

CANADIAN GROCER

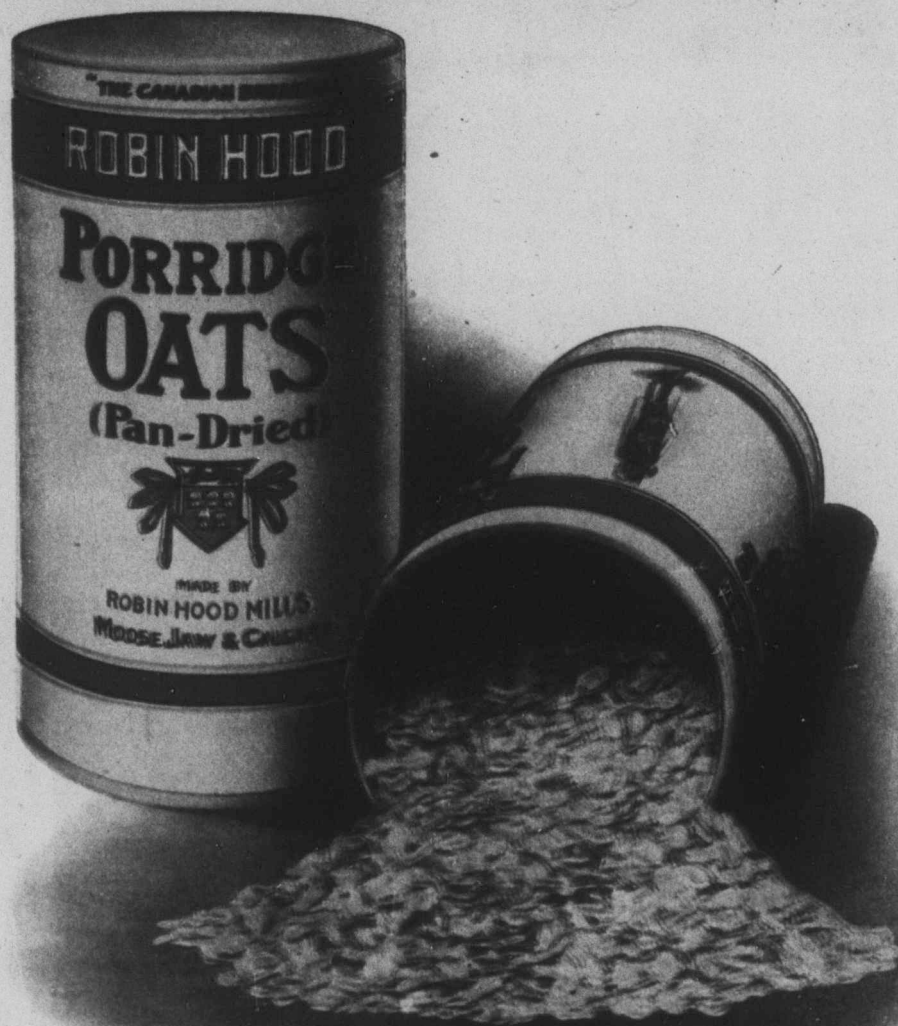
Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXI

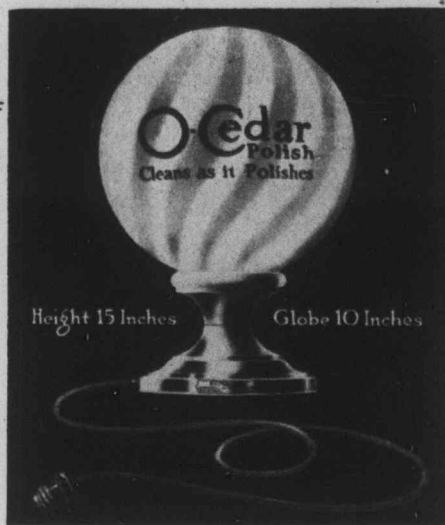
PUBLICATION OFFICE: TORONTO, JANUARY 26th, 1917

No. 4



The package may be imitated
but the contents cannot

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



DISPLAY DEAL No. 63

Sells for
 3½ doz. 4 oz. O-Cedar Polish \$10.50
 7 doz. 12 oz. O-Cedar Polish 42.00
 ½ doz. quarts O-Cedar Polish 7.50
 O-Cedar Electric Sign.

\$60.00

Above prices are subject to usual discount. Order from your jobber.

DISPLAY DEAL No. 64

Sells for
 10¼ doz. 4 oz. O-Cedar Polish \$22.25
 4 doz. 12 oz. O-Cedar Polish 24.00
 ¼ doz. quarts O-Cedar Polish 3.75
 O-Cedar Electric Sign.

\$60.00

Above prices are subject to usual discount. Order from your jobber.

YOU NEED THIS VALUABLE SIGN

You get this sign free with either of the above orders. Every merchant knows the supreme value of the electric sign as an aid to attractive window dressing.

This O-Cedar Electric Sign is an exceptionally bright and powerful one—not merely an advertisement for O-Cedar, but a real help to your shop-front and therefore a real asset for your business.

It is well for the dealer to first take advantage of our Display Deals as above outlined. Later he can largely increase his O-Cedar profits by taking advantage of the O-Cedar Profit Deals which provide free goods equivalent to an extra discount.



(MADE IN CANADA)

Write for our new list of Profit Deals, which shows assortments with which Free Goods are offered.

Merchants who consider they might sell more of the O-Cedar Products than they are now selling, should call on us for help. We have other advertising matter which we supply free, and which will help wonderfully in bringing to your store a part of the big O-Cedar business created by our newspaper publicity.

Our Dealer Helps are at the disposal of every merchant who sells O-Cedar—we back up the man who only stocks the line in a limited way, just as enthusiastically as we support the larger customers.

CHANNELL CHEMICAL COMPANY, LIMITED, 369 SORAUREN 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

Make Your Tomorrow's Success a Certainty

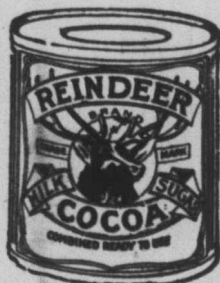


By pushing and selling today, the best standard goods—goods that are known for their superior quality and purity, the kind you can *honestly* recommend—your tomorrow's success is a certainty.



Borden's Milk Products

Borden's Milk Products have held the pinnacle position for quality and purity for close on 60 years. They have proven the best for increasing your profits and laying a foundation for future business.



Sell Borden Brands and be a success. Sell them and give your customers unqualified satisfaction.

Begin to-day.



Borden Milk Co., Limited

Leaders of Quality

MONTREAL

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

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

SHIRRIFF'S

Orange Marmalade

Replenish your stock from the New Season's Pack now ready for delivery



That quality which has always been the principle back of every "Shirriff" product is unmistakably evident in every jar of *SHIRRIFF'S ORANGE MARMALADE*.

Being made from Seville Oranges and Pure Cane Sugar, Shirriff's Marmalade comes up to the housewife's ideal of what real marmalade should be. Its consistency is good and heavy, thus eliminating possibility of "thinning out" when being used.

Shirriff's Marmalade is packed in hermetically sealed packages and is put up in the following sizes:

Put up in	3-oz.	glass	individuals
"	8-oz.	"	tumblers
"	12-oz.	"	"
"	16-oz.	"	jars
"	22-oz.	"	"
"	32-oz.	"	"
"	4-lb.	tins	
"	7-lb.	"	

Handsome new show card supplied to dealers.

Imperial Extract Company

TORONTO

Western Representative: H. F. RITCHIE & CO., Limited, Toronto. Montreal: W. S. SILCOCK. Quebec City: ALBERT DUNN. Maritime Provinces: W. H. L. USHER, Halifax. A. A. ADAMS, Hamilton.

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

Wagstaffe's

1917 Season's
SEVILLE ORANGE MARMALADE
Now ready for delivery

Suggest
Wagstaffe's Pure Marmalade
with every order

We also make

GINGER MARMALADE
PINEAPPLE MARMALADE
GREEN FIG MARMALADE
GRAPE FRUIT MARMALADE

Wagstaffe Limited

HAMILTON, CANADA

The quality of
WETHEY'S
ORANGE MARMALADE

has taken the trade by storm.

“Attractiveness” is its middle name.

Are you selling it yet?

If not, ask your jobber for it or get in touch with any of the following selling agencies.

Malcolm Mosher Halifax, N.S.	Chas. E. Macmichael & Co. St. John, N.B.
Rose & Laflamme, Ltd. Montreal, Que.	A. W. Huband Ottawa, Ont.
	W. G. Patrick & Co. Toronto, Ont.
Mason & Hickey, Winnipeg, or branches at Vancouver, Calgary, Lethbridge, Edmonton, Saskatoon, Regina and Brandon	

J. H. WETHEY, LIMITED

PURE FOOD PRESERVERS

St. Catharines

-

-

Canada

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

Meet the Demand With the E. D. S. Brand



E. D. Smith's new season marmalade is made from selected Seville oranges of the 1917 crop. Porto Rican oranges are not used in the manufacture of the E.D.S. Brand, ensuring quality which you may safely recommend to your first-string customers.

Containing only high quality granulated sugar, Seville oranges and pure spring water. The latter being an exclusive E.D.S. feature, you can readily see why our marmalade is **100% pure.**

The cost is no greater than that of inferior brands, while the profit compares favorably with that made on them.

The demand for this wholesome food has already reached large proportions and is being ever stimulated by our extensive consumer advertising campaign.

The handsome new jars with their attractive label make a most striking counter display, and backed by a slight selling effort on your part will quickly demonstrate its unusual selling value to your complete satisfaction.

Put it on display to-day.

E. D. Smith *and* Son, Ltd.
WINONA, ONTARIO

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.

It smacks of the real home- made variety

Furnivall's Marmalade, being made from carefully selected Seville Oranges, and made by men who are past masters in the art of marmalade-making, has that "different" quality and flavor that "gets" the most hard-to-please customer.



Hence it is that *FURNIVALL* dealers find it always good policy to keep a stock of this popular marmalade where the housewife can see it. It sells well and leaves a good profit.

FURNIVALL quality is always right. The Furnivall factory and equipment represent the acme of cleanliness; everything associated with the making of Furnivall Jams and Marmalade is spotlessly clean.

Push Furnivall's. It pays.

Furnivall-New, Limited

HAMILTON, CANADA

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.

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

Here's Marmalade you can honestly recommend

The expansion of your business depends very much on the quality of your stock and the satisfaction you give your customers. And this is ample reason why



"CURLING BRAND" **Seville Orange Marmalade**

Manufactured by

St. Williams Preservers, Limited
St. Williams, Ont.

should find space on your shelves and in your displays from year end to year end, but particularly now, when the housewives' stock of home-made preserves is getting low.

Selected Seville Oranges and Pure Cane Sugar combine to create in "Curling Brand" Marmalade a palatable wholesomeness, a "want-more" taste that keeps the cash register ringing with repeat sales.

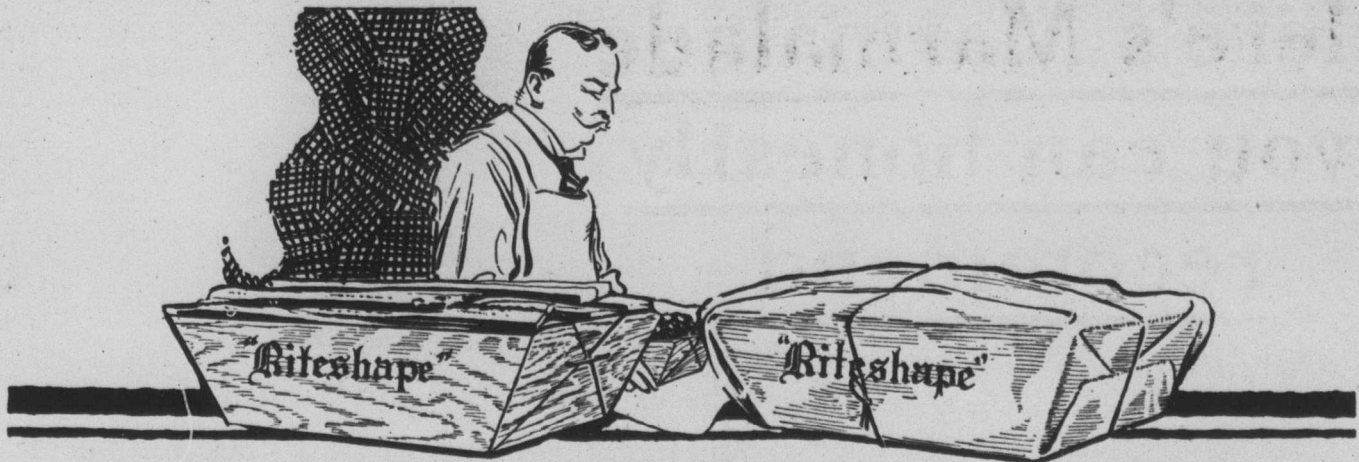
Refresh the housewife's memory to-day with a little display. "Curling Brand" will sell itself once she gets acquainted with its quality.

St. Williams Preservers, Limited

Distributors for Ontario

Maclure and Langley, Limited, 12 Front St. E., Toronto

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



PUT OUT YOUR GOODS
IN THE
"Riteshape"

Are you using all sizes of **Riteshapes**?

Remember **Riteshapes** come in all sizes from half pounds UP to ten pounds. It is not economy or good taste to use a dish that is too small or too large. That is why **Riteshapes** are made in all sizes.

Small orders should have the same careful attention that you give to large ones. Then the small orders have a chance to grow to large ones.

Ten cents worth of food should have a neat sanitary appearance when you send it out.

Maybe the next order from your ten cent customer will be a dollar order if he is pleased with his ten cents worth.

The **Riteshape** line gives you a dish for any food in any quantity that may be demanded.

So order to-day a FULL stock of all sizes of **Riteshapes**.

Be prepared to meet any kind of an order with one hundred percent service.

Get **Riteshapes** from all Canadian Jobbers, or

Victoria Paper & Twine Company, Limited

TORONTO

MONTREAL

The Oval Wood Dish Company, Manufacturers, Delta, Ohio, U.S.A.



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

What National Cash Registers Do.

No. 2. Stop Forgetting.

The new National Cash Register force accurate and permanent records of all transactions between clerks and customers.

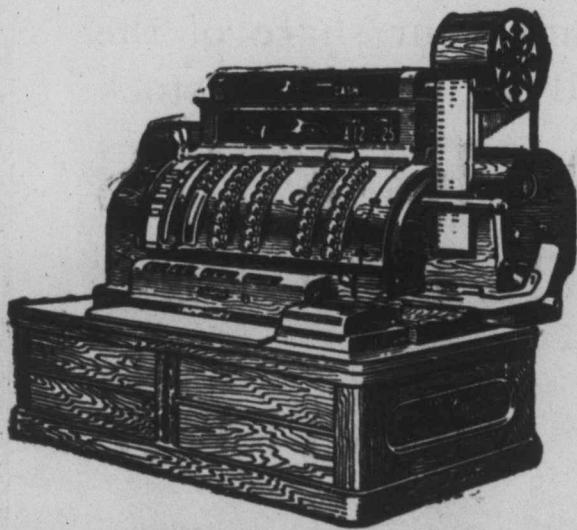
They will record every cash transaction as it occurs, leaving the clerk no chance to forget.

They will record every charge, C.O.D., or approval transaction as it occurs.

They promptly register all money received on account, giving a receipt for same, and make a record of all money paid out.

They waste not a moment of time—working automatically. But they force an unchangeable record immediately—machine-like, they cannot forget.

Now is high time to install a machine that prevents you from forgetting to record the credit you give,—as an incidental part of their service.



The National Cash Register Company of Canada, Limited

Christie Street

TORONTO, ONT.

Sign and send this coupon now.

To the National Cash Register Co. of Canada, Limited
 Toronto, Ontario

Without obligating me in any way to buy, I would like to know more about your complete Model Receipt-Giving Cash Registers and "N.C.R. Service." We have _____ salesmen in our store. We have a register _____ years old. Principal lines of merchandise _____

Firm name

Address

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

CLARK'S SOUPS

Highly Concentrated, Absolutely
Pure and Prepared from the
Very Finest Ingredients

The quality is there, selling price is
popular, and your margin is good.

GET IN TOUCH—
THE SEASON IS ON



MADE IN CANADA



Have you paid any attention, Mr. Grocer, to the growth of the business in PEANUT BUTTER, an article which is rapidly increasing in favor with the public? It will pay you to look into the matter, and if you want your share of the business, it will pay you best to stock

CLARK'S PEANUT BUTTER

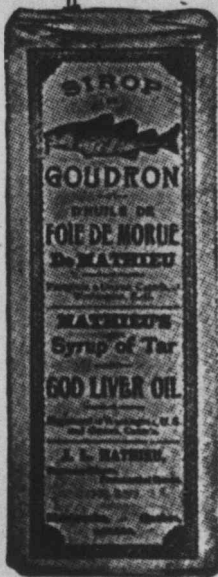
W. CLARK, Ltd.

Clark's

MONTREAL

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

Introduce Every Customer to
MATHIEU'S
SYRUP OF TAR
 AND
COD LIVER OIL



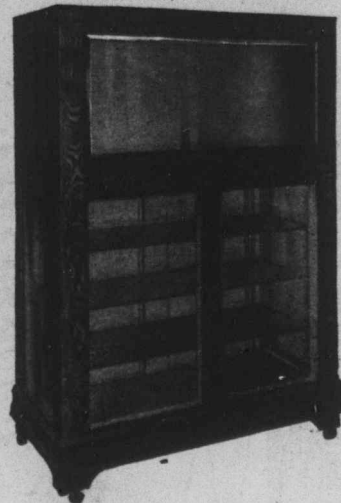
With the coming of the cold wintry days comes the opportunity to sell your customers this well-known and reliable remedy. For coughs and colds in any stage there is no more reliable remedy than Mathieu's Syrup of Tar and Cod Liver Oil.

Your customers will appreciate your thoughtfulness in suggesting this splendid body builder. And you can confidently guarantee results.

Feature this effective cold breaker now.

Profits are good.

J. L. MATHIEU CO.
 PROPRIETORS
 SHERBROOKE QUÉBEC



Have you
 a refrigeration
 problem?

Put it up to us. Our unbroken record of service and satisfaction giving is a pretty sure guarantee that the

EUREKA
REFRIGERATOR
 produced by us is the logical solution of your problem, whatever it may be.

There is nothing old-fashioned or obsolete about the Eureka. All the most practical ideas in economical refrigeration, all the best ideas and the most useful patents are neatly embodied in every Eureka.

Why take chances on inferior models? Get the best—the cheapest in the end. Write for full particulars.

Eureka Refrigerator Company
 Limited
 31 Brock Ave. TORONTO

REPRESENTATIVES:—Wolf, Sayer & Heller, 76 St. Paul St. E., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.; Ed. Dore, 35 Caroline N., Hamilton; W. J. Armstrong, 14 Euclid Ave., London, Ont., etc., etc.

In your Locality
 are many
Dogs and Cage Birds

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

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

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

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



It sells

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

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

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

Write us for free sample cake and particulars.

Gleba Polish Company
 Oshawa, Ontario

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



Why Your Store Should Carry Ferry's Seeds

THE coming season bids fair to be a big gardening season. More and more people are going to plant gardens to cut the cost of living. You might better sell them seeds of proven quality, seeds with a pedigree, than unknown kinds.

FERRY'S SEEDS

are pedigreed seeds. Their histories for many plant-generations show the ability to grow and produce quality in abundance. Each crop of Ferry's Seeds is tested each year in the Ferry greenhouses and trial gardens to make sure the family traits are all there. This care has made Ferry's Seeds the choice of amateur and professional gardeners for the past sixty years.

The more folks plant gardens and raise things for their tables the more money they save. The more money they save on fresh garden produce the more money they will have to spend in your store for things they cannot raise. There's good profit in Ferry's Seeds. With a Ferry case on the counter, selling is easy.

Today is the day to write for full particulars

D. M. FERRY & CO., Windsor, Ontario

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.

QUEBEC.

ROSE & LAFLAMME LIMITED

Commission Merchants
Grocers' Specialties.

MONTREAL TORONTO

Buyers and Sellers of

All Kinds of Grains and Seeds

Denault Grain and Provision Co.
LIMITED
SHERBROOKE, P.Q.

QUEBEC'S RESPONSIBLE BROKERS

We offer our services in marketing your products, as we are open for one or two more good agencies for produce, grains or grocery lines, etc. Write for particulars. BEANS AND CORN A SPECIALTY.

ALFRED T. TANGUAY & COMPANY,
Commission Merchants and Brokers,
91 DALHOUSIE ST. - QUEBEC CITY

OATS, PEAS, BEANS, ETC.

handled in any quantities to best advantage by

ELZEBERT TURGEON

Grain and Provision Broker
MONTREAL, P.Q. QUEBEC, P.Q.

Selling Agent for
The Maple Leaf Milling Co., Ltd., Toronto

KINDLY MENTION THIS
PAPER WHEN WRITING
ADVERTISERS

G. Gagne Grocery Broker
and Manufacturers' Agent

We have a connection in Quebec City
and throughout the province.

111 Mountain Hill Quebec City

MARITIME PROVINCES.

J. N. COCHRAN

Manufacturers' Agent and Grocery
Broker

FREDERICTON, N.B.

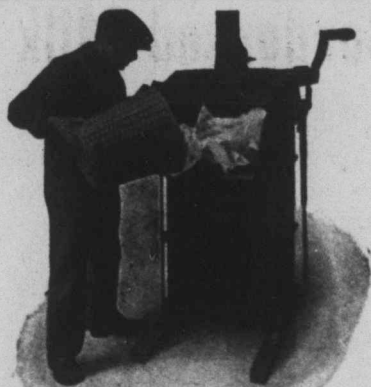
I have a connection with both wholesale
and retail trade throughout the entire
Maritime Provinces.

T. A. MACNAB & CO.

ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS

and COMMISSION MERCHANTS
Importers and exporters. Prompt and
careful attention to all business. High-
est Canadian and foreign references.
Cable address: "Macnab," St. John's.
Codes: A. B. C., 5th edition and private.

This space \$1.00
per insertion on a
yearly order.



Waste Paper
\$13.00 a ton.

"Climax"
All Steel Fireproof

Baling Press
convert your waste
into compact bales
ready to ship and
sell at the highest
prices.

Ask us for infor-
mation.

Climax Baler Co.
Hamilton, Ontario



**Your Waste Paper
is Worth Dollars to You**

Save those dollars, time and in-
convenience by installing the

JEWEL PAPER BALER

The first cost is the last cost,
your waste becomes a continuous
source of revenue and the baler
a permanent convenience. The
fire risk from loose paper is en-
tirely eliminated.

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

General Sales Co.
203 Stair Bldg. TORONTO

TWO CENTS PER WORD

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

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

Have you any cars of

**Apples or
Potatoes**

to offer? If so, communicate with the old reliable broker

FRED J. WHITE

27 and 29 Wellington E.

TORONTO ONTARIO

W. G. PATRICK & CO.
Limited

Manufacturers' Agents
and Importers

51-53 Wellington St. W., Toronto

W. G. A. LAMBE & CO.
TORONTO

Established 1885

SUGARS FRUITS

HAMBLIN-BRERETON CO.
Limited

Wholesale Grocery and Confectionery
Brokers

Open for one or two good Canadian
Agencies.

TORONTO WINNIPEG CALGARY

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

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."
33 Front St. E., Toronto, Ont.

If you want low quotations on

**Japan Tea, Raisins
or Tapioca**

Write us at once

**W. H. Millman
& Sons**

Wholesale Grocers
TORONTO

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

The HARRY HORNE CO.

Toronto, Can.

BROKERS AND IMPORTERS

Food Stuffs, Grocery Sundries, Drug
Sundries and Confectionery.

We carry stocks in our own Warehouse
(when necessary).

We employ a steady staff of salesmen.
(Get in touch with us.)

G Washington's

COFFEE

W. GEO. VARTY, Agent
29 Melinda St., Toronto. Phone M. 7089

FOR SALE

Choice Potatoes, Selected Eggs,
Creamery Butter, Honey,
Fancy Dressed Poultry.

C. A. MANN & CO.

78 KING ST. LONDON, ONT.

**DRIED AND EVAPORATED
APPLES.**

Apple Waste and Chops, Specialties.

H. W. Ackerman

BELLEVILLE ONTARIO

Condensed Milk

Well-known British firm having thoroughly efficient organization covering Grocery Trade in every part of the United Kingdom, desire connections with Condensed Milk Factory. Arrangements could be made on Sole Agency basis or otherwise.

Address full particulars of producing capacity to—"C.M.," Street's, 30 Cornhill, London, England.

WESTERN PROVINCES

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES (CONTINUED).

G. B. THOMPSON

Wholesale Commission Broker and Manufacturers' Agent.
We can handle a few more good lines. Storage Warehouse and Transfer Track.
140 Notre Dame Ave. E., WINNIPEG
Established 1898

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."

W. H. Escott Co. Limited

Manufacturers' Agents
Wholesale Grocery Brokers

Winnipeg, - Manitoba

BRANCHES: Regina Saskatoon
Calgary Edmonton
ESTABLISHED 1907

C. S. Turner Co.

147 Bannatyne Ave. East
WINNIPEG
Manufacturers Agents
Excellent Storage, Forwarding and Distributing Facilities

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.

WATSON & TRUESDALE

Wholesale Commission Brokers and Manufacturers' Agents
We get the business for others, and can get it for you.
WRITE US, AND WE WILL EXPLAIN OUR SYSTEM.
Trackage Storage Distribution
120 Lombard Street, - - WINNIPEG, MAN.

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

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.



Pleased with her baking!

And who wouldn't be with such fine biscuits to show her cooking skill.

Pleased with her grocer

because she acted on his advice and bought a bag of PURITY FLOUR and found that every word he said about its high quality was more than true.

You make sure of a satisfied customer every time you recommend and sell

PURITY FLOUR



SECURITY

—that's the big thing with Anchor Caps

Security from the loss of the delicate flavor of your product. Security from the loss of its goodness, its purity.

Security from the half-hearted dealer co-operation—from side-tracking your line, or relegating it to the farthest away shelves. Safety from the lukewarm indifference of customers that makes good sales impossible.

Anchor Caps bring you safety from all these things—and MORE; Anchor Caps bring to your product a prestige and a distinction that immediately places it to the fore in quality, security, popularity. Booklets on request without obligation. Write to-day.

Anchor Cap & Closure Corp. of Canada
LIMITED

50 DOVERCOURT ROAD, TORONTO



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



GROWTH

is a matter of merit and service

The sales of Cox's Gelatine never stand still. Their unqualified goodness and world-wide reputation are building big business for thousands of grocers. But more particularly during the winter months, when social events call for dainty, unusual desserts.

Get them on display prominently in your store. Get their reputation, their quality, their goodness, working behind your sales. Write your nearest wholesaler to-day for particulars and supplies.

