

**PAGES  
MISSING**

In This Issue—How Hams Have Advanced In Recent Years

# CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX

PUBLICATION OFFICE: TORONTO, JUNE 2nd, 1916

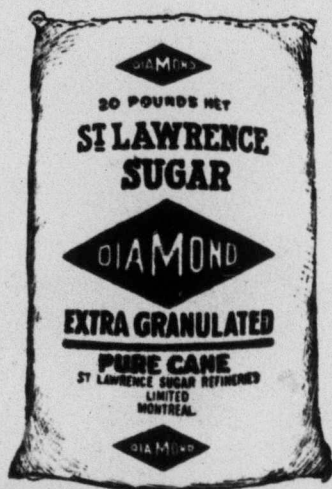
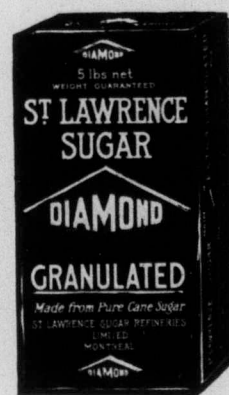
No. 22

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

## Preserving time is with us

and with it the daily demand for a pure cane sugar. Give your customers the best—the kind they can depend on for perfect results. Give them

St. Lawrence



Sugar

—the sugar that satisfies the most particular housewife, the sugar that is 100% pure cane.

Good Jams, Jellies and Preserves are positively assured when St. Lawrence Sugar is used.

St. Lawrence Sugar Refineries, Limited

MONTREAL



# Big Summer Business

Don't on any account allow your stock of O-Cedar to get low this summer. Every indication points to big business. During the hot weather the women folk want as little housework as possible.

## O-Cedar Polish

(Made in Canada)

and the O-Cedar Polish Mop will keep their homes bright and clean with the minimum of effort. They know this and will be asking for it. Don't be out of stock and thereby lose sales.



Send Your Order  
To Your Jobber **To-day**

CHANNELL CHEMICAL CO., LIMITED, TORONTO, CANADA

Before tying up the last grocery parcel suggest

## DR. CASSELL'S TABLETS

to your customers.

This widely known and efficient "Old English" Nerve Food is undoubtedly the most reliable remedy for nerve troubles obtainable anywhere.

Our big consumer advertising campaign costing \$60,000 has created an ever-growing demand for this splendid nerve "straightener." An effective counter display is all that is necessary to start big sales with "Dr. Cassell's."

Why let this profitable trade slip by you when your patrons who daily visit your store are badly in need of just such a remedy?

A trial order will give you the right start. Send it in to-day.

**Dr. Cassell's Medicine Co., Ltd.**

CANADIAN AGENTS:

Harold F. Ritchie & Co., 10-14 McCaul St., Toronto



# THE BERKEL'S PATENT CO.

LONDON AND ROTTERDAM  
(ENGLAND) (HOLLAND)

HAVE PLEASURE IN ANNOUNCING  
THAT

## The HOBART MANUFACTURING COMPANY

105 Church Street, Toronto, Ontario

HAVE BEEN  
APPOINTED THEIR AGENTS  
IN CANADA

FOR THE SALE OF

### Van Berkel's Patent Slicing Machines

*The World's Best Meat Slicer.*

The Hobart Manufacturing Company will be prepared to give all information regarding the BERKEL'S PATENTS, combined with prompt attention to present users of V. B. P. Slicing Machines.

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

# A Merchant shouldn't do anything a machine can do for him



Our complete 1916 model takes care of all transactions between clerks and customers. It makes no mistakes, never forgets, and works fast. It satisfies customers and increases profits.

Some of the things our complete 1916 model does:

1. It forces accurate records of all transactions between clerks and customers.
  2. In two seconds it prints a receipt or sales-slip showing the amount paid or charged.
  3. It gives the merchant the cheapest, most direct, and most effective advertising of his store and his service.
  4. It prints a visible list showing 14 or 42 of the last transactions. This tells the merchant what is done in the store even when he is away from it.
  5. It stops practically all disputes with customers about money and accounts.
  6. It tells the merchant which is his most valuable clerk.
  7. It tells him what each department of his business is doing.
  8. It tells the total number of customers daily.
  9. It tells how many customers each clerk waits on and the amount of his sales.
  10. All these things save a merchant time; free him from work and worry; attract trade and increase profits.
- Merchants realize these things and are buying them so fast that we shall soon be far behind our orders.

Don't forget, **NOW** is the time to make money. The harvest is ripe. Will you reap it with an old-time sickle or an up-to-date self-binder?

Our complete 1916 models are as far ahead of our old registers as the self-binder is ahead of the sickle.

Our registers are making money for thousands of merchants.

What is good for others is good for you.

Sold on small monthly payments or liberal discount for cash

The National Cash Register Co.  
of Canada, Ltd., Toronto, Ont.

Sign and send this coupon now

To The  
National  
Cash Register  
Co., Toronto, Ont.

Without obligating  
me in any way to buy,  
I would like to know  
more about your complete  
1916 Model Receipt-Giving  
Cash Registers and "NCR  
Service."

We have..... salesmen in our store.  
We have a register..... years old.  
Principal lines of merchandise carried are

Firm Name .....  
Address .....

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



A "Leader of Quality"  
since 1857

## Now is the time to cash in on BORDEN'S Milk Products

With the ushering in of the real Summer weather the camping and picnicking season commences in real earnest. Have you fully considered the big profits to be secured, by pushing the sales of Borden's Milk Products—the most convenient and compact food for camper, cottager or picnicker.

You won't need to "talk up" any Borden line to your customers. They already know of the Milk products that have held the approval of the public for three generations. Our consumer advertising in newspapers and on bill boards the country over has introduced the Borden leaders to every community in Canada. Hence the demand is already created—it only needs a neat window or counter display in your store to secure your proper portion of this trade.

The Borden system is a dead-sure guarantee of absolute purity. Every Borden line is as pure and palatable as the most scientific methods of sterilizing and clarifying can make it.

If you do not already sell Borden Milk Products, why not begin now? They are popular the year round, but particularly during the hot weather.

Ask your wholesaler.

**Borden Milk Co., Limited**

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver

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



## “Brunswick Brand” Again, Please”

That's what your customer will say after having once tasted the delicious, wholesome sea foods put up by us in our up-to-the-minute and ideally located plant at Black's Harbor, N.B.

Their quality and popularity are such as to guarantee you a steady and continuous growth of repeat business from the time you start to display them in your store.

Now is an ideal time to begin a better business in your fish department. A stock of Brunswick Brand will make an effective display, resulting in a quick, profitable turnover.

Have you a supply on hand?

**Connors Bros., Limited**  
BLACK'S HARBOR, N.B.



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

## Brooms of Quality

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

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

### Walter Woods & Co.

Hamilton - Winnipeg



## It pays to feature MATHIEU'S NERVINE POWDERS

**BECAUSE** there is always a big demand for some safe, sure and permanent nerve remedy, and this demand is most efficiently filled by Mathieu's.

Among the people coming into your store every day are many to whom these curative powders would be a veritable blessing. It is up to you, Mr. Dealer, to bring the merits of Mathieu's Nervine Powders before them. Every sale will mean more to follow, because every user of this effective remedy will be a "booster" for it.

Don't hesitate to recommend Mathieu's. It cures quickly and permanently without any harmful after effects.

Send for a small trial order to-day.

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

# GOING CAMPING THIS SUMMER?

## Too Busy!

Well—perhaps your customers are going.

Don't let them get away without a supply of "Canada First" Milk.

You can make the sale if you tell them it is clean and safe—while ordinary cows' milk from an unrestricted source is dangerous.

It keeps until opened and for some days after.

Handy - Clean - Safe

*A word to the wise is sufficient.*

**Aylmer Condensed Milk Co.  
Limited  
AYLMER, ONTARIO**



Sell It for Camping and  
Summer Homes



**MACLEAN'S**

JUNE  
1916

Starting —  
Arthur Stringer's  
Splendid  
New Canadian story.  
"The Anatomy of Love"

**THE MACLEAN PUBLISHING CO., LIMITED**  
143-155 University Ave., Toronto, Ont.

Please enter my subscription to Maclean's  
Magazine for one year, beginning with your  
June issue. I will remit \$1.50 on re-  
ceipt of your bill.

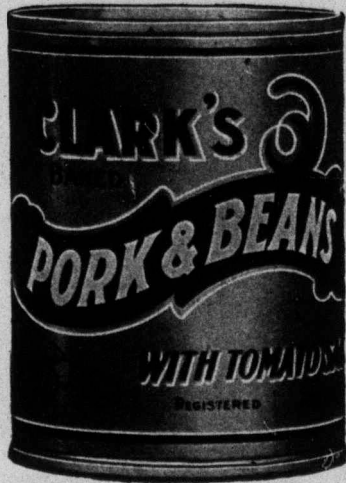
Name .....

Address .....

**On Sale at all News Stands**

**15 CENTS A COPY**

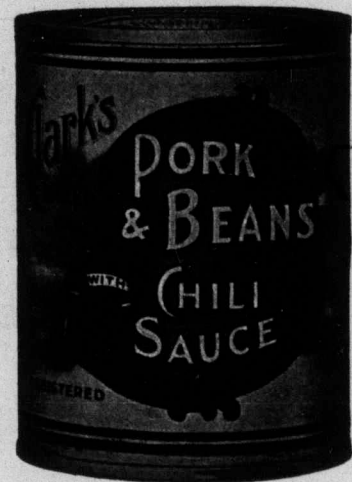
# Selling Power



to a tradesman is one of the most important attributes of the goods he buys.

## CLARK'S PORK AND BEANS

have the quality that satisfies, have the name that guarantees and have the popularity which makes sure sales.



ORDER NOW.

**W. CLARK, Limited, Montreal**

*Clark's*

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

## The 5 Cent Line Babbitt's Cleanser



Your customers will be grateful to you for putting them in touch with this big money-saver.

It is a full weight can of the best Cleanser on the market, and retails for 5c, thereby giving double value (and premiums for the trademarks as well).

It shows you a good profit and is a sure repeater.

Agents:

WM. H. DUNN Limited, Montreal  
DUNN-HORTOP, Limited, Toronto



### The Pickles of top-notch quality

Throughout the Dominion the high grade quality and delicious palatable flavor of **Queen Quality Pickles** have won for them the approval of the better class customer.

If you're not already selling these trade getters you should begin now and learn the real value of them to you.

Write for quotations on Sweet, Mixed and Chow-Chow Pickles, English Chow-Chow in pails, Worcester Sauce bottled or in bulk, Universal Sauce, Bonded Spirit and Cider Vinegar.

Write us to-day.

**TAYLOR & PRINGLE**  
Owen Sound, Ont.

# LARGEST MAKERS IN THE WORLD

**Tin Foil**—all descriptions

**Tea Lead**—all gauges and sizes

**Metal Bottle Capsules**—any size,  
color or stamping

**Collapsible Tubes**—plain or colored

ALL BRITISH MADE

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

**BETTS & COMPANY, LIMITED**

Chief Office:—1 Wharf Road

LONDON N., ENGLAND

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

Push Ocean Blue with confidence,  
and you will secure the confidence  
of your customers.

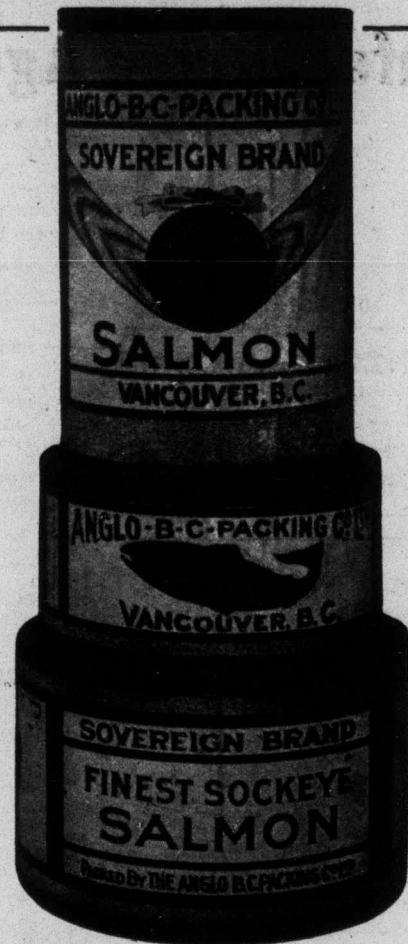
# OCEAN BLUE

sells on *merit, quality, value.*

Order from your Wholesaler.

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

Western Agents:  
For Manitoba,  
O. F. Lightcap,  
179, Bannatyne  
Av.E., Winnipeg,  
For British Col.  
and Yukon:  
Creeden & Avery  
Rooms 5 and 6,  
Jones Block 407,  
Hastings Street,  
West, Vancouver.



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

# Century Salt

Pure,  
even  
crystals

This is the evidence of the extreme care taken in the refining and packing of Century Salt. The salt that is best for table or dairy. Every store should handle Century. Order from your wholesaler or direct. We ship promptly. Get our quotation on assorted carloads.

**THE DOMINION SALT CO. Limited**  
SARNIA - ONTARIO

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

# Manufacturers' Agents and Brokers' Directory

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

## ONTARIO

### MACKENZIE & MORRIS LIMITED BROKERS

Groceries, Provisions and Produce  
C.P.R. Building, TORONTO

### W. G. A. LAMBE & CO. TORONTO

Established 1885

SUGARS FRUITS

### W. G. PATRICK & CO.

Limited

Manufacturers' Agents  
and Importers

51-53 Wellington St. W., Toronto

### Maclure & Langley, Limited

Manufacturers Agents

Grocers, Confectioners  
and Drug Specialties

12 FRONT STREET EAST TORONTO

Can quote you low prices on evaporated apples and gallon apples, both first-class quality, subject to market changing, ex Toronto.

### W. H. Millman & Sons

Wholesale Grocery Brokers

Toronto

Ontario

### MEN WITH SALES ABILITY.

We have a few desirable openings for men of this type to call on Grocers in connection with Star Egg Carriers and Trays. 63% of the grocers of the country are already using Star Equipment. To men with proven selling ability we can offer an exceedingly interesting proposition.

For particulars, apply

STAR EGG CARRIER & TRAY  
MFG. COMPANY  
1113 JAY STREET ROCHESTER, N.Y.

### If you want the market on NEW BRUNSWICK POTATOES

Wire or phone

HARRY WEBB, TORONTO

We specialize on potatoes, have warehouses at all buying points in the potato belt. Cars always loaded. New Brunswick, Montreal, Toronto, waiting orders.

## WESTERN PROVINCES

### H. P. PENNOCK & CO., Limited

Wholesale Grocery Brokers  
and Manufacturers' Agents.  
WINNIPEG REGINA

We solicit accounts of large and progressive manufacturers wanting live representatives.

### O. F. LIGHTCAP

Wholesale Grocery Broker and Manufacturers' Agent. Domestic and Foreign Agencies Solicited.

O. F. LIGHTCAP

179 Bannatyne Ave. - Winnipeg, Man.

### WATSON & TRUESDALE

Wholesale Commission Brokers and  
Manufacturers' Agents

120 Lombard Street

WINNIPEG MAN.

Domestic and Foreign Agencies  
Solicited

### 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 unequalled.

Correspondence solicited.  
"Always on the Job"

British firm having a large connection among best buyers in Great Britain invites correspondence and offers from

Shippers and Packers of  
Pork, Frozen and other  
Meats, Dairy Produce,  
Canned Goods, etc.

CIF, FOB, and landed terms.  
Advances against consignments.  
References exchanged.

WM. THOMAS & CO.

General Provision Commission Merchants  
and Brokers

29 Tooley Street, London, Eng.

Telegraphic and Cable Address:—Prodalros. Tooley  
London, A.B.C. Code, 5th Edition.

## 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.

## NEWFOUNDLAND

### T. A. MACNAB & CO.

ST. JOHN'S - NEWFOUNDLAND  
MANUFACTURERS' AGENTS

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

## ESTABLISHED 1849

### BRADSTREET'S

Offices Throughout the Civilized World  
OFFICES IN CANADA

Calgary, Alta.  
Edmonton, Alta.  
Halifax, N.S.  
London, Ont.  
Ottawa, Ont.  
St. John, N.B.

Vancouver, B.C.  
Hamilton, Ont.  
Montreal, Que.  
Toronto, Ont.  
Winnipeg, Man.

Victo 4a, B.C.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, General Manager  
Western Canada  
TORONTO

## Want Ads.

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

Try it out



## A glance

at this fine new building for McCormick's Biscuits and one realizes the aptness of the description, "A snow-white home for a pure food." Its situation is right on the edge of the country. Its equipment is the marvel of visitors. Forty thousand feet of glass flood the whole interior with sunshine and pure air. The tiled walls are white enamelled. The employees—men and women—are spick-and-span in spotless white uniforms; everything is done to secure hygienic cleanliness in every department. The building contains an employees' dining-room and cafeteria seating 1,500; a library, a visitors' reception room, and employees' rest room and a gymnasium. An output covering some 1,200 varieties gives some idea of the magnitude of the business done.

### The McCORMICK MANUFACTURING CO., LIMITED

General Offices and Factory: London, Canada. Branch Warehouses: Montreal, Ottawa, Hamilton, Kingston, Winnipeg, Calgary, Port Arthur, St. John, N.B.



## They Generate Customer Confidence

The superiority of MALCOLM CONDENSING CO.'S MILK PRODUCTS is so very evident that the most particular people prefer these made in Canada leaders to any others. The big sales which everywhere mark their displays are a mighty sure indication of the high estimation in which these products are held.

Dealers who know are featuring the Malcolm Lines in their window and counter displays. Appetizing and nutritious in the extreme repeat orders always result from initial sales.

An increased turnover always results from a display of these goods. Get one up to-day and be thoroughly convinced of Malcolm popularity.



*Note our list:*

St. George Brand Coffee, 2 doz. in case .....	\$4.80
St. George Evaporated Milk, 4 doz. in case .....	3.75
Banner Condensed Milk, 4 doz. in case .....	5.75
Princess Condensed Milk, 4 doz. in case .....	4.75

Freight up to 50c per 100 lbs. paid in Ontario, Quebec, and Maritime Provinces.

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

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

# Tartan BRAND

THE SIGN OF PURITY  
Phone Orders at our Expense

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

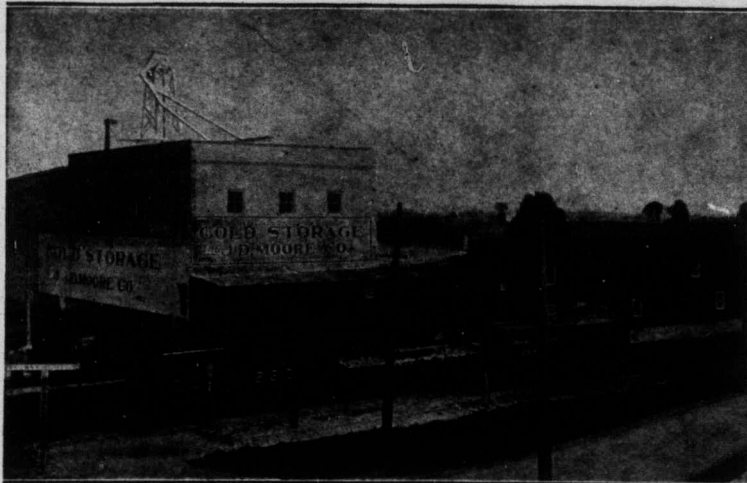
**We Sell only Goods of Guaranteed Quality**  
—Satisfied Customers are our Best Testimonial

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

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

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

**BALFOUR, SMYE & COMPANY**  
HAMILTON, ONTARIO



**If you are buying or selling produce of any kind in quantities get in touch with us**

Our spacious cold storage plant is up-to-date in every respect, and we are fully equipped to supply both local and export trade with the finest quality butter, eggs, cheese and poultry.

Ask about our public cold storage system. Our terms are very moderate.

A postcard to "Canada's old Reliable Produce House" will show you how we can save you money.

Write us to-day.

**The J. D. Moore Co., Limited**  
ST. MARY'S, ONT.

In our Classified Columns on page 53, there is almost sure to be a proposition which will interest you.

You should use our Condensed Ad. page for making your wants known. Whether it be a partner, clerk or salesman required, or a buyer for your business, or if you have bought a cheese-cutter or a showcase, etc., and want to sell your old one, you will find Canadian Grocer's Classified page most productive of replies.

## ADVANCE—OR RETIRE?

There's no Standing Still in Business

It's lines like H.P. SAUCE that make for progress.

Good Value, Good Profit and Good Advertising—some of you are doing great things through H.P. Sauce. Now how about you?

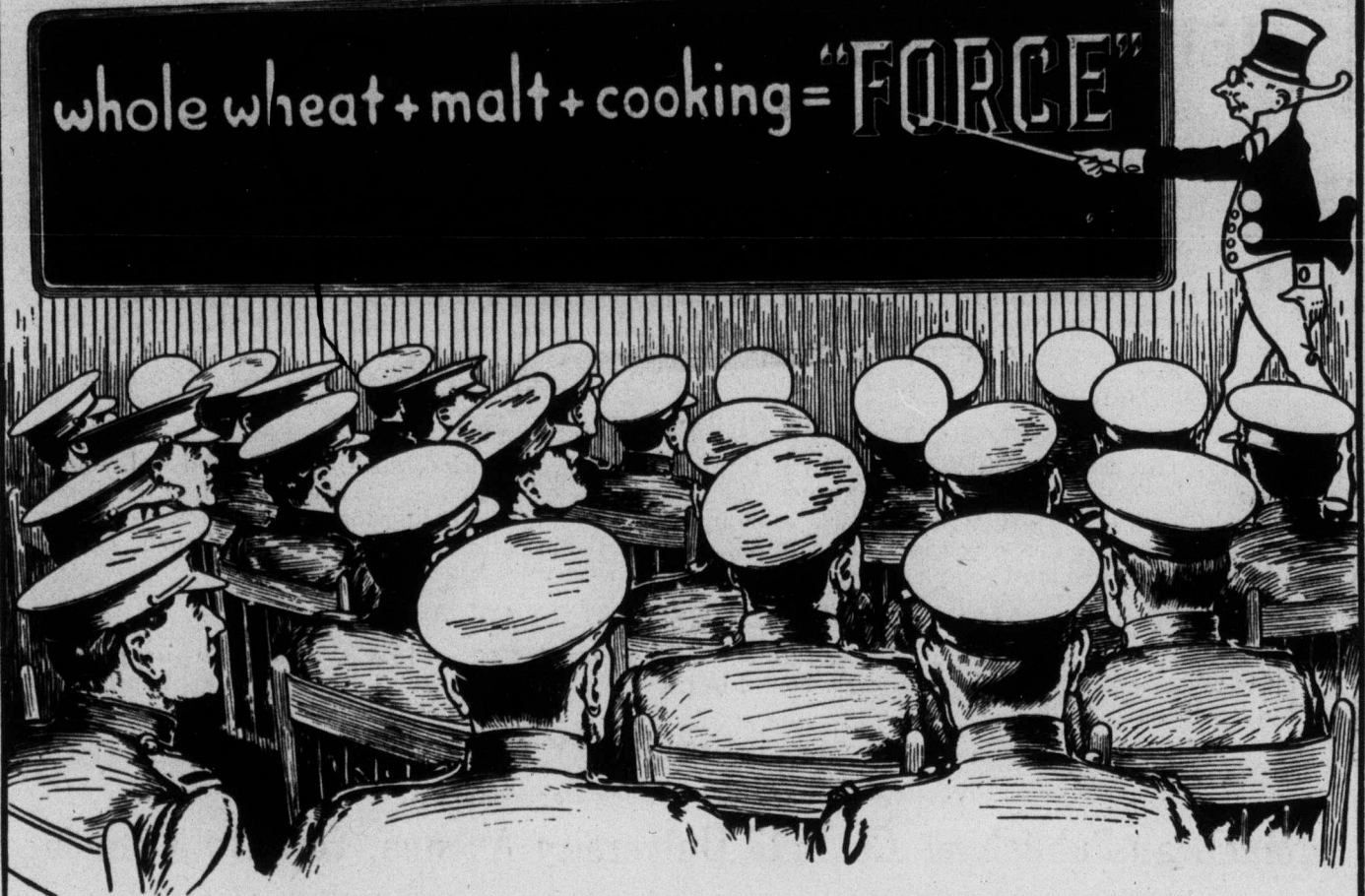
# H.P.

# SAUCE

W. G. Patrick & Co., Toronto, Montreal, etc.  
R. B. Seeton & Co., Halifax, N.S.  
The Midland Vinegar Co., Ltd., Birmingham, Eng.

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

whole wheat + malt + cooking = "FORCE"



## The soldier's duty is everyone's duty

Sunny Jim says: "A soldier's duty is to take care of his body. This is plainly everybody's duty at this time when the nation needs the brains and energy of every citizen. So, watch what you eat because that becomes the body."

# "FORCE"

An Old Lesson Taught in a New, Big Way

...ain, muscle and nerve per ounce than any other food  
 ...y? It's wheat—Canada's glorious energy-making  
 ...rich, tonic barley malt. What for? To make it  
 ...stimulating, extra delicious. Then it's rolled, flaked,  
 ...toasted. Open a package and see the crisp,  
 ...izing result.

Sunny Jim is preaching a big, aggressive series of "sermons" on the splendid food value of "FORCE," all over Canada. The picture above shows the graphic way he is doing it in newspaper space. This is reaching your "best" trade. More and more of them will want "FORCE," because it is delicious and good and worth its price. By the way, Mr. Grocer—try "FORCE" for your own breakfast to-morrow morning. You'll like it. It'll be our best advertisement.



...breakfast table suppose you put a plate-  
 ...r each person. Watch the golden-  
 ...r. Watch the smiles of enjoyment.  
 ...because it's THE food for muscle, brain  
 ...cents, worth it  
 ...Hamilton,  
 ...ywhere  
 All jobbers.

THE H-O COMPANY, HAMILTON, Ont.



# HELP YOURSELF TO A REPUTATION

by buying a copy of

## THE GROCER'S ENCYCLOPEDIA

BY ARTEMAS WARD

**Y**OU will enjoy reading it, because you will find it the most interesting and entertaining book you ever saw—and the result will be that:

**YOUR BANK ACCOUNT** will profit, for the information acquired will save you money—and

**YOUR REPUTATION** will be strengthened, because you will know so much more about foods, etc., than any of your competitors who do not possess the book. Your customers will be quick to notice the difference and will look up to you as an authority. *Such a reputation is very valuable and brings business.*

### SOME PRESS COMMENTS

THE GROCER'S ENCYCLOPEDIA is the most magnificent work of the kind ever published. Complete, authoritative and up-to-date 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. The most complete descriptive wine list ever compiled.

### MAKE YOURSELF A PRESENT OF A COPY.

1,200 subjects, 500 illustrations, 80 full-page color plates, 748 pages, 11 x 8½ inches in size, printed on heavy calendered paper and strongly bound in heavy buckram. *It cost more than \$50,000 to produce, but it sells for*


**ONLY \$10.50, DELIVERY PREPAID.**

Send your order to Book Department

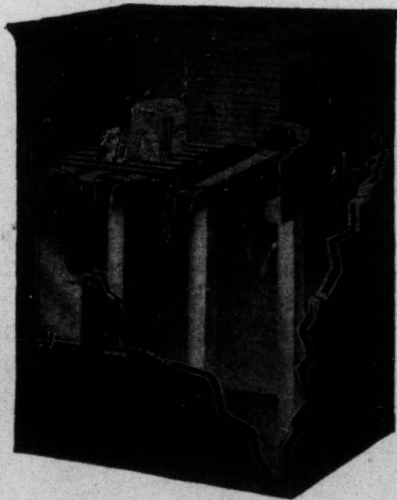
**MacLean Publishing Co., 143 University Avenue, Toronto, Canada**

## 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.

Manufactured by the

**W. A. FREEMAN CO., LIMITED**

HAMILTON.

CANADA

## Why not instal an Arctic Refrigerator now?

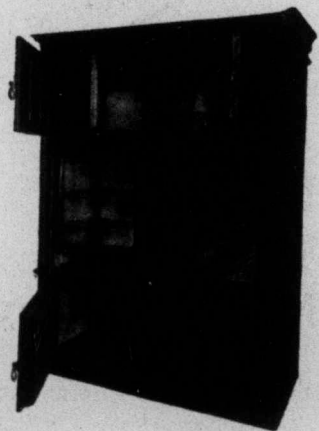
What refrigerator keeps the temperature always low and reduces the ice Consumption to a Minimum?—THE ARCTIC.

