only sufficient acreage to cover themselves on contracts actually closed before seeding commences.

Is It To Be 1/2-lb. Flats or 1-lb. Talls?

Winnipeg
CANNED GOODS.—There has been considerable discussion here regarding the effect of Great Britain's embargo on canned salmon. Some brokers are rather pleased to see this embargo, as in previous years they have been unable to get supplies for local requirements. If the market drops, the question is asked: "What position will the jobbers be in who have booked ahead?" The trade would like to know what contracts have been made by the British Government in B. C., and how much salmon will be left on this market. It is interesting to note that since the war broke out, a demand has arisen in Europe for 1/2-lb. flats, as against 1-lb. talls in this country. Owing to the big demand, it has necessitated packers going in more for 1/2-lb. flats, and they have been endeavoring to induce Canadian trade to adopt this size. Whereas mostly talls were packed, the following table will show how packers have changed over to flats during the past year or two on account of the demand from Europe: The figures are, for Sockeye in cases, flats and talls respectively: Fraser River, 24,837, and 31; Skeena River, 55,237 and 837; Rivers Inlet, 43,400 and 89; Naas River, 29,480 and 1,962; Vancouver Island, 12,414 and 1,561; outlying districts, 27,800 and 8,301. The grand total for Sockeyes was 193,137 cases, 1/2-lb. flats; 12,781 cases 1-lb. talls; Cohoes, 118,547 and 51,398. It can be figured that the majority of the 1/2-lb. flats were for the European market.

One of the most conservative of the Winnipeg jobbers states that he has no fear about the price of tomatoes holding up until the next pack is in. As regards reports that retailers are not buying nor selling canned tomatoes, he points out that the sales of tomatoes in January, February and March are not heavy, but that the big sales occur in July and August. He is quoting \$4.70 for 3's under his own brand, and \$4.50 for other lines of 3's, both Canadian and American. He says he is not mak-

ing any great thing out of them, but he does not intend losing money on them.

Potatoes Still Soaring; Oranges Jump to \$4 Case

Winnipeg
FRUIT AND VEGETABLES.—New rhubarb has arrived on this market. Potatoes continue to go up, and wholesalers are asking \$1.50 in 10-bushel lots. California celery brings \$1.75 doz. Dealers are not quoting on cabbage, which has been gradually advancing for some time; the market is bare. There has been an advance in navel oranges on account of rains in California. On account of frost, grapefruit is \$6 per case. Wine saps and Rome beauties are up to \$2.25. Dealers state that the only line likely to be affected by the British embargo is Valencia onions, which are likely to advance.

Brussels sprouts, lb.	1 50
Manitoba potatoes, 10-bushel lots	1 50
Manitoba potatoes, carlots, bush., f.o.b.	1 00
Winnipeg	
Celery, Cal., doz.	1 75
Carrots, bushel	1 00
Turnips, bushel	0 50
Cabbage, per cwt.	5 00
Cauliflower, Cal., case	5 00
Head lettuce, Cal., doz.	1 75
Head lettuce, Florida, hamper 3 doz.	5 50
Imported mushrooms	0 90
Sweet potatoes, hamper	1 50
Tomatoes, Florida, basket	1 50
Fruits—	
Oranges, navel, case	4 00
Oranges, Florida, box	7 00
Oranges, bitter, Palermo, case 200	7 00
Oranges, bitter, Japanese, case 60 lbs.	5 00
Lemons	6 00
Grape fruit	8 00
Malaga grapes, kegs	5 50
Ontario Greenings	6 00
Ontario apples, No. 2	4 50
Ontario apples, No. 3	4 50
Jonathans, Washington, box	2 25
Wine Saps, box	2 25
Rome Beauties, box	2 00
R.C. McIntosh Reds, No. 1	2 25
Cranberries, bbls.	11 00
Pears, Winter Nellis, box	4 00
Pears, D'Anjou, box	4 50
Strawberries, box	0 70
Bananas, lb.	0 05 1/2

Halibut to go Higher Getting Very Scarce

Winnipeg
FISH AND POULTRY.—Halibut continues to be a scarce article, and it is likely to continue so. Some houses have none to offer, and are asking 15c per lb. The time is not far distant, it is claimed, when stores will be selling halibut for 22c. There is very little movement in poultry, and dealers do not look for any big sale just now, as the price is so high.

WEEKLY MARKET REPORTS BY WIRE

(Continued from page 44)

ply of fresh eggs is greatly below requirements. Dairy butter has been advanced and is now selling at 40c to 42c. Buckwheat flour is easier and is now quoted at \$5.25 to \$5.50 per bag. Prunes are firmer at 10 1/2c to 11 1/2c. Evaporated apples are higher, quotations rang-

ing from 12c to 12 1/2c. California oranges are also higher in price, the range being from \$4 to \$4.75. Grapefruit has advanced also and is now quoted at \$4.50 to \$5. Malaga grapes are practically off the market.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Manitoba	10 50
Ontario	9 55
Cornmeal, gran., bbls.	7 50
Cornmeal, ordinary, bags	2 65
Flour, buckwheat, 100-lb. bag	5 75
Molasses, extra fancy, gal.	0 50
Rolls, oats, bbl.	5 50
Beans, white, bush.	7 00
Beans, yellow-eyed	6 95
Rice, Siam, cwt.	6 00
Sago and Tapioca, lb.	0 11
Sugar—	
Standard granulated, cwt.	7 55
United Empire	7 45
Bright yellow	7 35
No. 1 yellow	7 15
Paris lumps	8 50
Cheese, N.B., twins	0 25
Eggs, new laid	0 50
Eggs, case	0 45
Roll bacon	0 25
Breakfast bacon	0 27
Butter, dairy, per lb.	0 40
Lard, pure, lb.	0 25
Lard, compound	0 25
American clear pork	44 00
Beef, corned, lb.	2 90
Tomatoes, 3s, standard case	4 70
Corn, 2s, standard case	3 00
Peas, 2s, standard case	2 00
Apples, gala, N.B., doz.	3 30
Strawberries, 2s, Ontario, case	5 00
Raspberries, 2s, Ontario, case	5 00
Peaches, 2s, Ontario, case	4 00
Salmon, red spring, talls, case	10 00
Salmon, pink, talls, case	6 00
Salmon, Cohoes, case	9 00
Salmon, Chums	5 00
Sardines, domestic, case	4 00
Cream tartar	0 40
Currants, lb.	0 21
Raisins, choice, lb.	0 11 1/2
Raisins, fancy, lb.	0 12
Raisins, seedless, lb.	0 15
Prunes, 90-100, lb.	0 11 1/2
Candied peel, citron	0 25
Candied peel, orange and lemon	0 21
Evaporated apples, lb.	0 12
Evaporated apricots, lb.	0 21
Pork and beans, case	4 50
Fresh Fruits and Vegetables—	
Apples, bbl.	2 00
Lemons, Messina, box	4 50
Lemons, Cal., box	5 50
Oranges, Cal., box	4 00
Grapes, Malaga, keg	6 00
Grapefruit, per case	1 50
Potatoes, bbl.	5 50
Onions, per 100-lb. bag	10 00

THE GROWTH OF THE CHAIN STORE IDEA

The financial success of the chain store seems to be increasing with every passing year, and the five and ten cent store is proving an enormous factor in business. Four big concerns with stores in various centres made a gross turnover for the year of \$135,000,000, of this the Woolworth Company provided \$87,082,513 the S. S. Kresge Co. \$26,393,544 the S. H. Krees Co. \$15,122,558 the McCrory Co. \$6,796,989. These enormous sales represent a very substantial increase in business the Woolworth Company showing an increase of 84. per cent. the Kresge Company 26.04 per cent. The Kress Co. 21.7 per cent. and McCrory Stores Corporation 20.89 per cent. Taking as a basis the net profit of last year these earnings should show a profit for the Woolworth stores would be approximately \$8,600,000 for the Kresge stores a net of \$1,583,510 for the Kress stores, a net of \$1,590,000 and for the McCrory stores a net of \$461,513. The past year has been one of great progress for these chain stores.