Arthur P. Tippet & Company Montreal

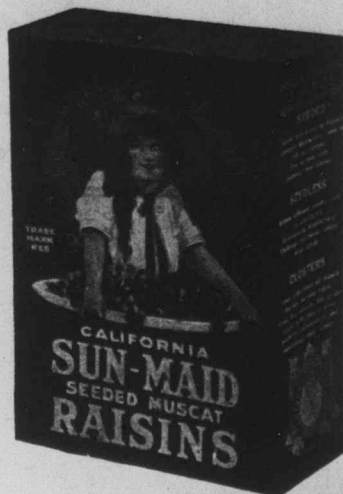
Winnipeg: Tees & Persse, Ltd.

Vancouver: Martin & Robertson, Ltd.



SELL PRESNAIL'S PATHFINDER CIGARS

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



Display
Raisins!



Raisins Are Active!

Our big advertising is making them so. Full pages in the Saturday Evening Post are now advertising California Raisin Pie to millions. This means increased demand for package goods.

Display **Sun-Maid Raisins** prominently upon your shelves and in your show windows. Take advantage of this opportunity to increase your profits. Do it now!

California
SUN-MAID RAISINS

California Associated Raisin Co.

Membership 8000 Growers

Fresno

California

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

CHEAP TEA

WHEN all teas were cheap, many of your customers paid ten cents a pound extra for a really good tea.

Some are now paying the same price they paid before but getting the poorer tea—and they are apt to complain that the tea is not as good as it used to be.

Of course it isn't.

You know a 45c tea now is only the same as a 30c tea was about two years ago.

Of course the man or woman who was drinking a 40c tea a year ago and to-day is drinking a tea that now costs 40c will complain, unless they have been told when they bought the tea that they would find the quality poorer than they had been accustomed to.

Do you and your clerks always think to tell them?

Shouldn't you?

Wouldn't it save complaints? And wouldn't you usually sell 55c tea to those who two years ago were buying 40c tea?

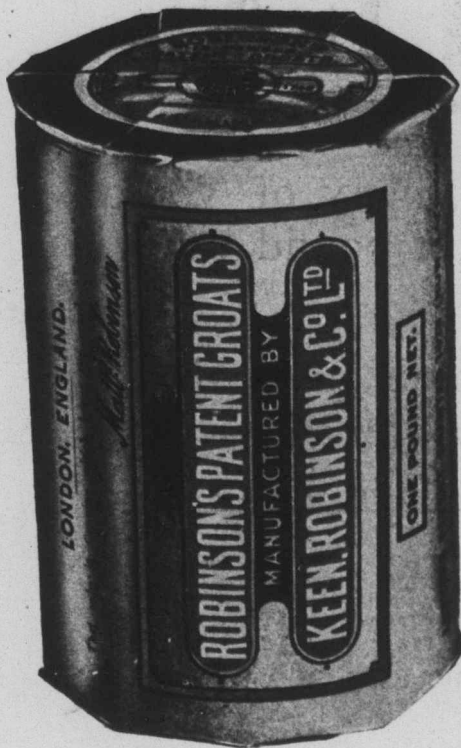
They like a real good tea now, just as much as they ever did. The woman who buys a pound of poor tea from you will blame you for selling it to her, and she won't always tell you about it.

The complaint that does us the greatest harm is the one we don't hear about.

If you now sell 55c Red Rose Tea to the woman who before used a 40c tea, you can be certain there will not be any complaints. You will hold your good customers.

T. H. Estabrooks Co., Limited
7 Front St. E., Toronto

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



They all know Robinson's

Everywhere, in every community, the quality and popularity of

Robinson's "Patent" Groats

means much to the wide-awake Grocer stocking this wholesome cereal.

Repeat sales are the rule where Robinson's "Patent" Groats is concerned. Its quality appeals to the most particular.

Prove Robinson popularity for yourself. Get your stock displayed and note the difference in your sales.

Magor, Son & Co., Limited

30 Church St., Toronto 191 St. Paul St. W., Montreal

AGENTS FOR THE DOMINION OF CANADA

Who Pays for the Broken Sugar Bags?

You do. One drop of water will weaken a paper bag so that it starts a leak. No matter how little has been spilled your customer doesn't want it in that condition. By the time the bag gets back to you there isn't much salvage in it.

LANTIC SUGAR

in bags and cartons saves these frequent accidents and assures you a certain definite profit on every pound of sugar you handle.

2 and 5 lb. cartons.

10, 20 and 100 lb. bags.

Atlantic Sugar Refineries, Limited

ST. JOHN, N.B.
MONTREAL, QUE.

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

CANADIAN GROCER

Vol. XXXI.

TORONTO, JANUARY 26, 1917

No. 4



Campaigning for Marmalade Sales

A Gradual Falling Off in Marmalade Making Noted in the Past Years—How This May Be Stimulated By the Suggestion of Novelties, the Making of Other Kinds of Marmalade—Making the Raw Material and the Finished Product Help Sell One Another

SOME people associate marmalade only with the familiar bitter orange of Spain and Sicily. Marmalade in some people's minds has become a technical name for this one article. Of late years, however, its significance has become vastly broader and other commodities made under that name have become almost as generally in use as the old established orange marmalade.

With the increase in the production of grape fruit, and the consequent decrease in the price of that fruit, the custom of making marmalade of it has been greatly increased. Many people, too, have displayed a preference to marmalade made entirely of the sweet oranges, while lemon marmalade has also won great favor, though on a more limited scale. The fact remains, however, that people generally are not making their own marmalade to the same extent as

they used to. That this is a fact is made very manifest by the fact that the amount of bitter oranges handled by the wholesale fruit merchants in different centres is only a fraction of what the trade used to be a few years ago.

Bitter Oranges Higher in Recent Years.

There are many reasons to account for

First Shipment of Marmalade Oranges Lost.

The first shipment of Seville oranges, the backbone of the good old-fashioned orange marmalade, was sunk in its trip across the English Channel. Facts such as these tend to make the price of such goods higher. Here is an argument to help you in the sale of the manufactured article. Now is the time to push this line with a will.

this. In the first place the bitter orange has more than doubled in price. War risks are of course responsible in no small degree for this fact. Only a few days ago Lloyds reported the sinking of the first ship bringing bitter oranges from Spain. While the Canadian trade is served with Italian oranges mainly, yet these are subject to the same risk, and doubtless more than one shipment of these has been lost. Then, too, the price of sugar has been greatly increased. The same is true of jars. So for many merchants this item of trade is not the great feature it once was. While this is true, however, it is wise to remember this fact, that there are people with whom making marmalade has become almost a tradition. They are people whom it would be folly to try and put off with any manufactured article, however good. This would seem to be rather

Start Your Marmalade Making Early

Bitter Oranges will be fairly late in arriving this year. Early in February is given as the opening date for these, but why wait? Why make the task burdensome? You will be making Grapefruit Marmalade, Sweet Orange Marmalade, or Lemon Marmalade. Why not start these now? Why wait till you are crowded with other work?

All these goods are at their best, and at their most reasonable price.

Perhaps You Don't Make Marmalade

Even so, you have some special brand you prefer. We have a number of the best. In many of these lines the new stock is just coming in. Take a few jars home and save the vanishing fruit supply in your cellar.

Grapefruit—Many people think there is nothing to equal this for marmalade making. If you have not made it before try it now. Very fancy fruit per doz. —c.

Sweet Oranges—Many people favor these for Marmalade, they are cheaper than bitter oranges, finest quality per doz. —c.

Lemons—Make a glorious marmalade alone or add a delightful tang to any combination. Cheaper than they have

been for a long time. Note this price, per doz. —c.

Fine Granulated Sugar—We handle the brands you prefer. We handle them at a fair profit only. Consider these prices. — lbs. for \$1.00.

Fruit Jars and Paraffin—Don't make the mistake of putting good marmalade in poor jars. Make assurance doubly sure by covering the mouth of every jar with paraffin, the safe and sanitary method. Fruit Jars, pints —c, quarts —c.

Don't wait till the Bitter Oranges actually arrive; get part of the task finished now.

JAMES BROWN

87 Main Street

Phone 111

A suggestion for an Advertisement to encourage the sale of Marmalade and marmalade products.

pleading on both sides of the question. Perhaps that may be the wisest attitude to take. There is the group of marmalade makers whose demand must be met. In some sections this demand may be a considerable factor from a selling standpoint, added to this there is the possibility of adding an element of novelty by suggesting the other varieties of marmalade that may be made, by a judicious campaign of this nature, it might be possible to stimulate the trade in this line to very fair proportions.

Another Source of Profit.

But there is still another phase to the situation. Whether people are marmalade makers or not, they are all open to the suggestion that such a selling campaign engenders. Many merchants who have tried such a campaign have been surprised by the fact of how this insistence on the advisability of making marmalade has stimulated the sale of the manufactured article.

It is for this reason that the logical idea seems to be to have both strings to your bow. To campaign for the making of marmalade, but at the same time to make such an attractive display of the manufactured article that the people who for one reason or another have grown out of the habit of making their

own, will be induced to buy of the finished product. Such a double campaign would seem to possess all the elements of a success.

CANNING INTERESTS EXPECT GOVERNMENT INVESTIGATION

The canning industry is expecting that there will be a Government investigation into the canning industry under the direction of Hon. T. W. Crothers, Minister of Labor. This being the case the Dominion Cannery state that they have no information that they care to give to the public on any subject pertaining to the canning industry. They state, however, that they will give the Minister every assistance so that the investigation may be as thorough and complete as possible.

CANADA'S FIVE MILLION DOLLAR FRUIT DISTRICT

The Fruit Branch of the Department of Agriculture have just issued a pamphlet regarding tender fruits. In speaking of the Niagara District of Ontario, the total output for 1915 was, by express, 11,483 tons; freight, 82,325 tons. The average value to the growers of the dif-

ferent fruits are given as follows: Peaches, 1½ cents a pound; grapes, 2 cents; cherries, 2¾ cents; plums, 1¼ cents; apples, 2 cents; pears, 3 cents, or an average of 2 cents for 85 per cent. of the tonnage. Raspberries averaged 8 cents a pound; strawberries, 8 cents; currants, 10 cents, an average of 8½ cents for 15 per cent. of the tonnage, giving the total values respectively of \$3,196,000 and \$2,397,000, a total of \$5,593,000 for the district, and at that 1915 was not considered an especially heavy fruit year in the district noted.

AMERICAN CANNERY OUTPUT

The annual report of the National Cannery Association proves this to have been another bumper year as far as canned tomatoes go. This year's pack throughout the States is estimated at 13,142,000 cases. This is 5,000,000 cases more than last year but 2,000,000 less than the 1914 pack which was the largest pack on record. Peas and Corn a considerable falling off from last year's figures. In Peas the pack was 6,686,000 cases as against 9,272,000 cases last year. Corn was 9,130,000 as against 10,124,000 for last year.

FROST AGAIN VISITS CALIFORNIA

California has had more than its usual share of cold weather this year. The Northern section has had several heavy frosts that have caused material damage to the citrus crop; the Southern section escaped the greater part of the early frosts, but in the last week or ten days cold weather has again visited the State, and the Southern section is reported to have suffered. Just how severe this recent frost has been is hardly known as yet, nor the possible extent of the damage. Some of the low-lying groves have suffered considerably, but on the whole the precautions taken to protect against the danger of frost appear to have been largely effective, and the damage is not expected to be severe.

BIG MOLASSES CROP THE COMING SEASON

Everything points to a bumper molasses crop this coming season, so word comes to Halifax from Demerara. The weather right through has been very damp, and this keeps the canes juicy. Last year, on account of the dryness of the season, the cane had to be cut sooner than intended. One Halifax dealer said recently that the number of vessel cargoes that would be coming north this year would greatly exceed 1916. He feared, though, that scarcity in tonnage would interfere, to some extent, in moving the crop as fast as it was got ready for shipment.

Farm Seeds Somewhat Easier

Farmer May Rejoice Over the Prices of Clover and Timothy Seeds, but Weep Over the Root Seed Prices—Root Seeds Growing Scarcer Daily and Country Facing the Possibility of Supply Being Unobtainable, if War Continues — Prices in These Seeds Show Pronounced Increase — General Garden Seeds Also Show an Advance.

FORTUNE seems to be smiling on the farmer in these recent days. Last year he paid high for his farm seeds, but made a splendid profit on most of his crop; this year it will cheer his heart to know that he will buy a goodly part of his seed at considerably lower prices than last year. The clovers alsike and timothy all show a considerable decrease in price over last year, when, of course, the price was exceedingly high. On the other hand, the root seeds have climbed still higher, some of them being almost unprocurable. Corn, too, has reached a new high level, and it is a high level, running from \$1 to \$1.50 higher than last year.

There are many reasons for these increases in prices, the primary, of course, being the war. Take the corn, for instance; the best seed corn is grown in Canada, but, of course, this crop was one that suffered very much by the unusual weather of the year. Indeed, there is comparatively little Canadian seed corn available. The American crop, too, is short, and many American dealers are buying heavily from Argentine. The recent reports of German raiders in the South Atlantic have caused a flurry in this branch of trade, and have sent the prices of these lines soaring.

Indeed, prices of all seeds are so variable at the moment that dealers show no inclination to actually quote prices. They are all quoting subject to change.

The reason for this is, of course, the fact that the great seed growing countries are those most directly affected by the war. France, Belgium, Holland, England and Denmark supply the bulk of the seeds. In some of these countries, of course, the industry is at a standstill; in others it is carried on only under the greatest disadvantages, and shipments are made only at the greatest risk. In the root seeds there is no question that the supply is gradually being exhausted, and should the war continue for any great length of time it may be impossible to obtain many of these. At least one large seed house in Canada is already discounting this possibility by entering the root seed growing end of the business. This has never been successfully accomplished in Canada owing to the high cost of labor that has put this country at a disadvantage. Of course, this cost has increased rather than decreased, but the high price of seeds makes it pos-

THIS SEASON'S SEED PRICES.	
Prevailing prices of farm seeds as quoted by prominent seed houses.	
Red Clover—	
No. 1, per cwt.	\$23.00 to \$24.00
No. 2, per cwt.	\$22.00 to \$23.00
No. 3, per cwt.	\$20.00 to \$21.00
Alsike—	
No. 1, per cwt.	\$21.00 to \$22.00
No. 2, per cwt.	\$18.00 to \$19.00
No. 3, per cwt.	\$17.00 to \$18.00
Timothy—	
No. 1, per cwt.	\$9.50 to \$11.50
No. 2, per cwt.	\$7.00 to \$ 8.00
No. 3, per cwt.	\$6.00 to \$ 6.50
Fancy White Clover, per lb.	28c to 42c
Choice White Clover, per lb.	30c to 35c
Ordinary White Clover, lb.	22c to 25c

sible to raise them in this country as long as the war lasts at least, and affords a protection against the possibility of the supply being entirely removed from the market.

European countries, too, are suffering from this scarcity. So pronounced has the scarcity of some seeds become that it is keenly felt even in the country of their production. As an instance of this the Holland Government has declared an embargo on the export of spinach seed. As Holland is the great source of this seed, it is a matter of vital importance to seed dealers, and many are finding great difficulty in getting a supply.

Generally speaking, the feed seeds will be slightly easier, while roots will range anywhere from 50 to 100 per cent. higher than last year. It will probably be of more benefit, however, to discuss the different varieties separately.

Red Clover.—The price of this seed shows a decline of about four dollars a hundred over last year's price. This is due mainly to the improved crop conditions of last year over the year previous. This has given a greater home supply and lessened the necessity for outside buying. England, France, Italy and the United States are the great producing centres for this seed, but, of course, shipments from these countries have to bear the 7½ per cent. war tax, which makes a very considerable item. The improvement in the home crop this year has saved a good part of this extra expenditure and enabled seed to be sold at a reasonable figure, considering the extra cost of raising. No. 1 Government standard is quoted at from \$23 to \$24 per cwt. This is a decrease of about \$4 per cwt. on last year's price, and about the same figure higher than the year before. No.

2 standard sells at \$22 to \$23, and No. 3 \$20 to \$21 per cwt.

Alsike also shows a tendency to be cheaper, especially in the No. 1 grade, which is quoted at about \$21 to \$22 per cwt.; the two lower grades rule about the same prices as last year; No. 2, \$18 to \$19, and No. 3, \$17 to \$18 per cwt.

Timothy.—This seed shows quite a decided falling off in price over last year's quotations, due to the fine hay weather of this season. The No. 1 grade this year can be purchased somewhat less than the second grade sold for last year. The quotations on this line are: No. 1, \$9.50 to \$11.50; No. 2, \$7 to \$8; No. 3, \$6 to \$6.50.

White Clover.—Here, too, there is a very marked decrease in price, a decrease amounting to almost 25 per cent. Fancy is quoted at 38c to 42c per pound; choice at 30c to 35c, and ordinary at 22c to 25c.

At this point, however, the satisfactory changes cease, and we come to the articles that are increasing in prices daily. So fluctuating are these that it is impossible to get a fixed price on the most of these.

Corn.—Here is the first of the large increases. This increase is due mainly, of course, to the failure of the Canadian corn crop, which has necessitated most dealers buying abroad. Generally speaking, the increase is from \$1 to \$1.50 higher than the preceding year. The Flint varieties are selling at \$2.70 to \$3 per bushel; the Dent varieties are selling at \$1.85 to \$2.25.

Turnips.—This seed showed a very decided advance last year. Dealers will not quote actual figures, but are quick to state that it will range from 50 to 75 per cent. higher than the high prices of last year; if, indeed, the seed is obtainable at all in the quantities required.

Beets, Carrots and Mangolds are in about the same class; from 50 to 100 per cent. increase over last year is confidently expected. These increases are due entirely to the shortage of supply, that is becoming daily a matter of more concern to the seed trade.

General garden seeds will show an advance, though probably not to quite such an extensive degree. The general reason, of course, is that these seeds are all the product of countries directly or indirectly connected with the war, and consequently unable to produce their usual quota.

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY, Limited

JOHN BAYNE MACLEAN, - - - President
H. T. HUNTER - - - - - Vice-President
H. V. TYRRELL - - - - - General Manager

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, Maclean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

OFFICES:

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

UNITED STATES—New York—R. R. Huestis, 115 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., 165 West Monroe St., Phone Randolph 3234. Boston—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 12950. Cable Address. Atabek, London, England.

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

PUBLISHED EVERY FRIDAY.

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

Vol. XXXI. TORONTO, JANUARY 26, 1917 No 4

THEY can put the "To Let" sign up in the Tribunal at the Hague again.

* * *

IT IS FITTING that the food problem in Germany should have been taken up by the Prussian Diet.

* * *

PRESIDENT WILSON says it must be a peace without victory. President Wilson thus puts himself on record as the world's worst guesser.

* * *

THE UNITED States is coining new half dollars with brand new designs. Everyone agrees, however, that they are only about half as pretty as the dollar coins.

* * *

FARM journals are calling margarine "grease," but scientists prove that there is no essential difference between margarine and butter. Epithets applied to margarine should be carefully considered with a view to their possible boomerang effects.

* * *

IN DRESSING your fruit window take care of the fruit. Don't let it touch the glass anywhere, or it will almost certainly suffer from frost. If your window is next the door arrange in some way to protect it from direct draughts or excessive cold. Nothing will destroy the appearance and value of fruit as soon as cold.

* * *

DON'T forget to read carefully the conditions of the Fruit Window Competition appearing on another page of this issue. Dress your fruit window and have it photographed. Don't wait till the last day to get your photos in. This matter is of moment to you. See what a trade bringer a good fruit window really is.

THE UNITED Cigar Stores Company and the largest in the American tobacco trade, the Tobacco Products Company, have decided to increase the price of cigarettes, the increase to take place immediately. The reason given is of course our old friend, "Increased cost of materials." Now watch the great American Republic foam over the enormities permitted under the name of war.

* * *

PEANUT butter is more or less a substitute for butter, yet there has been no attack upon it, though the consumption is steadily on the increase. If it has had any effect on the sale of butter, it certainly has not had on the price. It is doubtful if the sale of margarine would have a much more pronounced effect. The dairy interests are frightening themselves with a shadow.

* * *

THE LOT of the produce dealers is anything but a bed of roses. They own supplies of turkeys now that will show them a considerable net loss. They had to buy in a market made unreasonably high by American buying. Having bought to supply this trade, the trade refused to be supplied. There are howls of indignation over the produce man's supposed enormous profits. Can't we get up even a little howl over his actual losses?

* * *

EVEN the American nation's equanimity was hardly capable of standing the effrontery of one of Germany's three Consul Generals. Franz Bopp will therefore, barring legal or executive clemency have two years in which to meditate on his mistakes in a Federal Prison and will be the poorer by \$10,000. At that the American Courts do not lay themselves open to the charge of undue severity.

* * *

Last year the United States expended nearly \$300,000,000 on ice cream. Stop and ponder that. We are all familiar with the awful example that country displays in her consumption of chewing gum. It has been the theme of reformers for generations past. Think of a country spending a king's ransom on ice cream and at the same time almost tearfully urging embargoes to protect them against the high cost of living.

THE INCREASING COST OF LIVING

THE London Trade and Labor Gazette is responsible for the statement that the cost of living has increased since 1914 by 87 per cent. This is an increase of 45 per cent. over last year. One can readily estimate the hardships that such an increase entails, sacrifices of which we as Canadians know nothing. The United States has increased its cost of living to the extent of 18 per cent., and there is much talk of embargo and Feed America First campaigns. Great Britain is bearing this heavy burden in silence.

ASSISTING OUR COMPETITORS

THE Fraser River Canning Association is urging the government to pass a prohibitive measure against the export of salmon. In the course of their petition they cite the following argument! Of recent date the Imperial Government tried to place an order with the B.C. canners. The order had to be declined for lack of raw material with which to fill it, and consequently went to the American canneries. Yet during the past season there went to the Puget Sound canneries 16,051,600 pounds of raw salmon which would make some 206,000 cases. The British Columbia Canners would seem to have a strong case. It would seem to be the height of folly to hand to our competitors the means with which to cut our own business' throat.

RUNNING A BUSINESS ON FAITH

THE Adjusting and Profit Committee of the San Francisco Retail Grocers' Association have been making some interesting investigations into the question of overhead and profit. One of the startling statements made by the committee as a result of their investigations, was that 60 per cent. of the articles that the average grocer handled were handled at a loss. Nor was this merely the catch judgment of irresponsible parties. It was the result of a thorough investigation into the various sides of the question. In their estimates they claim that it took from 17 to 18 per cent. to do business, while with some large stores the percentage went as high as 20 per cent. Another interesting item in the investigators' report was that 30 per cent. of the grocers' business was done in four articles: Butter, eggs, sugar and flour, while the average profit on these lines amounted to 12 per cent. on the selling price.

With 60 per cent. of the goods selling at a loss, thirty per cent. selling at only 12 per cent. profit, it would seem to behoove the grocer of San Francisco to make a respectable clean up on the remaining 10 per cent. if he would successfully negotiate the 17 per cent item of overhead. It is an interesting commentary on the unsubstantial basis on which many men will continue to do business.

OLEOMARGARINE—TWO SIDES OF THE CASE

THE Winnipeg Board of Trade at a recent meeting formulated a petition to the Dominion Government asking for the repeal of the law against the sale of Oleomargarine. T. R. Deacon who proposed the petition urged that the restrictions imposed years ago when the article seemed to threaten the sale of Canadian butter be removed. These conditions he urged had long since passed away and the continuance of the ban interfered with the rightful food supply of the people. Dr. C. N. Bell in supporting the petition stated that he had been in the House when a Western Ontario member had proposed the prohibi-

ive Act. The law had been passed with practically no discussion the members evidently not realizing the radical nature of such legislation. The Winnipeg Board of Trade was unanimous in favoring the removal of the prohibitive legislation.

On the other hand a deputation representing the Cattle Breeders' Association of Canada waited on the Minister of Agriculture recently to protest against any change in the law against margarine. The deputation urged that permitting the sale of this commodity would have a detrimental effect on the dairying and cattle breeding industry.

The case of Oleomargarine is the case of the farmers of Canada against the country as a whole. The farmers who suffer little from such restrictions and the common people who suffer much. The fear that the sale of margarine would affect the farming interests adversely is an empty fear.

Will it be strong enough to prevent the people as a whole getting what they have every right to demand.

CANADA'S BUSINESS

THE Statistics of the trade of Canada for the twelve months ending October last are a very fair indication of the prosperity that is a by-word in this country. A prosperity too that is increasing as the war proceeds. Canada has exported to the United Kingdom \$678,796,960 to the United States \$254,000,000. Imports from the United Kingdom for the same period amounted to \$117,222,539 from the United States \$546,000,000. From all sources Canada's exports for the twelve months totalled \$1,037,212,597 while imports totalled \$716,929,813 which leaves a favorable trade balance of \$320,283,784.

This is a striking example of Canada's strong financial position despite the heavy war expenditures.

With Canada in such a sound financial condition, why should there be such a high cost of living element? Mainly because the favorable balance is not in the item of food products. Consider the following figure. During this period Canada imported provisions to the value of \$20,035,785. Breadstuffs \$11,244,088, sugar and molasses \$32,149,295, showing an increase in the importations of provisions of fifteen millions and in sugar and sugar products of about twelve million.

On the other hand the exports of breadstuffs increased from \$143,000,000 to \$360,000,000. The exports of provisions from \$55,000,000 to \$82,000,000, cheese from \$22,000,000 to \$31,000,000, bacon and ham from \$20,000,000 to \$35,000,000, an increase in our exports of food products of \$268,000,000 an item that may very well account for the increases in all lines of provisions without the much abused middleman and retailer having to shoulder the blame for the increase.

Accounting for Retail Merchants--IV.

Keeping the Daily Cash Balance—Entering Special Cash Receipts—Ascertaining and Entering Sales—How the System is Worked Out in Actual Practice.

By Henry Johnson, Jr.

FUNDAMENTAL of accounting is to have a daily record of the cash balance. There are many plans. Some keep a little book wherein every morning they enter cash on hand. If you have such a scheme in operation, there is no reason, perhaps, why you should change it—unless you like my system better.

I keep my cash balance on the blank spaces of my check-stubs. That is convenient and readily accessible; also it saves having an extra book. Here are two sample entries, "O H" meaning "On Hand":

Jan. 2, 1917—	Jan. 2, 1917—
OH, safe.....\$121.42	OH, safe.....\$ 72.81
Reg..... 43.21	Reg..... 39.66
Bank.... 621.82	Bank.... 582.44
\$786.45	\$694.91

These show the amount in my safe, the "change" in the register, and the bank balance at the beginning of business on these two days. Let us keep these figures before us.

Face of Journal

We have had mdse. items of \$29.60, less 30c discount, and \$48.00, less 96c; and we have carried to the credit page a total of mdse. payments of \$188.46, with total discounts of \$1.47. So let us insert another bill on the debit page: Wilson & Co., \$20.63—.21, and carry the \$20.42 net into the debit mdse. column. That entry will fill out the \$1.47 discount we have entered already.

These items paid by check foot up \$96.76. We take that from the \$188.46 entered already as total mdse. disbursements, and thus have \$91.70 to carry out as a total of PV mdse. payments.

