

**PAGES  
MISSING**

# CANADIAN GROCER

Member of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada  
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII.

PUBLICATION OFFICE: TORONTO, FEBRUARY 8th, 1918

No. 6

## Welch's

*"The National Drink"*



Becomes better liked each year. Many who have tried Welch's because of the temperance wave have developed into permanent users because they found Welch's not a cheap summer drink, but a delicious beverage with real food value.

The Welch plant at St. Catharines was built with one idea—to maintain Welch Quality under all conditions. So when you sell Welch's you know you are handling "legal tender" and its ability to satisfy will bring you cash, not paper, profits.

1918 should net you a greater return than ever. We shall be glad to help your sales with the right sort of display material.

*Sold by Leading Jobbers*

**THE WELCH CO., LIMITED**

ST. CATHARINES

ONTARIO

CANADIAN GROCER

# Syrup

Crystal



Syrup

Pure Cane

A fine quality syrup at an attractive price.  
This is the season to sort up your stocks.

St. Lawrence Sugar Refineries, Limited  
Montreal

## **PROHIBITION** **BY THE BRITISH GOVERNMENT**

of the EXPORT of any manufactures containing LEAD,  
or the USE of LEAD in any manufactures other than

### **MUNITIONS OF WAR**

This regulation precludes our manufacturing (for the present)

### **BOTTLE CAPS**

in the usual metal, but we have decided to continue making all classes hitherto supplied to our customers in a more costly metal on which no embargo exists. Same sizes, same colors, same stampings as hitherto. Shipment 2 to 3 months from receipt of instructions. If interested in maintaining finished appearance of your packages, safeguarding your trade-marks—minimizing risk of fraudulent imitation of your goods—CABLE US AT ONCE the word "GREETING" over your name and we will then quote you prices in the New Metal.

**BETTS & COMPANY, LIMITED**

1 Wharf Road . . . . . LONDON, N., Eng.

Cable Address: CHECKMATE, LONDON



**Leaders  
of  
Quality**



WITH Borden's everywhere recognized as the "Leader of Quality" in Condensed Milk Products, with the Borden consumer advertising building up and steadily maintaining the nation-wide Borden demand, with the profit margin on sales big and solid and business building —with all these factors in your favor don't you think it will pay you to keep your Borden supplies always well displayed?

**Borden Milk Co., Limited**

*Leaders of Quality*  
**MONTREAL**

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

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

# What Sells Jelly Powders

YOU can always sell an article that the public knows is worth... The name "Shirriff" alone is sufficient introduction to Canadian households. It has stood for quality for more than thirty years.

## Shirriff's Jelly Powders



are established everywhere because of the deliciousness of their true fruit flavors. They make brilliant, sparkling jellies. They are the high quality product that you know by experience will stir up sales.

There is a full line of these fruit flavors, and we have every facility for prompt deliveries. You will find them one of the best "movers" on your shelves. Handsome window dressing material supplied. Why not start with a case or two now?

### Imperial Extract Company, Toronto

### FINEST CRYSTAL GELATINES

Powdered and Sheet

### FINE LEAF GELATINE

BRITISH MANUFACTURE

# GELATINES

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

SOLE AGENTS FOR CANADA

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

## This is the barley

—that, because of its purity, freshness and high quality has won the endorsement of the highest Infant Specialists.

## BROOKS' Baby Barley

Fast Seller. Good Profits. Satisfied Customers.

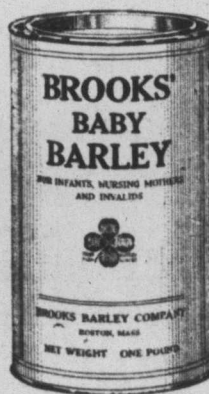
Order from your wholesaler.

THREE SIZES.

1/2 lb., per doz.	- \$ 2.30
1 " " " "	- 3.80
3 1/2 " " " "	- 11.50

Agents for Canada:

**Harold F. Ritchie & Co., Limited**  
TORONTO



Made by BROOKS BARLEY COMPANY, Boston, Mass.

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

# Your Duty? Do It Now

Help your customers do theirs by offering them "*Quality Brands*" of Canned Fish and such lines that will enable them to help save food necessary for our Allies.

**For the Lenten Season we offer :**

"Patrico" Brand Lobster in Tins

"Scotia" Brand Lobster Paste

"Wave Kist" Brand Tuna Fish

"Crossed Fish" Brand Sardines

"Sapphire" Brand Sardines

"Royal" Brand Sardines

"Pt. Clear" Brand Shrimps

Purity Cross Brand Creamed Cod Fish

Purity Cross Brand Creamed Finnan Haddie

Purity Cross Brand Creamed Salmon with Green Peas

Purity Cross Brand Creamed Chicken-a-la-King

Purity Cross Brand Welsh Rarebit

Purity Cross Brand Graced Spaghetti

All these Lines are suitable for Overseas Boxes

*We Invite Inquiries.*

**W. G. PATRICK & CO., LTD.**  
DISTRIBUTORS

**Toronto    Montreal    Winnipeg    New York**

Yes, this season again  
"Curling" Brand is made  
from Seville Oranges



SEVILLE Oranges are remarkably scarce just now, so much so that in this season's pack many marmalade manufacturers have been forced to substitute other varieties.

NOT so with the makers of "Curling" Brand. From the ample supply of Seville Oranges on hand we can supply the trade with the same high quality Seville Orange marmalade that has made "Curling" Brand universally recognized as *the* brand of marmalade.

STOCK a good supply of "Curling" Brand now. Display it. You'll find the demand worth while and repeat sales certain.

St. Williams Fruit Preservers, Limited  
ST. WILLIAMS, ONTARIO

Distributors:

MACLURE & LANGLEY, LIMITED  
Toronto    Winnipeg



## The Punch!

Put the necessary punch into your marmalade sales by featuring and recommending the ever popular

**E.D.S. Orange Marmalade**

*The New Season's Pack is now ready for distribution*

The quality of this line is truly worthy of the E.D.S. reputation. Selected oranges! Pure cane sugar! A jar full of customer satisfaction.

Order from any of the undermentioned.

**E. D. Smith and Son, Limited**  
WINONA, ONT.

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





## Are you boosting the Checkerboard Calf Club?



*Every Calf raised  
helps win the war*

If you're not you should begin right now, for in so doing you'll be boosting your own profits and doing a mighty big bit towards the winning of the war.

We want to get 1000 members for the Checkerboard Calf Club,—boys and girls in rural communities—and we are offering special prizes for the best Calf fed on

### PURINA CALF CHOW

The competition is arousing keen interest. Our slogan "Every Calf raised helps win the war!" is appealing to a patriotic public—the idea has caught on and dealers everywhere are "Cashing in" on the big demand for Purina Calf Chow.

Be one of those dealers. Tell your people about the Calf Club. Tell them you sell Purina Calf Chow. Urge them to have the little people help "lick the Kaiser" by increasing the Allies' meat supplies.

The Chisholm Milling Co., Limited, Toronto



*"EVERY GRAIN  
PURE CANE"*

## A sugar that you'll be proud to sell

The quality of Royal Acadia Sugar will please the most particular housewife coming into your store.

You can unhesitatingly recommend Royal Acadia—it's the finest and purest grade of refined sugar on the market. For every known sweetening purpose.

Sold in 2 and 5-lb. cartons; 20 and 100-lb. bags; half-barrels and barrels.

*DISPLAY ROYAL ACADIA*

The Acadia Sugar Refining Co.

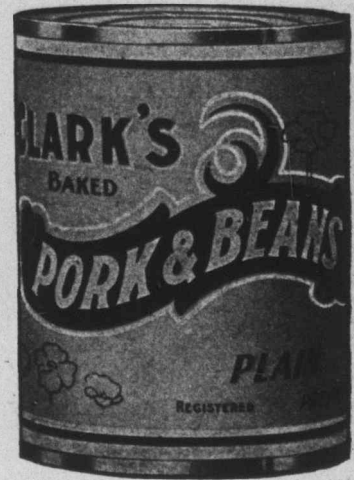
Limited

HALIFAX, CANADA

# CLARK'S PORK AND BEANS



ALL THE  
FOOD  
CONTROLLERS  
TELL US



## FOOD ECONOMY

will help

## WIN THE WAR

You, Mr. Grocer, and your customers know the appetizing and nutritive quality of Clark's Pork and Beans. A meal of Clark's means both SATISFACTION and ECONOMY.

W. CLARK, LTD.



MONTREAL

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES

MANITOBA  
SASKATCHEWAN

Wholesale Grocery Commission  
Brokers

ALBERTA  
WESTERN ONTARIO

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

Head Office: WINNIPEG Manitoba

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

PUGSLEY, DINGMAN & CO., LTD.  
JOHN TAYLOR & CO., LTD.

The above are two examples of firms we represent in Western Canada. Let us give your product the same attention.

**F. D. COCKBURN CO.**

Grocery Brokers  
Manufacturers' Agents **WINNIPEG**

**THE H. L. PERRY CO.**

214-216 Princess St., Winnipeg

We can make a big success of your agency. Unequalled facilities. "Always on the job."

Storage      Distributing      Forwarding

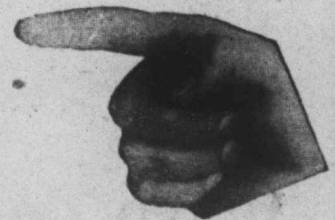
**The Canada Nut Co., Limited**

"Specialising in Shelled Peanuts."  
Large stock always on hand.

VANCOUVER, B.C.

## Let us connect you with the Western Markets

Our organization with its well established prestige and its live-wire salesmen is the one thing needful to get you "in good" with the western buyers. We cover the entire wholesale and retail trade through twelve aggressive men, nine of whom are doing retail work exclusively. Think what a success-making factor these men will be in marketing your product in the West! May we send you full particulars?



## Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers Agents.

149 Notre Dame Ave. E., WINNIPEG

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

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

### WESTERN PROVINCES.

#### MANUFACTURERS :

Do you require first class representation? Write us. Satisfaction guaranteed.

**GEO. W. GRIFFITHS & CO., LTD.**  
Manufacturers' Agents and Commission Brokers

402 Chamber of Commerce  
Winnipeg - - Manitoba

### THE Robert Gillespie Co.

MALTESE CROSS BUILDING  
WINNIPEG

IMPORTERS, BROKERS,  
MANFS. AGENTS,  
GROCERY, DRUG AND  
CONFECTIONERY  
SPECIALTIES

### WHOLESALE GROCERY BROKERS

*Manufacturers' Agents  
Commission Merchants*

W. H. ESCOTT CO. Ltd., Winnipeg, Man.  
W. H. ESCOTT CO. Ltd., Regina, Sask.  
W. H. ESCOTT CO. Ltd., Saskatoon, Sask.  
W. H. ESCOTT CO. Ltd., Calgary, Alta.  
W. H. ESCOTT CO. Ltd., Edmonton, Alta.  
W. H. ESCOTT CO. Ltd., Fort William, Ont.

Est. 1907. Write us.

Correspondence Solicited.

Head Office and Warehouse, 181-183 Bannatyne  
Ave. E., Winnipeg, Can.

Trade Papers are  
Pioneers of Busi-  
ness Expansion

### WATSON & TRUESDALE

*Wholesale Grocery Brokers and Manufacturers' Agents*

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage  
Storage  
Distri-  
bution

### C. H. GRANT CO.

*Wholesale Commission Brokers and  
Manufacturers' Agents,*

1206 McArthur Bldg., Winnipeg

We have the facilities for giving manu-  
facturers first-class service.

MANITOBA

SASKATCHEWAN

ALBERTA

BRITISH COLUMBIA

## TO MANUFACTURERS AND SHIPPERS

We represent some of the largest manufacturers and importers in Canada and the United States, and, if your line does not conflict with any of our present agencies, we can handle your account, and guarantee you satisfactory results.

# DONALD H. BAIN Co.

WINNIPEG

Head Office

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

*Live sales forces at each of the above points Fully equipped offices and warehouses. We are in an unexcelled position to handle storage and consignments, and to look after the distribution of cars.*

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

ONTARIO

**DRIED AND EVAPORATED APPLES.**  
Apple Waste and Chops, Specialties  
**H. W. Ackerman**  
BELLEVILLE ONTARIO

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

TO  
**Manufacturers' Agents**

**W. F. ELLIOT**  
Importer & Manufacturers' Agent  
(Cor. Leith and Hardisty Sts.)  
FORT WILLIAM, ONT.  
Established 1909.

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

Manufacturers are always looking for aggressive brokers to represent them. Keep your name and territory covered to the front, thus impressing them with your aggressiveness. This directory is the right place to have your card.

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

**Beans**  
**W. H. Millman & Sons**  
Wholesale Grocery Brokers  
TORONTO

The rates are reasonable. For one inch each week for one year the cost is only \$1.25 per insertion. For quarter column for the same time the cost is \$2.80 an issue.

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

**More Lines Wanted**  
Commission agent located in the North Country is open to look after several good lines for manufacturers and wholesalers.  
I cover the territory from Sudbury to Hearst and also the Porcupine District.  
"On the Job All the Time."  
If you want results write me.  
**A. Lalonde**  
Post Office Box 123. TIMMINS, ONT.

**LOGGIE, SONS & CO.**  
Merchandise Brokers and Manufacturers' Agents  
Grocery, Drug and Confectionery Specialties.  
"We cover Canada 3 times a year."  
Foy Bldg., 32 Front Street W.  
TORONTO - - ONTARIO

We shall be glad to furnish you with other rates upon application.

**Canadian Grocer**  
143-153 University Ave.  
TORONTO

KINDLY MENTION THIS PAPER WHEN WRITING TO ADVERTISER

## EL ROI-TAN PERFECT CIGAR

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

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

**ROSE & LAFLAMME  
LIMITED**  
Commission Merchants  
Grocers' Specialties,  
MONTREAL TORONTO

**H. D. MARSHALL**  
Wholesale Grocery Broker  
OTTAWA MONTREAL HALIFAX

**G. B. MacCALLUM & CO.**  
GROCERY BROKERS  
489 St. Paul St. W., Montreal  
Complete connection with the Grocery and Confectionery trade of Montreal.  
Daily Motor Delivery to all parts of City and Suburbs.

QUEBEC

Complete Trade Connection.

**JOHN E TURTON**  
Importer and Commission Merchant  
55 St. Francois Xavier St. - Montreal  
Wholesale and Retail

**Oats—Peas—Beans—Etc.**  
Handled in any quantities to best advantage by  
**J. R. GENEST**  
Wholesale Grain, Flour, Feed and  
Provision Merchant  
BOARD OF TRADE BUILDING, MONTREAL

**C. B. HART, Reg.**  
Wholesale Grocery  
and Merchandise  
Brokers  
489 St. Paul Street W.  
MONTREAL

Kindly mention this paper when writing Advertiser.

**J. L. FREEMAN** **FREEMAN AND SHEELY** **W. J. SHEELY**  
St. Nicholas Bld. **WHOLESALE GROCERY BROKERS** MONTREAL



**Furnivall's**  
FINE  
FRUIT  
PURE **JAM**

**B**ECAUSE Furnivall quality embodies all that the most particular housewife can demand in purity and deliciousness these Canadian-made jams are growing more popular daily. Ask any of these agents to ship you a supply.

**AGENTS:**—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto, Montreal—Geo. Hodge & Son, Limited. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co. Saskatoon—The H. L. Perry Co., Ltd. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

**FURNIVALL-NEW, Limited**  
Hamilton, Canada

DO YOU WANT TO BUY A BUSINESS? SEE PAGE 63

# JAPANS—CEYLONS

- ☞ We have now in store some fine selections of these teas.
- ☞ They were imported upon a lower basis of cost than the present quotations.
- ☞ We advise customers to make selections and purchase without delay.
- ☞ Prices will advance further, as shipping conditions have become more serious.

*Tea*  
**Importers**

**KEARNEY BROS., Limited**

33 St. Peter Street, MONTREAL  
(ESTABLISHED 1874)

*Coffee*  
**Roasters**

## The Easy Washer is an Easy Seller



Dealers who sell **Easy Washers** don't have to waste time explaining its principle of operation to the interested housewife. She can see at a glance that this washer rubs the clothes naturally, just as she would on the washboard. The only difference is that the Easy Washer has **two rubbing boards** and consequently gets the clothes clean in half the time. Then there are no gear wheels to explain away or to suggest jammed fingers and torn clothes. The **Easy Washer** is simple in construction and operation and its price places it within the reach of every family.

Made in two sizes for "standard" and large families. Crated singly, legs loose to prevent breakage.

**The Canadian Woodenware Co.**  
St. Thomas, Ontario

Manufacturers of The Easy Washer, highest quality Washboards with Glass, Zinc and Metal rubbing surfaces, Clothes Horses, etc. Write for illustrated catalogue and prices

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

**Every Good Grocer**

who appreciates an easy-selling, customer - pleasing product should make a point of constantly featuring our delicious

**OLIVE BUTTER**

When a customer once realizes the delicate, palate - tickling goodness of this line you can "bank on" selling her lots more of it. And you'll make a nice profit on every sale.

Also show our "Chicken a la King" "Chili Con Carne" and "Pure Tomato Paste." They're big sellers.

**E. W. Jeffress, Limited**  
WALKERVILLE, ONT.

**Tell Your Customers**

about the great suitability of

**EVER-READY COCOA**

**"Dandee" Brand**

for shipping overseas.

Have them try it out at home. There is no better or more convenient cocoa for family use. The mere addition of boiling water makes a delicious, health-sustaining food beverage. No milk or sugar required.

Put up in 4 and 8 oz. tins.  
*Keep it displayed.*

*Manufactured and Guaranteed by*

**Litster Pure Food Co.**  
TORONTO Limited



**T**HE best housewives are everywhere insisting on Wonderful Soap because they recognize its wonderful cleaning qualities, its unlimited all-round goodness. Grocers should constantly feature it in interior and window displays—the profits are very satisfactory.

Write for Price

Try our "Crystal Soap Chips," "The Best Ever."

**Guelph Soap Company**  
GUELPH, ONTARIO



**The Canadian Salt Without a Fault**

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

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

**Windsor**  
**Cheese**  
Made in Canada  
**Salt**



Sell

# RICE

and help conserve the country's  
wheat supplies

The present campaign for conserving Canada's wheat supplies gives the grocer a particularly fine opportunity to push the sale of Rice—the ideal wheat substitute.

The demand for this inexpensive and highly nutritious food is always good but is certain to receive added impetus from the nation-wide food conservation movement, as well as from the fact that it undoubtedly offers the housewife more real food value for the money than any other product on the market.

Show Rice, then, in your store daily. Tell the housewife about its nutritive value and remind her that you handle

***Mount Royal Mills Brand***

**Mount Royal Milling and Manufacturing Co., Limited**

***D. W. Ross Company, Agents, Montreal***



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



An effective window display of Simcoe Baked Beans recently shown by Fraser, Viger and Company, Montreal.

## People stopped to look at this window trim

It got their attention through the neat, single unit display idea and it produced direct results by driving home to them the great economy of substituting

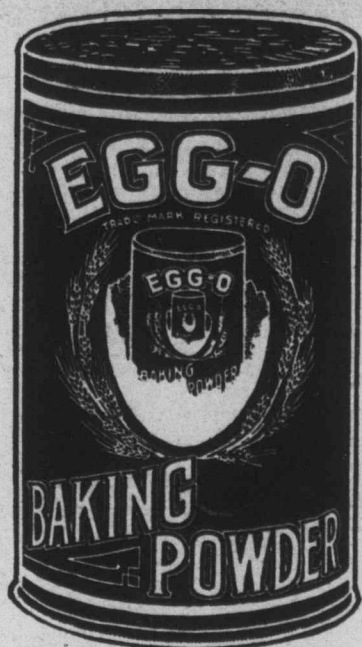
### Simcoe Baked Beans

for expensive meats.

You can make your displays equally resultful. We'll supply you on request with store cards like those shown above. They will focus the housewife's attention and boost your sales of Simcoe Baked Beans immediately.

*Write now for supply and get your stock of Simcoe Brand on display.*

**Dominion Cannery Limited**  
HAMILTON, CANADA



Start recommending this brand to-day and watch your Baking Powder sales increase

## A safe Baking Powder to recommend to your customers

Here are a few facts to remember in selling Egg-O Baking Powder.

- 1st. It is prepared from the finest materials that is possible to select.
- 2nd. Egg-O is economical. Your customer will use less of Egg-O than of ordinary baking powders.
- 3rd. Egg-O can be used with sweet milk, sour milk, buttermilk or water.
- 4th. Its purity and quality are guaranteed not only in the can but in the baking, and that guarantees satisfied customers.

*Egg-O—the Standard Baking Powder.*

**Egg-O Baking Powder Co., Limited**  
HAMILTON, CANADA

Will our many friends throughout Canada kindly address all future orders and other communications to us in full, as follows:—

**Hargreaves (Canada) Ltd.**

24-26 Wellington Street West  
**TORONTO**

We ask this, as owing to incomplete addresses, considerable delay has frequently happened of late in the delivery to us of communications, which have first been sent to a concern of a similar name in Toronto.

# HEINZ

Canadian-American Food Products.

## 57 VARIETIES

Canadian Factory,  
Leamington, Ont.

Principal Factory,  
Pittsburgh, U.S.A.

Distributing Warehouses in Canada:  
TORONTO MONTREAL

Canadian Distributing Agencies:

Halifax  
St. John  
Quebec  
Ottawa  
Winnipeg  
Edmonton  
Lethbridge  
Calgary  
Fernie, B.C.  
Moose Jaw  
Saskatoon  
Vancouver  
Victoria

John Tobin & Co.  
Baird & Peters.  
J. B. Renaud & Co.  
Provost & Allard.  
The Codville Co., Ltd.  
The A. Macdonald Co.  
The A. Macdonald Co.  
Simington Co., Ltd.  
Western Canada Wholesale Co  
The Codville Co., Ltd.  
The Codville Co., Ltd.  
Kelly, Douglas & Co.  
Kelly, Douglas & Co.

# Housewives' League Favor Packages

Frank Stockdale, the American Retail Merchandising Expert, recently gave a series of lectures to large gatherings of retail merchants, wholesalers and manufacturers in Convocation Hall, Toronto. During the course of these he made the following statement:—

“The Housewives' League in New York started out to put on a campaign to buy in bulk, and they came up against the question of sanitation and the preservation of merchandise. The League turned over to the other side and are now advocating goods in packages instead of in bulk, the standardization of produce and the amount of product that you get. These three are important reasons for buying merchandise in packages in some cases at least.”

Mr. Stockdale's statement is worth serious consideration by all merchants who desire to keep abreast of the times. Package goods are favored by the better class of housewives everywhere. And naturally the demand for Red Rose Tea, a standardized product protected by the sealed package with the weight plainly shown, grows larger all the time.



## T. H. Estabrooks Co., Ltd.

ST. JOHN

TORONTO

WINNIPEG

CALGARY



You would do  
well to keep  
your stock of

**ROBINSON'S  
"PATENT" GROATS**  
and  
**ROBINSON'S  
"PATENT" BARLEY**  
CONSTANTLY DISPLAYED

Your customers know Robinson's and a little reminder in the shape of a window or counter display will tap a bigger source of profit for you.

Steady "repeats" will convince you that the Robinson lines are worth pushing.

**MAGOR, SON and COMPANY, LIMITED**

30 CHURCH STREET, TORONTO

191 ST. PAUL STREET WEST, MONTREAL



Made in Canada



## Conservation of Food

DOMESTIC ECONOMY is impossible without FRUIT JARS. This is fully recognized by all authorities interested in FOOD CONSERVATION, and their PUBLICITY CAMPAIGN will undoubtedly stimulate the use of JARS this year and create a demand far above normal.

RETAILERS should be ready to do their part by having JARS on hand when required. REQUIREMENTS should be carefully considered and orders placed with WHOLESALERS as early as possible.

LATE ORDERS may not ensure delivery in time to meet the requirements of the PUBLIC.

NO FRUIT or vegetables should be wasted this year for want of JARS.

Ask your wholesaler for JARS "MADE IN CANADA" and guaranteed by a reliable manufacturer.

**Advt. of Dominion Glass Co., Ltd.**



Made in Canada



# CANADIAN GROCER

Vol. XXXII.

TORONTO, FEBRUARY 8, 1918

No. 6

## Order Licensing Food Retailers Soon

System Fully Detailed in "Canadian Grocer" Dec. 21, 1917, is on Eve of Coming Into Full Effect With Return of P. B. Tustin From West—License Required For Each Distinct Line of Food Supply Business

*Special to CANADIAN GROCER.*

**O**TTAWA, Feb. 7.—Action of the Food Controller's Department in definitely ordering the licensing of all retailers of food products may be expected within a few days.

P. B. Tustin, who is acting head of the administration concerned with this matter under the Food Controller, has returned to Ottawa from the West, and announcement that the license proposal is definitely launched is daily expected.

Difficulties in relation to the co-operative associations of the West were in process of being adjusted. With their adjustment, the proposals fully detailed in *CANADIAN GROCER* of December 21, 1917, will come into effect.

### License Fees Fit Turnover

Cost of the licenses will be proportionate to the turnover of the business. The minimum fee will be a dollar. This provides for turnover up to from \$20,000 to \$30,000 per annum. With a turnover of from \$40,000 to \$60,000 per annum the license fee would be \$3. From \$60,000 to \$75,000 would entail a license fee of \$4.00. From \$75,000 to \$100,000 would mean a fee of \$5.00, and so on. License fees are payable annually, in advance of course.

### Different Businesses: Separate Licenses

For each distinct line of business carried on in his premises the food retailer must have a distinct licence. That is to say, a merchant of foodstuffs cannot under one license retail beef and meats as a butcher, and also groceries and fruits. There will be distinct butcher licenses, distinct grocery licenses, and distinct fruit store licenses. All three lines may be retailed in one store, but three licenses will be required, and the



retailer will have to be able to state distinctly what proportion of his business turnover is in each particular line of foods sold under each separate license.

### Government Has Right of Search

Under the new system, when it comes into effect, the Department of Food Control will have right of enquiry into all matters in relation to the businesses licensed or to be licensed. Books, stock, methods, premises, all similar details affecting the business in any way are to be freely accessible to the Government.

Applicants for licenses will have to furnish reasonable assurance that they are competent as retail merchants. Some form of examination in the essentials of business will probably be instituted.

On another point the Department of Food Control is to be insistent. That is on the point of proper sanitation of all premises used for the storage, handling or selling of food products.

### 22,000 Retailers Affected

There are twenty-two thousand retailers of groceries in Canada, according to Food Controller Thomson, all of whom come under the new licensing system, of course. Other merchants affected will be the butchers, the fruit and confectionery stores. Confectionery

will be licensed separately from fruit and groceries.

Only foods are affected by the licensing system at present. It will not be necessary for a retailer who handles cigars for instance to have a license for this line apart from the Inland Revenue license.

Butchers, confectioners, grocers, fruiterers, manufacturers, wholesalers, commission agents and jobbers of foodstuffs are all subject to license immediately the new regulations take effect.

### The Quantity Price Point

The matter of insistence under the new regulations that the manufacturers shall not make any difference in selling price to retailers of manufactured commodities for which there is a standard of price maintained, whether the quantity sold to the retailer be large or small has caused some doubt. In the view of W. C. Miller, Secretary of the Ontario Retail Merchants' Association, this is simply a matter of price maintenance, and means that no discrimination as to price of any food product can be made by the manufacturer in his dealings with either wholesale or retail trade. The retailer buying a small quantity of a product shall not be charged more than the retailer buying a large amount if a standard price is maintained for the particular product. Conversely the retailer shall not re-sell on the cut-price plan, but shall live up to his price contract with the manufacturer, or the manufacturer has the right to deprive him of supplies of the goods in question.

Definite announcement of the licensing regulations may be expected early next week according to the latest information.

# Orders Cannot Be Taken by Phone

Significance of Heatless Days From Standpoint of Grocer — Attempt Being Made to Include Tuesday Instead of Saturday

**W**ILL a retail dealer in food-stuffs be allowed to take orders over the phone from his customers on Saturday afternoon and Monday afternoon and deliver the goods providing he does not keep his store open?"

This was a question CANADIAN GROCER asked the Assistant Fuel Controller, H. A. Harrington, Toronto, on Tuesday while discussing the new Ottawa fuel regulation in regard to the grocery trade.

"That would be conducting business, would it not?" replied Mr. Harrington. "For that reason it would be against the law."

Another question asked was whether a retailer would be allowed to keep on sufficient fire all day to prevent perishable foods from freezing. The reply of Mr. Harrington was that of course this would be only fair and just as it was most necessary that foodstuffs should not be wasted in any way.

The regulations cover the grocery trade only in central Canada including Ontario and part of Quebec. Mr. Harrington emphasized the point that the spirit of the regulation must be lived up to absolutely by every firm, small or large. There would be no exceptions apart from those stated originally in the order.

This order shows that grocery stores must close at 12 o'clock on Saturday and Monday, Feb. 9 and 11, as well as on Sunday all day. This will of course interfere with the Saturday trade of the retailer as Saturday afternoon and evening is always an important business day.

The Assistant Fuel Controller emphasized the point that if the regulation is to be effective and perform the service intended, there must be no exceptions.

"What about a firm that burns oil?" was still another question asked. The reply was that oil was fuel and that this would come under the new regulation. A later despatch from Ottawa, however, stated that the regulations referred only to coal.

Wholesale grocery houses may remain open solely for receiving freight after 12 o'clock noon but they shall provide only sufficient heat to prevent perishable goods from damage.

The regulations do not apply to Western Canada or the Maritime Provinces. They apply as far East as Riviere Du Loup in Quebec Province, as well as Ontario, East of and including Fort William.

Following telegram of advice has been sent to every branch of the Retail Merchants' Association of Ontario by Secretary W. C. Miller. The telegram here quoted was sent out on Tuesday, February 5:

"Strong feeling that Order in Council closing all stores Saturday and Monday recognised as extreme hardship to most merchants, Saturday being busiest business day. Have suggested the order apply to Monday and Tuesday. Will you wire protest to Sir Robert Borden immediately, requesting changes as suggested? Saving would be the same.

Retail Merchants' Association,  
W. C. Miller, Secretary.

## Delegation of Protest at Ottawa

A delegation consisting of the executive of the Ottawa branch is approaching the Premier and Fuel Control Department at present on the subject of this alteration. The feeling runs very high throughout Quebec and Ontario

that to cut off Saturday afternoon and evening shopping would mean a tremendous upheaval of regular and established custom in household expenditure, that the fact that pay days in nearly all centres fall upon Saturday, and that in most cases household money is spent on food supplies on Saturdays, make the cutting off of this shopping day a serious occasion of extra difficulty to the retail trade. In the spirit of compliance with any reasonable measure for economy the closing of the retail stores on Tuesday afternoon instead of Saturday is suggested. Results of the efforts of the delegation at Ottawa were not available at time of going to press.