PRODUCE AND PROVISIONS

Hogs Stay Steady; Lard Has Advanced

Montreal
PROVISIONS.—Supplies of hogs from the country are not coming in at all satisfactorily either in quantity or quality. Deliveries are slow and the product is poorly finished due to cost of feeding this winter. Prices of live hogs at the abattoirs this week ranged about the same as last week \$15.50 to \$16.00 per hundred pounds. Dressed hogs are at \$21.50 to \$22.00. The market condition continues very firm, because the hogs are scarce. This week finds also an advance in lard of half a cent a pound due to scarcity, and although the Lenten condition of demand in some respects prevails giving a tone of quietness to certain lines, the market in the main is firm and steady.

Hams—			
Medium, per lb.	0 26	0 26½	
Large, per lb.	0 24	0 24½	
Bacon—			
Plain	0 26	0 27	
Boneless, per lb.	0 29	0 30	
Bacon—			
Breakfast, per lb.	0 29	0 30	
Roll, per lb.	0 22	0 23	
Pickled meats—1c less than smoked.			
Dry Salt Meats—			
Long clear bacon, ton lots	0 19	0 20	
Long clear bacon, small lots	0 19½	0 20½	
Fat backs, lb.	0 18	0 19	
Cooked Meats—			
Hams, boiled, per lb.	0 38	0 39	
Hams, roast, per lb.	0 37	0 38	
Shoulders, boiled, per lb.	0 31½	0 32½	
Shoulders, roast, per lb.	0 32	0 33½	
Lard, Pure—			
Tierces, 400 lbs., per lb.	0 21½	0 22	
Tubs, 50 lbs.	0 22	0 22½	
Pails, 20 lbs.	0 22½	0 23½	
Bricks, 1 lb., per lb.	0 23½	0 24½	
Lard, Compound—			
Tierces, 400 lbs., per lb.	0 17	0 17½	
Tubs, 50 lbs.	0 17½	0 18½	
Pails, 20 lbs., per lb.	0 18½	0 19½	
Bricks, 1 lb., per lb.	0 19½	0 20½	

Poultry Market is Unchanged This Week

Montreal
POULTRY.—Very little is moving in the way of live poultry into the city at present, and in general dressed poultry keeps in quietly steady market. The effects of Lent are felt to some extent but not to the extent that would be imagined. There is a fair continuous call for poultry supplies, and prices remain as last week.

Poultry (dressed)—		
Chickens, milk-fed, crate, fattened, lb.	0 25	0 30
Old roosters	0 20	0 20
Roasting chickens	0 25	0 27
Young ducks	0 25	0 25
Turkeys (old toms, dressed, lb.)	0 31	0 31
Turkeys (young)	0 33	0 33

Eggs in Very Small Supply in Montreal

Montreal
EGGS.—The market for eggs remains steady. There are now no more storage

eggs available, and dealers are dependent altogether on new laids which are coming in so slowly from Canadian sources owing to bad weather conditions that dealers are supplying their requirements from Detroit and Chicago. Latest quotations from Chicago were 37 cents. These eggs could be laid down in Montreal at 47 cents freight and duty paid. Only 2,800 cases of eggs arrived in Montreal for the week ending Feb. 24 as compared with 5,380 cases for the corresponding period of last year.

Eggs—		
New laid	0 55	0 58

Cheese is in a Quiet Market Now

Montreal
CHEESE.—Owing to the shortage of shipping there are large quantities of cheese for export still awaiting the chance to leave the Canadian side, and it is wondered whether this cheese may not eventually come to some extent upon the Canadian market. Demand however is quiet, though the Lenten call for simple fare will accelerate this as the month of March goes on. Prices for cheese in Montreal remain as quoted last week. There arrived in the city for the week ending Feb. 24, 2,388 boxes as compared with only 91 boxes for the corresponding period last year.

Cheese—		
Large, per lb.	0 25½	0 26
New, twins, per lb.	0 26	0 26½
Triplets, per lb.	0 26½	0 26½
Stilton, per lb.	0 28½	0 28½
Fancy old cheese, per lb.	0 28½	0 28½

Butter Coming in From Western Plains

Montreal
BUTTER.—Prices of butter are unchanged this week in Montreal, and demand keeps steady. There is a tendency to firmness in the market at present, and stocks held in storage are quite low. Western butter has been coming in, Alberta, Saskatchewan, and Manitoba farmers have been sending in their product which has been bringing good prices. September and early October creamery butter is in good demand, and present market conditions seem steadily holding. Arrivals of butter in Montreal for the week ending Feb. 24 were 2,249 pkgs. as compared with 399 pkgs. this time last year.

Butter—		
Creamery, prints (storage)	0 44½	0 44½
Creamery, prints (fresh made)	0 42½	0 42½
Creamery, solids (fresh made)	0 43	0 43
Dairy prints, choice, lb.	0 40	0 41
Dairy prints, lbs., in tubs	0 37	0 38
Bakers	0 33	0 34

Honey Stocks Are Running Very Low

Montreal
HONEY.—Stocks of honey in first hands are reported to be about done now, and the market is very firm with good steady demand. Prices remain as quoted last week, but there is a prospect of advances as the supplies run lower. The use of honey as a dessert feature in the restaurants is about over now, and the domestic demand is not as sharp as was noted in colder weather. This will no doubt tend to conserve stocks a little.

Honey—		
Buckwheat, 5-10 lb. tins, per lb.	0 12½	0 13
Buckwheat, 60-lb. tins, per lb.	0 12	0 12
Clover, 5-10 lb. tins, per lb.	0 15½	0 15½
Clover, 60-lb. tins	0 14½	0 14½
Comb, per section	0 18	0 19

Lard Goes Higher; Live Hogs Also Up

Deliveries of Live Hogs Light—Pure Lard Advances ½c Per Pound—Cooked Meats Firmer

Toronto
PROVISIONS.—There was additional strength in the pure lard market during the week and commission men advanced their prices from ½c to ¾c per pound. The American market is firmer, with higher prices, and this has affected the Canadian situation. Stocks of lard are light at present, and demand has been good. In compound lard there is not the same activity and prices have held steady during the week at quotations of a week ago. There is a wide differential between pure lard and compound lard at present, which is unusual, and dealers are of the opinion, with a continued firmness in pure lard, the compound will be moved more nearly to the accustomed differential. Live hogs went to \$15 during the week for the fed and watered and \$15.25 for off ears hogs. At f.o.b. points they are quoted at \$14.50 to \$14.65. There has been a firmer tendency in dry salt meats, and prices have been moved up ½c, with a 1c advance on cooked meats. Demand for meats of all kinds is good.

Hams—		
Medium, per lb.	0 26	0 27
Large, per lb.	0 24	0 24½
Bacon—		
Plain	0 29	0 30
Boneless, per lb.	0 32	0 34
Bacon—		
Breakfast, per lb.	0 27	0 29
Roll, per lb.	0 22	0 22½
Wiltshire bacon, per lb.	0 35½	0 36
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 19½	0 20
Long clear bacon, small lots	0 20½	0 21½
Fat backs, lb.	0 21	0 22
Cooked Meats—		
Hams, boiled, per lb.	0 37	0 38

Hams, roast, per lb.	0 36	0 40
Shoulders, boiled, per lb.	0 33	0 34
Shoulders, roast, per lb.	0 33	0 35
Lard—		
Pure tierces, 400 lbs., per lb.	0 21½	0 22¼
Compound, tierces, 400 lbs., per lb.	0 16½	0 17¼
In 60-lb. tubs, ¼c higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1¼c higher than tierces.		
Hogs—		
Dressed, abattoir killed	21 00	
Live, off cars	15 25	
Live, fed and watered	15 00	
Live, f.o.b.	14 50	14 65

Some Creameries Have Started on New Make

Toronto

BUTTER.—Some creameries in certain parts of Ontario are reported to have started on the new season's make. Butter is coming to the market in good quantity, but consumption is still restricted. There has been an uncertainty in the market during the week. Prices for the most part have held steady, although there were some offerings at slightly lower figures, but these were quickly taken. A better demand for dairy butter is noted in certain quarters.