Now our debit page looks this way:

1917		Cash	Mdse	Expense	Wages	Barn	Sunds.
Jan. 2	Mdse, PV		91 70				
	A 1 Jobber & Co.						
	29 60—	0 36	29 30				
	48 00—	0 96	47 04				
	Wilson & Co.						
	20 63—	0 21	20 42				
			1 47				
	Disc't	1 47					
	Expense, PV			15			
	Matz & Co.			4 80			
	McCann, 18 00—	0 36		17 36			
	Disc't			36			
	Wages, PV				34 50		
	Prop. ck.	Settle			25 00		
	Wald. stlmt				21 00		
	Adv., Cantwell a/c						20 00
	Int. at Bank						30 00

Our Credit Page looks this way:

1917		Cash	Mdse	Disc't	Blank	Blank	Sunds.
Jan. 2	Cash, Mdse A/c	188 46					
	Expense A/c	22 59					
	Wages	80 50					
	Advertising	20 00					
	Interest	30 00					
	Disc't, Mdse.			1 47			
	Expense			0 36			

Now, take a slip of paper and take off the totals of all columns on both pages, and add them. You will find that the total for each page is \$343.38; so your work balances thus far, and is almost certain to be correct.

Handling Cash Receipts

Your big source of cash receipts is mdse.; either through cash sales or payments on account. The most important and helpful simplicity of this system is that receipts from both sales and payments on account are lumped together. The system is run as if you were doing a cash business only; yet as will appear later on, you can run a credit business perfectly well with this system. My own sales have been 60 per cent. credit for over twenty years.

Occasionally you get money from some source other than mdse.; and you must take any such item into account before you go about the ascertainment of your "cash sales," as all receipts from mdse. are called under this system.

On January 2nd, therefore, let us say you sold an old desk for \$10.00. That is a credit to furniture and fixtures a/c. You have a PV in the form of a yellow (rec'd on a/c.) slip, showing this trans-

action; and that slip is pasted in the PV book. But, as the transaction stands alone, you enter details in your journal under cash on the debit page and under Sunds on the credit page, thus:

Cash, sold desk to J. M. Fox	Cash	\$10.00
F. & F., Cash for desk	Sunds	\$10.00

Now both sides of your book show the increased total of \$353.38, and you are ready to check up your cash receipts for January 2nd. Here is the rule. I suggest you cut it out and paste it on the inside front cover of your ledger.

Rule: Add together all cash disbursements for the day. Add thereto the cash balance of the day following.

Subtract from the grand total any cash received for sales other than mdse.

Subtract from remainder cash balance of this day.

Remainder is cash received from mdse. sales and collections, all of which we handle as cash sales.

Example of process:

Adding our cash disbursements of	
Jan. 2, we find a total of.....	\$ 341.55
Add cash balance of Jan. 3.....	694.91
	\$1,036.46
Subtract amount received from F. and	
F. sale	10.00
	\$1,026.46
Subtract cash balance of morning Jan.	
2	786.45
Leaves actual mdse. receipts (sales) of.	\$ 240.01

Checking Up

If this \$240.01 agrees with your register account, or with whatever other system you have in operation for the checking of cash receipts and sales, the remainder of the day's work is simple. You enter, directly under the F. & F. item, "Mdse. Sales" and carry the \$240.01 into the cash column on the debit page. On the credit page you enter in detail column, "Mdse. sales," and carry the \$240.01 into the mdse. column.

If this figure does not agree, with reasonable approximation, with what your register or other system shows you

should have, you can keep January 2 open; leave two or three lines for later developments, and proceed with January 3, just the same. Then you can go over your records, just as you may have done before, and seek to locate the discrepancy.

If and when you satisfy yourself that either the \$240.01 is correct or that you cannot now find the correct amount, you can enter the \$240.01 and trust to good fortune, as you do now, to find the trouble later on.

But note this: The \$240.01 is based not on any theoretical cash balance, but on the actual money you know you have on hand, so that, whatever errors may creep in, you start each day fresh with brass tacks facts.

Again, note that I refer to "reasonable approximation" of results. I do that because we all know that the register, or the drawer, or whatever other method you may have, does not always come out right. In fact, it very seldom works out to the penny. Nothing will excuse us for becoming lax about this fact. We must be watchful and eternally vigilant to see that our cash is handled with honesty and scrupulous accuracy. Everyone of us who gives these matters careful attention can improve his methods, and he owes it as his first duty to his business to make every possible improvement.

Meantime, we must be sensible enough to recognize facts, and one such fact is that variations from the regular will oc-

cur; and when we have a result very nearly in accord with the register account, we must enter it, so we can attend to our daily business.

My cash was out some \$24.00 once, shortly after we had installed a new register, and though we kept the day open for a long time, we had to let it go after all. Some time afterwards we found a check for \$23.89 which had lodged behind one of the drawers. The account had been receipted; and it is interesting to note that the only dishonesty about the transaction was on the part of a very sweet lady who never reported that that particular check had never been returned by her bank. My own people were on the level.

Proposed Increase of Cartage Tariff

Increased Cartage Charges Apply to All Part Car Lot Shipments—Will Affect Retailers Everywhere—Must Stand as an Increased Charge Against Goods, Says Wholesaler—Many New Articles Added to List of Exceptions to Tariff—Some Wholesalers' Opinions.

THE proposition of the railway cartage agents to revise their cartage rates by increasing the rate on all less than car lot shipments, has been placed before the Boards of Trade in the municipalities where such companies exist in all centres east of Port Arthur.

Any such change will in all probability ultimately be added to the cost of goods sold and consequently the matter is one of the greatest interest to all merchants over all the territory affected by this proposed new arrangement.

Increase Only in Part Car Lots

The new proposition is substantially as follows: The rates on all straight car load shipments shall remain at the present figures, the change coming in the less than car load rate, which up to the present has been the same as for the straight car. The rate changes are as follows: In Toronto car rate $\frac{3}{4}$ cents per hundred pounds, less than car lot 4 cents per hundred. In Montreal the car load rate is fixed at 4 cents a hundred, the less than car load at $4\frac{1}{2}$ cents. In all other sections the increase is from 3 cents a hundred the car lot to $3\frac{1}{2}$ cents for the part car. In small lots or individual packages it is proposed to increase the rate from 20 cents per hundred, the present rate, to 23 cents.

New Exceptions to the New Tariff

The new proposals also add materially to the exceptions to which this established rate shall not apply. The added exceptions are as follows:—

"Acids in carboys or demijohns, agri-

cultural implements, bananas not crated, iron and steel products exceeding sixteen feet in length, joiner's work, loose lumber and ladders, loose leather, potatoes and apples in less than carload lots for private house delivery, rags, bones, scrap metal, scrap paper, scrap rubber in bags or uncompressed bales, sewing machines and billiard tables, motor cycles, bicycles and bicycle parts, and all empty packages, new or old, except knocked down flat, and caskets and coffins."

The contention of the railway companies is that on these particular lines the difficulty of haulage of small lots does not make the outlined rate sufficient to repay them for the labor and time occupied in the delivery.

It is proposed that these new charges should become effective on March 1. Of course, these changes are subject to the approval of the different Boards of Trade in the centres where such cartage companies operate, it being beyond the power of such companies to make any arbitrary changes from any established tariff without the consent of the Board of Trade. Just what action the Board may take on the matter is not yet known, as the proposed changes have only recently been brought to the attention of the traffic department, and no discussion of the matter has taken place.

The head of a large wholesale grocery concern of Toronto, when spoken to regarding the matter, stated that, though in the nature of the thing these charges were small, yet they were too large to be assimilated by the wholesaler. The keen competition of the grocery trade necessi-

tated the doing of business on a small margin. The best that they expected to get was some 10 per cent. of profit. With this small margin it was evident, he thought, that even this small additional amount could not be assumed by the wholesaler. If this new rate came into effect the excess charge would ultimately have to be borne by the goods themselves. Wholesalers' prices were as a rule f.o.b. warehouse, and consequently the outgoing price was borne by the consignee, and it rested with him to say whether the charge was justified or not.

A prominent wholesale hardware merchant of Toronto is of the opinion that such increase in charges must of necessity ultimately be borne by the consumer. Jobbers have been assuming so many small increases in the past that the cost of doing business has immeasurably increased. It has in fact gone as far as it can go, and any further increase must of necessity be an extra charge against the goods. Their own charges for doing business have increased in the past few years from about $12\frac{1}{2}$ per cent. to 20 per cent. "Would the increased rate mean any considerable item?" was asked. "I think it would be quite an item," was the reply. "In the hardware jobbing business there are comparatively few lines of goods handled in car lots. Some lines, of course, are stocked early in the season in quantities, but being near the manufacturing centre, it is our principle to carry a comparatively small stock and turn it over frequently. I would judge that only 10 per cent. of our business is done in car lots, consequently the new

tariff, if it should come into effect, would be operative against approximately 90 per cent. of our business. Of course, the consignee already pays the cartage charges on goods shipped to him, but he would have this extra charge of $\frac{3}{4}$ of a cent in our case added to that amount, while another $\frac{3}{4}$ of a cent a hundred, as I said before, would perforce have to be marked against the selling price of the goods. Though I have a good deal of

sympathy with the cartage companies and their difficulties, we would register a protest against such an increase as a matter of principle until it was proved that the advance was necessary."

Considers the Increase Justified

A prominent wholesale paint jobber of Toronto was of the opinion that the increase was quite justifiable, and was of the opinion that the wholesale trade as a

rule would consider it so. He admitted that the extra cost would have to go against the charges of the goods, but thought the item was a negligible quantity as far as the individual buyer was concerned, though the aggregate would probably be a big item for the cartage companies.

The matter is now in the hands of the different Boards of Trade awaiting their action on the matter.

Sea Casualties and Trade

The Part of the Tramp Steamer in the World's Trade — The Dangers That Surround It on Every Side an Item in the High Price of Commodities—The Carriers of the Nations Trade They are Worthy of a Moment's Thought and Appreciation.

NOT the least among the causes for the high cost of living is the item of sea casualties. They pass us by unnoticed in the whirl of world events; yet very few days pass by that there are not added to the list of these casualties of the sea some one or more names. Here is an instance culled from a recent paper:

"London, Jan. 1.—Lloyds reports the sinking of the British steamship Apsley Hall, 3,882 tons gross."

Down in a lower corner used as a filler the "Apsley Hall" has its brief moment of history in a three-line notice. No one except her owners know where she hailed from and what stores she was laden with. Her loss marks a casualty item in the world of commerce, and serves to make the cost of some commodity a little higher.

The Tramps of the Sea.

No one notices the fate of these tramps of the sea, they are familiar in the quiet roadsteads where few ships come, they explore the shaded estuaries of palm bordered rivers; their ports of departure are the four corners of the world; the "Ultimate Isles" of the Seven Seas. The gatherers of commerce, they travel on no schedule, stopping for neither fair wind nor foul, gaining no word of comment or commendation, save the brief item that closes their career.

We hear of the arrival of great ships heavily laden with a various cargo, but the great ships are comparatively few and the lesser ships are many, they are the feeders of the nations, the gap in their ranks is hardly noticed, but each gap makes some commodity a little harder to get, a little higher priced. We grumble without thinking, we pay little attention to the causes behind that increase, we may blame the retailer or the wholesaler, but these little items in the

daily press with their world of significance pass us by unnoticed.

Less than 4,000 tons burden, many of the boats that ply our inland waters are of heavier tonnage. One of the smallest cogs on the wheels of progress, yet their presence is a necessity and lacking it there is a grinding in the wheels and the result to us is higher prices.

A Name That Lived for a Moment

A little over a year ago the "Aneona" was torpedoed in the Mediterranean, a few days out from Palermo. It was not a great steamer, but it flared for a moment into the head lines of the public press because some of its seamen were Americans, and in those days it seemed that even the humblest seaman's life might be worth more than a word of protest. It flared for a day or so and died out, and the "Aneona" became only a term of diplomatic wrangling. On the "Aneona" there was \$100,000 worth of macaroni, all consigned to American firms; there were thousands of boxes of lemons, as well as a general cargo; all of this was a total loss, because there was no war insurance on the cargo. A small item, doubtless in a world trade, but someone had to pay for it. This and other incidents all had their effect.

Difficulties of Transportation?

Of recent date Spanish onions and grapes have been high in price. The cause given is the familiar "difficulties of transportation," scarcity of tonnage is one item in this the other item is, Casualty. Liverpool, England, is the great market for these Spanish products. It is the great clearing house of the Spanish market, thither ply the tramp steamers straight across the zone of danger. Of recent months three of these "tramps," deep laden with Spanish goods, have joined the casualties of the sea; these are only three we know of. How many other of these notices of loss

that daily dot the public print may be the bearers of these goods we cannot know, but we do know that all of them are bearing some goods of use to mankind.

"The Acts of God and the Enemies of the Government."

What percentage of the cost of living can be chalked up against the loss at sea, we do not know, we never can know, and it would serve no particular purpose if we could, save, perhaps, to add to our admiration for those sturdy men who go down to the sea in ships.

On every ocean they are found, following their various occasions, facing in the interests of the world's commerce the multiplied dangers of the sea, meeting unflinching those trials of courage that in their Bills of Lading are solemnly described as "the acts of God, or the enemies of the Government."

When you see these small items in the newspapers, outlining some other loss there may be no word to suggest the cargo, but there are few items in the world of trade that do not affect everyone directly or indirectly, and every one of these three line items is of moment to you. Every loss in the world's commodities is an actual loss that must be met somewhere, somehow, sometime. It is all an item in the upward marching price of things, and in remembering the loss remember the debt to these sailors of the broad seas who risk their lives that other men may live in comfort.

Bearing a petition containing the names of 111 wholesale houses, a delegation from Vancouver went to Victoria last week to ask the Government to make the change in the half-holiday inoperative so far as the wholesale men are concerned. It is contended that a Wednesday half holiday is not suitable for the wholesale trade.

Handling Ruffled Customers

Can the Business of Average Size Every Time Live Up, Literally, to That Famous Declaration: "the Customer is Always Right."

AN article which recently appeared in "System," the Magazine of Business, entitled "Handling Ruffled Customers," contains so many truths regarding the subject that it is here reprinted for the benefit of salesmen. It will interest all clerks who are called upon to serve customers in the paint department. The article does not specifically deal with groceries, but many of the types of customers referred to are not by any means unknown to the clerks in grocery stores. The article, written by Russell Wilmot, follows:—

No matter what kind or size a man's business may be, he will doubtless have his quota of dissatisfied customers. The best he can hope to do is to hold it down to a minimum. Only a business which is in a position to create new customers more rapidly than it loses old ones can usually afford to have any at all.

Many merchants believe that an appeased customer isn't so valuable an asset to their stores as one who has never been provoked. It doesn't take much of a disappointment, they hold, to drive a customer to a competitor. The customer, to begin with, expects fair treatment and courtesy. He has, they believe, a right to expect them.

It is the occasional unreasonable customer, whose demands on the merchant are unfair to him and to his business, who really calls for the most careful consideration and who is likely to do the greatest amount of harm.

The point at which the unfair customer and the fair merchant can get together is often narrow and calls for great tact from those in charge of complaints. Perhaps, as a matter of fact, the stores suffer losses too often, rather than permit customers to leave in anger.

What Policy Can You Afford to Follow In Satisfying Customers Who Complain?

This brings up the question: Can a business man with an average sized store live up, literally, to that famous declaration of a merchant with a very big store: "The customer is always right"? Many think that there is such a thing as going too far in yielding to customers' requests regardless of their demands. Merchants' associations in several cities are restricting the privileges extended to customers by their members.

Yet it is of course true that often the customer may have just cause for complaint. And then it surely becomes the duty of the store to give every possible adjustment, for otherwise it is likely to

suffer to a far greater degree than the customer. So it is important to locate the causes for justified complaints and to stamp them out.

One of these causes, and often an important one, may arise from the danger that advertising departments sometimes unintentionally misrepresent goods. Especially is this true where many of the customers involved are women.

Women are the chief readers of certain types of retail advertising copy. Many of them are drawn to their shopping trips by what the advertisements say, as well as by their faith in the integrity of their favorite stores. It would, therefore, seem logical that the primary aim of retail advertising within this field, next to an endeavor to create an immediate demand for the goods advertised, should be to gradually build up confidence, and thereby to attract steady purchases by always being able to make the goods square with their claims.

Even occasional misstatements in retail advertising copy of this type are likely to minimize the general good effects of an otherwise effective campaign by dissatisfying customers. One disgruntled woman customer who believes she has been misled may mean from one to ten centres of ill will.

Many successful stores, big and little, find it worth while to make a careful study of feminine temperament, not only as a step to winning new trade, but as a means of holding the old through minimizing the number of "kickers," as a result of the attitude taken by their advertising copy.

Here is an example in point. Altman's, one of the biggest department stores dealing with a high class of retail trade, gives close attention to this problem. Its method is simple. Each morning the buyers gather in a big room on an upper floor and consult with the advertising director. The buyers and the advertising man compare notes and make certain, through free discussion, that the merchandise fits all the statements to be made for it in the newspapers.

It is often difficult to tell whether or not living up to "the customer is always right" is sound—but the results of misjudgment are so severe, frequently, that many able merchandise men believe it wise always to yield to the customer's request if the amount involved is not too large.

Here is a case where misjudgment lost trade. A large and expensive Sunday

advertisement in a Boston paper told of wonderful values in feathers and tips. For a year a certain woman had been looking forward to buying three short, graceful, heavy-headed feathers. Here was her chance.

Early Monday morning, therefore, she hurried into the shopping district and secured the feathers. She paid rather more than she had expected, but got exactly what she wanted. She carried the feathers to her milliner and had them placed upon a hat for an afternoon at a long anticipated symphony concert. When she left the concert, she found rain falling in torrents.

The graceful, curling feathers were soon dragged and straightened. Knowing, however, that they could be curled again at slight expense within a day or so, this woman took them to be re-curved to the very store at which she had purchased them. Two days later she called for them and was handed three over-curved, partly worn, woolly-fibred feathers.

"These are not mine," the woman declared. "You have made a mistake."

"We never make a mistake," the saleswoman replied, a bit haughtily.

"But they are not mine!" the woman protested. "Mine were just new—last Monday. They were much heavier and glossier fibred."

In vain she appealed to the floor manager and at the complaint office. The saleswoman declared that there had been no other black feathers in the repair room, the floor man was tolerantly incredulous, and the girl who had made the sale in Monday's rush could not be located.

The floor man pointed out to the complaint man—sotto voice—that any one with half an eye could see that the feathers were half worn out and had been cheap ones in the first place. The woman heard him, agreed with him, and explained afresh that hers were handsome new ones. She was told coldly that nothing could be done about it, and—with tears dangerously near the surface—she departed. She had been subjected to injustice and branded as guilty of attempting a flagrant piece of dishonesty by the employees of one of the largest firms in the country. She was helpless, and yet she was right.

Then there is a source of complaints originating with a carelessly trained sales force. There are means available at small expense for the average sized store which wants to instruct its sales force about what it sells. The large store can afford to use more elaborate means of its own creation to reach the same end. Therefore, there is apparently little excuse for a sales force with a soggy knowledge of what it is selling.

But, nevertheless, many a sales force is soggy in this respect.



CURRENT NEWS OF WEEK

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



Maritime Provinces

Advices from the West Indies are to the effect that molasses will be more plentiful this year than last. In 1916, owing to the dryness of the season, the sugar cane had to be cut earlier than usual and the sap was not sufficient to yield the usual quantity of molasses. This year damp weather has provided better conditions. The difficulty in securing vessels to bring the crop north is the biggest barrier in the way of much more satisfactory trade conditions.

W. T. Macoun and D. Johnson, of the Dominion Fruit Division, Ottawa, were in St. John recently on a trip to meet fruit growers. Mr. Macoun predicted that 1917 will show a bumper crop of fruit in Canada and a particularly heavy yield of apples. His reason for the latter statement was the fact that a great number of apple trees which were planted several years ago, at the time of the boom along this line, will be bearing for the first time this year and that there are enough of them to make a most appreciable difference in the crop. This is particularly true of the St. John and Annapolis valleys.

After eight months spent in the Maritime Provinces buying lamb and mutton for the Western Provinces, Fred J. Gallagher, of Winnipeg, has left again for the West. In explanation of the unusual movement of meats westward, Mr. Gallagher explained, in St. John, that the Western people like the sweet flavor of the lamb and mutton grown in the maritime districts, a distinctive flavor which they cannot attain in the West. They are willing to pay enough for it to make the long haul profitable. While in the east, Mr. Gallagher secured six 25,000-pound carloads of meat in New Brunswick and five in Prince Edward Island.

Quebec

E. L. Barter & Co., Sherbrooke, grocers, have dissolved.

W. Lefebvre, Plaisance, has been succeeded by L. N. Cregheur.

Adrian Gauthier, La Plaine, Quebec, was a business visitor to Montreal this week.

J. A. Thoret, St. Genevieve, Quebec, paid a business visit to Montreal during the present week.

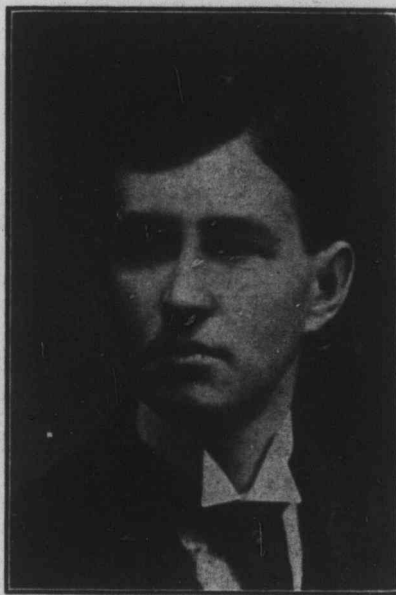
George Waters, of George Waters & Co., St. Nicholas street, Montreal, died at his home on January 19.

J. L. Freeman, well known in Montreal, wholesale grocery circles, was visiting Sorel, Quebec, this week.

C. B. Hart, Montreal, has been appointed agent in Montreal and district for the firm of Seggerman Bros. Inc., who control many of the largest Rice Mills in the United States.

H. D. Marshall, Commission Broker, Montreal, has moved from his former premises 55 St. Francois Xavier St., to larger and more commodious premises in the Lake of the Woods Building, a little further Westwards.

The annual Convention of the Produce Merchants of Montreal and district will



GORDON B. DRAKE.

A member of the Executive of the Retail Grocers' Association, who was elected Alderman for the City of London for 1917.

be held in Montreal, Feb. 6 and 7, John Wilson of Matthews Ltd., Montreal, the Secretary, is arranging the programme of interesting proceedings.

Armand Chaput, of L. Chaput Fils et Cie, Montreal, returned from a business visit to New York. He found the U. S. metropolis busy and noted while there the general impression present as to the sugar crop expectations.

Business acquaintances of H. P. Briggs of H. D. Marshall, Montreal, will be interested to learn of Mr. Briggs' promotion to open and take charge of the new Halifax office of the firm. Mr.

Briggs goes to Halifax in time to open the offices on the 1st of February.

That Cecil T. Gordon, agent in Montreal for the Dominion Cannery, has safely arrived in England where he is making a business tour of some six weeks duration, was the substance of a cablegram received early this week by the firm of J. Alex. Gordon & Co., brokers Montreal of which Cecil Gordon is a member.

A wireless message flashed from at sea somewhere off Norfolk conveyed the news to the firm of D. Hatton & Co., wholesale fish dealers, Montreal, that J. A. Paulhas one of the principals of the firm was returning from his recreative vacation of a fortnight on the East Coast. Mr. Paulhas was expected back early this week.

W. J. Falls, grocer and butcher, Colebrook St., Montreal, has resumed occupation of his former premises on Prince Albert Street repurchasing the business there from Mr. Herman. He will carry on the Colebrook Street premises as a branch, and make his headquarters in the Prince Albert Street premises. In both districts he is well known.

In the opinion of A. A. Ayer one of the most experienced veterans of the produce trade in Montreal, an important question to come up before the Produce Merchants' Association is that raised by the Ontario Government's proposals that cheese makers should pay for milk in accordance with the butter fat test. Mr. Ayer is entirely in favor of this but hopes that the Government will not put it into effect too quickly in order to give the cheese makers a chance to bring the change about amicably with all their patrons, and at the same time enabling the makers to learn how to apply the tests accurately. The necessity for paying according to the butter fat test, Mr. Ayer points out, is because some dairies show a test as low as 2 per cent, while others show a test of 5 per cent. Mr. Ayer's long experience enables him to say that a test of from 3½ per cent. to 4 per cent. is the best for cheese making purposes under present conditions in Canada.

Ontario

Shaw & Co., Keewatin, have discontinued.

Robt. Standish, Toronto, grocer, has discontinued.

Kuik Bros., North Bay, grocers, are discontinuing.

S. L. Squire, Waterford, has sold out to H. A. Anderson.

Wm. Patrick, Falconbridge, has sold to Dingman & Hawes.

Uffleman Bros., Ltd., Waterloo, have sold their general store to Bechtel Bros.

The store of the Co-operative Society, Preston, Ont., was burned on Thursday night of last week.

W. H. Gardner, Carleton Place, has been succeeded in his grocery and confectionery business by C. S. Bennett.

George Barnes, president of the Ontario Grape Growing and Wine Manufacturing Company, died on Saturday, January 21.

Morrow & Co., 39 Front street E., Toronto, have been appointed agents for Toronto of Libby, McNeill & Libby, Chicago. This arrangement took effect 1st of January.

D. W. Duff, buyer for the wholesale firm of Perkins, Ince & Co., is recovering after a severe attack of pneumonia. He has so far recovered as to be able to spend a few hours each day at his desk.

W. H. Millman, Sr., head of the brokerage firm of W. H. Millman & Sons, has left on an extended trip of several months to California. He is accompanied by Mrs. Millman and two daughters.

John Wesley Elliott, one of Kingston's best known residents, passed away on Jan. 13. For the last few years deceased had been representing Swift & Co.'s Chicago packing house through Eastern Ontario.

A seizure of oleomargarine has been made by the Brockville customs officer. It was being brought from Morristown, N.Y., and was detected in the luggage while an examination was being made by the landing officer.

Abram Hunsberger, Vineland, has purchased the grocery business of the late Thomas Wood, Beamsville. Mr. Hunsberger has over eighteen years' experience in business, recently being employed by C. G. Moyer & Sons, of Vineland.

Fire, believed to be due to defective wiring, damaged Weston's bakery, Toronto, on Saturday night, January 20. The blaze started on the ground floor near the elevator shaft and gained considerable headway before the firemen arrived.

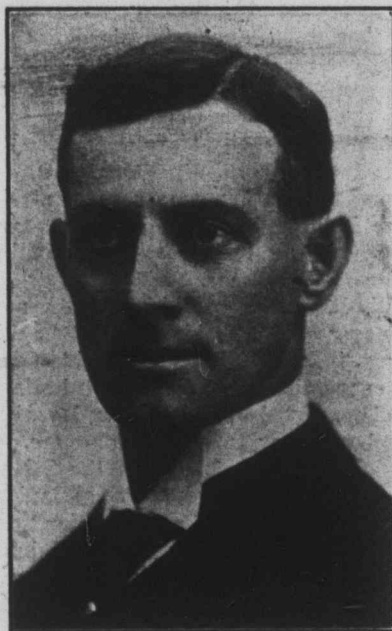
R. T. Moron's grocery, Leamington, was entered on January 8, and a quantity of cigarettes and all the coppers in the till stolen. Entrance was effected through a back window. Such petty thefts as this have been quite frequent recently.