E. M. Trowern, Dominion Secretary, Retail Merchants' Association, was taking a prominent part in the negotiations.

## Broom Corn Scarcity Means High Priced Brooms

Unusual Conditions Prevailing Early Last Year Made Manufacturers Expect a Declining Market—Crop Failures Sent Broom Corn Prices Skyward

**T**HE high price of broom corn is bringing about a situation that will give a new record level to broom prices. As there was a general opinion early last year that there would be a material decline in broom prices owing to the large crop expected, and as some manufacturers were even so sanguine of better conditions as to prophecy material declines, the gradually mounting cost of brooms comes as a surprise to the average retailer.

There were many reasons for this seeming error in judgment. There was a very short crop of broom corn in 1916, and as a result of this, before the crop of 1917 came on the market, there was scarcely a bale of corn to be found in any broom corn warehouse in the United States, and manufacturers were practically all bare of corn. Consequently, both manufacturers and dealers were forced to go into the market and to pay what was then considered a very high price.

### Large Crop Expected in 1917

A large acreage was planted in broom corn in the Spring of 1917, and conditions seemed to be rather favorable. A good crop was, therefore, anticipated, and broom corn dealers sent out circular letters freely advising broom manufacturers that there would be a large crop of corn and this would be a year to buy from hand to mouth. Newspapers in the broom corn sections also contained statements of a similar character. Late

in the season, however, there was a period of very cool nights and also a period of hot winds which stunted the growth of the corn to a large extent, and when the broom corn began to be marketed in Oklahoma, which is the largest producing State, it was found that a very large percentage of the corn was exceptionally short in length, and that the longer growth, known as hurl corn, was extremely scarce.

### Competitive Buying Sent Prices Soaring

There was also a very large amount of red and stemmy corn which is very undesirable, and when this became apparent to the broom manufacturers and dealers, there was a rush to secure the better and longer crops, with the result that instead of prices going down as had been anticipated, they went up very rapidly, and corn showing any length or quality could not be bought for less than from \$400 to \$500 per ton. This means from 20 to 25 cents per pound for corn in the fields, and when there is added to this a freight rate of about 1½ cents per pound and 7½ per cent. war tax, it can readily be seen that broom prices must rule very high.

It was difficult for anyone who did not visit the broom corn market in the West to understand how prices could soar skyward so rapidly after he had been advised for some time that there would be a large crop, and that prices would be lower, but those who visited

(Continued on page 39)



An imposing array of small canned goods and other foods specially adapted for use in boxes to be sent to soldiers overseas, in the Overseas Goods Department of the Jackson & Son grocery, Guelph, Ont. The view of the Jackson store shown herewith illustrates the extent of shelf room devoted to the Overseas Department and the maximum display value secured in the arrangement.

## Selling Overseas Goods by Display

Jackson Bros., Guelph, Have Established a Reputation For Themselves in This Line  
—One Hundred Tasty and Suitable Articles to Choose From— Keeping  
the Department Moving Stimulates Interest.

**A** FEATURE department which has grown into a more or less permanent fixture in the Jackson Bros. store in Guelph, Ont., is the overseas goods section. Located in the centre of a district which has responded well to the call of the army, Guelph offers a particularly fruitful field for trade in the specialties which are required to "finish off" the parcel to the soldier boy in France or England.

Three years ago the overseas goods department was commenced in the Jackson store and its history has been one of continuous growth until now it has far exceeded the usual bounds of such departments in the grocery trade. As can be noted by reference to the illustration herewith, considerable shelf room is devoted to the display of overseas goods. The shelves themselves are of such construction that they allow of the maximum display and are adjustable to various heights and with the goods attractively arranged in small groups a much desired effect is achieved.

### Move the Goods Around

Mr. Jackson firmly believes that goods left in one place become stale and

thereby lost much of their attractiveness to the customer. He applies this principle to his whole overseas goods department and moves it to various positions in his store from time to time. He has found by adopting this plan that customers who continually visit his store look for the department each time they enter, whether they are probable purchasers of this class of goods or not. In this way the department is given much free publicity and the result is that it is visited by a large number of the citizens of Guelph who are seeking articles with which to make up an overseas box. Mr. Jackson is particularly vigilant in watching for any specialties which add to the attractiveness of such parcels and many tasty little delicacies may be obtained here which are not usually found in such departments. It is by making a specialty of this class of goods that the Jackson store has achieved its reputation in this line.

Many manufacturers in both Canada and the United States, realizing that overseas parcels should be made up of specially prepared articles of food, are bending their energies to the manufac-

ture of various types of food mixtures which lend themselves particularly to use in the trenches. This class of goods has found its way into some Canadian stores in limited quantities and where such articles have been found they have taken well. The reason for this is that owing to the limited capacity of the overseas boxes it is necessary to make each individual article as compact as possible; and the specialties which are now coming in in considerable quantities represent highly concentrated nourishment.

### No Packing of Parcels

No packing of overseas parcels is done in the Jackson store. In some cases it has been found that more trade is brought where the store looks after the packing, but the experience of Mr. Jackson has been that many customers desire to make up their own parcels. They are therefore satisfied with having the goods for these parcels. The main feature emphasized in the Jackson store is to have the display of trench goods handy where the customer may examine articles closely; secondly to have the display so attractively arranged that it



compels attention. Due regard to these matters has achieved the desired end so that now customers enter the Jackson store and, without any attention whatever from clerks, go about their business of selecting what articles they require and take them to the counter to be wrapped and paid for. The average sale in this case is about \$2 worth of goods, representing jars and cans of various articles of food valued at an average of 25 cents each.

Through unceasing efforts to give his customers as wide a selection as possible in overseas goods section, Mr. Jackson has assembled a stock representing approximately one hundred different articles all of which are very desirable for their purpose. There is not one article among them which would not be welcomed by any soldier on active service and not one which does not represent the highest nutritive value which

could possibly be found in any article of its size. Arranged in groups on the shelves, according to a general classification, these goods can be located very readily by the customer.

#### Some of the Best Selling Specialties

Some of the tasty specialties which sell best in the Jackson store, and which are not in very general use in connection with overseas goods, are as follows: Canned prunes, lobster paste, devilled tongue, canned boneless chicken (more canned chicken sold for overseas parcels than ever before the war in the Jackson store), lobster substitute, fish flakes, clam chowder, beans and pork and lima beans. These articles range in price from 15c to 25c and are all good sellers. They represent only some of the articles not generally found in such displays, but the department comprised a substitute of other possibly better known articles.

Guelph is somewhat of a military

centre and has sent a large number of soldiers overseas. The application of the Military Service Act has stimulated interest in military affairs to some degree, and with procedure overseas of further large quotas of soldiers from this district the overseas box idea is expected to develop rapidly. It has been a profitable department in the Jackson store, both in itself and as a medium for attracting general trade and many new customers. An artillery battery is located at Guelph as is also the Ontario Agricultural College. At Guelph is also located a convalescent hospital which ultimately will take care of 1,500 hospital cases. Where the military spirit is so dominant as in Guelph it is found that the plan of sending parcels overseas to soldiers is more active than usual for it must be remembered that many friends in addition to near relatives send parcels to soldiers overseas.

## Running a Store With Your Eyes Open

An Address Delivered by G. Pryor Irwin, Business Expert of the University of Wisconsin, at the Newly-organized Business Course of the University of Manitoba, Winnipeg—Some Interesting and Suggestive Ideas

**T**HE necessity of the merchant keeping his eyes open if he expects to make a success of his business was strongly emphasized by G. Pryor Irwin, instructor and lecturer in store management at the University of Wisconsin, who is one of the business experts who are speaking at the business course that has just been inaugurated in connection with Manitoba University, Winnipeg.

In the course of the Wednesday session, Mr. Irwin spoke on the subject, "Running your store with your eyes open."

#### Is Each Dollar Doing Its Duty?

"Every man," stated Mr. Irwin, who is in business and analyzes his business from this viewpoint would ask himself. "Is every dollar which I have invested in this business doing its duty?" When I suggest that question I suggest a question that is worthy of the consideration of every business man because investigations that we have made show that numerous business houses are turning only a small percentage of their stock and a large percentage is standing still, and at the end of the year there comes the question, "Where have my profits gone?"

We find, usually, that the answer is that a small portion of that capital has been productive, and a large portion has not.

#### Know Your Disadvantages That You May Meet Them

"Another question that is of importance," stated Mr. Irwin, "is the question, what of the location of my business?" "Is it convenient to the public?" "Is it on the beaten path, or is it out of the way?"

I remember on one occasion making that suggestion to a body of men. At the close, one gentleman said, "My dear sir, that question sounded foolish to me. I have built a brick building and I realize that it is not on the main street. Now, it is decidedly foolish for you to suggest to me, a business man, that I move my building over to the main street."



GEORGE PRYOR IRWIN

Lecturer on Retail Selling and Store Management, University of Wisconsin, one of the prominent speakers at the business congress being held by the University of Manitoba.

#### Judging Conditions on a Basis of Location

I said, "Yes, I agree with you that it would be foolish for me to suggest that, and I have not suggested it yet, but I

have suggested that you, knowing conditions in your community, analyze that proposition from the viewpoint of the trade that you expect to get. Is it easy for those people to come to your store? Not that you will have to move your store, but rather, if you realize, knowing these conditions, that your store is at a disadvantage; that it is hard for people to get there; or that the walks are not so good, then what are you going to do? You are not going to say, 'That is too bad, and let it go at that.' You will go after it this way: you will say, 'Well, I am at a disadvantage, therefore, I must do something to overcome that disadvantage. If it becomes necessary for me, in order to overcome that disadvantage, to make a display attractive, then I can combine different items so as to make my display attractive. If it becomes necessary for me to handle merchandise of certain quality, in order that I may make the quality of my merchandise a drawing card, then I will do it. If it becomes necessary for me to use some unusual advertising to draw that trade from the main street, I am going to do that. In other words, I am going to make it worth while for that man to walk off the beaten path and come to my store.' So we do not suggest moving the store, but we do suggest that it is worth while to study and see if we are located at a disadvantage or whether we are not."

#### Knowing the Kind of Customers

Still another thing that suggests itself is, "To how many people and what kind of people am I catering?" Different communities have different people. There are business men who have said,

"I am going to run a store, here, stock it with merchandise, run it to suit myself, and I expect to have a large patronage." I have in mind an institution which was started in one of our eastern states some three years ago by two men, in a community that was apparently prosperous. They did a modern business, had excellent merchandise, their location was at least equal to any one else's location, and they had every prospect of success, yet those men were not making money and had exhausted their credit, in spite of their location, their merchandise, and the other features.

They had not studied the needs of that particular people, but had come there and opened up a business, had a few personal friends, stocked up with what the friends liked, continued to please themselves and their friends, while the majority of their customers were in an entirely different class. Those men should have asked themselves, "How many people are there in this town? How do these people make a living? I may not know their income, but I may have some idea, and then I will apply intelligently the information that I have received to the task of finding out what merchandise it is possible that people working under these conditions would want. I am going to study the majority of the patrons of my community, and I am going to serve that majority."

#### Advertising the Right People

Then there are certain houses in business that spend large sums of money in advertising, and after spending that money for advertising don't get results, and condemn it as no good.

Let me give you one instance which I investigated. A manager of a large store decided to launch an advertising campaign. He spent a large sum of money in getting out some advertising and sent it out in four directions in order that he might bring people from out of town to his store. From three directions there came responses to him enough to lead the man to believe he was justified in advertising. From the fourth direction there came absolutely no response. He began to investigate to find out why one-fourth of that money had been lost, and finally he discovered that the direction from which there had come no response was the direction where the trains came into town after the store was closed. In other words, he advertised to people that could not get to his store while the store was open."

Mr. Irwin then dealt with the matter of capital. "The first question," he said, is "Have I sufficient capital?" A man must have sufficient capital in order that he may compete with his competitors, not only in his own town, but outside. Every man who realizes that he is at a disadvantage because of having too little capital should immediately relieve the tension. He must understand that it is absolutely necessary to realize upon every dollar invested in that business; he should know what every dollar is doing, and that part of his dollars

can not stand idle because he is already at a disadvantage."

#### Too Much Capital May be Disastrous

Then there is the other question: "Have I too much capital?" Too much capital was suggested to me because of two investigations which I have participated in in recent years. One was in a hardware and furniture establishment which had been running a number of years. Apparently they had a prosperous business, but when the time came to collect the dividends, they were found to be tied up in the store. Investigation proved that the store was carrying just three times as much merchandise as they could profitably carry. Money was easy to get. They had plenty of capital. They had stocked the store up with merchandise which could not profitably be handled, and which ate up the profits.

The second instance was the case of a large store there in the ready-to-wear department; there was a stock of garments that had not been moved for seven years. Think of that deplorable condition! Merchandise of that class seven years in a store! The manager said, "Well, they don't care; they have plenty of money; they are not compelled to turn it. In the same store where I was working before I came here, we were compelled to turn our stock every year, but it doesn't make any difference in this store; they have plenty of money." That had too much money in that business.

"Can I use the amount of money I have in my business?" The problem is to get rapid turnover of the merchandise. How many stores are moving merchandise with sufficient rapidity to pay overhead expense, interest, and give a fair remuneration to the executive? I venture to say that there are a large number of stores that are not doing this. Why? Because they have not centered their efforts upon that particular feature. They place articles on their shelves and allow some of them to sell and others not. After all, the whole aim of a store is to get a turn-over of the merchandise. Whether or not our merchandise is turning fast enough is a proposition well worthy of our attention. Do we know, or do we guess at the things we are doing with our capital? Do we know how our merchandise is moving, or are we hoping that it is moving? Are we buying merchandise that will move, or are we not? Are we guessing?

#### Moving the Merchandise That Shows Profits

Are we getting sufficient profit upon the merchandise we are moving? Are we moving merchandise out of our store that is paying probably no more than the overhead expenses, and then wonder where the profits go? Let me give you an illustration of one instance. This institution was having a large volume of business; they were apparently a modern store, buying good merchandise, did good advertising, and their sales increased in volume each year, and yet for

two consecutive years there came to them nothing in the way of dividends at the close of the year.

#### Sales That Are Not Worth Getting

The careful study of the sales checks proved that apparently 70 per cent. of the sales were being made along the line of least resistance, which means the sales people had not had pointed out to them the possibilities of making themselves profitable, and the necessity of selling goods that would bring some return. They were all selling just the staples, working along the line of least resistance. For instance: In the grocery department we found there came in, perhaps, the wife in the morning with her order. She said, "I would like to have five pounds of sugar and a cake of — soap, please." A clerk took the order and said nothing. He did not endeavor to do anything but take that order. You will agree with me that that doesn't make sufficient profit to pay for the delivery. So studying whether or not you are making a profit is well worth while to any man. Know what it costs to do business in each department.

Then there comes the consideration of organization, which takes up the human element of the business. It makes no difference whether your clerks be 1 or 100 in number, it is a question that requires the attention of every business man. You may build your modern stores, and you may buy merchandise of quality, but if you fail to have the right man in the right place, if you fail to make every person employed in your institution a reflection of your personality, if you fail to make them a real representative of your store, then you are going to lose a large portion of the remuneration that you are entitled to.

#### How the Catalogue Uses Salesmanship

The question therefore is, "What are you going to do? Are you going to practice vending merchandise, or are you going to exercise good salesmanship when you yourself wait upon a customer, and then have a delivery boy, who doesn't exercise salesmanship, handle your stock when you are away?" What does the catalogue do? The wife has a catalogue and looks for dry goods; while looking for that she sees there in colors certain articles. She may be looking for a table, and in doing so she has brought to her attention other articles of household need; she may be looking for shoes, and then she sees there a beautiful garment shown and she fancies herself walking down the main street with it on. She sees how becoming the colors are, because the mail order houses describe so accurately what they have to sell. Many merchants have goods piling up in their stores, and if a fellow wants to see it he can get to it, but if he comes walking into the store with nothing in mind, because you have not studied the merchandise nor trained your clerks, nor even pointed out to them the power of suggestion in selling.

# Reduction of Travelers' Calls

Wintry Weather Has Reduced Calls so Far More Than Curtailed Train Service —  
Experiments in Fewer Calls Bring More Efficiency—Fully Trained  
Travellers Valued—Travellers Still Quite Numerous

**E**FFECTS of the curtailment of train services to country centres have not as yet become very apparent in reducing the numbers of travellers' calls on retail merchants, but some retailers notice that fewer calls are being made by men travelling in specialties. The staple men are still able to make about the usual number of calls. The only hindrances that have actually reduced calls of travelling men during January have been weather hindrances. Several Toronto firms found their travelling men retarded by snow-blocks, and small wrecks through disorganization of railway traffic. This is quite usual in January, and quite distinct from any operation or the effort to reduce expense in railway service by reducing number of trains.

## Travelling Staff Kept Home

One Toronto firm of grocers' specialty manufacturers decided to keep their staff of travelling men home for the first weeks of the year, figuring that it would be more economical to do so under the weather-disturbed conditions of railway transit. Much delay is being experienced in shipping goods by freight, and there has been a considerable increase in the amount of shipments by express. The difference between freight shipment rate and express rate is payable by the merchant as a rule. Some merchants had been getting into the habit of ordering every little thing shipped by express until the extra cost was placed upon themselves.

## Fewer Calls—More Business

The idea that if curtailed train service necessitates fewer calls on certain towns, and perhaps prolonged visits to other towns, suggests to certain men directing the grocery supply business that more business may actually result.

"You know a travelling man who has been long on the road on one familiar route gets to think he has been getting the very utmost out of his territory" said an executive of one house. "When something occurs to alter his set routine, such as cutting off of the train which enabled him to jump in on one centre, make a couple of regular calls, and get away again in two hours, he finds himself compelled to spend longer time in places. An active man and good salesman will not idle around but will drum up something profitable to do. He will probably discover unsuspected sources of business in what he thought were unlikely centres. Besides, by having more time to devote to the regular calls he used to make in a hurry, he may get them cultivated to better business. In the matter of number of calls we have

to leave it a good deal to the discretion of the traveller in any case, and if train service is curtailed it will still be up to the traveller to get business."

## More Attention—Better Orders

It has been found by one firm of manufacturers in Toronto that more careful attention to the retailer in taking his orders results in better and more satisfactory business for both parties. This applies to city trade which is often a source of difficulty, and which is said to be the most extravagantly served in travellers' too frequent calls. An executive—the president of the firm referred to, said that they have been systematising their staff of travellers in the city so as to secure better results from fewer calls. This has been successful so far as it has been tried. Instead of telephoning their orders, the travellers write them down. Many mistakes are thus avoided. There are certain regular delivery times instead of haphazard "soon as possible" deliveries. This has effected big economies in handling shipments. There is no reduction of travelling staff though calls are made less frequently. The extra thoroughness given to each merchant's business by the traveller easily accounts for the extra time available, and benefits both parties, larger and more wisely selected orders coming in more regularly as a result.

## Hard to Get Trained Travellers

A feature of the war situation affecting the travelling department of business is the difficulty of getting thoroughly trained travelling men. Undoubtedly more effective work could be done by trained-to-the-limit travellers, making fewer calls, but trained-to-the-limit travelling men are scarce. Many of the young men who were getting the right foundation laid for hundred per cent efficiency on the road have gone to the front. Middle-aged men have come into the wholesale grocery busi-

ness as travellers and are making good with no pretence of long experience. Young men who were just boys when the war began are developing into good road representatives of houses in which they were trained, but these men are either enrolled as soldiers, or if they escape the draft, are apt to move to other concerns offering them higher wages, and the general result is a feeling that fully trained travellers are not easy to secure. One or two houses have found this; some firms have not been affected as yet in this way at all. Large package tea concerns for instance are able to report that their travellers (often middle-aged men who have given their lives to learning the tea business thoroughly) are still with them as for years back, and that the draft has not affected them at all as regards outside representatives.

## Plenty of Travellers Still

That the actual number of travellers on the road is still about the same as before curtailment of train service was talked of is noted by the fact that the number of travelling men's railway tickets issued for 1918 is not reduced as compared with 1917, at least in respect of bona-fide travellers carrying samples and representing houses shipping goods as a result of the travellers' efforts. But there has been an elimination of travellers representing firms whose business does not consist in shipping goods. This, however, means only a trifling reduction in number of tickets issued for commercial travellers' use. In view of the recommendations regarding reduction of train services and the curtailment of travellers' calls which have been before the Food Controller since the proposals for licensing of food distributors as reported in CANADIAN GROCER, wholesalers and manufacturers are interested in the developments of the advancing year both as to train services and travellers' calls.

**Bread from New Flour on March 1st**  
After This Date Bread From Old Patent Flour Will Not be  
Marketed—No Likelihood of a Set Price For Bread—New  
Flour Quite Satisfactory—The Order-in-Council

Representative bakers from all parts of Canada were recently in Ottawa conferring with Prof. Harcourt, of the Food Controller's staff. This committee is taking up such matters as the size of the loaf, standardization of shortening, and the elimination of fancy loaves.

A full understanding has not yet been reached on these points. It is understood, however, that a standard loaf and

a standard shortening will be agreed upon. This new bread will be introduced by all bakers on March 1, that being the final date decided upon when the bakers can deliver bread made from the old quality of flour.

There will be no attempt to set the price of the standard loaf. This matter will be left to the regular operation of trade competition.

## The Surest Way to Win the Game

### The Gospel of Co-operation as a Means to Success—Wholesaler Urges the Wisdom and Need of a Closer Understanding Between the Different Elements of Trade

By Joseph Laporte, of Laporte-Martin et Cie., Montreal.

I HAVE always been a lover of sports. When I was at college, football, lacrosse, baseball and hockey had the most attraction for me, because these games required a great deal of team work and co-operation to gain victory. Never in my mind has a game been won by a team when this basic principle of co-operation has been ignored. As I look back upon these years I am deeply impressed with the importance team work played in the successful ending of these games.

Since my entrance into the business field I have been unable to keep from drawing a very close parallel between the sporting games of my youth and the business game of my present days. As years go by I may have to change my mind, but so far I have looked upon business as a wonderful game; a game that must be played honestly and seriously if one wishes to enjoy fully the fruits of success. For what pleasure and satisfaction will victory bring to him who has won it through slick methods, and who does not feel that he has accomplished something useful to his community besides personal reward?

That co-operation is the only sure way to permanent success is my firm conviction. Now if co-operation gives efficiency and success to a team, will it not bring the same results to a business organization, a trade and to a nation? The sooner we realize this principle and put it into practice the sooner will we attain greater efficiency and commercial success.

The time was never more opportune and the need for co-operation never greater than it is to-day. The war has brought upon us many new and difficult problems, problems that must be dealt with squarely and rapidly. Every moment counts and the least hesitation may spell irreparable losses. We are all confronted with the problems of delivery, credits, collections, increased turnovers and reduced costs.

#### Pride a Drag on Efficiency

We have our own ideas on these subjects and we know some of the answers. Still we feel that there may be a better way than ours to solve the difficulties. We buy books on the subject which are very valuable in their sphere, but somehow we do not always manage to put their teachings into practice. During all this process we have felt that we could go to a better doctor for our illness, we even know his name but personal pride has prevented us from going to him for fear that people may think we are ignorant or at least erratic to go to our competitors for a remedy.

There lies the chief cause for the slow

development of our business efficiency. We do things our own way. We are jealous of our ideas. If we are powerful we do not want to give the key of our success to the little fellow. If we are small we say "Ah, what's the use?" We lack confidence in others and thereby keep back the development of our own business and our community's as a result.

#### The Need of Standardization

Since the United States entered the war they have proved conclusively the truth of the principle of co-operation. Just one instance will illustrate my point. When the American army reached France with its fleet of motor trucks it was seen that in order to make repairs to broken down machines it would be necessary to keep a stock of 20,000 different parts of different makes of machines. Imagine the room and time needed in keeping this stock in proper shape. What did our friends do? The American government immediately called in conference all the chief engineers of the different manufacturers of automobiles, explained the situation and asked their co-operation. It was agreed that a standard engine should be constructed for the army's use, and that that engine should be the best that man could produce. In a few moments valuable trade secrets that had been kept jealously from everybody were thrown open to the knowledge of all competitors for the good cause. The result was the creation of the Liberty motor, the best in existence. Isn't that worth considering?

#### Let the Trade Co-operate

Why not apply the same principle to the trade? Let the manufacturers get together and study their own problems with a view to eliminate waste and promote greater efficiency in the manufacturing business. Let the wholesaler do the same thing. The retailers should also study their problem on common ground for everybody's benefit. What would be the result? A knowledge of the problems that worry each of us with the best solution available to all.

Should we stop there? No, by all means no! The manufacturers, the wholesaler and the retailer should meet at the same table and co-operate together towards solving those problems in which we are all interested. Then we would attain undreamed of efficiency.

I venture to predict the maximum of success to the trade which will recognize and put into practice this great principle of co-operation.

This may seem a wonderful dream, but wonderful dreams of this kind are not impossible. With the goodwill and determination of every class of trade I fully believe it can be accomplished. It's the only way to win the game.

#### DISTRIBUTE FROZEN FRESH FISH Fish Committee Secures Large Supply From Western Lakes to Retail at Low Price—To Grade Halibut Prices

The distribution of fresh fish caught in the western lakes of Winnipegosis, Winnipeg, Manitoba and other inland waters west of the Great Lakes, has been effected by the fish committee. Already 36 cars of frozen lake trout and whitefish caught in these waters have been brought to the Ontario market. Prior to the recent regulations this supply of fish has been sent to the American markets of the Middle West States. Of 227 cars shipped from the lakes 36 were marketed in Eastern Canada, 66 cars were sold in the central provinces, and 125 cars went to the American market.

Under the regulations the fish is sold to Canadian retailers at 12½c a pound. There are as yet no regulations to prevent United States dealers from enjoying the extra profits through the securing of this fish at the reduced price to the Canadian trade.

A step in the plan to encourage the purchase of coarser fish from Atlantic waters is the sale of a car of Atlantic cod and haddock to the Lambton County Co-operative Society. This fish has been distributed at 9c per pound in 200-pound lots. There are 100 cases or one ton of fish in this shipment, and instructions accompany each case for the storage and pickling of the fish, so that there will be no waste if any of the shipment is on hand when warmer weather sets in.

The Food Controller has issued a statement to the effect that dealers in Eastern Canada handling halibut should make their purchases on the basis of grades. In the marketing of halibut at the port all transactions involve three grades of halibut. Prime halibut consists of fish weighing between ten and seventy pounds; chicken halibut are the small fish under ten pounds, while the overs are the fish weighing more than seventy pounds. The price quoted in newspapers is on prime halibut only. Other grades contained in a cargo are paid for at one-half the prime halibut price. It is evident that a grading of halibut by retailers would result in considerable benefit to the consumer.

#### HOG PRODUCTION CAMPAIGN IN BRANT

At a recent meeting of the Brantford Board of Trade \$400 was collected in ten-dollar bill subscriptions with which to purchase brood stock. This sum is sufficient for the immediate launching of a hog production club in Brant county.

# CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS  
ESTABLISHED 1886

*The Only Weekly Grocer Paper Published in Canada*

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

## THE MACLEAN PUBLISHING COMPANY, Limited

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

### OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1207 Union Trust Bldg.; Phone, Main 3449.

UNITED STATES—New York—R. E. Huestis, Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 900, Lytton Bldg., 14 E. Jackson St., Phone Harrison 1147. Boston—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 12960. Cable Address, Atabek, London, England.

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

PUBLISHED EVERY FRIDAY

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

Vol. XXXII. TORONTO, FEBRUARY 8, 1918 No. 6

### EDITORIAL BRIEFS

AMERICAN packers are being accused of combining to keep down the prices of hogs. Canadian packers were reproached at the time of the recent inquiry because there was no evidence that they had tried to do so. Trying to satisfy the producer and the consumer at the same time is not difficult—it's impossible.

### MORE MISINFORMATION

W. F. O'CONNOR has made another of his disastrously misinformed statements. Mr. O'Connor may be well intentioned, but it is certainly to be deplored that a government department should lend itself to creating a prejudice against any business interests. This sort of statement does material harm, and certainly achieves no shadow of useful purpose. Mr. O'Connor still persists in the correctness of his statements. He claims that the tremendous accumulation of eggs is in the hands of a few merchants only. Every single produce merchant in Canada is suffering under his aspersions.

What is the virtue in these veiled charges anyway? If Mr. O'Connor has information that he believes gives ground for his conclusions, by all means let him make it public, so that it may be disproved in the shortest possible time. It is distinctly Mr. O'Connor's move. Produce men generally have given a categorical denial to Mr. O'Connor's statements.

### EXPORT TRADE REACHES HUGE TOTAL

AN exceptional growth in volume and value is evident in Canada's export trade.

Figures for 1917 reveal the fact that Canada's trade in food, ammunition and other manufactured products with the Allies is reaching such proportions that gradually the status of the Dominion as a debtor nation is improving.

Practically all branches of industry have participated in this expansion, which shows an increase during the three-year period of approximately 58 per cent. in mineral products; 26 per cent. in fishery products; 31 per cent. in forest products; 177 per cent. in agricultural products, and 469 per cent. in manufactured goods.

### FEWER TRAVELERS, THEN WHAT?

BECAUSE of the reduced number of available men—because of higher traveling expense, in money and especially in time, because of a scarcity of goods to sell—there is a probability that merchants in the out-of-the-way centres will not see as many travelers as a year or two ago.

The calls of these "ambassadors of trade" will be missed. There is no better friend to a courteous merchant than one of these travelers—men who see much, and who are only too glad to pass on suggestions, suggestions, moreover, which do not grind their own particular axe. Still, if the war results in the number of travelers' calls being reduced—and that seems certain—then the merchant will need to lay his plans accordingly. Greater than ever will be his dependence on the printed message. Perhaps more frequent trips to the buying centres will be profitable.

### A HOPEFUL WORD

"THERE seems to be one thing that American people do not realize," said Mr. Hoover, the United States Food Controller, "that is that in America corn comprises, either directly or indirectly, one-half of the food supply. For three months we have been facing a shortage that practically amounted to a corn famine. This condition has been reflected in the prices of meats, bread, milk and other commodities. Now we have a record crop of three and a quarter billions of bushels that is just beginning to come into the market. One difficulty has been that the corn crop is four weeks late and another is that the crop is soft and takes time for maturity. Then on top of this is the car shortage, which makes the problem hard to solve.

"By January 15 the corn crop should be moving freely and at reasonable price. The real fundamental economic relief is coming with the movement of the corn crop."