Creamery prints, fresh made	0 43	0 45
Creamery solids	0 42	0 43
Dairy prints, choice, lb.	0 36	0 38
Dairy prints, lb.	0 34	0 35
Bakers	0 33	0 34

Storage Eggs Are Completely Cleaned Out

Toronto

EGGS.—The remaining supplies of storage eggs brought in from the Canadian West were completely cleaned out during the week, and new-laid are the only available stocks now existent. These are nearly all coming from the Chicago district, where supplies are reported as reaching the market in good volume, with a drop in prices in that market of nearly 10c per dozen during the week. With the coming of milder weather the hens have commenced to produce. New-laid in this market are consequently quoted down 2c to 4c per dozen. Eggs are at the present figure about 20c per dozen higher than they were at this time last year, and with the arrival of better supplies lower prices are looked for.

Eggs—		
New laid, cartons	0 52	0 53
New laid, ex-cartons	0 47	0 48

Cheese Market One Of Continued Strength

Toronto

CHEESE.—With the cleaning up of almost all available supplies for cheese for export there is continued strength to the market for stocks that are held locally for domestic use. There are a few lots of fodder cheese still arriving for the export market at Montreal, but old cheese is a scarce commodity. It is reported that Montreal houses have been filling orders for export shipment from

cheese secured in New York State and Wisconsin. There is a scarcity of old cheese on the local market, and stocks are firmly held. Demand has continued fairly good. New crop of cheese will probably be put on the boards shortly after April 1.

Cheese—		Per lb.
New, large	0 26¼	0 27
Old, large	0 27¼	0 28
Twins are ¼c higher than new large; triplets ½c higher than new large, and Stillton 2c above new large.		

Live Fowl in Better Demand Than Dressed

Toronto

POULTRY.—Some commission men are paying more for live chickens and hens this week than they are paying for the dressed fowl. Prices for live have advanced 3c per pound, while dressed have remained stationary. The reason for this is in the fact that live chickens and hens are in splendid demand. Dressed birds that come to the market at present are inclined to be staggy in build, and for this reason are not as desirable as some of the frozen fowl that are still held. Other varieties of poultry held steady in price during the week.

	Live	Dressed
Spring chickens	0 21	0 20
Spring chickens, crate-fed	0 23	0 22
Hens, over 4 lbs.	0 21	0 19
Hens, under 4 lbs.	0 19	0 18
Old roosters	0 18	0 17
Young ducks	0 17	0 20
Old ducks	0 12	0 15
Geese	0 13	0 16
Young turkeys (8 and 9 lbs. each)	0 22	0 25
Young turkeys (over 9 lbs. each)	0 23	0 27
Old Tom or hen turkeys	0 20	0 24

Prices are those paid at Toronto by commission men.

Maple Syrup Has Again Made Appearance

Toronto

HONEY, MAPLE SYRUP.—There has been inquiry for maple syrup during the week, and commission men are meeting it with supplies of last season's make. This syrup has been kept in cold storage, and is consequently in good shape. There is always a demand for the previous season's make during the few weeks preceding the arrival of the new syrup. This maple syrup is from Quebec, and is selling in 8-lb. tins at \$1.15 to \$1.25. Other qualities are selling up to \$1.50 per tin. Honey is in good demand, and prices have remained unchanged.

Honey—		
Clover, 5 and 10-lb. tins	0 13¼	0 14¼
80-lb. tins	0 12¼	0 13
Comb, No. 1, doz.	2 40	2 75
Maple Syrup—		
8-lb. tins	1 15	1 25
Tins, No. 1	1 50	

Eggs to Decline; Butter Still Very High

Winnipeg

PRODUCE AND PROVISIONS.—The hog market was firm all last week, with only fair runs on the market. Prices opened at 13.85, and had risen to 14.00 by Saturday, which is a record figure. Eggs are extremely high. Cana-

dian eggs are very scarce, and on account of the high American market and the big cost of bringing them in, new laid are bringing 55c. A gradual decline is expected before long with the approach of spring in the South. Creamery butter is still very high, and is quoted at 44c for No. 1 in cartons, and 42c for No. 2 storage blocks. There is a marked scarcity of good storage creamery butter, which accounts for the high prices still prevailing. Cheese is firm at 27½c. There is a scarcity of Ontario cheese, and a shortage is looked for before the new make comes in.

Hams—		
Light, lb.	0 26	0 28
Medium, per lb.		0 25½
Large, per lb.		0 26
Bacon—		
Breakfast, per lb.	0 26	0 28
Breakfast, select, lb.	0 28	0 31
Backs, select, per lb.		0 28
Backs regular	0 26	0 28
Dry Salt Meats—		
Long clear bacon, light		0 19½
Barrelled Pork—		
Mess pork, bbl.		32 00
Lard, Pure—		
Tierces		0 20¼
20s		4 22
Cases, 5s		12 90
Cases, 3s		13 05
Lard, Compound—		
Tierces		0 16½
Tubs, 80s, net		8 25
Pails, 20s, net		3 37
Butter—		
Fresh made creamery, No. 1, cartons	0 43	
No. 1 storage	0 42	
Fresh Eggs—		
New laid	0 50	0 55
Extras in cartons		0 45
No. 1 candled		0 38
Cheese—		
Ontario, large	0 27½	

FLOUR AND CEREALS (Continued from page 45.) First Patents 9.30 Rolled Oats Fight On

Winnipeg

FLOUR AND CEREALS.—First patents stand at 9.30. The market went up, thirty cents per bbl. last week. Domestic business is fairly brisk, and the outlook for spring business is hopeful. Since the advance in flour, the wheat market has been very narrow. Rolled oats stand at 2.80 to 3.00, two companies at war with one another quoting the lower figure. The fight between them is getting warmer, and is extending into Alberta. The demand for feeds in Eastern Canada is still in excess of the railroad equipment available for carrying it, although there is every indication of the embargo being raised to some extent before long. Eastern buyers will be glad to see it lifted, as it will permit them to fill their orders. Bran is \$28 and shorts \$30.

Flour—		
Best patents	9 30	
Bakers	8 80	
Clears	8 40	
XXXX.	6 20	
Cereals—		
Rolled oats, 80 lbs.	2 80	3 00
Rolled oats, pags., family size		4 10
Cornmeal, 35's		3 00
Oatmeal, 35's		4 00
Feeds—		
Bran, per ton	28 00	
Shorts, ton	30 00	
Middlings, ton	30 00	
Mixed chop, ton	42 00	



Sausage in Cartons

You, a grocer, can sell Armour's Devonshire Farm Style Sausage, and so supply a food that formerly grocers did not sell. It means larger sales, added profits and repeat orders. Devonshire is delicious—for breakfast, luncheon or supper. Sold in convenient one-pound cartons (meat or links).



Made in Canada

The Armour Oval Label is recognized everywhere as a mark that designates highest quality, absolute purity and real value for the money. It marks a full line of highest-grade specialties, including:

**Ham Bacon Lard
Sausage, etc.**

and several other food products sold by grocers. We solicit your business.

A big collection of Armour Store Signs and advertising material at your service. Ask the Armour Salesman, or write us direct.

ARMOUR AND COMPANY
HAMILTON, ONTARIO, CANADA

*There is always
a demand for*

Marsh's Grape Juice

And there is always a profit worth acquiring in every sale of this delicious, All-Canadian beverage.

You don't have to expend much energy in getting a stock of Marsh's moving. Its own appetizing goodness recommends it to the most particular housewife and brings her back again for another supply—the first order is but the ice-breaker of a constant run of "repeats," with the resulting good profits.

Every drop of Marsh's Grape Juice is pure and unadulterated, free from coloring or preservative of any kind. So don't hesitate to recommend it to every housewife; to her it will be an additional proof of your good judgment and of the quality goods you handle.

Get a stock of Marsh's Grape Juice on your shelves to-day. You will quickly need to replenish your supply.



• The
**Marsh Grape
Juice Co.**

NIAGARA FALLS, ONT.

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

JAPAN TEAS

are the best value on the market at present prices.