Harry Bell, for many years traveler and assistant buyer for Seandrett Bros., London, is severing his connection with

the firm to become manager for Mason & Hickey's Saskatoon branch. Harry was dined by his fellow-employees and presented with a handsome traveler's trunk. F. P. McLean, another employee, who is leaving, was presented with a handsome traveling bag. Both presentations were made by George Scott, the oldest employee of the firm.

Gordon B. Drake, grocer, London, was elected alderman for the city of London for 1917. Mr. Drake headed the poll in No. 3 Ward. Gordon is a member of the executive of the Retail Grocers' Association, and is also an enthusiastic member of the Retail Merchants' Association.

The store of Chas. Depper & Son, on the Hamilton road, was entered by burglars at an early hour in the morning. Mr. Depper and his son were awakened



C. T. WOODSIDE,

Formerly a retail grocer at Saskatoon, now manager of the Calgary branch of W. H. Escott Co., Winnipeg.

by an automatic burglar alarm, and hurried to scene, armed with 38 calibre revolvers. The burglars escaped by the side door. Mr. Depper and son gave chase and fired after them, but the burglars made their escape. Nothing was missed except some tobacco.

The fruit growers of Niagara township are going to petition the Dominion Government to remove the duty on fresh fruit and vegetables coming into Canada from November to June, and prohibiting altogether the importation of fresh fruits and vegetables into Canada between July and October. The free entry is during the time Canadian fruit and vegetables are not in season and the prohibition during the open season.

F. W. Hudson, manager of the Canada Brokerage Company, has returned from

London, where he visited with his son, Lieut. W. Drew Hudson, who is with the Imperial Siege Artillery. He was accompanied by Mrs. Hudson and their two daughters. Lieut. Hudson first joined the Royal Flying Corps after completing his training course in Virginia, but found it necessary to transfer to the artillery owing to the effect that high altitudes have on the action of the heart.

To show in detail the growth of onions, lettuce, celery, and tomatoes, moving pictures taken in Leamington and Hamilton districts, were used by S. C. Johnston, of the vegetable branch of the Ontario Department of Agriculture, in addressing the vegetable growers of Stratford district on their second annual conference. Mr. Johnston stated that as Canada imports fully half the onions consumed in the Dominion, the Government is particularly anxious to assist gardeners in growing this vegetable.

At the last regular meeting of the London Retail Grocers' Association, the discussion was practically confined to prices on soaps, matches and canned soups. It was the general opinion of all present that they should get six cents a bar for soaps. Owing to the increased cost of matches and canned soups, it was considered the grocer would be working for nothing, if he did not get more profit on these lines. It was decided to invite the St. Thomas grocers to their next meeting and to entertain them to luncheon after the meeting.

Western Provinces

A. E. Buswell, Flaxcombe, Sask., has sold out.

H. R. Taylor, Brownlee, Sask., is discontinuing.

S. B. Myrnam, Alberta, has sold his general store.

J. E. McColl, Flaxcombe, Sask., has commenced business.

M. T. Zanke, Pendennis, Sask., grocer, has discontinued.

Highworth Grocery, Winnipeg, has sold to W. J. Parker.

R. Boy, Prussia, Sask., is amalgamating with M. Boy Co.

Plotkin Bros., Swift Current, Sask., have moved to Morse.

Colonial Grocery, Winnipeg, Man., has sold out to W. J. Parker.

Watrous Supply Co., Watrous, Sask., have sold their general store.

The Capital Grocery, Limited, Regina, Sask., has been incorporated.

Webb Grading Co., Webb, Sask., has been succeeded by L. E. Moen.

L. Rosenblat, Balsam Bay, Man., has been succeeded by A. Knelman.

Mills & Bearisto, Sedgewick, Alta., have opened a branch at Merna.

Wm. H. Gunn, Winnipeg grocer, has been succeeded by Lena Tirkletop.

D. Calof, Bender, Sask., has sold his stock and fixtures to Simon Peehet.

M. Chitter, Calgary, Alta., has opened a fruit and confectionery, etc., store.

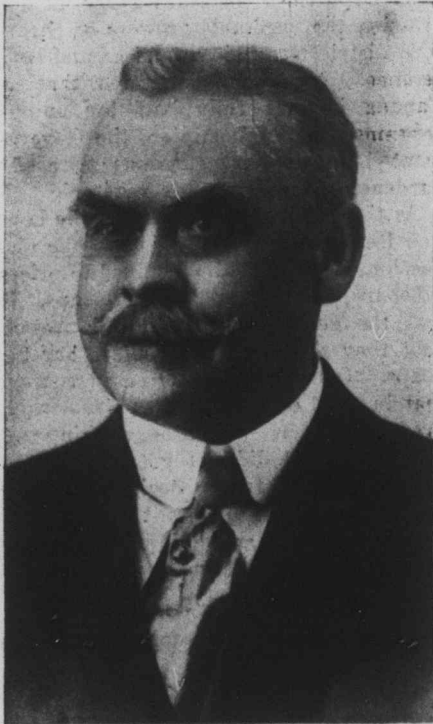
J. H. Avery, Winnipeg, Man., grocer, has been succeeded by M. Piatigorski.

E. A. Rosen, Eyebrow, Sask., has been succeeded by S. Bookhalter, Pangman.

J. A. Carlson, flour and feed, Radville, Sask., has been succeeded by H. C. Bean.

Roblin Farmers' Supply Co., Roblin, Man., are removing their stock to Dauphin.

Johnson & Sample, Radisson, Sask., have sold their stock to H. Field, Winnipeg.



W. P. PRESNAIL.

of the Harper-Presnail Cigar Co., Hamilton, who has just returned from a visit to Western Canada, where he attended the annual convention of Mason & Hickey's travellers and branch managers.

Pakulak and Boyezuk, grocers, Sturgis, Sask., have been succeeded by D. Pakulak.

Philip Marrin, sec.-treas. of the Jobin Marrin Co., Winnipeg, is on a holiday in California.

P. J. Morrow, Calgary, Alta., has sold the stock of his grocery and fruit store to Mrs. P. J. Morrow.

S. M. Sreaton, sales manager, Mason & Hickey, Winnipeg, has returned from a business trip to California.

Christie Grant, Ltd., a large mail order house, Winnipeg, are planning to open a retail store in Winnipeg.

Regd. E. Grant, manager for Geo. Vipond & Co., Winnipeg, has gone to California, and will be absent about a month.

At a fire in St. Boniface, Man., last week, damage was done by smoke and water to the store of J. B. Borrowman.

The Robt. Gillespie Co., Winnipeg, have been appointed agents for Skinner's Macaroni, manufactured in Omaha, Neb.

Hugh J. Hickey, of Mason and Hickey, manufacturers' agents, Winnipeg, left for California last Monday on a business trip.

The Robt. Gillespie Co., Winnipeg, have been appointed representatives in British Columbia for Caley's, London and Norwich, Eng.

Andrew Kelly, president of the Western Canada Flour Mills, has been visiting Pacific Coast cities during the past two weeks, and will return in a few days.

J. T. Williams, president of The Creamette Co., Minneapolis, Minn., has returned home after attending the Mason and Hickey sales convention at Winnipeg.

F. Coward, 402 Spadina Ave., Toronto, has been appointed agent in the East for the Michigan Tea Rusk Co., by the Robt. Gillespie Co., Winnipeg, who are the agents for Canada.

A. Williams, city traveler for the William Davies Co., Ltd., Winnipeg, has returned from a honeymoon spent at Niagara Falls and other points in Ontario. The wedding took place in Winnipeg prior to Christmas.

W. P. Riley, president and general manager of the A. Macdonald Co., Winnipeg, is on a visit to the Pacific Coast, in connection with important business. He is expected back in a few days, having been away two weeks or more.

G. F. Dingle, manager of the Calgary office of Tees & Persse, Ltd., Winnipeg, is going overseas in connection with Y.M.C.A. work, and is succeeded by E. H. Telfer, who has been connected with the brokerage business in Calgary for some time.

Stuart Watson, of Watson and Truesdale, manufacturers' agents, Winnipeg, has been on a business trip to the Pacific Coast, going as far south as California, and calling at coast towns in Washington and British Columbia. Watson and Truesdale represent a number of manufacturers on the Coast. He was also in Chicago.

C. T. Woodside, a retailer in Saskatoon for some years, who owned one of the most attractive looking stores in the West, has sold his interests in that business (as announced in this paper several weeks ago) and will henceforth devote his energies to the brokerage business. Mr. Woodside has joined the staff of W. H. Escott Co., Winnipeg, and will have charge of their interests in Calgary. On the occasion of his departure from Saskatoon, a luncheon was held at the King George Hotel, Saskatoon, to which about fifty prominent citizens sat down. F. H. McMillan presided, and spoke in appreciative terms of the assistance ren-

dered by Mr. Woodside as citizen and business man. Malcolm Isbister, president of the Saskatoon Board of Trade, after speaking at some length on Mr. Woodside's connection with that body, presented him with a club bag, fitted with toilet requisites. C. T. Woodside was formerly in the retail business at Portage la Prairie, Man., leaving five years ago to open at Saskatoon. In the latter city he was president of the Retail Merchants' Association for two years.

—●— DYSON CO.'S BANQUET

The Dyson Co., Ltd., Winnipeg, held their annual banquet at the Fort Garry Hotel, Winnipeg, on Saturday, Jan. 6. Covers were laid for twenty-five, of



D. J. DYSON,
President of The Dyson Co.

whom all were members of the Dyson Co.'s staff, with the exception of Geo. N. Jackson, manager of the Walter Woods Co., who delivered an address to the gathering.

The chair was occupied by E. B. Reynolds, sales manager, and among those present were: D. J. Dyson, W. B. Adam, A. W. Benton, R. J. Boyd, Chas. Bentz, H. Booth, B. Bishop, W. G. Bowyer, Art. Bradley, C. R. Chidwick, C. B. Copley, J. B. Carter, Fred Eedy, Jos. Farr, A. E. Kelly, S. K. Mudie, L. Martin, W. M. McGeachy, A. B. Peterkin, Geo. H. Price, P. Rutherford, Philip Schick, Harvey Thexton.

The toast, the Chief, was proposed by W. B. Adam, and responded to by D. J. Dyson. W. G. Bowyer replied to the toast, "The Goods We Sell," and the toast, "The Boys on the Road," was replied to by A. B. Peterkin. The musical part of the programme was supplied by Geo. H. Price and Jos. Farr.



THROUGH OTHER SPECTACLES



BLOWING OUT A CANDLE

From New York Tribune

The distance from which an average man can blow out a candle rarely exceeds three feet. If he is an adept at blowing smoke rings, however, a candle may be extinguished at 12 feet. Of course, the smoke isn't necessary. An ordinary air ring will do, and has the added advantage of being invisible. Simply pucker the mouth as you would to blow a smoke ring and expel air in a quick, sharp manner. It takes a good deal of practice to do it.

An easier way to show the effect, if one is doubtful is to place a sheet of cloth or canvas over the open side of a box otherwise closed, making a small, round hole in another side. Then tap in a sharp manner on the canvas, and invisible air rings will be produced. If the hole is pointed at a person's face and the rings are made, he will feel them as they strike his face. Only a few trials are necessary to extinguish a candle at 12 feet. To render the rings visible, a smudge may be burned in the box, or a small dish of ammonia may be placed side by side with a small dish of hydrochloric acid, the combined fumes of these liquids making a dense smoke.

The explanation why one can't put out the candle at 12 feet is that the energy of expulsion is conserved and practically all retained in the smoke ring, while a simple blowing has to set in motion a whole stream of air, and is, therefore, wasteful.

"THE MIDDLEMAN" WHO AND WHY

In this time of tribulation and recrimination, when those who have the ear of the public from the President of the United States to the secretary of the dishwashers' union are heaping maledictions upon the middleman; when all our ills are charged up to this long suffering individual and all our blessings are accepted as having been wrested from Providence in spite of him, it is timely to inquire, "Who is the Middleman, anyway?" We already know, of course, that he is the buffer between the producer and the consumer, the trouble man, who receives the kicks of one and the complaints of the other, but what is the service, if any, which he performs, and why tolerate him?

The middleman is not given to self praise nor has he been featured as a striking central figure in either romance or history, but no one has performed a more vital and striking service for humanity than he. The middleman is neither a parasite nor a sluggard. He is a creator. Commerce is his handwork and commerce is the element that, above all other things has promoted advancement and civilization, and established the dominance in the world. It is the middleman who, raking the nethermost parts of earth to find products with exploration and settlement. It is the middleman who has made it possible to prosecute agriculture upon other than along most restricted lines, by finding markets for the surplus product abroad, and has furnished the facilities for creating manufacturing enterprise, through the assembly of the raw material and the disposition of output. Our great railway system came into existence at his behest. The big steamships that traverse the seven seas are operated to carry the freightage supplied by him. The middleman was the pioneer locator of centres of population, from the greatest of metropolitan cities to the most modest of country hamlets, and the activities which he sustains are their main support.

Yes, the middleman may readily justify his existence. He has not heralded his accom-

plishments with blare of trumpets, but they are real and tangible, nevertheless. There is much to show of benefits from the profits which accrue from his operations. In spite of accusation the middleman may well be classed with that type of labor who is worthy of his hire.

CHEER UP, PRICES HAVE BEEN HIGHER

New England Grocer and Tradesman.

With the present price of food advancing almost dally, people are apt to think that we are being carried to greater heights in the cost of living than ever before.

A little timely information along this line has been found in an old grocery ledger kept by Mr. H. W. Plummer when he was in business in East Vassalboro, Maine, from 1868 to 1876. In looking over this ledger, among the prices carried out in accounts for the year 1869 are \$15 for a barrel of flour, 70 cents for a gallon of molasses, 55 cents for a half pound of tea, and fifty cents for two pounds of lard. Farmers, however, got but 18 cents a pound for butter and 20 cents a dozen for eggs, while lemons sold for 7 cents each, and either brown or white sugar brought 15 cents a pound. Tobacco was 20 cents a plug, vinegar 12 cents a quart, and rice, 14 cents a pound.

WHEN THINGS WERE CHEAP

The Wholesale Grocer

In 1302 a sheep sold in France for \$1; a pig for \$2.

In 1361 apples in Germany were worth \$1 a thousand.

In 1376 eggs sold in Barcelona for 36c a hundred.

A hunting horn cost in Spain in 1527 a little over 75c.

In 1542 a tanned cowhide in England cost 9 shillings.

In 1564 a pair of shoes made in England cost 20c.

In 1594 gunpowder sold for 14 per hundred-weight.

In 1617 a cannon was made at Paris that cost \$742.

GETTING WHAT ONE BUYS

Grocers' Magazine

There are here and there numbers of grocers and provision dealers who sell fresh meats who own no large meat scales.

The result is that unless they keep a careful record of each piece of meat sold, weighing the waste as well, they never know whether the quantity of meat they are charged for is what they get.

Good merchants have ample facilities for weighing everything they buy which is sold them by weight and would as soon close the front door for keeps as go without suitable scales, to see that they get what they pay for, as well as to weigh out smaller quantities for customers.

The old advice, "Count, measure, weigh or gauge everything you buy," is just as good to-day as it ever was.

The men who has no suitable scales or other devices for following this rule will find the purchase of such the best investment he can make.

It is a wonder that persons employing such slack methods can get along at all under such competitive conditions as exist to-day, but nature seems to be generous to many of us, supplying most everybody with a little of

what the world calls ability. This little helps out the man who is lamentably lame in some other direction.

BUSY THOUGHTS OF A BUSY FELLOW

The Wholesale Grocer

Make friends, but not favorites.

Stop a bad account at once.

Don't worry: don't overbuy.

Be wary of dealings of unsuccessful men.

Be cautious, but when a bargain is made stick to it.

Keep down expenses, but don't be stingy.

Be content with small beginnings and develop them.

Stick to chosen pursuits, but not to chosen methods.

Don't take new risks to retrieve old ones.

Make plans ahead, but don't make them in cast iron.

Don't tell what you are going to do until you have done it.

Keep a high vitality; keen insured; keep sober; keep cool.

The basis of modern commerce is credit, and the basis of credit is honor.

It often happens that "a substitute shines brightly as a king" through no special radiance of its own.

GROCERS AND FIRE PREVENTION.

New England Grocer and Tradesman.

We wonder that the retail grocers do not take more interest in the subject of fire prevention; even when they have been required

to interest themselves and to participate with other lines of business in fire prevention, the retail grocers have received the proposition with apathy and shown no interest. Certainly the retail grocery stores are, from their very nature, subject to fire waste; they contain many inflammable commodities,—boxes, barrels, papers and packings—and, altogether, the grocery store is a hazardous risk. The retail grocers complain a great deal of the high cost of insurance, but it must be either a high rate of insurance or they must improve the conditions of their premises. If they cannot make up their minds that it is good business policy to carry full insurance on their building and stock they should at least keep the premises in such good order that the fire menace is reduced to a minimum.

The cigarette and match habit together compose one of the greatest menaces which contributes to the fire hazard. It makes no difference nowadays whether it is in a store, the railroad station, or wherever the cigarette smoker lights up and drops his match; it makes no difference whether on the paper littered floor or on the polished hall floor of some residence where he happens to be calling. The cigarette smoker is not only a menace but a common nuisance these days and appears to have neither sense of courtesy or decency.

The first step toward improving conditions, so far as fire menace is concerned, is a rigid inspection and the scrupulous cleanliness of premises. Destruction from fire is one of the greatest economic wastes which we in the United States have to-day, amounting to many millions of dollars annually, and whatever goes up in smoke is lost, for replacing it with insurance simply means that the loss has been replaced at the expense of some line of thrift. But there is no way of figuring so that whatever has been destroyed by fire can appear to be anything except what it is—an absolute loss.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

A DECLINE of 10c per hundred was recorded in the price of Canadian sugars during the week. Larger supplies of new crop raw sugars are reaching the market. There are some indications that sugar might be lower within the next month or six weeks. Flour held steady during the week, but at the time of writing there is an inclination toward weakness, owing to the easier prices for wheat. Charcoal has advanced in Toronto and will in all probability be increased to the country districts as well.

There is a scarcity of molasses, with a good demand. Difficulty in getting shipments forward is causing a temporary shortage in this product. Prices have been named on new season California figs which are ten per cent. higher than last year. Teas were firmer in the primary market by one cent per pound. Locally the prices in teas held steady. Shippers of shelled walnuts in France have withdrawn quotations for later shipment than February. Japan and Patna rice have been advanced 10c per hundred by one of the large import milling concerns. There have been no advances as yet on rice by wholesalers, but firmness in the primary market has made local prices firm.

Potatoes are in firm market. Fish is also slightly higher in some lines, owing to the bigger demand for the product. Live hogs made a considerable advance during the week and pork products were firmer as a result, advances being registered in some lines. Chewing gums have advanced from 5 to 10%. Brown wrapping paper has shown a further advance. Costs of containers and parcel wrapping materials have advanced in cost so rapidly that they are seriously affecting grocers' profits.

The canned goods market is quiet, and prices are being shaded by some wholesalers, although the market generally is firm. The consumption of canned goods has been curtailed by the high prices prevailing. A wide range of prices is being quoted on spices.

QUEBEC MARKETS

MONTREAL, Jan. 23.—Markets for groceries and provisions during the present week have not shown any marked features as contrasted with the previous weeks. There has been a steady increase, however, in business generally. The flour business is reported better though still rather quiet with prices of wheat fluctuating. Feeds are very firm and in sharp demand. Provisions are showing steady rather than brisk business with eggs firmer priced, and hogs scarce and cost more per hundred pounds. Teas are very firm, coffees show signs of firmness, spices are likely to cost more later on, and vegetables especially potatoes, are more costly this week. Fish are also showing the results of scarcity of supply. Canned goods are in quiet market. Rice, tapioca, and beans are in market

condition similar to last week, that is firmness for the beans, and for tapioca, rather reasonable conditions as regards rice. Molasses and the syrups keep very firm indeed. A line supplied by retailers in spring time for spraying orchards etc. namely blue-stone or sulphate of copper is quoted cheaper this week by two cents per lb. or 6 to 20 cents.

Chewing gums have risen this week by about from five to ten per cent. due to increase in cost of all ingredients and also packing materials. An important change in price is noted also in brown wrapping paper which is up half a cent a pound. Retailers are advised to exercise renewed economy in wrapping materials as far as consistent with good clean service, this in their own interests.

Sugar Showed a Ten-Cent Decline

Montreal

SUGAR.—There was a further reduction in sugar prices in Montreal last Saturday at ten a.m. The reduction was a small one only ten cents, bringing price of standard granulated to \$7.40. Reason for the reduction was of course the slackened condition of the market generally and the effect of the impression existing that there is a very large crop coming forward. As a matter of fact, however, this crop is still uncertain, and to bank on it would be unwise. Sugar may have a sudden sharp recovery when least expected, due to almost any reason which affects this very fluctuating market. At the same time to buy largely at any time is a policy not recommended by the refiners who point out to retailers the fact that contracts are even now being filled which were booked at forty cents above the present market. Steady "hand-to-mouth" buying year in year out is declared to be in the long run most profitable to retailers.

Atlantic, St. Lawrence and Canada Sugar Companies, extra granulated sugars	100 lbs. 7 40
Acadia Sugar Refinery, extra granulated	7 37
Wallaceburg sugar	7 37
Special icing, barrels	7 40
Yellow, No. 1	7 09
Powdered, barrels	7 50
Paris lumps, barrels	8 00
Crystal diamonds, barrels	8 00
Assorted tea cubes, boxes	8 60
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 2c 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 Lima Beans And Gallon Pears Up

Montreal

CANNED GOODS.—Conditions of market as regards canned goods are quiet with always the old firmness prevalent though here and there some slight reductions in prices to retailer could be found. Some increases in prices of certain canned goods were noted this week. For instance lima beans in cans went up fifteen cents per dozen. These were formerly \$1.45 a dozen and are now \$1.60 a dozen. Pears in gallon tins went up 15 cents also making the dozen now \$5.90. For the most part the prices quoted below are the ruling market prices, though as pointed out variations may be found in certain

cases and sometimes towards rather easier figures though the main tendency is towards exceeding firmness for canned goods. The fact that canned asparagus (imported from the States) and priced so as to retail at 30 cents a can, is attracting business where tomatoes used to hold the field unquestioned owing to their much lower price is one aspect of the canned good situation worth noting.

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
1/2 flats, cases 8 doz., per doz.	2 00
Chums, 1-lb. talls	1 30
Pinks, 1-lb. talls	1 45
Ochoes, 1-lb. talls	2 80
Red Springs, 1-lb. talls	2 70
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25
Canned Vegetables—	
Tomatoes, 2 1/2s	1 90
Peas, standards	1 35
Corn, 2s, doz.	1 80
Corn (on cob gallon, cans), doz.	1 50
Red raspberries, 2s	2 45
Red cherries, 2s	2 45
Strawberries, 2s	2 50
Pumpkins, 2 1/2s	1 60
Pumpkins, 3s	1 75
Apples (gallon)	3 75

Fig Growers Ask High New Crop Prices

Montreal
DRIED FRUITS.—Conditions affecting the market for dried fruits are not very pronounced one way or the other at present. The market, in the words of one leading wholesaler is "rather featureless". Prices for new crop figs from California have come in to agents from growers, but they are exceedingly high, and Montreal wholesalers are holding off from buying meantime. The packers in California have however, bought half the crop already, and the growers are convinced that they will have small competition to meet from Europe, hence the high prices. The scarcity of small sizes in prunes is most marked, and these are now in fact at a premium in the market where in former times they were at a discount. Dried apricots have however been moving more freely to the retailers, and a freshening of retail trade demand for dried fruits against Lenten requirements may be expected shortly.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 25-lb. boxes		0 12
Apples, choice winter, 50-lb. boxes		0 12
Apricots (old crop)		0 16
Slabs		0 18
Choice, 25's, faced, new crop		0 22
Nectarines, choice		0 11 1/4
Peaches, choice		0 10
Pears, choice		0 13 1/4
DRIED FRUITS.		
Candied Peels—		
Citron		0 27
Lemon		0 24
Orange		0 25
Currants—		
Filiagras, fine, loose, new	0 19	0 20
Filiagras, packages, new	0 21	0 22
(In the present condition of market currant prices are considered merely nominal.)		
Dates—		
Dromedary, package stock, old, 1-lb. pkg.		0 12
Ferls, choicest		0 12 1/4
Hallowes (loose)		0 12 1/4
Excelsior		0 10
Anchor		0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.		0 12
7 crown, 12-lb. boxes, fancy, layer, lb.		0 12

8 crown, 12-lb. boxes, fancy, layer, lb.	0 11 1/4
1 lb. glove boxes, each	0 12
Cal. bricks, 10 ea.	0 09 1/2
Cal. bricks, 16 ea.	0 10
Cal. layers	0 10
Cal. fancy, table, 10 lbs.	1 00
Figs—	
Spanish (new), mats, per mat.	2 40
Prunes, California New Crop—	
30 to 40, in 25-lb. boxes, faced	0 13
40 to 50, in 25-lb. boxes, faced	0 13
50 to 70, in 25-lb. boxes, faced	0 12 1/4
70 to 80, in 25-lb. boxes, faced	0 10 1/4
80 to 100, in 25-lb. boxes, faced	0 10
Raisins—	
Malaga, table box of 22 lbs., 3-crown cluster, \$2.50; 4-crown cluster	3 75
Muscateles (loose), 2 crown	0 10 1/4
Muscateles, loose, 3-crown, lb.	0 12 1/4
Muscateles, 4-crown, lb.	0 13
Cal. seedless, 16 oz.	0 15 1/4
Fancy seeded, 16 oz. pkgs.	0 11 1/4
Choice seeded, 16 oz. pkgs.	0 10 1/4
Valencias, selected	0 11 1/4
Valencias, 4-crown layers	0 12

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

Molasses and the Syrups All Firm

Montreal
MOLASSES AND SYRUPS.—Apparently the efforts of a small coterie of the growers in Barbadoes to make the purchasers of molasses in Montreal assume the risk of extra freight charges and war insurance rates in making contracts for supplies of molasses of the new season's manufacture have not been successful. Large dealers in Montreal are now able to book orders on the old basis without difficulty. The market however is exceedingly firm, and supplies in stock now cannot be spun out to last so as to give plentiful quantities out towards the time before new crop arrives. Prices still hold as quoted last week, however, corn syrups are very firm, and there is considerable difficulty in getting transportation by rail for glucose consignments keeping this market also firm as ever. Maple syrup also is exceptionally firm indeed hard to secure in large supply at all.