## Current Events in Photograph—No. 6



ONE OF WAR'S HARVESTS

**A**N occupation not without its risks. Salvaging unexploded torpedoes and loading them for transportation to a nearby supply station where they are inspected and returned to the front if found to be in good condition. In the photo is seen a fine harvest of Fritz's aeroplane bombs, which will be returned to him by the shortest possible route.

### Lighting Ontario Store Windows Prohibited

Necessary Power Conservation puts a New Demand on Merchant's Patience—Only Such Lights as Are Essential Permitted—Will Give New Impetus to Early Closing Idea

**T**HE order of Sir Henry Drayton, Power Controller, that became operative on January 8 last, curtailing the lighting of streets and unnecessary store lighting, has been made still more drastic by a new ruling that becomes effective on February 5 that on and after that date all window illumination throughout the Province of Ontario must cease, and that all exterior and entrance lights that do not provide for the public safety must also be eliminated.

These instructions are binding on all communities being served with light

from power generated at the Niagara River. In other words on the bulk of the communities in the province.

Instructions have been sent out that this order is to be rigorously enforced. This order does away with one of the retailer's best advertising features, his windows. This is going to work some hardship to the merchants as a whole, but in times such as these the merchant has been and still is ready to make such sacrifices as may be needed, and this would seem to be one of the necessary changes.

Unquestionably this will give an impetus to the early closing propaganda

that has been growing in favor in every part of the province.

### SWIFT AND COMPANY HAVE RECORD YEAR

A recent report of Swift and Company, who have factories both in the United States and Canada, dealing with the operations of the company for the year ending December 30, shows that their gross sales reached the surprising total of \$875,000,000. This is an enormous increase over the business of former years, 1916 showing a gross of \$575,000,000 and in 1914 \$425,000,000. The net profits of the company for 1917 were \$42,318,381, or 42.3 per cent on the invested capital. In former years the actual profit on every dollar used in the business was 3 cents, but the increased war demands along with rapidly mounting prices showed a net profit of 4.83% on the actual business done.

# CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

## Maritime Provinces

Keith & Company, retail grocers, Main Street, St. John, are selling off their stock preparatory to going out of business.

J. B. Toombs, who has been elected mayor of Moncton, N.B., is one of the city's leading commission and grain merchants.

Frank Ross, employed in the retail grocery store of C. F. Bean, St. Stephen, N.B., died suddenly of heart trouble this week.

H. W. Cole, of H. W. Cole, Ltd., wholesale grocers, St. John, has been bereaved by the loss of his wife, whose death occurred this week.

Beverage bottlers in St. John have advanced the price of their soft drinks twenty cents a case, necessitating an increase in the retail price from five to six cents per bottle.

William McLaughlin, one of the leading bakers of St. John, died this week after a short illness. He was born in Ireland sixty-four years ago, but had made his home in St. John for forty-five years.

## Quebec

R. Jack, of Chateauguay Basin, Que., representing the firm of R. Jack & Son, fruit growers, was a visitor to Montreal this week.

Geo. J. Wood, who was recently appointed as manager of the Montreal office of H. D. Marshall, assumed his new duties this week.

Emile and Armand Chaput, of the firm of Chaput, Fils et Cie, Montreal, are now in Los Angeles, and have been visiting the dried fruit points at various centres.

C. G. Walker, representing C. G. Walker & Co., brokers, Hamilton, Ont., was in Montreal last week.

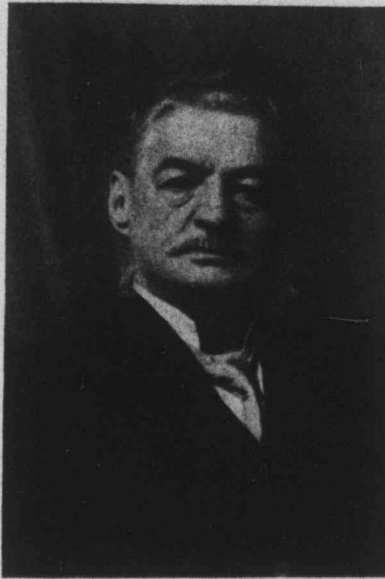
Thos. Ward, of Jos. Ward & Co., Montreal, is a visitor to Toronto this week, where he has been called to attend a meeting of the seed importers regarding the situation that is developing regarding the import from the United States of seed corn for the coming season.

W. H. Wilson, traveller for S. H. Ewing & Sons, who has been confined to the house since November, is gradually improving. His many friends will be glad to welcome him again when he is able to resume his territory.

Major Harold Lumb, formerly a traveller with S. H. Ewing and Sons, spice importers of Montreal, has been filling the duties of Conducting Officer for the troops across the Channel. Major Lumb has been in the war for the past three years, and his many friends will be interested to know that he is still well.

## ROBERT HENRY PASSES AWAY

Robert Henry, who for many years past has represented the British Columbia Packers Association in the East, died recently in Brantford, after a brief illness. For some years past Mr. Henry



ROBT. HENRY, Brantford, Ont.  
Who has been sales manager of British Columbia Packers' Association for a number of years, and whose death recently occurred.

has resided in Windsor, Ont., but only a few weeks ago in company with his son, Stewart, who is associated with him in business, he returned to Brantford, in which city he had spent the best part of his life.

Mr. Henry was keenly interested in politics, and he had represented Brant County in the Legislature, and had been the central figure of many hotly contested elections. He was also twice mayor of the city of Brantford. Mr. Henry was in his 73rd year at the time of his death.

Officials of the Montreal Board of Trade for 1918 are as follows:—W. A. Black, president (by acclamation); J. Baillie, first vice-president (by acclamation); Geo. Sumner, second vice-president; W. A. Coates, treasurer.

Zephirin Hebert, late president of the Montreal Board of Trade, gave a very interesting informal address before the Wholesale Plumbers' Supply Association at the St. Denis Club on Monday evening. The subject chosen was that of "Credit." A wide and comprehensive view of the matter was taken and the many members from Ontario points en-

joyed the evening. The dinner was purely French-Canadian, and from pea-soup as the first item to pigs' feet, beans, blood-pudding sausages, and sucking-pig were served, the out-of-town visitors being particularly attracted by this rather novel bill of fare.

## Ontario

Gordon B. Drake, London, Ont., who operates two stores in the south-east section of the city, has established a branch store on a strictly cash basis, starting February 1st. The new store will be located at the corner of Adelaide and Simcoe streets. If the venture proves successful the main store will adopt this rule.

S. Pierce, manager of Canadian Canners, Limited, at Wellington, Ont., died recently at Picton, Ont., following an operation for appendicitis.

An effort to compel merchants of Earlscourt, Toronto, to cease business at 7 p.m. was defeated at a recent meeting under the auspices of the Earlscourt Business Men's Association.

Retail merchants of Niagara Falls will request the City Council to pass a by-law making it compulsory for all stores but newsstands and tobacconists to close every night, but Saturday, at 6 o'clock and Saturday at 10 p.m.

C. A. Hagerman, one of the pioneer residents of Port Hope, passed away in the hospital here to-day, after several weeks' illness. He was born in Port Hope in 1842, and had been a resident here all his life. When quite young he started a grocery store. Later he entered the Customs House, and, upon his retirement from this office, conducted a livery business. His passing removes a familiar figure from the life of Port Hope.

Geo. Gibbon, of Campbell & Gibbon, retail grocers, Port Arthur, Ont., was in Toronto last week on a business trip. Mr. Gibbon is an alderman in Port Arthur and is also President of the Children's Aid Society. It was chiefly in this latter connection that brought him to Toronto last week. While there he was a visitor at the office of CANADIAN GROCER. Mr. Gibbon has been in the grocery business for some twelve years, and has been a subscriber to CANADIAN GROCER for more than ten.

## Western Canada

The building occupied by the Alexander Grocery Company, Camrose, Alta., was entirely destroyed in a recent fire. The cause is believed to have been defective wiring. The damage was estimated at \$35,000. The store will be rebuilt, and in the meantime the business is being conducted from the offices of the Camrose Grocery Co., Ltd.

C. H. Scheve, grocer, Cudworth, Sask., has been succeeded by Wasylyk & Derdouka.

J. W. Haas, general store, Kenaston, Sask., has been succeeded by Haas & Manning.

Jordan & O'Neil, general store, Viceroy, Sask., have dissolved partnership, T. J. O'Neil continuing.

J. D. Brack, manufacturers' agent, Winnipeg, returned this week from a business trip to Toronto.

H. W. Wood, president of the Canadian Council of Agriculture, Calgary, is in Ottawa, in conference with the Food Department.

G. W. Griffiths, of G. W. Griffiths & Co., manufacturers' agent, Winnipeg, is a visitor in Eastern Canada for two or three weeks.

The store of E. and M. Hogan, general merchants, Meacham, Sask., was completely burned recently. The fire occurred about 7.30 a.m., and within an hour's time the building was down. The rest of the village was threatened for some time, but through the work of the firemen this was averted.

James Heming died at Winnipeg on Sunday, Jan. 27. Mr. Heming came to Canada six years ago from Newark, England, where he was a prominent business man, and had been mayor of that town for some years. On settling at North Battleford, Sask., Mr. Heming started a grocery business, but two years ago he came to Winnipeg, where he was employed by the A. Macdonald Co., wholesale grocers.

#### GIVE FOOD CONTROLLER FREE HAND

T. B. MacAulay, who for three months has served as Dominion chairman of the National Committee on Food Resources, has tendered his resignation to the Food Controller and it has been accepted. In resigning, Mr. MacAulay stated that he



J. L. FREEMAN  
of Freeman & Sheely, Montreal.

felt the Food Controller should be free to reorganize the department in any way he desired.

#### T. EATON CO. BUY WINNIPEG BISCUIT FACTORY

The T. Eaton Company have recently purchased the old Mooney Biscuit Factory in Market Street. The price is said to have been \$200,000.

#### TORONTO MANAGER OF F. W. FEARMAN CO. PASSES AWAY

##### J. P. Thompson for Thirty Years Represented Hamilton Firm

Joseph Parkins Thompson, who, for the past thirty years has been the Toronto agent of the F. W. Fearman Company, Hamilton, died recently at his home, 96 Walker Avenue, Toronto. Mr. Thompson had been ill only about two weeks, and the news of his death will come as a great surprise and sorrow to his many friends in the trade.

#### SASKATCHEWAN PEDDLERS' ACT AMENDED

##### License Fee Largely Increased. R.M.A. Instrumental in Achieving This Result

An amendment to the Hawkers' and Peddlers' Act of Saskatchewan has recently been passed imposing a license fee of \$100 in place of the former fee of \$25. This puts the peddler somewhat more on the level of the merchant, who has to spend considerable money in maintaining a store, etc.

The amendment becomes effective Jan. 1, and imposes a fine of \$100 for any infringement of the regulations.

This Act includes all persons, whether selling goods direct or by a sample, and whether selling or taking orders for future delivery as long as they are selling to the public, but it shall NOT include persons selling fish, fruits, meats, vegetables and farm produce generally, of their own raising, or in the case of meats, etc., of their own raising and killing.

#### DODSLAND, SASK. MERCHANTS ADOPT CASH BUSINESS

The merchants of Dodsland, Sask., have decided to operate on a cash basis only—no credit will be granted on any consideration.

At the present time they are carrying on a campaign of education with their respective customers both through the local papers and by means of circular letters and personal conversations.

#### NEW FIRM OF GROCERY BROKERS

Freeman & Sheely is the name of a new manufacturers' agent's firm established in Montreal recently. The members are J. L. Freeman, formerly with H. D. Marshall, and W. J. Sheely. Both are young men who are well acquainted with the grocery trade.

#### BEVERAGE COMPANIES CONSOLIDATE

News has been received of the consolidation of the Northwest Fruit Products Co., of Olympia, Washington, and the Pheasant Fruit Juice Company of Salem, Oregon. The company will now be known as "The Pheasant Northwest Products Company." The main office of Pheasant Northwest Products Company will be at Salem, Oregon. Branch offices are to be located at New York City, Chicago, Atlanta, Kansas City, Denver, Dallas, and San Francisco. It will be a fixed policy of the company to keep a personal representative in all the markets of the country.

#### FLOUR HOARDING MAY BRING PENALTY

Drastic measures against persons hoarding food are being considered by the Food Controller at Ottawa. Householders may take warning that they may be apprehended if spoiled flour is found on their premises. Bakers in conference with the Food Controller have recommended that every grocer be communicated with and the names and addresses of all persons who have purchased more than a 98-pound bag of flour during the past month be secured.

#### SASKATCHEWAN TOWN STARTS CO-OPERATIVE DELIVERY

Kerrobert, Sask., is one of the latest converts to the co-operative delivery plan. They have inaugurated a system that gives two daily and three Saturday deliveries. They are at the following hours:

Morning delivery—All goods ordered not later than 10 a.m.

Afternoon delivery—All goods ordered not later than 4.30 p.m.

Saturday evening delivery—Of all goods ordered not later than 9 p.m.



W. J. SHEELY  
a partner of the grocery brokerage firm of  
Freeman and Sheely



### RETAILERS FAVOR EARLY CLOSING

By a unanimous vote the grocers, butchers and fruiterers of the Toronto Retail Merchants' Association accepted a motion expressing the desirability of closing their stores at 7 o'clock each evening all the year round except Saturdays and on the evenings before statutory holidays. Officers of the association urged the necessity of securing the signatures of 75 per cent. of the city storekeepers to a petition. Without such a petition the city could not proceed with the necessary by-law covering the point.

### ALBERTA AND SASKATCHEWAN APPOINT COMMITTEES TO WORK WITH CENTRAL FOOD COMMITTEE, OTTAWA

These committees are appointed by each province, and consist of three members whose duty it is to see that the recommendations and regulations of the Food Controller are carried into effect.

As a committee, wide powers are conferred upon them. They will have the legal right to call up any merchant for examination that they have reason to believe is not living up to the regulations set for his guidance. A full report of their findings in respect to any complaint made must be forwarded to Ottawa, and Mr. Thomson decides from the evidence submitted by this committee

whether a breach of the food control regulations has been committed.

The committee for Alberta is composed of T. A. Gaetz of Red Deer, president of the Alberta Association; S. G. Freeze, grocer of Calgary, and N. B. Good, grocer of Lethbridge.

The Saskatchewan committee will be: A. E. Neil, of Saskatoon, J. C. Nicol of Radisson, and Chas. Biggs, of Regina.

### BRANTFORD, ONT., GROCERS GET EARLY CLOSING

At the City Council meeting in Brantford, Ont., recently, the council was requested to pass a by-law restricting the hours in which grocers and butchers may keep open. The by-law was moved by Ald. Mellen, seconded by Ald. Harp, the first-named being a grocer in one of the residential sections, and the latter representative grocer of the business district. Because of this, the council agreed to pass the by-law without petition. The hour for closing was set at 7 o'clock for weekdays, and at ten o'clock for Saturdays, days before a holiday, and ten days before Christmas Day. It might be remarked that the Grocers' and Butchers' Association, at a meeting previous to that of the City Council, had unanimously agreed upon these hours, hence the ease with which the by-law went through.



Lieut. N. V. Cliff, son of Geo. J. Cliff, of the Toronto Salt Works, has been given his captaincy. Lieut. Cliff went over with the First Contingent 3rd Battalion, and was in all the early battles. He was wounded and gassed, returned on leave, and, taking his commission, returned. The report of his advancement has just been received.

Sergeant I. Olive Munde, of the staff of the G. E. Barbour Co., Ltd., St. John, who went overseas with an ammunition column, has been awarded the Military Cross for gallant conduct while in charge of a detachment which took up a much-needed supply of ammunition under heavy shell fire.

### TO CURTAIL DELIVERIES

H. B. Thomson the newly appointed Food Controller, in speaking in Ottawa recently announced the early passage of an order to regulate the matter of overlapping deliveries.



Grocers will doubtless recognize many old friends in this picture, amongst others being Leslie A. Davidson, C. H. Good, H. S. Palmer, Geo. Bonnycastle, Geo. Lane, W. M. Friend, O. G. Ayres, O. Pelletier, W. C. Annand, J. M. McMillan, H. S. Kearns, W. E. Walter, F. J. Bennett, J. W. Davidson, W. T. Dean, R. B. Webster, R. N. Warner, A. R. De Long, G. L. Munce, Geo. A. Reavely, J. P. Carroll, E. B. Bournot, Geo. Harmeyer, R. Starck, L. W. Sheppard, F. W. Harris, A. G. Lowman, J. N. Begin, D. Chevalier, C. H. Gibbs, E. A. Andre, J. B. Peltier, G. F. Wright. This is the first convention of the Dayton Scale Company's Canadian salesmen and brought representatives together from the Yukon to Newfoundland.

# WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

## THE MARKETS AT A GLANCE

**A** FACTOR of more than usual interest during the week was the near-exhaustion of the storage egg supply in Eastern Canada and the drawing on Western Canada for supplies. Extremely severe weather in the West has made shipment a difficult matter. Considerable supplies of Western storage eggs have moved southward into the United States and this has reduced available supplies for Canadian market still further. Butter is also in firm position due to the embargo on margarine.

The Department of Food Control as yet has not made a definite ruling with respect to price of war grade flour. Mills have taken the initiative in the matter and have agreed to sell on the basis of \$11.10 carload lots 30 days or \$11 spot cash for Manitoba flour Ontario points. Millfeeds are in very active demand owing to practical shutting off of supplies from Western sources. Prices on new crop corn permit of lower prices in corn flour, hominy grits and pearl hominy. Rolled oats continue in strong market, due largely to difficulty in getting supplies of grain from the West.

An embargo has been placed on the shipment of rice from southern United States districts into Canadian market. The railroad embargo on shipment of sugar from United States into Canada is still in effect, which is affecting the available supply of refined at the present time. It is anticipated this embargo will soon be raised. An important advance has been that on laundry soaps with the indication that a very firm market is likely to continue. Advances have also been recorded in molasses, bulk pickles, popcorn, macaroni, gum, blueing, salad dressing, washing powder, marmalade. Lima beans are also higher in price following the embargo on shipments from United States.

An important regulation has been made effective in that designations of measures such as pints, quarts, gallons must be used only when applied to Imperial measure. Many containers being only wine measures have in the past been referred to as pints, quarts, gallons. Business in grocery lines has been somewhat light during the week.

**M**ONTREAL, Feb. 5.—In spite of the bad weather, there has been a fair volume of business the past week. Some changes are recorded—mostly of a firming tendency among which are laundry soaps, which are quoted at \$7.25 per box. Rolled oats and other cereals are firm, and some lines of biscuits. No Windsor salt states one jobber will be available for 5 or 6 weeks. Lamp chimneys also are very scarce. Roquefort cheese is up to 80c. Peanut butter is up 2c per lb. to 20c. Menier chocolate has recorded an advance of about 6c per lb. Soap powder and lye are both higher, and baked beans are firm. Bird seed is up 1c per package. The prices on new standard flour are announced as elsewhere quoted.

### Boxed Soaps, Powders And Lye Show Advances

**SOAPS, LYE, SOAP POWDERS.**—Advances have been recorded in the

price of standard soaps the new price of \$7.25 being quoted on these for the 100 bar cases. Soap powder is up to \$4 per case and Babbitt's pure lye is \$4.50 per case, an advance of 55c per case.

### Chocolate, Peanut Butter, Roquefort Cheese Are Up

**PEANUT BUTTER, CHOCOLATE, CHEESE.**—Advances have been made in Menier chocolate this week. Quarter pounds are now selling at 54c per lb., an advance of 6c and half pounds 52c per lb., the former price being 46½c. Roquefort cheese which formerly sold at 65c per lb. is now selling at 80c and peanut butter is quoted at 20c per lb., an advance of 2c over the previous price.

### Advances On Baked Beans And Bird Seed

**BAKED BEANS, BIRD SEED.**—A stronger market is noted for baked beans. The 3 lb. tins are selling now

at \$2.95 per doz. for the plain—delivered to country points. In tomato sauce the country price is \$3.35 per doz. Package bird seed is selling at one cent per package higher and is now 13c and 14c per carton.

### Prices Announced On Paris Green; Lead Arsenate

**PARIS GREEN, ARSENATE OF LEAD.**—Many of the larger stores through the country handle Paris green. The prices just announced are as follows: Barrels, per lb., 61c; kegs, 61½c; 50 and 100 lb. drums, 62c; 25 lb. drums, 63c; 1 lb. packages, 65c; 1 lb. tins, 67c; ½ lb. package 67c (paper) and ½ lb. tins, 69c. These prices apply to Quebec and Maritime points excepting P.E.I. where 40c per cwt. must be added for delivery. The supply is said to be short. Arsenate of lead as a substitute is selling at 45c for the 100 lb. drums; 45½c for the 50 lb.; 46c for the 25 lb.; 47½c for the 10 lb. tins; 49½c for the 5 lb. and 52½c for the 1 lb. tins.

### Paper Bags Cheaper; Several New Lines In

**PAPER BAGS, ETC.**—A reduction in the price of grocers' paper bags has been effected the discount being increased from 5 per cent. to 15 per cent. A large shipment of new French olive oil has been received and is selling in gallons for \$5.10 per gallon. Some new Brazil nuts are also to hand and are selling for 16c to 17c per lb.

### Refiners Endeavoring To Fill All Sugar Orders

**SUGAR.**—Confronted with many difficulties due to the scarcity of raws, through transportation, refiners are making every effort to supply dealers with their wants and little complaint is expressed by the jobbers. Prices are maintained for the week and a general satisfactory volume of business is reported.

	100 lbs
Atlantic Sugar Company, extra granulated sugars, 100 lbs. ....	8 40
Acadia Sugar Refinery, extra granulated . . . . .	8 40
St. Lawrence Sugar Refinery . . . . .	8 40
Canada Sugar Refinery . . . . .	8 40
Dominion Sugar Co., Ltd., crystal granulated . . . . .	8 55
Special icing, barrels . . . . .	8 70-9 05
Icing (25-lb. boxes) . . . . .	9 10-9 40
Icing (50-lb. boxes) . . . . .	8 90-9 20
Diamond icing . . . . .	8 70-9 05
Yellow, No. 1 . . . . .	8 10
Yellow, No. 2 (or Golden) . . . . .	8 00
Yellow, No. 3 . . . . .	7 90
Powdered, barrels . . . . .	8 60-8 95
Paris lumps, barrels . . . . .	9 10
Paris lumps (50-lb. boxes) . . . . .	9 45
Paris lumps (25-lb. boxes) . . . . .	9 85
Crystal diamonds, barrels . . . . .	9 10
Crystal diamonds (boxes 100 lbs.) . . . . .	9 10
Cut loaf (50-lb. boxes) . . . . .	9 30-9 65
Cut loaf (25-lb. boxes) . . . . .	9 50-9 85

For deliveries in Montreal City districts add 5c to above refinery price if purchased through wholesalers.

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

### Government Buying Rice Makes Price Firmer

**Montreal.**  
**RICE, TAPIOCA.**—While prices are unchanged there is a particularly firm tone to the rice and tapioca market. Of the former the U.S. Government was reported as a probable buyer of large lots and this has served to cause a firming of prices. In the far south also the tone is strong. Tapioca rules with a strong undertone as well.

Carolina	10 00	11 00
"Texas," per 100 lbs.	9 50	9 50
Patna (good)	9 40	9 40
Siam, No. 3	8 00	8 50
Siam (fancy)	8 75	8 75
Rangoon "B"	7 80	7 80
Rangoon "B," 200-lb. lots.	7 70	7 70
Rangoon CC	7 60	7 60
Packling rice	7 70	7 70
Tapioca, per lb.	0 15	0 16
Tapioca (Pearl)	0 15	0 16

### Little Supply Of Honey; Demand Remains Fair

**Montreal.**  
**MAPLE PRODUCTS AND HONEY.**—Supplies of honey are reported to be very light. There is a fair demand and dealers are able to keep this supplied but small lots only are to be had from outside points. In consequence prices are ruling very firmly. Maple syrup is in fair demand and there is a limited sale for sugar.

Honey—

Buckwheat, 5-10 lb. tins, lb.	0 17
Buckwheat, 60-lb. tins, lb.	0 16 1/2
Clover, 5-10 lb. tins, per lb.	0 19 1/2
Clover, 60-lb. tins	0 19
Comb, per section	0 21

Maple Product—

Syrup, 13 lbs. Imp. meas., gal.	1 70	1 80
11-lb. tins	1 35	1 45
Sugar, in blocks, per lb.	0 19	0 20

### Strong And Firm Tone In Canned Goods

**Montreal.**  
**CANNED GOODS.**—The only interest of the week in canned goods is that of the firm tendency. All prices are holding without change. Dealers are able to fill orders that come to hand reasonably well. In New York markets canned salmon is ruling very strong and Alaska salmon seems to be almost off the market. Tomatoes too are in a strong position on this market. The firm tendencies are partly due to brisk buying by the U.S. Government.

Salmon Sockeye—

"Clover Leaf," 1/2-lb. flats.	2 45
1 lb. flat	4 00
1 lb. tails, cases 4 doz., per doz.	3 75
1/2 flats, cases 8 doz., per doz.	1 50

Chums, 1-lb. tails
 1 80 |

Pinks, 1-lb. tails
 2 40 |

Cohoos, 1-lb. tails
 2 65 |

Red Springs, 1-lb. tails
 2 70 |

Salmon, Gaspé, Niobe Brand (case of 4 doz.), per doz.
 2 25 |

Canadian sardines (case)
 6 75 | 7 00 |

Norwegian sardines, per case of 100 "1/4s"..... 20 00

**Canned Vegetables—**

Tomatoes, 3s	2 67 1/2	2 75
Tomatoes, U.S. pack (2s)	2 12 1/2	2 60
Tomatoes, 2 1/2s	2 40	2 60
Peas, standards	1 75	1 90
Peas, Early June	1 90	1 90
Beans, golden wax	1 85	1 90
Beans, Refugees	1 85	1 90
Corn, 2s, doz.	2 35	2 40
Spinach (U.S.), 3s	3 00	3 00
Do., (U.S.), gallons	10 00	10 00
Corn (on cob, gal. cans), doz.	8 50	8 50
Red raspberries, 2s	2 90	2 90
Simcoes	2 75	2 75
Red cherries, 2s	2 60	2 90
Strawberries, 2s	3 00	3 00
Blueberries, 2s, doz.	1 85	1 85
Pumpkins, 2 1/2s	1 60	1 70
Pumpkins, 3s	1 75	1 75
Pumpkins (gallon), doz.	6 00	6 00
Carrots, sliced, 2s	1 45	1 45
Apples (gallons)	5 00	5 00
Peaches, 2s (heavy syrup)	2 00	2 00
Pears, 3s (heavy syrup)	2 45	2 45
Pineapples, 1 1/2s	2 25	2 25
Greengage plums (light syrup)	1 90	1 90
Lombard plums (heavy syrup), 2s	1 70	1 70

### Corn Syrup Is Lower; Molasses Still Firmer

**Montreal.**  
**MOLASSES AND SYRUPS.**—Interest is directed to the reduced price applying this week on Crystal Diamond corn syrup. The reductions go into effect immediately and the prices will be found under the proprietary lists. Sales of syrup are fairly good. The molasses situation is unchanged, prices ruling with a firm undertone. In the primary centres prices are also well held owing to short spot stocks.

**Corn Syrup—**

Barrels, about 700 lbs.	0 07
Half bbls. or quarter bbls., 1/4c per lb. over bbls.	0 07 1/2
Kegs	0 07 1/2
2-lb. tins, 2 doz. in case, case	4 65
5-lb. tins, 1 doz. in case, case	5 20
10-lb. tins, 1/2 doz. in case, case	4 95
20-lb. tins, 1/4 doz. in case, case	4 90
2-gal. 25-lb. pails, each	2 15
3-gal. 38 1/4-lb. pails, each	3 25
5-gal. 65-lb. pails, each	5 25

Prices for Fancy, Choice. Island of Montreal

**Barbadoes Molasses—**

Punchons	0 91
Barrels	0 94
Half barrels	0 96

For outside territories prices range about 3c lower.

Carload lots of 20 punchons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

**Corn Syrup (Crystal) Diamond—**

2-lb. tins, 2 doz. in case, per case	5 05
Barrels, per 100 lbs.	7 50
Half barrels, per 100 lbs.	7 75

### Beans High And Scarce; Some Japanese Up 2c Lb.

**Montreal.**  
**BEANS.**—The market is still very strong and while there have been no advances for the week locally, one of the importers at the coast is asking an advance of two cents per pound for Japanese Kotnashei beans. Lima beans also are very scarce, and with the embargo placed against these it is likely to have a firming effect upon other grades.

**Beans—**

Canadian, hand-picked, bush..	9 50	10 50
Ontario, new crop, 3 to 4 lbs.	8 15	8 15
British Columbias	8 15	8 15
Do., in 100-lb. sacks, gross, per 100 lbs.	15 00	15 50

Canadian, 3-lb. pickers, per bu.	9 00	9 50
Canadian, 5-lb. pickers	7 40	8 00
Michigan, 3-lb. pickers	9 00	10 00
Michigan, hand-picked	9 50	10 50
Yellow Eyes, per lb.	0 14	0 14
Rangoon beans, per bush.	7 00	7 50
Lima, per lb.	0 20	0 20
Chilean beans, per lb.	0 14 1/2	0 14 1/2
Manchurian white beans, lb.	0 15	0 15
South American	5 20	5 20
Peas, white soup, per bush.	5 00	5 50
Peas, split, new crop, bag 98 lbs.	11 00	11 25
Barley (pot), per bag 98 lbs.	6 25	7 25
Barley, pearl, per bag 98 lbs.	7 50	8 00

### Spice Prices Hold In Local And Primary Market

**Montreal.**  
**SPICES.**—"Prices should be much higher locally than they are," said a large importer to CANADIAN GROCER. The import situation and the firmness there warranted some price revisions, but none have been made, and a fair amount of business continues at maintained prices. There is a particularly strong undertone to the market for China cassias in selected, broken and in rolls.

	5 and 10-lb. boxes	
Allspice	0 16	0 18
Cassia	0 25	0 30
Cayenne pepper	0 28	0 35
Cloves	0 70	0 70
Cream of tartar	0 80	0 90
Ginger, pure	0 25	0 35
Ginger, Cochín	0 25	0 25
Ginger, Jamaica	0 30	0 35
Mace	0 80	1 00
Nutmegs	0 40	0 50
Pepper, black	0 38	0 40
Pepper, white	0 42	0 45
Pickling spice	0 22	0 25
Tumeric	0 21	0 23
Cardamom seed, per lb., bulk	2 00	2 00
Carraway, Dutch, nominal	0 75	0 75
Cinnamon, China, lb.	0 22	0 25
Cinnamon, per lb.	0 35	0 35
Mustard seed, bulk	0 25	0 25
Celery seed, bulk	0 46	0 46
Shredded cocoonut, in pails	0 21	0 23
Pimento, whole	0 12	0 14

For spices packed in cartons add 3 1/2 cents a lb. and for spices packed in tin containers add 10 cents per lb.