A sharp advance is due on account of shipping conditions and high prices of all black teas.

We advised you two months ago regarding advance in blacks. Protect yourself and have no regrets.

We have a full stock of all grades.

Satisfaction Guaranteed or Return at Our Expense

KEARNEY BROS., Limited
Tea Specialists

33 ST. PETER STREET

MONTREAL



"For Mother"

It's Mother's Favorite Household Cleaner

There are so many superiority points about **Matchless Ammonia Powder** that dealers always find it a reliable seller and a dependable customer satisfier.

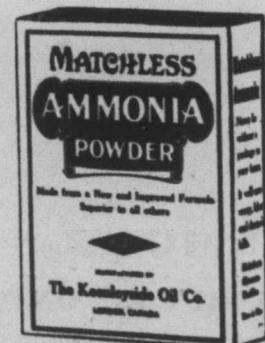
Particularly is this so during the Spring clean-up season. Results are what count with the busy housewife when she starts her dirt-chasing campaign, and that's just why she favors "Matchless Ammonia." It gives her unstinted satisfaction, and unlike most other powders or preparations of this nature is absolutely harmless to the most sensitive skin.

The Matchless Ammonia selling proposition will interest you. Get your supply in good time to profit from the clean-up weeks.

We're selling agents for Best Corn Starch
and Best and Liberty Gloss Starch.

The Keenleyside Oil Co., London, Ontario

Western Distributors: The H. L. Perry Co., Winnipeg



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

**"A STITCH IN TIME"—
to those about to build**

You know that your friends who have built homes wish that they had done something else or something different, in order to have secured better results. The little or big errors made in

choosing a site, an architect, a builder, a design, a style, a plan

and so on, have cost many times the price of the book which they could have had for \$1.50 (\$1.65 when sent by mail)—the book entitled

BUILDING A HOME

By Desmond and Frohne, editors of **The Architectural Record.**

And if you are going to build this year or in some near year, you will find the advice and help of this book invaluable. Its price pales away when its real value to you is weighed.

Send for the book. Have it placed in your Public Library, if you have influence. Add it to your own library. It is a handsome volume, with many illustrations.

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

**The Biggest Value for the
Price**

Whole wheat contains all the nourishment needed to build healthy tissue and furnish strength and energy to the human body, and when you sell it to your customers in the form of

Shredded Wheat

you are giving them the biggest food value they can buy for the price, because two Shredded Wheat Biscuits with milk and a little fruit make a complete breakfast at a cost of a few cents. It is always the same price, always the same high quality, always clean, always pure, with a fair profit to a fair dealer.



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.

"MADE IN CANADA"

The Canadian Shredded Wheat Co., Ltd.

Niagara Falls, - Ont.
Toronto Office:
49 Wellington Street East

5.

How to Test Advertising

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

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

Advertising *does* pay.

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

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

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

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

Put some *brains* into your advertising.

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

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

—Jerome P. Fleishman.

RALSTON WHEAT FOOD AND PURINA WHOLE WHEAT FLOUR

We are now opening a big advertising campaign throughout Canada in conjunction with advertising of Ralston Purina Co., of St. Louis.

The best trade appreciate the superior Ralston goods.

Order through your jobber, if he will not supply you write us direct. Good profit on both lines.

The Chisholm Milling Co.
TORONTO LIMITED

There is always a good demand for Royal Salad Dressing

—a demand every aggressive grocer will find well worth cultivating.

The delicious, appetizing qualities of this Canadian-made Salad is sufficient recommendation to the most critical customer.

To use it once is to use it continually—hence dealers handling it find repeat sales the order of the day. And the profit on every sale is big enough to make a little selling effort advisable.

Get a few dozen bottles of Royal Salad Dressing. See how it sells. Then you'll stock it right along.

HORTON-CATO MFG. CO.
Windsor, Ont.

Mr. Dealer

Here are the Season's Leaders in Shoe Polishes



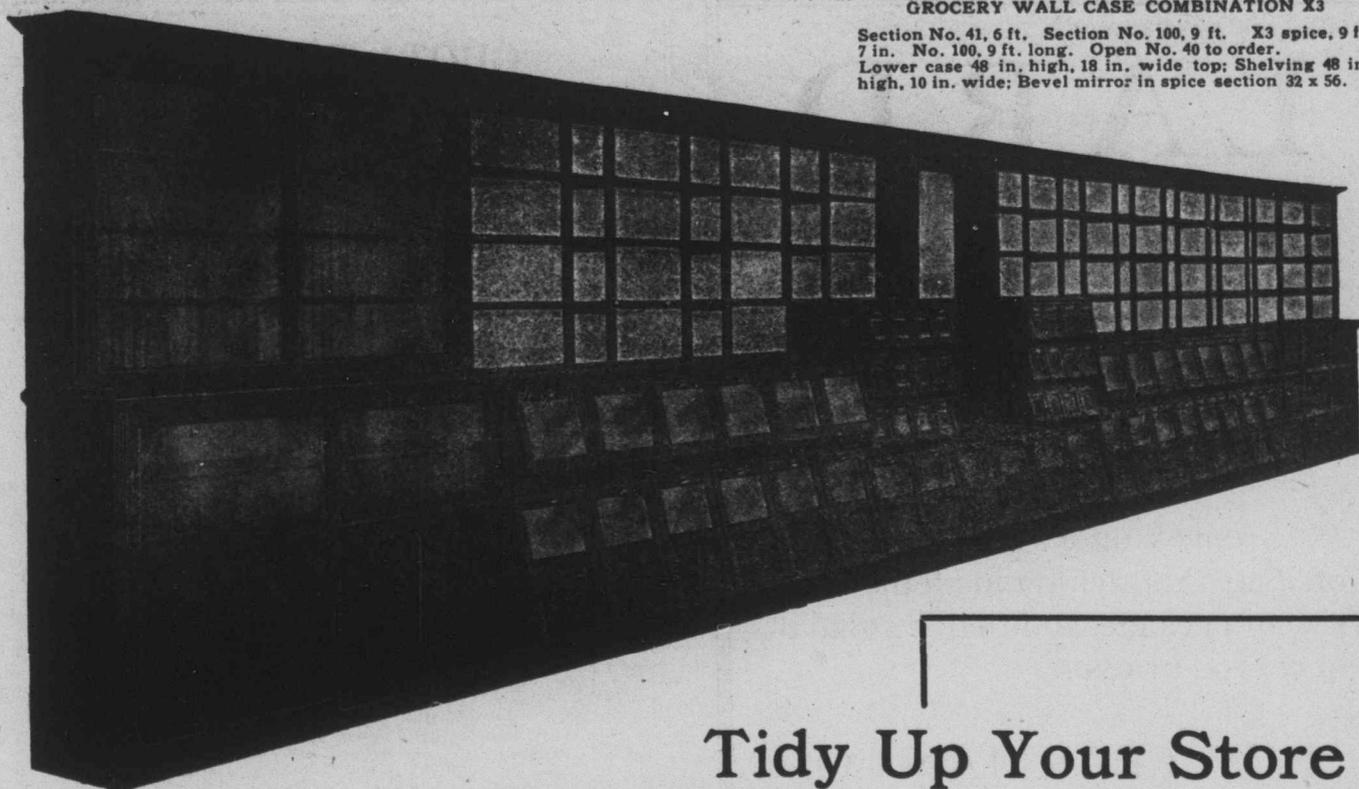
- “SHUCLEAN.” White kid and white leather cleaner.
- “ALBO.” White round cake, canvas cleaner and whitener, in lacquered metal box (2 sizes).
- “CAHILL'S” French Bronze Dressing. Bronzes any color shoe.
- “BOSTONIAN CREAMS.” Put up in all the popular colors and shades. Most perfect cleaner and polishing cream for the finest grade of colored kid and calf leathers.
- “GILT EDGE” Black Oil Polish. The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful Black lustre. Always ready to use. Largest quantity. Finest quality. Polishes without rubbing. Retail 25c.
- “QUICK WHITE” (Liquid) makes dirty Canvas shoes clean and white. A sponge in every package, so always ready to use. Retail for 10c and 25c.