Barbadoes Molasses—		Prices for
Punchoons	0 65	Fancy. Choice.
Barrels	0 65	Island of Montreal.
Half barrels	0 70	
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	
2 lb. tins, 2 doz. in case, case	3 25	
5 lb. tins, 1 doz. in case, case	3 65	
10 lb. tins, 1/2 doz. in case, case	3 35	
20 lb. tins, 1/4 doz. in case, case	3 50	
Barrels, about 700 lbs.	0 04 1/4	
Half barrels, about 350 lbs.	0 04 1/4	
Quarter barrels, about 175 lbs.	0 05	
2 gallon wooden pails, 25 lbs. each, per pail	1 70	
3 gallon wooden pails, 38 1/2 lbs. each, per pail	2 40	
5 gallon wooden pails, 65 lbs. each, per pail	3 70	
Lily White—		
2 lb. tins, 2 doz. in case, per case	3 75	
5 lb. tins, 1 doz. in case, per case	4 15	
10 lb. tins, 1/2 doz. in case, per case	4 05	
20 lb. tins, 1/4 doz. in case, per case	4 00	

Nuts Keeping Firmer A Shelled Almond Note

Montreal
NUTS.—While local prices are for the present unaffected there is a firmness in shelled almonds at the primary markets, and the same tendency applies to other lines of nuts, notably pecans. Shelled pecans, as pointed out last week,

are very firm now, and may remain so. Walnuts are also firm, and with every prospect of remaining high priced. Importations of new shelled cost at least 6 cents per pound more to the importer than they did this time last year. A very large percentage of the increase is due to war risk insurance at sea.

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 18 1/4	0 19
Hickory nuts (large and small), per lb.	0 09	0 09
Peanuts (cocon), per lb.	0 09	0 10
Peanuts (Jumbo), per lb.	0 15	0 15
Pecans (new Jumbo), per lb.	0 21	0 21
Pecans, New Orleans, No. 2	0 21	0 22
Pecans, "paper shell," extra large Jumbo	0 40	0 40
Pecans (shelled)	0 70	0 75
Walnuts (Grenoble)	0 18 1/4	0 19
Walnuts (shelled)	0 45	0 45

Beans Keep Firm Barley is Easier

Montreal
BEANS.—Still the firmness of market continues as regards beans, and there are no very plentiful supplies going a-begging on the market. It is calculated by one importer of California limas that at the prices being quoted now for lima beans the wholesalers will hardly be able to continue selling at ten cents per pound as they are doing at present. Wholesalers however, have reasonably large stocks on hand, and there may be an easing up of the bean situation when Canadian beans come more freely on the market if they do at any sort of prices to compare with former scales of price. That all beans will continue firm is fairly well assured however as indications are at present. Peas are in similarly firm market, but there have been rather better supplies of barley available of late, and a slight variation of prices in downward range is shown this week.

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

Rice Business Good Tapioca Very Firm

Montreal
RICE AND TAPIOCA.—Rather more activity in rice is the rule of business for the time being, and the prospects are for good business to supply needs for Lent which opens within a month from now. Rice supplies have maintained excellent quality and reasonable prices for many months and the situation is unaltered so far. Tapioca is very firm, and in fairly brisk demand even though prices are high. There is quite a possibility that owing to the extreme shortage of ships, tapioca supplies may be scanty and prices higher. Apparently there is no actual crop

shortage to affect prices, only the ship shortage not improved by raider-work.

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

Bulk and Package Cocoas Keep Steady

Montreal
COCOA.—As compared with the demand for tea and coffee the demand for cocoa and chocolate as beverages is small. The winter season gives the opportunity for encouraging this business since the value of cocoa as a warming and nourishing food can be pointed out. During the reign of King High Cost of Living, cocoa has done very little price advancing. There is at present, in the opinion of several leading merchants of cocoa in Montreal, little prospect of any immediate advance in cocoa, even though cost of containers which was responsible for the last small advance in prices, is still on the climb. Bulk cocoas at from 30 to 35 cents a pound to the retailer, and package cocoas at prices as quoted under, are still in steady market this week.

Cocoa—	
1 lb. tins, per doz.	4 60
½ lb. tins, per doz.	2 40
¼ lb. tins, per doz.	1 25
"10-cent" tins, per doz.	0 90

Still Greater is Firmness in Teas

Montreal
TEA.—Duty or no duty, teas continue tremendously firm, and it becomes necessary this week to advance the average quotations given in this column to guide the retailer in his tea purchases. It is claimed to be impossible to get Orange pekoes any longer at the 30-cent figure long quoted here; indeed, except in very rare cases, the retailer requiring this line would probably have to pay 35 cents. But some merchants may still be found willing to quote about 32 cents to good customers. Supply of teas is shorter, demand is greater, and the ocean freights and insurance conditions are absolutely at their firmest so far, yet with still firmer prospects in sight. Therefore, teas will continue high priced and may go higher than quotations here given.

Pekoe Souchongs, per lb.	0 26	0 27
Pekoes, per lb.	0 29	0 31
Orange Pekoes	0 32	0 35

Coffee is Affected Slightly by Raider

Montreal
COFFEE.—Keeping in very quiet but steady market coffee shows no price changes this week, but the activities of the enemy raider or raiders on the high

seas have advanced marine insurance rates to almost fifty cents a bag on coffees. This sort of thing cannot fail but firm the market eventually for coffee, and with the additional cost of containers, and the general peculiarities of the situation as regards market for coffee, some tendency to advance is again the tone of the market. The tendency is, however, only a slight one, and no very violent fluctuation is looked for immediately.

Coffee, Roasted—		
Bogotas, lb.	0 28	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

Black and White Peppers Make History

Montreal
SPICES.—Submarines and spices, raiders and the raw materials for supplying the grinders are intimately connected in matter of market conditions this week for the effects of the recent raider activities in the southern oceans have been towards further reduction of ship-space, and further enhancement of marine insurance rates. Spices seem bound to become firmer in consequence as far as primary markets, and ultimately, of course, local markets are concerned. Great firmness is maintained in the values of all spot stocks, and shortages of some lines are more than half expected. One remarkable condition of the present week is the fact that black and white peppers have for the first time in the history of the trade reached a state of equality in prices, and as a matter of fact passed that point since telicherry had gone a quarter of a cent higher than Singapore white early in the week. Prices to retailer remain so far unchanged from last week.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	—0 16	—0 19	—0 23
Cassia	—0 25	—0 27	—0 37
Cayenne pepper	—0 28	—0 28	—0 35
Cloves	0 30—0 32	—0 30	—0 39
Cream tartar—45 to 50c.			
Ginger (pure)	—0 30	—0 30	—0 30
Ginger, Cochin	—0 35	—0 35	—0 31
Ginger, Jamaica	—0 35	—1 15	—0 28
Hace	—0 60	—0 60	—1 00
Nutmegs	0 40—0 60	—0 45	—0 80
Peppers, black	—0 30	0 87—0 95	—0 40
Peppers, white	—0 37	1 17—1 22	—0 39
Pastry spice	—0 22	0 95—1 20	—0 29
Pickling spice	0 30—0 23	—0 23	—0 23
Turmeric	0 21—0 23	—0 23	—0 23

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

Cardamom seed, per lb., bulk	2 00	2 50
Caraway, Dutch (nominal)	—0 60	—0 60
Cinnamon, China, lb.	0 15	0 25
Mustard seed, bulk	—0 25	—0 25
Celery seed, bulk	0 35	0 45
Shredded cocoanut, in palls	0 21	0 23
Cinnamon, per lb., 35c.		
Pimento, whole		12-15

Vegetable Prices Advance a Little

Montreal
FRUIT AND VEGETABLES.—Not a great many changes fall to be recorded

in fruit prices this week, the principal tendency being firmness in apples, and good demand for oranges which sell at prices as last week's quotations. In vegetables, however, there have been rather more alterations. Potatoes have gone up to \$2.25 per bag. The reason for this is a shortage of supply, and the effects of frost on a number of carloads in transportation. Cauliflower is up 50 cents a dozen to \$3. California celery is advanced 50 cents a crate, to \$9. Boston head lettuce is down a shade to \$1.75 per box of two dozen, and curly lettuce is also down 25-cents to 75 cents per doz. Canadian head lettuce is practically all off the market now. Cabbage is up 50 cents to \$4.50 per bbl. Leeks are now 20 cents a bunch or \$2.40 a dozen. Parsley is also up to 50 cents per dozen bunches for Canadian and \$1 a dozen for United States grown (larger bunches).

Oranges, Navel, per box	1 60	3 00
Oranges (Floridas)	—	3 00
Lemons	2 50	3 50
Wealthy Apples	No. 1	No. 2
McIntosh Red, per bbl.	4 80	3 80
Fameuse, per bbl.	7 00	—
Spies	8 50	9 00
Baldwins	5 00	4 50
Kings	5 00	4 50

Brussels Sprouts (quarts)	0 15	0 25
Cauliflower, per doz. bunches	—	3 00
Celery (California) crate	—	9 00
Onions, red, per bag (75 lbs.)	—	2 75
Onions, Spanish, per crate	6 25	6 50
Potatoes, per bag (80 lbs.)	1 90	2 00
Carrots, per bag	—	1 00
Beets, per bag	—	1 25
Parsnips	—	0 75
Lettuce, Curly, per doz.	—	1 75
Lettuce, Romaine, doz.	—	1 00
Lettuce (Boston), per box of 2 doz.	—	1 75
Tomatoes, hot-house, lb.	—	0 25
Horse Radish, per lb.	—	0 25
Cabbage (barrel)	—	4 50
Cranberries (Cape Cod), barrel	10 00	11 00
Beans, U.S. wax, basket	—	4 00
Beans, U.S. green, basket	—	3 50
Leeks, per doz. bunches	1 80	2 00
Parsley, doz.	0 50	1 00
Mint, doz.	—	0 50
Watercress, doz.	—	0 50

Several Fish Lines Found to be Scarce

Montreal
FISH.—A scarcity of lake fish is reported, and higher prices for these lines may be expected. In sea fish also there are several scarcer lines for the present week. Pacific coast salmon and halibut are scarce and firm-priced. Haddock are scarcer. They are reported to have been indeed almost unobtainable in Canadian waters, and very small arrivals have been coming in to Montreal. Steak cod are in firm market, with almost a famine as regards supply of them, and very good demand to meet. Tommy cods are short in supply with a very brisk demand to meet, and are high priced at \$3.50 per barrel. Smelts are also briskly called for, and all frozen fish is in good demand. The usual Lenten demand for salt fish is anticipated pretty soon.

SMOKED FISH	
Haddies	0 11
Haddies, fillet	0 15
Digby herring, per bundle of 5 boxes	1 00
Smoked boneless herring, 10-lb. box	1 40
SALTED AND PICKLED FISH	
Herring (Labrador), per lb.	5 50
Salmon (Labrador), per bbl.	20 00

Salmon (B. C. Red)	14 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 00
Codfish (Boneless), Blocks "Ivory" Brand per lb.	0 10
Codfish, Shredded, 12 lb. box.	1 00
SHRIMPS, LOBSTERS	
Lobsters, medium and large, lb.	0 40
Prawns, Imperial gal.	2 50
Shrimps, Imperial gal.	2 50
Scallops	3 00
FRESH FROZEN SEA FISH.	
Hallbut	18 -20
Haddock, fancy, express, lb.	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 08
Perch	0 10
Whitefish, lb.	0 12
Lake trout	0 14
Eels, lb.	0 10
Dore	0 12
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 10
Steak Cod	0 12
Market Cod	0 08 1/2
Carp	0 10

ONTARIO MARKETS

TORONTO, Jan. 18.—Conditions in the grocery trade have continued in a promising condition. Price changes have perhaps been fewer during the week, with nearly all in an upward direction. One brand of package cereal goods has recorded a downward movement of 50c per case. Butter is easier in tone, and eggs are slightly firmer owing to the fact that storage supplies are being depleted and the cold weather is not conducive to making the hens lay. Hog products have registered an increase of from 1/4c to 1c per pound on a number of lines. This is due to the firm and rising market for live hogs. These latter are quoted \$1 per hundred higher this week. New prices on California figs have been named, which are 10 per cent. higher than the opening price of last year. Shippers of shelled French walnuts have withdrawn quotations for shipments later than February. Japan and Patna rice have advanced slightly by one of the large importers at Vancouver. Fish is in firmer market due to the buying of American interests and the larger quantities being used by the armies of Great Britain. Potatoes are reported scarce, with prices advanced during the week.

Sugar Declined 10c Per Hundred in Week

Toronto
SUGAR.—A decline of 10c per hundred on all grades of sugar went into effect on January 20. There is an easier feeling in the sugar market in the face of the possibility of an excellent crop of raw sugar on the Island of Cuba. Conditions have continued favorable for a good yield in that district, and nothing has yet occurred to destroy the expectations that the present campaign will give the largest production on record. Raw sugars at New York during the week declined from 5.38c to 5.20c duty paid. Refiners in that centre are holding off in their buying in anticipation of cheaper raws in the near future. Production is slightly behind that of last year, but the crop is there, although the grinding season is just a little backward. On Jan. 15 reports from the Island stated that 148

centrals were grinding, as compared with 155 centrals in operation at the same time last year. This indicates that production is rapidly catching up to the same figures of last year. When the season is in full swing, it is anticipated there will be a larger number of centrals grinding than last season. Demand for sugar locally has been somewhat better during the week. There is a feeling in the trade that lower-priced sugars will prevail in the near future.

Atlantic, St. Lawrence and Canada Sugar Com- panies, extra granulated sugars	100 lbs. 7 48
Acadia Sugar Refinery, extra granulated	7 38
Dominion Sugar Refinery, extra granulated	7 38
Yellow, No. 1	7 08
Special icing, barrels	7 68
Powdered, barrels	7 58
Paris lumps, barrels	8 08
Assorted tea cubes, boxes	8 08
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.	

Charcoal in City Routes Up 2c Per Bag

Toronto
CHARCOAL, GUM.—Local dealers in charcoal have advanced the price of charcoal on their city routes from 8c per bag to 10c per bag, making an upward movement to the extent of 2c. The question of whether it will be advanced to country points had not yet been decided upon at the time of writing, but it is expected this point will be decided upon before the present week is over. This new price in city stores necessitates that the retailer sell at 13c per bag or two for 25c. In some instances the retailer is charging 13c, while in other cases in the city it is selling at a straight 15c per bag. There is strong probability that the price will be raised to country points also. All chewing gum manufactured by Canadian makers has recorded an advance during the week of from 2c to 10c per box.

Demand for Molasses Heavier: Supplies Short

Toronto
MOLASSES AND SYRUPS.—There

has been a heavier demand for molasses during the week. Some wholesalers are now out of stock, and are unable to get supplies in immediately owing to congested freight conditions. This is a condition that is expected to right itself in the near future. Production at the primary points will in all probability be heavy, especially in the West Indian field. Corn syrups held in steady market with a good demand reported.

Corn Syrups—	
Barrels, per lb.	0 04 1/2
Cases, 2-lb. tins, 2 doz. in case.	3 25
Cases, 5-lb. tins, 1 doz. in case.	3 65
Half barrels, 1/2 over bbls.; 1/4 bbls., 1/2 over bbls.	
Cane Syrups—	
Barrels, lb., 5/4c; 1/2 bbls.	0 05 1/2
Cases, 2 lb. tins, 2 doz. in case	4 00
Molasses—	
Fancy Barbadoes, gal.	0 75
West India, gal.	0 42
New Orleans, gal.	0 42

Canned Corn and Peas Moving Freely in Market

Toronto
CANNED GOODS.—There is a good demand reported for canned peas and corn, these commodities moving into trade channels quite freely. Tomatoes are still slow, but stocks are light, and this is operating to hold the market steady. The opinion was expressed in certain quarters that tomatoes purchased at comparatively low figures will eventually be a bearish element in the market and that retailers will decide to take a smaller profit than they have contemplated at first. There has been a good demand for coho salmon in the 1-lb. talls during the week. Prices for canned goods quite generally held steady during the week.

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
1/2 flats, cases 8 doz., per doz.	2 00
Alaska reds, 1-lb. talls	2 75
Alaska pinks, 1-lb. talls	2 40
Chums, 1-lb. talls	1 30
Pinks, 1-lb. talls	1 75
Pinks, 1/2-lb. tins	1 00
Cohoes, 1-lb. talls	2 50
Red Springs, 1-lb. talls	2 00
Canned Vegetables—	
Tomatoes, 2 1/2s	2 25
Peas, standards	1 35
Corn, 2s, doz.	1 50
Pumpkins, 2 1/2s	1 75
Red raspberries, 2s	2 65
Red cherries, 2s	2 45
Strawberries, 2s	2 50
Pineapple, Hawaiian, 2s, doz.	2 25
Do. 1s, doz.	1 45

New California Figs Will be 10% Higher

Toronto
DRIED FRUITS.—Prices have been named for the new California table figs, which are 10 per cent. higher than the opening prices of last year. Some of these are expected in this market in the near future. Shipments of new crop apricots are also expected to reach this market from California in the near future. In candied peels the supplies on spot are light. For importation from England the prices are costing 1c per pound higher. There are small quantities

of these English peel being brought forward. In the local market the candied citron peel advanced 3c per pound in certain instances. It is now quoted from 28c to 30c per pound. Prunes are unchanged, stocks at Coast points being firmly held in a few hands. California bleached raisins are being quoted at 15c to 16c per pound. Some Spanish Valencia raisins are due to arrive on the market this week. This is the last of the season's crop. The market for Greek currants is quiet. The small supplies that recently arrived from Greece are moving freely.

Apples, evaporated, per lb.	0 11½	0 11
Apricots, choice, 25's, faced	0 19½	0 21
Candied Peels—		
Lemon	0 23	0 24
Orange	0 23	0 25
Citron	0 26	0 30
Currants—		
Filiatras, per lb.	0 30	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
Hallowee, per lb.	0 11	0 12
Figs—		
Taps, lb.	0 06½	0 07
Malagas, lb.		0 10
Prunes—		
30-40s, per lb., 25's, faced	0 13	
40-60s, per lb., 25's, faced	0 12½	
50-60s, per lb., 25's, faced	0 12	
60-70s, per lb., 25's, faced	0 11½	
70-80s, per lb., 25s, faced	0 09½	0 10
Peaches—		
Choice, 50-lb. boxes	0 11	0 12
Stds., 50-lb. boxes	0 10½	0 11½
Fancy, 25 lbs., faced	0 13	0 14
Raisins—		
California bleached, lb.	0 15	0 16
Valencia, Cal.	0 10½	0 11
Valencia, Spanish	0 10½	0 12
Seeded, fancy, 1-lb. packets	0 12	0 13
Seedless, 12-oz. packets	0 11½	0 13½
Seedless, 16-oz. packets	0 14½	0 16

Another Upward Move In Primary Tea Market

Toronto
TEAS.—Information received by cable at the first of the present week indicate that teas in the London auctions are climbing to still higher levels. An advance of 1c per pound was recorded in all grades of Indians and Ceylons. There is little in the situation that inclines to the belief in easier prices for teas. Supplies on spot at present are low, and with the possibility of still higher marine insurance if submarines continue to get in their work, and, with shipping facilities slow, everything points to a continued firmness. Further details as to the closing of the tea auctions in Colombo and Ceylon have not been received. Locally the price of teas held steady.

	Per lb.
Pekoe Souchongs	0 28 0 27
Pekoes	0 28 0 30
Orange Pekoes	0 30 0 34
Broken Pekoes	0 32 0 35
Broken Orange Pekoes	0 34 0 38

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

Winter Weather Has Stimulated Coffee Trade

Toronto
COFFEE.—The recent cold winter weather has had a beneficial result on the consumption of coffee. Some dealers report the trade was never better than

at the present time. More private families are taking to the using of coffee where formerly it was confined largely to the restaurant trade. One of the reasons assigned for this is the fact that the range of prices between tea and coffee are now more nearly on a parity. Tea in the past has usually been lower-priced than coffee. With recent advances in the tea market, it is now selling for approximately the same price as coffees. Locally prices for coffee have remained unchanged during the week.

Bogotas, 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 29	0 31
Santos, Bourbon, lb.	0 25	0 28
Chicory, lb.	0 14	0 17

Trade in Spices Has Been Reported Good

Toronto
SPICES.—Trade in spices during the week has been good. Some of the wholesalers reported a quietness last week, but this they attributed to the fact that their travellers were not pushing for business. There is a continued firmness in the spice market. Caraway seed is very firm; so firm, in fact, that it is practically off the market. An instance was noted in the city where one large firm had purchased a single bag of caraway at 72c per pound. Prices have held steady during the week. While the range in most instances is considered not too high in the face of the present condition of the primary market, still there are quotations by some dealers that are lower than those quoted last week. In the report below the range is given.

	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 90 1 25
Pastry	0 25 0 30
Pickling spice	0 22 0 25
Peppers, white	0 38 0 42
Peppers, black	0 28 0 35
Nutmegs, selecta, whole, 100's	0 40
Do., 80's	0 45
Do., 64's	0 50
Mustard seed, whole	0 25 0 30
Celery seed, whole	0 35 0 45
Coriander, whole	0 25 0 25
Caraway seed, whole	0 58 0 75
Cream of Tartar—	
French, pure	0 48 0 50
American high test	0 53 0 55

Shelled Walnuts Not to Be Had Beyond February

Toronto
NUTS.—Shippers of shelled walnuts in France have withdrawn quotations for this commodity at shipping dates later than February. This would indicate that supplies are growing less. There has been a good demand for shelled walnuts for bakers' and confectioners' use. The demand for most nut lines is comparatively light at the present time. Stocks of nuts that arrived too late for the holiday trade are reported in some instances to be placed before the trade at

a very narrow margin. It is anticipated generally that there will not be much change in the price of nuts unless a further increase in marine insurance should operate to send prices higher. Grenobles are slightly easier in price by ½c per pound.

In the Shell—		
Almonds, Tarragonas, lb.	0 20	0 21
Walnuts, Marbots	0 16½	0 17½
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
Cocoanuts, per sack 100		5 75
Shelled—		
Almonds, lb.	0 42	0 45
Walnuts, lb.	0 48	0 50
Brazil nuts, lb.		0 70
Pecans, lb.		0 55

Japans and Patna Rices Up In Price

Toronto
RICE AND TAPIOCA.—An advance of 10c per 100 pounds has been made in the price of Japan and Patna rices by one of the large importing houses in Vancouver. Local wholesalers, however, have not followed up, as most of them are covered on contracts for some time into the future. All Southern rices are firm. It is anticipated there will be higher prices in most rice lines in the not distant future. Tapioca is also in firm market. At the present time this commodity is being sold comparatively cheaper in this market than it is in either London or New York by 1c per pound.

Rangoon B, per 100 lbs.	4 50	4 75
Pakling rice, 100 lbs.	5 00	5 50
Texas Japans, 100 lbs.	6 00	6 50
Carolina rice, 100 lbs.	7 00	7 50
Java	6 50	7 00
Patna	5 00	6 50
Siam, 100 lbs.	4 75	6 00
Japans, 100 lbs.	6 00	6 50
Tapioca, per lb.	0 10	0 10½

Farmers Are Testing Out the Bean Market

Toronto
BEANS.—From present indications it would seem that farmers who are still holding stocks of beans are feeling the market to see what prices they are able to get at this time. Offerings they have made to the wholesale trade in some instances have been as high as \$6.75 per bushel. There is a firmness in the market, with lowest quotations on Ontarios advanced 25c during the week. Lima beans are still in strong market, with a tendency to ask higher prices in certain quarters. There are very few concerns that are quoting below 10½c per pound.

Ontario, 1-lb. to 2-lb. pickers, bush	6 75	7 00
Rangoon, per bushel	5 50	6 00
Japanese, per bushel		6 00
Limas, per pound	0 10	0 11

One Brand of Package Cereals Quoted Lower

Toronto
PACKAGES.—The Purity brand of rolled oats are again selling at \$4 per case, after having been quoted at \$4.50

for some six weeks. There is a good demand for package cereals of all kinds. The plant of the Quaker Oats Company is being rebuilt at Peterboro. In the meantime, until this work is accomplished, the mill at Saskatoon is working to capacity to look after the Canadian trade. Starch products are in firm market owing to the uncertainty of being able to get supplies of corn from the United States. It is stated corn is obtainable there if the price is paid, but the deliveries by the railways are not always to be depended upon, although supplies are coming forward in better quantity.

Cornflakes, per case	2 50	2 95
Rollod oats, round, case	4 00	4 00
Rollod oats, square case	4 75	4 85
Shredded wheat, case	3 00	
Cornstarch, No. 1, pound cartons	0 05 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 05 1/2

**Goldeyes Are Now In:
Salmon Trout Are Out**

Toronto
FISH AND OYSTERS.—There has been a general firmness in fish products during the week as the result of the heavier demand. Winter caught goldeyes are now in the market, and are selling at 7c per pound in case lots of 125 pounds, with a 1/2c per pound extra for broken lots. Pickerel are also in the market, and are being quoted at 11 1/2c in case lots and 1/2c higher in broken lots. Haddies are quoted 1/2c per pound higher at 12 1/2c. There is also a firmness in Labrador pickled herring, now selling at \$4.25 per keg, as compared with \$4 last week. In barrels the Labrador herring are selling at \$8, as compared with \$7.75 last week. Fancy steak cod is firmer in price, and is quoted up to 11c. Frozen Lake Superior herrings are firm at 5c per pound, none of the lower-priced being quoted at 4 1/2c. Frozen salmon trout are off the market for the time being. Buyers from the United States are bidding for the supplies of Western fish and the British Government has been taking considerable supplies for the army. These factors have given the fish market a firm tendency. Oysters held steady in price during the week, with a fairly good demand reported.

SMOKED FISH.

Ciscoes, per lb.	0 14
Haddies, per lb., new cured	0 12 1/2
Haddies, fillets, per lb.	0 14
Kippered herring, per box	1 00
Digby herring, bundle of five boxes	1 00
Smoked boneless herring, 10-lb. box	1 00

PICKLED AND DRIED FISH.

Labrador herring, keg	4 25
Labrador herring, barrel	8 00
Salt mackerel, kits	2 25
Quail on toast, lb.	0 05 1/2

FRESH SEA FISH.

Crabs, per dozen	2 00
Halibut, frozen	0 15
Coho salmon (red), frozen	0 14
Qualla salmon (pink), frozen	0 08
Haddock, fancy, express, lb.	0 09
Steak cod, fancy, express, lb.	0 10

FRESH LAKE FISH.

Pike, lb.	0 05
Whitefish, lb., frozen	0 11 1/2
Goldeyes, lb.	0 07
Pickerel, lb.	0 11 1/2
Herrings, frozen, Lake Superior	0 05
Lake trout, frozen, lb.	0 05
Herrings, frozen, Lake Superior	0 04 1/2

Lake trout, frozen, lb.	0 12	0 12 1/2
Tullibee, lb.	0 08	
Yellow pickerel	0 11 1/2	
Smelts, No. 1, lb.	0 12 1/2	
Oysters—		
Standards, gal.	1 80	2 30
Selects, gal.	2 50	2 65
Shell, per barrel		8 00
Shrimps—		
Wine gallon cans	1 40	
No. 3	2 70	
No. 3		5 20

**Lemons and Oranges
Slightly Easier in Price**

Toronto
FRUIT.—California navel oranges were quoted slightly easier in price during the week, the range being from \$2.75 to \$3.25 per case, as compared with a range last week of \$3 to \$3.25. Florida oranges are off the market at present, except the tangerine variety. Japanese tangerines are about cleaned out also. California lemons are also easier, being quoted 25c per case below the figures of last week, at \$3.75 to \$4.25. Messina lemons in some instances are quoted 25c per case down, the range now being \$3.25 to \$3.75, as compared with \$3.50 to \$3.75 last week. Apples are becoming scarce, not much of a variety being exhibited. Some nice samples of Cuban grapefruit arrived in the market during the week, which is being quoted up as high as \$4 per case. The range in this fruit is now from \$3 to \$4 per case. Shipments of fruit from United States points are arriving more promptly now. Trade is for the most part somewhat quiet.