### Coffee Fluctuates Some But Prices Maintained

**Montreal.**  
**COFFEE.**—Locally there is little change in the situation. Prices are maintained firmly, after a somewhat fluctuating market for a few days during the last week. In the New York market there has been a considerable weakness in futures, where there was a decline of nearly 70 points at one time, the situation recovering itself somewhat later. This was attributed to the possibility of the U. S. Government requiring a license for dealers in futures after the first of March. And it was further suggested that trading might be entirely curtailed, but this news is discounted. It is further pointed out by a prominent authority on the coffee situation that should peace come, coffee would be much dearer, the Central Powers having little, if any supplies.

**Coffee, Roasted—**

Bogotas, lb.	0 23	0 32
Jamaica, lb.	0 23	0 25
Java, lb.	0 33	0 40
Maracibo, lb.	0 23	0 24
Mexican, lb.	0 28	0 29
Mocha, lb.	0 34	0 37
Mochas (genuine)	0 43	0 48
Rio, lb.	0 19 1/2	0 20
Santos, Bourbon, lb.	0 24	0 25

Santos, lb. ....	0 23	0 24
Cocoa—		
Bulk cocoa (pure) .....	0 39	0 35
Bulk cocoa (sweet) .....	0 25	

### Tea Prices Are Held But Market Unsettled

TEA.—There has been a fair amount of trade in tea during the past week, and dealers are sending forward supplies to country points in mixed lots. There is a tendency in certain quarters to want to unload stocks that are held, and these, one large importer told CANADIAN GROCER, might be disposed of to a buyer at an open price. This is a local condition, however, and with the primary situation firm there is every indication of maintained prices and even of an advance on best grades in the near future. Prices for the week are held as follows:—

Pekoe, Souchongs, per lb. ....	0 38	0 40
Pekoes, per lb. ....	0 40	0 46
Orange Pekoes .....	0 43	0 50

### New Shelled Walnuts In; Trade Is Reported Good

NUTS.—One of the big importers reports the arrival of a large supply of shelled walnuts. These are of good quality and will be worth around 65c per lb. The volume of trade for the week is reported as good, and, aside from the shortage of peanuts, the demand seems to be well taken care of at prices quoted herewith.

Almonds (Tara), per lb. ....	0 20	0 24
Almonds (shelled) .....	0 42	0 43
Almonds (Jordan) .....	0 70	
Almonds, Valencia, shelled. ....	0 44	0 46
Almonds, soft shelled Tarragonas ..	0 21½	0 22½
Brazil nuts (new) .....	0 14	0 18
Brazil nuts (med.) .....	0 15	0 17
Filberts (Sielly), per lb. ....	0 19	0 21
Filberts, Barcelona .....	0 17½	0 18½
Hickory nuts (large and small), lb. ....	0 10	0 15
Peanuts, Bon Ton .....	0 15½	0 16½
Peanuts, "Diamond G" .....	0 15	0 16
Peanuts (coon), per lb. ....	0 12½	0 13½
Peanuts (Jumbo), per lb. ....	0 16	0 21
Peanuts, shelled, Spanish, No. 1. ....	0 17	
Peanuts, shelled, Virginia, No. 1 ..	0 16	0 17½
Do., No. 2 .....	0 14	
Pecans (new Jumbo), per lb. ....	0 21	0 25
Pecans, New Orleans, No. 2. ....	0 21	0 24
Pecans "paper shell," extra large ..		
Jumbo .....	0 40	
Pecans (shelled) .....	0 30	
Walnuts (Grenoble) .....	0 23	
Walnuts (new Naples) .....	0 16	0 18
Walnuts (shelled) .....	0 59	0 61
Walnuts (Marbots), in bags. ....	0 22	0 24
Walnuts (California), No. 1. ....	0 24	

### Dried Apples Scarce; All Prices Held Firmly

DRIED FRUITS.—Business is reported as fair in dried fruits and, with the exception of dried prunes in some sizes and of evaporated apples, the supply is ample for present needs. While there are no price revisions, a rather firm tone obtains to all commodities. Both in New York and Pacific points a fairly bare market is reported.

Apricots—		
Choice .....	0 28	
Fancy .....	0 30	
Apples (evaporated) .....	0 22	0 23
Peaches (fancy) .....	0 21	

Drained Peels—		
Citron .....	0 35	
Lemon .....	0 27½	
Orange .....	0 28½	

Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$3.25; 4-crown cluster, \$3.75; 6-crown .....	4 00	
Muscatsels, loose, 2 crown .....	0 11	
Muscatsels, loose, 3-crown, lb. ....	0 11½	
Muscatsels, 4-crown, lb. ....	0 12	
Cal. seedless, 16 oz. ....	0 14	
Cal. seedless (new) .....	0 16	0 16½
Fancy seeded, 16 oz. pkgs. ....	0 13	
Choice seeded, 16 oz. pkgs. ....	0 12	

Montreal.		
Valencias, selected .....	0 11	
Valencias, 4-crown layers .....	0 11½	
Currants, old .....	0 24	
Do., new .....	0 32	
Figs (new), 100 to case. ....	11 00	
Figs (layer), 10-lb. boxes .....	2 25	
Figs, Spanish (22-lb.) .....	0 20	
Figs, Portuguese .....	0 13	

Prunes—		
California, 40-50s .....	0 13½	
25-lb. cases, 50-60s .....	0 13	
60-70s .....	0 12½	
70-80s .....	0 12	
80-90s .....	0 11	
90-100s .....	0 10	
Oregon, 30-40s .....	0 15½	
40-50s .....	0 15½	
50-60s .....	0 12½	

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

### With Prices \$11.10-\$11.30 Flour Demand Is Good

FLOUR AND FEED.—Sales of the new standard flour are being made in good volume. There is said to be but a limited quantity of the former grades on hand for distribution, and many are now selling the new standard flour quite freely. The new prices for carload lots are \$11.10 per barrel in bags on the track and delivered the price is \$11.20. For broken lots \$11.30 per barrel is asked. Feeds are in active demand, and feed oats are much firmer, the prices being from \$1.06 to \$1.08 per bushel.

War Standard Flour—		
Car lots (on track) .....	11 10	
Car lots (delivered) .....	11 20	
From Winter wheat .....		
Bran, per ton .....	35 00	
Shorts .....	40 00	
Small lots (delivered) .....	11 30	
Feed oats, per bushel .....	1 06	1 08

### Cereal Lines Are All Holding Firm

CEREALS.—In view of the strong position on oats, it is only to be expected that a strong position should characterize rolled oats. Some have marked their prices higher, and the range quoted hereunder covers the market. Oatmeal and rye flour, too, are in a strong position. Altogether the volume of business is very satisfactory.

Montreal.		
Barley, pearl .....	6 90	8 00
Barley, pot, 98 lbs. ....	5 25	6 50
Corn flour, 98 lbs. ....	6 50	7 00
Corameal, yellow, 98 lbs. ....	5 90	6 60
Graham flour, 98 lbs. ....	5 60	6 00
Hominy grits, 98 lbs. ....	6 75	8 00
Hominy, pearl, 98 lbs. ....	7 00	7 75
Oatmeal, standard, 98 lbs. ....	5 85	6 25
Oatmeal, granulated, 98 lbs. ....	5 85	6 25
Pean, Canadian, boiling, bush. ....	5 00	5 50
Split peas .....	11 00	11 25
Rolled oats, 90-lb. bags .....	5 30	5 65
Rolled oats (family pack.), case ..	5 65	5 75
Rolled oats (small size), case. ....	2 00	2 05
Whole wheat flour, 98 lbs. ....	5 60	5 75
Rye flour, 98 lbs. ....	5 25	5 60

### Vegetable Trade Better; Potatoes Are Lower

FRUITS AND VEGETABLES.—Business for the week was reported as fairly good. Potato deliveries have been some better, although the very cold weather prevents their being marketed to a great extent. Cabbage is a little firmer, and also celery, due to the frosting of several cars that came to hand last week. Potatoes are as low as \$2 per bag. Tomatoes are high, as are also Brussels sprouts. The fruit trade is somewhat confined, and prices are maintained.

Bananas (fancy large), bunch. ....	3 50	4 00
Oranges, Valencia lates .....	5 00	5 75
Oranges, Porto Ricos .....	4 25	5 25
Oranges, Cal., according to size. ....	4 50	7 50
Oranges (bitter) .....		4 00
Grape fruit .....	3 50	5 00
Lemons (fancy new Messina), as to size .....	4 50	7 00
Grape fruit (fancy Jamaicas) .....	3 25	3 75
Pineapples, Cuban, grate .....		5 00
Grapes, Malaga, 40-lb. kegs, lb. ....		0 40
Grapes, Malaga (keg) .....	7 00	7 50
Grapes, Niagara (heavy wghts. tinted), per keg .....		7 00
Grapes, Niagara, medium .....		6 50
Tokay grapes, crate .....		2 75
Pears (California) .....		4 50
Cocoanuts (sack) .....		7 25

Apples, (bbls.)—		
Wealthy, No. 1 .....	7 00	7 50
Fameuse .....	7 00	8 50
McIntosh Red .....		8 00
Ben Davis .....	5 00	5 50
Gravensteins .....	5 50	6 50
Greenings .....	7 00	7 50
Blenheim .....	5 00	5 50
Kings .....	6 00	7 00
Russets .....	4 50	7 50
Apples, boxed .....		2 75
Pears (eating) .....	2 50	4 00

Cauliflower (California), crate, according to size .....	2 25	4 50
Cabbage, Montreal, per bbl. ....	2 50	2 75
Cabbage, Montreal, doz. ....	0 75	1 00
Celery, Canadian, per doz. ....	0 50	1 00
Celery, Cal., 4, 5, 6 doz. case. ....	6 50	8 50
Celery, Cal., 2 doz. crate. ....		4 50
Celery (Wash.), doz. ....		1 50
Celery (Boston), doz. ....	1 75	2 00
Onions, Canadian, bag .....	2 00	2 25
Onions, red, 100-lb. bag. ....	2 00	3 00
Spanish onions, half cases .....	2 25	3 00
Spanish onions, large crate .....	4 50	5 50
Potatoes (sweet), per hamper, as to size .....	2 50	4 50
Potatoes, bag .....	2 00	2 25
Carrots, bag .....	0 75	1 00
Beets, bag (60-lb. bag) .....	0 90	1 00
Parsnips (60-lb. bag) .....		1 00
Turnips (Quebec), bag .....		1 00
Turnips (Montreal), bag .....	0 75	0 90
Lettuce, Boston, hothouse (2 doz. in box) .....	1 50	1 75
Lettuce, curly (4 doz.), box. ....	2 25	2 50
Tomatoes, pound .....		0 35
Horse radish, per lb. ....		0 25
Beans, wax, bag, U.S., 20 lbs. to basket .....		8 00
Beans, green, bag, U.S., 20 lbs. to basket .....		8 00
Leeks, per doz. ....	3 50	4 00
Parsley, doz. ....		0 60
Parsley, Bermuda, doz. ....		1 00
Mint, doz. (American) .....		0 40
Watercress, American, doz. ....		1 25
Watercress, (Canadian) .....		0 70
Spinach (Canadian), box .....		1 00
Spinach (American), bbl. ....		7 00
Eggplant, per doz. ....		2 00
Sprouts, Brussels, Canadian, qt. ....		0 20
Sprouts, Brussels, American, qt. ....	0 25	0 30
Garlic (Canadian), lb. ....	0 20	0 25
Endive (Canadian), lb. ....		0 25
Dried thyme, dried savory, dried marjoram, box .....		1 00
Dried Savory box .....		1 00
Cucumbers, Boston, doz. ....	2 50	2 75
Peppers, per bkt. ....		1 25
Cranberries, per bbl. ....	15 50	16 00
Cranberries (Cape Cod), bbl. ....	20 00	21 00
Cranberries (new), small size, bbl. ....		15 00

## ONTARIO MARKETS

**T**ORONTO, Feb. 6.—Interest was keenly manifested in a number of grocery commodities during the week. Storage eggs are getting in very narrow compass, and butter shows a firm trend in view of the embargo on margarine. A further advance in soaps has been recorded. Lima beans showed an upward tendency during the week following the embargo placed on shipment by United States Government. Sweet and sour pickles have been moved higher. One of the important regulations that has been made effective by the Dominion Government is with respect to selling commodities under any measure other than the Imperial measure. They cannot be referred to as containing so much by measure unless they actually contain Imperial measure. All other packages must be designated by some other name other than a measure. Business has been somewhat quiet during the week, which condition is looked upon as usual for this season of the year.

### Consumption Of Sugar In Canada 10.47% Greater

Toronto.

**SUGAR.**—Final figures for consumption of sugar in Canada for fiscal year ending March 31, 1917, show that the amount used by the people amounted to 731,544,247 pounds of raw sugar and 2,721,957 pounds of refined sugar. The total amount of sugar brought in was 327,797 tons, as compared with 267,389 tons for fiscal year ending March 31, 1916, and 302,450 tons in the fiscal year ending March 31, 1915. Of this amount there were re-exported some 25,833 tons in the year ending March 31, 1917. The consumption of sugar in Canada during the fiscal year in question when the exports are subtracted and the beet sugar production added amounted to 314,464 tons, or an increase of 10.47 per cent. over the previous year. Supplies of raw sugar from Cuba have been moving into the United States and Canadian markets about on schedule, according to the agreement reached by the International Sugar Committee and the representative of the Cuban planters. According to the agreement the United States and Canada were to receive 1,650,000 tons from January to November of this year, or an average of 150,000 tons per month. Up to January 29 there had been received at Atlantic and Southern ports 120,000 tons of sugar. At the present time allotment of tonnage for the February shipment of sugars is being worked out, and there is every prospect that sugars will come forward regularly. There are now 186 centrals grinding on the island, as compared with 167 at same time in 1917. Since the beginning of the crop there has been produced on the island 379,429 tons of sugar. Deliveries of sugar by refiners were light during the week. One refiner has advised they will be unable to sell sugar for delivery until after the middle

of the month. Embargo on rail shipment of raw sugars from United States into Canada was still in effect at time of writing.

Atlantic, extra granulated .....	8 54
St. Lawrence, extra granulated .....	8 54
Acadia Sugar Refinery, extra granulated..	9 04
Can. Sugar Refinery, extra granulated..	8 54
Do., No. 1 yellow .....	8 14
Dom. Sugar Refinery, extra granulated..	8 54
Iceing sugar, barrels .....	8 74
Powdered, barrels .....	8 64

St. Lawrence and Canada Sugar differentials:—25-lb. sacks, 10c over 100-lb.; 20-lb., 15c advance; 10-lb. gunnies, 20c advance; 5-lb. gunnies, 40c advance; 5-lb. cartons, 25c advance; 2-lb. cartons, 30c advance. Atlantic and Acadia differentials: In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 20c per 100 lbs.; 30c per 100 lbs. in 10-lb. gunnies, and 40c per 100 lbs. in 5-lb. cartons, and 40c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1.

### New Regulation Respecting Measures

Toronto.

**MEASURES.**—A new regulation has been made effective by the Dominion Government respecting the designation of measure. In the past it has been customary to refer to wine measure as pints, quarts, gallons, whichever the case may be. Under the new regulation it is not permissible to designate them as containing any amount unless the containers actually hold the full Imperial measure. In the cases of tins or bottles it is not permissible to refer to them as pints, quarts, etc., unless there is the full amount according to the Imperial standard of measurement. They must be referred to as small size, medium size, large size, 15-cent, 25-cent size, etc., or some other method, as a means of designation where they contain quantities other than the accepted standard. This means an important change and necessitates revision of many price lists and application of new terms to fit commodities affected.

### Pickles, Popcorn, Soap, Macaroni Go Up

Toronto.

**PICKLES, POPCORN, GUM, MACARONI, SOAP.**—An advance has been recorded in Lytle's bulk pickles during the week, and the following prices now prevail:—Sweet mixed—1 gallon, \$1.75; 2 gallons, \$2.75; 3 gallons, \$4; 5 gallons, \$7.50. Chow—1 gallon, \$1.50; 5 gallons, \$7. Sour mixed—1 gallon, \$1.25; 3 gallons, \$3.25; 5 gallons, \$6. Sweet mixed—1 gallon, \$1.75; 5 gallons, \$7.50. There has been an advance in L'Etoile macaroni, as manufacturers advise both packages and bulk will now be made in same quality at following prices:—5-lb., 55c; 10-lb., \$1.05; 20-lb., \$2.05. Long Tom popcorn has been advanced to \$2 per box. Krackley nut has been advanced to \$1.35. Red Fellow gum and Papoose gum have been advanced to 72c per box. Com-

fort blue has been advanced, and is now quoted at \$2.20 per box. Durkee's salad dressing has been moved to higher levels, picnic size now being quoted at \$2.35 dozen, medium size at \$5, and large size at \$9. Judd's naphtha washing powder has been advanced to \$4.75 in case lots of 100 and in broken lots at 60c per dozen. All lines of laundry soaps have again advanced 50c per case, which makes price of Sunlight, Surprise, Comfort and Gold \$7.25 per case. There is a very firm situation in soaps of all kinds owing to the shortage of fats and oils of all kinds.

### Bulk Molasses Makes Big Advance In Week

Toronto.

**MOLASSES, SYRUPS.**—There was a very strong market for molasses during the week following the advance recorded by one importing house to the extent of 7c to 8c per gallon on West India molasses. Fancy Barbadoes molasses in barrels was quoted from 92c to 95c per gallon, with supplies exhausted in one quarter until arrivals some time in March. Choice Barbadoes in barrels was quoted higher at 88c to 90c per gallon. West India molasses in half-barrels was quoted 3c to 7c per gallon higher at 58c to 65c. Tin molasses held unchanged at the advances recorded last week. Advances have been caused through higher prices in primary markets.

Corn Syrup—

Barrels, per lb. ....	0 07
Cases, 2-lb. tins, 2 doz. in case ....	4 65
Cases, 5-lb. tins, 1 doz. in case ....	5 20
Cases, 10-lb. tins, ½ doz. to cs. ....	4 95
Half barrels, ¼c over bbls.; ¼ bbls., ¼c over bbls.	

Cane Syrups—

Barrels and half barrels, second grade, lb. ....	0 06
Cases, 2-lb. tins, 2 doz. in case ....	5 30

Molasses—

Fancy Barbadoes, barrels....	0 92	0 95
Choice Barbadoes, barrels....	0 88	0 90
West India, ½ bbls., gal....	0 58	0 65
West India, 10-gal. kegs....		6 50
Tins, 2-lb., table grade, case 2 doz., Barbadoes .....		4 75
Tins, 3-lb., table grade, case 2 doz., Barbadoes .....		6 40
Tins, 5-lb., 1 doz. to case, Barbadoes .....		5 30
Tins, 10-lb., ½ doz. to case, Barbadoes .....		5 20
Tins, 2-lb., baking grade, case 2 doz. ....		3 50
Tins, 3-lb., baking grade, case of 2 doz. ....		4 60
Tins, 5-lb., baking grade, case of 1 doz. ....		3 90
Tins, 10-lb., baking grade, case of ½ doz. ....		3 75
West Indies, 1½, 48s. ....		5 00
West Indies, 2s, 36s .....	4 00	4 25

### Tomatoes Higher; Peas And Corn Firm

Toronto.

**CANNED GOODS.**—The firm situation in canned tomatoes noted last week has worked out toward higher prices in some quarters, range of quotations being reduced to \$2.60 and \$2.75 per dozen. Corn was also in firm market, although no advances were recorded. L. & B. marmalade has been advanced in price, 4's now being quoted at 78c per tin, 2's at \$4.65 dozen, 16-oz. glass jars at \$2.85 dozen, 12-oz. jars at \$2.25 dozen, 30-lb. pails at 17c per pound. Demand for

canned goods is somewhat light owing to presence of fresh vegetables.

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

Table listing various grocery items and prices. Includes Salmon, Canned Vegetables, Peaches, Raisins, and various fruits.

California Figs Have Reached Market

Toronto.

DRIED FRUITS.—In some instances representatives of coast dried fruit interests report that shipments have been completed so far as the shippers are concerned.

Table listing prices for various dried fruits including Apples, Apricots, Candied Peels, Currants, Dates, Figs, and Prunes.

Table listing prices for various types of Peaches and Raisins.

Teas May Come By Way Of Cape

TEAS.—Intimations have been made that shipments of Indias and Ceylons may be brought to Canada by way of the Cape, in which event the freight rates are expected to rule somewhat lower than those now prevailing on the Pacific.

Table listing prices for various types of Teas, including Pekoe, Orange Pekoe, and Java.

Jamaica Coffee In Higher Market

Toronto.

COFFEE, CHICORY.—The proclamation of President Wilson last week to the effect that the licensing system was to be extended to importers and distributors of green coffee for a time threw consternation into the camp of the traders in coffee futures.

Table listing prices for various types of Coffee, including Bogotas, Guatemala, Maracaibo, Mexican, Jamaica, and Blue Mountain.

Table listing prices for Cocoa products: Pure lb. and Sweet lb.

White Pepper Again Goes Slightly Higher

Toronto.

SPICES.—The firmness in the pepper market has again worked out toward higher prices during the week, white pepper having been advanced 1c per pound from the lower quotations, making the range 40c to 45c per pound.

Table listing prices for various Spices including Allspice, Cassia, Cinnamon, Cayenne, Cloves, Ginger, and Mace.

Peanuts Continue In Strong Market

Toronto.

NUTS.—Strength characterized the market for peanuts during the week, a further advance of 1c per pound having been recorded in the primary market.

Table listing prices for various types of Nuts including Almonds, Walnuts, Filberts, Pecans, and Peanuts (In the Shell and Shelled).

Lima Beans Headed Toward Higher Levels

Toronto.

BEANS.—Following the firm situation in the bean market noted last week, as

a result of the embargo placed on shipment of lima beans out of the United States, a further advance of 1/2c per pound has been recorded in the local market. Quotations now range from 17 1/2c to 18 1/2c per pound. Stocks of Rangoon beans are getting within narrow compass owing to the Government demand and the difficulty experienced by importers in having them passed for import into this country.

Ontario, 1-lb. to 2-lb. pickers, bu. ....	.....
Can. white kidney beans, bush.. ..	.....
Indians, per bush. ....	6 00 7 00
Yellow eyes, per bushel. ....	.....
Japanese, per bush. ....	6 60
Limas, per pound .....	0 17 1/2 0 18 1/2

### Embargo On Rice; Chinese Advances 1/4c

**Toronto.**  
**RICE, TAPIOCA.**—There is a continued strong situation in the rice market, due to the heavy requirements of the United States Government, which amount to one million pockets. This keen demand on the part of the Government has brought out a more active inquiry on the part of the distributing trade. In the primary markets there is very little rice obtainable. Some advices from the South stated that the mills had withdrawn quotations in some instances, while others had advanced their prices. In the local market there has been a good demand in the face of the realization that rice stands every chance of maintaining a firm trend. The threatened embargo on the shipment of rice out of the United States has materialized during the week, with the result that no further supplies will be allowed to come forward from the Southern districts. An advance of 1/4c per pound was recorded on the price of Chinese XX rice during the week. Other grades of rice are in firm market.

Texas, fancy, per 100 lbs.....	10 50	12 50
Blue Rose Texas .....	10 00	10 50
Honduras, fancy, per 100 lbs.....	.....	0 12 1/2
Siam, fancy, per 100 lbs.....	9 00	9 50
Siam, second, per 100 lbs.....	8 00	9 00
Japans, fancy, per 100 lbs.....	10 00	11 00
Japans, second, per 100 lbs.....	9 50	10 00
Chinese XX, per 100 lbs.....	8 25	9 00
Tapioca, per lb. ....	0 14 1/2	0 15

### Some Licenses For Package Cereals Issued

**Toronto.**  
**PACKAGE GOODS.**—During the week licenses have been issued for the sale of Post Toasties and Grapefruits. At time of writing last week there was some doubt as to whether or not licenses would be secured for the manufacture of certain kinds of package cereals. Market for rolled oats continues one of firmness. Starches of various kinds held unchanged during the week.

Cornflakes, per case .....	3 40
Rollled oats, round, family size, 20s .....	5 65 5 75
Rollled oats, round, regular 18s, case .....	2 00 2 05
Rollled oats, square, 20s .....	5 65 5 75
Shredded wheat, case .....	4 25
Cornstarch, No. 1, pound cartons .....	0 11
No. 2, pound cartons.....	0 10
Starch, in 1-lb. cartons.....	0 11
Do., in 6-lb. tins .....	0 12 1/2
Do., in 6-lb. papers .....	0 09 1/2

### Buckwheat Honey Now Cleaned Out

**Toronto.**  
**HONEY.**—Light supplies of buckwheat honey reported available last week have been cleaned out and the market is now practically bare of stocks of honey of all kinds. Maple syrup held unchanged.

<b>Honey—</b>	
Clover, 5 and 10-lb. tins .....	.....
60-lb. tins .....	.....
Buckwheat, 60-lb. tins .....	.....
Comb, No. 1, fancy, doz.....	3 50 3 60
Do., No. 2, doz.....	3 00 3 25
Jars, 7-oz., doz. ....	.....
Do., 10oz., doz. ....	.....
Do., 12-oz., doz. ....	.....
Do., 16-oz. ....	.....
<b>Maple Syrup—</b>	
No. 1, gallon tins, 6 to case... 11 70	12 00
No. 2, half gal. tins, 12 to case 12 25	14 20
No. 3, quart tins, 24 to case... 12 25	15 55
No. 3, quart bottles, 12 to case 5 50	7 80
N.B.—Above are wine measure.	
Gallon tins, Imperial, 6 to case .....	13 50
5-gallon tins, Imperial, per tin .....	9 25 10 50
Barrels, 25 or 40 Imp. gals., gal. ....	2 00

### Ontario Barrel Apples Hold Steady

**Toronto.**  
**FRUIT.**—Some of the lower-priced barrel apples were cleaned out of the market during the week and prices ruled steady at the higher range of quotations noted last week. No. 1 Baldwins are quoted at \$7 per barrel, No. 1 Kings at \$6.50, Pewakee No. 1 at \$6, and No. 2 at \$5. Messina lemons showed an upward tendency in that quotations on stock to arrive were made on the basis of \$6.50 per case, representing an upward tendency by \$1 per case. California pears in boxes were lower by 50c to 75c at \$3.25. Box apples are moving fair. Barrel apples are somewhat slow. Movement of fruit generally is not active.

<b>Apples—</b>	
Boxes, Spitzenberg .....	2 65 3 00
McIntosh Red, box .....	2 50
Rome Beauty, box .....	2 50 2 75
<b>Ontario—</b>	
Baldwins, No. 1, bbl.....	7 00
Greenings, No. 1, bbl.....	7 00
Kings, No. 1, bbl.....	6 50
Northern Spys. tree runs.....	6 00
Mann, No. 1, bbl.....	6 00
Do., No. 2, bbl.....	5 00
Pewakee, No. 1, bbl.....	6 00
Do., No. 2 .....	5 00
Starks, No. 1, bbl.....	5 50 6 00
Do., No. 2 .....	5 00
Ben Davis, No. 1, bbl.....	5 00
Do., No. 2, bbl.....	4 50
Spys, No. 3 .....	5 00
Winter varieties, straight, No. 3 .....	4 50
<b>Nova Scotia—</b>	
Kings, No. 1 .....	6 00
Do., No. 2 .....	5 50
Ribston Pippin, No. 1 .....	4 75
Do., No. 2 .....	4 25
Wagner, No. 1 .....	6 50
Do., No. 2 .....	6 00
Bananas, yellow, bunch .....	2 50 2 75
<b>Grapefruit—</b>	
Jamaica, 46s, case .....	3 50
Do., 54s, case .....	3 50
Do., 64s, 96s, case .....	3 50
Do., 80s .....	3 50
Florida, 36s, 46s, case .....	4 00 4 50
Do., 54s, 64s, 80s, 96s.....	4 25 5 00
<b>Oranges—</b>	
<b>California Navels—</b>	
80s, 96s, 100s, case .....	4 25 4 75
126s, 150s, case .....	6 00
176s, 200s, 216s .....	6 50
Mexican oranges, 216s, 250s.....	3 50
<b>Florida Oranges—</b>	
96s, 126s, case .....	4 75 5 75
150s, 176s, 200s, 216s.....	6 00 6 25
Tangerines, half box .....	3 50
Lemons, Cal., case .....	7 00

Do., Messinas, box .....	5 50 6 50
Pears, Cal., box .....	3 25
Pineapples, Porto Rican, cs. 30-36s .....	5 50
Do., Messinas, box .....	5 50
Pears, Cal., box .....	3 50
Pineapples, Porto Rican, cs. 30-36s.....	5 50
Rhubarb, dozen .....	.....
Malaga grapes, keg .....	10 00

### Spanish Onions Sag Still Lower

**Toronto.**  
**VEGETABLES.**—There was a sagging tendency in the market for Spanish onions during the week; prices for full crates have declined to \$4.50 in certain quarters, with half-cases down to \$2.40. Movement of potatoes has been light owing to the severe weather. Some that were moved suffered from the frost. There are fairly heavy stocks of onions at the present time, but trade is slow. Cabbages are in strong market owing to scarcity. Movement of vegetables has not been active during the week. Carrots are still a drug on the market.

Beets, bag .....	0 90 1 25
Brussel sprouts, quart .....	0 25
Cauliflower, Cal., standard crates .....	4 50
Cabbage, Canadian, barrel .....	4 00
Carrots, bag .....	0 65 0 75
Celery, Ontario, doz. ....	0 25 0 60
Do., California, case .....	6 25 6 50
Cucumbers, Boston, doz. ....	3 00
Lettuce, leaf, doz. bunches.....	0 30 0 35
Do., Boston, head, hampers ..	2 50 2 75
Mushrooms, 4-lb. basket .....	.....
<b>Onions—</b>	
Spanish, crates .....	4 50 5 00
Spanish, half crates .....	2 40 2 50
Do., Canadian, 75-lb. ....	2 35 2 60
American, 100-lb. sacks .....	3 00 3 25
<b>Potatoes—</b>	
New Ontario, bag .....	2 25 2 35
N.B. Delawares .....	2 50
P.E.I., bag .....	2 10
Sweet, hamper .....	3 25
Spinach, box .....	0 60 0 75
<b>Tomatoes—</b>	
Hothouse, 4-basket crate.....	3 25
Parasnis, bag .....	1 25 1 50
Parsley, doz. bunches .....	0 85
Peppers, green, dozen .....	0 75
Turnips, new, bag .....	0 50 0 65

### Mills Establish Own Selling Basis

**Toronto.**  
**FLOUR.**—Milling concerns have been given to understand that the Food Controller does not intend to establish a price at which the new grade of war flour shall sell. Failing this fixed price, the basis for selling has been agreed upon as \$11.10 carload basis track Toronto, with cash in 30 days, or on the basis of \$11 per barrel spot cash. Ontario winter wheat flour is being quoted on the basis of \$10.60 carload basis track Toronto, and 20c per barrel higher in small lots. Blended flour of Manitoba and Ontario winter wheat is quoted at \$10.85 carload basis track Toronto, and 20c per barrel higher in small lots. Demand for the flour has not been as heavy as it will be in the near future, as bakers and others are still running on stocks of the old grade flour. It is understood, however, that stocks of old flour must be worked up by March 1. Mills with headquarters in the West have as a general thing not made any deliveries of the new grade flour. Transportation is still a difficult problem to meet.