What refrigerator has ice chamber fittings of heavy galvanized iron, easily separated and removed for cleaning purposes? THE ARCTIC.

What refrigerator gives the most perfect circulation of dry cold air caused by liberal air ducts properly located? THE ARCTIC.

What refrigerator carries an absolute guarantee as to construction and efficiency? THE ARCTIC.

Our catalog explains every Arctic feature fully. May we send you a copy?



**John Hillock & Co., Limited**

Makers of High-Grade Refrigerators and Fish Cases

**TORONTO**

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

Why You Should Feature

# KING GEORGE'S NAVY



## Make your store the men's headquarters

The Prohibition wave that is sweeping over Canada will result in men in rural districts making the grocery store their headquarters while the goodwife does her shopping.

This is your opportunity to reap some of the harvest presented to you by closing of hotels. Install a tobacco and cigar department and feature good brands.

Feature King George's Navy because of its winning qualities—make it your leader. A small stock will give you a good start. Start to-day.

Rock City Tobacco Co., Ltd.

Quebec  
and  
Winnipeg

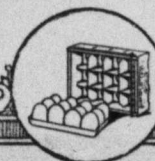


Complete satisfaction. Grocers are pleased with the time saved, trouble eliminated and added profit gained. Housewives are delighted with the convenient and sanitary Tray Delivery and the fact that every egg is delivered sound and unbroken.

Star Egg Carrier Delivery will increase your egg business and more than double your profits. Write for a copy of our booklet 184.

STAR EGG  
CARRIER &  
TRAY MFG  
COMPANY

JAY STREET  
ROCHESTER  
NEW YORK



## Which is the cheaper?

To worry along with that old-fashioned and insecure refrigerator that is a constant source of lost profit through faulty construction and poor display facilities, or to install a

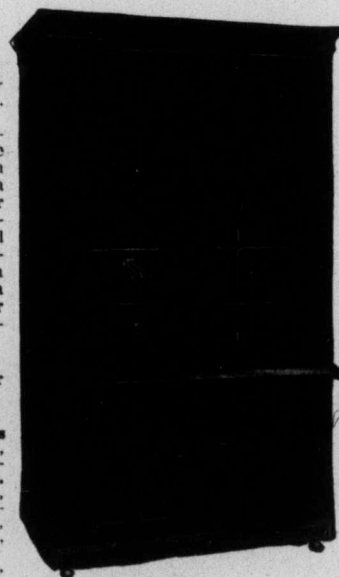
### EUREKA REFRIGERATOR

the most scientifically perfect on the market to-day.

Whatever your refrigerator requirements may be we can fit you up from among the many Eureka models. The large number of testimonials we are constantly receiving from all parts of the world is convincing proof of Eureka superiority. Get a Eureka now and be prepared for the real hot weather coming.

May we send you our catalog?

REPRESENTATIVES:— James Rutledge, 2608 Waverley St., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.; Ed. Dore, 35 Caroline N., Hamilton; W. J. Armstrong, 14 Euclid Ave., London, Ont., etc., etc.



**EUREKA REFRIGERATOR CO., LTD.**

27-31 Brock Ave. 54-56 Noble St. 21-33 Earnbridge St.  
TORONTO, ONT.

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

# Robinson's "Patent" Barley and Robinson's "Patent" Groats

have a world-wide reputation for superiority that means much to the dealer keeping a display constantly before his customers.

Repeat business is certain with these two leaders. Feature Robinson's "Patent" Barley and "Patent" Groats for steady, year-round selling.

*Get in touch with your wholesaler.*

**MAGOR, SON & CO., Limited**

St. Paul Street West, MONTREAL

30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA

*Advertised and sold all  
over the Dominion*

**It's a live-wire line for  
progressive grocers**

—a gentle, natural aperient that stimulates the human system, that stirs up a lazy liver, cleansing the blood of all poison, and turning that dull, tired feeling into a feeling of unlimited action.

What Eno's "Fruit Salt" does for the individual it does as well for the grocery business. By displaying and introducing this famous preparation, you cash in on the desire-to-try created by our extensive consumer advertising campaign—you build a steady repeat business which results in benefit to your other lines.

Grocers sell Eno's "Fruit Salt" all over the country. Order your supply now from your wholesaler.

Summer Time is "Fruit Salt" Time.

**ENO'S  
"FRUIT  
SALT"**



may be taken  
as a healthful bev-  
erage with perfect  
safety. It never causes grip-  
ping or weakness, but gently  
assists Nature without de-  
pressing the vitality.

Sold in Europe, Asia, Africa, Aus-  
tralia, the United States and in  
all the principal towns and cities  
of Canada.

Prepared only by  
J. C. ENO, Ltd., "Fruit Salt"  
Works, London, England  
Agents for Canada: Harold F. Ritchie &  
Co., Limited, 10 McCaul St., TORONTO

**J.C. Eno Ltd., "Fruit Salt" Works, London, Eng.**

Agents for Canada: HAROLD F. RITCHIE & CO., Limited, 10-14 McCaul St.  
TORONTO

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

# CANADIAN GROCER

VOL. XXX

TORONTO, JUNE 2, 1916

No. 22

## Makes Money in Summer Beverages

Manager of Winnipeg Grocery House Tells in Detail of System He Uses—Chief Care is to Charge For Empty Cases and Bottles—This Makes Certain Their Recovery—Uses Conspicuous Displays—Grape Juice Year-Round Seller.



Interior view of W. H. Stone Co.'s store in Winnipeg, illustrating how summer beverages are conspicuously displayed on a special counter stand.

**W**H. STONE CO., Winnipeg, sell soft drinks and make big profits. They sell by the case, and systematically keep track of empties; otherwise they would not make big profits. There was a day when they did not handle soft drinks systematically, and on looking into the matter, it surprised them to find how few empties were returned. In short, they were handing out money to their customers, because empties were all charged by the manufacturer.

The time came when it was necessary for them to sell soft drinks on a strictly business basis, and it will be well to look into their system, as most Western

—as well as Eastern—grocers will be handling soft drinks sooner or later, now that the prairie provinces are all dry.

### Makes a Good Profit

W. P. White, manager of the St. John's branch of the W. H. Stone business, spoke as follows to Western editor of Canadian Grocer:—

“There is good profit in the soft drink business, but there are a number of things to be watched if the grocer is to make it pay. He must be careful of broken packages, and not leave them lying around in too conspicuous places, such as the warehouse, where the drivers

are apt to help themselves in hot weather.

“As far as our experience goes we believe in handling soft drinks by cases or by a dozen bottles at a time. We never sell in less than a dozen bottles. We don't want that business, as the drinks are not served in the store. All cases are charged for. Where we sell half a case or only twelve bottles, we charge for half a case. For instance, we charge \$1 for empty cases and bottles; where a person takes twelve bottles we charge 50c. This is only a nominal charge to be sure empties are returned.

“We have a proper system for handling empties. There is a special check

book in which entries are made of all empties leaving the store. For instance we charge 5c for potato sacks, 10c for feed sacks, so much for jars, and so on. This book is used by the driver, who credits customers when they return empties, appending his signature at the bottom. On his return, the book is turned over to the shipper who initials it, and turns it over to the bookkeeper, who gives credit to the customer.

"In case of a cash sale the customer pays one dollar for the empty, and if she returns this to the driver on delivery of the goods, he refunds her a dollar out of his C.O.D. money. He also makes out a credit slip which he brings back, and which is examined by the shipper and initialed, the bookkeeper giving the driver credit for it; so that he keeps his C.O.D. money straight.

#### System That Teaches Care

"We are very strict, and follow this system out to the letter. When we first enforced it, one or two of the staff expected trouble in cases of cash sales. There was, however, no trouble. It is a good system, and teaches customers as well as our men to be careful.

Credit Note,  
The W. H. STONE CO., Ltd.,  
Grocers.  
Date.....191  
M.....

---

GOODS RETURNED


Driver's Name.....

System used by W. H. Stone Co. for keeping track of returned empties so as to credit customers accurately.

"Our sales are chiefly of mixed pop and stone ginger beer. The ease business is the only practical one where deliveries are being made, but there is no reason why the smaller grocer should not make a bigger profit by selling smaller quantities so long as he sees that empties are charged or returned.

#### Big Trade in Grape Juice

"Our sales of grape juice were very heavy last year. We expect an even

bigger demand this year despite the late spring. Our success is mostly due to attractive displays in the store, and good salesmanship on the part of the staff. Much depends on the ability of the clerk. We do not think the brand has so much to do with our sales as salesmanship. The average person asks for a bottle of grape juice and relies on us giving him a first-class article.

"Last summer we had a display of soft drinks and other summer beverages right through the season, and found it exceptionally helpful as a business getter. We feel that our sales even in the winter months were heavier on account of this display. During the Christmas season we had a big demand for grape juice and lemon squash put up in attractive packages. In fact, one of our best sellers is a lemon squash made by a Canadian firm."

The display stand referred to by Mr. White, can be seen in the accompanying photograph, which gives an excellent idea of how the soft drink business can be effectively displayed and made to result in big business.

## Advertising Now More Truthful

Good Work on Part of the Winnipeg R.M.A. — Business Tax to be Fully Investigated — Trophies Presented to Winning Curling Rinks—The New Officers.

WINNIPEG, June 1.—(Special.)—Officers were elected as follows at the annual meeting of the Winnipeg branch of the Retail Merchants' Association of Canada, held last week:—President, J. W. Kelly, manager J. H. H. McLean Co.; first vice-president, G. W. Markle, manager Henry Birks Co.; second vice-president, Robert Burns, manager Fit Reform Co.; treasurer, John O'Hare (grocer); secretary, John H. Curle.

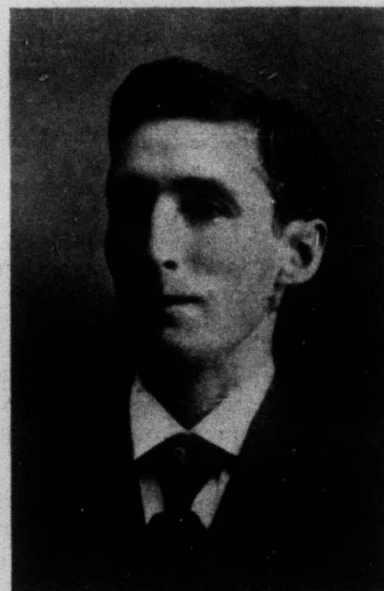
Reports were received covering the work of the various committees. The retiring president, J. A. Banfield, emphasized the importance of the association and co-operation among the merchants. He urged greater interest in the affairs of the city and in the men responsible for civic government.

J. H. Curle, in his report, outlined the growing importance of the Credit Reporting Department and the appreciation of the merchants, evidenced by the use being made of it.

The efforts of the association to promote truthful advertising is producing good results, as considerable copy is being rejected by the newspapers of Winnipeg and the advertising managers are assisting, as is shown by the improved character of the ads. carried in the Winnipeg newspapers.

Considerable work has been done to

enforce the Gold and Silver Marking Act. Dealers who were found to be using tactics contrary to the provisions of this Act were prosecuted, and the selling methods of certain dealers who are fleecing the public will receive attention. W. J. Ryan, of Toronto, made a visit to Win-



JOHN O'HARE, Winnipeg.

Mr. O'Hare, who is a grocer, was appointed treasurer of the Winnipeg branch, R.M.A., at annual meeting.

nipeg early in the month of May and took charge of a number of cases in the local police court.

A. G. Carter, chairman of the Early Closing By-law Committee, reported changes in the department responsible for the enforcement of this by-law, which have resulted in numerous convictions, and will lead to a closer observance of this ordinance.

An investigation of the business tax as levied in Winnipeg is under way, and it is expected that a change will soon be brought about to do away with the discrimination worked against the retail merchant under the present system.

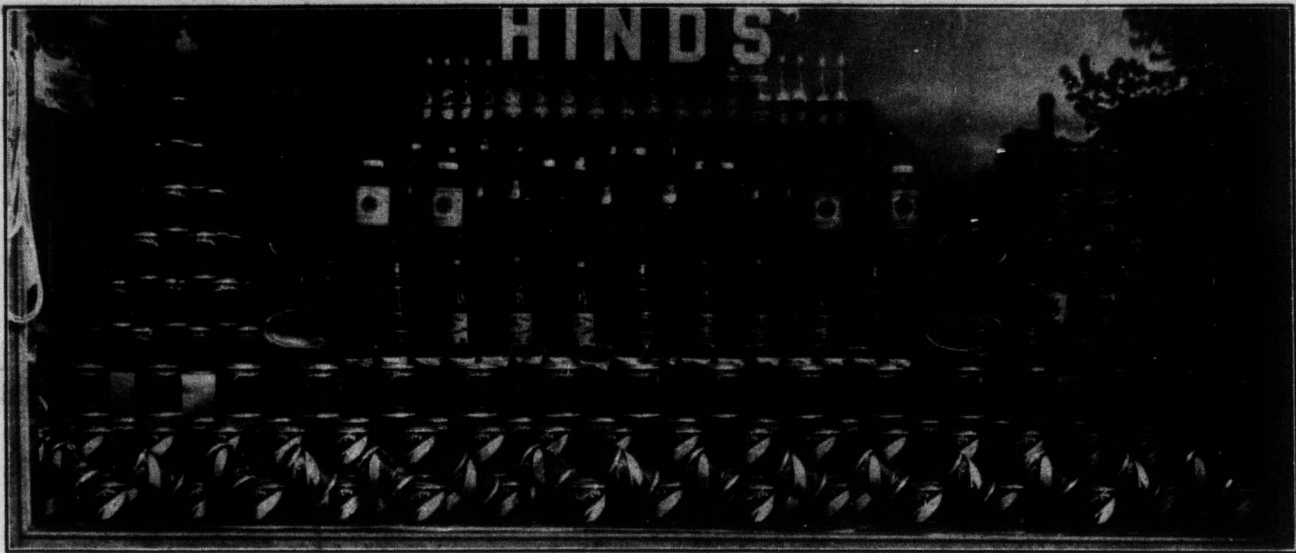
A good organizer has been secured for the Winnipeg branch in R. I. Colquhoun, who has secured splendid results since he started two weeks ago.

C. F. Rannard reported on the work done by the joint committee of wholesalers and retailers, which is acting, not only for the city, but for the entire province as well. Many complaints have been adjusted through this committee.

F. W. Dudley, chairman of the membership committee, reported an increase of 85 members for the year, bringing the membership to over 400 for the city.

W. T. Devlin reviewed the work undertaken by the joint committee of com-

(Continued on page 42.)



This illustration presents some good suggestions for a Summer Goods Window trim. It is a display that a strong wind is not liable to injure.

## Studying the Weather Man

The Wind May Do as Much Harm as Too Hot a Sun—Protecting Meats and Provisions From Gales—One Grocer Learns by Experience — Regulating Window Displays by Watching the Weather

*Written from interview with a Canadian Grocer*

**N**O this is not an article dealing with whether it is going to be a hot summer, nor yet whether we are going to have abundance of rain for the crops. It does not prophesy as to whether Saturday next will be picnic weather or no, and the writer is taking no chances in outlining what the weather will be a month from now in order that you may arrange your holidays accordingly. All these things are perquisites of the Weather Man—as are also the mistakes accruing from attempts to settle them.

Nevertheless the weather has a good deal to do with grocers, and they with it. This was borne out very forcibly recently in connection with a gale which rampaged over one part of Ontario at about 50 miles an hour. In addition to such small trifles as the pulling down of new fences, raising the roofs from several houses, and denuding the landscape of divers trees, this gale probably did some damage to grocery stores of which the owners may not be aware.

### Ever Wonder Why?

Did you ever wonder why it is that some times when you put in some cooked meat and bacon into your window, or possibly some fruits, that, although there is no very great heat coming from the sun, the meats or fruits in the window may be dried up before the end of the day? Did you ever stop to wonder why this is?

The object lesson was recently brought home to one grocer at least. He displayed in his window on the morning of the gale some cooked meats and bacon. The provisions were very fresh and looked mighty attractive when he put them in. By the end of the day the meat was dried up and the cheese which accompanied it in the window was also affected. The meats presented a somewhat wizened appearance as if there had been some action which had sucked the freshness and left them dry and torrid. The grocer in whose windows these meats were and who was astonished to find them so at the end of the day began to figure out what had happened. By talking it over with others who had had the same experience before and who had been able to trace these effects to their source, he found out that the harm was done by the wind.

The wind is just as damaging as an extreme sun. No matter how well built and tightly connected the frame of a window is it is almost inevitable that there will be little cracks and crevices through which the searching wind can creep. The consequence is that once in the wind it has free play and has a devastating effect on whatever it comes in contact, that depends for its sale more or less upon its freshness. Quite a number of grocers apparently are unaware of this. The average grocer nowadays would not be without a shade for his

window, intended to protect it from the sun.

Considerable money is spent on shades for this use and yet, although equally unfortunate results may happen from the non-protection of meat from the wind, still, in a great many cases, no protection is ensured against the wind.

It is obviously more or less impossible to procure any screen or safeguard from the effect of wind which creeps in through little cracks and crevices. It is, however, possible to regulate the display of your windows by a more intimate regard for weather conditions. Successful merchants who know that they depend on the freshness and fresh appearance of their goods for their trade have learned that on days like the day referred to, when wind is rioting across the country, it does not pay to put goods of this nature in the window.

### Observing the Weather

Canadian Grocer spoke to two or three retailers recently about this:—

“I make a practice of seeing what the weather is going to be like,” said one man to Canadian Grocer, “before I dress my window, and if there is a wind I do not put in any perishable goods such as meat, bacon and so on in it. It is my experience that they only spoil and I would rather not display them in the

window for a day, but leave them well displayed inside than have them subjected to the effect of a searching wind."

Grocers should watch the weather more closely for the reasons outlined. By so doing they can save money because

fresh goods will ensure trade while tarnished or tainted or dried up looking goods would shut it out.

## Many Fine Subjects Slated

Complete Programme for Convention of Manitoba Branch of the R.M.A., to be Held June 6, 7 and 8—"Commercial Preparedness" the Slogan—Conference With Wholesalers—Addresses on Marketing Butter and Eggs.

By J. H. Curle, Sec. Manitoba Branch, R.M.A.

"COMMERCIAL Preparedness" is the slogan chosen for the second annual convention of retail merchants to be held in Winnipeg on the sixth, seventh and eighth of June. For weeks the provincial and city officers have worked with the convention committees in an effort to bring together the merchants of this province. A spirit of co-operation has been shown on every hand in the preparations. The program planned for the three days of the convention should satisfy our merchants, particularly the retailer doing business outside of the city. The addresses and discussions are designed to help our country merchants who have their own peculiar problems.

The program committee has endeavored to provide speakers who are quite capable of making this convention one that should be attended by every merchant who can possibly come. A great many of our mistakes and failures can be attributed to ourselves. This convention will give every merchant who attends—an opportunity of finding out how the other fellow gets over the things that bother him in business. Are you getting all the business of your town or district? If the farmers in your locality are not buying from you, what are you doing to get that business? Have you enough capital to run your business? Are you overstocked? Do you advertise? Is your money tied up in stock and open book accounts? Are you going behind? Do you take trade papers?

H. O. Roberts, secretary of the Hardware Dealers' Association of Minnesota, speaking at Regina said, "The wholesalers get together, the farmers get together, then it is up to us to get together too. Come to a convention. Never miss one."

I hope that every merchant who can come will be at our convention. If you cannot come yourself send one of your clerks. A hearty welcome awaits you.

The program as arranged is as follows:

Tuesday, 10 a.m.—Registration and reception of delegates.

2 p.m.—Address of welcome—Mayor R. D. Waugh, and J. W. Kelly, president Winnipeg branch.

Reply by C. F. Rannard, president

Man. Board Retail Merchants' Association of Canada.

4 p.m.—Reports of provincial officers. Resolutions and questions committee appointed.

Short addresses by E. M. Trowern, secretary of Dominion Board of Retail Merchants' Association of Canada, followed by visiting officers and delegates.

8 a.m.—Addresses on "Commercial Preparedness." (a) Getting More Business, by A. L. Struthers. (b) The Retail Merchant as a Community Builder, by Rev. W. J. Hindley.

Rev. Hindley is a business man as well as a great preacher. Before coming to Winnipeg, he was Mayor of Spokane.

Wednesday 9 a.m.—Conference of wholesalers and retailers. Addresses by: T. D. McGee, representing the wholesalers; C. H. S. Bamford, representing the salesmen; followed by a discussion on points raised by the addresses.

11 a.m.—Resolutions and Question Committee will report.

12 a.m.—Photograph of delegates taken.

Wednesday, 2 p.m.—Address on Marketing Eggs, by W. H. Ault, of the Department of Agriculture, of Ottawa. Demonstration of candling eggs will be given during days of convention.

2.30 p.m.—Address on Marketing Butter, by Prof. J. W. Mitchell, professor of dairying at Manitoba Agriculture College, and Dairy Commission of Manitoba.

3 p.m.—Address by W. L. Harris, a leading merchant of Minneapolis.

4 p.m.—Resolution and Question Committee Report.

6.30 p.m.—Banquet at Fort Garry Hotel. J. W. Kelly, president of Winnipeg branch, presiding. Addresses by: Premier Norris, of Manitoba; Mayor Waugh, of Winnipeg; Vere Brown, of Winnipeg, general manager of Canadian Bank of Commerce; A. L. Crossen, president Board of Trade; W. L. Harris, of Minneapolis; E. M. Trowern, Dominion secretary of Retail Merchants' Association of Canada, Inc.

Thursday 9 a.m.—Address on Retail Accounting supplied and illustrated by W. H. Hammell, of Winnipeg, followed by discussion on points raised by the address.

10 a.m.—Address by W. L. Harris, of Minneapolis.

10.30 a.m.—Address on insurance problems and the Workmen's Compensation Act, as it affects the Retailer, by W. E. Hawkins. Mr. Hawkins has rendered a great service to the members of our association; he has saved hundreds of dollars for some of our members.

11.30 a.m.—Resolutions and Question Committee will report.

2 p.m.—Resolutions and Question Committee will report.

3 p.m.—Election of provincial officers.

4 p.m.—Fix time and place of next convention.

### COLD STORAGE WAREHOUSE SAVED

Lemon Bros. Visited by Fire—Damage Amounts to \$45,000, But Business Resumed Monday Morning

Lemon Bros., produce dealers, Owen Sound, Ont., were visited by a serious fire on Sunday morning last. Lightning struck the elevator cover on the big warehouse, following the cable of the elevator, igniting the woodwork, and the fire spread to the second floor and was soon beyond control. In the third flat was stored large number of egg cases and butter boxes, and when the fire got into these an intense heat was created. A pile of one thousand bags of sugar, which had been unloaded only a short time, were also enveloped and fed the flames. When it was found impossible to save the warehouse, the efforts of the firemen were concentrated on saving the cold storage warehouse in the rear. A strenuous fight of four hours saved this section, and the contents, consisting largely of eggs were salvaged. The machinery also was unharmed.

Only a small portion of the stock in the warehouse was saved. The burned building was owned by Elias Lemon and the stock by his nephews, Morley and Herbert Lemon. There was some insurance on the building and \$45,000 on the contents.

The firm has secured a cold-storage plant in an adjoining block, and will have the use of the big, new curling rink until new premises are obtained. The firm resumed business Monday morning.

# Compulsory Half-Holiday in B.C.

Deputations of Merchants and Clerks Present Petitions to President Bowser—Some Exemptions Agreed Upon—All Cities Not of One Mind as to the Proper Day—The Premier's Reply.

**R**EPRESENTATIVE retail merchants and clerks of the British Columbia coast cities recently met Premier Bowser in Victoria to discuss the half-holiday. Among those present were:

Vancouver merchants: F. W. Welsh, H. T. Lockyer and W. Dick; clerks, C. D. Bruce, H. H. Bishop; Victoria merchants, W. Spencer, H. O. Kirkham; clerks D. W. Poupard, P. Pike, New Westminster merchants, W. F. Ing; clerk Mr. Moffatt; Nanaimo merchants, G. S. Hougham; clerk, W. Herdman.

Mr. Brown of Brown Bros., asked for exemption of cut flowers from the bill.

One merchant who said he represented 90 per cent. of the meat markets in Victoria asked for exemption for fresh meat. Mr. Poupard, secretary of the Retail Clerks' Association, pointed out that the T. Eaton store in Winnipeg, which employed a large number of meat cutters, closed at 1 o'clock Saturdays and found no difficulty in regard to their meat department. H. O. Kirkham, the proprietor of a large grocery and meat store in Victoria, said he saw no difficulty in closing on Saturdays and his store handled fish, a very perishable food.

H. T. Lockyer of the Hudson's Bay Company, favored a mid-week holiday. W. Dick, for the Vancouver Clothiers' Association, spoke in favor of a Wednesday or Thursday half-holiday. Mr. Ing, representing the New Westminster merchants, said the Royal City merchants were unanimously in favor of Saturday.

Mr. Pike, one of the retail clerks, then handed a petition to the premier signed by 159 Victoria retail merchants, favoring the Saturday half-holiday and said he knew of 20 to 30 more signatures he could have obtained had he had time.

Mr. Hougham, secretary of the Nanaimo Retail Merchants' Association, stated that of the 47 merchants in his city 90 per cent. endorsed the principle of a compulsory weekly half-holiday. They had enjoyed a Thursday half-holiday for the past 10 to 12 years. Mr. Hougham saw no reason, however, why conditions in one city should be made to govern another, meaning to say that because Vancouver wanted the holiday on Saturday was no reason why Nanaimo should be compelled to accept

that day also, where conditions were very different. He, however, wanted to be quite clear on this point, and that was that if it were necessary to accept Saturday, in order to bring about compulsory legislation for the half-holiday the Nanaimo merchants might compromise on the day.

The Premier, in replying to the delegation, remarked that originally the half-holiday movement was started by the clerks, then the merchants requested compulsory closing of stores, then there was a demand for a certain day to be fixed. Now they came along with a demand for 6 o'clock closing. He stated that this latter request could not be considered in connection with the half-holiday. It had nothing to do with it. It

seemed to him too much like bargaining. He advised them to be moderate in their demands and not to take any undue risks by demanding too much. The power to enforce 6 o'clock closing was already in the hands of the various municipalities. It, however, appeared that the question of the half-day closing was too big a matter for the municipalities to handle and therefore the provincial government had been requested to take the responsibility. The Premier pointed out that there would be many difficulties which would not be eliminated by this legislation and that the delegates and those they represented must not be too critical of the result of his efforts to do everything possible in their favor.

## Egg Marking Changes Proposed

British Columbia Legislature Bill Not Altogether Satisfactory To The Trade—Deputation to Capital Goes Into The Proposals, And Suggestions Are Tendered.

**T**HE Egg Marking Act being considered by the British Columbia Government, as originally drawn up is meeting with some opposition on the part of the trade.

A deputation of Vancouver wholesalers made a hurried visit to Victoria recently to interview members of the government on the proposed act respecting the marking of eggs, which F. J. MacKenzie, member for Delta, is fathering.

The act has been framed with the idea of protecting strictly fresh British Columbia eggs from competition of storage eggs and eggs imported from outside points. The deputation claimed that the marking of each and every egg which had been at any time in cold storage in that province would not in itself protect the farmers there against unfair competition. Eggs, they declared, might be imported from outside points which had been in storage at place of origin and the bill as drafted did not provide for that contingency.

The deputation contended it frequently occurs, that eggs must be placed in cold storage at a time when the market is glutted. They are thus kept in good condition and may practically be called fresh eggs. On the other hand dealers who do not have storage facilities might be carrying eggs in stock for long per-

iods. Those eggs marked storage would not command the price of alleged fresh ones but might nevertheless be fresher eggs than the latter.

There was no objection made to the proposed branding of each and every Chinese egg as "From China," as the deputation felt that those were a nuisance on the market and had worked great harm to local producers through being sold under misrepresentations.

It was felt that the bill as framed left too many loopholes for fraud.

Instead of storage eggs being marked as such it was suggested that retailers be required to display cards showing the place of origin of eggs offered for sale in letter four inches high, as for instance: Produce of B. C. Produce of Canada. Produce of U. S. A. and similarly, second grade eggs should be tagged "cooking."