Apples—		
Barrel	3 25	6 00
Spys, No. 1	6 00	7 00
Spys, No. 2		5 50
Boxes, American	2 35	2 50
Boxes, B.C.	2 35	2 50
Bananas, bunch	2 00	2 50
Cranberries, bbl.	10 50	11 00
Boxes, 28-qt.	3 75	4 00
Oranges—		
Cal. Navels	2 75	3 50
Tangerines, Florida, case	2 50	2 75
Grapes—		
Spanish Almeria, small bbl., 40 lbs.	7 00	8 00
Grapefruit, Florida, case	3 50	4 25
Grapefruit, Cuban	3 00	4 00
Porto Rican, case	3 00	3 25
Lemons, Cal., case	3 75	4 25
Messinas, case	3 25	3 75
Pineapples, Porto Rican	4 50	5 00
Cuban, case	4 00	4 25
Strawberries, 1-qt.	0 90	0 65

MARKET

MANITOBA MARKETS

WINNIPEG, January 24.—Business has been quiet during the past three weeks. Dealers are buying more hand to mouth, and the opinion prevails that both dealer and jobber are pretty well stocked-up. The retailer, like the jobber, has been carrying every dollar's worth he could in expectation of advancing prices. Jobbers in Winnipeg as a rule are carrying much heavier stocks than they did this time last year. There has been a marked falling off lately in the sale of cereals, canned goods, sugar, beans, etc. Specialty men calling on the retail trade say that the dealer is inclined to be afraid of what may happen should peace be declared, but the feeling in the trade seems to be that prices will not

**Potatoes Move Up
15c to 35c Per Bag**

Toronto

VEGETABLES.—Potatoes have been in firm market during the week, and prices have registered an advance of 15c to 25c per bag. The reason assigned is the scarcity and the eagerness of American buyers to get available stock. Beets are in firm market, and are quoted as high as \$2 per bag. California celery is slightly higher in certain quarters, being quoted as high as \$7.75 per case. Florida head lettuce is selling at \$3.25 per hamper. Onions of all kinds are firm. The Spanish variety in crates are quoted from \$5.50 to \$6, which represents an upward tendency of from 25c to 50c. Half cases are 50c higher. British Columbia onions are selling from \$4 to \$4.50 per sack. Parsnips are in firm market, being quoted \$1.75, none at lower prices being in evidence. Green peppers are being quoted at 60c to 75c per dozen. The market for vegetables is somewhat quiet, the most notable feature being the advance in potatoes and onions.

Artichokes, Cal. French, doz.	1 00	1 25
Beans, green string, hamper		6 50
Beets, bag	1 50	2 00
Brussel sprouts, imported, quart	0 15	0 25
Cucumbers, hothouse, doz.	2 25	2 50
Cauliflower, Cal., 16 to 24 in box	3 75	4 00
Carrots, bag	1 25	1 50
New, hamper		1 50
Celery, California, case	7 50	7 75
Eggplant, each	0 25	0 30
Lettuce, per doz. bunches	0 25	0 50
Florida head lettuce, hamper		3 25
Mushrooms, 4 lbs.	2 00	2 50
Onions—		
Spanish, crate, 120 lbs.	5 50	6 00
Spanish, half cases	2 75	3 25
Spanish, small crate		2 00
B.C. onions, 100-lb. sack	4 00	4 50
Green, per bunch	0 90	0 65
Potatoes—		
N. Brunswick, Delawares, 90-lb. sacks		2 75
Sweet, New Jersey, hamper	2 15	2 25
Ontario, 90-lb. bags		2 50
B.C., 90-lb.		2 50
Parsnips, bag		1 75
Watercress, 11-qt.	0 25	0 30
Parsley, 11-qt.		0 75
Turnips, yellow	0 75	0 85

collapse when the war ends. People have been looking up history to find out what happened after the Napoleonic wars, and the Franco-German war. Millers find that the price of flour jumped on the declaration of peace. However, everybody is quite confident that business will be booming again before this month is out.

The features this week are:—a record hog market (13.35); an advance of a dollar in feeds expected; a tendency for jobbers in Winnipeg to quote lower on canned tomatoes in order to induce business; while beans are not moving in the retail stores, jobbers are raising their prices, a big advance in Manchurians having gone into effect now.

**East Did Not Follow
Decline in Alta. and Sask.**

Winnipeg
SUGAR.—Another decline of 10c per 100 lbs. has taken place in sugar prices. The demand locally is very light. Prices now in effect are as follows:

	Per cwt. in sacks.
Sugar, Eastern—	
Standard granulated	8 10
Extra ground or icing, boxes	8 95
Extra ground or icing, bbls.	8 65
Powdered, boxes	8 75
Powdered, bbls.	8 55
Hard lump (100-lb. case)	9 05
Montreal yellow, bags	7 70
Sugar, Western-Ontario—	
Sacks, per 100 lbs.	8 15
Halves, 20 lbs., per cwt.	8 25
Bales, 20 lbs., per cwt.	8 25
Powdered, 50s	8 80
Powdered, 25s	9 05
Icing, barrels	8 80
Icing, 50s	9 00
Cut loaf, barrels	9 00
Cut loaf, 50s	9 20
Cut loaf, 25s	9 45
Sugar, British Columbia—	
Extra granulated sugar	8 10
Bar sugar, bbls.	8 15
Bar sugar, boxes, 25s	8 55
Icing sugar, bbls.	8 25
Icing sugar, boxes, 50s	8 45
H. P. lumps, 60-lb. cases	8 95
H. P. lumps, 25-lb. boxes	9 20
Yellow, in bags	7 65

**New Fig Prices,
Jobbers Advance Prunes**

Winnipeg
DRIED FRUITS.—There is very little to say in connection with this market. New prices are out on California figs, and they are approximately two or three cents per lb. higher than they were last year. As the crop will not be harvested until October, it is hard to say much about them. Jobbers are advancing their prices on prunes; for 90-100s, the price ranges around 9c, with an advance of 3/4c up the list.

Dried Fruits—		
Apples, evap., new, 50-lb. boxes, lb.	0 11	0 11 1/2
Apricots—		
Choice, 25's		0 20
Choice, 10's		0 20 1/2
Pears—		
Choice, 25's		0 12 1/2
Peaches—		
Choice, 25-lb. boxes		0 10
Choice, 10-lb. boxes		0 10 1/2
Currants—		
Fresh cleaned, Australian, lb.	0 19	
Amalias, Greek, wet cleaned	0 18	0 18 1/2
Dates—		
Halloweas, new, bulk, lb.	0 12	
Fards, box, new, 12 lbs.	2 00	
Raisins, California—		
16 oz. fancy, seeded		0 11 1/4
16 oz. choice, seeded		0 11
12 oz. fancy, seeded		0 09 1/2
12 oz. choice, seeded		0 08 1/2
Raisins, Muscatels—		
3 crown, loose, 25's		0 10
3 crown, loose, 50's		0 10 1/2
Raisins, Cal. Valencias—		
3 crown, loose, 25's		0 09
3 crown, loose, 50's		0 08 1/2
Figs, cooking, lb.		0 09
Prunes—		
90 to 100, 25s		0 09
40 to 50, 25s		0 12 1/2
Peels—		
Orange, lb.		0 22
Lemon, lb.		0 21
Citron, lb.		0 25

**Beans Going Higher
Jump in Manchurians**

Winnipeg
DRIED VEGETABLES.—The sale of beans continues slow, but the price continues to go up despite that fact. In sympathy with Japanese beans, Manchurians have taken a big jump, and are now quoted 5.25-5.50 per bushel.

In the primary market, Japanese beans are hard to get, and would have to sell for \$6.75. Some jobbers are out of Japs entirely, and are featuring Manchurians. Brokers state that they are able to sell to the wholesale trade in the East at a dollar per bushel more than some jobbers have been selling to the retail trade during the past two months. California prices on white beans are \$6.30 per bushel f.o.b. San Francisco, for a grade equal to fancy Japs., which would make them about \$7.50 Winnipeg. It can thus be seen what the bean market is coming to. Split peas are going higher, and it looks that those quoting \$7.00 will have to advance before long. Whole peas are exceptionally hard to get in the primary market. Limas are very firm.

Beans—		
Japanese, white beans, bushel	5 30	5 75
Manchurian, bushel	5 25	5 50
California Lima Beans—		
80-lb. sacks	0 08 1/2	0 09 1/2
Barley—		
Pot, per sack, 98 lbs.	4 60	4 70
Pearl, per sack, 98 lbs.	6 60	6 65
Peas—		
Split peas, atk., 98 lbs.	6 60	7 00
Whole peas, bushel		4 00

RICE AND TAPIOCA.—There is very little change in these markets. A typical quotation on tapioca and sago is as follows: Pearl tapioca \$8.25; sago \$7.00.

Rice and Tapioca—		
Ex-fancy Japan, per lb., 100-lb. bags	0 06	
Fancy Japan	0 05 1/2	
No. 2 Japan	0 04 1/2	
Siam, per lb., 100-lb. bags	0 04 1/2	
Patna, per lb., 100-lb. bags	0 07 1/2	
Carolina, per lb., 100-lb. sacks	0 06 1/2	
Sago, pearl, sacks, per lb.	0 07	0 08
Tapioca, pearl	0 08 1/2	0 09

**Canned Tomatoes Decline
Try to Stimulate Business**

Winnipeg
CANNED GOODS.—The wholesale trade are hoping that with the coming of spring, the public will begin to eat canned tomatoes, corn and peas more freely. While the market on these goods is just as firm as ever at points of production, there is a marked tendency for Winnipeg jobbers to shade their prices to get business. For instance, one house, which has been selling tomatoes, 2 1/2's, at \$4.00, is now offering them at \$3.00. They state that it would cost them that to bring them in from the States, and the tomatoes would not be as good. The reduction amounts to about 5 per cent. One jobber says: "We have simply done this because of the light demand, and to encourage sales." One house is offering corn at \$2.95, but if they had to go out and buy to-day, they could not buy good corn to sell for less than \$3.25.

VINEGAR.—A local jobber advises that he does not expect an advance for some time. There might be one of a cent or two in midsummer, but apart

from that he does not expect a change until the fall. The slight advance likely in midsummer he does not think warrants merchants buying ahead. He quotes as follows: pure spirit proof white or malt 1/2 bbls. per gal. 27c; 50 per cent. over proof, per gal. 38c; white or malt 1/2 bbls. gal 24c; cider vinegar, 1/2 bbls. gal. 25c.

**Sea Herrings 7 1/2c
Fish Still Rather Scarce**

Winnipeg
FISH AND POULTRY.—Sea herring arriving on this market, are quoted at 7 1/2c. Supplies of fish are coming in better, not sufficient by any means, but enough to supply needs for a time. Bigger supplies are expected soon. No. 1 Finnan haddies are said now to be fairly plentiful at 13 1/2c. The poultry market is still quiet, very little coming in from the country.

Oysters, Imperial gallon	3 00
Whitefish	0 09
Salmon, frozen	0 15
Halibut, frozen	0 14
Cod, frozen	0 10
Klippers, boxes	2 00
Bloaters, boxes	2 00
Mackerel, 10-lb. kits	3 50
Finnan haddie, lb.	0 13 1/2
Salt herrings, bbl.	5 50
Salt herrings, 20-lb. pails	1 50
Smelts	0 14
Haddock	0 09
Flounders	0 08
Brook trout	0 30
Smoked fillets	0 17
Sea herring	0 07 1/2

**Lemon Market Firm
Potatoes Tend Upward**

Winnipeg
FRUIT AND VEGETABLES.—Cauliflowers are arriving in limited supply, and they are bringing \$5.00 per case. There are very few imported cabbages offered, but there is some local stuff, which is bringing \$3.50 per cwt., this being an advance from \$2.00 per cwt. in a week. Potatoes are tending upwards, some houses asking \$1.00 per bushel in 10 bushel lots. The lemon market seems to be firm. Lemons were down two weeks ago, but this was for early fruit. Bananas are quoted 5 1/2c lb.

Artichokes, doz.	1 50
Brussels sprouts, lb.	0 25
Manitoba potatoes, 10-bushel lots	1 00
Manitoba potatoes, carlots, bush., f.o.b.	
Winnipeg	0 90
Celery, Cal., doz.	1 50
Carrots, bushel	0 75
Turnips, bushel	0 60
Onions, per cwt.	3 50
Cabbage, per cwt.	3 50
Cauliflower, Cal., case	5 00
Head lettuce, Cal., crate	4 75
Head lettuce, Florida, hamper 3 doz.	5 50
Imported mushrooms	0 90
Sweet potatoes, hamper	5 00
Tomatoes, Florida, basket	1 50
Fruits—	
Oranges, navels, case	3 00
Oranges, Florida, box	3 50
Lemons	5 00
Grape fruit	4 50
Malaga grapes, kegs	8 00
Ontario Greenings	5 50
Ontario apples, No. 2	5 50
Ontario apples, No. 3	4 50
Jonathans, Washington, box	1 75
Wine Saps, box	2 00
Rome Beauties, box	2 00
B.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 60
Bananas, lb.	0 05 1/2

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE

Vancouver, B.C., Jan. 23.—The movements of the prices of root vegetables have interested the trade generally more for the last week than anything else. Potatoes, choice, are now \$40 a ton, with a tendency to go higher. This is due to heavy shipments out. One hundred and fifty carloads have gone to St. Joe, Mo., alone, and that is only a sample of shipments south. In Seattle, just across the line, the price to-day is \$60.

Onions are selling for \$80 and \$85 a ton, with American buyers watching chances to gobble them up. Butter remains firm, but with a suggestion of an easement before an advance. Fresh eggs are away behind the demand, but storage eggs are moving freely. Importations are being made from Seattle, but close watch is being kept to see that no Chinese eggs are being slipped over. The army bean is very scarce and may advance in price. Flour has not fluctuated much this week, but there seems no tendency to a decline.

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Jan. 23. — Sugar has dropped ten cents and is now eight fifty-five. All hog products are advancing. Cooked hams are up a cent and a half. Back bacon is quoted at twenty-six cents. Lard, three's are twelve sixty, but sharp advances are not far off. Caraway seeds are quoted at a much higher figure to-day than they were recently, fifty cents a pound, as against thirty. Wagstaff's jam again advanced seventy-eight cents, being the price of strawberry fours. Royal Crown soap, which advanced recently thirty cents, has now declined twenty cents case on single case prices. Pickles, package teas, oyster shell, and biscuits are among advances of week.

CALGARY:

Beans, small white Japan, lb.	0 08½	0 10
Flour, No. 1 patents, 98s.		9 30
Molasses, extra fancy, gal.		0 77
Rollled oats, 90s		3 40
Rice, Siam, cwt.		4 75
Sago and Tapioca, lb.		0 09
Sugar, pure cane, granulated, cwt.		8 55
Cheese, No. 1 Ontario, large		0 26¼
Butter, creamery, lb.		0 14

Lard, pure, 3s, per case	12 60
Bacon, smoked backs, lb.	0 26
Bacon, smoked sides, lb.	0 26
Eggs, new-laid, doz.	0 45
Eggs, storage, case	9 75
Tomatoes, 2¼s, 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 00

Alberta Markets

FROM EDMONTON, BY WIRE.

Edmonton, Jan. 23.—Business during past two weeks has been exceptionally good and wholesalers are pleased with prospects for next few months. The markets have been comparatively quiet since last report. Sugar, however, has shown a decline of ten cents, making the present basis eight sixty-five. Rolled oats, too, has moved and price is three fifty. Royal Crown soap has declined thirty cents per case, and is being sold at five fifteen. Pure lard is offered at twelve ninety; compound ten fifty.

EDMONTON:

Beans, small white, Japan, lb.	0 10	0 11
Flour, No. 1 patents, 98s, barrel.		9 30
Molasses, extra fancy, gal.		0 77
Rollled oats, 90s, basis		3 50
Rice, Siam, lb.		0 04½
Sago and Tapioca, lb.	0 09	0 10
Sugar, pure cane, granulated, cwt.		8 55
Cheese, No. 1, Ontario, large		0 26
Butter, creamery, lb.		0 14
Lard, pure, 3s, per case		12 91
Bacon, smoked backs, lb.		0 26
Bacon, smoked sides, lb.		0 26¼
Eggs, No. 1		0 42
Eggs, storage, case		11 50
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 30
Raspberries, 2s, Ontario, case		5 50
Peaches, 2s, Ontario, case		4 15
Salmon, finest sockeye, tall, case		13 50
Salmon, pink, tall, case		5 00

Saskatchewan Markets

FROM REGINA, BY WIRE

Regina, Sask., Jan. 23.—There are few changes to report on local market during week. Most staples remain firm, market is quiet. Sugar market declined ten cents Saturday, Jan. 20. New quotation, \$8.34. Graham flour and buckwheat flour show slight advances of about 25 cents. Bail cornmeal is quoted at \$3.35 bail. A slight advance is also reported in lines of shoe and stove polishes, amounting to from five to ten cents a dozen.

REGINA—

Beans, small white Japan, bush.	5 10
Flour, No. 1 patents, 98s, per bbl.	10 00
Molasses, extra fancy, gal.	0 71
Rollled oats, bails	3 70
Rice, Siam, cwt.	4 35
Sago and Tapioca, lb.	0 08½
Sugar, pure cane, granulated, cwt.	8 34
Cheese, No. 1, Ontario, large	0 27
Butter, creamery, lb.	0 45
Lard, pure, 3s, per case	12 75
Bacon, smoked sides, lb.	0 26
Bacon, smoked backs, lb.	0 26
Eggs, new-laid	0 40
Eggs, storage, No. 2	0 40
Tomatoes, 3s, standard case	4 35
Corn, 2s, standard case	3 55
Peas, 2s, standard case	2 88
Apples, gala, Ontario	2 10
Strawberries, 2s, Ontario, case	5 00
Raspberries, 2s, Ontario, case	5 25
Peaches, 2s, Ontario, case	3 95
Salmon, finest sockeye, tall, case	12 00
Salmon, pink, tall, case	6 60
Pork, American clear, per bbl.	40 75
Bacon, breakfast	0 27
Bacon, roll	0 23
Eggs, new-laid	0 50
Eggs, storage	0 40

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B.—For what is expected to be a quiet season, grocers report excellent business this month and conditions generally satisfactory. Jobbers are facing a shortage in several lines of canned goods before season ends, as they have been unable to complete stock of various goods of this nature owing to short crop. Despite high prices retailers stocked up well in fall and only a few orders are being handled at present and not much activity expected until repeat orders come in next month. Owing to continued difficulties in transportation, spices generally continue to advance, with pepper the leader in this movement. Sugar shows a drop of ten cents this week and continuance of this tendency anticipated. Present quotations are standard granulated, \$7.55 to \$7.60; United Empire, \$7.45 to \$7.50; bright yellow, \$7.35 to \$7.40; No. 1 yellow, \$7.15 to \$7.20; Paris lumps, \$8.75 to \$9. Same conditions have effected two-cent reduction in molasses, now 60c to 61c and gradual decrease is expected on account of favorable crop conditions. Dairy products show heavy decline, with new laid eggs at 45c. to 50c.; case eggs, 39c. to 42c., and dairy butter, 38c. to 41c. Compound lard is firmer at 17¼c to 18c. Pork showed reduction during week, but is back to same quotations and future tendency is in doubt. Bacon is easier, with roll at 25c. to 26c., and breakfast, 26c. to 27c. Cold weather is holding back movement of potatoes and

(Continued on page 44.)

FLOUR AND CEREALS

Flour In Reviving Market; Feeds Firm

Montreal

FLOUR AND FEEDS.—There is unprecedented firmness in feeds, and prices of flour have not shown any downward tendency though the market is not tremendously active. Business however, is reported rather better than it has been since the beginning of the year, and with the embargoes on railway freight shipments in the West eased up a little if only temporarily, there has been an enlivening tendency to further the recovery of the market to the normal condition following after holiday dullness. Wheat has been in uncertain market for the past few weeks, the tendency to liquidate stocks keeping prices from following the firming direction all the way. No one is willing to predict definitely, but there are ideas of firmer wheat in the future, and these are based on opinions regarding the amount of wheat available to supply the market up to the coming of harvest again. To some it seems difficult to imagine where enough wheat is to come from to meet market needs this spring with the visible supply as it can be calculated at present. Stocks of flour are believed to be for the time being sufficient. As regards feeds the case is entirely the reverse; there is a crying demand for feeds, and straight cars of shorts are at a premium. Oats are scarce and going firmer in market view.

	Car lots	Small lots
Manitoba Wheat Flour—		
First patents	10 00	10 20
Second patents	9 50	9 70
Strong bakers	9 30	9 50
Winter Wheat Flour—		
Fancy patents	9 25	9 50
80 per cent., in wood	8 50	8 75
90 per cent., in bags	4 00	4 15
Bran, per ton	33 00	35 00
Shorts	36 00	38 00
Special middlings	40 00	41 00
Feed flour	49 00	50 00
Feed oats, per bushel		6 71

CEREALS COMING INTO LENTEN DEMAND

Montreal

CEREALS.—The approach of Lent is bringing along the usual tendency to activity in the cereals bulk and package. Lent brings an increased consumption of these goods. Numbers of retailers' enquiries for supplies are coming in to the jobbers' and manufacturers' agents, and business is looking brisker. With wheat uncertain there have been no increases in price, or tendencies towards increase for the present though the increased cost of all packing materials has

its effect in the direction of the familiar lines of package cereals in firming the market as far as may be without actual advances in excess of those recently recorded.

Barley, pearl, 96 lbs.	5 25	6 50
Barley, pot, 96 lbs.		5 75
Buckwheat grits, 96 lbs.		4 50
Corn flour, 96 lbs.		3 30
Cornmeal, yellow, 96 lbs.		3 40
Graham flour, 96 lbs.		4 75
Hominy, granulated, 96 lbs.	4 50	4 75
Hominy, pearl, 96 lbs.	4 50	4 75
Oatmeal, standard, 96 lbs.		4 25
Oatmeal, granulated, 96 lbs.		4 25
Peas, Canadian, boiling, bush.		3 75
Rolled oats, 90-lb. bags		5 50
Rolled wheat, 100-lb. bbls.		6 00
Rye flour, 96 lbs.		4 75
Whole wheat flour, 96 lbs.		4 75
Wheatlets, 96 lbs.		5 00

Flour Inclines To Weakness In Market

Wheat at Winnipeg Has Held Within Narrow Limits With a Tendency to Decline—Business With Mills Light.

Toronto

FLOUR.—In the face of the wheat market flour is in slightly easier tone. On Wednesday of last week the cash product at Winnipeg for No. 1 Northern closed at \$1.82³/₄. On Tuesday of the present week it closed at \$1.78¹/₄. The highest point reached during the week in review was \$1.84¹/₂ for the cash product. From this point, reached on Thursday of last week, the decline has been by easy stages until the lowest point of the week was reached on Tuesday. The local demand for flour is very slow and export is practically at a standstill. Most of the large mills have representatives in England at present endeavoring to find out just what will be required according to the new grinding regulations. Until they receive something definite there will be very little grinding for the export trade. At one time it was thought that certain grades of flour being turned out by the mills would fill the requirements but this opinion has been upset and the mills now do not know where they are at until more definite information is received. Manitoba wheat flour held steady in price during the week. Ontario winter wheat flour also held at the same quotation as last week, with demand somewhat light.

	Car lots	Small lots
Manitoba Wheat Flour—		
First patents	9 30	10 10
Second patents	9 40	9 60
Strong bakers	9 20	9 40
Ontario Winter Wheat Flour—		
High patents	8 90	9 10
Second patents	8 50	8 70

WHITE CORN FLOUR AND HOMINY ARE EASIER

Toronto

CEREALS.—Competition and the ability to get supplies of corn with less difficulty has had the tendency to make the market for corn products slightly easier. The corn market is firm but the American railways have been delivering supplies in better quantity. Demand for corn flour and yellow cornmeal has been good but for oat products there is only a fair demand. On the whole the market for cereals has been a satisfactory one so far as business is concerned.

Barley, pearl, 96 lbs.	6 25	6 50
Barley, pot, 96 lbs.		5 25
Beans, prime	6 50	6 75
Buckwheat grits, 96 lbs.		4 50
Corn flour, 96 lbs.	3 10	3 40
Cornmeal, yellow, 96 lbs.		2 95
Graham flour, 96 lbs.	4 65	4 75
Hominy, granulated, 96 lbs.	3 10	3 40
Hominy, pearl, 96 lbs.	2 90	3 15
Oatmeal, standard, 96 lbs.		3 85
Oatmeal, granulated, 96 lbs.	3 85	4 10
Peas, Canadian, boiling, bush.		3 25
Rolled oats, 90-lb. bags	3 80	3 70
Rolled wheat, 100-lb. bbls.		5 50
Rye flour, 96 lbs.		4 00
Whole wheat flour, 96 lbs.	4 65	4 75
Wheatlets, 96 lbs.	4 90	5 00

STOCKS OF FEED FLOUR ARE LOW AT PRESENT TIME

Toronto

FEEDS.—Stocks of feed flour in the hands of millers are comparatively low at present due to the fact that there is not much activity in the flour trade. Locally the demand is light and export trade is at a standstill pending further advices as to the new milling regulations required by the British Government. Shorts continue in heavy demand with a fairly steady run for bran. Oats held steady in price during the week.

	Car lots	Small lots
Mill Feeds—		
Bran	33 00	35 00
Shorts	38 00	40 00
Feed flour	50 00	52 00
Ontario oats, outside points	6 64	6 56

Flour Business Quiet Advance in Feeds Coming

Winnipeg

FLOUR AND CEREALS.—Flour has declined locally 30c. Up to Tuesday the price for first patents stood at \$9.70. Rolled oats also show a decline of 30c and are quoted in 80's at \$2.80. Millers report domestic flour business rather quiet, which is usual at this time of the year. There is practically no export business at the present time, owing to lack of ocean space; any space available is for Government flour only. Rolled oats in 80's is quoted at \$2.80, with good domestic demand, and fair export de-

(Continued on page 44.)

Overcoming the Shortage of Home Preserves Calls for More Pie and Pudding



Lily and Gold Seal Flour for Pastry, and Rainbow Flour for Bread



Just about now the housewife's stock of home-made preserves is about exhausted. This means that she will have recourse to her skill in the making of pies, cakes and puddings to overcome the shortage.

Why not anticipate her wants by bringing before her notice the two famous Flours.

The demand for these two leaders is constantly growing, their high grade and uniform qualities having met with unqualified approval. First sales are easy and quality brings them back for more.