Ask Your Jobber for Prices and Complete Catalog.

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

GROCERY WALL CASE COMBINATION X3

Section No. 41, 6 ft. Section No. 100, 9 ft. X3 spice, 9 ft. 7 in. No. 100, 9 ft. long. Open No. 40 to order. Lower case 48 in. high, 18 in. wide top; Shelving 48 in. high, 10 in. wide; Bevel mirror in spice section 32 x 56.



Tidy Up Your Store

Don't let the spring clean-up season pass without putting your premises in the best possible trim for a bigger and better 1917 business. Make the most of every inch of your floor space, add 100% to your selling efficiency by installing Walker Store Equipment.

Retailers who have planned their stores and organized their selling forces along the Walker Service principle will tell you that the increased facilities accorded by Walker fixtures for handling merchandise and serving customers quickly is a wonderful asset in securing new patronage and retaining old.

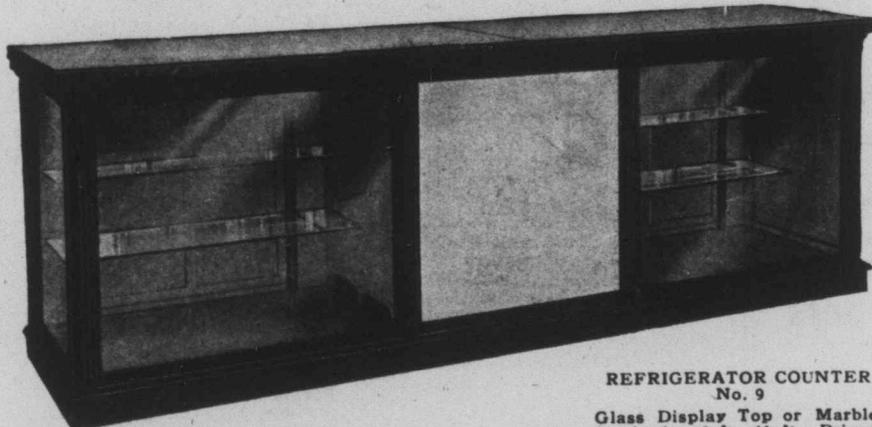
Let us send you direct quotations on your requirements. Send us your floor plan and we go into the matter fully, without obligating you in any way. Ask us.

THE WALKER BIN & STORE FIXTURE COMPANY, LIMITED

KITCHENER, :: ONTARIO

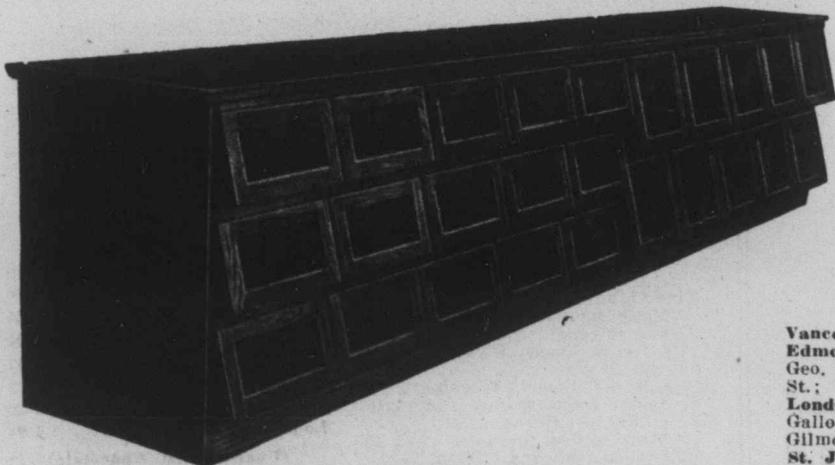
AGENCIES:

Vancouver, R. J. Borland, 611 North West Trust Building; Edmonton, W. A. Hampson, P.O. Box 1402; Saskatoon, Geo. A. Stuart; Regina, J. H. Smith, 1915 South Railway St.; Winnipeg, Jas. M. Hargreaves, 814 Broadway Ave.; London, W. J. Armstrong, 14 Euclid Ave.; Hamilton, J. H. Galloway, 194 Main St. East; Ottawa, Geo. Cameron, 414 Gilmour St.; Montreal, W. S. Silcock, 33 St. Nicholas St.; St. John, E. E. Church, Box 174; Halifax, F. H. Calder, Central Wharf.



REFRIGERATOR COUNTER No. 9

Glass Display Top or Marble. Stock sizes 9 ft., 11 ft. Prices: \$145.00 and \$175.00. Shows and sells your Cooked Meats and Delicatessen.



No. 3 COMBINATION FALSE DISPLAY COUNTER

All Bevel Fronts. Patent gravity closing bins or drawers in rear; full capacity. Nothing better made. 14 ft. Counter shown. \$155.00.

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

LARD

continues to advance in price, and we think will remain at present high prices for some time to come. Hogs are very scarce, very high in price, and are not producing the usual amount of lard per hog.

We are making a very good Brand of "Star" Shortening in all the usual size of package, and shall be glad to quote you prices.

F. W. FEARMAN CO.
LIMITED
HAMILTON

THE BRUNSWICK - FREEMAN System of Mechanical Refrigeration will increase your business and raise your profits.



STOP! melting your dollars and draining them down the sewer. Cool your refrigerator and produce with the Brunswick-Freeman absolute temperature at all times. No trimming choice cuts of meat. No ice handling during the rush hours. Just turn the switch and the Brunswick-Freeman does the rest.

For using ice to cool your refrigerator is the same as lighting your store with a candle when your store is wired for electric light.

Write to us for Bulletin No. 103A.

The W. A. FREEMAN CO., Limited
Hamilton, Canada

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER WHITE SWAN SPICES AND CEREALS, LTD.

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

ROYAL BAKING POWDER

Size	Less than 10 case lots	Bbl. lots or 10 cases and over
Dime	\$0 95	\$0 90
4-oz.	1 40	1 35
6-oz.	1 95	1 90
8-oz.	2 55	2 50
12-oz.	3 85	3 75
16-oz.	4 90	4 80
2½-lb.	11 60	11 35
3-lb.	13 60	13 35
5-lb.	22 35	21 90

F.O.B. Montreal, or F.O.B. jobbers' point subject to jobbers' regular terms.

DOMINION CANNERS, LTD. JAMS.

"Aylmer" Pure Jams and Jellies Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vactop Glass Jars, 16 oz. glass 2 doz. case.	Per doz.
Blackberry	2 40
Currant, Black	2 50
Gooseberry	2 30
Plum	2 30
Pear	2 30
Peach	2 30
Raspberry, Red	2 50
Raspberry and Red Currant	2 40

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP
Manufactured from pure cane sugar.

2 lb. tins, 2 doz. in case.	\$4 10
5 lb. tins, 1 doz. in case.	4 70
10 lb. tins, ½ doz. in case.	4 40
20 lb. tins, ¼ doz. in case.	4 25
Perfect seal glass jars in the case	3 40

Delivered in Winnipeg in carload lots.

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	80-90
1's Baked Beans, Plain, 4 doz. to case	0 95
1's Baked Beans, Tomato Sauce, 4 doz. to case	1 15
1's Baked Beans, Chili Sauce, 4 doz. to case	1 15
2's Baked Beans, Plain, 2 doz. to case	1 60
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 85
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	1 85

Family, Plain, \$1.85 doz.; Family, Tomato Sauce, \$2.45 doz.; Family, Chili Sauce, \$2.45 doz.; 3's only, \$2.40 doz.; 3's, Plain, Tall, \$3 doz.; 3's, Tomato Sauce, \$3 doz.; 3's, Chili Sauce, \$9 doz. The above 2 doz. to case, 10's, ¼ doz. per case, for hotel and restaurant use (gals.), doz.