These suggested apparently met with favor from the government members who included Mr. MacKenzie, Mr. Alex. Lucas, Mr. Macgowan and Mr. Watson; also Deputy Minister of Agriculture W. F. Scott and Mr. J. R. Terry of the department of agriculture. The Vancouver deputation was composed of G. Brenchley, W. H. Malkin, F. R. Stewart, W. Irwin, A. P. Slade, D. Naismith, D. Shuntz, P. Wilson and R. D. Dinning.



# 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 — Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

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

## OFFICES:

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London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 129600. Cable Address: Atabek, London, England.

Subscription: Canada, \$2.00; United States, \$3.00.

Great Britain, the Colonies and Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

Vol. XXX.

TORONTO, JUNE 2, 1916

No. 22

## THE SUGARLESS GERMANS

GERMANY is running short of sugar. A despatch to Canadian papers last week points out that the lack of sugar is becoming serious. This is about the first despatch of the kind. For many moons it has been pointed out that whatever else Germany had not, she had lots of sugar; sugar to burn. Now comes authentic facts and figures proving that this is not the case. As a matter of fact CANADIAN GROCER was the first paper in Canada—as far as we can determine—to point out that Germany would run short of sugar. On February 4, 1916, under the caption, "An Inside Sugar Story," it was shown that Germany's beet crop was only 30 or 40 per cent. of normal, and that so far from having any sugar to supply Switzerland and Turkey, Germany would not have enough of her own to last her till September of this year when the new crop was harvested. This 'inside sugar story' now receives indisputable corroboration.

Germany had a great deal of sugar when war broke out. One would have thought that the astute "bigwigs" in Berlin would have seen to it that their stores of sugar were preserved. They did not. Sugar was exported wholesale to neutral countries. Production was cut down; otherwise, figured these wiseacres in economics, prices would slump. More than that, beets were so plentiful, stores of sugar were so heavy, that great quantities of beets found in the invaded French and Belgian territory were fed to cattle.

What has happened? Drawing near to the end of the second year of war, Germany is feeling acutely the lack of sugar. For, there being so very much sugar on hand in 1914 and early part of 1915; there being need for grains, which were scarce; there being a scarcity of labor; farmers were told to stop raising beets and raise grains where possible. They did so, meanwhile continuing to feed beets to their cattle (they hadn't much fodder anyway), and all the time sugar was running lower and lower. To-day there is on hand in Germany only 2.2 pounds per capita per

month. Normally there is 8.8 pounds per capita per month. All exports have been peremptorily stopped, which is like locking the stable door after the horse is gone. But stopping exports won't cope with the immediate situation. German astuteness seems to be at a discount—in this sugar business anyway.

## WHAT SALESMANSHIP CAN DO

W. P. WHITE, manager for the St. John branch of W. H. Stone, Ltd., Winnipeg, says regarding the selling ability of his clerks:

"This business of giving a gold watch to the clerk who sells the most of a certain brand of goods is not satisfactory. We don't want it. The clerks in this store can sell goods without premiums. One day we sold sixteen cases of jam (102 seven lb. tins) by simply putting our shoulders to it. We said we would sell it in a day, and we did. On another occasion we had 600 tins of canned pears; we cleaned them out in two days. Boys on their trips helped sell these."

When a good merchant and his staff get behind any line of goods with merit in them, they are bound to move.

## DIRECTOR OF RECRUITING NEEDED

THE recruiting question continues to be a serious one to many industrial establishments. Many men whose services are of the greatest value to Canada and the Empire are volunteering as a sense of duty for service overseas, while thousands of untrained young men, who could be spared, are not responding to the calls of the recruiting agents.

Condemnation of the Ministers of Labor and Militia is not confined to Eastern Canada for not getting together on the question, but we are hearing it from the West. The Regina Leader, in quoting

form an article in the Financial Post, published by the MacLean Publishing Company, says:

"The whole country is becoming aroused over the question of recruiting, and with particular reference to the absence of any leadership from Ottawa, and the failure of the Militia authorities to provide any system. People are only now beginning to awaken to the danger to the country if the haphazard, happy-go-lucky way of enlisting men is to continue. The demand for a national registration of the manhood of the Dominion is increasing, while talk of conscription is heard from many places."

What is needed is a Director-General of Recruiting, a good executive officer, who will adopt a methodical, business-like procedure.

**EMBARGO OFF CANNED GOODS**

THE Government at Ottawa has been informed that the embargo placed by the Imperial Government on imports of canned fruits, vegetables, etc., has been raised insofar as it affects these imports from British Dominions. The question is of considerable importance both to the producers and canners in this country, and has been the subject of numerous inquiries since the original order was promulgated.

**REGULATING RETAILERS' SALES SLIPS**

THE city council of Saskatoon, Sask., is undertaking a radical move in a by-law designed to provide that in all cases where goods are sold by weight, the seller must state on the bill the weight of the goods and the price per pound. At a meeting of the Legislation and By-laws Committee, the City Solicitor was instructed to prepare a by-law, which follows a recommendation made to the Council some time ago by the Board of Trade.

This would naturally affect grocers and provision dealers more than any other class of trade and for one thing will mean that more time will have to be spent in making out bills. Those dealers, too, who have been accustomed to using the computing scale, should not neglect to charge for the occasional extra ounce. Some customers naturally will look for this to be thrown in, but with majority of prices high to-day the retailer cannot afford it.

**DOESN'T ACCEPT COMPETITORS' PRICES**

A PROMINENT grocer in Hamilton, Ont., was asked by a CANADIAN GROCER representative, recently, on what he based his selling price—the present invoice cost, what the goods cost originally or on what competitors were charging? His reply was that he ran his business on business principles and figured his selling price as the goods went up or down and not according to what others were doing. Some of his competitors stated he was the only grocer in the particular district who followed the market both up and down—that is if an article went up in price he immediately put up his price to the consumer correspondingly and if it went down, he reduced his price.

He himself claims that by sticking to this principle he may occasionally lose a customer temporarily but he loses no money thereby and is the gainer in the end. His customers learn to respect his store and his methods. There is some splendid advice here for the entire trade. Too many merchants base their selling price on what competitors are doing. They seem to think that if competitors can cut a price so can they. For the time being they lose sight of the fact that here is an article on which no profit is being made and which, if this method were applied to all

goods they would sooner or later be compelled to drop out of the race.

CANADIAN GROCER cannot advise too strongly, merchants paying close attention to markets and basing selling prices on what it would cost to replace the goods to-day. When goods advance a great deal in price there is always the assurance that sooner or later they must decline again. If a profit is not taken on this rise it may never be secured as these goods may drop in price to-morrow.

**A NEW SERIES**

THE LIMELIGHT has been playing round hogs and hog products lately, as witness CANADIAN GROCER's market reports. For three months there has been pronounced firmness in all meats, lard and so forth. Reasons why have been explained from time to time, as space in market columns would permit.

The strong position of hogs and how it affects other lines, however, is worth a more detailed discussion. Many of the trade sold hog products when they were half their present price. To the minds of such will occur comparisons. They will think of thirty years ago and now, and will search for reasons for the difference in prices and conditions. In this issue a new series, dealing with provision prices for the last quarter century or so, begins. The article "How Hams Have Advanced," on another page, aims to show by argument and diagram the rise—at times sharp, at others gradual—of light and cooked hams. Other articles will deal with hogs themselves, lard, butter, eggs, bacon and cheese.

**EDITORIAL BRIEFS**

CONVERSATION is a vehicle for ideas, but what rough riders some men are?

\* \* \*

DIG OUT the mettle of your mind, develop its pay streak and refine the metal.

\* \* \*

WHAT is honest service to the customer other than the most selfish service to oneself?

\* \* \*

CUSTOMERS are not the only prospects. Each man is one for himself—to improve.

\* \* \*

HAVE YOU got the blues? Read this spring number and see how lonesome the pessimist is.

\* \* \*

IF FREE from rancor, criticism may be constructive and valuable. Otherwise it is destructive and conducive to dissension.

\* \* \*

MEN and women are but grown-up children and children are still as flattered and pleased by attention as peeved by the lack of it.

\* \* \*

NOW THAT the farmer is out on the land in earnest he may require more than the usual supplies. Sound him on the state of the sugar and flour bin.

\* \* \*

TWO of the world's food staples show astonishing increase of consumption as a result of war—sugar and tea, a powerful illustration of their food value in times of stress and one that grocers might well use as an argument to workers.

# Cardwriting Made Easy

By R.T.D. Edwards

## LESSON NO. 17—SILHOUETTES

**T**HERE are many styles of cardwriting, which, when done properly, are equally as effective in bringing good business, but the cardwriter should not be content with this; he should be ever alert for new ideas in order that he may secure decided changes in his show-card effects so that his style will not become tiresome to the public.

A good change not only gives added interest to the customer but it keeps the work from becoming monotonous to the cardwriter himself.

In this month's lesson I am endeavoring to give as concisely as possible an entirely new phase of the cardwriting art so far as this series is concerned. This method is the making of attractive show cards by means of silhouettes for the decorative part of the card.

Silhouette drawing is an old art, in fact one of the oldest styles of hand-drawing, but of recent years it has been used more extensively for advertising purposes; but the show card has not received as much of this style of illustration as it should. The silhouette when properly and skilfully applied to the card is attractive and adds life.

The proper meaning of a silhouette is an outline drawing with the interior filled in solid black. Many drawings, however, in order to bring out certain effects show interior lines. This form does not require any drawing ability whatever.

The best system for making these is as follows:

You must first obtain the proper illustrations from magazines, newspapers, trade journals, or from any book or paper which has illustrations which are up-to-date. It is advisable to watch for these from time to time so that you will have them on "tap" when required.

In selecting a drawing for silhouette the outline is the main thing to go by. After the drawing is completed there must be life in it, and it must show clearly what it is supposed to illustrate. If the figure of a human being is being selected, it is best to have a profile face, but sometimes even this is not necessary if the rest of the outline is good. You must learn to judge for yourself. There is no set rule to follow.

### Transferring Silhouette on to Card

There are two methods in which to transfer the drawing from the printed paper to the show card. The easiest is to blacken the entire figure in with either show-card black or waterproof ink, then cut out neatly with a small pair of scissors and paste on the desired spot. This is the quickest way, but if you want the silhouette to be drawn right on the card itself then follow the method

as illustrated in Fig. 1. Make a tracing of the outline on transparent tissue paper. Then place carbon paper under the tissue over the desired spot on the show card, and retrace the outline. This being done you have the outline drawing on the card and all that is left to be done is to blacken in the interior. It is quite simple and can be done in a very few minutes. Care must be taken not to lose any of the detail, more particularly about the face.

The silhouette drawing should only be used on a white card with nothing but black used for lettering. No form of bright colors or shading is in keeping with the silhouette.

### THE CHART

**No. 1** shows a silhouette produced from a half tone figure of a woman in an afternoon dress. The outline of this is excellent as the imagination can fill in the detail from it. A drawing after this nature should be placed on the left side of the card.

Suitable wording to go with this illustration: "Our latest style frocks show foreign style tendencies."

**No. 2** shows a silhouette of a swallow flying. This is often used for placing on the card along with other drawings to lend variety.

**No. 3.**—You will not get many opportunities to use this form of illustration. A novelty card would be the best way to work up a show card from.

Suitable wording: "Our children's hosiery has that 'nine lives' propensity."

**No. 4.**—The figure of a man's head makes an excellent illustration in silhouette when it is in profile. This can be secured from full size figure. Make sure that the style of the hat is of the latest shape.

Wording suggestion for a hat card: "London and New York hat styles—well known brands."

**No. 5.**—The figure of a parrot makes a good novelty card and can be used in any store with wording that is suitable for any kind of merchandise.

Here are two suggested wordings: "Come in and talk it over with us." "Our values talk for themselves."

**No. 6.**—This figure provides an excellent outline for a silhouette drawing. One glance shows you the very style and cut of the dress and hat worn. This was taken from a monthly fashion book.

Wording suggestion: "We are small girl outfitters."

**No. 7.**—Here is another man's head silhouette. This is best used for a collar show card. In fact the collar shown here is one of the latest styles, widely advertised by a prominent maker. This was taken from a daily paper.

Wording for card: "Let your neck be free and easy

in our latest style collars."

No. 8 shows a specially good illustration taken from a magazine advertisement and transferred into a silhouette. It can be used on grocery show cards with good effect.

Here are some show card wording suggestions: "Good cooks say our groceries are always reliable and up to a high standard. Give us your weekly order."

"While doing your daily cooking don't forget that we have everything that good cooks require."

This drawing could also be used by a hardware merchant to advertise cooking utensils.

No. 9.—The hand makes an excellent and easily-made silhouette for show-card use. If a couple of sizes of these are kept on hand to be used as patterns the drawings can be made very rapidly.

No. 10 shows late style frocks and could be used on a show-card for a window display of dresses, of similar lines. This should be used on the left side of a card.

No. 11. — If the hardwareman carries electrical fixtures here is an idea for a silhouette show card illustration. It is a daily paper illustration.

Suggested wording: "Our electric fixture department is showing many new styles in table lamps."

No. 12.—The boot and shoe section has many opportunities to get the proper illustrations for this form of show-card work as nearly all of their illustrations have the right outlines for this work. Make sure to get the latest styles in footwear.

No. 13.—A very dainty illustration for children's headwear taken from a daily paper. The daily papers are full of just such illustrations.

Showcard wording: "We are featuring dainty Panamas for the little folk. Priced from \$2.25 and upwards."

No. 14.—If you are a handler of pipes, this will show what good silhouettes can be made from a catalogue illustration.



Chart 16.

No. 15.—A silhouette cut as it was taken from a cut catalogue. This pose is called the "Speaker," and can be used on a show card with general wording: "Let us show you that we are giving bigger and better values than ever."

No. 16.—A drawing of a cod fish. If you are a grocer with a fish department, a fish illustration in silhouette makes an attractive show card.

Wording suggestion: "Fish in large variety from fresh and salt water."

No. 17.—This drawing was taken from a picture of a hunt scene. It can be used on cards to advertise different kinds of merchandise.

Wordings: "After that invigorating gallop our excellent line of groceries will appease your ravenous appetite. Order a supply to-day." "We are outfitters to men who participate in the chase."

No. 18.—The ball player illustration is a good one for advertising sporting goods. Cuts like this can be secured from sporting sections of the daily papers.

No. 19.—The fly illustration can be used by the grocer to advertise fly paper and poisons. This was taken from a Canadian Grocer advertisement.

Wording suggestion: "Swat the fly. Arm your home against the fly nuisance."

No. 20.—An illustration of a man wearing a spring and fall overcoat. This was obtained from a daily paper and is excellent for card purposes.

No. 21.—A drawing that is full of action. From its outline you can see how eager the dog is. It makes a good illustration for a dog biscuit card.

No. 22.—The merchant who stocks bicycles will find many illustrations in catalogues which will make up into splendid show cards.

Wording suggestion: "We carry one of the best makes of bicycles our country produces."

Blank Brand

Baking Powder

makes that much  
desired lightness  
in short-cakes

Finished showcard illustrating the use of the Silhouette.

**No. 23.**—A very dainty illustration which can be used for afternoon or evening gowns.

A suggestion for show card wording: "Here you have daintiness and latest style combined, with good wearing qualities."

**No. 24.**—The bathing suit girl shows excellent lines for silhouette work. This looks well when used in a display of these garments.

**Nos. 25 and 26.**—Cuts like these which are found in catalogues make good show card illustrations for the hardwareman.

**No. 27.**—This is a fine illustration for a grocery card in a cereal display.

Wording suggestion: "Our splendidly flavored cereals make the children hurry down to breakfast."

**No. 28.**—You will have little trouble in obtaining a suitable automobile illustration for silhouette work. The papers and magazines are full of them.

Card wordings: "We are showing many new ideas in motoring garments."

"The auto part is not complete unless the hampers are filled with our cooked meats, canned goods and confections."

**No. 29.**—Here is a drawing of a diving girl. This makes an attractive illustration when used on a card in a bathing suit window.

**No. 30.**—Here is a silhouette made from an ornamental floral design. This makes a very attractive card and can be used in any kind of merchandise display.

**No. 31.**—This is a striking cravat illustration. Note that this face does not show profile but enough of the chin and cheek bone is showing to give it the proper life.

**No. 32.**—Can be used for several different purposes. Here are some show card suggestions:

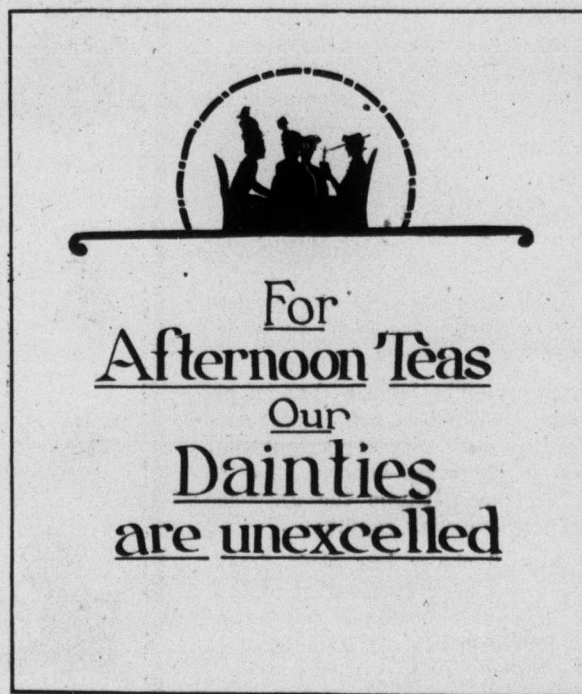
"You may knit for the soldiers while our fireless cookers do your work."

"We are headquarters for wool for soldiers' socks."

**No. 33.**—A little floral spray that can be used as an end piece for any show card.

**No. 34.**—A girl waving a handkerchief, evidently saying good-bye to friends.

**No. 35.**—A basket of flowers for any class of show card.



Ideas for Silhouette Cards can be secured usually from the magazines.

You must bear in mind that you may not be able to secure these same drawings to make silhouettes from. This is just to give you an idea of what can be made from illustrations you see every day.

## Will Cheese Be Summer Army Ration?

On This Depends Largely the Prices, Says Visiting Old Country Produce Man — What Happened Last Year—Possibilities in Butter Exports, Also in Eggs — Uniform Quality Emphasized.

**H.** W. HORROCKS, representing George Little, provision merchants, Manchester, England, is in Canada, as already announced in Canadian Grocer, and talks interestingly in regard to our export prospects in butter, eggs, cheese, etc.

"Cheese," he said, in an interview in Winnipeg, "is really my special end of the business, and it has been a worrying end this past year. Last spring prices opened very high. Early in the spring we were paying 90 shillings a cwt.; then the authorities decided to cut cheese out of the summer ration of the army, and down bumped the price to around 70 shillings, and from June to August every box sold was at a loss to the importer. Later, of course, prices again advanced, and we got back the money lost. But that kind of business is not very satisfactory. This season Canadian fodder

cheese has also opened very high, and if cheese should again be cut out of the army ration we will have another slump. If it is not, prices are likely to run on a high level.

"I must confess," said Mr. Horrocks, "that I am surprised at the increase in your butter production and its improved quality. I remember the time on the Montreal market when a car of Manitoba butter was a joke; it came through not infrequently packed in soap boxes and equally undesirable receptacles.

"Now I find that you are practically, if not actually, in a position to do an export trade. I understand that there is a move on foot to establish a uniform grade of butter, under Government seal, for the three Western provinces, and if this is done I think you will have little trouble in selling your butter in Britain. Of course, the Danish butter has a very

strong hold; there are many people who will have it and no other, no matter what price they pay. New Zealand has also a great hold, and New Zealand has an advantage over Canada in a shorter haul to seaboard, and is able to maintain her products at a more even temperature throughout the entire period between production and consumption. Even these disadvantages can be overcome, but your producers must bear in mind that the very high prices of the present are not likely to hold after the war, and that in order to compete with other countries with shorter haul it will be necessary to take into account cost of production, and I understand that labor is always high.

"One thing I can say, and that is that price and quality being right, Canada, New Zealand and Australia will have a preference in the British market. There was that tendency before the war, and

there is no doubt the war has emphasized it."

In regard to eggs, Mr. Horrocks liked the system established in Prince Edward Island.

"Eggs are not my specialty," he said, "but I have been looking into the matter closely, as there is a great demand in Britain for eggs. All the provincies might well take an example from Prince Edward Island, which was the place I went to first on landing in Canada. The Dominion Government have established an egg collecting system there that is bringing excellent results to the producers, and at the same time it will enable the island to establish a reputation abroad for eggs that may be bought on grade the same as you would buy a car of wheat. It was a pleasure to examine these eggs. The producers are encouraged to collect and send in their eggs almost daily; they are candled and graded according to size, and producers are paid according to size and quality.

"When you are doing business with people 3,000 miles away it is a great thing to be able to know with certainty that you will get the grade you buy.

"Denmark has a system of egg handling that is well-nigh perfect. They have co-operative societies, in which members are pledged to daily egg collection and shipment, and these eggs, when they reach the central depot, are all graded as to size first, and then paid for by weight. That is, 120 eggs are weighted, and they are graded according to that weight. First grade Danish eggs, 120, will weigh 18 pounds, or 2 2-5 ounces apiece, and so on down the list, small eggs weighing only 13 pounds to 120 eggs. This system insures the producer being paid strictly according to the consuming value of the article produced, consumers paying higher prices as the weight of the eggs advance.

"Russia has a good system also, though it is not so perfect as the Danish. Rus-

sian eggs are divided into 'blues' and 'reds.' In the class 'blue' will be eggs of uniform size, and the weights will run about 15½ to 16 pounds per 120 eggs, while 'reds' will run from 13 to 14. By size and weight, but chiefly by weight, is really the only proper way to sell eggs. I am afraid the standardization according to air space is not very feasible commercially.

"For some ten years prior to 1914 we had handled practically no Canadian eggs, for the simple reason that your own consuming power had increased much more rapidly than your production, making your prices out of reach. Now, however, our prices have shot up so tremendously on account of the war that we have bought, and will continue to buy, while this condition lasts, large quantities of Canadian eggs, though I can see no present prospect of taking any from the West, as your prices here are too high at present to allow their being exported."

## Western Farmers Settling Debts

Great Harvest of 1915 Has Had Wonderful Effect — Retailers Finding Better Business Than Year Ago—Tradesmen Too Are Busy—Smaller Towns in Splendid Shape.

*Written by Special Representative of Canadian Grocer.*

**C**ALGARY, Alta., May 26.—In almost every branch of the wholesale and retail trade it is generally conceded that business is much better than it was during the corresponding period of last year, and that the future outlook is more promising.

There are very few merchants who do not state that business so far this year is greatly in excess of last year's business for the same period. It must not be forgotten, however, that in many lines of trade last year's records are not hard to beat, especially those of the first half of the year.

From a business standpoint the month of May has been satisfactory. Sales have in many cases dropped below those of April owing to the fact that farmers have been busy on the land, and have only visited the towns and cities when in urgent need of supplies.

The greatest improvement has been noticeable in the demand for dry goods, ready-made clothing of all kinds, hardware, such as is used in the erection of farm buildings and for repair work, building materials, men's wear lines, and boots and shoes. Some wholesale hardware firms report increases to date, ranging from 25 to 40 per cent. over sales during the corresponding period of last year. An examination of the sales records indicates that the heaviest demands have been for such articles as the farmers use when overhauling farm

machinery, repairing buildings, and erecting new barns and dwellings. There is an exceptionally good demand for such lines as hinges, barn door hangers and track, latches, stable and barn equipment, ready roofing. Barn paint is selling in large quantities, but the demand for higher grades has not been heavy.

### Smaller Towns Prosperous

Practically all wholesalers agree that the largest volume of trade is coming from the smaller towns, dependent almost entirely upon farmers' trade. City trade is quiet.

There is little or no building going on in the larger towns and cities.

Large numbers of mechanics have enlisted. Those who remain can find plenty of work at high wages in the country.

Carpenters are almost rarities in some towns and cities where a few years ago they could be counted in scores.

Last year's immense crops have enabled hundreds of farmers to settle up their debts and still have a nice cash surplus on hand. In some districts in the southern half of Alberta the farmers last year, after three or four crop failures, reaped an abundant harvest. In many cases it required almost all the proceeds received from the crop to pay off debts contracted during the lean years. In other cases the farmers were able to pay off all their debts and still retain a fairly large amount of cash. A considerable

portion of this surplus money is now being devoted towards the improvement of buildings for stock, and in purchasing clothing and other necessities. Retail merchants agree that if the Southern Alberta farmers have a good crop this year—and indications at present are very favorable—business will boom during the late fall and in the spring of 1917.

### Gone Are the R. E. Speculators.

Real estate speculators have vanished, but the results of their depredations are still in evidence, and will probably remain for some time to come. Many of the best business men claim the West has turned completely around. Prior to the war, and especially around 1911 and 1912, there was a reign of speculation, and the country was not producing as it should. Most of the money was in the cities, and the farmers were short. Today conditions are reversed, and the farmers have the money, while the cities are feeling the pinch.

All business is being conducted on a more substantial basis. A good many of the weaker merchants, who never should have been in business, have been forced out of the procession. The better merchants remain, and in many cases they too have learned lessons which will not be forgotten. More retail firms are to-day doing business on a cash or strictly 30 day basis than at any other

(Continued on page 35.)



## CURRENT NEWS OF WEEK

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



### Quebec and Maritime Provinces

J. S. Wells, member of the fish exporting firm of J. S. Wells & Co., of Whitehaven, N.S., was a Montreal visitor during the week.

J. Ostigny, of Richelieu, Que., has been a Montreal visitor recently, and was particularly interested in purchasing canned salmon.

Mason & Sons, of Oakville, Ont., have acquired a partnership in the fruit firm of J. A. Gillis, of Montreal, and will operate the business under their name.

The Allen Mfg. Co., manufacturers of soaps, perfumes, etc., formerly at 157 St. Paul Street, have taken up larger quarters at 183 St. Paul Street, Montreal.

Geo. Esplin, who passed away Sunday, was a successful business man, being senior member of the firm of G. & J. Esplin, box manufacturers, Duke Street, Montreal.

J. E. Hawkins, member of D. Hatton & Co., fish merchants, of Montreal, has been confined to his bed for two weeks by a serious attack of illness, but is now recovering, and is expected to be out again very soon.

Robert K. Anderson, who recently passed away at his home at Lawrence Station, N.B., was a prominent business man, and had carried on a successful lumber and grocery business at Lawrence for many years. He was sixty-eight years of age, and leaves a widow and two sons.

The following were introduced on the Montreal Board of Trade during the past week:—Thos. H. Wood, Toronto; W. H. Dwyer, Ottawa; Lieut. Rex Calvin, Kingston; A. Cavanagh, Toronto; J. A. Ruddiek, Ottawa; Capt. D. Jenkins, London; D. D. E. Cooper, Toronto; E. M. Wolcott, Demerara.

Out-of-town fruit buyers who were in Montreal during the week on their regular weekly buying trip were: Mr. Simard, of the Dominion Fruit and Fish Co.; C. O. Simard, and G. Beauchamp, all of Quebec, and Mr. Thompson, of the Thompson Fruit Co., and a representative of the Sherbrooke Fruit Co., both of Sherbrooke.

### Ontario

John McCulloch, general storekeeper in Ridgeway, Ont., passed away last week.

J. E. Dyer, of St. Thomas, Ont., has sold his grocery business to Mr. Parr, of Inwood, who took possession June 1.

Allan Soper, a prominent wholesale fruit merchant, who began as a grocery clerk in Brockville, passed away recently.

The merchants of Bowmanville have agreed to close their places of business every Wednesday afternoon at 12.30 o'clock during June, July and August.

Preston cannot agree as to whether it wants early closing during summer months or not. Many merchants have signed a petition in its favor, but it has not the requisite number of signatures yet.

The Grocers' Section of the Retail Merchants' Association, Toronto Branch, are making final arrangements for their big picnic to Cobourg by steamer on Wednesday, June 14. A good programme of sports is being arranged with some splendid prizes.

The Dominion Salt Company, of Sarnia, Ont., has about completed a new addition to its plant, which will increase the production of salt to the extent of 200 barrels per day. This new section of the plant will be used for the manufacture of coarse salt.

The death of Frederick I. Hartley, at his home in Toronto at midnight Sunday, May 28, removes from the ranks of the Commercial Travelers' Association one of its most popular members. His sudden demise came as a great shock to

a very large circle of friends. Mr. Hartley, who had been traveling representative of Eby, Blain & Co., wholesale grocers, in the Owen Sound district for the past nine years, was stricken with pleurisy on Wednesday last while on the road.