Write for it to-day

Canadian Cereal & Flour Mills Co., Limited, Toronto

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

WEEKLY MARKET REPORTS BY WIRE

(Continued from page 41.)

resulting scarcity has sent prices up to \$3.75 to \$4.

ST. JOHN, N.B.:		
Flour, No. 1 utants, bbls., Manitoba.....	10 90	
Ontario	9 95	
Commeal, gran., bbls.	7 50	
Commeal, ordinary, bags	2 50	
Flour, buckwheat, 100-lb. bag	5 75	6 00
Molasses, extra fancy, gal.	0 60	0 61
Rolled oats, bbl.		8 50
Beans, white, bush		7 00
Beans, yellow-eyed		7 00
Rice, Siam, cwt.	6 00	6 25
Sago and Tapioca, lb.	0 11	0 12
Sugar—		
Standard granulated, cwt.	7 55	7 60
United Empire	7 45	7 50
Bright yellow	7 35	7 40
No. 1 yellow	7 15	7 20
Paris lumps	8 75	9 00
Cheese, N.B., twins	0 25	0 25 1/2
Eggs, new laid	0 45	0 50
Eggs, case	0 39	0 42
Roll bacon	0 25-	0 26
Breakfast bacon	0 26	0 27
Butter, dairy, per lb.	0 38	0 41
Lard, pure, lb.	0 22	0 22 1/2
Lard, compound	0 13 1/2	0 13
American clear pork	39 75	40 00
Beef, corner, lb.	3 50	3 50
Tomatoes, 2s, standard case	4 70	4 70
Corn, 2s, standard case	3 50	3 50
Peas, 2s, standard case	2 40	2 40
Apples, gala., N.B., doz.	3 10	3 25
Strawberries, 2s, Ontario, case	5 00	5 00
Raspberries, 2s, Ontario, case	5 40	5 40
Peaches, 2s, Ontario, case	4 00	4 00
Salmon, red spring, talls, case.....	10 00	10 50
Salmon, pink, talls, case	6 00	6 75
Salmon, Cohoes, case		9 00
Salmon, Chums	4 75	5 00
Sardines, domestic, case	4 60	4 60
Cream tartar	0 42	0 45
Currants, lb.		0 21
Raisins, choice, lb.		0 13 1/2
Raisins, fancy, lb.		0 12
Raisins, seedless, lb.		0 15
Prunes, 90-100, lb.		0 10
Candied peel, citron	0 25	0 26
Candied peel, orange and lemon	0 21	0 22
Evaporated apples, lb.	0 11 1/2	0 12
Evaporated apricots, lb.		0 21
Pork and beans, case	4 50	4 80
Fresh Fruits and Vegetables—		
Apples, bbl.	2 00	5 50
Lemons, Messina, box		4 00
Lemons, Cal., box	4 50	5 00
Oranges, Cal., box	3 25	4 00
Grapes, Malaga, keg	6 00	7 00
Grapefruit, each	0 04	0 04 1/2
Potatoes, bbl.	3 75	4 00

FLOUR AND CEREALS

(Continued from page 42.)

mand, although difficulty getting rolled oats from Western mills has been hindering export to some extent. Oatmeal has advanced to \$4.00 for 98's. Feeds are still very firm, and have advanced \$1.00 per ton in the East, and every likelihood of the advance taking place here; there is an accumulation of stocks here, caused by embargo on the railways, but as soon as that is moved, the advance will take place.

Flour—		
Best patents		9 40
Bakers		8 40
Clears		7 70
XXXX		6 70
Cereals—		
Rolled oats, 80 lbs.		2 80
Rolled oats, pkgs., family size.....		4 10
Commeal, 98's		3 00
Oatmeal, 98's		4 00
Feeds—		
Bran, per ton		28 00
Shorts, ton		30 00
Middlings, ton		30 00
Mixed chop, ton		42 00

W. A. Matheson, of the Lake of the Woods Milling Co., seconded a motion of T. R. Deacon, Winnipeg, that the Winnipeg Board of Trade petition the Dominion Government to enact legislation removing the restrictions on the manufacture, importation and sale of oleomargarine in Canada. The motion passed.

Part of R.M.A. Plan Abandoned

THE new plan formulated for the handling of the Retail Merchants' Association in Ontario, which has been outlined in CANADIAN GROCER, has been found to be not entirely satisfactory. It has been decided to revise the plan in at least one important respect.

It will be remembered that the new plan embraced the following points:

Fees to be raised to \$10 a year.

Copies of the *Journal of Commerce*, a Montreal financial paper, to be supplied to members.

Treasurer Beaudry, of the Dominion R.M.A., to act as manager of Ontario branch.

As stated, the new plan has not worked out as well as the officers had hoped, and it has been practically decided to drop the arrangement by which

the *Journal of Commerce* was to be supplied to the members. So far as can be learned this rearrangement has not yet been officially ratified, but it seems certain that the executive will take such action. It is planned to send out bulletins to members giving important information on association matters and to depend on the trade press. The fee will be left at \$10 a year, and the other phases of the new plan will be left as originally planned.

Inquiries were made by CANADIAN GROCER as to the disposition of such funds as may have been made to cover the copies supplied by the *Journal of Commerce*. The matter will doubtless be covered at the next meeting of the executive, but it can be said that a satisfactory arrangement has been made.

HAMILTON BOARD OF TRADE PETITIONS RAILWAYS

THE curtailment of 45 regular trains on the Canadian Pacific and Grand Trunk Railways, while it may prove somewhat of an inconvenience to the travelling public, has produced a problem for the wholesaler that is more than an inconvenience. In slowing down the traveller in his rounds it is going to most materially increase the cost of doing this business. A traveller may get into a small town that he used to work in an hour or two between trains and have to stay there a whole day. Under the old system by see sawing up and down, the traveller was often able to canvas four towns in a day. These happy times are over however. He has to sit down and wait for the evening train. Some dealers urge that with all this time on his hands the traveler will find an inducement to cover his territory better. Another one points out, however, that this is not going to add very much advantage to anyone. If his traveller is perserveringly digging up the very last ounce of orders in one town, his competitor's man is probably working equally assiduously to leave no crumbs of orders ungathered in another. The natural result is that when these two travellers mutually change places they are going to find it mighty lean going.

This slowing up of the traveller seems therefore to offer no great advantage, while it does produce a great element of disadvantage. For one thing it will materially increase the costs of covering the same amount of territory. Not unnaturally the hotels

are placing on their accommodation charges the part that used to swim along so easily on their liquid refreshments. The hotel charges as an item have increased nearly 50 per cent. Now slow up the traveller and it still further increases this extra cost. It is readily seen then that the wholesaler is faced with a real problem in the curtailment of the train service. It looks as though it would be necessary to curtail the number of calls that a traveller will make on his customers. Wholesaler are loath to do this however and as a result are doing everything in their power to meet the situation in some other way. In Hamilton, Ont., they have petitioned the railways to permit the travellers to travel on the caboose of all freight trains, on payment of the regular fare. They are not asking for any stated schedule, or any guarantee of safety, but merely that where it is possible travellers should be allowed to use this service in getting from place to place. This is an example that it is expected that other wholesalers will be quick to follow.

The tiny flame of a candle caused a fire which threatened to wipe out a block of four stores belonging to Councillor Isaac Colish, of West Kildonan, Man. The damage, which amounted to about \$500, was fully covered by insurance. The fire started in Mr. Colish's grocery store where he was thawing out some pipes. A wooden partition caught fire and the blaze spread into the space between the ceiling and the floor of the upper story and offered a stubborn resistance to the firemen's efforts.

PRODUCE AND PROVISIONS

Hogs Live and Also Dressed Very Firm

Montreal—**PROVISIONS.**—Fifteen dollars a hundred pounds is the price quoted on live hogs in Montreal this week, with outlook for firmness still further intensified. Dressed hogs were priced at \$20 per hundred, which is the maximum price of last week and maintains the firmness then noted. There is as a matter of fact, a distinct shortage of supply of hogs in the country just now, and it looks as if the shortage would be continued for a considerable time with corresponding firmness of prices for all hog products. Quality of the hogs coming in from the country has been rather less satisfactory of late, a great many poorly finished shipments having arrived, but even at that prices have maintained very firm.

Hams—			
Medium, per lb.	0 26	0 26 1/4	
Large, per lb.	0 24	0 24 1/4	
Bacon—			
Plain	0 26	0 26	
Boneless, per lb.	0 29	0 30	
Bacon—			
Breakfast, per lb.	0 20	0 20	
Roll, per lb.	0 20	0 21	
Pickled meats—1c less than smoked.			
Dry Salt Meats—			
Long clear bacon, ton lots	0 19	0 19	
Long clear bacon, small lots	0 19 1/4	0 19 1/4	
Fat backs, lb.	0 17	0 18	
Cooked Meats—			
Hams, boiled, per lb.	0 37	0 38	
Hams, roast, per lb.	0 36	0 37	
Shoulders, boiled, per lb.	0 30 1/4	0 31 1/4	
Shoulders, roast, per lb.	0 31	0 31 1/4	
Lard, Pure—			
Tierces, 400 lbs., per lb.	0 21 1/4	0 21 1/4	
Tubs, 50 lbs.	0 21 1/4	0 22	
Pails	0 22	0 22 1/4	
Bricks, 1 lb., per lb.	0 23	0 23 1/4	
Lard, Compound—			
Tierces, 400 lbs., per lb.	0 17	0 17 1/4	
Tubs, 50 lbs.	0 17 1/4	0 17 1/4	
Pails, 20 lbs., per lb.	0 18 1/4	0 18 1/4	
Bricks, 1 lb., per lb.	0 18 1/4	0 18 1/4	

Live Poultry in Demand A Little Coming In

Montreal—**POULTRY.**—Prices for all lines and grades of poultry keep very firm at present, and there is not much indication of relaxation. Demand has been quite brisk in spite of high prices. No doubt the arrival of Lent will reduce demand to a certain extent, but there is no overabundance of supply just at present and the demand for live poultry (of which a few are coming in), is in excess of supply. There have been fairly good supplies of birds held in cold storage following the holiday season when supplies from the country came forward freely, and these are being moved along steadily to fill orders. Prices maintain as quoted last week, and firm in tendency.

Poultry (dressed)—		
Chickens, milk-fed, crate, fattened, lb.	0 25	0 32
Old roosters		0 17
Roasting chickens		0 25
Broilers	0 25	0 35
Young ducks		0 25
Turkeys (old toms, dressed, lb.)		0 31
Turkeys (young)		0 33

Storage Eggs Are Short in Montreal

Montreal—**EGGS.**—There is a distinct shortage now of storage eggs, and the market situation in Montreal is closely interrelated with the market situation in the United States, particularly Chicago. Selects run from 44 cents per doz. to 45 cents, and even more than that. Efforts on the part of dealers to secure larger orders of these have been met with reduced supplies, the necessity for conservation of stocks being very insistent at present. Number 1's are quoting at from 40 cents to 42 cents per dozen, and not many available at the lower figure. These show a decided advance as compared with prices quoted last week. New laid eggs from the United States are coming forward in fair shipments, but requiring considerable candling, and subject to a high percentage of breakages. They cannot be laid down in Montreal at less than 52 cents, and are selling to retailer at 55 to 56 cents per dozen in small lots only.

Eggs—		
New laid	0 44	0 45
Selects	0 44	0 45
No. 1	0 40	0 42

Mostly American Cheese Now Marketed

Montreal—**CHEESE.**—About the only cheese being dealt with now in Montreal is United States cheese of good quality, but not in large quantity. Export stocks are still held in storage against Government requirements, and opportunity to ship them across the Atlantic. There arrived in Montreal for the week ending January 20, 4,369 boxes of cheese, as compared with 669 for the corresponding period of 1916. It is of interest to note that in the opinion of one of Montreal's most experienced cheese merchants a very small proportion of the Canadian manufacture of cheese is consumed in Canada, about 100,000 boxes, this expert believes, would supply the whole annual consumption of cheese in Canada.

Cheese—		
Large, per lb.	0 25	0 25 1/4
New, twins, per lb.	0 25 1/4	0 26
Triplets, per lb.		0 26
Stilton, per lb.		0 28
Fancy old cheese, per lb.		0 28

Butter Supplies in Storage Rather Short

Montreal—**BUTTER.**—The producing season for butter is practically over, and little butter to speak of will be coming on to the market until about the middle of April. Some dealers feel that there is hardly enough butter left in storage to meet the requirements of the market until new arrivals can come in; other merchants are of opinion that, considering the scale of prices and reduction of demand to some extent due to these prices, there will be quite enough butter to last out and meet all reasonable demand. Some butter is still arriving in Montreal, however, as the number of packages received in the city last week amounts to 1,451, as compared with 977 packages for the week to correspond, in 1916. Prices of butter maintain as quoted last week, and there is likely to be steady firmness for some little time yet.

Butter—		
Creamery, prints (storage)		0 44 1/4
Creamery, prints (fresh made)		0 42 1/4
Creamery, solids (fresh made)		0 42
Dairy prints, choice, lb.	0 38	0 41
Dairy prints, lbs., in tubs	0 37	0 39

Honey is Quiet, But Steady Market Still

Montreal—**HONEY.**—No change falls to be recorded in prices for honey for the present week. Supplies continue sufficient to meet requirements, and there is also plenty of honey available to supply any Ontario demand that now begins to strengthen a little. Some few transactions were noted in comb honey during the week, but the market was not very active.

Honey—		
Buckwheat, 5-10 lb. tins, per lb.	0 10	0 10 1/4
Buckwheat, 60-lb. tins, per lb.	0 09 1/4	0 10
Clover, 5-10 lb. tins, per lb.	0 13	0 14
Clover, 60-lb. tins	0 11 1/4	0 12
Comb, per section	0 15	0 16

Hog Prices Higher Meat Products Up

Deliveries of Hogs Light, With a Fair Demand—Live Hogs Went up \$1 Per Hundred—Pork Products Up 1c Pound

Toronto—**PROVISIONS.**—Live hogs made another move upward during the week to the extent of \$1 per hundred, and are now selling at \$14 per hundred, fed and watered, with \$14.25 being paid when bought off cars. F.o.b. prices are again

quoted, now being \$13.25 per hundred. Dressed hogs held steady during the week, but in the face of the market for live ones, prices for dressed are very firm. Deliveries during the week have been light, presumably on account of the snow, which has kept farmers from delivering their hogs. Those arriving are reported in not a very finished state. As the result of the condition in live hogs pork products have advanced in a number of lines 1c per pound. Hams are quoted up 1c per pound; bacon is also higher by 1c, while dry salt meats have been moved up 1/4c per pound. Cooked meats held steady in price. Lard also held steady, with demand still somewhat light following the Christmas trade. Supplies are light. There is a bullish tone in American lard products, with Canadian goods near the same basis. As soon as there is an upward movement in the American market there is pretty sure to be a marking up with Canadian dealers. Dealers anticipate a good trade in lard during February.

Hams—		
Medium, per lb.	0 25	0 25 1/2
Large, per lb.	0 24	0 24 1/2
Backs—		
Plain	0 27	0 28
Romeless, per lb.	0 29	0 31
Bacon—		
Breakfast, per lb.	0 25 1/2	0 26
Roll, per lb.	0 20	0 21
Wiltshire bacon, per lb.		0 24
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 17 1/2	0 18 1/2
Long clear bacon, small lots	0 18 1/2	0 19 1/2
Fat backs, lb.	0 19	0 20
Cooked Meats—		
Ham, boiled, per lb.	0 34	0 36
Hams, roast, per lb.	0 34	0 36
Shoulders, boiled, per lb.	0 29	0 30
Shoulders, roast, per lb.	0 29	0 30
Lard—		
Pure tierces, 400 lbs., per lb.	0 21	0 21 1/2
Compound, tierces, 400 lbs., per lb.	0 16 1/2	0 17 1/2
In 60-lb. tubs, 1/4c higher than tierces; pails, 1/4c higher than tierces, and 1-lb. prints, 1/4c higher than tierces.		
Hogs—		
Dressed, abattoir killed	18 50	18 75
Live, off cars		14 25
Live, fed and watered		14 00
Live, f.o.b.		13 25

Heavy Consumption of Butter Not Yet Begun

Toronto
BUTTER.—Although the price of butter has been easier, the people as yet have not come back into the fold. Sentiment has affected their consumption, and they are still getting along with less of this commodity. The lower prices of butter has not yet stimulated a bigger consumption. Until this larger consumption does take place, the price of butter will certainly not be on the upgrade. Dairy prints were slightly easier in price by 1c per pound during the week.

Creamery prints, fresh made	0 43	0 46
Creamery solids	0 42	0 45
Dairy prints, choice, lb.	0 36	0 38
Dairy prints, lb.	0 34	0 35
Bakers	0 34	0 35

Cold Weather Shut Off New-Laid Supplies

Toronto
EGGS.—Severe winter weather has again shut off the production of new-laid eggs, and they are coming to market in fewer quantities. There has been a

heavier demand for storage in consequence, and prices on these are firm. Local supplies of the storage variety are light, and not sufficient to carry for more than a few weeks. Prices of American storage eggs in the Chicago district are too high at present to permit them being brought into this market. Storage eggs as a result are quoted 1c per dozen higher. New-laid held steady at the prices of last week. There is small possibility of easier prices in eggs until milder weather again sets the hens to work.

Eggs—		
New laid, cartons	0 50	0 55
No. 1 storage, ex-cartons	0 43	0 44
Selects, extra	0 43	0 45

Export Demand for Cheese Continues Heavy

Toronto
CHEESE.—A good export demand for cheese continues, but the local demand is light in the face of high prices. Sales of September cheese for export were confirmed by cable at Montreal that netted 26c in that city. The English market continues firm, with the Liverpool market reported 3s. to 4s. higher than a week ago. There is every prospect that there will be a continued firmness in this market.

Cheese—		
New, large	0 25	0 26
Twins are 1/4c higher than new large; triplets 1/4c higher than new large, and Stilton 2c above new large.		

Poultry Supplies Are Low in Country

Toronto
POULTRY.—There is a good demand for first-class live poultry. Crate-fitted spring chickens, dressed, are in good demand at 20c to 21c, with the ordinary variety still being quoted at 17c per pound for dressed. There is very little of the real choice poultry reaching the market. In fact, the deliveries from country points are light at present. Some dealers state it has been a long time since deliveries have been so poor. All kinds of poultry have held steady in price.

	Live	Dressed
Spring chickens	0 16	0 17
Spring chickens, crate-fatted	0 18	0 20
Hens, over 4 lbs.	0 16	0 17
Hens, under 4 lbs.	0 13	0 14
Old roosters	0 13	0 14
Young ducks	0 15	0 18
Old ducks	0 12	0 15
Geese	0 15	0 16
Young turkeys (8 and 9 lbs. each)	0 22	0 26
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.

Supplies of Quebec Honey Petering Out

Toronto
HONEY.—Wholesalers report that supplies of honey from Quebec are about cleaned up for the season. One wholesale concern reports they have been sold out of their 5-pound pails, and are unable to secure further supplies. Prices are expected to hold steady to firm in the face of this condition until new supplies of maple syrup begin to come in in

the latter part of March. On the other hand, a local wholesaler reports having secured a fairly large supply of bulk honey from one source. This concern points out that this was possibly an exception to the general condition of supplies.

Honey—		
Clover, 5 and 10-lb. tins	0 13 1/2	0 14 1/2
60-lb. tins	0 12 1/2	0 13
Comb, No. 1, doz.	2 90	2 75
Buckwheat, 60-lb. tins	0 09	0 10 1/2

Another Record in Hogs Firmer Provision Market

Winnipeg
PRODUCE AND PROVISIONS.—There was a light run of hogs last week on account of storms in the country, and the live hog market hit a record level—13.35. There was a keen local and Eastern demand. Unless outside markets hold firm, we look for an easier local situation, with increased runs this week. The provisions market is firm, and it looks now as though there might not be lower prices for sometime. Lard is unchanged. Eggs:—With stocks both in the States and Canada exceptionally low, and with cold weather prevailing through the early spring egg producing States, the markets are exceptionally firm. Local sales in carlots of April eggs straight out of storage were made at 39c. Butter is unchanged. Cheese sales picked up last week.

Hams—		
Light, lb.	0 26	0 28
Medium, per lb.		0 25
Large, per lb.		0 23
Bacon—		
Breakfast, per lb.	0 24	0 25
Breakfast, select, lb.	0 28	0 31
Backs, select, per lb.		0 28
Backs, regular	0 24	0 25
Dry Salt Meats—		
Long clear bacon, light		0 17
Barrelled Pork—		
Meas pork, bbl.		32 00
Lard, Pure—		
Tierces		0 20 1/2
20s		4 12
Cases, 5s		12 90
Cases, 3s		13 05
Lard, Compound—		
Tierces		0 18 1/2
Tubs, 50s, net		0 25
Pails, 20s, net		3 37
Butter—		
Fresh made creamery, No. 1, cartons		0 42
Best dairy		0 38
Fresh Eggs—		
New laid	0 45	0 50
Extras, in cartons		0 43
No. 1, candled		0 39
Cheese—		
Ontario, large		0 26

CALIFORNIA FRUIT GROWERS EXCHANGE ISSUE PERIODICAL

The initial number of "The Sunkist Courier" has been received. It is a little publication issued monthly by the California Fruit Growers' Exchange in the interests of the 8,000 members of that association. The "Courier" is in newspaper form, and in its purpose to be of benefit to the membership of the association is unquestionably achieved in this first issue. A variety of information, not only of interest, but of real value, is given pertaining to the general and particular elements of the fruit marketing business. This is an interesting innovation, and one that will materially benefit the members of the association.

Ceylons, Indians, Japans, Chinas

Large stock of all grades from .09½c. to \$1.25 per lb.

Ask for samples and quotations on the lines you have been buying before a further advance takes place.

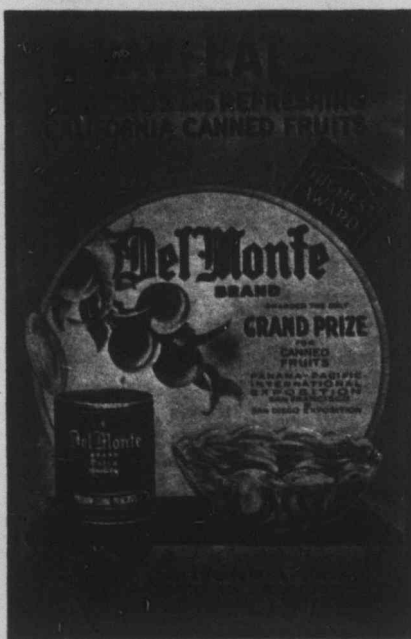
"SATISFACTION GUARANTEED" OR "RETURN AT OUR EXPENSE"

KEARNEY BROS., LIMITED

TEA AND COFFEE MERCHANTS

33 St. Peter Street

MONTREAL



We print the net weight of each tin on all our labels.

California Packing Corporation

Successors to CALIFORNIA FRUIT CANNERS' ASSOCIATION

San Francisco, Cal.

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

Tea

Dutch Rusks

A Staunch Friend of the Grocer

Profitable, A Repeater and a Business Magnet.
 A Breakfast Food, Simply and Quickly Prepared.
 Appetising, Wholesome, and Nutritious.
 For Invalids and Children, a Perfect Food, Easily Assimilated.
 Recommended by the best Authorities on Scientific Food Values.
 The Attractively Labelled Packages make a most effective Window
 and Counter Display.
 Packed 36 15-cent packages to the Case.
 A Sample Order will convince.

TRY IT.

The Michigan Tea Rusk Co.
 HOLLAND, MICH., U.S.A.
 Canadian Representatives:
 The Robert Gillespie Co., Winnipeg, Can.

The Megantic Broom Mfg., Co., Ltd.
 Lake Megantic, Que.

Our slogan is satisfied customers.
Give us a trial.

Here's a big, extra-profit premium

Quick sales for Lye are coming. Why not get a good-size parcel of Comfort Lye in (at no cost to you) along with your next order for Comfort Soap? Read our Premium offer below.

Order 5 boxes, or 10 boxes, or 25 boxes of Comfort Soap and you get 18 or 36 or 132 cans of 10c. Comfort Lye.

Makes a handsome extra profit per box of Comfort Soap and the Lye sells as readily as the Soap. All our lines carry Premium feature to public through the coupon that goes with the package.

Send your order in to-day. Get our complete Premium List. It will pay you.

Pugsley, Dingman & Co., Limited, Toronto, Canada

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



GOLD DUST

SELLS THE YEAR ROUND

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

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

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

THE N. K. **FAIRBANK** COMPANY

LIMITED

MONTREAL

“Let the GOLD DUST TWINS do your work.”

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.

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

Pure and Delicious

in the extreme is this new Sterling Tomato Catsup—just as pure and just as delicious as selected, sun-ripened tomatoes, scientifically processed by expert catsup makers can produce.

Without including a single drop of coloring or preservative in its manufacture, we have produced in this new Sterling product a tomato catsup that is without peer, second to none on the market.

You should profit by selling this delightful new line. Other dealers are selling it quickly and easily—so can you.

Try it to-day. Ask us to ship you a trial supply.

T. A. Lytle Co., Ltd.
STERLING ROAD, TORONTO



QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER WHITE SWAN SPICES AND CEREALS, LTD.

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

ROYAL BAKING POWDER

Size	Less than 10 case lots	Bbl. lots or 10 cases and over
Dime	\$0 95	\$0 90
4-oz.	1 40	1 35
6-oz.	1 95	1 90

DOMINION CANNERS, LTD. JAMS.

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

Screw Top Glass Jars 16 oz. glass 2 doz. case. Per doz.	
Apricot	\$2 55
Assorted	2 35
Blackberry	2 45
Blueberry	2 45
Currant, Red	2 45
Currant, Black	2 53
Cherry	2 45
Gooseberry	2 35
Plum	2 20
Plum, Green Gage	2 35
Pear	2 35
Peach	2 35
Raspberry, Red	2 55
Raspberry Black	2 45
Raspberry and Red Currant	2 45
Raspberry and Gooseberry	2 45
Strawberry	2 60

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP

Manufactured from pure cane sugar.

2 lb. tins, 2 doz. in case	\$3 80
5 lb. tins, 1 doz. in case	4 45
10 lb. tins, 1/2 doz. in case	4 15
20 lb. tins, 1/4 doz. in case	4 05
Perfect seal glass jars in the case	3 15
Delivered in Winnipeg in carload lots.	

BAKED BEANS WITH PORK.

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

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	
1's Baked Beans, Plain, 4 doz. to case	
1's Baked Beans, Tomato Sauce, 4 doz. to case	
1's Baked Beans, Chili Sauce, 4 doz. to case	
2's Baked Beans, Plain, 2 doz. to case	
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	

Family, Plain, doz.; Family, Tomato Sauce, doz.; Family, Chili Sauce, doz.; 3's Plain, Flats, Aylmer only, doz.; 2's, Tomato Sauce, Flats, Aylmer only, doz.; 3's, Chili Sauce, Flats, Aylmer only, doz.; 3's, Plain, Tall, doz.; 2's, Tomato Sauce, doz.; 3's, Chili Sauce, doz. The above 2 doz. to case, 10's, 1/2 doz. per case, for hotel and restaurant use (gals.), doz.