<b>War grade, 74% extraction—</b>	
Manitoba spring wheat, 11.10	11.30
Ontario winter wheat, 10.60	10.80

Blended, spring and winter ..... 10.85 11.05

### Millfeeds Are In Acute Position

**Toronto.**  
MILL FEEDS.—Owing to the difficulty in getting shipments from the Canadian West there is an acute situation in mill feeds, as light supplies now reaching this market throw a heavier demand on Eastern mills. Mills are all sold ahead for the 30-day period. Prices hold unchanged at the established quotations. It is understood that Western mills are not to be allowed to make shipments of feeds to the East except in very limited quantities. With difficulty in getting supplies of wheat the Eastern mills find their supplies of mill feeds are wholly inadequate.

Mill Feeds—	Mixed cars ton	Small lots ton
Bran .....	\$35 00	\$37 00
Shorts .....	40 00	42 00
Special middlings .....	50 00	52 00
Feed flour, per bag .....		3.05-3.40

### New Crop Corn Flour Lower In Price

**Toronto.**  
CEREALS.—With the arrival of new crop corn mills were in a position to reduce their quotations on corn flour, and

are now quoting on the basis of \$6.50 per bag on five-bag basis. Yellow cornmeal is firmer at \$6.50 per 98-lb. bag. Hominy grits and pearl hominy were reduced in corresponding degree to corn flour and are now quoted at \$6.50 per bag. Rolled oats continue in strong market, mills in some instances quoting as high as \$5.65 on five-bag basis, with stipulation that delivery cannot be made for some two weeks in the future. Wholesale houses continued to quote as low as \$5.25 per bag in some cases. There is an excellent demand for pot and pearl barley at present. Yellow split peas are firmer at \$9.50 on five-bag basis. There is a good demand for cereals of all kinds, demand, in fact, being ahead of the supply. Pot barley showed an upward tendency during the week.

	Five Bag Lots Delivered	Single Bag Lots F.o.b. Toronto
Barley, pearl, 98s...	\$7.35-\$7.45	\$ 8.00-\$ 8.50
Barley, pot, 98s .....	5.60- 5.70	5.75- 6.25
Cornmeal, yellow, 98s...	6.50- 6.60	6.50- 6.75
Corn flour, 98s .....	6.50- 6.60	.....
Farina, 98s .....	5.90- 6.15	6.25- 6.50
Graham flour, 98s .....	5.40- .....	5.75- 6.00
Hominy, 98s .....	6.50- 6.60	.....
Hominy, pearl, 98s .....	6.50- 6.60	.....
Rollled oats, 90s .....	5.60- 5.75	5.25- 6.50
Oatmeal, 98s .....	6.15- 6.30	6.00- 7.00
Rollled wheat, 100-lb. bbl. ....	5.60- 6.00	6.00- 6.75
Wheatlets, 98s .....	5.90- 6.15	6.25- 6.50
Peas, yellow, split...	9.50- 9.75	10.00- 10.50
Blue peas, lb. ....	.....	0.13- 0.15

Above prices give range of quotations to the retail trade.

## MANITOBA MARKETS

**WINNIPEG, Feb. 6.**—Business as a whole is reported good by the jobbers. They are also satisfied with collections. The prosperity of the country is reflected by the way people are meeting their payments. Evidently there is plenty of money. The fact that the farmer is prosperous is the salvation of the West, because if times were hard with such high prices ruling, conditions would be bad. Good times are offsetting the high prices, and the man with a pocketful of money is not shopping the same as he would if money was tight. During the past few weeks there has been a decided firmness to the egg market, and dealers are predicting shortages unless there is an early spring in the United States, in which case it would be possible for dealers to ship the new lays across the border. However, there is always the possibility of the United States Government prohibiting export, so that the outlook is very uncertain. The situation as regards margarine is serious, as the American Government has stopped all shipments, and stocks in Canada are very small. Some firms have suffered more than others. Quite a number of houses were fortunate enough to have large shipments on the way and will be able to keep their customers supplied for about three weeks. It is hoped this embargo will be lifted before very long, although there does not seem much prospect.

### Sugar Plentiful But No Accumulation

**Winnipeg.**  
SUGAR.—Supplies are more plenti-

ful, and while stocks received by jobbers are immediately shipped out, generally speaking the retailer is fairly well supplied. There is no great scarcity, although there is no accumulation of stocks in jobbers' hands. The trade is still expecting a drop in price, but this is hardly having any effect on the demand, as the consumption seems to be normal for this time of the year.

### Syrups And Molasses Are Moving Well

**Winnipeg.**  
SYRUPS.—The demand continues very good for syrup. Molasses is also in big demand. Molasses imports are reported as not sufficient for immediate demands, and there is considerable booking for future. Word of an advance of 5c per gallon has been received, but is not confirmed.

#### CORN SYRUP.

Beehive and Crown—	
2-lb. tins, 2 doz. case, per case.....	5 00
5-lb. tins, 1 doz. case, per case.....	5 40
10-lb. tins, 1/2 doz. case, per case.....	5 25
20-lb. tins, 1/4 doz. case, per case.....	5 25
Barbadoes Molasses—	
In half barrels, per gal.....	1 15
New Orleans Molasses—	
Blackstrap, half barrels, wood, per gal.	0 63
ROGERS SYRUP.	
24 by 2 lb. tins, case .....	4 85
12 by 5 lb. tins, case .....	5 65
6 by 10 lb. tins, case .....	5 25
3 by 20 lb. tins, case .....	5 10
12 by 3 lb. seal glass jars .....	4 20

### Winnipeg Jobber On Outlook For Prunes

**Winnipeg.**  
DRIED FRUITS.—A local house advises its customers as follows: "Latest

advice show larger size of prunes scarce and the Allies are in the market for large quantities of 70 to 90. Buyers for the U.S. Government are also buying 60 to 70. They have already purchased all available supplies of 50 to 60. What prunes will be available for commercial purposes? We believe there will be very few 60 to 70. Buyers for home consumption will depend entirely on the small sizes. The Oregon crop estimate shows a shortage of approximately 17,000,000 pounds, and larger sized prunes are at a premium. Additional information just to hand indicates the Oregon crop is practically sold."

It is reported that the better grades of evaporated peaches are cleaned out of packer's hands, and the trade will have to use "Standards" after better grades now in wholesale hands are cleaned up.

Santa Clara Prunes—	
90-100s, 25-lb. boxes, per lb.....	0 10
80-90s, 25-lb. boxes, per lb.....	0 10 1/2
50-60s, 25-lb. boxes, per lb.....	0 11 1/2
Apples—	
Choice, 50-lb. boxes, lb. ....	0 23
Pears, choice, 10-lb. bxs., faced, box .....	1 50
Apricots—	
Choice, 25's .....	0 23 1/2
Choice, 10's, per box.....	2 48
Peaches—	
Choice, 25-lb. boxes .....	0 16 1/2
Currants—	
Fresh cleaned, half cases, lb., Australian .....	0 21
56-lb. boxes, lb. ....	0 24
Dates—	
Hallowee, 68-lb. boxes .....	0 20
Fards, box, 12 lbs. ....	2 30
Raisins, California—	
16 oz. fancy, seeded .....	0 11 1/2
16 oz. choice, seeded .....	0 11
12 oz. fancy, seeded .....	0 09 1/2
12 oz. choice, seeded .....	0 08 1/2
Raisins, Muscatels—	
3 crown, loose, 25's .....	0 11
3 crown, loose, 50's .....	0 10 1/2
Raisins, Cal. Valencias—	
3 crown, loose, 25-lb. boxes... ..	0 10 1/2
3 crown, loose, 10-lb. boxes... ..	0 11
Figs—	
California white figs, 25s.....	0 12 1/2
Peel—	
Candied lemon, boxes, lb.....	0 23 1/2
Candied orange, boxes, lb.....	0 26 1/2
Candied citron, boxes, lb.....	0 30
Cut mixed, 7-lb. boxes.....	0 28 1/2

### Freights Are Holding Coffee Prices Up

**Winnipeg.**  
COFFEE.—The market is ruling firm. Jobbers state there is no justification for low prices. Difficulty is in shipping. Supplies are being brought in now by sailing vessels which take a long while to make deliveries, twice as long as when fast boats were being used.

Green Coffee—	Per lb.
Rio, New York grading No. 5 .....	0 14 1/2
Rio, New York grading No. 7 .....	0 14
Santos .....	0 18
Bourbon .....	0 20
Maracaibo .....	0 22
Mexican .....	0 22 1/2
Bogota A .....	0 25
Bogota B .....	0 22 1/2
Costa Rica .....	0 28

### Difficulty Getting Cornmeal Shipments

**Winnipeg.**  
CORNMEAL.—Jobbers are having great difficulty getting cornmeal, and orders placed last week cannot be shipped from the United States for five or



six weeks due to shippers having difficulty getting a license. Cornmeal is being quoted to-day at \$2.70 for 49's and \$1.40 for 24's. This is somewhat surprising as it is felt that all corn meal products should be lower on account of the large corn crop. However, reports reaching here are to the effect that the crop was damaged by dampness, and that much of it is unfit for manufacturing purposes.

**Beans Quoted At  
\$6 To \$6.50 Per Bushel**

**Winnipeg.**  
**BEANS.**—While there has been a firmer feeling to the bean market during the past week, some very low figures have been quoted by Winnipeg houses. Quotations vary from \$6 to \$6.50 for white beans. Lima beans are still on the embargo list.

<b>Barley—</b>	
Pearl, 98-lb. bags, per bag.....	7 25
Pearl, 49-lb. bags, per bag.....	3 65
Pot, 98-lb. bags, per bag.....	5 20
Pot, 49-lb. bags, per bag.....	2 65
Pot, 24-lb. bags, per bag.....	1 35
<b>Beans—</b>	
Lima, large, about 80-lb. bags, per lb.	0 17 1/4
Lima, small, 100-lb. bags, per lb.....	0 14
Fancy white, bushel.....	5 90 6 50
<b>Peas—</b>	
Split, 98-lb. bags, per bag.....	10 60 11 25
Whole, yellow, soup, 2 bu. bags, bu.....	5 00

**Will Have To Buy  
American Tomatoes**

**Winnipeg.**  
**CANNED GOODS.**—While there has been a tendency to sacrifice tomatoes unnecessarily, there is now a change in attitude, and the feeling is that there are not enough tomatoes on hand to take care of requirements until new crop. It is estimated by Winnipeg jobbers that they will have to buy in the American market by May, and prices will range much higher.

**Bananas Down To 5c;  
\$1.25 Potatoes Scarce**

**Winnipeg.**  
**FRUIT AND VEGETABLES.**—There is a scarcity of Alberta potatoes selling at \$1.25, but Ashcroft are plentiful at \$1.50. Sweet potatoes are practically off the market. Turnips at \$1.50 are scarce. There is also a scarcity of Cuban tomatoes, which have brought a figure this week as high as \$8.50. There seem to be but few other tomatoes offering. There are plenty of yellow and red onions on the market at \$3 per cwt. **Fruits.**—The big sellers in apples are Spies, and they are very plentiful, bringing \$2.50-\$2.75. Lemons are quoted at \$9 per case, and some arrived this week which were slightly higher than this. There has been a drop in bananas from seven cents to five cents. Bananas are now more plentiful. New grapefruit has arrived from Florida this week at \$6 per case and oranges are also in, selling as high as \$7.50 per case.

Cabbage, lb.....	0 05
Cauliflower, Cal., doz.....	2 75
Celery, Cal., crate 100 lbs.....	6 50 7 00
Potatoes.....	1 25 1 50
Potatoes, sweet, lb.....	0 05

Carrots, cwt.....	2 50
Turnips, cwt.....	1 50
Head lettuce, Cal., doz.....	1 25
Head lettuce, Cal., case.....	4 00
Tomatoes, Cuban, 6-bkt. crate.....	8 50
Onions, Valencias, large case.....	6 50
Onions, yellow and red, cwt.....	3 00
Parsley, imported, doz.....	1 00
Parsnips, bag.....	4 00
Brussels sprouts, lb.....	0 25
<b>Fruits—</b>	
Apples, Nova Scotia, bbl.....	6 25
Apples, Wash. Jonathans, box.....	2 25
Apples, Rome Beauties, box.....	2 25
Apples, Spies.....	2 50 2 75
Apples, Wagners.....	2 25
Oranges, navels.....	7 50
Lemons.....	9 00
Bananas, lb.....	0 05
Grapefruit, Florida, case.....	6 00

**Cutting Down On  
Shipments Of Feed**

**Winnipeg.**  
**FLOUR AND FEED.**—Millers have experienced a brisk demand for Government standard flour, the demand coming mostly from the cities. Owing to the large stocks of patent flour delivered to country points, the present volume of business is light in the country, but within a week conditions will change, and millers will be called upon for large shipments. The trade as a whole now have a correct understanding of what Government standard flour is, and many are placing orders for immediate ship-

<b>Feeds—</b>	
Bran, per ton.....	30 80
Shorts, per ton.....	35 80

**Still A Shortage  
Of Cottonseed Oil**

**Winnipeg.**  
**LARD.**—Both pure lard and shortening markets have been very firm. There is still a big shortage of cottonseed oil due to curtailing of supplies by the American Government, which has resulted in a big shortage on shortening.

**U.S. Places Embargo  
On Margarine**

**Winnipeg.**  
**MARGARINE.**—It was reported here last week that the United States Government would refuse permission for the exportation of further supplies of margarine, and that licenses had already been refused. However, there seem to have been considerable quantities on order since ruling went into effect, and as these are now in transit the trade should be well supplied for the next three weeks. After that it is problematical what will happen unless the United States Government lifts the embargo.

**REDUCE FLOUR SALES IN U.S.**

In order to increase the export surplus of flour in the United States a plan is being considered by the food administration to force reduction in flour sales. The increased surplus is required for shipment to the allies, and curtailment will be effected at various stages from the mill to the consumer. It is possible that millers, wholesalers, retailers and bakers will be required to curtail flour sales to 75 per cent of the amount now handled.

In response to the demands of the allies for 100,000,000 more bushels of wheat, the food administration of the United States has arranged to take over 30 per cent of America's flour production. Out of this supplies for export will be selected. Food administration officials expect to be able to give Europe 90,000,000 bushels of wheat made into flour before the new American crop comes in, without endangering the American supply.

Bearing out the reported possibility of flour sales being curtailed to 75 per cent of the present amount handled, comes information from Chicago to the effect that after February 1 bread in that city will contain only 75% of wheat flour. Notice to this effect has been given by the Flourmen's Club of that city, and it is expected that similar action will be taken throughout the country. The method of enforcing the substitution of 25 per cent rye, barley, corn, rice meal, alfalfa meal or soy bean will be to fill the orders from bakers with a product containing 75 per cent of wheat and 25 per cent of some substitute. Maximum prices for these substitutes are expected to be fixed immediately by the Federal Food Board.



ment. Standard flour is in no sense a war flour, say the millers; the quality and color is almost as good as patent flours, they say. City millers are using it, and express satisfaction with the results. **Feeds.**—The situation is becoming desperate, millers say, the demand being much greater than the supply. In order to effect an equal distribution, merchant's are getting about a quarter of their original orders. The oat market is firm and prices unchanged.

<b>Govt. Standard Flour—</b>	
Cash carload price.....	10 50
To bakers and flour and feed dealers.....	10 50
To storekeepers paying cash or 30 days, ton lots.....	10 60
Do., less than ton lots.....	10 70
<b>Cereals—</b>	
Rolled oats, 80's.....	4 35 4 75
Rolled oats, pigs., family size.....	5 65
Cornmeal, 98's.....	5 60
Oatmeal, 98's.....	5 50

### REGULATIONS COVERING THE NEW FLOUR

**T**HE new standard flour is now being made by the various mills and will soon be in general use.

In speaking with one of the largest Canadian mills this week, **CANADIAN GROCER** was informed that the texture of the new flour is fine, and that the color is not nearly so dark as some have claimed it would be. It will also be quite well suited to making cake and pastries, as this has been fully tried out by the mills. It is, as well, very palatable and nourishing. In making pastry a little less water is required than with the former fancy patents or with pastry flours.

The following are the actual terms of the order in council making the new standard obligatory:

Whereas by an order of His Excellency the Governor-General in Council, dated the fifteenth day of November, 1917, and numbered 3223, it was, amongst other things provided in the third paragraph of the regulations, as follows:

"The Food Controller may from time to time make such rules as he deems advisable with respect to the management and control of any flour mill operated by any licensee under these regulations, and with respect to the sale, distribution and transportation of the products manufactured or produced in any such mill."

And whereas it is advisable in the public interest to make the following order:

Therefore I do hereby order,—

1. On and after the twenty-eighth day of January, 1918, mills in Canada are forbidden to manufacture, either for domestic or for export trade, flour of a grade and quality of a lower extraction than is hereinafter prescribed.

2. Spring Wheat Flour: Mills must not use more than 265 pounds of clean spring wheat to produce 196 pounds of flour. The quality of the flour must be what is known as a straight run or full 100 per cent. flour. No extraction or division of patents, clears or low grades is permitted.

Winter Wheat Flour: Mills must not use more than 275 pounds of clean winter wheat to produce 196 pounds of flour. The quality of the flour must be what is known as a straight run or full 100 per cent. flour. No extraction or division of patents, clear or low grades is permitted.

3. Branding: Branding shall be left to the discretion of the miller, but containers must show whether the flour is made from spring wheat, winter wheat, or the result of the blending of a proportion of spring and winter flours; also shall show the net weight, name and address of the miller or of the party for whom it is manufactured.

By clean wheat is meant wheat as graded by a Government inspector less only such dockage as has been determined by him; or in the case of wheat not inspected, wheat cleaned sufficiently to comply with Government standards of the grades used.

4. All contracts outstanding on the twenty-eighth day of January, 1918, which cannot be performed by the delivery of flour then in stock, or for grades of flour which cannot thereafter be milled under this rule shall be cancelled; provided, however, that the buyer may at his option secure the re-entry under the same terms and conditions of an amount equivalent to the unshipped portion of his order at the new basis of price; provided, further, that the limit of exercising this option shall expire within ten days after this rule becomes effective.

### PAY EXTRA FOR DELIVERY

After February 1 all consumers in the city of Indianapolis, Ind., who ask to have groceries delivered, will pay an extra six cents for every order. Those who ask for credit will pay an extra cent for every dollar charged. The local food administration hopes to reduce the price of foodstuffs and release men employed in delivering goods for more necessary work. Where any hardship would be suffered through the elimination of delivery, as in the case of sickness or homes where aged people do the marketing, special provision will be made.

### NO RYE FLOUR IN SASK.

Owing to a lack of milling facilities, rye flour will not be manufactured in the province of Saskatchewan, according to a statement made by Hon. G. W. Brown, Provincial Adviser to the Food Controller. The lack of machinery for milling bran shorts, barley or corn is advanced as the reason why pure wheat bread only will be used in that province. There is said to be only one rye mill west of the Great Lakes and this is located at Winnipeg.

### YORK FARMERS OBJECT TO BUYING OIL FROM GROCERS

A delegation of farmers of York County, Ont., waited upon the York County Council urging the removal of the \$300 license which is necessary for the selling of oil direct to the consumer from the oil tank cars on the railways. The farmers claimed that it was against their interests to have to buy their oil from grocery stores, because it occasioned a serious waste of time. They also maintained that oil and groceries should not be sold together. No definite action was taken regarding the matter.

### WINNIPEG MILK PRICES

Until May 1 the citizens of Winnipeg will pay 13 cents per quart for milk. Some change in price may be made after that date if the recommendations of the Milk Commission as submitted to J. D. McGregor, Western representative of the Food Controller, are put in effect. It has been recommended that a commission of three be appointed to take over the milk business in the city. Producers will secure higher prices for their milk from February 1 to May 15.

### FIVE STANDARDS FOR BAKERS' LOAF

Five types of "Standard Bread" baked from standard flour now being milled in Canada, have been decided upon by the committee of bakers which has been discussing regulations with the Food Controller. In connection with the original suggestion to provide for only one standard loaf for Canada it was stated that many bakers in order to comply would be obliged to supply themselves with new pans at a time

when tin was scarce and expensive. The standards adopted will be applicable to specific districts. The baking of all types of "fancy bread" will be discontinued in the future. The bakers' committee included thirty delegates from centres all the way from Halifax to Victoria, B.C.

### BROOM CORN SCARCITY

(Continued from page 20)

the market were able to satisfy themselves that the oldest and most experienced broom corn men had made a very serious mistake in sizing up the crop this season. There has never been as much poor stock delivered on the market as there was this year, and the only safe thing for a manufacturer to do was to stay right on the job and examine every bale of corn that he bought.

### REASONS FOR POSSIBLE SOAP SHORTAGE

Soap will probably be one of the next commodities to show a shortage. Ship shortage has cut off the supply of palm and other vegetable oils from the tropics. Again glycerine, which was formerly a by-product of soap, is being used to make explosives. There is also a serious shortage of resin.

### MONTREAL WHOLESALEERS EX- PECT DIFFICULTY FOR TRAVEL- LERS IN COVERING THEIR TERRITORY

The curtailment of railroad train service is having a material effect upon the traveller. He is not being able to cover the territory that he formerly did. Especially is this the case with those houses who have gone to the smaller centres.

Laporte-Martin & Co., wholesale grocers, Montreal, in speaking of the matter, note some difficulty. "Travellers," they state, "will have to make use of local freight trains from time to time, and drive more. Will probably have some trouble in covering smaller towns, but will not take off any men. May have to depend to some extent on mail service to reach some customers."

S. H. Ewing & Sons, wholesale spices, Montreal, stated that the situation did not look favorable, and that some bitter complaint has been made. "Do not know just how we shall be able to meet the situation."

Chase and Sanborn, Montreal, state "Travellers haven't been forced to give up, and as they have made no complaints they are apparently not greatly hindered in making their calls. Service hasn't been very complete for some time and travellers are gradually getting used to it."

The McGowan Milling Company of Durham, Ont., has purchased the flour mill of the Ogilvie Milling Company at Seaforth, Ont. The mill has a daily capacity of 300 bbls.

# WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

## British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, Feb. 5.—Fruit and produce wholesale dealers report business dull. Wholesale grocers are fairly busy. Apples have been reduced to \$2.10 for best grades of dessert, with slow movement. Oranges have advanced 25c per box, and are likely to advance again in the near future, as California prices have gone up. Balance of the Japanese oranges are in slow sale. There is a strong demand for bananas, as people are using them as a food and not a luxury. Potatoes are moving slowly. The supply of fresh local eggs has dropped off entirely. The butter market is strong. Lard is firm. Demand for rice has been on the increase. Flour is quoted from \$10.85 to \$10.95 per barrel.

VANCOUVER, B.C.—

Sugar, pure cane, gran., 100 lbs. ....	9 45
Flour, war grade, Manitoba, per per bbl., in car lots .....	10 85 10 95
Rice, Siam, No. 1, per ton.....	135 00
Do., Siam, No. 2 .....	110 00
Beans, Japanese, per lb.....	0 16
Beans, B.C., white .....	0 18
Potatoes, per ton .....	28 00 36 00
Lard, pure, in 400-lb. tierces, lb. ....	0 27
Butter, fresh made creamery, lb. ....	0 52
Eggs, new-laid, in cartons, doz. ....	0 60
Eggs, B.C., storage .....	0 58
Cheese, new, large, per lb.....	0 25
Oranges, box .....	4 75 7 00
Salmon—	
Sockeye, halves, flat case.....	16 50
Tall, case .....	14 00
Pinks, case .....	8 25 10 25
Cohoos .....	11 00 13 00
Chums .....	7 50 9 00

## Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Feb. 5.—Soaps have made a considerable advance. Sunlight, Gold, and Lenox are up 60c per case; Lifebuoy 30c per case. Domolco and gingerbread molasses have advanced 50c per case on 2's, 75c on 3's, 60c on 5's and 10's. Salada tea is up 5c per pound. Brock's birdseed is up 1c per package. Apex blended jam has advanced 25c per case. North-west sodas have advanced 2c per pound, and sweet biscuits 1c per pound. Cooked hams are ½c per pound higher. Some brands of margarine have advanced ½c per pound. Vaseline is higher. Grape-nuts are now quoted at \$3.10 per case. Large Ontario cheese are quoted at 24c to 25c. Tomatoes 2½'s are quoted at \$4.90 to \$5.50 per case. Popcorn is very scarce locally.

## CALGARY:

Beans, small Burmah, lb. ....	0 11
Flour, 98s, per bbl. ....	10 45
Molasses, extra fancy, gal.....	0 95
Rolled oats, 80s .....	5 00
Rice, Siam, cwt. ....	8 00
Rice, China, per mat, No. 1.....	4 25
Do., No. 2 .....	3 85
Tapioca, lb. ....	0 14½
Sago, lb. ....	0 14½
Sugar, pure cane, granulated, cwt. ....	10 20
Cheese, No. 1 Ontario, large....	0 25
Butter, creamery, lb. ....	0 45
Do., dairy, lb. ....	0 40
Lard, pure, 3s, per case.....	16 80
Eggs, No. 1 storage, case .....	13 00 13 50
New laid, per dozen .....	0 65
Candied peel, lemon, lb. ....	0 30
Tomatoes, 2½s, standard case....	4 90 5 50
Corn, 2s, standard case .....	5 15 5 25
Peas, 2s, standard case .....	4 00
Apples, gals., Ontario, case.....	3 50
Strawberries, 2s, Ontario, case....	6 20 6 85
Raspberries, 2s, Ontario, case....	6 20 6 85
Apples, evaporated, 50s, lb.....	0 23½
Apricots, evaporated, lb. ....	0 26½
Peaches, evaporated, lb. ....	0 16
Peaches, 2s, Ontario, case .....	4 75
Lemons, case .....	9 50
Salmon, pink, tall, case .....	8 50
Salmon, Sockeye, tall, case.....	16 25
Do., halves .....	18 25
Potatoes, per ton .....	40 00
Navel oranges, case .....	4 00 7 00

## Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Feb. 5.—All laundry soaps have advanced during the week to the extent of approximately 60c per case, while toilet soaps are also higher. Butter is higher at 45c, and is not plentiful. Rolled oats in bails are quoted at \$4.95. Bacon is now quoted at 42c per pound, showing a substantial advance. Currants have advanced 1c per pound. Canned meats have advanced approximately 5 per cent. All lines of molasses have also advanced about 10 per cent. Further increases in foodstuffs seem highly probable.

## REGINA—

Beans, small white Japans, bu. ....	6 25
Beans, Lima, per lb. ....	0 22
Flour, No. 1 pats., 98s, per bbl. ....	11 20
Molasses, extra fancy, gal.....	0 70
Rolled oats, bails .....	4 95
Rice, Siam, cwt. ....	8 40
Sago and tapioca, lb. ....	0 15½
Sugar, pure cane, gran., cwt.....	9 89
Cheese, No. 1 Ontario, large....	0 25½
Butter, creamery .....	0 45
Lard, pure, 3s, per case.....	16 80
Bacon, lb. ....	0 42
Eggs, new-laid .....	0 46
Pineapples, case .....	5 75
Tomatoes, 3s, standard case.....	5 25
Corn, 2s, standard case.....	4 60
Peas, 2s, standard case .....	4 20 4 25
Apples, gal., Ontario .....	2 90 3 50
Apples, evaporated, per lb.....	0 19½
Strawberries, 2s, Ont., case.....	6 30
Raspberries, 2s, Ont., case.....	6 30
Peaches, 2s, Ontario, case .....	4 30
Plums, 2s, case .....	3 40
Salmon, finest sockeye, tall, case ..	15 50
Salmon, pink, tall, case .....	9 00
Pork, American clear, per bbl. ....	40 75 41 00
Bacon, breakfast .....	0 41 0 42
Bacon, roll .....	0 22 0 24
Potatoes, per bush. ....	1 35

## New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, Feb. 5.—Freight congestion, due to the severe storms, has added to difficulties coincident with heavy traffic, which is making it increasingly difficult to get supplies through. Dealers, however, are fairly well stocked with most materials. One of the chief difficulties has been with flour owing to stocking up by householders. Bakers in consequence are working on a narrow margin. The embargo on margarine has resulted in firmer prices for creamery butter, now being quoted at 47c per pound. Corned beef 1's is now quoted at \$7 to \$8.90 per case. Canned raspberries and strawberries are now quoted at \$6 per case. Lemons are firmer at \$7.50 to \$8 per case. Oranges have advanced, and are now quoted at \$7.50 to \$8. All laundry soaps have advanced 50c per case.