### Western Canada

The Reliance Ink Co., Winnipeg, have commenced the manufacture of water-glass.

W. P. Riley, general manager, A. Macdonald Co., Winnipeg was in Toronto during the week on a business trip.

The general store of Lewis Hurt, Steelman, Sask., was among the stores destroyed by fire in that village last week.

The Lake of the Woods Milling Co. will start construction of the new mill in Medicine Hat at once.

W. Colquhoun, manager of the Red Deer Grocery Company, is leaving Red Deer, Alta., to take a similar position at Weyburn, Sask.

A movement is on foot among the merchants of Transcona, Man., to close at one o'clock one day in the week during June, July and August.

The early closing by-law comes into operation again, in Vermilion, Alta., on Thursday, June 1, and runs for the three months of summer. All business places close on that day each week at one o'clock in the afternoon.

D. L. Davidson, Weyburn manager of the Weyburn Grocery Co., is slated for an advance in that company's service. He will be succeeded by W. Colquhoun, of the Red Deer branch.

E. L. Thomas, well known in Winnipeg as sales manager of the Bryan & Lee Cigar Co. in the early days, has joined the staff of the Codville Co., and will travel out of their Prince Albert branch.

A new store will shortly be opened on the corner of Twentieth Street and Avenue C, Saskatoon, by H. O. Jones, formerly Jones Bros., of First Avenue. Mr. Jones until recently carried on one of the oldest established businesses in the city.

J. L. Duncan, formerly traveling on the Pacific coast, is now covering Eastern Alberta and Western Saskatchewan for H. L. MacKinnon Co., Winnipeg. Robert Black, formerly with the Jobin-Marrin Co., Winnipeg, and the Eby-Blain Co., Toronto, is now with H. L. MacKinnon Co.

A. H. McIntosh has replaced N. M. Waldo as Winnipeg traveler for the



NEIL McLEAN WALDO, who has recently been appointed manager of new branch recently opened by The Codville Co., Ltd., at Medicine Hat, Alta.

Codville Co. Mr. Waldo has been appointed manager of the new branch of the Codville Co., at Medicine Hat. W. T. Stevens has been appointed manager of the new Prince Albert branch of the same company.

The desirability of reinstating the daily mixed train service between Weyburn and Arcola was presented to Supt. J. K. Savage, of the C. P. R., at Regina, last week, by a strong delegation representing the business interests of the various towns that would be served by the train. D. L. Davidson, manager of the Weyburn Grocery Co., was the delegate from Weyburn.

From now on during June, July, August and September, the agreement to observe Wednesday afternoon as a holiday will be in force among following Norwood, Man., business men: J. Donnelly & Son, 123 Marion Street; W. J. Kennedy, 131 Marion Street; N. Wasson, 124 Marion Street; Samuel Gough, 127 Marion Street; Tabb & Verian, 107 Marion Street; J. Millard & Son, 323 Tache Avenue; J. B. Borrowman, 232 Tache Avenue; Samuel Carson, 235 Tache Avenue; J. A. Parker & Co., corner of Marion and Tache Streets.

**SERVICE DEPARTMENT**

Editor Canadian Grocer:

Dear Sir.—Kindly advise me where I can get prices on a paper baler; also where old paper can be sold.

Yours truly,  
FORT WILLIAM GROCER.

Editorial Note.—This information has been sent direct.

Editor Canadian Grocer:

Dear Sir.—Can you tell me names of firms who purchase waste paper.

B. J. G. \_\_\_\_\_,  
Richmond, Que.

Editorial Note.—These names have been forwarded to this grocer.

Editor Canadian Grocer:

Dear Sir.—We would like to get from you, names and addresses of Canadian manufacturers who are packing candied peel.

ST. JOHN, N.B. GROCER.

Editorial Note.—Names of manufacturers have been sent forward.

Editor, Canadian Grocer.—Please send me addresses of manufacturers or wholesale houses handling crockery.

Norman, Ont. L. LACOMBE.

Edit. Note.—These have been sent to Mr. Lacombe by mail.

**CANNED GOODS SUIT INVOLVING \$50,000**

The Canadian Canners, Toronto, have instituted suit against the Trent Valley Canners, Trenton, Ont., for \$50,000. The allegation is breach of contract.

It will be remembered that when the holding company was formed last year (known as Canadian Canners) they made a three-year contract for the vegetable outputs of factories that agreed to come into the company. The plaintiffs claim that the Trent Valley Canners have not lived up to this agreement, and hence the suit for \$50,000.

The defence will claim that the Canadian Canners is a "combine" and that their output has been restricted. On the other hand, the plaintiffs will seek to show that the output is not restricted, declaring that certain prices and conditions are being offered for a specified number of cases.

The case is not likely to come before the courts until late summer or early fall.

**FISHERIES ASSOCIATION TALKS TWO NATIONAL FISH DAYS**

The Canadian Fisheries Association met on Monday in Montreal and discussed several matters of importance. The matter of advocating the propagation of haddock on the Pacific Coast by the Government was taken up, favorably reported on, and held over for further consideration.

J. A. Paulhaus, of D. Hatton & Co., advocated the institution of a second annual fish day to be held in September at the time when people are returning to the cities from their summer homes, and in a more or less approachable and adaptable state of mind as to their diet. Mr. Paulhaus also dwelt on the fact that it was at this time of year when a number of new fish, such as salt cod, fillet, etc., appear on the market. The advisability of giving further publicity to the fish business by advertising was also discussed with a view to educating the public to the desirability of having two fish days a week instead of one, as at present. The association decided to give both these matters their active support.

The matter of recruiting a larger membership was also taken up, and it was decided to institute a more active campaign through the official organ, and by the various members of the executive body urging membership on their correspondents.



J. H. H. Roche, assistant manager of the Christie Grant Co., Winnipeg, has joined the Two Hundred and Third Battalion. He was formerly a resident at Kingston, Ont.

Howard McMahan.—Mrs. J. H. McMahan, 42 Mill street, St. John, N.B., has received word from Ottawa that her son, Private Howard McMahan, 22766, infantry, had been admitted to No. 2 Canadian Stationary Hospital, Boulogne, May 12, with a wounded foot.

On the second day of the call for volunteers, when war was declared in August, 1914, young McMahan, just turned 17 years, presented himself at the recruiting headquarters. He was in the employ of the T. H. Estabrooks Co., Mill street, at the time, and had been at the Royal Hotel previously for three years. He left with the First Contingent, and in February, 1915, he was transferred from 12th Battalion to 15th Battalion, 48th Highlanders.

Within the past year he has been wounded twice. The first time on May 15, 1915, and was in the hospital for a month, and the second occasion a cut thigh kept him out of the battle line from February 25 to April, 1916.

**FAILURE OF CO-OPERATIVE CONCERN**

A meeting of the liquidators and interested parties of the Pure Food Supply Co. of Cathedral Street, Montreal, which recently failed, will be held early next week. This company did a local and mail order business in general groceries, as well as operating a soap factory.

The causes of the failure are said to have been due to the nature of the business, combined as it was with a policy of overbuying, excessive overhead costs and a lack of capital. The concern occupied four large floors and a basement, and, in addition to soap, manufactured pickles, jams, mustard, marmalade, sauces, etc. It is stated that the stamp surtax cut their mail order business 35 per cent., and was one of the contributing causes of the failure.

Premiums were offered with purchases over a certain amount, chiefly in the case of soap, on which the concern centred its chief efforts.



# Currants Beginning to Advance

Grecian Situation the Factor—Sugar is Rather Dull for the Moment — Situation is Fundamentally Strong, However—Beans Remain Scarce—More Molasses at St. John—Increasing Firmness to Canned Goods—Some Advances in Jams and Marmalades.

Office of Publication, Toronto, June 1, 1916.

**R**EPORTS from St. John indicate that the molasses market is at last showing a change. This has been remarkably firm all winter, which firmness is partly due to fact that supplies have been short and inadequate and fresh stocks have not arrived on account of the poor freight service between the West Indies and Canada. However, this has been relieved in some sort at present and price has eased in St. John this week 7c a gallon. This is quite a large drop and in the face of such strenuous demand as has existed for the last two months or so it indicates that fairly large supplies of molasses are now on hand down East. Just how long this situation will last cannot be told now.

The fish market is becoming more interesting and prices cheaper on account of larger stocks arriving. Two or three things, however, are still scarce; for instance, salmon from the East is in the market in only limited quantities; even Montreal is not yet normal in the amount of Eastern salmon on hand. This makes prices high for this fish. As far as the West is concerned Western salmon is coming in fluently and is having a good sale. Prices have dropped this week and the market is a declining one; which is a good thing alike for both trade and public, because this is a popular line.

About this time of the year frogs' legs begin to make their appearance on the market. There is an exceptionally good demand from both hotels and restaurants; quite unusual in fact. Prices are a little below what was quoted at this time last year. Trout from the lakes is plentiful and price is commensurately low. White fish on the other hand, usually low at this time of the year, is high. This is chiefly due to fact that New York is a competing purchaser and a good deal of white fish is being snapped up by New York buyers.

New-laid eggs appear to be getting downward, though there is no actual change in the price to the trade this week, but all egg men are quoting a lower price on eggs in the country, both on free cases and cases returned. This price is to be again lowered for the week of June 5, and it would appear that new-laid will be definitely lower to the trade. It has been thought for some time that the demand and supply conditions existing did not warrant the high levels that were quoted for new-laid and that artificial influence in the shape of unnecessary bidding was the chief reason why the market level was so well supported, when really it has no integral reason for being as high as it is.

A good demand exists for all kinds of canned vegetables. This is chiefly due to fact that canned vegetables are very scarce, that is what remains of the old stock. For the new stuff farmers are too busy this year to go into growing to as large extent as usual and this, added to the cost of packing, scarcity of labor and continuous heavy export demand, is going to make high prices for new canned goods. This makes old canned goods remarkably good buys; probably present levels will not be approached a month from now. There is undoubtedly a stiffer market coming for canned goods later in the year and trade and public will share alike in the advanced prices.

## Quebec Markets

Montreal, June 1, 1916.—General conditions remain unchanged and satisfactory in both volume of trade passing and

collections, and with improved facilities in the way of exchange, buying is now on a better footing in this respect for imported goods; but there has been no cessation of the difficulty of securing transport of goods. Owing to high prices a tendency has developed in some lines to reduce to smaller packages to meet

## MARKETS IN BRIEF

### QUEBEC MARKETS.

**FRUIT AND VEGETABLES—**  
Asparagus plentiful and cheap.  
Tomatoes firm.  
Cabbages decline \$1.50.  
Lemons and oranges firm.  
Pines easier.  
**FISH AND OYSTERS—**  
Supplies plentiful and prices lower.  
Haddock, cod and Gaspe salmon down.  
**FLOUR AND CEREALS—**  
Flour unchanged and steady.  
Feeds easier.  
Rolled oats firm.  
**PRODUCE AND PROVISIONS—**  
Dressed hogs decline ½c.  
Butter up 1c.  
Cheese declines 2c.  
Eggs and live poultry easier.  
**GENERAL MARKETS—**  
Sugar firm.  
Beans firming up.  
Shelled walnuts stronger.

### ONTARIO MARKETS.

**PRODUCE AND PROVISIONS—**  
Weaker feeling in hogs.  
Eggs trending lower.  
Butter prices stationary.  
Cheese lower at boards.  
**FRUIT AND VEGETABLES—**  
Asparagus of fine quality.  
Old potatoes higher.  
Strawberries slightly dearer.  
Navels also up.  
**FISH AND OYSTERS—**  
Lobster still dear.  
Frogs' legs selling.  
Western salmon cheaper.  
Lots of trout.  
Not much whitefish.  
**FLOUR AND CEREALS—**  
Ontario flour in demand.  
Feeds easier and lower.  
Demand for feed oats.  
Rolled oats slow  
**GENERAL GROCERIES—**  
Sugar is dull, but market steady.  
Teas keep firm.  
Currants up again.  
Beans very scarce.

### MANITOBA MARKETS.

**FLOUR AND CEREALS—**  
Domestic flour business good.  
Feed demand still strong.  
Wheat fluctuates slightly.  
Feed prices will ease off.  
Cereal market quiet.  
**FISH AND POULTRY—**  
Fresh fish expected in.  
Salmon a little scarcer.  
Halibut brings 11c per lb.  
White fish to open at 10c.  
Poultry prices still high.  
**PRODUCE AND PROVISIONS—**  
Hog market weaker, \$10.25.  
No change in meat prices.  
Egg market excitable.  
Fresh creamery declines.  
Cheese market quiet again.  
Eggs quoted at 22c.  
**FRUIT AND VEGETABLES—**  
Pineapples in at \$4 crate.  
New potatoes arrive, 6c lb.  
Strawberries \$4 per case.  
Valencias replace navels.  
Rhubarb down to \$1 case.  
Asparagus now \$1.25 per dozen.  
**GENERAL QUOTATIONS—**  
All California fruits firmer.  
Paper bags and paper advancing.  
Molasses quotations up.  
Some sugar refiners drop 15c.  
Whole peas up; splits down.  
Peppers decline about ¼c.  
Coffee still on up-grade.

the buying ability of the consuming public, and canned goods is the latest line to feel this tendency, so that more smaller tins of tomatoes are announced for the new pack.

Disparity in prices between various sugar refineries has disappeared, and an advance on the part of those interests that had previously held the low level has occurred, so that all sugar is at high level of last week's market. Beans are getting stronger, and scarcity in Canadian lines has caused an influx of American beans. Walnuts are stronger, and there has been an advance of 5c a gallon on Canadian pickles in bulk. Cocoa butter substitute has advanced 6c a lb., and sales are passing at the advanced price of 28c a lb. in a wholesale way, and the feeling is firm in this line for future under prevailing war conditions. Japan tea market is in full swing, with produce arriving daily, and undertone of market shows firmness. Unsettled condition of dried fruit continues with contradictory reports common, and those from California are easier this week. Fruit and vegetable lines have been stimulated as result of warm weather. Declines have occurred in many lines through influx of goods on market. Fish lines in general are in a similar condition. Pork products and hogs are slightly easier, and cheese has made a sharp decline.

**SUGAR.**—Unsettled feeling that existed last week owing to disparity between prices and refiners has disappeared with advance from the lower to the higher, and now general level is \$8.20 for granulated in 100-lb. bags. An advance of 15c followed the decline of the previous week by the Atlantic Sugar Refineries. Holidays in the States have interfered with activity on New York market, so that no event of importance has been reported from there, although the feeling is strong both there and here. Raws remain unchanged at 5 3/4c to 5 1/2c, and firmly held, and buyers have been showing some activity in New York market the last few days after an absence of several weeks. It is thought that with resumption of normal buying and with sugar in strong hands, as it is, that further advances are not improbable.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	8 20
20 lb. bags	8 30
2 and 5-lb. bags	8 50
Extra Ground Sugars—	
Barrels	8 65
50 lb. boxes	8 75
25 lb. boxes	8 95
Yellow Sugars—	
No. 1, 100 lb. bags	7 80
Dark yellow, 100 lb. bags	7 00
Bright yellow, bbls. only, cwt.	8 05
Powdered Sugars—	
Barrels	8 35
50 lb. boxes	8 55
25 lb. boxes	8 75
Paris Lump—	
100 lb. boxes	8 80
50 lb. boxes	8 90
25 lb. boxes	9 10
Crystal Diamonds—	
Barrels	8 80
100 lb. boxes	8 90
50 lb. boxes	9 00
25 lb. boxes	9 20
Cartons	9 45
Half cartons	10 15
Crystal Dominoes, cartons	9 65

**MOLASSES AND SYRUP.**—No changes of importance have occurred, and prices remain unchanged and well maintained, with prospect of higher price developing as result of large shipments being secured for shippers who are willing to pay a higher freight rate. This, it is intimated, will be about \$2.25 a puncheon. It is due to desire to secure deliveries earlier than would be possible under existing contracts and lower price. Importers to a considerable extent are agreeing to this arrangement which, if carried out, will, of course, automatically produce a high market temporarily at least. Some small lots continue to come in at irregular intervals, and go into immediate consumption. Shortage of market is attracting American business to some extent in case of firms there that have been fortunate enough to secure surplus of supplies over the needs of their regular trade.

Corn and cane syrup remain unchanged in price and active demand, without feature of interest to report.

	Fancy.	Choice.
Barbadoes Molasses—	Island of Montreal.	
Puncheons	0 59	0 51
Barrels	0 62	0 54
Half barrels	0 64	0 56
For outside territories prices range about 3c lower.		
Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.		
<b>Corn Syrups—</b>		
Barrels, per lb., 3 1/4c; 1/4 bbls., 4c; 1/2 bbls.	0 04 1/2	
Pails, 8 1/4 lbs., \$1.95; 25 lbs.	1 40	
Cases, 2 lb. tins, 2 doz. in case	2 65	
Cases, 5 lb. tins, 1 doz. in case	3 00	
Cases, 10 lb. tins, 1/2 doz. in case	2 90	
Cases, 20 lb. tins, 1/4 doz. in case	2 85	
<b>Cane Syrups—</b>		
Barrels, 1 1/2, 5 1/4c; 1/2 bbls.	0 05 1/2	
Cases, 2 lb. tins, 2 doz. in case	4 80	

**DRIED FRUITS.**—Advance in currents continues to be the chief feature of interest in dried fruit line, and advance is now stated to be approximately 3/4c for fall delivery to wholesale trade, so that buys at old prices are said to be bargains. Difficulty of securing sulphur for spraying of pest-ridden vines in Greece is said to be largely responsible for recent advances. Sultanias and raisins are higher and remain firm. An easier feeling for new crop of coast peaches, apricots and prunes is evident, but authentic news is lacking. Figs remain unchanged, and peels continue firm. Date market is 3/4c higher.

	Per lb.
Apples, choice winter, 25-lb. boxes	0 08 1/2
Apples, choice winter, 50-lb. boxes	0 08
Apricots	0 14
Nectarines, choice	0 11 1/2
Peaches, choice	0 08
Pears, choice	0 13 1/2
<b>DRIED FRUITS.</b>	
Candied Peels—	
Citron	0 24 0 25
Lemon	0 20 0 21
Orange	0 19 0 20
Currants—	
Filliatras, fine, loose, new	0 12 1/2
Filliatras, packages, new	0 13
Dates—	
Dromedary, package stock, old, 1-lb. pkg.	0 10
Faris, choicest	0 12 1/2
Hallowee, loose, new	0 08 1/2
Hallowee, 1-lb. pkgs.	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 1/2
1 lb. glove boxes, each	0 12
Cal. bricks, 10 oz.	0 09 1/2
Cal. bricks, 15 oz.	0 10
Cal. layers	0 10
Cal. fancy, table, 10 lbs.	1 30
Prunes—	
30 to 40, in 25-lb. boxes, faced	0 11 0 12

40 to 50, in 25-lb. boxes, faced	0 10 1/2
50 to 60, in 25-lb. boxes, faced	0 10
60 to 70, in 25-lb. boxes, faced	0 09 1/2
70 to 80, in 25-lb. boxes, faced	0 09
80 to 90, in 25-lb. boxes, faced	0 08 1/2
90 to 100, in 25-lb. boxes, faced	0 08

<b>Raisins—</b>	
Malaga, table box of 22 lbs., 3-crown cluster, \$2.80; 4-crown cluster	3 75
Muscateis, loose, 3-crown, lb.	0 09
Muscateis, 4-crown, lb.	0 09 1/2
Cal. seedless, 16 oz.	0 12 1/2
Fancy seeded, 16 oz. pkgs.	0 10 1/2 0 11
Choice seeded, 16 oz. pkgs.	0 10 1/2 0 10 1/2
Valencias, selected	0 11
Valencias, 4-crown layers	0 11 1/2
Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.	

**SPICES.**—No developments have occurred during week other than reports of slack trading in New York and a slightly higher market for seeds. Local demand is quiet, and in keeping with season of year and occurring only in irregular lots based on requirements only.

	5 and 10-lb. boxes.	1/2-lb. pkgs. dozen.	1/4-lb. tins lbs.
Allspice	0 16	0 09	0 23
Cassia	0 29	0 85	0 35
Cayenne pepper	0 28	0 35	0 35
Cloves	0 30-0 32	0 90	0 39
Cream tartar—55 to 67c.			
Ginger, Cochiti	0 28		0 29
Ginger, Jamaica	0 25	0 90-1 00	0 31
Mace	0 80		1 00
Nutmegs	0 45-0 45	0 45	0 80
Peppers, black	0 28	0 85-0 90	0 26
Peppers, white	0 35	1 15-1 20	0 37
Pastry spice	0 22	0 95-1 20	0 29
Pickling spice	0 15-0 18		
Turmeric	0 21-0 23		
Lower prices for pails, boxes or ballers when delivery can be secured.			
Cardamon seed, per lb., bulk	2 00	2 50	
<b>Caraway—</b>			
Canadian			0 13
Dutch		0 20	0 22
Cinnamon, China, lb.		0 14 1/2	0 15
Mustard seed, bulk		0 19	0 23
Celery seed, bulk		0 36	0 46
Shredded cocoonut, in pails		0 21	0 23
Pimento, whole			12-15

**RICE AND TAPIOCA.**—No change has occurred during week with shortage of supplies still ruling factor in situation, and, in conjunction with others of several months' standing, continue to maintain steadiness of market. Freight shortage continues to be chief contributing cause of the scarcity. Tapioca is unchanged in price and shortage of supplies with a good demand beyond ability of market to care for.

	Per cwt.
<b>Rangoon Rices—</b>	
Rangoon, "B"	4 30
"C.C."	4 10
India, bright	4 85
Lustre	4 50
<b>Fancy Rices—</b>	
Mandarin, Patna	4 60
Pearl	5 10
Imperial Glace	5 80
Sparkle	6 40
Crystal	5 70
Snow	5 30
Ice drips	5 40

Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12 1/2 lbs.).

	Per lb.
<b>Imported Patna—</b>	
Bags, 2 1/2 lbs.	0 05
Half bags, 1 1/2 lbs.	0 05 1/2
Quarter bags	0 05 1/2
Velvet head Carolina	0 08 0 09
Sago, brown Carolina	0 06 1/2 0 07
<b>Tapioca—</b>	
Pearl, lb.	0 11 0 12
Seed, lb.	0 10 1/2 0 11

**DRIED VEGETABLES.**—Good beans continue to get stronger on market every day with greater scarcity of supplies developing, although large quantities of inferior qualities are on hand at low prices, and firmness is expected until new crop comes in, as quantities held in Canada are small. Lima beans and California pea beans have shown strength, and large stocks are arriving from States as result of high prices of Canadian goods, which in some quarters are quoted at an advance of 20c per bushel.

although old prices still rule in general. Peas are inactive, with no changes to report, although a good demand is evident for good quality, which, however, cannot be had in any quantity.

Beans—		
Canadian, 3-lb. pickers, per bushel...	4 30	4 45
Canadian, hand-picked .....	4 90	5 10
Canadian, 5-lb. pickers .....	4 10	4 10
Yellow eyes, per bushel .....	4 20	4 20
Lima, per lb. ....	0 08	0 08½
Peas, white soup, per bushel .....	3 00	3 25
Peas, split, bag, 35 lbs. ....	6 00	6 00
Barley, pot. per bag .....	3 00	3 00
Barley, pearl, lb. ....	0 04½	0 05

TEA.—Volume of trade continues to be satisfactory, although in some quarters restricted by advancing prices. Price on London market continues to be well maintained, with no sign of weakness occurring in any quarter. The increase of production reported, which might ordinarily tend to weakness in market, is more than offset by increasing consumption of warring armies. Stocks are firm in outside primary points, and feeling extends to Japans following the complete opening of market in that country.

COFFEE.—An unsettled condition, with a slightly higher tendency, is reported from primary points without, however, affecting quotations to trade in any way as yet. Freight continue to be ruling factor, and although no difficulty is noted in securing supplies, the delivery usually requires from 60 to 75 days in case of those importing direct from primary market.

Coffee, Roasted—		
Bogotas, lb. ....	0 27	0 31
Jamaica, lb. ....	0 22	0 24
Java, lb. ....	0 33	0 36
Maracaibo, lb. ....	0 22	0 23
Mexican, lb. ....	0 27	0 28
Mocha, lb. ....	0 33	0 36
Rio, lb. ....	0 18½	0 21
Santos, lb. ....	0 21	0 23
Chicory, lb. ....	0 12	0 14

NUTS.—Trade continues to be better than usual for season of year. Strength of shelled walnuts for fall delivery is feature of market, and firmness is well maintained by frequent cables from France of a similar tendency. An unsettled feeling is developing in peanuts, which are reported as gathering strength in spite of dull and inactive demand. Other lines remain unchanged in price, without feature of interest to note.

Almonds, Tara, new .....	0 15	0 15½
Grenobles .....	0 16	0 16½
Marbots .....	0 13½	0 14
Shelled walnuts, new, per lb. ....	0 33	0 34
Shelled almonds, 28-lb. boxes, per lb. ....	0 40	0 42
Sicily filberts .....	0 14½	0 15
Filberts, shelled .....	0 32	0 34
Pecans, large .....	0 18	0 19
Brazils, new .....	0 15	0 16
Peanuts, American, roasted .....	0 08½	0 12½

CANNED GOODS.—Prices remain unchanged, with a fair amount of business passing for fall delivery. Consuming demand for smaller sizes to offset advanced price has developed a tendency in some quarters to 2½-lb. size tomatoes, which will largely be used for new pack, although 3-lb. size will not disappear from market. No signs of weakness are apparent in any lines, and in case of peas, curtailment of crop owing to wet ground during planting season continues to add firmness in this line. Fish lines are unchanged in price and other factors of importance.

## Ontario Markets

Toronto, June 1, 1916.—A propos the recent continued firmness in hogs and hog products it is interesting to note another reason why one of the latter, at any rate, should be high. Bacon is the line in question. Britain is importing large supplies from Canada. The difference in money between Britain's April imports this year and last amounts to nearly one hundred and fifty thousand pounds or seven hundred and fifty thousand dollars. This is for one month! The rate per year is therefore \$24,000,000, a very large sum indeed. Twelve years ago, that was in 1904, total imports into Britain of Canadian bacons were \$15,445,000. That is in just over a decade exports of bacon to Britain alone have increased eight and a half millions of dollars. On the other hand it should be taken into consideration that the value has increased to the tune of 154 per cent. Liverpool price in '04 was 36s. To-day it is over 80s. Still, even at that exports show a large increase. The point is that such exports are bound to have an appreciable effect on market conditions here, and are partially responsible for firmness in this hog product. Bacon, too, is a line in which exports to Britain will grow rather than decline.

The grain market, insofar as it is concerned with feeds, is interesting this week. A good demand exists for all classes of feeds. The fattening of more hogs and live stock than usual this year is taking and has recently taken a large amount of feed. This applies to all shorts, middlings, feed flour, oats and everything but bran. In its case grass is a good substitute.

The gentle frog is with us again; at least its legs are. You will find them duly discussed in the fish market report. Hotel and restaurant trade has been very active in them this week and bids fair to be larger than usual this year. Of course, there is a heavy rush at beginning of every season but it looks as if, when that trade does settle down, it will be more voluminous than of recent years.

SUGAR.—The market for the present is quiet. Demand seems to be a little off color; doubtless the trade bought heavily recently. All refiners are now at the same level. The one that dropped price on refined 15c last week has come up by a similar advance to general level.

So far as New York is concerned raws are somewhat easier for the moment. There is not much trading. Fundamental position remains steady and when the British Commission recom-

mences buying to any great extent, no doubt it will provide the necessary fillip. The international situation is sufficient basis for probability of higher prices, though no movement is to be observed at the moment.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags .....	8 25
20 lb. bags .....	8 36
10 lb. bags .....	8 41
2 and 5-lb. cartons .....	8 41
Nova Scotia refined, 100-lb. bags .....	8 16
New Brunswick refined, 100-lb. bags .....	8 11
Extra Ground Sugars—	
Barrels .....	8 25
50 lb. boxes .....	8 66
25 lb. boxes .....	8 96
Powdered Sugars—	
Barrels .....	8 36
25 lb. boxes .....	8 86
Crystal Diamonds—	
Barrels .....	9 61
100 lb. boxes .....	8 91
50 lb. boxes .....	9 01
Cartons (20 to case) .....	9 86
Cartons (50 to case) .....	10 96
Crystal Dominoes, carton .....	10 21
Paris Lump—	
100 lb. boxes .....	8 91
50 lb. boxes .....	9 11
25 lb. boxes .....	9 11
Yellow Sugars—	
No. 1 .....	7 56
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

MOLASSES.—High prices still exist but there may be some change to lower when new stocks arrive. There have been, it is reported, good shipments to St. John. This has lowered quotations there, and will probably have an all-round effect of decreased levels. However such is not the case as yet. Anyway, we shall not feel the effect as greatly as Montreal and Eastern cities.