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	1 60
12 oz. Glass, Screw Top, 2 doz. in case	1 80
16 oz. Glass, Screw Top, 2 doz. in case	2 30
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case	2 30
2's Tin, 2 doz. per case	3 20
4's Tin, 12 palls in crate, per pall	0 50
5's Tin, 8 palls in crate, per pall	0 72
7's Tin or Wood, 6 palls in crate	0 94
14's Tin or Wood, 4 palls in crate, per lb.	0 13½
30's Tin or Wood, one pall only, per lb.	0 13½

BLUE

Keen's Oxford, per lb.	.....
In 10-lb. lots or case	.....

CEREALS

WHITE SWAN Per case

Pancake Flour (Self-rising), 2 doz. case, wgt. 50 lbs.	\$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Buckwheat Flour (Self-rising), 2 doz. to case, wgt. 50 lbs.	2 70
Health Flour, 5 lb. bags, per doz.	3 60
King's Food, 2 doz. to case, weight 95 lbs.	5 50
Diet Flour, 3½ lbs., 1 doz. to case, per case	4 50
Wheat Flakes, per case of 2 doz., 25 pkgs.	4 50
Wheat Kernels, 2 doz. to case	2 70

COCOA AND CHOCOLATE THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	\$4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble, bulk, No. 1, lb.	0 22
Soluble, bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24
(Unsweetened Chocolate)	
Supreme chocolate, ¼s, 12-lb. boxes, per lb.	0 36
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80

"It's all Right"



Comfort Lye—

Now is the time to sell it and certainly NOW is the time to buy it.

It is the Best and Fastest Selling 10c. Lye in Canada



There is no stronger or purer Lye made. Comfort Lye is one hundred per cent. pure.

• Comfort Lye labels may be redeemed in premiums along with Comfort Soap wrappers.

Send for prices.

Pugsley, Dingman & Co., Limited
TORONTO



We keep Canada clean

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

"MY orange business on Orange Day alone was double that of my biggest previous week," wrote a retail fruit merchant last year.

"It proved to me what may be accomplished by a big mass display of oranges in the window, a special price and your advertising. I wish Orange Day came every week."



We had scores of similar letters from live retailers who took part in this big Orange Day drive and developed a bigger permanent business in oranges.

Orange Day is March 10th



The public will be bombarded with more publicity on oranges than at any other time of the year.

Couple up with this big National movement by making conspicuous display of Sunkist oranges. Let this publicity on oranges help you make money on Orange Day.

March 10th is *the day*.

A beautiful set of colored window display cards will be sent free to any grocer or fruit dealer. Ask your jobber, or write our nearest office.

California Fruit Growers Exchange

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

MAIN OFFICE: LOS ANGELES, CAL.

Canadian Offices:

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

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

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

Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate— Per lb.	
Queen's Dessert, 10c cakes, 2 doz. in box, per box....	1 80
Vanilla, 1/4-lb., 6 and 12-lb. boxes	0 37
Diamond, 8's, 6 and 12-lb. boxes	0 30
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28
Diamond, 1/4's, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate. white. pink. lemon, orange, maple, almond, 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 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 33
Chocolate wafers, No. 2, 5-lb. boxes	0 28
Nonparell wafers, No. 1, 5-lb. boxes	0 33
Nonparell wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. bxs., per lb.	0 38
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes....	0 39
Lunch bars, 5-lb. boxes....	0 39
Royal Milk Chocolate, 5c cakes, 2doz. in box, per box	0 95
Nut milk chocolate, 1/2's 6, lb. boxes, lb.	0 39
Nut milk chocolate, 1/4's, 6-lb. boxes, lb.	0 39
Nut milk chocolate, 5c bars 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

Eagle Brand, each 48 cans..	\$7 70
Reindeer Brand, each 48 cans	7 45
Silver Cow, each 48 cans...	6 90
Gold Seal, Purity, each 48 cans	6 75
Mayflower Brand, each 48 cans	6 75
Challenge, Clover Brand, each 48 cans	6 25

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	5 15
Jersey Brand, Hotel, each 24 cans	5 15
Peerless Brand, Hotel, each 24 cans	5 15
St. Charles Brand, Tall, each 48 cans	5 25
Jersey Brand, Tall, each 48 cans	5 25
Peerless Brand, Tall, each 48 cans	5 25
St. Charles Brand, Family, each 48 cans	4 65
Jersey Brand, Family, each 48 cans	4 65
Peerless Brand, Family, each 48 cans	4 65
St. Charles Brand, small, each 48 cans	2 30
Jersey Brand, small, each 48 cans	2 30
Peerless Brand, small, each 48 cans	2 30

CONDENSED COFFEE

Reindeer Brand, "Large," each 48 cans	5 25
Reindeer Brand, "Small," each 48 cans	5 80
Regal Brand, each 24 cans..	4 95
COCOA, Reindeer Brand, each 24 cans	5 25

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs.	0 37
1 lb. round tins, 4 doz. to case, weight 70 lbs.	0 35

ENGLISH BREAKFAST COFFEE.

1/2 lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 24

MOJA

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

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, weight 45 lbs., per lb.	0 27
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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 25
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

Per doz.

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 \$1.00.	13 25
Plat (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 00
Gallons, each, retail each \$18	14 00

GELATINE

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 75
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 85
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL.

Compressed Corned Beef, 1/2s, \$2; 1s, \$3.10; 2s, \$7.00; 6s, \$25. 14s, \$60.	
Roast Beef, 1/2s, \$2; 1s, \$3.10; 2s, \$7.00; 6s, \$22.	
Bolled Beef, 1s, \$3.10; 2s, \$7.00.	
Bolled Veals, 1/2s, \$2; 1s, \$3; 2s, \$4.50.	
Corned Beef Hash, 1/2s, \$1.50; 1s, \$2.50; 2s, \$4.50.	
Roast Beef and Onions, 1/2s, \$2; 1s, \$3.35; 2s, \$6.25.	

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**



**The
favorite sauce
in the favorite
sized bottle**

Here's something every housewife will appreciate. Worcestershire Sauce of highest quality, put up in neatly wrapped bottles at the popular price of 10c. You will like its money-making possibilities, its unlimited customer-satisfying qualities. Get your wholesaler to ship you a trial supply or, if he can't accommodate you, write us direct.

Retails at
10 Cents.

Packed 4 doz. to the case.

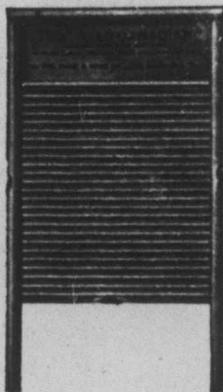
Chas. M. Edwards & Co.

(E. B. Thompson, Sole Proprietor)

20 Front St. E., Toronto

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

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



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

The rubbing surface is made of the finest grained hardwood — a vast improvement on the wooden washboard of former years. Try what a little stock of the "New All-Canadian" will do for you in the way of larger profits.

Retails at 20c.

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

Order a box
from your
wholesaler
or direct,
prepaid
to-day
of

HAVANA RIBBON

**5c.
CIGARS**

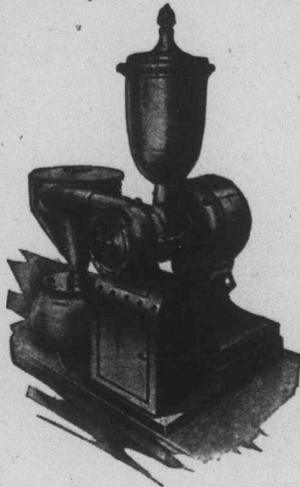
**Manness & Bingham
LIMITED**

MFRS.

LONDON

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

Better Service for Her Better Profits for You



With the aid of a Hobart Coffee Mill you will be in a position to give your customers the utmost coffee satisfaction — coffee free from chaff, coffee ground to the individual taste of every customer. Think what this means to you in increased patronage and bigger profits.

The Hobart Mill will quickly cover its own cost in the better service and bigger profits it will bring you. It is a real, good investment.

The Hobart Mfg. Co.

149 Church St., Toronto

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

MIKADO

The best value in Rice being offered on Canadian markets today.

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

Cambridge Sausage, 1s, \$3.00; 2s, \$5.50.

Boneless Pigs' Feet, 1/2s, \$1.75; 1s, \$2.75; 2s, \$5.50.