## ST. JOHN, N.B.

Flour, No. 1 patents, bbls., Man. ....	12 55
Ontario .....	11 95
Cornmeal, gran., bbls. ....	14 50
Cornmeal, ordinary, bags.....	4 75
Molasses, extra fancy, gal.....	0 82 0 83
Rolled oats, bbl. ....	11 75
Beans, yellow-eyed .....	10 00
Beans, California white .....	10 00
Beans, British Columbia white....	9 75 10 00
Rice, Siam, cwt. ....	8 50 8 60
Sago and tapioca, lb. ....	0 17 0 18
Sugar—	
Standard granulated .....	8 60 8 65
No. 1 yellow .....	8 10 8 15
Cheese, N.B., twins .....	0 24 0 25
Eggs, new-laid .....	0 65
Eggs, case .....	0 46
Breakfast bacon .....	0 38 0 39
Butter, creamery, per lb.....	0 47
Butter, dairy, per lb.....	0 40 0 42
Butter, tub .....	0 38 0 40
Margarine .....	0 33 0 35
Lard, pure, lb. ....	0 31 0 31½
Lard, compound .....	0 26 0 26½
American clear pork .....	67 00 70 00
Beef, corned, 1s .....	4 25
Tomatoes, 3s, standard, case .....	5 10
Raspberries, 2s, Ont., case.....	6 00
Peaches, 2s, Ontario, case.....	4 30
Corn, 2s, standard case.....	4 80
Peas, standard, case .....	4 00
Apples, gals., N.B., doz. ....	4 00 4 50
Strawberries, 2s, Ont., case.....	6 00
Pork and beans, case .....	4 00 5 50
Salmon, Reds .....	15 50
Salmon, Cohoes .....	13 00
Salmon, Pinks .....	11 00
Salmon, Chums .....	8 50
Sardines, domestic, case .....	6 75
Cream tartar .....	0 78 0 79
Currants, lb. ....	0 12½ 0 12½
Raisins, choice, lb. ....	0 12½ 0 13
Raisins, fancy, lb. ....	0 12½ 0 13
Raisins, seedless, lb. ....	0 15
Prunes, 90-100, lb. ....	0 11 0 11½
Candied peel, citron .....	0 39 0 40
Candied peel, orange and lemon. ....	0 32 0 33
Apples, N.S., bbl. ....	2 50 6 00
Potatoes—	
New, native, barrel .....	4 00
Onions, Canadian, 75 lbs. ....	2 90 3 00
Lemons, Cal., Messina, case....	7 50 8 00
Oranges, California, case .....	7 50 8 00
Grapefruit, case .....	5 00 6 00



# PRODUCE AND PROVISIONS

## Urges Protest Against O'Connor Report

A. E. Silverwood, President Canadian Produce Association, Addressing Convention Held at London This Week, Urged a Strong Protest Against Unwarranted Charges Laid by W. F. O'Connor—Butter Grading Standards Discussed

*Reported by Staff Correspondent.*

LONDON, Ont., Feb. 7.—In opening the sixth annual convention of the Canadian Produce Association the president A. E. Silverwood of London spoke with some warmth of the aspersions that had been cast upon the produce trade by the report of the Cost of Living Commissioner. "It is to be regretted he said that an official of the Government should make deduction from figures but ill understood." "The report," he continued, "showed a great lack of understanding of the uses of cold storage." He urged that the government be requested to make a full investigation of the cold storage business so that it might be better understood and freed from the burden of many misapprehensions. He also urged that during the course of the convention the Association vigorously memorialize the government, in protest against the ill-advised and apparently malicious use of figures that had been entrusted to the government by spreading broadcast through the public press, the ill-judged

and inaccurate deduction made by the Cost of Living Commissioner.

### Convention Starts Late

Owing to the exceptionally severe weather, trains from all directions were running hours late, so that members of the Association were dropping in all through the afternoon, and it was not till five o'clock that the assembly actually convened.

J. R. Somerville, Mayor of London, welcomed the visiting delegates on behalf of the city. Mr. Somerville urged that there was comparatively little to be gained through food regulation. The regulation of price and consumption only meant greater consumption of equally necessary foods, the only way that real results seemed to be in co-operation in movements of conservation.

Mr. Leonard on behalf of the London Board of Trade also welcomed the delegates. The secretary, L. P. Marshall, then presented his report which was received as entirely satisfactory. The

President, A. E. Silverwood, in his address outlined the work of the Association during the past year.

### AN INFORMATIVE PRESIDENT'S ADDRESS

Pres. Silverwood reported in part as follows:—

Gentlemen:—

"The work of the year began the day after our last convention closed. A large and representative deputation went from Montreal to Ottawa to present to the Honorable Minister of Agriculture a resolution urging upon the Government the enactment of suitable legislation to provide and legalize standards for Canadian eggs and to provide such inspection as might be necessary to enforce such legislation and to issue Government certificates, if required, and, further, to prescribe regulations to provide against the sale of eggs unfit for food, making due allowance for reasonable deterioration as provided in said standards.

"This deputation was accorded a most courteous reception by the Honorable Martin Burrell, Minister of Agriculture, and was assured that our request would receive every consideration. The report of the chairman of the legislation committee will show that our efforts were successful and that, while the interest of the Govern-



A view of Richmond Street, London, looking from the Tecumseh House, the scene of the Canadian Produce Association Convention.

ment has been centred on distinctly 'Win-the-War' problems, this less important matter has not escaped their attention and that soon our efforts to bring this important legislation into existence will be crowned with success.

#### Problems of Egg Exports

"In March a meeting of all the Eastern members directly interested in the export of eggs was convened in Toronto. This meeting discussed the many problems involved in handling the surplus eggs of Canada and placing them in the best possible condition on the English market. Stress was laid upon the matter of ocean space and it was considered sufficiently urgent that the whole question should be discussed with the Department of Agriculture at Ottawa and to this end a deputation was sent to Ottawa to present an important resolution and review the whole question.

"Later, about November, when the question of space became a most serious problem and it appeared as though it would be quite impossible to move the surplus eggs that had been packed and in many cases sold, for export, a committee was named at the request of the Food Controller and a day was spent in Ottawa with a view of determining how space could be secured to move this block of export eggs. Various interviews took place with the Shipping Controller and at a still later conference at Ottawa it was decided to send a strong delegation to New York to meet the Allied Buying Commission. The report of this delegation and the possibilities of working in conjunction with this Commission in handling for export Canada's surplus eggs, butter and poultry, will be dealt with by representatives who composed this important delegation.

"As a result, or at least partially so, of the activity of this Association, ably assisted by the staff of the Live Stock Commissioner at Ottawa together with the Food Controller we were able to arrange for the movement of most of the eggs booked and held for the account of Great Britain.

#### Shipping Delays Cause Losses

"It is regrettable, however, to have to record the fact that reports from across the water indicate that many of the shipments arrived in bad condition. Many shipments were held up days and even weeks on the docks on this side; many took as long as four to five weeks to make the ocean trip; many appeared to have been badly stowed, the result being tremendous wastage on arrival. Taken all round, the export egg business of last year was particularly trying and I hope that in 1918 much better conditions will prevail.

"We must realize that Canada can and should produce a surplus of eggs in excess of her own consumption and in view of the fact that the reputation of Canadian eggs should be maintained on a high plane for their quality and dependability as to grading, it is most important to establish the standardization of all export shipments so that in 1918 all eggs going from Canada will carry the proper guarantee and thus establish beyond question the fact that if the out-turn proves unsatisfactory same is due solely to poor transportation facilities.

#### That O'Connor Report

"Before leaving the question of eggs I wish to refer to the cause of many newspaper articles and editorials appearing within the last week reflecting on the good name and business principles of men engaged in the produce business and that closely allied business—cold storage. The public has already been given a very wrong impression of the use, or abuse, of cold storage. Cold storage is the great leveller between the period of surplus production and scarcity and has done much to stem the tide of the ever-increasing high cost of living. It is, therefore, much to be regretted that a Government official should draw from statistics deductions which are absolutely unfair and which so plainly reflect a lack of knowledge of the fundamental problem of 'supply and de-

mand'; and, further, that he should be so ill-advised as to submit for publication comments which bring discredit upon the businesses of men who have more than their fair share of difficulties already without these being increased by misdirected public opinion. In my opinion this convention should go on record as being heartily in accord with the Government obtaining the fullest possible information relating to cold storage holdings and with the publication of same if in the public interest but we should protest to the proper authorities at Ottawa against the improper, unfair and almost malicious use of this information as in this recent instance. I would strongly recommend this convention to urge upon the Government at Ottawa the importance of placing in the hands of the Food Controller this most important task of obtaining statistics and giving out information to the public. It does seem ridiculous that there should be a Department of Labor and a Food Controller working independently of each other, duplicating in many cases the statistics that will have to be obtained and each apparently interfering with or more or less upsetting the other's work. This important matter demands immediate action on the part of the produce men of Canada.

#### Light Butter Exports

"Export shipments of butter were comparatively light in 1917 but more trade will undoubtedly develop in this line of produce in the future and it is most important that we should work to higher standards of quality. The Western provinces have shown wonderful progress in this direction during recent years. In this connection they are outstripping the premier agricultural province—Ontario. The system of Government grading introduced into Ontario last year should assist very materially in bringing about better conditions and we shall hear something of the success of this important move during this convention.

"Every produce man throughout Canada whether interested directly in the manufacture of creamery butter or otherwise should urge and encourage the farmers of his community to keep up and, if possible, increase their dairy herds. One of the great needs to-day is the production of fats, and while the price of feed and the cost of labor have been increased tremendously I believe it is a duty imposed on every farmer to place as much stress as possible on the production of these most necessary fats.

#### Meatless Days Consume Poultry

"While some shipments of the 1916 pack of poultry got safely across the water, part of that year's pack which was sold for export was held up owing to lack of ocean space. This meant considerable loss to the dealers but ultimately the 'meatless days' came and this surplus poultry rapidly disappeared. The pack of 1917 was scarcely more than from one-third to one-half of that of the previous year. Even though prices had advanced thirty per cent., only a portion of the poultry produced found its way to market and the general feeling seems to be that less than half the poultry was produced in 1917 than was produced in the previous year.

"All must realize that with the insistent demand for beef and bacon for export to feed our soldiers and the Allied nations, poultry and eggs can and should be used in Canada more and more to replace beef and bacon and thus increase the exportable surplus of these very necessary products.

"The great problem confronting Canada to-day is to win the war. As a young nation we have made a name in history for the magnificent contribution we have given to the cause of the Allies.

"Nature has not been so kind to us the last two years as formerly. Many things seem to have gone wrong in the natural world and much production has been hampered by late springs, too much rain, early frosts, etc. But let us still remain cheerful and continue to lift the goal of production higher and higher leaving nothing undone

that can be accomplished through the power of man and trusting to the Almighty to send the sun and the rain and, later, the abundant harvest.

#### Production An Important Duty

"At a time such as this, every man engaged in the handling of foodstuffs should realize the importance of the business in which he is engaged. If he never before has looked upon his business as a trust he should now bring himself to see it that way. If food is to be the great factor in winning this war then we must place first importance on the man who tills the soil or uses his efforts to actually produce with the aid of Nature or science the food that is so much needed.

"Next in importance to production comes conservation and here the produce men of Canada must play an important part. The members of this Association as represented at this convention handle annually millions and even hundreds of millions of dollars' worth of the most perishable food products of the country.

"This Association has done a great deal by co-operation to advance through education and legislation the cause of production and conservation in connection with food products but, to-day, the call is clearer and more insistent than ever in the past.

"The high cost of living has so worked upon the public mind as to stir up a great unrest among all classes of the people, and the public appear to distrust all those who have anything to do with the production or distribution of the nation's food and although we may suffer from public criticism and even censure where we are so often misunderstood and misrepresented may we so continue to conduct ourselves and our businesses that we come out unscathed in any encounter with adverse public opinion.

#### Not Afraid of Investigation

"Let us put our best into the service we render to the public so that we may not fear the most searching investigations and let us encourage and invite the most complete public enquiries into the difficult problems we have to meet in dealing with the great and intricate question of 'supply and demand.' If we do this in sincerity I am convinced that the public attitude of distrust and criticism will be rapidly changed to one of confidence and commendation."

#### The Grading of Butter

Continuing the program of the convention Frank Hearn, London, Ont., spoke on "The producers' point of view on the inspection and grading of creamery butter in definite standards." He spoke of the fact that conditions at present existing made for a large market for lower grades of butter, so that there was not as strong a support from the buyers as would otherwise have been. Manufacturers, however, who had standardized their product, had found a ready and satisfactory market and it was believed that the handlers had shown an appreciation that showed that there was a real need and opportunity for some such grading system.

The manufacturers' point of view was presented by J. A. McFeeters, Toronto, and Mack Waddell, Strathroy.

#### Buyers Partially to Blame for Poorer Standards

Mr. McFeeters, stated that there was an awakening in the creamery business, the manufacturer had been hibernating and so comparatively little progress had been made. A new era had dawned, however, and, the grading of creamery butter was inaugurated with the idea of

producing a better feeling between the manufacturer and sellers.

"The creamery men," he said, "are ready and anxious to take hold of this question of grading of butter. You as buyers have been just as much to blame as the manufacturers," he stated. Now the question arises, are you ready to co-operate with us on this? Virtue may have her own reward—in the production of better graded butter, but it is too much to expect that the manufacturers will handle all the costs of this new movement with no profit to themselves. "If you will pay price" Mr. McFeters continued "we will deliver the goods. It's up to you."

#### Grading Cream as Necessary as Grading Butter

Mr. Waddell spoke of the slackness that sometimes occurred in the factories—qualities of raw materials, and good handling were the main features. If these were properly attended to, then there was no reason to find a difficulty in getting a grading standard. "What is needed," said Mr. Waddell, "is a standardized product, this is only to be attained by grading cream and grading butter. There is some cream that is not worth the price paid for it. But the butter made from it obtained the same prices as the better product." Mr. Waddell held that, the grading of cream was one of the chief elements in good butter pasteurization and low acidity were the points to be stressed, he said, and the final test should not be the flavor at the time of production, but the quality that would give a good flavor when withdrawn from storage.

Mr. Waddell further urged the prime necessity of laboratory methods in butter production; the standardization of cream, he thought, would be the crowning achievement of the butter producer.

I. W. Steinhoff, Toronto, speaking on the dealers' point of view of the butter grading problem, thought that it was unquestionably a good idea. Butter grading was the first step, he thought, and that cream grading would follow. He contended that the manufacturers were partially responsible for lack of appreciation in that they did not stipulate that there should be certain percentage of No. 1 and a certain percentage of No. 2, butter in the lots offered for sale.

The manufactured product of Ontario, he stated, must compete with the products of other provinces, and up to the present Ontario had hardly compared favorably with the Western provinces.

H. B. Clemes, Gunns Ltd., Toronto, expressed himself as strongly in favor of buying butter on a graded basis. He stated that he would in his own business give preference to graded butter and would pay a better price for it.

F. F. Whyte, Toronto, stated that their firm would buy and support the graded butter.

Mr. Hems urged the wisdom of going slow. When the dealers showed a real desire to handle graded butter, the graded butter would be produced.

Various committees were appointed as follows:

The committee on nomination: J. R. McNab, Dungannon, Ont., E. M. Reaney, Toronto, H. H. Fearman, Hamilton, F. F. Whyte, Toronto, C. M. Walker, Montreal, A. Dalrymple, Montreal, T. J. Coyle, Winnipeg, R. J. MacLean, Toronto.

The committee on resolution: R. Grey, Montreal, T. J. Coyle, Winnipeg, T. W. Steinhoff, Toronto, A. T. Duclos, Edmonton, Alta., J. J. Fee, Toronto.

The committee on arbitration: H. R. Grey, Montreal, M. Lemon, Owen Sound, B. W. Squires, Norwood, J. F. Madden, Toronto, E. J. Smith, Brockville, H. B. Clemes, Toronto, A. W. Bayman, Ottawa.

Transportation committee: R. J. Hunter, Toronto, J. T. Madden, Toronto, H. Johnson, Lindsay, F. F. Whyte, Toronto, R. Grey, Montreal

The committee on legislation: R. J. MacLean, Toronto, A. E. Silverwood, London, R. S. Whyte, Toronto, A. E. Baillie, Belleville, H. B. Thacker, Montreal, John Wilson, Montreal, W. G. Jackson, Simcoe, A. W. Bayman, Ottawa.

#### WILL SEED CORN BE DEBARRED?

The following telegram was handed CANADIAN GROCER and indicates the possibility of there being some difficulty with regard to the much-needed supplies of seed corn which the farmers of Eastern Canada will require for the coming season.

"Owing difficulty securing importation seed corn from U. S., decided call meeting principal importers. You are invited to send representative Food Controller's office, 59 Victoria Street, Toronto, 10.30 a.m. Friday, Feb. 8th.

(Sgd.) "Can. Food Controller  
"(Per S. E. Todd.)"

This involves a matter of direct interest and much moment to many of the retail merchants throughout the country who handle and upon whom the farmer depends each season for his requirements of seed. It is estimated that from 250,000 to 300,000 bushels of seed are required for the farmers of Eastern Canada, and practically all this seed must come from the United States. It therefore is essential that the Canadian dealers interest themselves to show why these supplies should be permitted to come forward.

It is stated that there is plenty of corn in the United States, and that if the proper representations are made it is hoped that the matter will receive the consideration it merits at Washington. It may be essential to send a good strong committee to take this matter up with the authorities, and the fact that the Food Controller has taken this action indicates the willingness of the Govern-

ment to facilitate a solution of the difficulty.

#### EXPECT EARLY CLOSING BY-LAW TO GO THROUGH

Grocers' Section, Toronto Branch, R.M.A., Choose R. Dowson Chairman—Important Matters Discussed

Toronto, Feb. 7.—(Special).—Office-bearers of the Grocers' Section, Toronto Branch of the Retail Merchants' Association of Canada, were elected last Monday, February 4, as follows: Chairman, R. Dowson; 1st vice-chairman, D. Nicolson; 2nd vice-chairman, C. Routcliffe; treasurer, Donald MacLean; secretary, Neil Carmichael.

At the meeting, considerable discussion of the Toronto City early closing by-law proposed took place. There is every prospect according to officials of the Association that the requisite 75 per cent. vote in favor will be obtained, and that the by-law will carry and come into force this spring. The by-law provides that grocers, butchers and fruiterers shall close their premises at 7 p.m. every day except Saturdays and the immediately preceding statutory holidays.

Discussion of the U.S. embargo on margarine was also engaged in. The embargo was regretted, as the product has been gaining favor, and it was urged that some suitable substitute for cotton seed oil might well be found in Canada though the discovery and approval of a substance of this kind could not come to aid the present situation.

The contemplated licensing of all food retailers came in for attention also. Association members are fairly well prepared for the actual advent of the regulations, and fully ready to co-operate in every practicable and reasonable manner.

Further, the new regulations regarding flavoring extracts were discussed, the retailers expressing their favorable attitude towards a policy to lend the bill every assistance.

#### MEATLESS DINING ROOM

Enlarging on the idea of the meatless day for hotels, one hotel in Tampa, Florida, has opened a vegetarian dining room with seven meatless days a week. The manager of the hotel believes that his guests are ready for such an innovation.

#### CABINET APPROVES STANDARD FLOUR BREAD

Bread baked from the new standard flour was submitted for examination to the Cabinet Council and passed enthusiastically. Sample loaves of fine texture with clean-cutting crust and middle were favorably remarked upon. The loaves were baked on an ordinary commercial basis from "one grade flour," milling of which has but recently commenced in Canada.

## Mr. O'Connor's Discoveries re Eggs

Another Report From the Department of Labor That is Patently a Misunderstanding of the Figures Presented—Dearth of Eggs is an Actual and Present Condition

**W.** F. O'CONNOR, the Cost of Living Commissioner of the Department of Labor, has made some startling statements in the past, but a recent report over his signature is a still more surprising document.

According to this report "the ruling price for eggs is absolutely unjustifiable, and the daily reiteration in market reports that a shortage of eggs exists is absolutely contrary to the facts. There exists an unjustifiable over-accumulation of eggs at unjustifiable prices."

This report appeared on Jan. 30. From another Governmental Department report dated Jan. 29, 1918, that of the Department of Agriculture, the following excerpt is taken dealing with conditions in different parts of Canada.

"Toronto—Eggs—Although receipts in fresh gathered have increased, there is no change in price. Storage stocks are getting low and prices hold firm.

Montreal.—Stocks of storage are low, but situation reported less acute than in Toronto.

Winnipeg.—Storage stocks moving out steadily, recent shipments include three cars to the United States and two cars east.

Calgary and Edmonton.—Storage stocks are low and moving rapidly."

It would appear from the foregoing that either Mr. O'Connor has unearthed a fact that has been hidden from other eyes, or that the Department of Agriculture has been sending misinformation broadcast. The latter claims that in all markets storage stocks are light. W. F. O'Connor claims that there is a 48 per cent. holding over and above the stocks of the previous year.

### Figures a Month Old

The difficulty of course lies in a doubtless well-intentioned man trying to handle business facts without any very accurate knowledge of how they should be handled. Granting that the figures are correct, that Mr. O'Connor or his staff have made no mistakes anywhere, there yet remains the fact that Mr. O'Connor is drawing conclusions on January 30 from figures that provide no conclusions except as to what conditions were on January 1.

It is generally admitted that in the first day of the year there was a large holding of storage eggs. On January 30 the holdings in cold storage are merely nominal. In Toronto, two of the largest handlers have nothing on hand at all and are dealing from hand to mouth; another house is awaiting the arrival of eggs from the west, while the best supplied house has probably two days' sup-

plies in storage. In Montreal, while conditions are somewhat better, they are approximately the same. In the west there is a somewhat larger supply, but the supply has been greatly curtailed by exportations to the United States.

Now taking Mr. O'Connor's figures for granted, the increase of 48 per cent. over the previous year has not only been eaten up, but more than eaten up owing to natural conditions. Yet Mr. O'Connor would argue from those same figures that unless drastic action were taken a most calamitous loss was bound to occur.

### Cold Weather a Factor

Normally during the month of January there is an increasing large production of eggs, this increase being due to the milder weather that usually occurs some time about this period. As everyone knows, this has been a season of unusual weather severity, and as a result egg production has been at a practical standstill. Severe storms have tied up the railways and prevented the shipment of eggs from the west or the importation from Texas and other southern points. Added to this the American market price has been materially higher than the Canadian, probably an average of 3 cents a dozen on a similar basis of sale, so that not only have there been very light importations of American eggs, but by far the bulk of the Western storage supply has been diverted to Minneapolis and Chicago. It is generally conceded among produce men that practically the whole of the good trade western eggs have been marketed. Those that remain are largely of inferior quality, and this not because of their stay in storage but from the adverse handling conditions that obtain in the West, the great distances that eggs have to be shipped before finding storage facilities, etc. The result of these conditions is that all the demands of the month past has fallen upon that surplus stock in storage that Mr. O'Connor so carefully notes. Had it not been for that extra holding there would not have been any eggs available in Canada.

The theory that Mr. O'Connor gives credence to, that holders would let eggs spoil in storage to prevent them lowering a market, is one of those theories that is the delight of amateur economists, but is rarely if ever known in business. Doubtless it would achieve the result expected, but the point is to find the dealer self-sacrificing enough to destroy his goods, that in this instance cost upwards of 40 cents a dozen, in order that a competitor might continue to get high prices. A little figuring would suffice to show the absurdity of such a suggestion.

## Salesman Wanted

High Grade Salesman wanted as Montreal Advertising Manager of one of our best established and strongest Trade Newspapers.

Will pay good salary.

Splendid opportunity for aggressive man.

Apply by letter, stating age, experience and salary expected.

**MacLean Publishing Co.**

Southam Bldg.

MONTREAL

# Produce, Provision and Fish Markets

## THE MARKETS AT A GLANCE

**O**F greatest interest during the week has perhaps been the situation with respect to storage eggs. Stocks are about cleaned up in Eastern markets, and dependence is now largely placed upon shipments of Western eggs. Weather conditions have greatly militated against shipment of eggs from the West, and as a result supplies in the Eastern market are within very narrow compass. Production of new-laid eggs is increasing, and with a break in severe weather conditions there is every chance of a decline in the price of new-laid.

Butter was in very firm market, due to the demand occasioned partly through the shutting out of margarine. There were some light arrivals of margarine from the United States during the week, but these were on account of permits issued previous to placing of embargo. As soon as stocks in transit have reached their destination there is general expectation that no further supplies will be allowed to come forward.

Rumors were current during the week that there was a proposed embargo on cottonseed oil from the United States. This commodity has been on the embargo list for several weeks now, and supplies have been coming forward only on permit on a percentage basis of amounts used last year. Manufacturers of shortening do not anticipate that these supplies will be shut off entirely, although they assert that changes of front are so rapid in these days of food control that a definite status could not be considered as permanent for any considerable length of time. Bacon was in firmer market, with higher prices recorded in some quarters. Arrivals of poultry have been light. Consumption of fish continues good. Transportation difficulties have interfered with trade during the week.

## Live Hogs Firm; Quotations \$20.50

Montreal.

**PROVISIONS.**—Stormy weather has again had a firming effect on the live hog market, deliveries being very light and the range from \$20 to \$20.50. This will make the prices firm again for the dressed as the market is rather bare. Trade has been maintained fairly well although this has not been at all heavy. The situation has been much of a changing one because of weather and other changing conditions elsewhere, and lower prices are probable if the weather permits better delivery in the immediate future. Cured meats are unchanged with a firming of price for cooked ham.

<b>Hogs, dressed—</b>		
Abattoir killed .....	26 50	27 00
Hogs, live .....		19 50
<b>Hams—</b>		
Medium, per lb. ....	0 31	0 32
Large, per lb. ....	0 29	0 29½
<b>Bacon—</b>		
Plain .....	0 39	0 40
Boneless, per lb. ....		0 44
<b>Bacon</b>		
Breakfast, per lb. ....	0 40	0 42
Roll, per lb. ....	0 28	0 30
<b>Dry Salt Meats—</b>		
Long clear bacon, ton lots...	0 26	0 27
Long clear bacon, small lots...	0 26½	0 27½
Fat backs, lb. ....	0 25	0 26
<b>Cooked Meats—</b>		
Hams, boiled, per lb. ....	0 44	0 45
Hams, roast, per lb. ....		0 46
Shoulders, boiled, per lb. ....	0 37½	0 38½
Shoulders, roast, per lb. ....	0 38	0 38½

## Lard Prices Higher And Demand Is Brisk

Montreal.

**LARD.**—Brisk business is being done in lard, say jobbers, which is being sold on a higher price basis and bears out the tendency clearly defined in CANADIAN GROCER last week of a firming market. The quantities are somewhat limited, which is partly responsible for the increase of half a cent per pound.

<b>Lard, Pure—</b>		
Tierces, 400 lbs., per lb. ....	0 29½	0 30
Tubs, 60 lbs. ....	0 29¾	0 30
Pails, .....	0 30	0 30½
Bricks, 1 lb., per lb. ....	0 31	0 31½

## Shortening Goes Up ½c; Supplies Very Light

Montreal.

**SHORTENING.**—The continued difficulty of getting supplies of cottonseed oil through makes the situation a firm one. Prices have advanced one-half cent per lb. and there is a strong tone. Demand continues to be very good for this time of the year and supplies are going forward both to country and city trade in fair volume.

<b>Shortening—</b>		
Tierces 400 lbs., per lb. ....	0 25¼	
Tubs, 60 lbs. ....	0 25¾	
Pails, 20 lbs., per lb. ....	0 26	
Bricks, 1 lb., per lb. ....	0 26	0 27¼

## Will Be Shortage Of Eggs Say Jobbers

Montreal.

**EGGS.**—In view of all that has been

said regarding the large surplus of eggs in storage the statements of local jobbers this week would indicate that there is only a sufficient supply to meet the demand of the next couple of weeks. This means a very strong undertone to the market and prices are well held, though unchanged. No. 2 storage are said to be practically off the market. New-laid are still very slow in coming on the market, and these are not much of a factor as yet in the local situation.

<b>Eggs—</b>		
New-laid (specials) .....	0 65	0 70
Selects .....		0 52
No. 1's .....		0 48
No. 2's .....		0 45
Fall eggs .....	0 56	0 58

## Margarine Prices Firm With Sales Still Good

Montreal.

**MARGARINE.**—Some jobbers are still hopeful of getting a certain amount of margarine through on licenses covering consignments ordered earlier from U.S. makers. The prices are very firm and one jobber is selling as high as 34c per lb. Supplies are limited and with the demand so brisk there will not be enough to go around when the United States supply is cut off. Quotations are as follows:—

<b>Margarine—</b>		
Prints, according to quality, lb. ....	0 29½	0 31½ 0 34
Bulk, according to quality, lb. ....	0 28½	0 30½ 0 31½

## Demand For Poultry Good With Limited Supplies

Montreal.

**POULTRY.**—The spot stocks are limited. Demand continues to be very satisfactory, the only difficulty seems to be that of securing supplies. Prices, while unchanged, are particularly firm and with the difficulty of greatly increasing the surplus with demand as large as it is at present, there is likely to be a continued upward tendency. Live poultry receipts continue to be very light.

<b>Poultry—</b>		
	<b>Dressed</b>	
O'd fowls .....	0 28	0 30
Chickens, crate fattened .....	0 35	0 36
Roasting chickens .....		0 32
Young ducks .....	0 29	0 30
Turkeys (old toms), lb. ....		0 36
Turkeys (young) .....		0 37
Geese .....	0 27	0 28

## Cheese Supplies Lighter Than a Year Ago

Montreal.

**CHEESE.**—There is less cheese on hand for the Canadian trade than there was a year ago, it is stated here. While there is a very large supply held on account of the cheese commission, this cannot be classed as available for the needs of the consuming public. Prices are held unchanged and the volume of business is fair.

<b>Cheese—</b>		
Large (new), per lb. ....	0 22½	0 24
New twins, per lb. ....	0 22½	0 23½
Triplets, per lb. ....	0 22½	0 24
Stilton, per lb. ....	0 25	0 28
Fancy, old cheese, per lb. ....	0 30	0 31



**Finest Butter Scarce;  
Stocks Are Very Light**

Montreal.

**BUTTER.**—Less butter than has been on hand here for the past five years, asserts one dealer. This is applicable to creamery to the greatest extent, and there is naturally a very firm tone to the market under this condition. It is stated that there will not be ample to supply the Canadian demand for more than three months, with only the present available supply in sight. No new prices are quoted, the demand for best grades continuing good, and for the inferior grades fair.

Butter—

Creamery prints, storage	0 50
Creamery solids, storage	0 49
Creamery prints (fresh made)	0 49
Creamery solids (fresh made)	0 48½
Dairy prints, choice	0 41 0 42
Dairy, in tubs, choice	0 39

**Fair Demand For Fish;  
Lent Will Help Sales**

Montreal.

**FISH.**—The fish trade is reasonably good, but dealers state that they are expecting a much larger business with the advent of Lent the middle of this month. A shortage of certain lines of lake fish is evident, the pike, dore and tulibeas and large whitefish being scarce. Pollock, hake and tom cods are in good demand and selling well. Oysters are scarcer than ever and prices are held. The market is nearly clear of bulk oysters one dealer states. Lobsters are also scarce. Price changes are few, as the government regulations minimize competition.