Starch products are in good "stiff" demand. Cane syrups sell under about same conditions.

Corn Syrups—	
Barrels, per lb., 4c; ¼ bbls., 4½c; ½ bbls. ....	0 04½
Pails, 35½ lbs., \$1.95; 25 lbs. ....	1 80
Cases, 2 lb. tins, 2 doz. in case .....	2 75
Cases, 5 lb. tins, 1 doz. in case .....	3 15
Cases, 10 lb. tins, ½ doz. in case .....	3 05
Cases, 20 lb. tins, ¼ doz. in case .....	3 00
Cane Syrups—	
Barrels, lb., 4½c; ¼ bbls. ....	0 05½
Cases, 2 lb. tins, 2 doz. in case .....	4 80
Molasses—	
Fancy, gallon .....	0 60 0 65
West India, bbls. ....	0 35 0 38

TEA.—Both in London and New York market tone is firm. There were no advances at auctions in London since last writing however. Locally, the market is quiet and the trade pursues a policy of "watchful waiting". This is no doubt the wise and conservative thing: Quotations from primary markets are high. For two weeks now, however, there has been no actual advance at London auctions.

Freight situation appears to be easing a trifle. More boats are at liberty for June than for some time. This does not affect auction levels, of course, but it facilitates delivery and helps importers to that extent.

There is a dearth of despatches from Hankew regarding medium and common grades of Congous, and there are rumors to the effect that Russia has bought up the teas at private sale in the interior. High prices are expected.

DRIED FRUITS.—Feature of market this week is advance in currants, which appears to be pretty general. For some time a firmness has existed which has been heightened by the political situa-

tion in Greece. Fear of embroilment with Bulgaria has had adverse effect upon prices and New York market is strong. Filiatras are now worth 15 to 16 cents, a full cent or cent and a half higher. There is not many actual higher price recorded in Amalas, but Vostizzas and Patras are up the same differential as Filiatras.

The market for future prunes has been strengthened this week by the efforts of a number of packers at the Coast to control old crop prunes, which efforts were successful. As a matter of fact there doesn't seem to be many purchasers for futures at the minute; these latter gentlemen feel that growers and packers' troubles will lead to lower prices. Locally, there is no new feature. Market is quiet; seasonably so.

Future apricots have been advanced at the Coast and prices look as though they will be high. Locally, situation is weak. No one seems interested, in fact, in any fruits but fresh ones, with single exception of currants.

Apples, evaporated, per lb.	0 09 1/2	
<b>Apricots—</b>		
Std., 25's, faced	0 12	0 12 1/2
Choice, 25's, faced	0 13 1/2	0 14
Extra choice, 25's, faced	0 14 1/2	0 15
Fancy, 25's, faced	0 15 1/2	0 16
<b>Candied Peels—</b>		
Lemon	0 18	0 20
Orange	0 18	0 20
Citron	0 23 1/2	0 25
<b>Currants—</b>		
Filiatras, per lb.	0 15	0 16
Patras, per lb.	0 16	0 17
Vostizzas, choice	0 16	0 17 1/2
Cleaned, 1/2 cent more.		
<b>Dates—</b>		
Fards, choicest, 12-lb. boxes	0 09 1/2	0 10
Fards, choicest, 50-lb. boxes	0 09	0 09 1/2
Pa.ckage dates	0 10	0 10 1/2
Halloween	0 08 1/2	0 09
<b>Prunes—</b>		
30-40s, California, 25-lb. boxes	0 13	0 13 1/2
40-50s, 25-lb. boxes	0 10 1/2	0 11
50-60s, 25-lb. boxes	0 09 1/2	0 10
60-70s, 50-lb. boxes	0 09 1/2	0 09 1/2
70-80s, 50-lb. boxes	0 09 1/2	0 09 1/2
80-90s, 50-lb. boxes	0 09 1/2	0 09 1/2
90-100s, 50-lb. boxes	0 08	0 08 1/2
25-lb. boxes, 1/2 cent more.		
<b>Peaches—</b>		
Choice, 50-lb. boxes	0 07	0 07 1/2
Std., 50-lb. boxes	0 06 1/2	0 07
Choice, 25 lbs., faced	0 07 1/2	0 07 1/2
Extra choice, 25 lbs., faced	0 07 1/2	0 08
Fancy, 25 lbs., faced	0 08 1/2	0 09
<b>Raisins—</b>		
Valencia, Cal.	0 09	0 09 1/2
Seeded, fancy, 1 lb. packets	0 10	0 10
Seeded, choice, 1 lb. packets	0 09 1/2	0 10 1/2
Seeded, choice, 12 oz.	0 08	0 08
Seedless, 16 oz. packets	0 11 1/2	0 12
Seedless, 12 oz. packets	0 10	0 10
Raspberries, black, dried, 25-lb. boxes	0 40	0 42

**NUTS.**—No undue activities reported in any line. Trade is simply buying hand to mouth, which is customary at this time of the year. Almonds and walnuts are mainly in request, when there is any request to speak of.

<b>In Shell—</b>		
Almonds, Tarragona	0 15 1/2	0 16 1/2
Brazils, medium, new	0 16	0 18
Brazils, large, washed, new	0 20	0 22
Chestnuts, peck	1 75	2 00
Filberts, Sicily, bags 110 lbs.	0 14	0 14 1/2
Peanuts, Jumbos, roasted	0 13 1/2	0 14 1/2
Peanuts, hand-picked, roasted	0 11	0 11 1/2
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	0 14 1/2	0 15 1/2
Walnuts, Bordeaux	0 11	0 12
Walnuts, Marbots	0 12 1/2	0 13 1/2
<b>Shelled—</b>		
Almonds	0 40	0 42
Filberts	0 35	0 35
Peanuts	0 11	0 11 1/2
Pecans	0 60	0 65
Walnuts, new, halves	0 34	0 37
Broken	0 31	0 32

**RICE AND TAPIOCA.**—Situation in rice is unchanged, there being light de-

mand for current needs only. Still, market is firm enough, international situation remaining strong, on account of freight troubles, which like the poor, are apparently always with us these days. New York reports that stocks are slight and that there is probability of a general cleanup; little old stuff will be carried over, it is said. As for new crop stuff in the South predictions favor a full acreage; it will be needed.

<b>Rice—</b>		
Rangoon "B," per cwt.	4 50	4 40
Rangoon "OC," per cwt.	4 40	4 30
Rangoon, fancy, per cwt.	4 38	5 55
Patna, fancy	0 07 1/2	0 09

<b>Tapioca—</b>		
Pearl, per lb.	0 11	0 12
Seed, per lb.	0 11	0 13

**BEANS.**—Beans remain scarce; there is no let-up to the tense situation affecting the market. Beans, too, will be late this year. Instead of being harvested early in October it will likely be nearer November. This is the worst of years for anything of that sort to occur. Camps are buying heavily, and as time wears on and we come to the gap between old and new crop it looks as though they will be pretty high.

Beans, choice primes, bush.	4 40	4 50
Beans, hand-picked, bushel	4 45	4 75
Peas, blue, bushel	3 50	3 60
Split, lb.	0 05	0 05 1/2

**SPICES.**—Cables on peppers are high again, and this is leading to activity in both black and white peppers. The trade appears to be getting to the end of their stocks, and will probably be in buying humor pretty soon. Advances are not unlikely. All other lines are selling fairly well; nice business is coming and comparatively light stocks in wholesalers hands keep the tone of the market firm.

<b>Spices—</b>		
Allspice, ground	per lb.	per lb.
Allspice, whole	0 17-0 20	0 17-0 19
Arrowroot	0 15-0 20	0 15-0 20
Bay leaves	0 20-0 20	0 20-0 20
Bicarb. soda	0 23 1/2	0 23 1/2
Caraway seeds	0 25	0 25
Cassia, whole	0 25-0 32	0 25-0 34
Cassia, ground	0 16-0 18	0 25-0 34
Cayenne	0 30-0 35	0 30-0 35
Cayenne, Jap. chillies	0 35-0 40	0 35-0 40
Celery seed	0 45-0 50	0 45-0 50
Celery salt	0 30-0 35	0 30-0 35
Celery pepper	0 30-0 35	0 30-0 35
Cinnamon, Batavia	0 30-0 40	0 30-0 40
Cloves, whole	0 40-0 45	0 40-0 45
Cloves, ground	0 18-0 22	0 25-0 45
Coriander seed	0 12-0 13	0 12-0 13
Cream of tartar	0 25-0 30	0 45-0 52
Curry powder	0 30-0 35	0 30-0 35
Ginger, Oochin	0 15-0 17	0 22-0 25
Ginger, Jamaica, ground	0 18-0 21	0 25-0 30
Ginger, Jamaica, whole	0 20-0 30	0 20-0 30
inger, African, ground	0 14-0 18	0 14-0 18
Mace	0 65-1 00	0 65-1 00
Mustard, pure	0 25-0 30	0 25-0 30
Mustard seed	0 20-0 25	0 20-0 25
Nutmegs, brown, 64s, 55c, 80s, 45c; 100s	0 35-0 40	0 35-0 40
Nutmegs, ground, bulk, 30-35c; 1 lb. tins	0 37-0 42	0 37-0 42
Pastry spice	0 25-0 30	0 25-0 30
Paprika	0 35-0 40	0 35-0 40
Peppers, black, ground	0 14-0 18	0 25-0 30
Peppers, black, whole	0 24-0 29	0 24-0 29
Peppers, white, ground	0 18-0 24	0 35-0 40
Peppers, white, whole	0 30-0 35	0 30-0 35
Pickling spice	0 18-0 23	0 18-0 23
Sage	0 45-0 50	0 45-0 50
Saltetre (chilli)	0 10	0 10
Thyme	0 20-0 25	0 20-0 25
Turmeric	0 20-0 22	0 20-0 22

**CANNED GOODS.**—As already announced in our market columns, prices of jam, jellies, marmalades, etc., are exceedingly firm in price. The high price of sugar and labor shortage account for

this position. On May 15, Dominion Canners, Hamilton, announced a new set of prices on their Aylmer jam. The 16 oz. glass jars for instance are now 10c per doz. higher than formerly and marmalade prices have also advanced. Shirriff's marmalade is now on an advanced price basis. A new set of prices rules this week. Others, it is assumed, will follow suit. Same reasons are working; high price of sugar and scarcity of labor. Then again the exceedingly high price of glass is becoming quite a problem. Glass has far more than doubled in price since the war broke out.

All vegetables remain firm and advancing. Tomatoes are worth \$1.20; peas and corn each \$1.00. As explained in the market summary in this issue contributory causes make it immensely probable that we shall see much higher prices this year.

## Manitoba Markets

Winnipeg, June 1.—It might be said that all California fruits are firmer, especially peaches. As pointed out last week, growers claim to have been selling at a loss for a number of years, and have now formed an association. They intend to open a new price list on a higher basis. While fair stocks are held in Winnipeg, it is obvious that quotations will advance sooner or later. The bean market has been attracting attention during the past week or two; white beans are scarce and hand-picked are quoted at \$4.70, 5-lb. pickers \$4.30. While whole green peas have advanced to \$3.30 per bushel, split peas have declined to \$5.50 per sack. It is hardly likely that whole peas will advance again.

Paper bags are advancing, quotations to-day being up 10 per cent. Paper is also firm and higher prices are sure to come. Matches advanced recently, and continue firm. Molasses is advancing, and although big cargoes are due, this is an article which is still scarce. Quotations on New Orleans tins is as follows: 24 x 2 lb. case, \$2.20; 24 x 3 lb., \$3; 12 x 5 lb., \$2.60; 6 x 10 lb., \$2.55.

The rice market continues firm, and tapioca is to-day offered to the retail trade at 8 1/2c; pearl sago at 8 1/4c. These prices are being paid by jobbers to-day, so obviously the retailer will be paying higher prices in two months' time.

**SUGAR.**—The wholesale trade was somewhat surprised on Tuesday, May 23, to learn that the Atlantic Sugar Refinery had put their price down 15c on refined. It was known that the raw sugar market was unsettled on account of strikes, but nobody expected a decline so soon. On Thursday, May 25, the B. C. Sugar Re-

finery followed with a decline of 15c, but late last week other Eastern refiners were still quoting the old figures. The effect of the above decline was not very marked, as most of the trade were well stocked.

Sugar, Eastern—	in sacks.	Per cwt.
Standard granulated	8 80	
Extra ground or icing, boxes	9 65	
Extra ground or icing, bbls.	9 35	
Powdered, boxes	9 45	
Powdered, bbls.	9 25	
Hard lump (109-lb. case)	9 75	
Montreal yellow, bags	8 40	
<b>Sugar, Western Ontario—</b>		
Sacks, per 100 lbs.	8 75	
Halves, 90 lbs., per cwt.	8 85	
Bales, 20 lbs., per cwt.	8 85	
Powdered, 50s	9 40	
Powdered, 5s	9 65	
Icing, barrels	9 40	
Icing, 50s	9 60	
Cut loaf, barrels	9 70	
Cut loaf, 50s	9 90	
Cut loaf, 25s	9 95	
<b>Sugar, British Columbia—</b>		
Extra standard granulated	8 80	
Bar sugar, bbls.	9 25	
Bar sugar, boxes, 50s	9 35	
Icing sugar, bbls.	9 35	
Icing sugar, boxes, 50s	9 65	
H. P. lumps, 100-lb. cases	9 75	
H. P. lumps, 25-lb. boxes	10 00	
Yellow, in bags	8 40	

**SYRUPS.**—No changes were reported last week, and market remains rather firm. The big syrup season is now almost over. Molasses continue hard to procure, although the situation is easing off. Fairly large cargoes of molasses are reported due at St. John, N.B., next month. However, the season for heavy consumption is over, but lower prices are not expected on account of the very high freights that have been paid for these shipments.

Corn Syrup—	
2s, per case 2 doz.	2 86
5s, per case 1 doz.	3 23
10s, per case, 1/2 doz.	3 11
20s, per case 1/2 doz.	3 12
1/2 barrels, by the lb.	4 65
<b>B. C. Cane Syrups—</b>	
2-lb. tins, 2 doz. to case, per case	4 65
5-lb. tins, 1 doz. to case, per case	4 75
10-lb. tins, 1/2 doz. to case, per case	4 45
20-lb. tins, 3 tins to case, per case	4 35

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

Molasses—	Per gal.
Barbadoes, 1/2 bbls., per gal.	0 65
New Orleans	0 28
New Orleans, tins, 24 x 2 lb. case, \$2.20; 24 x 3 lb. case, \$3; 12 x 5 lb., \$2.60; 6 x 10 lb., \$2.55.	

**DRIED FRUITS.**—An advance is reported of 1/2c on prunes in California. The market took a flurry early last week. It is confidently expected that peaches will go up too. No change is reported in raisins, which are fairly steady these days. A wire last week-end from New York announces a 1c per lb. advance in that city. From the way currants are acting, it looks as though they will be practically off the market in the fall, and that the trade will have to use something else. However, the high prices in the past, while they have affected the consumption, have not cut currants entirely off the market. It is a fact, however, that prices will be exceedingly high, as much difficulty is being experienced in securing supplies of good currants.

Dried Fruits—	
Evaporated apples, choice, 50's	0 08 1/2
Evaporated apples, choice, 25's	0 08 1/2
Pears, choice, 25's	0 17 1/2
Apricots, choice, 25's	0 15 1/2
Apricots, choice, 10's	0 14 1/2
<b>Peaches—</b>	
Choice, 25-lb. boxes	0 07
Choice, 10-lb. boxes	0 08

<b>Currents—</b>		
Filiatras, fresh cleaned	0 13	
1 lb. package Amalias	0 13	
2 lb. package	0 26	
<b>Dates—</b>		
Hallowee, loose, per lb.	0 09	
Hallowee, 12-oz. pkgs.	0 08 1/2	
<b>Raisins, California—</b>		
16 oz. fancy, seeded	0 16 1/2	
16 oz. choice, seeded	0 09 1/2	
12 oz. fancy, seeded	0 08 1/2	
12 oz. choice, seeded	0 07 1/2	
<b>Raisins, Muscatels—</b>		
3 crown, loose, 25's	0 08 1/2	
3 crown, loose, 50's	0 08 1/2	
<b>Raisins, Sultanas—</b>		
California, 50's, fancy bleached	0 16 1/2	
California, 25's, fancy bleached	0 17 1/2	
16-oz. pkgs.		
Raisins, Cal. Valencias—		
25-lb. boxes	0 09	
50-lb. boxes	0 09 1/2	
<b>Prunes—</b>		
90 to 100, 25s	0 07 1/2	
80 to 90, 25s	0 07 1/2	
70 to 80, 25s	0 08 1/2	
60 to 70, 25s	0 09	
50 to 60, 25s	0 09 1/2	
40 to 50, 25s	0 10 1/2	
<b>Peels—</b>		
Orange, lb.	0 18 1/2	
Lemon, lb.	0 18	
Citron, lb.	0 21 1/2	

**DRIED VEGETABLES.**—The firmness in the market noted last week continues, and Michigan beans are reported up 25c per bushel in the primary market. Some big sales of beans have taken place lately, but the Winnipeg trade are fairly well stocked. Whole peas are up to \$3.30 per bushel, while splits have declined to \$5.50.

<b>Beans—</b>		
White beans, hand-picked, bushel	4 70	
White beans, 5-lb. pickers, bushel	4 30	
California Lima Beans—		
80-lb. sacks	0 07 1/2	
<b>Barley—</b>		
Pot, per sack, 96 lbs.	3 20	
Pearl, per sack, 96 lbs.	4 35	
<b>Peas—</b>		
Split peas, stek., 96 lbs.	5 50	
Whole peas, bushel	3 30	

**RICE.**—The primary market continues firm, Siam being exceedingly high. There is a likelihood of good trade in Japan rice, which can be bought at \$15 per ton less than Siam to-day. Tapioca and sago are still firm. The retail trade are paying 8 1/2c for the former, and 8 1/4c for the latter.

<b>Rice and Tapioca—</b>		
No. 1 Japan, per lb., 100-lb. bags	0 05 1/2	
No. 2 Japan, per lb., 100-lb. bags	0 04 1/2	
Siam, per lb., 100-lb. bags	0 04 1/2	
Patna, per lb., 100-lb. bag	0 07 1/2	
Carolina, per lb., 100-lb. sacks	0 08 1/2	
Sago, pearl, sacks, per lb.	0 08 1/2	
Tapioca, pearl	0 08 1/2	

**SPICES.**—Peppers are 1/4c easier in the primary market. Small Japan chillies for pickling are very scarce. It seems that Japan chillies developed last year, and are twice the ordinary size; small chillies are, therefore, hard to get. The retailer when he buys pickling spices in July and August will find quotations about 2c per lb. higher this year.

Allspice, ground	0 11 1/2	0 14 1/2
Cassa, ground	0 22	
Cream of tartar, 98% guaranteed	0 56	0 58
Cloves, whole	0 26	
Cloves, ground	0 28	
Ginger, Jamaica, ground	0 22 1/2	0 23 1/2
Nutmegs, ground	0 26	0 30
<b>Pepper—</b>		
Ground, black, 10-lb. boxes	0 27	
Ground white, 10-lb. boxes	0 31	
Whole, white	0 31 1/2	

**COFFEE.**—A wire received last week reports market still higher, and brokers are not looking for any decline, as freight rates are keeping the market high. Green Rios have advanced in the primary market 1c per lb. Santos about the same. Green Mexicans are up 3/4c, with deliveries coming forward very irregularly. Javas and Mochas are prac-

tically unprocurable on an import basis. The consensus of opinion is that the market will hold up.

<b>Coffee—</b>		
Green, choice, No. 7 Rio	0 14 1/2	
Green, choice, No. 5 Rio	0 15 1/2	
Green Santos	0 18 1/2	
Roasted, Rio, in bulk, bbls.	0 18	0 20
Roasted Santos	0 23	0 25
Maracaibo, green	0 19	0 20
Chicory, lb., Canadian, 14-lb. tins.	0 19 1/2	0 20 1/2

**CANNED GOODS.**—All lines are very firm in the East, and are stiffening up. Later on buyers will have to pay more for fruits, as the canners will be compelled to pay higher prices on account of labor conditions in Ontario. Tomatoes are practically cleaned up from original handlers. Local jobbers are booking up with the holding company, and are placing their orders before June 1st in order to avail themselves of the usual discount. It is noted, however, that they are not buying as heavily as they did in former years. It seems that wholesalers are acting cautiously just now as regards canned goods.

**WINNIPEG**

**PRODUCE AND PROVISIONS.**—The hog market was weaker last week-end, prices dropping from \$10.75 to \$10.25, due to lack of demand from packers, who are trying to get the market down apparently by holding off. Receipts have been fairly good. So far, the decline in the hog market has not affected quotations on meats. The egg market has been excitable, keeping wholesalers on the jump, not knowing exactly what was going to happen. The future is rather doubtful, so many things entering into the situation. The consensus of opinion seems to be that future prices will be firm. Last week-end the prevailing price was 22c. Fresh-made creamery butter is beginning to come in, though not in large quantities. No. 1 is down 1c per lb., and is quoted at 32c, and No. 2, 31c. There is no feature to the cheese market.

<b>Hams—</b>		
Light, per lb.	0 21	0 23
Medium, per lb.	0 20	0 21
Large, per lb.	0 19	0 20
<b>Bacon—</b>		
Breakfast, per lb.	0 22	0 23
Breakfast, select, lb.	0 26	0 28
Backs, per lb.	0 22	0 25
<b>Dry Salt Meats—</b>		
Long clear bacon, light	0 16	
<b>Cooked Meats—</b>		
Hams, boiled, per lb.	0 31	
Shoulders, boiled, per lb.	0 33	0 34
Barrelled Pork—		
Mess pork, bbl.	27 00	
<b>Lard, Pure—</b>		
Tierces	0 16	
Pails	3 32 1/2	
Cases, 10s	10 05	
Cases, 5s	10 15	
Cases, 2s	10 20	
Cartons	0 17 1/2	
<b>Lard, Compound—</b>		
Tierces	0 19 1/2	
Tubs, 50s, net	6 37	
Pails, 20s, net	2 65	
<b>Butter—</b>		
Fresh made creamery	6 33	
Rest dairy	6 26	
Creamery, No. 2	6 31	
Cooking	0 18	0 22
<b>Eggs—</b>		
New laid	0 21 1/2	0 22 1/2
<b>Cheese—</b>		
Ontario, large	6 20	
Ontario, twins	6 20 1/2	

**BRITISH COLUMBIA MARKETS**

By Wire.

Vancouver, May 31.—All prices firm. New-laid eggs are expected to rise.

Cuban pineapple and Brazil nuts are now arriving on the market.

Produce and Provisions—	
Butter, creamery, per lb.	0 37½
Butter, New Zealand, lb.	0 40
Cheese, per lb., large, 21c; twins	0 21½
Cheese, Stilton, lb.	0 23
Eggs, local, fresh	0 29
Lard, 5's, per case	8 55
Lard, 10's, case	8 45
Lard, 20's, case	8 40
Hams, mild	10 50
Hams, picnic	0 14½
Bacon, light	0 24½
General—	
Almonds, shelled, lb.	0 42¼
Cream of tartar, lb.	0 55
Cornmeal, ball	3 00
Flour, best patents, per bbl.	7 70
Grapefruit, Florida, case	6 00
Lemons, box	4 75
Potatoes, Abernethy, per ton	30 00
Potatoes, local, ton	20 00
Rollod oats, ball of 80 lbs.	2 90
Onions, Oregon, cwt.	1 50
Oranges, new, navel, box	2 40
Rice, 50's, sack	1 90
Sugar, standard gran., per cwt.	8 90
Walnuts, shelled, lb.	0 45
Walnuts, Manchurian, lb.	0 14
Canned Goods—	
Apples, gals., 6-case	1 62
Beans, 2's	2 10
Corn, standard, per 2 doz. case	2 15
Peas, standard, per 2 doz. case	2 10
Plums, Lombard, 2's, case	1 90
Peaches, 2½'s, case	4 00
Strawberries and raspberries, 2's, case	4 50
Salmon—	
Soekeye, 1's, 4 doz. case	9 00
Soekeye, ½'s, 9 doz. case	10 75
Pinks, 1's, 4 doz. case	4 00
Dried Fruits—	
Apricots, per lb., 11c; Apples, lb.	0 12
Prunes, 70-80, 25's, lb.	0 08
Currents, per lb.	0 12
Raisins, seeded, lb.	0 09½
Peaches, per lb.	0 06½
White figs, per lb.	0 07½

**ALBERTA MARKETS (CALGARY)**

By Wire.

Calgary, May 31.—On Friday sugar dropped 15c, but advanced same amount to-day; further advance is likely. Prunes are rather unsteady, and advances in most dried fruits may be looked for. Lard is likely to be steady for some months. Beans will be higher yet, and heavy increases in canned peas and corn and tomatoes are expected. Cheese is firm at 22c; new-laid eggs are up to 30c.

General—	
Beans, small white Japan, lb.	0 38
Flour, No. 1 patent, 98's	3 55
Molasses, extra fancy, gal.	0 75
Rollod oats, ball	3 05
Rollod oats, 80s	3 05
Rice, Siam, cwt.	4 50
Potatoes, local, per bush.	0 60
Sago and tapioca, lb.	0 08
Sugar, pure cane, granulated, cwt.	9 25
Shelled walnuts, finest halves, lb.	0 49
Shelled walnuts, broken, lb.	0 30
Produce and Provisions—	
Cheese, No. 1, Ontario, large, per lb.	0 19
Butter, creamery, lb.	0 30
Butter, No. 1, dairy, lb.	0 25
Lard, pure, 5s, per case	10 30
Bacon, smoked backs, per lb.	0 23½
Bacon, smoked bellies, per lb.	0 26
Lard, pure, 2s, per case	10 50
Eggs, new laid	7 50
Canned Goods—	
Tomatoes, 2s, standard, case	3 00
Corn, 2s, standard, case	2 35
Peas, 2s, standard, case	2 45
Tomatoes, gals., case	2 25
Apples, gals., Ontario, case	1 75
Strawberries, 2s, Ontario, case	4 90
Raspberries, 2s, Ontario, case	4 50
Salmon, finest soekeye, talls, 48x1s, ca.	10 00
Salmon, pink, talls, 48x1s, per case	4 50
Loabter, ½s, per doz.	3 90
Dried Fruits—	
Currents, lb.	0 13
Evaporated apples, 50s, per lb.	0 11
Peaches, choice, 25s, per lb.	0 07½
Apricots, choice, 25s, per lb.	0 15
Pears, choice, 25s, per lb.	0 14
Prunes, 90-100	0 07
Sultana raisins, Cal., extra fancy	0 14
Manchurian shelled walnuts	0 26

**NEW BRUNSWICK MARKETS**

By Wire.

St. John, May 31.—Sugar market, although firm, with upward tendency, shows no change this week, with the ex-

ception that Lantic sugar which was dropped 15c arbitrarily returned to market level. Arrival of molasses, although in limited quantities, has had effect of reducing price from 65c to 58c. Canned goods are firm. Expectation of higher prices for new crop goods, for which orders are now being booked, has led to heavier buying of old stock. There are many changes in fruit prices. Native apples are now off market. Oregon apples are \$4 to \$4.25. California oranges are \$4 to \$5. Grapefruit are \$5.50 to \$6 box. American strawberries are 20c to 25c. Native rhubarb is now down to 2½c. Potatoes have dropped to \$3. Currants are up to 14½c. Yellow eye beans are \$4.75 to \$4.85. Rice is lower at \$5.25 to \$5.50. Pure lard is 18c; cheese is slightly off at 19½c to 20c.