Lambs' Tongues, 1/2s.

Sliced Smoked Beef, tins, 1/2s, \$1.85; 1s, \$2.80; 4s, \$15.50.

Sliced Smoked Beef, glass, 1/2s, ...; 1/2s, \$2.25; 1s, \$3.25.

Tongue, Ham and Veal Pate, 1/2s, \$1.50.

Ham and Veal, 1/2s, \$1.45.

Potted and Devilled Meats, tins — Beef, Ham, Tongue, Veal.

Game, 1/2s, 50c; 1/2s, \$1.

Potted Meats, Glass — Chicken, Ham, Tongue, 1/2s, ...

Ox Tongues, tins, 1/2s, \$3.50; 1s, \$6.25; 1 1/2s, \$9.50; 2s, \$13.

Ox Tongues, Glass, 1 1/2s, \$12; 2s, \$14.

Mince-meat, Hermetically Sealed Tins, 1s, \$2; 2s, \$3.25; 3s, \$4.55; 4s, \$6.25; 5s, \$8.

In Palls, 25 lbs., 13c lb.

In 50 lb. Tubs, 13c lb.

In 85 lb. Tubs, 12 1/2c lb.

In Glass, 1s, \$2.20.

Clarke's Peanut Butter — Glass Jars, 1/2, 95c; 1/2, \$1.40; 1, \$1.85.

50 lb. Palls, 20c.

Clark's Peanut Butter—Palls 24 lbs., 20c per lb.

Clark's Tomato Ketchup, 16 oz., \$3.

Pork and Beans, Plain Talls, 1s, 95c; 2s, \$1.60; 3s, \$2.40; 6s, \$8; 12s, \$12; 3s, flat, \$2.

Individuals, 80c doz.

Pork and Beans, Tomato Sauce, Talls, 1s, \$1.15; 2s, \$1.85; 3s, \$3; 6s, \$10; 12s, \$14.50; 3s, flat, \$2.45.

Individuals, 90c doz.

Pork and Beans, Chill, 1s, \$1.15; 2s, tall, \$1.85; 3s, flat, \$2.45.

Individuals, 90c doz.

Tomato Sauce, 1 1/2s, \$1.75; Chill Sauce, 1 1/2s, \$1.75; Plain Sauce, 1 1/2s, \$1.45.

Vegetarian Baked Beans, Tomato Sauce, Talls, \$1.80.

Clark's Chateau Chicken Soup, \$1.25.

Clark's Chateau Concentrated Soups, \$1.15.

Clark's Chateau Concentrated Soups, No. 1 assorted, \$1.15.

Sphaghetti with Tomato and Cheese, 1/2s, \$1.15; 1s, \$1.65; 3s, \$2.65 doz.

Fluid Beef Cordials, 20 oz. btls., 1 doz. per case, at \$10.00 per doz.

English Plum Puddings, 1s, \$2.30 doz.; 2s, \$3 doz.

LAFORTE, MARTIN, LIMITED
Montreal. Agencies

BASIN DE VICHY WATERS

L'Admirable, 50 bottles, litre, ca. 8 00

Neptune ... 8 50

San Rival ... 9 00

VICHY LEMONADE

La Savoureuse, 50 bottles, ca. 11 00

NATURAL MINERAL WATER

Evian, Source Cachat, 50 bottles, ca. 9 50

IMPORTED GINGER ALE AND SODA

Ginger Ale, Trayders, ca., 6 doz. pts., doz. 1 20

Ginger Ale, Trayders, ca., 6 doz., splits, doz. 0 95

Club Soda, Trayders, ca., 6 doz. pts., doz. 1 15

Club Soda, Trayders, ca., 6 doz., splits, doz. 1 05

BLACK TEAS

Victoria Blend, 50 and 30-lb. tins, lb. 0 37
Princess Blend, 50 and 30-lb. tins, lb. 0 34

JAPAN TEAS

H. L., ch. 90 lbs., lb. 0 35
Victoria, ch. 90 lbs., lb. 0 25

COFFEES

Victoria, Java and Mocha Blend, 1 lb. tin, lb. 0 34 1/2
Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb. 0 32
Princess, Java and Mocha Blend, 1-lb. tin, lb. 0 22

MUSTARD

COLMAN'S OR KEENE'S

Per doz. tins
D. S. F., 1/2-lb. \$ 1 75
D. S. F., 1/2-lb. 3 30
D. S. F., 1-lb. 6 25
F. D., 1/2-lb. 1 10
Per jar
Durham, 4-lb. jar, each .. 1 10
Durham, 1-lb. jar, each .. 0 35

JELL-O.

GENESEEE PURE FOOD CO.

Assorted case, 4 dozen \$ 3 60
Lemon, 2 dozen 1 60
Orange, 2 dozen 1 80
Raspberry, 2 dozen 1 80
Strawberry, 2 dozen 1 80
Chocolate, 2 dozen 1 80
Peach, 2 dozen 1 80
Cherry, 2 dozen 1 80
Vanilla, 2 dozen 1 80
Weight 4 doz. case, 15 lbs.; 2 doz case, 8 lbs. Freight rate, 2d class.

JELL-O ICE CREAM POWDERS

Assorted case, 2 dozen \$ 2 50
Chocolate, 2 dozen 2 50
Vanilla, 2 dozen 2 50
Strawberry, 2 dozen 2 50
Lemon, 2 dozen 2 50
Unflavored, 2 dozen 2 50
Weight 11 lbs. to case. Freight rate, 2d class.

JELLY POWDERS

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz. \$ 0 90
List Price

SPICES

WHITE SWAN SPICES AND CEREALS, TORONTO

5c 10c
Round Oval lith. litho. dredge. dredge. 2 oz.

SPICES

Per doz. Per doz.
Allspice \$0 45 \$0 90
Arrowroot, 4 oz. tins, 90c.
Cayenne ... 0 45 0 90
Celery salt
Celery pepper
Cinnamon ... 0 45 0 90
Cinnamon whole, 5c pkgs., window front, 45c.
Cloves 0 45 0 90
Cloves, whole, 5c pkgs., window front, 45c.
Curry powder
Ginger ... 0 45 0 90
Mace ... 1 25
Nutmegs 0 45 0 90
Nutmegs, whole, 5c pkgs., window front, 45c.
Paprika ... 0 45
Pepper, black ... 0 45 0 90
Pepper, white ... 0 50 0 95
Pastry spice ... 0 45 0 90
Pickling spice, window front, 90c.
Shipping weight per case 10 lbs. 15 lbs.
Dozens to case .. 4 4

Fresh Arrivals

Fruit

California "Sunkist" Lemons
 California "Sunkist" Oranges
 Seville Marmalade Oranges
 Pineapples
 Grape Fruit Almeria Grapes

Vegetables

Florida Cabbage and Celery
 Cauliflower Dry Onions
 and all other kinds of Fresh Vegetables.

THE HOUSE OF QUALITY

HUGH WALKER & SON

GUELPH, ONT.

Established 1861

Cranberries

\$9.75 Bbl.

Fine late Howes. Never so cheap at this season.

With every other commodity high, Cranberries are the cheapest and most useful for pies, sauces, etc. No waste, no trouble preparing. Can be retailed at good profit,

15c. Quart

Full supplies

Grape Fruit, Oranges, Lemons,
 Bananas, Cauliflower.

Fresh car Jamaica Coconuts.

Also complete list of Fish and Oysters.

WHITE & CO., LIMITED

Wholesale Fish and Oysters

TORONTO

Big Advent Fish Sales

Stock up with our high-grade first quality fish and every customer will be a satisfied customer, every sale a fore-runner of others.

We can supply you with Lake Superior Herring, both salted and frozen. All kinds of fresh fish, including Georgian Bay Trout, B.C. Halibut and Qualla Salmon.

Whatever your fruit requirements are we can meet them, and meet them satisfactorily. Apples and all kinds of foreign fruits in stock.

Write us.

Lemon Bros.

OWEN SOUND, ONT.