**SMOKED FISH.**

Haddies	0 15	0 16
Haddies, fillet	0 17	0 20
Smoked herrings (med.), per box	0 22	0 24
Smoked cod		0 13
Bloaters, per box 60/100	1 50	1 75
Kippers, per box 40/50	2 00	2 50

**SALTED AND PICKLED FISH.**

Haddock	0 07
Herring (Labrador), per bbl.	\$13 00 \$12 50
Do., half barrels	7 00
Herring, No. 1 lake (100-lb. keg)	5 25
Salmon (Labrador), per bbl.	24 00
Do., tierces	34 00
Salmon (B.C. Red)	25 00
Sea Trout, red and pale, per bbl.	19 00 20 00
Do., half barrels	10 50
Green Cod, No. 1, per bbl.	13 00 15 50
Green Cod (large bbl.)	16 00 16 50
Mackerel, No. 1, per bbl.	22 00
Do., half barrels	17 00
Do., 20-lb. kits	8 75
Codfish (Skinless), 100-lb. box	12 00 12 50
Codfish, 2-lb. blocks (24-lb. case)	0 17
Codfish (Skinless), blks. "Ivory" Brd.	0 15
Codfish, Shredded, 12-lb. box	2 20 2 25
Eels, salted	0 12
Pickled turbot, new, bbls.	16 00
Do., half barrels	8 50
Cod, boneless (20-lb. boxes), as to grade	0 14 0 18
Cod, strip (30-lb. boxes)	0 16

**SHRIMPS LOBSTERS**

Lobsters, medium and large, lb.	0 50	0 60
Prawns, lb.	0 30	
Shrimps, lb.	0 28	0 30
Sealions	4 00	
Herring, large sea, lb.	0 07½	
Do., frozen lake, lb.	0 06	

**FRESH FROZEN SEA FISH**

Halibut	20	22
Haddock, lb.	08	09
Mackerel	14	15
Cod steak, fancy, lb.	09½	10
Cod—Toms	8 75	4 50
Salmon, Red	19	20
Salmon, pale	14½	15
Salmon, Gaspe		26

**FRESH FROZEN LAKE FISH**

Pike, lb.	0 09	0 11
-----------	------	------

Perch	0 12½	0 13
Whitefish, lb.	0 12½	0 16
Lake trout	0 18	0 19
Eels, lb.	0 12½	0 12
Dore	0 12½	0 13
Smeits, No. 1	0 19	0 20
Smeits, No. 1 large	0 19	0 24
Oysters—		
Ordinary, gal.	2 75	3 00
Malpeque oysters, choice, bbl.		10 00
Malpeque oysters (med.) bbl.		9 00
Cape Cod shell oysters, bbl.		11 00
Do., in 5 wine gal. cans.		13 00
Do., in 3 wine gal. cans.		7 90
Do., in 1 wine gal. can.		2 70
Do., paper pails (pints), 100		1 50
Do., paper pails (quarts), 100		2 10
Clams (med.), per bbl.		9 00

**FRESH FISH**

Haddock	0 09	0 12
Steak cod	0 12	0 13
Market cod	0 07½	0 10
Carp	0 12	0 13
Doree	0 12½	0 16
Lake trout	0 18	0 20
Pike	0 10	0 12
B. C. Salmon	0 22	0 24
Gaspereaux, each		0 07
Western Halibut		0 26
Eastern Halibut	0 25	0 26
Flounders	0 07	0 10
Perch	0 09	0 15
Bullheads	0 12	0 16
Whitefish	0 09	0 09½
Whitefish (small)		0 10
Eels		0 20
Mackerel (large), each		0 18
Mackerel (medium), each		0 14

**Bacon Firmer;  
Prices Up 1 Cent**

Toronto.

**PROVISIONS.**—There was a firmer tone to the market for bacon during the week, and prices were quoted 1c per pound higher, range being from 38c to 40c per pound. Mess pork in barrels was also in firmer trend, prices being \$1 per barrel higher in some quarters. Arrivals of live hogs were not plentiful during the week, as sidings have not yet been cleared at many shipping points, and farmers have been unable to make shipment. Quotations held firm on the same basis as last week. Demand for meats of various kinds has not been as active during the past week as in the previous week, due in large measure to the fact that farmers have not been making their usual trips to town.

Hams—		
Medium	0 32	0 33
Large, per lb.	0 27	0 30½
Backs—		
Plain	0 40	0 44
Boneless, per lb.	0 42	0 49
Bacon—		
Breakfast, per lb.	0 38	0 40
Roll, per lb.	0 30	0 32
Wiltshire (smoked sides), lb.	0 35	0 40
Dry Salt Meats—		
Long clear bacon, lb.	0 27½	0 29½
Fat backs		
Cooked Meats—		
Ham, boiled, per lb.	0 45	0 46
Hams, roast, without dressing, per lb.	0 45	0 50
Shoulders, roast, without dressing, per lb.	0 40	0 47
Berrel Pork—		
Mess pork, 200 lbs.	55 00	57 00
Short cut backs, bbl., 00 lbs.	60 00	61 00
Pickled rolls, bbl., 200 lbs.	54 00	56 00
Hoes—		
Dressed, 70-100 lbs. weight		27 00
Live, off cars	18 75	18 95
Live, fed and watered	18 50	18 70
Live, f.o.b.	17 75	18 00

**Margarine Now  
In Narrow Compass**

Toronto.

**MARGARINE.**—Stocks of margarine are now getting within narrow compass

owing to the embargo that prevails on shipment of this commodity from the United States. Some stocks arrived during the week, but these were on account of permits that had been issued previous to the embargo. It is anticipated that there are still a few light shipments in transit, but as soon as these are received no more will be allowed to come forward. Furthermore, it is expected that an embargo will be placed on the shipment of cottonseed oil from the United States. If this comes about Canadian manufacturers will not be able to get supplies of raw materials with which to manufacture margarine.

Margarine—

1-lb. prints, No. 1	\$0 32	\$...
Do., No. 2	0 30	0 31
Do., No. 3	0 27	
Solids, 1c per lb. less than prints.		

**Shortening Supplies  
Still Quite Light**

Toronto.

**SHORTENING.**—Supplies of shortening are still very limited, due in large measure to the difficulty coincident with getting shipments of cottonseed oil forward only on permit on the basis of a certain percentage of stocks used last year. There have been rumors current during the week that it was the intention of the United States Government to make the embargo complete and not allow any supplies of cottonseed oil to come forward. Manufacturers of shortening, however, were of the opinion that cottonseed oil will be allowed to come forward in the limited quantities previously agreed on by the United States Department of Food Control. Some of the large concerns are taking no further orders for the present until those already on the books are cleared up.

Shortening, tierces, 400 lbs., lb. 0 25 0 25½  
In 60-lb. tubs, ¼c per lb. higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1½c higher than tierces.

**Demand For Lard  
Has Been Fairly Active**

Toronto.

**LARD.**—In the face of light supplies of shortening there has been a continued active demand for it. This demand is of sufficient proportions to keep stocks of lard from accumulating. Arrivals of live hogs in the local stock yards during the week were not heavy, a condition caused through transportation difficulties. Farmers are evidently not inclined to take their hogs to the shipping points in such severe weather. Furthermore, some of the wayside sidings are not yet cleared of snow, which makes shipment difficult.

Lard—

Lard, pure tierces, 400 lbs., lb. 0 28½ 0 29½  
In 60-lb. tubs, ¼c higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1½c higher than tierces.

**Butter Very Firm:  
Fresh Creamery Higher**

Toronto.

**BUTTER.**—Butter was in very strong market during the week owing to the

increased demand caused through the lightness of stocks of margarine. Fresh-made creamery prints were higher by 1c per pound at 51c, while fresh-made creamery solids advanced 1c to 2c per pound, making the quotation 49c and 50c per pound. Creamery storage butter was equally firm with fresh-made, and solids were quoted at 49c to 50c per pound in prints. There is a big demand for Manitoba creamery butter, two cars having sold on the local exchange during the week in a wholesale way at 46½c per pound for No. 2 butter.

Creamery prints, fresh made....	0 51
Creamery solids, fresh made....	0 49 0 50
Creamery prints, storage .....	0 49 0 50
Creamery solids, storage .....	0 47 0 48
Dairy prints, choice, lb. ....	0 38 0 40
Dairy prints, lb. ....	0 35 0 35

### Only Relief Now Through Western Eggs

**Toronto.**  
**EGGS.**—It has been pretty well established now that the talk of Cost of Living Commissioner O'Connor can be placed in the realms with pipe dreams. The condition of the local market during the week would indicate that his dreams of stocks of eggs are entirely unfounded. The market was entirely cleaned up, and dependence was placed entirely on new-laid and Western eggs. Owing to the extremely severe weather it has been almost impossible for shippers to send stocks from the West. A number of cars have been purchased in the West, but advices received by wire during the week show the difficulties being encountered in getting these supplies on the way. Production of new-laid eggs is increasing in spite of the continued cold weather. With a break in the weather conditions it is expected the hens will do even better. There is a weaker tendency in the market for new-laid owing to the better receipts. New-laid in cartons were quoted at 65c per dozen and loose at 62c per dozen. Select storage were quoted firm at 52c to 54c, while No. 1 storage were quoted firm at 50c.

**Eggs—**

New-laid, in cartons .....	0 65
Do., loose, doz. ....	0 62
Storage, select, ex-cartons...	0 52 0 54
Storage, No. 1, ex-cartons....	0 50

### Cheese Slow In Spite Of Desirability As Food

**Toronto.**  
**CHEESE.**—There is dullness in the market for cheese, despite the fact that it is excellent food value for the cost of same. Prices hold uniformly steady in view of the small chance of the Cheese Commission changing its mind and paying higher prices. In view of the comparative cheapness of this commodity commission men are at a loss to know why there is not a heavier consumption.

**Cheese—**

New, large .....	0 22½	0 23½
Old, large .....	0 23	0 24½
Stilton (new) .....	0 25	0 27
Twins, ¼c lb. higher than large cheese. Triples ½c lb. higher than large cheese.		

### Poultry Receipts Were Light During Week

**Toronto.**  
**POULTRY.**—There were light receipts of poultry during the week owing to the difficulty in transportation and the lack of desire on part of producers to bestir themselves to get them ready for market. Severe weather is not conducive to shipment of poultry. There is a moderate demand for poultry, particularly chickens and fowl. Geese, turkeys and ducks were in very light supply. Prices held steady, but firm.

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks .....	\$0 24-\$0 25	\$0 25-\$0 27
Geese .....	0 16-0 18	0 22-0 24
Turkeys .....	0 25-0 27	0 33-0 35
Roosters .....	0 20-0 22	0 22-0 24
Hens, over 5 lbs. ....	0 26-0 27	0 26-0 27
Hens, under 5 lbs. ....	0 23-0 25	0 22-0 26
Chickens, 4 lbs. and up ..	0 25-0 27	0 28-0 30
Chickens, under 4 lbs. ....	0 23-0 25	0 26-0 28
Squabs, dozen .....	4 60	.....

Prices quoted to retail trade:

Hens .....	\$0 28-\$0 30
Ducks .....	0 30-0 32
Chickens .....	0 30-0 32
Do., milk-fed .....	0 33-0 35
Turkeys .....	0 36-0 40
Geese .....	0 20-0 27

### Wider Range On Qualla Salmon Exists

**Toronto.**  
**FISH, OYSTERS.**—A wide range in the price of Qualla salmon was evident during the week, largely due to a difference in the quality of the fish. Prices ranged from 13c to 16c per pound. Red spring salmon was higher by 2c per pound in some quarters, making the price 25c per pound. Salt mackerel in kits was about off the market. Flounders that were in the market during the week ranged larger in size, and prices were quoted higher at 10c per pound for this grade. Trout were very scarce and prices were firm. Oysters were also very scarce. Advice from the oyster sections of the Atlantic coast states that the tie-up is the most complete that has ever been experienced. Supplies of oysters in this market are accordingly very light. Prices held unchanged. Fairly good supplies of fish from the West are expected in the near future, provided the transportation problem is straightened out.

**SMOKED FISH.**

Haddies, per lb., new cured....	0 14	0 15
Chicken haddies, lb. ....	0 12	0 12
Haddies, fillets, per lb. ....	0 15	0 18
Ciscoes, per lb. ....	0 16	0 17
Klivered herring, per box....	1 75	2 65
Digby herring, skinless, 10-lb. ....	2 25	.....
Salmon snacks, 10-lb. boxes, lb. ....	0 22	.....

**PICKLED AND DRIED FISH.**

Acadia cod, 20 1-lb. blocks....	3 40
Acadia cod, 2-lb. blocks....	4 50
Strip cod, lb. ....	0 12
Quail on toast, 24 1-lb. blocks, lb. ....	0 13
Skinless cod, 100-lb. boxes, lb. ....	0 11
Hallifax shredded cod, 24s. ....	2 20
Salt mackerel, kits 15 lbs. ....	.....
Labrador salt herring, barrels....	10 50 10 75
Do., half barrels .....	5 25 5 50
Herring, pickled, keg 100 lbs....	6 00 6 50

**FRESH FROZEN SEA FISH.**

Halibut, frozen .....	0 19	0 20
Salmon, Qualla, lb. ....	0 13	0 13
Do., red spring .....	0 23	0 23
Do., Cohoe .....	0 20	0 20
Haddock, headless and dressed, lb. ....	0 08	0 09
Herrings, frozen .....	0 05	0 06

Steak, cod, lb. ....	0 10
Haddock, market, lb. ....	0 09 0 10
Cod, market, heads on, lb. ....	0 09 0 10
Mackerel, frozen, lb. ....	0 12
Flounders, frozen .....	0 06 0 10
Tullibee, lb. ....	0 09½ 0 10
Smelts, extras, lb. ....	0 22
Do., No. 1, lb. ....	0 16 0 17
Do., No. 2, lb. ....	0 09 0 10

**FRESH FROZEN LAKE FISH.**

Herring, Lake Superior, bags, lb. ....	0 05
Herring, Lake Erie, pan frozen. ....	0 08 0 090
Pike, lb. ....	0 09½ 0 10
Whitefish, frozen .....	0 12 0 13
Trout, lb., frozen .....	0 15 0 16
Mulletts, frozen, lb. ....	0 06 0 08
Yellow pickerel, frozen, lb. ....	0 12½ 0 13
Oysters, per gal. ....	2 50 3 25
Blue points, bbl. ....	11 00
Malpeque, bbl. ....	10 00 12 00

**Shrimps—**

No. 1, cans .....	1 60
No. 2, cans .....	2 10
No. 4, cans .....	6 00

### Egg Market Depends On American Weather

**Winnipeg.**  
**PRODUCE AND PROVISIONS.**—The hog market firmed up last week unexpectedly, and the ruling price was \$17.75 to \$18. The run was very fair, and the quality pretty good. The outlook is for steady price as long as the run keeps up, but it is about time to drop off. Usually when the hog run stops, the market rises, but it is difficult to foresee anything just now. Eggs.—The market is still very firm, with a good demand. The egg market depends entirely on the weather, especially on American weather. If they have an early spring across the border it will be possible for dealers to bring in new laid. Then again, even though they have an early spring, the American Government may not permit eggs to be exported; so that the situation is very obscure. Butter.—Both dairy and creamery butter are firm. There has been a considerable advance in prices, fresh made creamery No. 1 cartons now bringing 48c and No. 2, 46c. Dairy has not advanced.

**Hams—**

Light, lb. ....	0 34	0 36
Medium, per lb. ....	0 33	0 33
Heavy, per lb. ....	0 32	0 32

**Bacon—**

Breakfast, per lb. ....	0 38	0 39
Breakfast, select, lb. ....	0 42	0 44
Backs, regular .....	0 44	0 44
Backs, select .....	0 46	0 46

**Dry Salt Meats—**

Long clear bacon, light .....	0 29	.....
Backs .....	0 38	.....

**Barrelled Pork—**

Mess pork, bbl. ....	52 00
----------------------	-------

**Lard, Pure—**

Tierces .....	0 27
20s .....	5 30
Cases, 5s .....	17 05
Cases, 3s .....	17 10

**Shortening—**

Tierces .....	0 24
Tubs, 50s, net .....	12 00
Pails, 20s, net .....	5 10

**Fresh Eggs—**

No. 1 candled .....	0 43
Select .....	0 45 0 46

**Cheese—**

Ontario, large fresh .....	0 24	0 24½
Manitoba, large fresh .....	0 23½	0 23½

**Butter—**

Fresh made creamery, No. 1 cartons .....	0 48
Fresh made creamery, No. 2 .....	0 46
Dairy, prints, No. 1 stock .....	0 40
Dairy, regular run .....	0 34 0 36

**Margarine—**

No. 1 .....	0 32
No. 2 .....	0 30
No. 3 .....	0 28



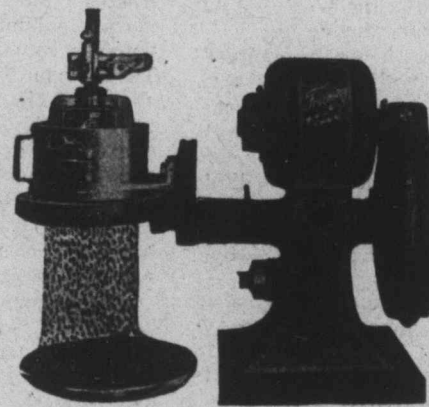
**Sell**  
**Jersey Farm Sausage**  
 — the line that will measure up to your expectations in quick sales and satisfied customers.  
**Maciver Bros. Co., Keating St., Toronto**

## Mince Meat

Fresh Green Apples, the Best of Dried Fruits and you have the Best Mince Meat on the Market. In these days of high prices recommend it to your customers.

**F. W. FEARMAN CO.**  
 LIMITED  
 HAMILTON

**WIN THE WAR BY  
 SAVING EVERYTHING**  
 How about your Scrap Bone?



Don't kick at the high price of eggs. It's not her fault; feed her *Ground Bone* and she's got to lay 'em.

How about a machine?

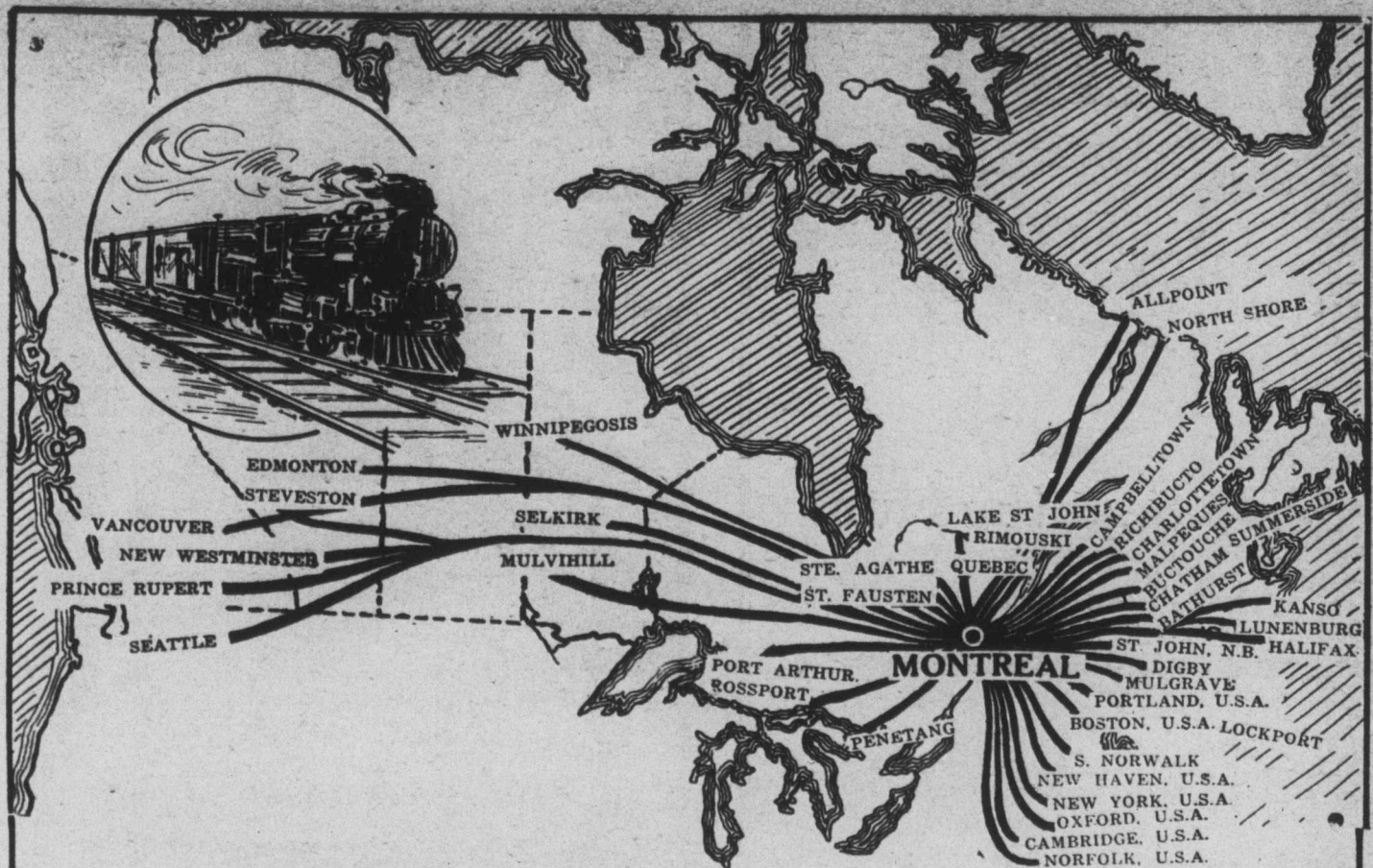
Write for catalogue and price list on these machines. All styles.

**The W. A. Freeman Co., Limited**  
 HAMILTON, ONT.

TORONTO—114 York Street, near King  
 MONTREAL—16 Notre Dame St. E. Uptown 8547

**YOUR WANTS** are many here below. Use the want ad. page and get rid of a few of them.

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



## LENT STARTS NEXT WEDNESDAY, FEB. 13

Be ready to take advantage of the extra demand that will result by ordering a good supply right now. We suggest a few lines, such as:

Medium White Halibut in cases of 300 lb. each, at 21c a lb. Headless and Dressed Fall Salmon in cases of 200 lb. each, at 14½c a lb. Silver Salmon, round, in cases of 250 lb. each, at 18c lb. Headless and Dressed Cohoe Salmon in cases of 200 lb. each, at 19c a lb.

Extra large Smelts in boxes of 25 lb each, at 24c a lb. Medium size, No. 1, at 18c a lb.

We carry all lines in smoked, salted and preserved lines as well. Send for our list or mail your order direct. We guarantee satisfaction.

*Send in Your Orders*

# D. HATTON CO.

Established 1874

MONTREAL, QUE.



## Help beat the Hun!

We here in Canada can materially assist the cause our boys are fighting for by doing our utmost to conserve the nation's meat supplies.

And this meat abstention is a pleasant duty rather than a hardship when we substitute the delicious sea foods put up under the well-known

### Brunswick Brand

Get your customers acquainted with these appetizing and wholesome sea foods. Get them to try out Brunswick Brand and your stock will quickly need replenishing. You will thus be building up a bigger business and at the same time doing a great deal towards the success of food conservation.

Here's the Brunswick Brand list:

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



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

**I**T will pay you, as a distributor of food products, to specially recommend to your customers those goods which will give them the most food value for the money they spend.

No other product on the market will do such ample justice to your recommendation as Bowes Peanut Butter.

**PUSH IT—PROFIT BY IT.**



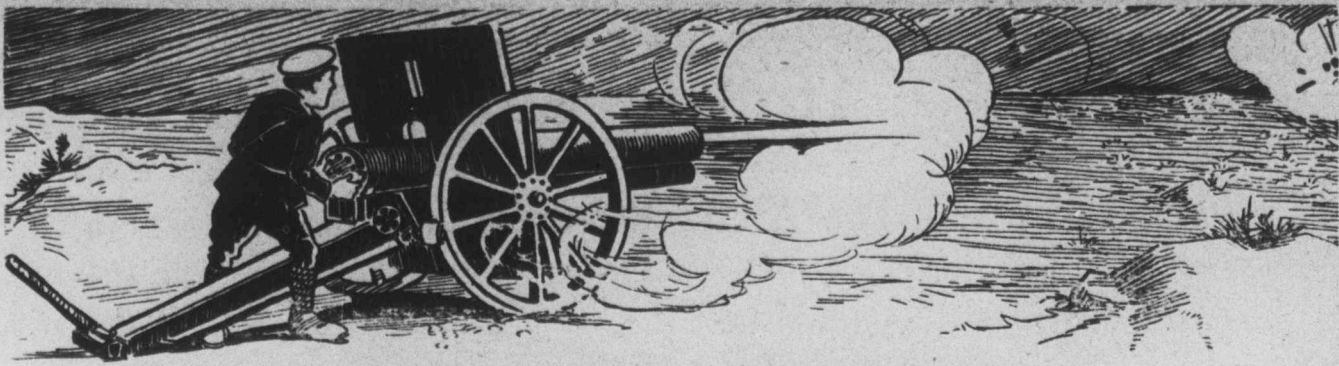
**Every customer will like Indian Chief Brand Clams**

The high-grade goodness of these delicious Clams will win you the trade of the most discriminating.

Being put up the day they are taken from the clam beds and sealed without solder or acid, Indian Chief Brand Clams are positively pure and always worthy of a strong recommendation.

*If you're not already pushing this quick-selling line, begin now.*

**SHAW & ELLIS**  
POCOLOGAN, N.B.



# BANG!

## 100,000 Genuine Dressed Qualla Salmon (with a Good Mixture of Salmon)

at

### Producers Prices

Case Lots, 300 pounds	-	14	cents
100 pound lots	- - -	14½	"
Smaller lots	- - -	15	"

Order now before they go. Lenten demand will stiffen prices. Everybody is eating fish. Try us for all kinds.

**PHONE**

**WRITE**

**WIRE**

PRICES SUBJECT TO GOODS BEING UNSOLD

## J. Bowman and Company

Wholesale Fish

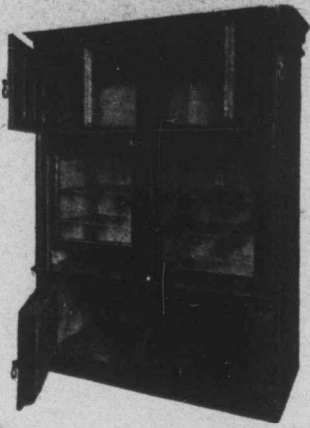
Not the Biggest but the Best

66 Jarvis Street, Toronto, Ont.

Port Arthur, Ont.

Montreal, Que.

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



## It Increases Sales

The better display of dainty produce, fresh, ripe fruits or cooked meats that

### The Arctic Refrigerator Silent Salesman

makes possible will bring a quicker turnover and more all round satisfaction.

The Arctic Catalog with full particulars of this and our other refrigerators will be mailed you on request.

**John Hillock & Co., Limited, Toronto**

## Bristol, Somerville & Co., Hamilton

[Formerly Geo. E. Bristol & Co.]

We offer specials in Brooms and Peanut Butter.

We recommend buying of Spices, Baking Powder, Extracts, Teas. Prices must go higher.

**Bristol, Somerville & Co., Hamilton**

### NO MONEY IN SUGAR BUT PROFITS IN RAISINS

Every time you sell a pound of sugar you perform practically a free service. Moreover, we are all urged to save sugar.

#### LET SUN-MAID RAISINS SUPPLY SUGAR

Every time you sell a package of Sun-Maid Raisins you make a good profit, and perform a real service. Because the sugar in raisins takes the place of white sugar. Tell your women patrons to cook raisins with plain foods; with rice, breakfast foods, corn bread and other war-time dishes.

Let raisins take the place of sugar—they increase food value and add flavor.

#### OUR ADVERTISING HELPS YOU SELL

Look at the powerful Sun-Maid advertisements in national magazines. All these ads are written to help you sell more raisins. Our interests are the same: We want to sell raisins and so do you.

#### VICTORY PENNY-BUNS

These delicious, war-time dainties are being made by bakers everywhere. If you handle bread, be sure to have your baker keep you supplied with Victory Penny-Buns, the war-time treat. A mere suggestion sells them.

**California Associated Raisin Co.**  
Membership 8,000 Grocers  
FRESNO, CAL.



## MELROSE'S TEAS

The distinctive character and outstanding quality of Melrose's Teas have won for them a high place in the estimation of discriminating users throughout Canada. The war situation, however, overrules everything just now, and it is a matter of regret to us that the inevitable prohibition of exports of Tea from the United Kingdom prevents the usual buyers receiving their regular supplies.

Immediately on the return to usual conditions Melrose's Teas will be put again on the Canadian Market and a great development of business is confidently anticipated.

### ANDW. MELROSE & CO.

Tea Merchants to the King  
EDINBURGH, SCOTLAND

Agents for Canada—Wm. H. Dunn, Ltd., 180 St. Paul St. W.  
MONTREAL

## What Three Canadian Brothers Fighting in France Write to Their Parents

From letters of three brothers fighting in France

"Thank you very much for parcel No. 903, which I got yesterday. The cake was fine and in the best of condition, also the chocolate, which beats anything obtainable here. The G. Washington's Coffee, with the milk and sugar, I am saving for the trenches, as it is worth its weight in gold there now, especially as the weather is getting colder."

"Thanks for the G. Washington's Coffee. It is certainly very welcome. I made some of it to-day and enjoyed it, so did the other fellow, as he made away with all the first lot I made, so I made some more for myself."

"The contents of the parcel were all there and in fine condition. I enjoyed everything so much that I cannot praise any particular thing but the malted milk tablets and the G. Washington's Coffee, as we can generally boil a tin of water and make coffee, and if not that then the malted milk tablets come in handy. We can nearly always boil water for coffee, but cannot do much else in that line."

"Thanks so much for the news parcel which I received in very good shape. The 'Populars' are all the rage around here and the boys certainly appreciate them, also the coffee. Those are the two things we appreciate as well as any, but everything in a parcel is most heartily welcome."

"I received the parcel containing the four cakes of soap and one large can of G. Washington's Coffee and one small can. It is going fast and I hope that Mark and Claude are finding it as good as I am."

"I can assure you the G. Washington's Coffee comes in very handy here, as we are now in the line, or near it. There is little chance of us being always calling on the rations, and it comes in handy."

With G. Washington's Refined Coffee in his kit, the soldier can serve himself a good cup of coffee wherever water, either hot or cold, is available. It dissolves instantly in either. A dollar can provides the soldier with coffee three times a day for thirty days.