Produce and Provisions—	
Bacon, breakfast, per lb.	0 22
Bacon, roll, per lb.	0 17
Beef, corned, 1's	2 90
Pork, American clear, per bbl.	31 00
Butter, dairy, per lb.	0 27
Butter, creamery, per lb.	0 32
Eggs, new laid, per doz.	0 22
Lard, pure, lb.	0 18
Lard, pure, lb.	0 18
Valencia raisins, Cal., lb.	0 10
Cheese	0 19
Flour and Cereals—	
Cornmeal, gran.	6 35
Cornmeal, ordinary	1 90
Flour, Manitoba, per bbl.	7 55
Flour, Ontario	7 05
Flour, buckwheat, western, 98-lb. bag	3 50
Rollod oats, per bbl.	6 25
Fresh Fruits and Vegetables—	
Apples, box	3 00
Lemons, Messina, box	4 00
Lemons, Cal., box	5 00
Oranges, Cal., case	4 00
Potatoes, bbls.	3 00
Sugar—	
Standard granulated	8 25
United Empire	8 15
Bright yellow	8 05
No. 1 yellow	7 85
Paris lumps	9 25
Beans, white, per bush.	4 75
Canned pork and beans, per case	3 00
Molasses, Barbadoes, gal.	0 58
Cream of tartar, per lb., bulk	0 50
Currents	0 13½
Pork and beans, case	3 20
Rice, per cwt.	5 25

**REASONS FOR TEA ADVANCE**

As already announced in Canadian Grocer, Blue Ribbon, Winnipeg, advanced price of their Red Label package tea recently. In apprising the trade of this advance they say in a letter:

"The war commenced in August, 1914, just at the time when stocks of tea in Canada were depleted, and as England promptly declared an embargo on its export, prices at once advanced 10 cents per lb.

"The Blue Ribbon Limited, however, had a large amount of tea coming forward via the Pacific, and in consequence decided to maintain old prices until such supplies were exhausted. The crop in India that season was large, but this was offset by several large cargoes being destroyed by the German raider "Emden." Also the consumption in England increased enormously, and in addition the Government bought a great deal for the Army. All this tended to keep prices during 1915 on a high level, but, with the single exception of an advance of 4 cents in February of that year, this

company has continued to sell its teas at old prices.

"Recently there has been a further advance which is aggravated by high freight rates, and extreme difficulty in getting teas forward. Consequently, importers find themselves in a very difficult position. We cannot go on indefinitely selling tea at less than it is worth in the markets of the world, but we do not at present wish to advance the price of "Blue Ribbon" to the consumer. Probably we will later on be obliged to make "Blue Ribbon Red Label" a 50-cent tea, but meanwhile we have decided to advance it 1 per cent. per lb., and ask our friends to continue selling until further notice at 45 cents.

"The price to the trade of our 2½ lb. package will for the present remain unchanged, and Blue Ribbon Japan will also continue to be sold at old prices."

**WESTERN FARMERS SETTLING DEBTS**

(Continued from page 27.)

period in the history of the West. Many merchants state that the credit business as it was, conducted in the West for many years was one of the greatest drawbacks to the development of the country. Credit was too cheap. Retailer and consumers alike purchased extravagantly and for a long time the wholesalers did very little to check them.

**Farmers Buying Autos**

Reports from authoritative sources show that sales of automobiles to farmers are greatly in excess of any previous year.

Opinion vary as to the acreage in Alberta sown to wheat. Many claim the acreage is equal to last year, while others hold to the opinion that it is from 5 to 10 per cent. less. All agree in one point and it is that the present condition of crops throughout the province is equally as good as at this time last year. Recent rains and snow, it is claimed have greatly benefited the crops. At the time of writing wheat is well above the ground. The farmers are optimistic and claim there is an abundance of moisture in the ground. They are now awaiting sunshine and warmer weather.

**LIKED CONVENTION REPORT**

G. A. Maybee, president of Maybee's, and ex-president of the Saskatchewan branch of the R.M.A., writes Canadian Grocer as follows:—"We received your copy of Canadian Grocer, and noticed the write-up about the Saskatchewan R. M.A. Convention which we think was doing it every justice in the world."



# FRUIT AND VEGETABLES



## Navel Oranges Firmer

So Are Some Kinds of Strawberries As Stocks Get Slighter—A Few Apples Now Selling in Boxes—Berries Decline in Price—Asparagus of Extra Fine Quality — New Potatoes Easier; Old Ones Firmer and Higher in Some Markets.

### MONTREAL

**FRUITS.**—Advent of warm weather has brought forward increased supplies which have tended to declines and easier feeling in market in general. Pines are plentiful and easy and are now \$2.25 to \$2.50 for Havanas. Louisiana and Tennessee strawberries are out of market and Carolinas are down to 15c to 17c a box. Cranberries are out of market as well as practically all apples except Ben Davises, for which, however, the sale is very slow at \$3.50 for number one and \$3 for No. two. Bananas are firm; nine hands Port LaMondes are \$2.25, eights \$1.25 and sevens \$1.00. Orange market is firm and high with small sizes bringing best prices at \$4 to \$4.25 and large \$3 to \$3.50. Season for grapefruit is about over and stocks are selling at \$4.50 a box. Firm feeling rules in lemons and warm weather approaching is expected to increase demand so that an advance of \$1 is looked for in some quarters on the present price of \$3.50.

<b>Apples—</b>	
Ben Davis, No. 1	3 50
Ben Davis, No. 2	3 00
Baldwins	4 00 4 25
Bananas, bunches	2 25
Grapefruit, 46-54-64-80-96	3 50 4 00
<b>Lemons—</b>	
California	2 75
Verdellis	2 75
Messina, 300 size, box	3 50
<b>Oranges—</b>	
Navels	4 00
Jamaica, 196-200-216	2 50
Porto Rico, 126-150-250-288	2 50
Pineapples, 18-24 and 30-36	2 00 2 50
Strawberries, Carolina, box	0 15 0 17
Strawberries, Louisiana	0 10 0 13
Limes, per box	1 80

**VEGETABLES.**—Demand has been very good during past week and shows no sign of abatement. Plentiful supplies of new vegetables are coming forward on market and prices in consequence have registered general decline with very few advances to note. Artichokes, Montreal and red cabbage, Florida celery and Spanish onions are out of market. Cabbage has declined on an average of from \$1 to \$1.50 all around with plentiful supplies on hand and coming forward and Norfolk selling at \$3.75 with prospects of further declines. The last of the Florida celery has been selling at \$3, but trade is now almost wholly on green stuff. Florida cucumbers are easier and selling at \$4 per basket. Beans are easier, greens are

selling at \$2.50, and wax at \$3, but remain firm at these prices. Market is crowded with over supply of asparagus, which is coming forward beyond capacity of market to absorb; fancy stuff is offered at \$1.50 to \$1.75 a doz., and No. 2 at 50c less. Tomatoes remain firm, high still at \$4.25 per crate and \$5 for fancy. The first shipment of Mississippi tomatoes is expected during week at \$2.50 per 4-basket crate. Potatoes continue to get easier every week and Floridas are now selling at \$8.25 a basket with fresh Carolinas starting in a few days at \$7.00. Bermudas and Texas onions are \$3.25 a crate; Louisiana Creole onions and Egyptians are 5c lb.

Beets, bag	1 50
Beets, new, per doz. bchs.	1 25
Beans, wax, N.Y., per basket	3 00
Beans, green, N.Y., per basket	2 50
Cabbage, new	4 00
Cabbage, Norfolk	2 75
Carrots, bag	0 50 0 75
Carrots, new, per doz. behs.	0 75
Cauliflower, crate, single, doz. bchs.	3 50
Cauliflower, 18 to hamper	1 00 1 50
Celery, green top	2 75 3 00
Celery, Wash., per doz.	1 25
Cucumbers, fancy, Boston, doz.	1 50
Cucumbers, hamper	4 00
Egg plant, N.Y., doz.	1 75
Endive Can., per lb.	0 25
Garlic	0 30
Horse radish, per lb.	0 15
Leeks, bunch	0 10
Head lettuce, Boston, box	3 00
Head lettuce, Montreal, per 2 doz. box	2 50
Curly lettuce, box, 4 doz.	3 00
Mint, doz.	0 60
Mushrooms, 4-lb. basket	2 00 2 50
Oyster plant, doz.	0 50
<b>Onions—</b>	
Montreal, 100 lbs., bag	4 50
Silver, per 50 lb. crate	3 00
Red, per 100 lb. sack	4 50
Texas Bermuda, per crate	2 25
<b>Parsnip, bag</b>	
Parsley, Bermuda	1 00 0 75
Parsley, Montreal, per doz.	0 40
Peas, per 25-lb. hamper	3 00
<b>Potatoes—</b>	
So. Carolina	7 00
New, per bbl.	8 25
Montreal, Red, 80 lbs., bag	1 75
New Brunswick, 80 lbs., bag	2 00
Green Mt.	2 00
Sweet, hamper	1 75 2 00
Radishes, per doz.	0 30 0 50
Rhubarb, per doz.	0 40
Spinach, New York, bbl.	3 00
Shalots, Mt., per doz. bchs.	0 60
Turnips, bag	1 00
Turnips, bag, Quebec	1 75
Tomatoes, hothouse, lb.	0 25 0 30
Tomatoes, Florida, 6 basket crate	4 25 5 00
Watercress, Boston, hothouse, doz.	0 75
Watercress, Canadian, doz.	0 30

### TORONTO

**FRUIT.**—There are few new lines in this week, but there is declension in several that are in. Cherries, of very fine quality, are more numerous and are down to \$2.75 and \$3.75. New Messina lemons have stiffened again going up to \$3.50 a box. A few apples continue to

sell: Spys are coming in boxes and there is nice business in stocks on hands which are not large. Bananas are worth as high as \$2.25 in some cases: majority fetch around \$1.75. Strawberries are getting scarcer; at least this week, and price is up a couple of cents. Oranges are up to \$3 and \$4.25 for large varieties; business in them is excellent. Generally trade is good, hotels buying fruit very well at the moment.

Apples, No. 2, bbl.	3 50	3 75
Apples, No. 3, bbl.	2 50	3 00
Apples, snow, bbl.	3 00	6 00
Apples, Spies, box	1 25	1 50
Apples, Ben Davis, bbl.	3 00	3 00
Apples, 11-qt. basket	0 25	0 35
Apples, B.C., box	2 00	2 75
Bananas, bunch	1 75	2 25
Cherries, Cal., box	2 75	3 25
Dates, lb. box	0 00	0 00
<b>Grapefruit—</b>		
Cuban, case	4 00	4 25
Florida, case	5 00	5 00
<b>Oranges—</b>		
Navels	3 00	4 25
Late Valencia, case	3 00	3 75
Lemons, new, Messina, box	1 25	1 50
Limes, per 100	2 75	3 00
Pineapples, Porto Rico	2 75	3 00
Strawberries, North Carolina	0 15	0 17

**VEGETABLES.**—New cabbage declined this week, Virginia bringing \$3 and \$3.25 a case. Asparagus is very plentiful, selling freely at around \$1. A lot is coming from the Dalhousie farms, and they are remarkable for their fine big stalks, and all eatable. A car of Delawares came in this morning, these potatoes now bringing \$2 a bag. A car of cucumbers sold at \$3.50 to \$4, with lots of buyers. Turnips are much lower. There are heavy stocks on hand. Mushrooms sell as high as \$2.50, with small varieties fetching \$2. Green onions are higher; supplies are backward this year. General business is very satisfactory. general trend is downward as stocks become more extensive.

Asparagus, dozen	1 00	1 25
Cabbage, new, case	3 00	3 50
Beets, Canadian, bag	0 50	0 60
Beans, green	2 50	2 75
Carrots, new hamper	1 10	1 50
Cauliflower, case	1 75	1 35
Celery, Florida, case	2 50	2 75
<b>Cucumbers—</b>		
Hothouse, doz.	1 75	2 25
Florida, hamper	3 50	4 00
<b>Onions—</b>		
Texas, Bermuda, crate	2 00	2 50
Green, doz. bunches	0 20	0 30
Lettuce, leaf, doz.	0 25	0 30
Lettuce head, hamper	3 50	3 75
Mushrooms, imported, 6 qt.	2 00	2 50
Parsnip, bag	0 80	0 90
Parsley, doz.	1 00	1 00
Peppers, green, basket	0 60	0 65
<b>Potatoes—</b>		
N.B. Delaware, bag	1 95	2 40
Ontario, bag	1 75	1 80
Radishes, doz.	0 30	0 35

(Continued on page 42)



# FISH AND OYSTERS



## Frogs' Legs Selling Well

Their Introduction Gets the Hotel and Restaurant Trade — Western Salmon Very Plentiful, But Eastern Stuff Scarce—Lots of Trout on Hand—Competition Heavy for Whitefish

### MONTREAL

FISH.—Feature of trade is large volume of supplies coming and declining tendency of market so that distributors are trading on a close margin. Consumption continues to show unusual increase which warm weather is expected to accelerate, but supplies coming forward continue to be sufficient to meet this large demand. Sudden shortage of eastern halibut has caused scarcity on market which western supplies have not been able to care for and this is the only exception to overstocked condition of market. Haddock and cod fish are plentiful and selling at lower prices. There has been a break in price on Gaspé salmon with greater volume of supplies. Canadian shad are arriving in fairly good quantities but until season is fully established prices are expected to maintain present high level. Mackerel are just starting and the few offered are touching high prices, as up to this week the trade depended upon American supplies but a scarcity developing there import prices are prohibitive. Lake fish are coming forward freely and selling at normal price. Very little movement is noted in pickled, cured, fresh and prepared lines and only a few haddies, bloaters and pickled herring are sold. Fresh and shell oysters are as usual at this time of year, nominal in price and in inactive demand. Live and boiled lobsters are still available at the minimum price of the season.

### TORONTO

FISH AND OYSTERS.—Feature of the market this week is the introduction of frogs' legs. These come up from Belleville, Peterboro and down East, and are very popular especially with hotels and better class restaurants. Price is 75c a lb. There is a good rush sale; by and by they will sink to ordinary average demand. There is plenty of trout on the market, and price is down a couple of cents to 12c. Lake herrings sell for eight cents a pound. Demand at the moment is limited. Mackerel from across the border is high in price,

bringing around 50 cents, a stiff figure. Stocks on hand are slight. Whitefish from the lakes is very scarce: heavy buying from New York competitors appears to be the reason. Halibut is firm and higher, demand being heavy and supplies by no means plentiful. There is lots of western salmon coming and price is down to 20 and 25 cents. Eastern salmon is not on hand to any extent, and is therefore very dear. Trade in smoked and cured lines has slumped a good deal and is very slight.

### SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.09	.09
Haddies, 15-lb. and 30-lb. boxes, lb.	.09	.10½
Haddies, fillets, per lb.	.11	.10
Herring, Cascos, baskets	1.25	1.50
St. John bloaters, 100 in box	1.20	1.25
St. John bloaters, per box of 60	1.00	1.00
Smoked herrings, medium, box	.15	.15
Smoked herrings, medium, box	.15	.15
Smoked boneless herrings, 1-4-lb. box	1.40	1.40
Ripped herrings, selected, 60 in box	1.25	1.50
Smoked salmon, per lb.	.16	.15-17
Smoked halibut	.10	.10

### FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—		
Gaspé, large, per lb.	.13	.13
Red, steel heads, per lb.	.12	.13
Red, sockeyes, per lb.	.12	.12
Red Cohoes, dressed, lb.	.11	.11
Red Cohoes, dressed, lb.	.12	.11
Pale qualla, dressed, per lb.	.10	.11
Halibut, white western, large and medium, per lb.	.11	.15
Halibut, eastern, chicken, per lb.	.12	.12
Mackerel, bloater, per lb.	.09-10	.10
Haddock, medium and large, lb.	.05	.10
Market codfish, per lb.	.04	.08
Steak codfish, per lb.	.06	.10
Canadian soles, per lb.	.06	.08
Blue fish, per lb.	.15-16	.18
Smelts	.12	.13
Smelts, extras	.15	.20
Herrings, per 100 count	2.50	3.25
Round pike	.07	....
Grass pike, dressed	.07	....

### DRIED AND PREPARED FISH.

Dried Haddock	6 00	6 00
Dried codfish, medium and small, 100 lbs.	7 00	7 50
Dried hake, medium and large, 100 lbs.	6 00	6 00
Dried pollock, medium and large, 100 lbs.	6 00	5 00
Dressed or skinless codfish, 100-lb. case.	6 50	3 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 10
Boneless codfish, 2-lb. blocks, 20 lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20 lb. boxes...	0 10	0 12
Boneless codfish, in 2-lb. and 3-lb. boxes, a box	0 15	0 15
Boneless codfish, in 2-lb. and 3-lb. boxes	1 80	1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

### BULK OYSTERS, OLAMS, ETC.

Standard, solid meats, gal.	1 70	1 75
Standard, bulk, gal.	1 50	2 75
Selects, per gal., solid meat	2 00	2 25
Best clams, imp. gallon	2 00	....
Best scollops, imp. gallon	2 25	3 50
Best prawns, imp. gallon	2 25	....
Best shrimps, imp. gallon	2 00	....
Sealed, best, pt. cans, each	0 40	0 40
Sealed, best, select, quart cans, each.	0 50	0 75
Rockaways, 100	1 50	....
Blue points, small	1 00	....
Blue points, large	1 50	....

### CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

Cape Cod shell oysters, per bbl.	12 00	....
Canadian cultivated oysters, bbl.	10 00	10 00
Clams, per bbl.	7 00	8 00

Malpeques, ordinary, bbl.	9 00	9 00
Live lobsters, medium and large, bbl.	0 20	0 40
Little necks, per 100	1 25	1 50

### FRESH SEA FISH

	Montreal	Toronto
Halibut	12-13	14
Haddock, fancy, express, lb.	05¼-6	7
Mackerel, medium, each	30	50
Steak, cod, fancy, express, lb.	6	8
Herrings, each	2	2
Flounders	6	9
Flounders, New York	9	12
Salmon, Western	20-22	20-25

### FRESH LAKE FISH

Carp, lb.	0 07	....
Pike, lb.	0 07½	0 07
Perch	0 04	0 07
Suckers, lb.	0 05	0 10
Whitefish, lb.	0 13	0 17
Lake Erie whitefish	....	0 27
Herrings, each	0 02	0 02
Gaspereaux, each	0 02½	0 03
Lake trout	0 12	0 12
Eels, lb.	0 10	0 08
Dore	12-13	0 13

### FROZE LAKE AND RIVER

Whitefish, large, per lb.	.09-.09½	.09-.10
Whitefish, small tulibeas	.07-.07½	.06
Lake trout, large and medium, lb.	.10	.10
Dore, dress or round, lb.	.08½-.09	.09-.13
Pike, dressed and headless, lb.	.07-.07½	.07
Pike, round, per lb.	.06½-.07	.06-.07

### WINNIPEG

FISH AND POULTRY.—Last week-end little new stuff was coming in, and nearly all frozen fish was cleaned up. Large quantities of fresh fish should be in this week, including white fish, which is expected to open at about 10c. Salmon was a little scarcer last week, and brought 17c; halibut brought 11c per lb. The only lake stuff arriving last week was a little pickerel, which brought 10c, and some lake trout. There is no improvement in the poultry situation, which continues to bring high figures. No. 1 dressed turkeys bring as high as 37c.

### Fish—

Frozen salmon	0 11
Fresh salmon	0 17
Fresh halibut	0 11
Fresh whitefish	0 10
Steak cod, per lb.	0 08
Lake Winnipeg whitefish	0 09
Fresh finnan haddie	0 11
Kippers, per box	2 00
Fresh lake trout, per lb.	0 12
Bloaters, per box	2 00
Salt mackerel, 20-lb. kit	3 00
Smoked gold-eyes, doz.	0 50

### Poultry, Live—

Fowl	6 17	0 18
Roosters	....	0 11½
Chickens	....	0 15
Turkeys	....	0 19
Ducks	....	0 13
Ducklings	....	0 14
Geese	....	0 12

### Poultry, Dressed—

Ducks, No. 1	....	0 24
Fowl, No. 1	....	0 24
Turkeys, No. 1	....	0 35
Geese, No. 1	....	0 26





# FLOUR AND CEREALS



## Declines in Many Feeds

Bran Shorts and Middlings Easier—Better Demand For Feed Oats — Ontario Winter Wheat Flour Sells For Export Account—Most Cereals Slow.

### MONTREAL

**FLOUR.**—A fairly active demand prevails on an unchanged market which retains its steadiness in spite of an easier wheat market. Latter is due to fact that flour prices did not advance to the extent that the recent advance in wheat market made possible. Mills are running steadily although not at full capacity and demand is normal following the recent advance. Buyers of consequence bought last fall and are still taking out on these unfilled contracts which fact tends to prevent undue firmness on market as trade is cut down to buying only what is required for actual need so as to prevent overloading in case of any fluctuation of market.

Winter wheat lines are unchanged in price but a weaker tone prevails following decline in oats and dull demand that has become feature of market and prevents any but hand to mouth buying.

Manitoba Wheat Flour—		Per bbl. of 2 bags	
First patents	.....	6 90	
Second patents	.....	6 30	
Strong bakers	.....	6 10	
Winter Wheat Flour—		Car Small	
		lots	lots
Fancy patents	.....	5 95	6 10
90 per cent. in wood	.....	5 50	5 80
90 per cent. in bags	.....	2 70	2 75

**CEREALS.**—Prices and market in general are unchanged. Cool weather has, however, developed a prolonged and splendid consumption, considering time of year, and has tended towards firm feeling. Advances are even talked of in rolled oats.

Cornmeal—		Per 90-lb. sack	
Gold dust	.....	2 50	.....
Rolled Oats—		90's in jute.	
Small lots	.....	2 75	.....
25 bags or more	.....	2 60	.....
Packages, case	.....	3 90	4 00
Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90's, in jute.	.....	.....	.....
Rolled Wheat—		100-lb. bbls.	
Hominy, per 90-lb. sack	.....	4 00	.....
Hominy, per 90-lb. sack	.....	2 75	.....
Corn flour, bag	.....	2 50	.....
Rye flour, bag	.....	2 65	2 80
Barley, pot	.....	3 00	.....
Barley, pearl, lb.	.....	0 04 1/4	.....

**FEED.**—An easier feeling is evident in bran which is now \$23 a ton in sympathy with a decreased demand which makes it hard to sell as season is practically over. Prices of heavy feed in general, particularly in shorts are easier, the market stale and declines not improbable. Flour middlings form the exception to this rule and are strong and in good demand.

Mill Feeds—		Per ton	
Bran	.....	24 00	.....
Shorts	.....	26 00	.....
Middlings	.....	29 00	.....
Wheat moulee	.....	34 00	.....
Feed flour, bag	.....	35 00	.....
Mixed chop, ton	.....	32 00	.....
Crushed oats, ton	.....	34 00	.....
Oats, chop, ton	.....	34 00	.....
Barley, chop, ton	.....	32 00	.....
Feed oats, Manitoba, bush.	.....	0 57	.....
Feed wheat, bag	.....	1 90	.....

### TORONTO

**FLOUR.**—Export business for winter wheat flour is on the up-grade, and cables of acceptance this week, were frequent. There are a lot of overseas buyers, however, who cannot see our prices. Manitoba remains firm and buying is good, without being unusually heavy. Domestic demand is better than for a couple of weeks.

No. 1 Northern wheat had another check this week, dropping to 1.19 1/2. Business at first was slight and the market has been dropping a couple of points a day. However, at writing there is a feeling that prices are as low as they will go for the present and that wheat is good buying right now. Flour picked up noticeably on Tuesday on a firmer tone being imparted to wheat.

Manitoba Wheat Flour—		Small Car	
		lots.	lots.
		per bbl. of 2 bags	
First patents	.....	6 90	6 70
Second patents	.....	6 40	6 20
Strong bakers	.....	6 20	5 80
Ontario winter wheat flour, 90 per cent. (Board of Trade quotation)	.....	4 50	4 40

**CEREALS.**—Rolled oats are fluctuating according to oats demand and supply and consequent quotation. Demand is only average. There is still fair business going in split peas at prices unchanged from last week's quotations. Export business in oats is not up to much at the moment. Cable bids are 1 to 2 shillings out of line. Same applies to oatmeal.

Barley, pearl, 90 lbs.	.....	4 20	4 40
Ruckwheat grits, 90 lbs.	.....	4 60	4 80
Corn flour, 90 lbs.	.....	2 55	2 75
Cornmeal, yellow, 90 lbs.	.....	2 60	2 80
Graham flour, 90 lbs.	.....	2 75	2 95
Hominy, granulated, 90 lbs.	.....	3 00	3 20
Hominy, pearl, 90 lbs.	.....	3 00	3 20
Oatmeal, standard, 90 lbs.	.....	2 75	2 95
Oatmeal, granulated, 90 lbs.	.....	2 75	2 95
Peas, Canadian, boiling, bush.	.....	3 60	3 80
Peas, split, 90 lbs.	.....	4 85	5 05
Rolled oats, 90-lb. bags	.....	2 65	2 85
Rolled wheat, 100-lb. bags	.....	3 25	3 45
Rye flour, 90 lbs.	.....	2 85	3 05
Whole wheat flour, 90 lbs.	.....	3 00	3 20
Wheatlets, 90 lbs.	.....	3 30	3 50

**FEEDS.**—Trade drags for bran and shorts though middlings are in fair re-

quest. All major feeds are down a dollar this week, but even this decline has not stimulated business to any effect. A fair trade is doing in feed oats for local account, better indeed than the season and weather warrant.

Mill Feeds—		Mixed cars per ton	
Bran	.....	23 00	.....
Shorts	.....	25 00	.....
Special, middlings	.....	25 00	26 00
Feed flour, per bag	.....	1 70	1 75
Oats—			
No. 3, Ontario, outside points	.....	0 48	0 49

### WINNIPEG

**FLOUR AND CEREALS.**—Domestic flour business, especially in Western Canada, has picked up a little during last week, as most farmers are through with their seeding, and have an opportunity to get into town for supplies. Millers are looking for fairly good business during June. The wheat market during the past week fluctuated over a 2c range. Cereal market quiet, with demand practically nil. Demand for feed still strong, although prices have eased off in the East. While there are no changes in quotations here, they are expected, as cattle are now about to go on the grass.

Flour—			
Best patents	.....	6 60	.....
Bakers	.....	6 10	.....
Clears	.....	5 40	.....
XXXX	.....	4 40	.....
Cereals—			
Rolled oats, 80 lbs.	.....	2 25	2 30
Rolled oats, pkgs., family size	.....	3 75	3 75
Wheat flakes, case	.....	3 75	3 75
Oatmeal, standard and gran., 90 lbs.	.....	2 75	2 75
Cornmeal, 90 lbs.	.....	2 45	2 45
Feeds—			
Bran, ton	.....	20 00	.....
Shorts, ton	.....	21 00	.....
Middlings, ton	.....	21 00	.....
Mixed chop, ton	.....	28 00	.....

### HAMILTON GROCERS' PICNIC, JULY 19

The Committee of Management of the Hamilton, Ont. Grocers' Association were at Niagara Falls on Wednesday, Victoria Day, completing arrangements for their annual picnic. This is always one of the events of the season in Hamilton, and is largely attended. This year's affair is expected to be bigger and better than ever. The committee consists of W. J. Lawrie, chairman; Jos. Kirkpatrick, Wm. Smye, Benson Chrysler, M. R. Hill and James Main. The date is fixed for July 19.

# The Guard of Quality— The Protection of Pure Foods



This famous Scotsman is your guard against a surprise attack from questionable quality cereals. He symbolizes Canada's Pure High Quality cereals. Call on him to assist you in building up an ideal cereal trade.

*Write us for quotations on the following lines:—*

Tillson's Premium Oats  
Tillson's "Scotch"  
Health Bran  
Tillson's "Scotch"  
Fine Cut Oatmeal  
Bulk Rolled Oats  
Pan Dried Oats  
Rolled Wheat  
Corn Meal  
Split Peas  
Purina  
Brose Meal  
Pot Barley  
Pearl Barley

Calfine  
Rainbow Flour  
King of Patents Flour  
Goldie's Star Flour  
Gold Seal Flour  
Lily Flour  
White Dove Flour  
Echo Flour  
Puritan Flour  
Graham Flour  
Whole Wheat Flour  
Shorts  
Middlings  
Bran

---

We are large exporters of cereals of all kinds.

---

*Wire or cable when in the market for any of the above lines.*

**Canadian Cereal and Flour Mills Co., Limited**  
Toronto, Ontario

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

# How Hams Have Advanced

A Study in Rising Prices—Facts and Figures—Profits Figured on the Wrong Basis Often — Adjust Consumer Price to Wholesale Price With Care—Hams Can Be Made Very Profitable Line—A Chart That Follows the Gradual Rise.

Written for Canadian Grocer by E. A. Hughes.

FROM 1889 to 1916 the price of light hams has gone up from 11½¢ to 24¢ per pound. This is a gain of something like 115 per cent. The period covered is roughly 30 years. Boiled hams, sometimes known as cooked hams, have risen in market price from 18½¢ to 33¢ during the years 1910 to 1916. That is in 6 years there has been a gain of over 75 per cent.