New Crop

"St. Nicholas"
 "Queen City"
 "Kicking"

are shipped. Get these brands for the best Lemons.

J. J. McCabe

Agent

TORONTO

Wholesale
 Fruit and
 Produce
 Merchants

Established
 1876

McWilliam & Everist, Limited

Apples,
 Bananas,
 Citrus
 Fruits
 Cranberries,
 etc.

25 CHURCH ST.
 TORONTO

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

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For more than a quarter of a century

McVitie & Price's DIGESTIVE BISCUITS

have steadily increased in popular favour.

Quality is the first and last word in the Manufacture of these Biscuits.

The natural, soluble phosphates of the grain are retained and the Biscuits have a high nutritive value and delicious flavour.

Supplies can be obtained from the following:

C. E. Choat & Co., Halifax; McVitie & Price of Canada, Ltd., Montreal; Richards & Brown, Ltd., Winnipeg; The Campbell, Wilson Co.'s Branches in Saskatchewan and Alberta; Kelly, Douglas & Co., Ltd., Vancouver.

**Liberal
value
for her,
liberal
profits
for you**



First sales of "Lively Polly" Soap Powder will open up a new field of steady, profitable "repeat" selling for you, because this big 5c Cleanser will give unstinted satisfaction to every housewife.

Order a stock to-day. Tell your customers about its unequalled cleansing properties. Then watch your sales go up.

J. Hargreaves & Sons, Liverpool

Canadian Agents, McLellan Import Co., 301 Read Bldg.

MONTREAL

THE LAPORTE-MARTIN LIMITÉE ANNOUNCER

MONTREAL

MARCH 2nd, 1917

Salmon

We advise customers to buy their requirements at present prices. An advance in price in a short while is certain. We have been in constant touch with the sources of supply and it is certain that there is no further supplies of Sockeyes, Cohoes and Red Springs. Prices quoted by Packers for 1917 pack are equivalent to present wholesale prices, which really means an advance of about \$2.00 a case.

We still have in stock fairly good supplies of Sockeyes, Cohoes, Pink and White. We invite your inquiry as to our prices. We have an exceptional offer in White Chums.

If you have not received any of our attractive calendars drop us a card. We will be pleased to send you some.



Laporte, Martin, Limitée

Wholesale Grocers

584 St. Paul Street, Montreal



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

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent. Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

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

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

FOR SALE

A FIRST-CLASS OPPORTUNITY TO SECURE an established business of staple dry goods, crockery and groceries in town of Simcoe. Stock about \$7,000. R. Edmunds, Simcoe.

FIRST-CLASS GENERAL STORE IN heart of Niagara District. Good, clean stock, about \$6,000, at a low rate. Turnover \$30,000 annually. Box 217, Canadian Grocer.

WELL ESTABLISHED GENERAL STORE and dwelling, in a lively western town, turnover \$100,000 yearly. Hardware, Groceries and Dry Goods. A good proposition for the right party. Good reasons for selling. Apply to Box 218, Canadian Grocer.

MCCASKEY REGISTER (420 ACCOUNTS) and Grimby Fruit Stand, both as good as new, will sell cheap for cash, as the owner has given up business. J. A. Gillett, Aymer, Ont.

A 640-ACCOUNT, McCASKEY REGISTER, practically new will sell cheap for cash, reason for selling doing a cash business, can recommend register. R. A. Wells, Dresden, Ont.

LOCK-UP-SHOP IN THE BEST RESIDENTIAL part of Ottawa. Turn over \$16,000, modern fixtures, owner must sell on account of sickness, will stand investigation. Come to a city where you don't hear hard luck stories. "Government Employees." Address 385 Sunny-side Ave., Ottawa.

AGENCY WANTED

GROCERY SALESMAN HAVING ESTABLISHED connection in Toronto and district, wants good line on commission. Address Box 219, Canadian Grocer, Toronto.

Want Ads.

Try it out

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

OAKLEY'S KNIFE POLISH

20-102-7788



JOHN OAKLEY & SONS, LIMITED,
LONDON, ENGLAND.

AGENTS

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

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

CHIVER'S

JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

Toronto Butchers' Supply Co. LIMITED

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

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

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

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

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

BARRELS

(The best shipping package.)

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

THE SARNIA BARREL WORKS, SARNIA, ONT.

Coffee, Its History, Classification and Description

By Joseph M. Walsh

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

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

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

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It Will Pay You to Send at Once.

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143-153 University Avenue, Toronto.

LARGEST MAKERS IN THE WORLD

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size,
color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

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

BETTS & COMPANY, LIMITED

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

TO INVESTORS

THOSE WHO, FROM TIME TO TIME, HAVE
FUNDS REQUIRING INVESTMENT
MAY PURCHASE AT PAR

DOMINION OF CANADA DEBENTURE STOCK

IN SUMS OF \$500, OR ANY MULTIPLE THEREOF

Principal repayable 1st October, 1919.

Interest payable half-yearly, 1st April and 1st October by cheque (free of exchange at any chartered Bank in Canada) at the rate of five per cent per annum from the date of purchase.

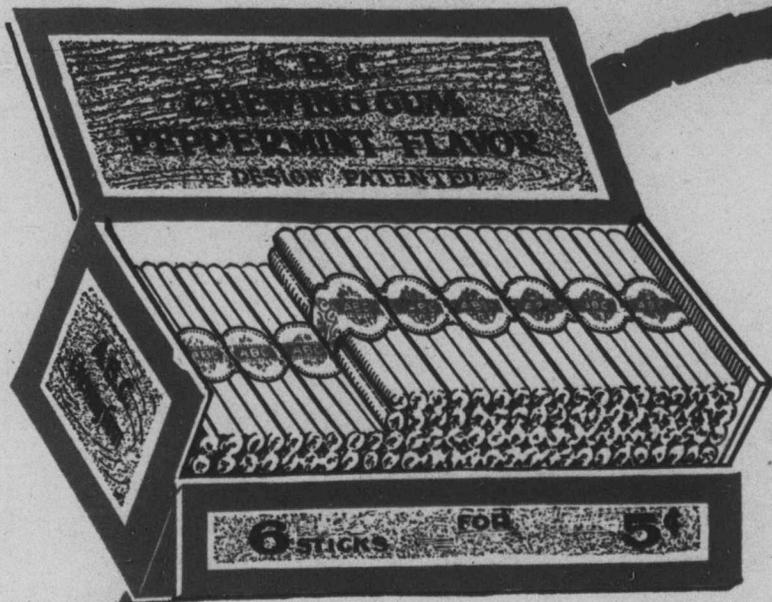
Holders of this stock will have the privilege of surrendering at par and accrued interest, as the equivalent of cash, in payment of any allotment made under any future war loan issue in Canada other than an issue of Treasury Bills or other like short date security.

Proceeds of this stock are for war purposes only.

A commission of one-quarter of one per cent will be allowed to recognized bond and stock brokers on allotments made in respect of applications for this stock which bear their stamp.

For application forms apply to the Deputy Minister of Finance, Ottawa.

DEPARTMENT OF FINANCE, OTTAWA
OCTOBER 7th, 1916.



Canadian

Canadian labour, capital, enterprise and perseverance have succeeded in developing the best chewing gum sold.

A.B.C.

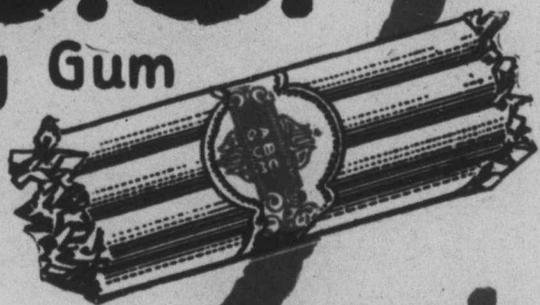
Chewing Gum

It is distinctive in its every feature — new box — new form — new style of wrapping — new shade of peppermint flavour — and the smoothest gum you ever tried.

All dealers carry the unique box shown above on their counters.

Made in Canada
by the
Canadian Chicle Co., Limited
at Peterboro

55



5¢

For Sale Only Through Legitimate Jobbers