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	1 30
12 oz. Glass, Screw Top, 2 doz. in case	1 50
14 oz. Glass, Screw Top, 2 doz. in case	1 75
16 oz. Glass, Screw Top, 2 doz. in case	2 10
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case	2 15
2's Glass, Vacuum Top	3 20
2's Tin, 2 doz. per case	3 25
4's Tin, 12 pails in crate, per pall	0 55
5's Tin, 8 pails in crate, per pall	0 69
7's Tin or Wood, 6 pails in crate	0 91
14's Tin or Wood, 4 pails in crate, per lb.	0 12 1/2
30's Tin or Wood, one pall only, per lb.	0 12 1/2

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
Diet Flour, 5 lb. bags, per doz.	4 80
Wheat Flakes, per case of 2 doz. 15c packages	2 70
Health Flour, 5 lb. bags, per doz.	3 00
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Diet Flour, 3 1/2 lbs., 1 doz. to case, per case	4 50
Wheat Flakes, per case of 2 doz., 25 pkgs.	4 50
Health Flour, 5 lb. bags, per doz.	3 60
King's Food, 2 doz. to case. 5 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, 1/2-lb. tins, doz.	2 40
Perfection, 3/4-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble, bulk, No. 1, lb.	0 22
Soluble, bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24
(Unsweetened Chocolate)	
Supreme chocolate, 1/2s, 12-lb boxes, per lb.	0 37
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80

THE MOST VALUE FOR THE MONEY



The reason why "SURPRISE" holds the position it does in this country is that it is better value for the money than any other Soap.

**The St. Croix Soap Manufacturing Co.
St. Stephen, N.B.**

Halifax, Montreal, Toronto, Winnipeg, Vancouver.

If interested, tear out this page and keep with letters to be answered.



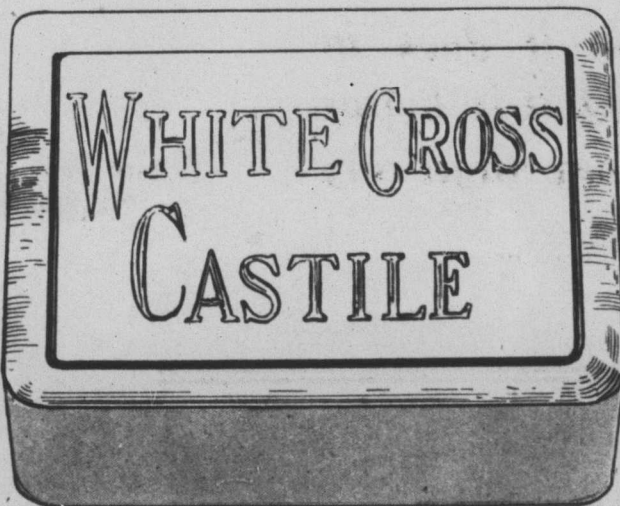
Trade Price, 45c per doz.

A popular seller worth displaying. It brings the customer back for more.



Trade Price, 80c per doz.

A snappy seller everywhere. The beautiful transparency and undoubted quality of this RICHARDS line make it a favorite with everybody.



Write your Wholesaler or

The Richards Pure Soap Co.

LIMITED

WOODSTOCK, ONTARIO

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, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-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, ¼'s, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in ¼-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 32
Chocolate wafers, No. 2, 5-lb. boxes	0 28
Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 36
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes....	0 39
Lunch bars, 5-lb. boxes....	0 39
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 40
Royal Milk Chocolate, 5c cakes, 2doz. in box, per box	0 90
Nut milk chocolate, ¼'s 6, 1-lb. boxes, lb.	0 39
Nut milk chocolate, ¼'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 20
Reindeer Brand, each 48 cans	6 95
Silver Cow, each 48 cans....	6 40
Gold Seal, Purity, each 48 Cans	6 25
Mayflower Brand, each 48 Cans	6 25
Challenge, Clover Brand, each 48 cans	5 75

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	5 00
Jersey Brand, Hotel, each 24 cans	5 00
Peerless Brand, Hotel, each 24 cans	5 00
St. Charles Brand, Tall, each 48 cans	5 10
Jersey Brand, Tall, each 48 cans	5 10
Peerless Brand, Tall, each, 48 cans	5 10
St. Charles Brand, Family, each 48 cans	4 50
Jersey Brand, Family, each, 48 cans	4 50
Peerless Brand, Family, each 48 cans	4 50
St. Charles Brand, small, each 48 cans	2 25
Jersey Brand, small, each 48 cans	2 25
Peerless Brand, small, each, 48 cans	2 25

CONDENSED COFFEE	
Reindeer Brand, "Large," each 24 cans	\$5 00
Reindeer Brand, "Small," each 48 cans	5 70
Regal Brand, each 24 cans.	4 70
COCOA, Reindeer Brand, each 24 cans	5 00

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs....	0 36
1 lb. round tins, 4 doz. to case, weight 70 lbs....	0 34½

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 20

MOJA

½ 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
2½ oz. bottles, per doz., weight 6 lbs.	2 30
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

Per doz.

½ oz. (4 doz. case), weight 9 lbs., retail each 15c....	\$1 36
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
Pint (1 doz. case), weight 29 lbs., retail each \$3....	24 50
Quart (1 doz. case), weight 53 lbs., retail each \$5.50..	45 00
Half gallons, each, retail each, \$10	7 50
Gallons, each, retail each \$18	14 50

GELATINE

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

W. CLARK, LIMITED, MONTREAL.

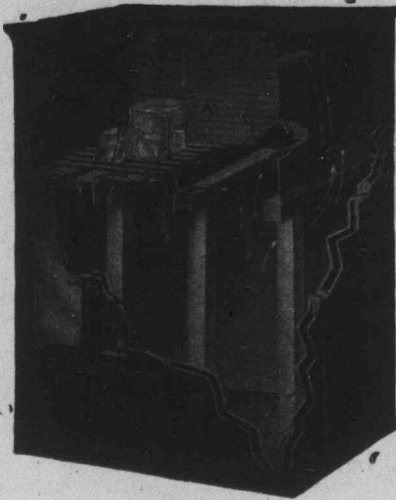
Compressed Corned Beef, ½c, \$2; 1s, \$3.50; 2s, \$7.50; 6s, \$25; 14s, \$60.	
Roast Beef, ½c, \$2; 1s, \$3.25; 2s, \$7.25; 6s, \$22.	
Boiled Beef, 1s, \$3.25; 2s, \$7.25; 6s, \$22.	
Jellied Veals, ½c, \$2; 1s, \$3; 2s, \$4.50; 6s, \$21.	
Corned Beef Hash, ½c, \$1.50; 1s, \$2.50; 2s, \$4.50.	
Beefsteak and Onions, ½c, \$3; 1s, \$3.35; 2s, \$6.25.	

Freeman's Dry Air Refrigerator

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

This Interior View

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



Price list and catalogue free and mailed to any address.

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

Manufactured by

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



Two Ways to Spell a Good Thing

Teacher: "Spell dessert."
Bobbie: "Is it where the camels live?"
Teacher (severely): "Certainly not. It is the best part of dinner."
Bobbie: "Oh, I can spell that—

"J-E-L-L-O"

And then Bobbie adds: "My mother sends me to the store every week for Jell-O and we eat it all up."

Good thing for the grocer, isn't it? The things that are good enough to be eaten up and create an appetite for more are the ones that are most profitable to handle in the grocery business.

Jell-O is made in seven pure fruit flavors: Strawberry, Raspberry, Lemon, Orange, Cherry, Peach, Chocolate. Each 10 cents.
THE GENESEE PURE FOOD COMPANY OF CANADA, Limited, Bridgeburg, Ont.

A tightly sealed waxed paper bag, proof against moisture and air, encloses the Jell-O in each package. **Made in Canada.**



EXCELSIOR BROOMS!

Do you know them?

Do you know what sellers they are—what profits they produce—what satisfied customers they create?

Our stock is complete and we can cover your requirements promptly. Ask us.



There's an "Excelsior" for every purpose.

J. C. SLOANE CO.
854 5th Avenue E. - Owen Sound
Makers of Fine Brooms and Whisks

Our Special Offer to Grocers

Closes January 31

Avail yourself of this opportunity:—

25 Prime Minister 10c cigars free with 500 Havana Ribbon. The quality 5c. cigar.

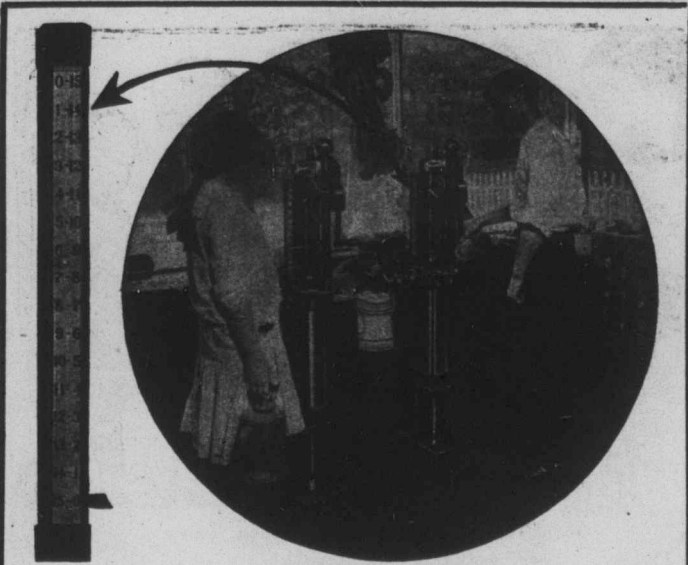
See Ad. of January 5.

MANNES & BINGHAM
LIMITED

London, Ontario

Cigar Manufacturers

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



Avoid Costly Guessing!

You wouldn't think of running your store without using a refrigerator, cash register or computing scales—but this would be just as logical as being without means of accurately measuring the kerosene you sell.

Customers come in with cans of various sizes, you fill them up and charge for an even quart, half-gallon, etc., even though the cans may hold a great deal more than what you charge for.

Did you ever stop to consider how much you are losing in this manner?



Self-Measuring Outfits

solve this and many other important problems.

But this one point alone would make a Bowser Outfit a paying investment in your store.

Look at the illustration of the Computer shown above—you hang the customer's can on the pump nozzle and when the can is filled an indicator points to the *exact* selling price of the oil delivered. Your customers receive no more nor less than they pay for and you receive *all* of the profit due you.

Then there are the numerous other advantages gained through the use of a Bowser—convenience, cleanliness, safety, etc.

You can easily pay for a Bowser with what it's costing you to do without it.

Write to-day for detailed information—no obligations incurred.

S. F. BOWSER & COMPANY, Inc.

Engineers, Manufacturers and Original Patentees of Oil Handling Devices

TORONTO **ONTARIO**

Sales Offices in all Centres — Representatives Everywhere.

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, \$1.85; 1s, \$2.80; 4s, \$15.50.

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

Sliced Smoked Beef, glass, 1/2s, \$1.85; 1s, \$2.25; 1s, \$3.25.

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

Ham and Veal, 1/2s, \$1.20.

Potted and Devilled Meats, tins — Beef, Ham, Tongue, Veal, Game, 1/2s, 50c; 1/2s, \$1.

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

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 Pails, 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, 1/4, 95c; 1/2, \$1.40; 1, \$1.85.

50 lb. Pails, 20c.

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

Clark's Tomato Ketchup, 16 oz., \$3; 1 gal. jars, ...; 5 gal. jars, ... per gal.

Pork and Beans, Plain Talls, 1s, 95c; 2s, \$1.60; 3s, \$2.40; 6s, \$5; 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, Chili, 1s, \$1.15; 2s, tall, \$1.85; 3s, flat, \$2.45.

Individuals, 90c doz.

Tomato Sauce, 1 1/2s, \$1.75; Chili 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 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.

THE N. K. FAIRBANKS CO., LIMITED.

PRICE LIST ON BOAR'S HEAD

LARD COMPOUND TO RETAILERS.

Tierces ... \$0 14 1/2

Pails ... 2 93

This price list cancels all previous ones and is effective at once. Subject to change without notice.

All orders received must be shipped within a period of 30 days.

Advance over tierce basis for small packages:

3-lb. tins, 20 to the case, 1c over tierces; 5-lb. tins, 12 to the case, 1/2c over tierces; 10-lb. tins, 6 to the case, 1/2c over tierces;

20-lb. wood pails, 1/2c over tierces; 60-lb. tubs, 1/2c over tierces; half-barrels, 1/2c over tierces; 50-lb. tins, 1/2c over tierces; 20-lb. tins, 1/2c over tierces.

LAFORTE, MARTIN, LIMITED

Montreal. Agencies

BASIN DE VICHY WATERS

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

Neptune ... 8 50

San Rival ... 9 00

VICHY LEMONADE

La Savoureuse, 50 bottles, cs. ... 11 00

NATURAL MINERAL WATER

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

IMPORTED GINGER ALE AND SODA

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

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

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

Club Soda, Trayders, cs., 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., 1/4-lb. \$ 1 75

D. S. F., 1/2-lb. 3 30

D. S. F., 1-lb. 6 25

F. D., 1/4-lb. 1 10

Per jar

Durham, 4-lb. jar, each .. 1 10

Durham, 1-lb. jar, each .. 0 35

JELL-O.

GENESEE PURE FOOD CO.

Assorted case, 4 dozen \$ 3 60

Lemon, 2 dozen 1 50

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

Lemop, 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. 1ltho. dredge. 2 1/2 oz. Per doz. Per doz.

Allspice ... \$0 45 \$0 90

Arrowroot, 4 oz. tins, 85c.

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 ... 0 45 0 90

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 wei ght per case 10 lbs. 15 lbs.

Dozens to case .. 4 4

LARD

Pure Lard is high in price and supply not equal to the demand. Let us quote you price on shortening. We put it up in tubs, pails and tins. Also in one-pound cartons.

F. W. FEARMAN CO.
LIMITED
HAMILTON

When you sell

HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

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

H. J. Heinz Company
Canadian Factory:—Leamington, Ont.
Warehouse:—Toronto

GIPSY Stove Gloss

What's in a name? This. GIPSY stands for ease of polish, intense blackness, cleanliness and durability—packed in a novel form that pleases every user. It is the "last word" in stove polishes—and you will remember how all ladies like the "last word."

Order "GIPSY" 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—Creedon & Ivory, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

It pays to feature the Malcolm Milk Lines



Their purity and deliciousness have won for them the unstinted approval of the most particular people, while their convenience and utility render them particularly suitable for the social gatherings of the winter months.



Are you selling Malcolm's? The profits are worth going after.

The Malcolm Condensing Co. LIMITED
ST. GEORGE, ONTARIO

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

**NORWEGIAN
SARDINES** (SMALL FISH)

**NOTHING LIKE IT!
NO BONES!
ALL MEAT!**



A/s NORWEGIAN CANNERS' EXPORT OFFICE
Stavanger (Norway)
Apply: **STANDARD IMPORTS, LIMITED, Montreal**
"LORD NELSON" BRAND (Brisling)

**AT LAST
WE HAVE THEM**

*Fibre
Vinegar
Measures*

PINT QUART FUNNEL

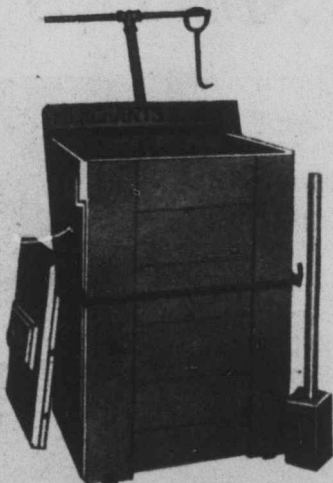
\$2.50 per Set

Used and highly commended by the
Grocery Trade in the
United States.

WALTER WOODS & CO.
HAMILTON and WINNIPEG

Merchants Baler

MADE IN CANADA



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

"f.o.b. Toronto."

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

IT IS POPULAR

Housewives and Chefs like and use—

MAPLEINE

It is undoubtedly one of the most popular flavors

Order from your Jobber or:

Frederick E. Robson & Co.
25 Front Street E.
Toronto, Ont.

Mason & Hickey
287 Stanley Street.
Winnipeg, Man.



CRESCENT MFG. COMPANY
SEATTLE, WASH.

We sell Wholesale and Retail Grocery and Hardware trade. Have five travellers. Want attractive line to push. Address Box 535, CANADIAN GROCER.

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



Registered Trade-Mark

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

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

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

Walter Baker & Co. Limited

Established 1780

Montreal, Can.

Dorchester, Mass.

*Kindly mention
this paper when
writing advertiser*

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

Look It Up In

THE GROCER'S ENCYCLOPEDIA

By ARTEMAS WARD

Full information on every article handled by the grocery trade. Hundreds of trade "Pointers" which are of practical value in buying, selling and caring for goods. An *encyclopedia of all foods* that you have ever seen or heard of. *Food dictionaries* in English, German, French, Italian and Swedish.

1,200 subjects, 500 illustrations, 80 full-page color-plates, 748 pages, 11 x 8½ inches in size, printed on fine calendered paper and strongly bound in heavy buckram.

WHAT JOBBERS SAY

"We find it one of the finest and most valuable books we have ever seen in a long time; every wholesaler as well as retailer should have one."
The John Bird Co.

"It is a very fine book and we have occasion to refer to it many times."
Kimball Bros. Co.

"I appreciate your splendid book a great deal. Its valuable information will help me in my business as a grocery salesman."
A. C. Robinson, with the Daniells Cornell Co.

"A most interesting book and we find a constant pleasure in referring to it."
Newport Paper & Grocery Co.

"The best thing we have seen for the education not only of the retail but also of the wholesale grocer."
E. T. Smith Co.

"A very attractive looking book and one which we should think every groceryman would be glad to own."
E. G. Whittelsey & Co., Inc.

GROCERS' OPINIONS

"I value your Encyclopedia very much and find it very instructive."
S. G. Hunt, Twin Mountain, N.H.

"I surely do appreciate your book."
M. N. Doubleday, North Dana, Mass.

"We think it a very valuable book—very instructive."
O. B. Parks, Westfield, Mass.

"We are more than pleased with the Encyclopedia and value it very much."
Wookey Bros., Waterbury, Conn.

"The very best book I have ever seen."
S. E. Campbell, Fairlee, Vt.

"I wish to thank you for bringing this book to my notice."
H. S. Young, Norwichtown, Conn.

"A fine instructive book."
O. A. Stevens, Ludlow, Me.

"One of the finest books I have ever seen."
L. N. Perreault, Attleboro, Mass.

PRICE \$10.50; DELIVERY PREPAID. Send your Order to

THE CANADIAN GROCER
TORONTO, CANADA

THE MINISTER OF FINANCE
 REQUESTS
 THE PEOPLE OF CANADA TO
 BEGIN NOW
 TO SAVE MONEY FOR THE
 NEXT WAR LOAN

JAN. 9, 1917

DEPARTMENT OF FINANCE
OTTAWA

Why You Should Feature

KING GEORGE'S
NAVY

**Yours is the logical place to
 buy King George's Navy**

There is no reason in the world why you shouldn't be making a good bit of extra profit by featuring tobaccos of proven popularity. Your store should never be without a good stock of

KING GEORGE'S NAVY

the favorite chew of the man who knows. Once the men learn that they can get

KING GEORGE'S NAVY

in your store your tobacco profits will grow steadily. Begin to show them now.



Rock City Tobacco Co., Ltd.

Handled by
 the Wholesale
 Trade

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

CALIFORNIA NAVELS

Extra Fancy
Golden Orange Brand

We have Car this week
of this
Celebrated Brand
California Navel Oranges

All Sizes
Extra Quality. Prices Reasonable.

HUGH WALKER & SON
Established 1861 GUELPH, ONTARIO

New, Fresh

California Cauliflower and Celery, Florida Head Lettuce in Hampers, Cucumbers, Pineapples and Strawberries.

We import all the delicacies of the season, as well as the more staple lines.

New Jamaica Cocoanuts, Florida Oranges and Tangerines, Bananas, Sweet Potatoes, etc., etc. Also

Full stocks Fish and Oysters.

WHITE & CO., LIMITED
TORONTO

Mail Orders Featured.

Wholesale
Fruit and
Produce
Merchants

Established
1876

McWilliam & Everist, Limited

Apples,
Bananas,
Citrus
Fruits,
Cranberries,
etc.

25 CHURCH ST.
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

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

**Imperial Rice Milling
Co., Ltd.**
VANCOUVER, B.C.



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

E. P. SAUCE
(Epicurean Fruit Sauce)
Made-in-Canada

A big favorite, with every person appreciating high-grade quality and palatable wholesomeness.

You will find E. P. a dependable seller and a sure repeater if you give it prominence on your sales counter. And the profits are worth while.

Send for samples.

The
**Canada Sauce
and Vinegar Co.**
519 King St. W., Toronto



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*"Every grain
pure cane."*

The
pinnacle of good quality
is reached in
ROYAL ACADIA SUGAR

Don't risk customer disappointment by handling inferior sugars. Just remember that ROYAL ACADIA costs no more and is a sure friend-maker that will retain you the confidence of the most particular housewife.

Nothing is left undone that would make Royal Acadia the purest and sweetest on the market, with the result that to-day our trade-mark is a guarantee of incomparable goodness.

Suggest Royal Acadia to every housewife.

THE ACADIA SUGAR REFINING CO., LTD.
HALIFAX . . . CANADA

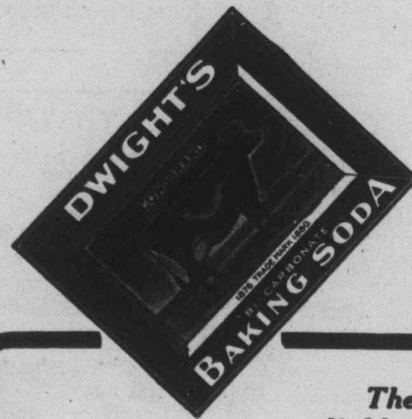


**The Canadian Salt
Without a Fault**

If you wish to impress on a customer the fact that some one article in your store is pure, you can't make a stronger comparison than to say, "It is as pure as Windsor Salt."

Windsor Salt has probably been used in her home, for years.

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



*The always
reliable, result-giving*

Cow Brand

No other soda on the market is so well known by the good housewife as is "Cow Brand." It is famous for its absolutely sure results, its strength, its purity. Recommend it to all.

Church & Dwight, Limited
Manufacturers - - MONTREAL

Buyers' Guide

CLASSIFIED ADVERTISING

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

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

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

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

AGENTS WANTED

FOR NEW BEER EXTRACT HOP-MALT—within prohibition law, no license required, sells everywhere, good commission. Hop-Malt Company, Beamsville, Ont.

FOR SALE

FOR SALE—WELL ESTABLISHED GROCERY—two railroads, boat trade and connections on St. Clair River. Stock and goodwill about \$800. Courtright, Ontario. Box 200, Canadian Grocer, Toronto.

GROCERY BUSINESS — ESTABLISHED for past 27 years, situated corner King and Princess Streets, one block from one of the finest markets in Ontario, consisting of two brick stores with two dwellings three stories, shed, drivehouse and stable. Owner giving up business. For further information apply to L. W. Murphy, cor. King and Princess Sts., Kingston, Ont.


WANTED

WANTED—PRACTICAL MAN FOR THE manufacturing of flavoring extracts and other food products, by an established manufacturing concern, one with knowledge of chemistry preferred. State experience, references, and salary expected. Box 212, Canadian Grocer.

POSITION WANTED BY YOUNG MAN — experienced as general store manager. Will accept position in grocery, boots and shoes, or hardware establishments. Apply Box 213, Canadian Grocer, Toronto.

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

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

OAKLEY'S **KNIFE**
20-102-7785

POLISH
JOHN OAKLEY & SONS, LIMITED,
LONDON, ENGLAND.

AGENTS

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

TIE-UP PARCELS

Gummed paper tape does it neatly, quickly and cheaply. Your time is valuable, and twine is expensive. Sold in all widths.

GEO. ADAM CO., Dept. C,
410 Chamber of Commerce, Winnipeg

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

PORT ARTHUR, ONT. MONTREAL

Fish—Salted Lake Herring
in Kegs or Pails. Ask for prices.

J. BOWMAN & CO.

(Note new address)

66 Jarvis St. Toronto

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

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

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

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

COMMERCIAL UNDERWRITERS
36 James St. South, Hamilton, Ontario.

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

\$2.00

It Will Pay You to Send at Once.

MacLean Publishing Co.

Technical Book Department

148-152 University Avenue, Toronto.

A FRUIT WINDOW CONTEST

HERE is another window dressing competition that should prove of wide-spread interest. In all the list of goods stocked in the Grocery Store, no line lends itself more readily to window decoration than fruit. No line brings such a ready response to the suggestion thus offered. If you have not had time to enter our Christmas contest, or even if you came into it, here is another opportunity facing you. Get your window in this contest without fail.

The Natural Decorative Quality of Fruit Makes Experience Unnecessary.

The Effort Will Convince You of the Effectiveness of the Fruit Window.

The Results Gained Will In Themselves Be a Compensation.

The CANADIAN GROCER, with the idea of convincing our readers of the effectiveness of the fruit window, and with the idea of stimulating trade in this line, and encouraging the stocking of a fuller line of fruit, has decided on this new contest. Get into the competition and help to make it a success.

Conditions of the contest are: The window must be decorated entirely with fruits. It may be all of one variety, or a general display as the competitor thinks best. Have the window photographed; about 10" x 7" is the best size. Have the photo as near this size as possible—not necessary to mount it. Mail copy to this office accompanied by a description of the window.

This Contest closes March 15, 1917. Be sure and have your entries in by that date.

The basis of judgment will be:

Selling Power, Attractiveness and Novelty.

PRIZES FOR BOTH TOWNS AND CITIES

The town store will not have to compete against the larger city store. We are making the contest as fair as possible.

THE PRIZES

Towns and Cities over 10,000 Population

1st Prize \$5.00
 2nd Prize 3.00
 3rd Prize 2.00

Centres under 10,000 Population

1st Prize \$5.00
 2nd Prize 3.00
 3rd Prize 2.00

Send photograph with description to

THE CONTEST EDITOR, CANADIAN GROCER

143-153 UNIVERSITY AVENUE

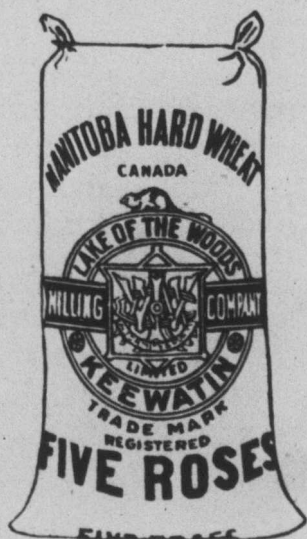
TORONTO

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

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

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

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



What would it be worth to YOU?

- right in the home of every possible retail flour buyer in YOUR district,
- to have a daily reminder of compelling interest, filled with useful daily suggestions,
- a daily incentive to buy the flour YOU sell!

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

And it costs him—NOTHING!

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

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

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

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

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

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

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