Thereby hangs a tale. The tale is perhaps better illustrated or can be seen more quickly by a glance at the accompanying diagram. The dotted line represents the progress in the price of boiled ham. The continuous line represents the progress in the price of light ham.

This diagram and these figures prove several things. First of all they are indices to the rising cost of living. Hams are not a luxury; at the same time they are more than a necessity and are a fairly average food stuff which may well be taken as typical of the rising cost of general living in Canada.

## Increase In Consumption

The enormous percentage increase in the case of light hams from 11½¢ to 24¢ and in the case of cooked hams of 18 to 33¢ (this last during the last 6 years) is due largely to increase in consumption, which in its turn is due to increase in population. This increase in population has not been followed by a

comensurate increase in hog-raising. In other words to put it more briefly the population of Canada, and consequently the demand for hams, has jumped more rapidly than has the supply during the period of years noted.

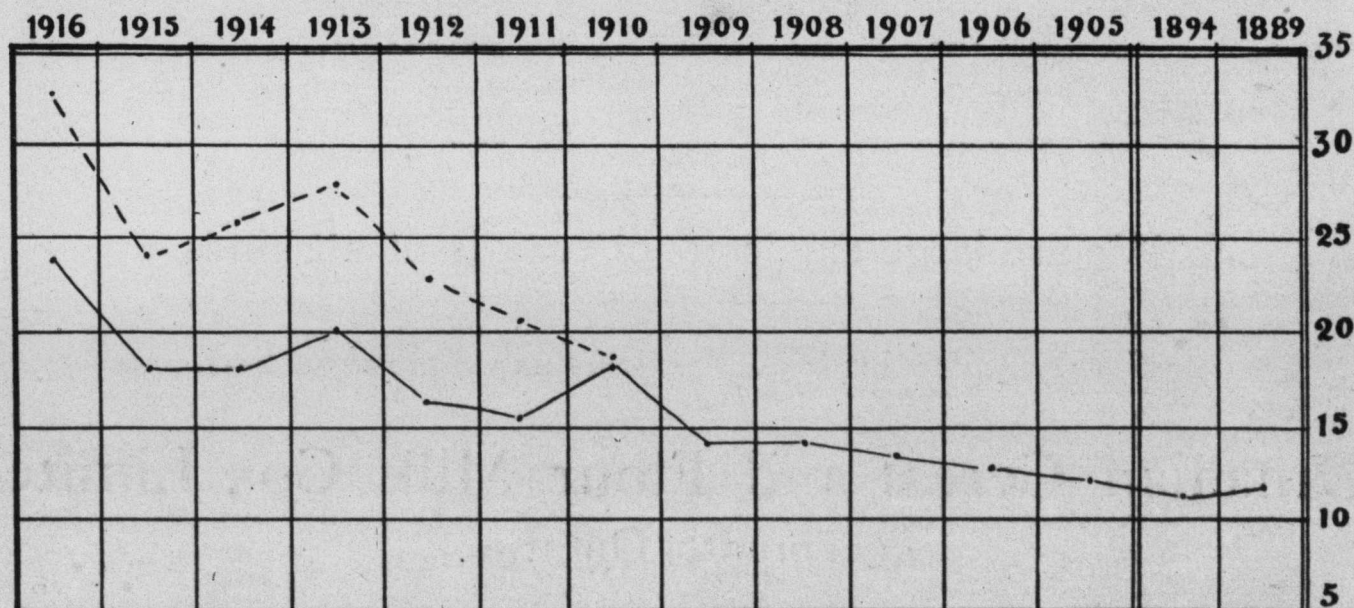
These figures are full of significance for the grocer. There has been a good deal of talk amongst the trade during recent weeks and months because the hog market has been unusually high and pork products have followed suit. These advances being conceded, it is permissible to wonder whether the whole of the trade is dealing with the question of profits on hog products properly. Is the average grocer making his price to the public suitable when he takes into consideration, the advance in price made to him? For instance: light hams in 1889 were 11½¢ a pound; this was the price to the retailer. The retailer selling light hams to the public may perhaps have sold at 4¢ profit. He would then have sold at 15½¢. That is to say (basing profit on selling price) he would have made that a 26 per cent. profit on a pound of light hams sold over his counter. Now, the same grocer, if he were to sell his hams to-day 4¢ higher than he pays for them, that is the same number of cents higher as in 1889, he would pretty nearly lose money overhead considered. To-day he is paying 24¢ for light hams to the wholesaler. If he sells at a price of 28¢, that is 4

advance to the consumer, his percentage of profit is only about 14 per cent. In 1889 it was 26 per cent. Briefly, if the grocer to-day is selling his ham at the same number of cents in advance of the wholesale prices as 27 years ago, he is making just about half the money he did in 1889. Thus the grocer who has not adjusted his consumer price to the wholesale price of to-day is losing money compared to what he was doing at that time.

The same thing exactly applies to the prices of boiled ham. If the retailer in 1910 was paying 18½¢ per lb. to the wholesaler for boiled ham and sold this at 22¢, he would be making a percentage profit of about 18 per cent. But the 1916 price of boiled ham is 33¢. If he were to sell his boiled ham to-day over the counter at the same 4¢ ahead of wholesale price, that is at a price of 37¢ he would be making a percentage profit of only 9.7 per cent. In other words during the last six years boiled hams have increased at such a rate, that supposing the same number of cents to be added to the retailers price now as in 1910, the retailer's profit will be practically cut in half, compared with six years ago.

## How To Figure Profits

These are serious considerations for the retailer; his profits should not be (Continued on page 42.)



Canadian Grocer chart illustrating rise in hams. Figures on right mean cents per lb., to retail trade, Toronto prices, in May each year.  
Dotted line—Boiled ham. Continuous line—Light ham.



# PRODUCE AND PROVISIONS



## Weaker Feeling in Eggs

This is Also Evident in Hogs—Butter Advances in Eastern Market — More Poultry Coming Along and Lower Prices Are Probable—Cheese Quotably Lower at Boards.

### MONTREAL

**PROVISIONS.**—An easier feeling is evident in hogs which have declined to 16¼c for city dressed and in lard which is selling in pails at 18c a lb. Trade is active and there is a slight scarcity in hogs but otherwise supplies of all kinds are coming forward freely and all other prices are firm and unchanged. Smoked and cured meats continue good and warmer weather tends to make trade active in this line.

<b>Hams—</b>			
Small, per lb.	0 21	0 23	
Medium, per lb.	0 20	0 22½	
Large, per lb.	0 21		
<b>Bacon—</b>			
Plain, bone in	0 24		
Boneless	0 29		
Peacock	0 29		
<b>Bacon—</b>			
Breakfast, per lb.	0 26		
Roll	0 18		
Shoulders, bone in	0 16		
Shoulders, boneless	0 17		
<b>Cooked Meats—</b>			
Hams, boiled, per lb.	0 34		
Hams, roast, per lb.	0 35		
Shoulders, boiled	0 26	0 27	
Shoulders, roasted	0 27		
<b>Dry Salt Meats—</b>			
Long clear bacon, 50-70 lbs.	0 15½		
Long clear bacon, 80-100 lbs.	0 14½		
Planks, bone in, not smoked	0 15½		
<b>Barrelled Pork—</b>			
Heavy short cut mess	30 00		
Heavy short cut clear	27 50		
Clear fat backs	33 00		
Clear pork	33 00		
<b>Lard, Pure—</b>			
Tierces, 50 lbs., net	0 17		
Tubs, 50 lbs., net	0 17½		
Tins, 50 lbs., net	0 17½		
Pails, wood, 20 lbs., net	0 17		
Pails, tin, 20 lbs., net	0 17½		
Cases, 10 lbs. tins, 60 in case	0 18½		
Cases, 3 and 5-lb. tins, 60 in case	0 16		
Bricks, 1 lb. each	0 19½		
<b>Lard, Compound—</b>			
Tierces, 50 lbs., net	0 14½		
Tubs, 50 lbs., net	0 15		
Tins, 50 lbs., net	0 15		
Pails, wood, 20 lbs., net	0 15½		
Pails, tin, 20 lbs., net	0 15½		
Cases, 10-lb. tins, 60 in case	0 16½		
Cases, 3 and 5-lb. tins, 60 in case	0 16		
Bricks, 1 lb. each	0 17		
<b>Hogs—</b>			
Dressed, abattoir killed, cwt.	16 25		

**BUTTER.**—Butter has advanced 1c and fresh made finest creamery is now 32c a lb. with firmness added to by heavy exports of last week and well maintained. Old supplies have all been cleaned up and fresh made is only kind available and spot stocks are kept very low by very active export trade.

<b>Butter—</b>	
Finest creamery, fresh made	0 32
Dairy prints	0 27
Dairy, solids	0 26
Separator prints	0 27
Bakers	0 24

**CHEESE.**—A sharp decline of 2c has occurred all around in cheese and fresh made is from 18c to 19c and market is

in an uncertain and unsettled condition with an easy feeling uppermost. Declines in country markets varied from 3-16c to 3c a lb., the latter occurring at St. Hyacinthe. Although the Stirling Board showed an advance over the previous week. Receipts of Canadian and American supplies have increased and export demand has lessened while domestic demand continues inactive, which accounts largely for easier feeling in market.

**EGGS.**—Eggs remain unchanged in price, but an easier feeling is evident in market with a greater volume of supplies coming from country and warm weather causing bad eggs in some sections. Receipts for last week were 15,962 cases, a drop from the previous week. Dealers are less keen for eggs and are quoting to stores at 22c in country. Local trade continues good and consumption equal to that of last year but feeling is decidedly easier.

**POULTRY.**—Feature of market is arrival of new spring broilers at \$1.25 to \$1.40 per pair. A good demand continues for all kind of poultry but frozen is practically cleaned out of market. Live stock in general are easier but fresh killed fowl are bringing good prices and selling at from 23c to 24c for live and 25c for dressed. Ordinary roasting chickens are nearly out of the market, firm and high at 22c a lb. Geese are easier as none but old stock are coming forward and are not in a good demand on account of poor quality.

<b>Poultry—</b>			
<b>Frozen Stock—</b>			
Turkeys	0 29	0 30	
Fowl, large	0 23	0 24	
Fowl, small	0 23	0 24	
Ducks	0 20		
Geese	0 17	0 18	
Roasting chicken, milkfed, 4 lbs. or over	0 23	0 27	
Roasting chickens, ordinary	0 22		
Squabs, Canadian, pair	0 50		
Squabs, Philadelphia, pair	0 70		
Pigeons, pair	0 25	0 30	
<b>Fresh Stock, Dressed—</b>			
Fowls, large, per lb.	0 25		
Fowls, small, per lb.	0 23		
Turkeys, Tom, per lb.	0 26	0 27	
Turkeys, Hen, per lb.	0 28	0 30	
Broilers, per pair	1 25	1 40	

<b>Live Stock—</b>			
Fowl, 5lbs. and over	0 22	0 23	
Fowl, small	0 20	0 21	
Turkeys	0 22	0 23	
Ducks	0 25	0 27	
Geese	0 13	0 15	
Chicken	0 15	0 18	

**HONEY.**—Market remains unchanged, quiet and steady with demand centering on small lots of principal grades and is without feature of interest to note.

<b>Honey—</b>			
Buckwheat, tins	0 09½		
Strained clover, 60-lb. tins	0 12		
Strained clover, in 10-lb. tins	0 12½		
Strained clover, in 5-lb. tins	0 12½		
Comb honey, white clover, per section	0 16		
Comb honey, buckwheat, per section	0 13		

**MAPLE SYRUP.**—Prices remain unchanged on a steady market without feature of interest to report with supplies coming forward less freely but in sufficient quantity to cover requirements.

<b>Maple Sugar—</b>			
In blocks, bright, per lb.	0 14	0 15	
In blocks, dark, per lb.	0 10	0 12	
In tubs, per lb.	0 09	0 10	
<b>Maple Syrup—</b>			
In 8½ lb. tins, each	0 90	1 00	
In 13¼ lb. tins, each	1 40	1 50	

### TORONTO

**PROVISIONS.**—There have been fluctuations in the prices of live and dressed hogs; levels have been up one day and down the next. Present figures obtain, however, and while there is no shrinkage in price, there is less trading in hogs on the board. Hog products therefore show little alteration. There is a nice demand coming along for cooked meats, stimulated, no doubt, by the warmer weather now with us. Lard prices are quoted by separate houses on basis of 17, 17¼ and 17½ respectively.

<b>Hams—</b>			
Light, per lb.	0 24	0 25	
Medium, per lb.	0 23	0 24	
Large, per lb.	0 21	0 22	
<b>Bacon—</b>			
Plain	0 27	0 28	
Boneless, per lb.	0 26	0 29	
Pea meal, per lb.	0 28	0 29	
<b>Bacon—</b>			
Breakfast, per lb.	0 26	0 29	
Roll, per lb.	0 20	0 21	
Shoulders, per lb.	0 20	0 21	
Pickled meats—1c less than smoked.			
<b>Dry Salt Meats—</b>			
Long clear bacon, ton lots	0 18	0 19	
Long clear bacon, small lots	0 18½	0 19½	
Fat backs, lb.	0 16	0 17	
<b>Cooked Meats—</b>			
Hams, boiled, per lb.	0 33	0 34	
Hams, roast, per lb.	0 33	0 34	
Shoulders, boiled, per lb.	0 28	0 29	
Shoulders, roast, per lb.	0 28	0 29	
<b>Barrelled Pork—</b>			
Heavy mess pork, per bbl.	30 00	31 00	
Short cut, per bbl.	32 00	33 00	

<b>Lard, Pure—</b>		
Tierces, 400 lbs., per lb. ....	0 17	0 17½
Tubs, 50 lbs., per lb. ....	0 17½	0 17½
Pails, ..... ..	0 17½	0 18
Bricks, 1 lb., per lb. ....	0 18½	0 19
<b>Lard, Compound—</b>		
Tierces, 400 lbs., per lb. ....	0 14	0 14½
Tubs, 50 lbs., per lb. ....	0 14½	0 14½
Pails, 20 lbs., per lb. ....	0 14½	0 14½
Bricks, 1 lb., per lb. ....	0 15½	0 15½
<b>Hogs—</b>		
Live ..... ..	12 00	12 60
Dressed, abattoir killed ..... ..	15 50	16 00

**BUTTER.**—Makes of both creamery and dairy are heavy and demand is of usual proportions. There have been some exports to England recently, and also some lots have moved out West. This latter is a temporary condition, however, and while it has firmed up the market some it is not expected to continue, and is not, therefore, to be taken seriously as a market factor. Probably we shall see lower levels before we see higher. Meanwhile creamery is worth 29 to 31, and dairy four cents lower.

Creamery prints, lb. ....	0 29	0 31
Creamery, solids ..... ..	0 28	0 29
Dairy prints, choice, lb. ....	0 25	0 27
Dairy prints, lb. ....	0 24	0 26
Bakers ..... ..	0 22	0 24

**CHEESE.**—Apparently there are lower prices in the offing, for at the boards this week cheese was sold a couple of cents under recent levels. However, we have not yet got this cheese on the market and, therefore, our quotations are not any different. This applies to new cheese only. Old cheese is firm and high. Export continues apace with nice business right along; they are apparently perennially short of cheese in England.

<b>Cheese—</b>		
New, large, per lb. ....	0 20½	0 20½
New, twins, per lb. ....	0 20½	0 20½
June and Sept., large, per lb. ....	0 21	0 21
June and Sept., twins, per lb. ....	0 21½	0 21½
June and Sept., triplets, per lb. ....	0 21½	0 22

**EGGS.**—Supply is fairly heavy and demand is as usual. There are no new features to record except that from general quotations prices in the country are getting lower, which will probably bring lower levels to the trade. Price in country is now 22c cases returned and 23c cases free. For week of June 5th these prices will be reduced by one cent. Apparently this is more or less concerted action on part of egg men, as all are quoting same.

<b>Eggs—</b>		
New laids, specials in cartons ..... ..	0 25	0 26
New laids, ex cartons ..... ..	0 24	0 25

**POULTRY.**—Feature of the market is that more of all lines are now coming along. This has a tendency to weaken market, but there is disparity in what poultry men are quoting. Our figures therefore remain, but it should be understood that some men are quoting below them. There is a good demand for chicken and old fowl. Spring broilers of correct weight are in particular demand.

<b>Poultry—</b>		
Spring broilers (½ lbs. and over).....	0 40-0 4½	0 55-0 65
Old fowl, lb. ....	0 18-0 2½	0 22-0 24
Chickens ..... ..	0 18-0 20	0 25-0 27
Milk-fed ..... ..	0 17-0 20	0 25-0 26

**HONEY.**—No change either in price or condition is to be noted. Trade is buying in ordinary quantities.

<b>Honey—</b>		
Buckwheat, bbls., per lb. ....	0 07½	0 07½
Buckwheat, tins, per lb. ....	0 07½	0 08½
Clover, 50 lb. tins, per lb. ....	0 13½	0 13½
Clover, 10 lb. tins, per lb. ....	0 14	0 14½
Clover, 5 lb. tins, per lb. ....	0 14	0 14½
Comb, No. 1, doz. ....	2 80	3 00
Comb, No. 2, doz. ....	2 00	2 40

**ADVERTISING NOW MORE TRUTHFUL**

(Continued from page 18.)

merce and agriculture in bringing the farming and business interests closer together. At a recent meeting a committee was appointed to investigate the Manitoba market for produce.

The merchants of Winnipeg are working hard to make the Manitoba Retail Merchants' convention the best ever held in Western Canada. It is expected that the country merchants will do their part by coming to the city in large numbers on June 6, 7 and 8.

At the annual meeting, C. F. Rannard presented a magnificent trophy to the rink of retailers who won in the competition last winter between wholesalers and retailers. N. P. Greer, representing the wholesalers, presented four fine sweaters to the winners and four large thermos bottles to the rink taking second place.

The rinks were: First place—Mr. Poitras, manager Hudson Bay Grocery Department; J. Campbell, of Treleaven & Campbell, grocers; W. Matthews, of Birks, and J. H. Curle, secretary, R.M. Association.

Second place—John Patterson, grocer; W. G. White, of White & Manahan; Chas. Wellband, of Wellband & Robertson; and Alex. Douglass, grocer.

**HOW HAMS HAVE ADVANCED**

(Continued from page 40.)

figured upon what he has done formerly. That is to say his price to the consumer should not be perennially the same. It should be adjusted according to price conditions from wholesaler to retailer. The foregoing figures prove that the percentages will be nearly cut in half were the retailer to-day to sell at the same number of cents advance on invoice cost as a few years ago.

Some retailers make the statement that to-day there is not very much profit in selling meats. There obviously is no profit in selling meat, taking into consideration the different existing conditions in the wholesale market, if the retailer does not alter his conditions too. It stands to reason that if the buying price has altered the selling price must alter proportionately. But if the retailer is wise in his day and generation and figures on the enhanced price he is paying, not only so far as actual cents are concerned but also as far as percentages are concerned, he will have no difficulty whatever in making meat a profitable and paying line.

**The Gradual Rise**

Remember that population in Canada has increased materially during the last few years. Remember, therefore, that demand for provisions has increased during the last few years. Remember that hog raising has not increased to anything like the same extent. This is abundantly proven by the accompanying diagram. It will be noticed that prices are in some cases low. For instance, take 1911. Price of light hams in this year was 15½c. The year before it was 18c. The reason evidently why hogs were low in 1911 was, that, after there had been a period of high prices in 1910, farmers went in for hog raising to a large extent. This then sent the price down to 15½c in 1911. But by the next year, 1912, there was apparently a cessation in hog raising and prices were again on the upward path. By 1913 they got to 20c. Whenever hog prices are high it seems that farmers rush in and start raising them on a wholesale scale. Naturally they get low in price, owing to the abundance. Immediately farmers drop off raising them and the price goes up again.

But to revert to the conclusions to be drawn from the diagram, the retailer would do well to study this table and see the trend of prices during the last few years. He will do well, then, if he has the figures at hand, to find out at what price he was selling his hams during these years. He will then be able to take mental stock and find whether he has been selling hams advantageously and profitably or not. If not he will know the reason and be able to alter his course in the future. He will find selling meats profitable line if only he adjusts his price according to wholesale price.

**FRUIT AND VEGETABLES**

(Continued from page 36)

Rhubarb, doz. ....	0 30	0 35
Spinach, hamper ..... ..	1 00	1 35
Tomatoes, crate ..... ..	5 00	5 50
Turnips, bag ..... ..	0 25	0 30

**WINNIPEG**

**FRUIT AND VEGETABLES.**—New arrivals on the market this week include Texas onions, which opened at \$2.75 per crate; pineapples at \$4 per case, and new potatoes at 6c per lb. Cherries in cases of 9 lbs. declines to \$3. Strawberries are a little firmer; \$4.50 was asked last week for cases of 24 quarts, but the price will no doubt be down to \$4 this week. Navel oranges are off the market, and are replaced by Valencias at \$3.50-4.50 per case. Rhubarb declined to \$1 per case. Asparagus is now being sold on a basis of \$1.25 per dozen, and is coming from Minnesota. California head lettuce is down to \$4 per case.

# Here are the Prize Winners in LEVER BROTHERS Grand Window Dressing Contest



## For Montreal City Division

Grand First Prize—\$35 cash, Wm. Biltcliffe, 350 Victoria Avenue, Westmount.  
 Grand Second Prize—\$20 cash, W. R. Hadley, 293 Magdalen St.  
 Grand Third Prize—\$10 cash, J. E. Parent, 113 Rue Ethel, Verdun.  
 Consolation Prize—\$5 cash, J. A. Dionne, 118 Congregation St.  
 Consolation Prize—\$5 cash, Murphy & Riordan, 871 St. Catherine West.  
 Consolation Prize—\$5 cash, J. A. Debien, 112 Park Avenue.  
 Consolation Prize—\$5 cash, Geo. V. Kneen, 515 St. Catherine St., Maisonneuve.  
 Consolation Prize—\$5 cash, L. O. D'Argencourt, 379 St. Denis St.

Our special thanks are due the Montreal trade for their liberal co-operation in our Window Dressing Contest, and we can assure the "losers" that the judges had a very hard time indeed, in selecting the winners. The judges were, of course, absolutely impartial, and worked from numbered photographs, so absolute merit was their only criterion.

**Sunlight Soap, Lux, Lifebuoy, Panshine, Toilet Soaps—well advertised  
trade-winners for every grocer who displays them.**

**LEVER BROTHERS, LIMITED, TORONTO**

# Minto quality gets the trade and holds it, too.

**MINTO TEA** has never yet disappointed either dealer or customer. This pure Ceylon is blended with the greatest care, and the utmost skill, producing a quality tea that captivates the taste of the most particular tea drinker.

We do not carry on any costly consumer advertising, therefore there is no forced demand for **MINTO TEA**. Instead of spending large sums in "puffing" the demand we are enclosing in each package the amount of money it would cost to advertise it—a novel idea that has made quite a hit with the public.

Every package of **MINTO** sold is a tribute to its incomparable quality, and first sales are only the beginning of continuous demand.

Prove for yourself that superior quality is more productive of results than any amount of consumer advertising. Make a **MINTO** display to-day and watch results.

## Minto Bros.

284 Church St.

TORONTO

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



## Summer sellers are always worth featuring

When the thermometer is climbing is the ideal time to keep Lytle's "Sterling" Summer Specialties to the forefront of your windows and counter displays.

The following lines are all reliable hot weather sellers, and leave you a good margin of profit.

**Raspberry Vinegar, Orangeade,  
Lemon Sour,  
Fruit Syrup, every flavor, cherry,  
raspberry, pineapple, etc.  
Unfermented Wine.**

Every "Sterling" product possesses a distinctive deliciousness that is only obtained by using the utmost care in the selecting and processing of highest quality ingredients. You can confidently "bank on" every Sterling line to give your customer that complete satisfaction that means not only repeat orders, but an extension of her patronage along other lines.

Connect up with these business-building lines to-day. Your Summer turnover will be materially increased if you feature the popular-priced "Sterling" lines.

Drop a card for full particulars.

**T. A. LYTLE CO.**  
LIMITED

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. to case, weight 10 lbs. ....	\$ 0 45
1 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 Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	\$ .95	\$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90

#### DOMINION CANNERS, LTD. JAMS

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

	Per Doz.
Apricot	\$ 2 40
Assorted	2 30
Blackberry	2 35
Blueberry	2 35
Currant Red	2 30
Currant Black	2 35
Cherry	2 30
Gooseberry	2 20
Plum	2 20
Plum Green Gage	2 30
Pear	2 20
Peach	2 20
Raspberry, Red	2 35
Raspberry, Black	2 35
Rasp. and Red Currant	2 30
Rasp. and Gooseberry	2 30
Strawberry	2 40

#### CATSUPS

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

#### BAKED BEANS WITH PORK. Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

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

2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to ca.	1 05
Family, Plain, \$1.20 doz.; Family, Tomato Sauce, \$1.30 doz.; Family, Chili Sauce, \$1.30 doz.; 3's, Plain, Flats, Aylmer only, \$1.40 doz.; 3's, Tomato Sauce, Flats, Aylmer only, \$1.50 doz.; 2's, Chili Sauce, Flats, Aylmer only, \$1.50 doz.; 2 1/2's, Plain, \$1.45 doz.; 3's, Plain, Tall, \$1.60 doz.; 3's, Tomato Sauce, \$1.75 doz.; 3's, Chili Sauce, \$1.75 doz. The above 2 doz. to case. 10's, 1/2 doz. per case, for hotel and restaurant use (gals.), \$5.25 doz.	

Terms net—no discount.

Prices subject to change without notice. This cancels all previous lists.

Freight prepaid on 10 case lots to Windsor, Montreal, North Bay, Sudbury and intervening points. To all other points 25c per cwt., freight allowance.

#### "AYLMER" PURE ORANGE MARMALADE

	Per Doz.
10 1/2 oz. Gross Jars	\$ 0 75
Tumblers, Vacuum T.p. 2 doz. in case	1 15
12 oz. Glass, Screw Top, 2 doz. in case	1 40
14 oz. Glass, Screw Top, 2 doz. in case	1 60
16 oz. Glass, Screw Top, 2 doz. in case	1 90
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case	1 95
2's Glass, Vacuum Top	3 10
2's Tin, 2 doz. per case	2 75
4's Tin, 12 pails in crate, per pail	0 50
5's Tin, 8 pails in crate, per pail	0 61
7's Tin or Wood, 6 pails in crate	0 70
14's Tin or Wood, 4 pails in crate, per lb.	0 11
30's Tin or Wood, one pail only, per lb.	0 11

#### BLUE

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

#### CEREALS

WHITE SWAN	Per case
Pancake Flour (Self-rising), 2 doz. to case, weight 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, weight 50 lbs.	2 70
Diet Flour, 5 lb. bags, per doz.	4 80
Breakfast Food, 2 doz. to case, weight 85 lbs.	3 60
Health Flour, 5 lb. bags, per doz.	2 40
King's Food, 2 doz. to case, weight 85 lbs.	4 80
Wheat Kernel, 2 doz. to case, weight 65 lbs.	3 50
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 60



**T**HE demand for Gold Soap has far exceeded our expectations. Wherever introduced, it has taken hold instantly. Grocers have had only to show it to sell it.

Compare the size of Gold with other laundry soaps and you will see why it catches the eye. Try it in your home and you will see why those who buy one cake continue to buy it regularly.

Even as to so commonplace a thing as laundry soap it means something for a grocer to be able to say that he is selling the biggest and best piece of goods to be had.

***The Procter & Gamble Distributing Co.***

*of Canada, Ltd.*

***Hamilton, Canada***

Send for Gold Soap advertising matter for use in your store.

You save 10 cents a box in buying assorted 10 box lots of the following: Ivory Soap, Gold Soap, P. and G.—The White Naphtha Soap, Pearlina and Sopaide. For a well-rounded line you need them all.



# Western Canada Manufacturers' Agents and Wholesale Grocery Brokers

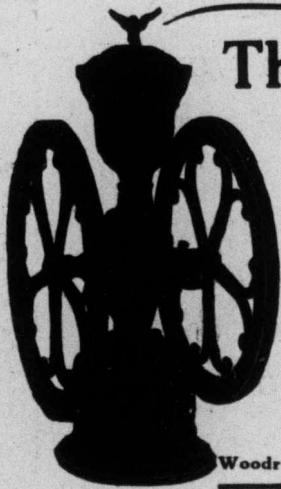
## W. H. Escott Co., Ltd.

# SASKATOON

(J. L. Forest, Manager)

Branches at  
REGINA, CALGARY and  
EDMONTON

Head Office: Winnipeg



## The Elgin Guarantee

We guarantee the ELGIN NATIONAL COFFEE MILL to steel-cut coffee faster than any other coffee mill of corresponding size.

Furthermore, their lifetime durability and the perfection of the work they do are good reasons why you should install one of the Elgin Mills.

First cost is the only cost. Even in this there is a saving over the price of many other makes.

Before deciding what coffee mill you will install, get the Elgin booklet No. 24-C.

You will find a size and style for your store.

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

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

### COCOA AND CHOCOLATE

THE COWAN CO., LTD.

#### Cocoa—

Perfection, 1-lb. tins, doz...	4 50
Perfection, 1/2-lb. tins, doz...	2 40
Perfection, 1/4-lb. tins, doz...	1 25
Perfection, 10c size, doz...	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb. ....	0 22
Soluble bulk, No. 2, lb. ....	0 20
London Pearl, per lb. ....	0 24

Special quotations for Cocoa in barrels, kegs, etc.

#### (Unsweetened Chocolate)

Supreme chocolate, 1/2's, 12-lb. boxes, per lb. ....	0 37
Perfection chocolate, 20c size, 2 doz. in box, doz...	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz. ....	0 90
Sweet Chocolate— Per lb.	
Queen's Dessert, 1/4's and 1/2's, 12-lb. boxes ....	0 40
Queen's Dessert, 6's, 12-lb. boxes ....	0 40
Vanilla, 1/4-lb., 6 and 12-lb. boxes ....	0 37
Diamond, 8's, 6 and 12-lb. boxes ....	0 30
Diamond, 6's and 7's, 6 and 12-lb. boxes ....	0 28
Diamond, 1/4's, 6 and 12-lb. boxes ....	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in 1/2-lb. packages, 2 and 4 doz. in box, per doz. ....	1 00

Chocolate Confections. Per doz.	
Maple buds, 5-lb. boxes ....	0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes ....	0 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, 1/2's 6, lb. boxes, lb. ....	0 39
Nut milk chocolate, 1/4's, 6-lb. boxes, lb. ....	0 39
Nut milk chocolate, 5c bars 24 bars, per box ....	0 90
Almond nut bars, 24 bars, per box ....	0 90

### BORDEN MILK CO., LTD.

#### CONDENSED MILK

Terms net 30 days.

5 Box lots and upward—Freight prepaid up to 50 cents. Any excess will be charged on invoice. Per case	
Eagle Brand, each 48 cans. ....	\$6 95
Reindeer Brand, each 48 cans	6 70
Silver Cow, each 48 cans....	6 15
Gold Seal, Purity, each 48 cans ....	6 00
Mayflower Brand, each 48 cans ....	6 00
Challenge, Clover Brand, each 48 cans ....	5 50

### EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans .....	4 60
Jersey Brand, Hotel, each 24 cans .....	4 60
Peerless Brand, Hotel, each 24 cans .....	4 60
St. Charles Brand, Tall, each 48 cans .....	4 70
Jersey Brand, Tall, each, 48 cans .....	4 70
Peerless Brand, Tall, each, 48 cans .....	4 70
St. Charles Brand, Family, each, 48 cans .....	4 10
Jersey Brand, Family, each, 48 cans .....	4 10
Peerless Brand, Family, each 48 cans .....	4 10
St. Charles Brand, small, each 48 cans .....	2 00
Jersey Brand, small, each 48 cans .....	2 00
Peerless Brand, small, each, 48 cans .....	2 00

### CONDENSED COFFEE

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

### COFFEE.

### WHITE SWAN SPICES AND CEREALS, LTD.

#### 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 34 1/2

### ENGLISH BREAKFAST COFFEE.

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

### MOJA

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

### PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.	
1 lb. tins, 2 doz. to case, weight 45 lbs., per lb. ....	0 27

### FLAVORING EXTRACTS

#### WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs. ....	\$1 05
2 oz. bottles, per doz., weight 4 lbs. ....	2 00
2 1/2 oz. bottles, per doz., weight 6 lbs. ....	2 20
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

# STRAWBERRIES

Fancy Varieties

From Kentucky and Virginia arriving daily.

Full quart boxes.

# PINEAPPLES

now at their best.

Florida Tomatoes

Bananas

Oranges and Lemons

*The House of Quality*

**HUGH WALKER & SON**

GUELPH - ONTARIO

# Cuban Pines

For Preserving Season now at its best.

Headquarters for

# Strawberries

Fresh cars daily.

New Cabbage, Carrots, Beets,

Tomatoes, Asparagus,

Lemons, Valencia Oranges.

**WHITE & CO., LIMITED**

Wholesalers of Fancy Fruits and Vegetables  
And Wholesale Fish Dealers

TORONTO

## Are You Interested?

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

RATES:

(payable in advance)

2c per word, first insertion.

1c per word, subsequent insertions.

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

No Other Paper Reaches

All These Men.

In Selling a Business!

In Buying a Business!

In Engaging a Clerk!

In Securing a Position!

In Securing a Partner!

In Disposing of Second-hand Fixtures!

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

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

**Canadian Grocer**

143-153 University Ave., Toronto

## Fruits

Bananas

Lemons

Oranges

and also

All Early

Vegetables

**Lemon Bros.**

OWEN SOUND, ONT.

## Keep Your mind active

It's unthinking moments that allow merit and value to pass unnoticed—when you fail to mention

**"St. Nicholas"**

when ordering your Lemons—Oh! by all means keep your mind active and specify "St. Nicholas" in all your orders for Extra Fancy Lemons.

It will pay us both.

**J. J. McCabe**

Agent

TORONTO

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

# A WINNING COMBINATION

Arthur Stringer's latest success, "The Anatomy of Love," scheduled to first appear in the June issue of MacLean's, and Arthur MacFarlane's newest mystery story, "Behind the Bolted Door," supply a winning combination for our representatives to "roll up" a big bonus and commissions during the next few weeks.

These two splendid stories will appear in MacLean's first—probably in book form later. These are but two of the many fine features that go to make up entertainment for our readers. This means that **hundreds of people** will subscribe to MacLean's during the next few weeks. There are dozens of subscriptions to be had in your district. Let us tell you how to secure them and how to become an authorized representative.

To take care of the increased demand for MacLean's we must have at once an active representative in every district in Canada. To those **who can qualify**, big money will be paid. The work is light and pleasant—your spare time is all that's needed for a start. It interferes in no way with your regular duties; in fact, the more you work our plan the greater your efficiency in your regular work will be noted.

If the extra \$5.00 or \$10.00 a week in exchange for your spare time means **anything to you**, write us today for full particulars. No obligation, you know—simply say, "Send me all particulars concerning your money-making plan."

**The MacLean  
Publishing Co., Ltd.**  
TORONTO, CANADA

**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 1lb.	litho. dredge.
	2 1/2 oz.	Per doz. Per doz.
<b>SPICES</b>		
Allspice .....	\$0 45	\$0 90
Arrowroot, 4 oz. tins, 85c .....		
Cayenne .....	0 45	0 90
Celery salt .....		
Celery pepper .....		
Cinnamon .....	0 45	0 90
" whole, 5c. pkgs., window front, 45c .....		
Cloves .....	0 45	0 90
Cloves, whole, 5c. pkgs., window front, 45c .....		
Curry powder .....		
Ginger .....	0 45	0 90
Mace .....	1 25	
Nutmegs, whole, 5c pkgs., window front, 45c .....		
Paprika .....	0 45	0 90
Pepper, black .....	0 45	0 90
Pepper, white .....	0 50	0 95
Pastry spice .....	0 45	0 90
Pickling spice, window front, 90c .....		
Dozens to case, 4 .....	4	4
Shipping weight per case .....	10 lbs.	15 lbs.

We pay freight on 5 cases or orders weighing 250 lbs.

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

Laundry Starches—		Cents
Boxes		
40 lbs., Canada Laundry ..	.06 1/4	
40 lbs., Canada White Gloss, 1 lb. pkg. ....	.06 3/4	
48 lbs., No. 1 White or Blue Starch, 3 lb. cartons ..	7 1/4	
100 lbs. kegs No. 1 White	.06 3/4	
200 lbs. bbls., No. 1 White	.06 3/4	
30 lbs., Edwardsburg Silver Gloss, 1 lb. chromo pkgs.	.07 3/4	
48 lbs., Silver Gloss, in 6 lb. tin canisters .....	.08 1/4	
36 lbs., Silver Gloss, in 6 lb. draw lid boxes .....	.08 1/4	
100 lbs., kegs Silver Gloss, large crystals .....	.07 1/4	
28 lbs., Benson's Satin, 1 lb. cartons, chromo label	.07 1/2	
40 lbs., Benson's Enamel, (cold water), per case ..	3 00	
20 lbs. Casco Refined Potato Flour, 1 lb. pkgs. ....	12 1/2	
Celluloid		
Boxes containing 45 cartons, per case .....	3 60	
Culinary Starch		
40 lbs., W. T. Benson & Co.'s Celebrated Prepared Corn .....	.07 3/4	
40 lbs., Canada Pure Corn (20 lb. boxes 1/4c higher)	.06 1/2	
<b>BRANTFORD STARCH</b>		
Ontario and Quebec		
Laundry Starches—		
Canada Laundry—		
Boxes about 40 lbs. ....	.06	
Acme Gloss Starch—		
1-lb. cartons, boxes of 40 lbs. ....	.06 3/4	
First Quality White Laundry—		
3-lb. canisters, ca. of 48 lbs. ....	.07 1/4	
Barrels, 200 lbs. ....	.06 3/4	

Kegs, 100 lbs. .... .06 3/4

Lily White Gloss—  
1-lb. fancy carton cases 30 lbs. .... .07 3/4  
8 in case .....

08  
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ... .08 1/4  
Kegs, extra large crystals, 100 lbs. .... .07 1/4  
Canadian Electric Starch—  
Boxes, containing 40 fancy pkgs., per case .....

3 00  
Celluloid Starches—  
Boxes containing 45 cartons, per case .....

3 60  
Culinary Starches—  
Challenge Prepared Corn—  
1-lb. pkts., boxes of 40 lbs. .... .06 1/2  
Brantford Prepared Corn—  
1-lb. pkts., boxes of 40 lbs. .... .07 3/4  
"Crystal Maize" Corn Starch—  
1-lb. pkts., boxes of 40 lbs. .... .07 3/4  
(20-lb. boxes 1/4c higher than 40's)

**COW BRAND BAKING SODA**  
In boxes only.  
Packed as follows:  
5c packages (96) ..... \$ 3 20  
1 lb. packages (60) ..... 3 20  
1/2 lb. packages (120) ..... 3 40  
1/2 lb. 60 } Packages Mixed 3 30  
1 lb. 30 }

**SYRUP**  
THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP  
Perfect Seal Jars—3 lbs., 1 doz. in case ..... \$ 2 80  
2 lb. tins, 2 doz. in case ... 2 75  
5 lb. tins, 1 doz. in case ... 3 15  
10 lb. tins, 1/2 doz. in case ... 3 05  
20 lb. tins, 1/4 doz. in case ... 3 00  
(5, 10 and 20 lb. tins have wire handles.)  
Barrels, about 700 lbs. ... .04  
Half bbls., about 350 lbs. ... .04 1/4  
Quarter bbls., about 175 lbs. .... .04 1/2  
2 Gal. wooden pails, 25 lbs. each ..... 1 50  
3 Gal. Wooden Pails, 38 1/2 lbs., each ..... 2 10  
5 gal. wooden pail, 65 lbs. each ..... 3 35

**LILY WHITE CORN SYRUP**  
2 lb. tins, 2 doz. in case ... \$ 3 25  
5 lb. tins, 1 doz. in case ... 2 65  
10 lb. tins, 1/2 doz. in case 3 55  
20 lb. tins, 1/4 doz. in case 3 50  
(5, 10 and 20-lb. tins have wire handles.)

**ST. LAWRENCE SUGAR REFINING CO.**  
Crystal Diamond Brand Cane Syrup  
2-lb. tins, 2 doz. in case ... 3 60  
Barrels ..... 0 04 1/2  
1/2 barrels ..... 0 06

**THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.**  
**ROGERS' GOLDEN SYRUP**  
Manufactured from pure cane sugar.  
2 lb. tins, 2 doz. in case ... \$4 05  
5 lb. tins, 1 doz. in case ... 4 75  
10 lb. tins, 1/2 doz. in case ... 4 45  
20 lb. tins, 1/4 doz. in case ... 4 35  
Delivered in Winnipeg in carload lots.

**CALIFORNIA FRUIT CANNERS ASSOCIATION**  
**CALIFORNIA RIPE OLIVES DEL MONTE BRAND**  
Size Mam. Large Med.  
2 1/2 Can. .... \$ 4.75 \$ 3.75 \$2.50  
No. 1 Tall Can 2.75 2.25 1.60  
No. 16 Jar .... 3.00 2.25 1.80  
No. 4 Jar .... 1.50 1.25 1.15  
No. 10 Can ... 14.00 12.00 9.00

**YUBA BRAND**  
2 1/2 Can ..... \$3.00 \$2.25  
No. 1 Tall Can ..... 1.50 1.20  
No. 10 Can ..... 9.00 8.00  
Picnic Can ..... 90  
All prices per dozen—F.O.B. Jobbing Points

SELL 'EM



—and they will always come back for more

The DEL MONTE brand is a complete line of superior flavor and quality canned fruits, vegetables and dried fruits—ripened in the glorious sunshine of California and packed by the largest canners of fruits and vegetables in the world.

Winners of the only GRAND PRIZE for canned fruits at both California Expositions.

**Del Monte**

CANNED FRUITS AND VEGETABLES

PACKED WHERE THEY RIPEN--THE DAY THEY'RE PICKED

CALIFORNIA FRUIT CANNERS ASSOCIATION  
SAN FRANCISCO

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

New and Illustrated Edition

**Coffee; Its History, Classification and Description**

By JOSEPH M. WALSH

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

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

12mo.

Cloth Extra, Net, \$2.00

By Mail, \$2.10

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

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

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

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

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

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

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

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

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

Send your order to Book Department

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

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


# If Spare Time Means Dollars to You

If an extra \$5.00 or \$10.00 a week interests you and you have two or three hours a day that you can spare, let us tell you how that much time can be turned into money. The more time you have the better the pay. We'll buy all you have and pay cash for it.

We need bright, active, hustling young men as district representatives. We will within the next month make hundreds of appointments—why not write at once and **secure** your district. If you are looking for an increase in wages, to take care of your many extra summer needs—our plan provides the money for them without interfering in the least with your regular duties.

We need a man in your home town to represent us, and for that **service**, his earnings will be liberal. That, we will tell you all about when you write us.

Do so to-day—next week every minute of your spare time will count for you in cash.

Address 

**THE MACLEAN PUBLISHING CO.**

Dept. C. G.

TORONTO

CANADA

# Buyers' Guide

## CLASSIFIED ADVERTISING

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

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

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

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

### WANTED

WANTED — INFORMATION REGARDING good grocery or meat market for sale. Send particulars. R. G. List, Minneapolis, Minn.

A BRITISH REFINING COMPANY MAKING butter substitutes, beef lard, vegetable lard, beef suet, etc., need agent or purchasing distributor for Canada. Write: Refiner, c/o Canadian Grocer, University Avenue, Toronto.

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


WANTED, MEN—YOUNG MEN AND BOYS in every town to represent our publications. A liberal commission and bonus on all orders. As a whole or spare time "money maker" the opportunity is unexcelled. Write to-day for full particulars. The MacLean Publishing Co., Dept. F, 143-153 University Ave., Toronto, Ont.

WANTED — MEN. ARE YOU CAPABLE OF organizing and controlling a subscription sales force? If you are, you are the man we want to get in touch with. We have a plan that will make you "real money." Part or whole time accepted. Drop us a card for full particulars. The MacLean Publishing Co., 143-153 University Ave., Dept. F, Toronto, Ont.


### FOR SALE

FOR SALE — GENERAL STORE, STOCK about \$15,000, turnover \$40,000. Everything in first-class condition. Owner selling on account of poor health. For particulars address Box 44, Alderson, Alberta.

When writing advertiser kindly mention that you saw his ad. in this paper.




## TANGLEFOOT



### The Non-Poisonous Fly Destroyer

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

# OAKLEY'S KNIFE POLISH



2012-11-2012

JOHN OAKLEY & SONS, LIMITED,  
LONDON, ENGLAND.

#### AGENTS:

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

#### FEATURE FOR THE TRENCHES

## G. Washington's Refined Coffee

#### Canadian Sales Agents:

Edmund Littler,  
169 William St., Montreal, P.Q.

W. Geo. Varty,  
29 Melinda St., Toronto, Ont.

W. G. Kyle,  
261 Stanley St., Winnipeg, Man.

E. J. Roberts,  
215 10th Ave. West, Calgary, Alta.

### 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

### EGG FILLERS

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

### ASSIGNEES AGENTS LIMITED

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Are guaranteed absolutely pure and of the highest quality.

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AMERICAN BROOM WORKS, St. Bazile de Portneuf, P.Q.

309 King St. West, Toronto  
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# Held Down and Back by His Business

Many a retailer shrinks up as the years pass—becomes narrowed in vision and more petty in spirit. This, by sticking too closely to his own business, by refusing to give time to interests outside him, but related to his affairs. In the pursuit of dollars, his power to earn dollars grows less.

Does this describe you? We sincerely hope not, but if perchance it does, then we have a remedy to propose: it is that you should take a deeper interest in the Nation's Business—not by actual participation in politics, but by keeping yourself well informed concerning the big subject of Canada's development in matters pertaining to its finances and business administration. A little reading each week of The Financial Post will lift you out of the rut of your own groove, will liberate your mind from the narrowing influences of constant pre-occupation with the affairs of your own business, and will enable you to see Canada and its progress as your banker sees it—as the magnates see it.

Clearly, if you acquire the ability and habit of seeing this larger world of which your business is but a small fractional part, as the great money-makers see it, you will be able to conduct your own business better and make it yield you more. This is why we urge you to become a reader of The Financial Post—and the reason is sound. Then sign the form below and forward—thus showing that you have the will to shake off the fetters of narrowness which your own business may be forging about you each year.

More particularly: The Financial Post will help to give you that most necessary factor, a Business Education. Consider the value to your business and to yourself of a thorough and up-to-the-minute knowledge of the Business Outlook. It would certainly help you to know at almost any time whether to be preparing for good times and bigger business or whether a depression seems likely. And a close knowledge of money conditions should help you with your banker and save you money in discount on your cheques and drafts.

## THE FINANCIAL POST OF CANADA

143 University Avenue TORONTO

.....1916  
THE FINANCIAL POST OF CANADA,  
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Please enter me as a regular subscriber, commencing at once. I will remit \$3 00 to pay for my subscription on receipt of bill.

Name .....

Address .....

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# A Page Full of Refreshments or Your Summer Trade



You will find on this page a full assortment of soft liquors for your customers. Every one a cooling, restful and thirst-quenching drink. We suggest that you make your selection now and send us a small trial order. Why not a dozen of each of the following?:

## “LA SAVOUREUSE” Vichy Lemonade

cases of 50 cork qrts., case of 100 crown pts.

A big seller. The Aristocrat of imported summer drinks

## “DUFFY’S” Sparkling Apple Juice

Qrts. 12s to case, pts. 24 to case, splits 60s to case

Your customers will appreciate the suggestion of this healthy beverage.

## “TRAYDER” BELFAST GINGER ALE

cases of 72s cork or crown pts. and 72s crown splits

Better than others, cost less. Every drop a gingery joy-giver

## “TRAYDER” CLUB SODA

pts. or splits 72s to cs.

The best for mixing drinks

## “TRAYDER” COLA TONIC

pts. or splits 72s to cs.

Something different and pleasing

## “TOURNEL & FLEURY” SYRUP of FRENCH GRENADINE

12 qrts. to case. 24 pts. to case

Splendid for mixing with the Club Soda. Offer one, then the other; you will sell both.

## “RED STAR” Domestic Sparkling Cider

(Non-alcoholic) 18 pts to case

Excellent and the right suggestion for children’s parties.

**ORANGEADES    RASPBERRY VINEGARS    GRAPE JUICE    LIME JUICE**

We have them all in stock

The imported lines as you know are hard to get and prices will rule higher on account of the limited supply.

*We advise a prompt purchase.*



# Laporte, Martin, Limitée

Wholesale Grocers

584 St. Paul Street West

MONTREAL



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



## Agnes C. Laut

In "Give America the Whole Truth," startles us with revelation after revelation of Germany's dirty work in the United States and Mexico—to breed strife, make America her vassal, gain a friend at the peace conference, inspire and muzzle the public press, interfere with the manufacture of munitions, and in other ways make America her dupe and fool. Miss Laut writes out of inside knowledge. She amazes us with her access to hidden things. "Give the facts to the public," she concludes, "the American voter will do the rest."

Miss Laut is a Canadian living in New York. Her genius, her vivid, virile style, her intimate acquaintance with those in high places, her mental breadth—these and other qualifications make publishers everywhere keen for her work. It is a veritable triumph for MACLEAN'S to have secured the series of war articles which she is now contributing to this magazine.

## Arthur Stringer

Begins in the June number a humorous, whimsical and wholesome romance, "The Anatomy of Love." Never has this versatile Canadian excelled this new story of his. MACLEAN'S is fortunate in securing the first rights to this superlatively good story for Canadians.

Have regard also for these other distinguished Canadian writers whose work appears in the June MACLEAN'S.

### Arthur E. McFarlane

contributes a mystifying detective story, "Behind the Bolted Door?"—the best detective story since Sherlock Holmes.

### Robt. W. Service

provides two poems written at the front — "The Odyssey of 'Erbert 'Iggins" and "The Convalescent."

### Alan Sullivan

supplies a timely sketch, "The Romance of Cobalt"—a sketch of the camp, past, present and future.

# MACLEAN'S

MAGAZINE is getting the best Canadian writers to put their best work into articles and stories of particular Canadian interest. This is a deliberate policy on the part of MACLEAN'S publishers. Other Canadian writers of note whose work appears in MacLean's are:

Stephen Leacock      Nellie McClung      Arnot Craick  
L. M. Montgomery      H. F. Gadsby      Robert E. Pinkerton

Not the least appreciated feature of MACLEAN'S is its popular Review of Reviews Department, which condenses for busy readers the cream of the world's best periodical literature.

MACLEAN'S MAGAZINE maintains a clean and wholesome tone. Its advertising pages are censored to exclude all objectionable advertising. MACLEAN'S can be taken into your home without any hesitancy, to be read by any member of your family.

## JUNE NUMBER AT ALL NEWS STANDS 15c

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



The selling value of a  
good seal

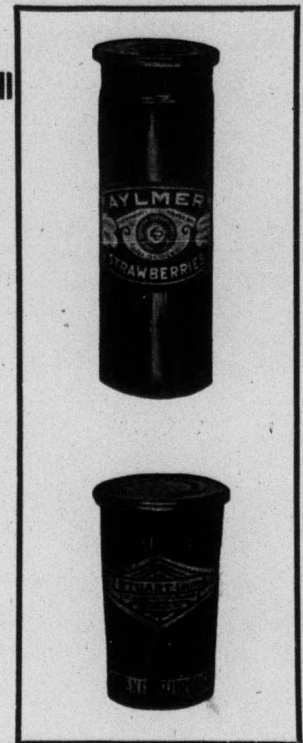
People nowadays are rather particular about the freshness and good quality of every line of food-stuffs. Particularly is this true as regards bottled goods, and the amount of importance attaching to the seal can hardly be overestimated.

ANCHOR CAPS

have everywhere demonstrated their selling value—their positive assurance of fresh contents is only equalled by the additional attractiveness they give a line of bottled goods. The old-fashioned, insecure and unsightly seal is anything but a selling help in a bottled goods display, and then there is always the risk of loss through spoilage or spilling—a fruitful source of lost profit entirely eliminated by Anchor Caps.

Prove for your own satisfaction the remarkable selling value of these attractive and reliable seals. Get up a display of bottled goods with Anchor Caps and take note of the result.

Your wholesaler can supply them on any line you require.



Anchor Cap & Closure Corporation of Canada  
LIMITED

Sudbury St. West, Foot of Dovercourt Road

TORONTO, CANADA

PIANO GLOSS FURNITURE  
POLISH

WOMEN have been known to buy piano polishes which were splendid cleansers, but which spoiled the piano—took the varnish off. That was the alcohol in the polish.

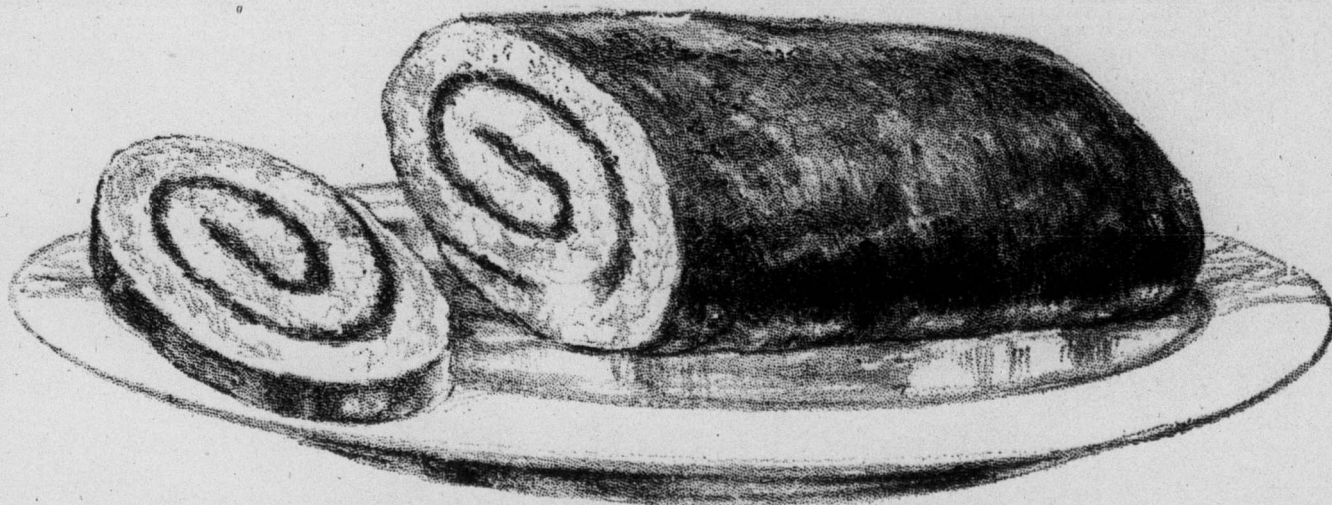
THERE is no gum, rosin, acids, or alcohol in PRESTOLENE. It will not cut or soften varnish, but gives a glistening plush-like surface. Although made expressly for pianos, it is vastly superior to other polishes as a renovator of furniture and polished surfaces, such as automobiles, buggies, hardwood floors, woodwork, etc.

*Put it on your counter. Your customers will ask for it.*

W. G. EDWARDS CO., LIMITED  
BRIDGEBURG, ONTARIO

Western Distributors: W. H. ESCOTT CO., LTD., Manufacturers Agents and Grocery Brokers  
Winnipeg Regina Calgary Saskatoon Edmonton

CANADIAN GROCER



**Y**OUR first FIVE ROSES sale yields a *double* profit: immediate good-will and increased turnover to come. The stimulus to turnover (without which there is no money in flour), comes from certain satisfaction. But it also comes more particularly from *increased consumption*. Simply because more flour is used when it is used *successfully*. Because more flour is sold where FIVE ROSES is sold, may we urge you to sell

**Five Roses\***  
**FLOUR** for Breads-Cakes  
 Puddings-Pastries

To handle FIVE ROSES is to appropriate to your own direct advantage the tremendous selling force inherent in the brand as well as the intelligent selling energy behind it.

The FIVE ROSES promotion that is gradually penetrating into even the most remote places is having a daily effect in every Canadian store. The consumer is not only being induced to specify this brand, but is readier to accept it when offered.

Every day some retailer somewhere is selling a housewife her first bag of FIVE ROSES. He is building more solid than he thinks.

Ask your Jobber or Nearest Office

**LAKE OF THE WOODS MILLING CO., LIMITED**

"The House of Character"

**MONTREAL WINNIPEG**

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



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