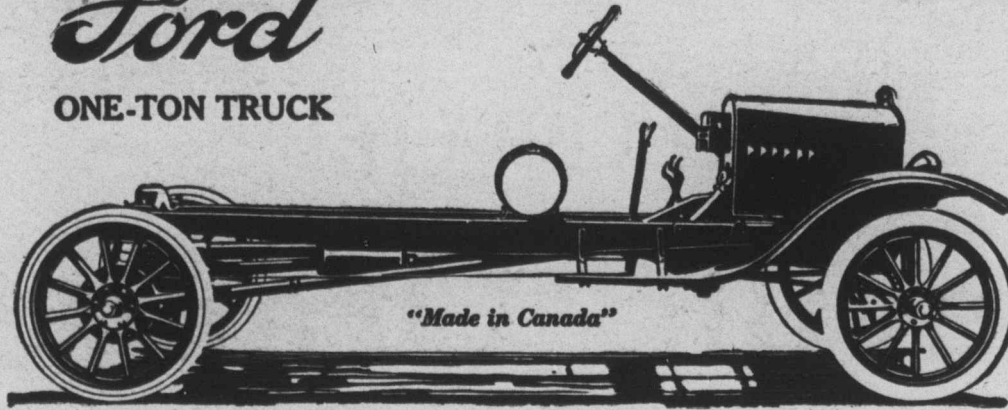
**Delicious without milk—relieves fatigue and tired nerves.**

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

# For Ton Trucking Purposes

*Ford*

ONE-TON TRUCK



**B**USINESS men everywhere who have hauling or delivering problems to consider—whether operating a wholesale business, a retail store, or a farm—will welcome the arrival of the Ford One-Ton Truck.

PRICE

**\$750**

F. O. B.

FORD, ONT.

**Supplied as chassis only**

Heretofore, the Ford user who wanted to carry loads up to a ton found it necessary to get one of several special attachments or extensions which were on the market. Now the standard Ford truck is available—a car that can withstand the drudgeries of commercial use, and yet lacks superfluous weight, and is easily handled.

The truck differs from Ford passenger cars in that it is specially designed throughout in proper pattern and strength for heavy-duty service. It has a final drive of the worm gear type, so that all gears are enclosed. Rear wheels are equipped with solid tires. Front tires are pneumatic. Standard Ford motor, transmission and ignition.

The largest truck and automobile company in the British Empire, with an organization of more than 700 Canadian dealers stands back of every Ford truck purchased.

*See any Ford Dealer in Canada, or write for a catalog*

**Ford Motor Company of Canada, Limited**  
**Ford, Ontario**

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



# WAGSTAFFE'S

CELEBRATED

## Seville Orange Marmalade

*NEW SEASON,  
1918.*

*Now Ready for Delivery.*

# WAGSTAFFE, LIMITED

HAMILTON, CANADA

# The Very Last Word In Scales

—of course it's a Dayton!

We gave the world the first successful beam scale of the price-indicating type.

Since that time we have continuously advanced and improved our models. To-day we assert, with confidence, that the Dayton Automatic Weight and Price Registering Scale here illustrated is the last word in modern scale efficiency.

No merchant who has experienced the comfort and satisfaction of having one of these scales upon his counter would be without it.

The automatic registering of weight and price absolutely prevents all disputes. It insures complete satisfaction to the customer and gives a square deal to the merchant.

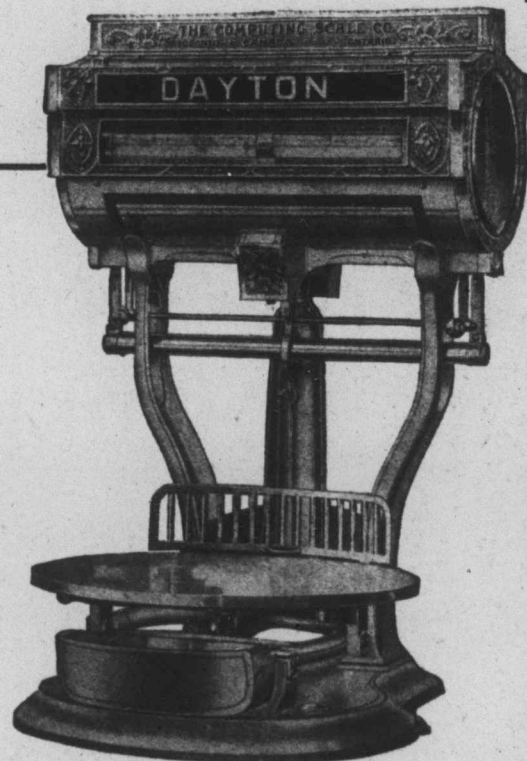
By merely placing the goods upon

the platform, the correct weight and value, including fractions of a cent, are instantly shown.

From three to twelve months is all the time a Dayton Automatic Scale needs to pay for itself in your store. After that it's a perpetual money-maker. We know that because our customers tell us so.

If it wasn't so, we could not have sold over four hundred and seventy-five thousand Dayton Automatic Scales.

If you haven't a Dayton on your counter you can't be sure of getting **all** your profit. Remember, mistakes in weight come out of your profits—nowhere else!



War-time efficiency demands the use of a Dayton Automatic Scale in your store. Let us send you particulars to-day.

With this scale you see the correct weight and value—your customer sees the correct weight. All at a glance!

## DAYTON COMPUTING SCALES

Royce and Campbell Avenues,  
TORONTO, ONT.

LESLIE A. DAVIDSON, Sales Manager

*The International Business Machines Co. Limited, Toronto, Frank E. Matton, Vice President and General Manager, Manufacturers Dayton Scales, International Time Recorders and Hollerith Electric Tabulating Machines.*

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

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



We are offering the best value in Rice on the Canadian market to-day.

**Charbonneau**

*The name that stands for Purity and Quality in Biscuits and Confectionery*

Are you displaying **IMPERIAL Maple Cream Butter?**

**CHARBONNEAU LIMITED**

330 Nicolet Street - MONTREAL

DISTRIBUTORS:—Ontario: C. Morris & Co., Toronto; Ottawa and District: H. D. Marshall, Ottawa; Winnipeg: The Robt. Gillespie Co., Winnipeg.

Some Grocers Are Selling Large Quantities of

**POPULAIRE'S EGG POWDER**

You Can Do The Same

Good Profits—Ready Sales

WRITE FOR PRICES

**Imperial Co., Reg'd**

645 St. Valier St. Quebec, P.Q.

**CALIFORNIA FRUIT CANNERS ASSOCIATION**

**CALIFORNIA RIPE OLIVES DEL MONTE BRAND**

- Size—  
2 1/4-quart Tall Cylinder Can  
No. 1 Pint Cylinder Can.....  
No. 16 Jar.....  
No. 4 Jar.....  
No. 10 Can.....

**YUBA BRAND**

- 2 1/4-quart Tall Cylinder Can..  
No. 1 Pint Cylinder Can....  
No. 10 Can.....  
Picnic Can.....

**BORDEN MILK CO., LTD. CONDENSED MILK**

Terms net 30 days

- Eagle Brand, each 48 cans..\$8 75  
Reindeer Brand, each 48 cans 8 45  
Silver Cow, each 48 cans... 7 90  
Gold Seal, Purity, each 48 cans 7 75  
Mayflower Brand, each 48 cans 7 75  
Challenge Clover Brand, each 48 cans ..... 7 25

**EVAPORATED MILK**

- St. Charles Brand, Hotel, each 24 cans .....\$6 40  
Jersey Brand, Hotel, each 24 cans ..... 6 40  
Peerless Brand, Hotel, each 24 cans ..... 6 40  
St. Charles Brand, Tall, each 48 cans ..... 6 50  
Jersey Brand, Tall, each 48 cans ..... 6 50  
Peerless Brand, Tall, each 48 cans ..... 6 50  
St. Charles Brand, Family, each, 48 cans..... 5 50  
Jersey Brand, Family, each 48 cans ..... 5 50  
Peerless Brand, Family, each 48 cans ..... 5 50  
St. Charles Brand, small, each 48 cans ..... 2 60  
Jersey Brand, small, each 48 cans ..... 2 60  
Peerless Brand, small, each 48 cans ..... 2 60

**CONDENSED COFFEE**

- Reindeer Brand, "Large," each 24 cans ..... 5 75

- Reindeer Brand, "Small," each 48 cans ..... 6 00  
Regal Brand, each 24 cans... 5 40  
Cocoa, Reindeer Brand, large, each 24 cans ..... 5 75  
Reindeer Brand, small, 48 cans 6 00

**CARNATION MILK PRODUCTS CO., LTD.**

All points east of and including Fort William, in Ontario, Quebec and Maritime Provinces.

**EVAPORATED MILK**

- Per case  
Carnation, 16-oz. talls (48 cans per case) .....\$6 40  
Carnation, 6-oz. baby (96 cans per case) ..... 5 40  
Canada First, 16-oz. talls (48 cans per case) ..... 6 25  
Canada First, 6-oz. baby (48 cans per case) ..... 2 60  
Canada First, 12-oz. family (48 cans per case) ..... 5 50  
Canada First, 32-oz. hotel (24 cans per case) ..... 6 15

**GELATINE**

- Knox Plain Sparkling Gelatine (2-qt. size), per doz..... 1 75  
Knox Acidulated Gelatine (lemon flavor), 2-qt. size, per doz. .... 1 85  
Cox's Instant Powdered Gelatine (2-qt. size), per doz... 1 35  
W. CLARK LIMITED MONTREAL

- Assorted meats, 1s. \*\$4.25.  
Compressed Corn Beef—1/4s. \*\$2.90; 1s. \*\$4.25; 2s. \$9; 6s. \$34.75; 14s. \*\$75.  
Lunch Ham—1s. \*\$4.25; 2s. \$8.  
Ready Lunch Beef—1s. \*\$4.25; 2s. \$9.  
English Brawn—1/4s. \$2.50; 1s. \$3.50; 2s. \$8.50.  
Boneless Pigs' Feet—1/4s. \$2.50; 1s. \$3.50; 2s. \$8.50.  
Roast Beef—1/4s. \$2.90; 1s. \$4; 2s. \*\$8.85; 6s. \$34.75.  
Bollid Beef—1s. \$4; 2s. \$8.85; 6s. \$34.75.  
Jellied Veal—1/4s. \$2.90; 1s. \$4.25; 2s. \$9.  
Corned Beef Hash—1/4s. \$2; 1s. \$3.50; 2s. \$8.50.  
Beefsteak and Onions—1/4s. \$2.90;

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

When you say "Gold Dust," does anyone ever ask, "What is it?"



MADE IN CANADA



THE N.K. FAIRBANK COMPANY LIMITED MONTREAL

Let the GOLD DUST TWINS do your work.



TRADE MARK

### The Factory Behind Our Trade-Mark

From a humble beginning 59 years ago in a small shop, about 12 ft. by 18 ft., we have yearly increased our capacity and manufacturing facilities to the magnificent modern, white tile and terra cotta building shown above—the largest factory of its kind in Canada or America.

It's worth something to you to be able to offer your customers soda biscuits manufactured in this bright, clean, scientifically-ventilated factory that is praised by pure food experts from all parts of the continent.

# McCormick's

JERSEY CREAM

## Sodas

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.

Makers also of McCormick's Fancy Biscuits.

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



## Marsh's Grape Juice

Asked for by particular people everywhere. Are you selling it?

**The Marsh Grape Juice Company**  
Niagara Falls - Ontario

**MacLaren Imperial Cheese Co., Ltd.**  
Ontario Agents

**Rose & Laflamme, Ltd.**  
Montreal, Que.



## Customer Makers

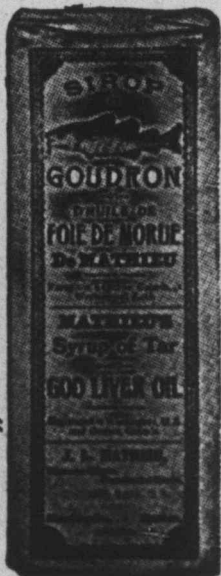
The dependability, the guaranteed goodness of Mathieu's "Syrup of Tar" and Mathieu's "Nervine Powders" have made them good sellers and profit makers wherever shown. Try a little display today and you'll find them all we claim and more.

**J. L. Mathieu Co.**

Proprietors

Sherbrooke

Quebec



## Quality plus Pre-war Prices

That's the matchless selling combination we offer you in

**HOLBROOKS IMPORTED Worcestershire Sauce**

There's customer satisfaction in every bottle you sell.

Here are some more excellent quick sellers—Imported English Malt Vinegar, Sardines, French Olive Oil and Custard Powder—every one of first class quality.

## ROSE'S LIME JUICE

should be on every dealer's counter.

A favorite 50 years ago it is still unsurpassed as a matchless Non-alcoholic Drink.

Try a display of Rose's Lime Juice to-day. Tell your customers about it. Get them acquainted with its splendid good qualities and you'll win many repeats.

**HOLBROOKS, LTD.**  
DOMINION AGENTS  
Toronto & Vancouver

# Lent Starts Feb. 13th

While Lent this year will not make so much difference in the sale of fish, there are some who use it entirely as a meat food through this period. The high price of meat and eggs have convinced the public of the genuine saving by using *more fish*. Consequently sales have been very heavy all winter. We have complete stocks of

Qualla Salmon, Halibut, Whitefish, Frozen Lake Herrings, Sea<sup>3</sup>Herrings, Smelts, Flounders, Pike, Pickerel, Tulibeas, Haddock and Cod.

Smoked Ciscoes, Haddies, Fillets. Special Car Shrimps in tins.

Pickled, Fresh Water Herrings and Labrador Herrings.

*YOUR ORDERS PROMPTLY EXECUTED.*

## WHITE & CO., LIMITED

Wholesale Fish Dealers

Fish Phone: Main 6567 Front and Church Sts., TORONTO

### California Navels

and

### Florida Oranges

Arriving regular. Finest quality and good sizes.

Also

### California Celery

Extra Fancy

### Grape Fruit

Fresh Car Extra Fancy

### King Apples

*Send us your orders and receive prompt attention*

**HUGH WALKER & SON**

GUELPH, ONTARIO

Established 1861

### APPLES

With high-priced Oranges this spring Apples will be heavy sellers.

#### REMEMBER

You can draw on us for a bountiful supply of good varieties.

#### Fine Northwestern Fruit in Boxes

Every Apple Extra Fancy and wrapped to protect from dirt or disease. Finest Eating Quality.

#### All the Best Kinds of Apples

from Michigan, Nova Scotia and Ontario. Fancy Kings, Starks, Baldwins and other varieties.

#### CALIFORNIA ORANGES

will run large sizes, mostly 100's and 126's.

#### FLORIDA PINEAPPLE ORANGES

Beautiful, juicy, high-colored fruit. DESIRABLE SIZES.

#### CALIFORNIA CELERY

We have car Extra Fancy. Best Sizes. Now Rolling.

Everything in Fruit and Vegetables.

*Send Us Your Orders.*

**DUNCANS, LIMITED**

North Bay, Sudbury, Cobalt, Timmins

Get stocked now with  
**Mackay's  
Pearl Barley Flour**

This is a delicious, nourishing **BARLEY FOOD** that's easy to sell and certain to satisfy.

For Infants, Invalids and Aged People it is particularly suitable. The nursing mother's best friend.

Very desirable in the kitchen for thickening soups and gravies. Gives them a delightful flavor.

It's the real **MacKay.**

If your wholesaler hasn't got MacKay's, write to-day to



Recommended by Dr. McGill, the Dominion Chief Analyst, Ottawa.

**John MacKay Co., Limited**  
BOWMANVILLE, ONT.

Only Exclusive Pot and Pearl Barley Mill in Canada

**NORWEGIAN  
SARDINES (STYLED  
SMOKED  
SILD)**

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



**A/s NORWEGIAN CANNERS' EXPORT OFFICE**  
Stavanger (Norway)

Apply: **STANDARD IMPORTS, LIMITED, Montreal**

**INDEX TO ADVERTISERS**

<b>A</b>		Lalonde, A. ....	10
Ackerman, H. W. ....	10	Lambe, W. G. A., & Co. ....	10
Acadia Sugar Refining Co., Ltd. ....	6	Lemon Bros. ....	60
		Litster Pure Food Co. ....	13
<b>B</b>		Loggie, Parsons ....	10
Bain, Donald H., Co. ....	9	<b>M</b>	
Baker, Walter, & Co. ....	60	MacCallum, G. B. ....	11
Benedict, F. L. ....	56	Maciver Bros. ....	48
Betts & Co. ....	Inside front cover	Mackay Co., Ltd., John ....	62
Borden Milk Co. ....	1	Magor, Son & Co., Ltd. ....	18
Bowes & Co. ....	50	Mann, C. A., & Co. ....	56
Bowman, J., & Co. ....	51	Marsh Grape Juice Co. ....	58
Bristol, Somerville & Co. ....	52	Mathieu, J. L., Co. ....	58
Brooks Barley Food Co. ....	2	McCabe, J. J. ....	61
<b>C</b>		McCaskey Systems ....	64
Cal. Associated Raisin Co. ....	52	McCormick Mfg. Co. ....	57
Canada Nut Co. ....	8	Melrose, Andrew, & Co. ....	52
Canadian Salt Co. ....	13	Millman, W. H., & Sons ....	10
Canadian Woodenware Co. ....	12	Mount Royal Milling Co. ....	14
Charbonneau ....	56	<b>N</b>	
Chisholm Milling Co. ....	6	Nagle, H., Co. ....	64
Clark, W., Ltd. ....	7	Norwegian Canneries ....	62
Cockburn, F. D. ....	8	<b>O</b>	
Connors Bros. ....	50	Oakeys ....	56
<b>D</b>		<b>P</b>	
Dayton Scale Co. ....	55	Patrick, W. G., & Co. ....	3
Dominion Cannery ....	15	Pennock, H. P. ....	8
Dominion Glass Co. ....	18	Perry, H. L., & Co. ....	8
Duncans, Ltd. ....	61	Pullan, E. ....	56
<b>E</b>		<b>R</b>	
Eckardt, H. P., & Co. ....	59	Red Rose Tea Co. ....	17
Edwards, W. C. ....	64	Rock City Tobacco Co. ....	Inside back cover
Elliot, W. F. ....	10	Rose & Lafamme, Ltd. ....	11
Egg-O Baking Powder Co. ....	16	<b>S</b>	
El Roi-Tan Co. ....	10	St. Lawrence Sugar Co. ....	Inside front cover
Escott, W. H., Co. ....	9	Sarnia Barrel Works ....	56
<b>F</b>		Scott-Bathgate Co., Ltd. ....	8
Fairbank, N. K., Co., Ltd. ....	57	Shaw & Ellis ....	50
Fearman, F. W., Co. ....	48	Smith, E. D., & Sons ....	5
Ford Motor Co. ....	53	Spratts ....	Inside back cover
Freeman & Shelly ....	11	St. Williams Preserves ....	4
Freeman, The W. A., Co. ....	48	<b>T</b>	
Furnivall-New, Ltd. ....	11	Tanguay, A. T., & Co. ....	11
<b>G</b>		Thompson, G. B., & Co. ....	9
Genest, J. R. ....	11	Tobin, J., & Co. ....	68
Gillespie, Robert, & Co. ....	9	Toronto Salt Works ....	10
Grant, C. H. ....	9	Trent Mfg. Co. ....	56
Griffiths, Geo. W., & Co., Ltd. ....	9	Turton, J. E. ....	11
Guelph Soap Co. ....	13	<b>V</b>	
<b>H</b>		Volpeek Mfg. Co. ....	64
Halton, D., Co. ....	49	<b>W</b>	
Hamblin-Breton Co., Ltd. ....	10	Walker, Hugh, & Son ....	61
Hargreaves, Canada, Ltd. ....	16	Washington, G., Coffee Sales ..	52
Hart, C. B., Reg. ....	11	Watford Mfg. Co. ....	60
Heinz & Co. ....	16	Watson & Truesdale ....	9
Hillock, John ....	52	Welch Grape Juice Co. ....	Front cover
Holbrooks, Ltd. ....	54	Wethey, J. H., & Co. ....	60
Ho-Mayde Prod. Co. ....	64	White & Co. ....	61
<b>I</b>		White, F. J. ....	10
Imperial Co., Regd. ....	56	Woods, Walter, Co. ....	Inside back cover
Imperial Extract Co. ....	2	<b>Back cover</b>	
Imperial Rice Milling Co. ....	56		
Independent Metal Co. ....	64		
<b>J</b>			
Jarvis, F. S., & Co. ....	2		
Jeffries, E. W. ....	3		
<b>K</b>			
Kearney Bros. ....	12		
<b>L</b>			
Lake of the Woods Milling Co. ....	Back cover		

# Wanted

## CLASSIFIED ADVERTISING

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

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

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

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

### BUSINESS FOR SALE

**GENERAL STORE BUSINESS FOR SALE AS** a going concern carrying a stock of \$25,000, and doing a good business, situated in a thriving village in Western Ontario; good brick building also for sale, or to rent; best reasons for selling; owner will leave \$10,000 in the business at 6% interest. Apply, Box 276, Canadian Grocer.

**GROCERY BUSINESS, TORONTO, FIVE** thousand dollars, doing fifty thousand yearly; established 20 years. Genuine paying business. Apply, Box 275, Canadian Grocer.

**FIRST CLASS GROCERY BUSINESS FOR** sale. Also two stores, four floors, suitable for use as stores or as manufacturing or wholesale plant in estate of late R. T. Craig, Truro, Nova Scotia. Apply to Bertha K. Craig, Box 326, Truro, N.S.

**FOR SALE—ESTABLISHED GROCERY BUSI-**ness of over forty years' standing, in good live town, population eight thousand; railway divisional point; annual turnover fifty thousand dollars; stock and fixtures seven thousand dollars; good opening for right man. Apply Box 279, Canadian Grocer, Toronto.

### AGENTS WANTED

**TRAVELLERS—GOOD SIDE LINE, SOLICIT** from merchants accounts for us to collect. Reliable agency. Nagle Mercantile Agency, Westmount, Que.

## HELP WANTED

**WANTED — BUTCHER, MUST BE GOOD** counter man and a first-class sausage maker. P. Harvey & Co., Windsor, Ont.

## POSITION WANTED

**THOROUGHLY EXPERIENCED GROCERY** man, married, ten years retail trade, desires travelling position. Apply Box 277, Canadian Grocer.

## LINES WANTED

**GROCERY TRAVELLER, WORKING EVERY** store on Prince Edward Island monthly, wants side lines on commission. Apply Box 12, Charlottetown, P.E.I.

## FIXTURES WANTED

**WANTED — A USED DISPLAY REFRIGERA-**tor for meats—must be up-to-date and a bargain. J. A. Mulligan, Wardsville, Ont.

## AGENCIES WANTED

**ON ACCOUNT OF PROHIBITION COMING** into force on the 1st May I have had to relinquish several good liquor agencies, and am now open for some new agencies. Anything to sell the Wholesale Provision Merchants and Wholesale and Retail Grocers. Albert Dunn, 17 Sault-au-Matelot Street, Quebec.

**WANTED AT ONCE, BY TRAVELLER WITH** good connection, covering Maritime Provinces; one who can give results. Agencies on commission with reliable concerns. Box 278, Canadian Grocer, Toronto.

## FIXTURES FOR SALE

**GREAT BARGAIN—LATEST MODEL CASH** registers for sale; perfect order; machines worth \$750 to \$900. Machines can be seen at Loblaw's Stores, Ltd., 895 Queen St. East, Toronto.

## MISCELLANEOUS.

**GROCERS—INCREASE YOUR PROFITS** selling Neal's Bread; shipping service unexcelled (Western Ontario delivery only); four factories: Windsor, London, Sarnia, St. Thomas. Neal Baking Co.

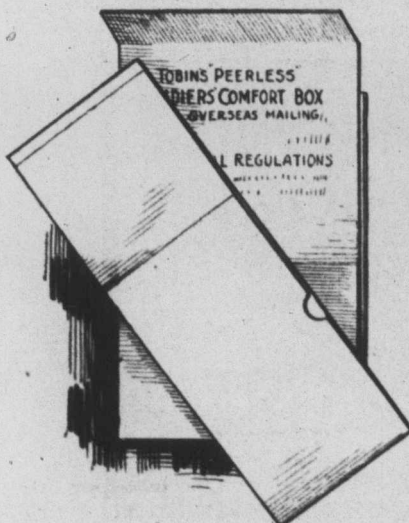
## GOODS FOR SALE

**ARE YOU OVERSTOCKED IN SOME LINES** which do not move rapidly in your locality and you desire to clear them out? There may be some other locality where these goods are selling. Canadian Grocer has thousands of good grocers on its list, and here is the chance to speak to them at a very low cost. Try a condensed ad. in Canadian Grocer. Rates payable in advance, 2 cents per word first insertion and 1 cent per word each subsequent insertion, with 5 cents per insertion extra for box number.

## POSITION VACANT

**MR. CLERK, YOU WANT TO BETTER** yourself. You may want a broader experience than you are getting now. Perhaps you want to enter a new field and desire to form connection with firms of established reputation. Others are using to good advantage Want Ad. page in Canadian Grocer. You can do the same. Rates, payable in advance, 2 cents per word first insertion and one cent per word for each additional, with charge of five cents extra per insertion for Box Number.

**MAYBE YOU HAVE A GOOD, WORTHY** line which hasn't just the distribution that you think it should have, and would have, if introduced properly. One way to introduce it is to appoint some well-known hustling men in each locality to represent you. But it's sometimes difficult to get the right men. A condensed ad. in CANADIAN GROCER may be just the thing to help you secure these men. Rates payable in advance, are 2 cents per word first insertion, and 1 cent per word each additional, with charge of 5 cents extra per insertion for Box Number.



## HIGH-GRADE SPECIALS IN OVERSEAS TRADE

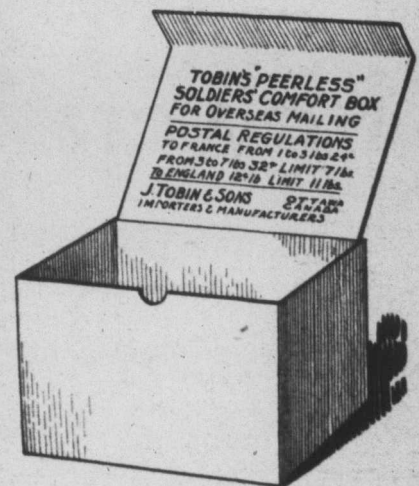
### Tobin's "Peerless" Overseas Mailing Boxes, etc., etc.

FRIENDS and RELATIVES know these boxes so well that they buy them in thousands every day. They have stood the test so many times, and brought back scores of souvenirs of the battlefield, that they have become a by-word of excellence, and nothing else will do.

They are the best mailing boxes on the market. They are "TOUGH AS LEATHER — LIGHT AS A FEATHER." Strongly recommended by our postal authorities, because they are so easily packed and examined if necessary. AND — the boys get these boxes. 2 sizes, France and ENGLAND.

Are you getting any of this trade, Mr. Merchant. If not, GET BUSY and write J. TOBIN & SONS, OTTAWA, ONT. They are keenly alive to your wants or enquiries, whether by mail, phone or wire. Circular for the asking, with other trench specialties.

**J. TOBIN & SONS, Ottawa, Ont.**





# Buyers' Guide

## FOR SALE

CHOICE DRESSED POULTRY,  
SELECTED EGGS, OLEOMARGARINE,  
CHOICE DAIRY BUTTER.

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

## BARRELS

(The best shipping package.)

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

THE SARNIA BARREL WORKS, SARNIA, ONT.

30 DOZ. CASE FILLERS  
ONE DOZ. CARTON FILLERS  
1/4-INCH CUSHION FILLERS  
CORRUGATED FLATS

THE TRENT MFG. CO., LTD.  
TRENTON ONTARIO

## HO-MAYDE BREAD IMPROVER

Makes bread of better color and quality. Means a larger loaf. It makes the sponge rise sooner, even if chilled. We are inundated with letters from housewives who want it. YOU supply them. Sells in 15c packets.

Makers Western Agents  
Ho-Mayde Products Co. C. & J. Jones  
TORONTO WINNIPEG

## SUCHARD'S COCOA

The Highest Quality  
Most Reasonably Priced  
"Quality" Cocoa.  
On Sale Anywhere.

FRANK L. BENEDICT & CO.  
Agents Montreal

## LARGEST CANADIAN DEALER

ADEL 760 WASTE PAPER  
E. PULLAN TORONTO

## SPOT CASH


FOR  
Tea LEAD

SHIP AT ONCE  
INDEPENDENT METAL  
COMPANY, Limited

175 King St. East  
TORONTO

Long Distance Phone, Main 2378

OAKLEY'S KNIFE POLISH



JOHN OAKLEY & SONS, LIMITED  
LONDON, S.E. 1, ENGLAND

### AGENTS:

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

VOL-PEEK  
WILL STOP THE LEAK



## People in Your Town Have Leaky Kettles

They'll buy "VOL-PEEK" on sight because it makes a \$1 leaky kettle as water-tight as new.

It is like a stiff putty, easily applied with the fingers; hardens in two minutes.

Comes in attractive display stands which will attract the attention of your customers. Sells quickly and gives you a good profit. From your wholesaler, or write us direct.

H. NAGLE & CO.  
Box 2024 MONTREAL

15cents



## "McCASKEY" Account Systems

For Every Business.

Send for booklet—

"A Credit Plan that Works."

McCaskey Systems  
Limited

245 Carlaw Ave., - Toronto

We manufacture the highest grade

## CANNING BOXES in Canada

Write for prices.

W. C. Edwards & Co., Limited  
OTTAWA, ONTARIO

# KING GEORGE'S NAVY

CHEWING  
TOBACCO

will get you the tobacco trade

There is a distinctively different "flavor" to every chew of King George's Navy that captivates the taste of discriminating "chews."

That's why selling it is so very worth while. It gets the dealer the tobacco trade and it holds it, too.

You're selling King George's Navy, of course?



Rock City Tobacco Co., Ltd.

## The Submarine Menace

necessitates the prohibition of export of all foodstuffs from the United Kingdom.

## SPRATT'S DOG CAKES

*Poultry Foods, Canary  
and Parrot Mixtures*

pending the removal of the embargo, can be obtained from

**SPRATT'S PATENT (America) LTD.**  
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited,  
24-25, Fenchurch Street, E.C. 3.

When in need of

Wrapping Paper  
Twines & Cordage

**B**rooms  
Brushes  
Baskets

Grocers' Sundries

Walter Woods & Co.  
Hamilton & Winnipeg

# War Flour Good Flour

By CARO M. BROWN

*Chemist - Lake of the Woods Milling Company, Limited*

**I**N THE interest of Food Conservation, it has been proved most economical to insist upon a standard loaf of bread from all bake-shops, and this is only possible when a Standard Flour is manufactured. In order to effect this standardization of flour all over Canada, the Government requires that the mills make not less than 74 per cent. flour from wheat, that is, 74 pounds of War Flour is to be made from 100 pounds of wheat. This is only very slightly more than most mills are already extracting.

## *Not "Graham" Flour*

The slight increase of flour extracted is true flour, and not Bran or Shorts. Formerly this slight amount of flour had been allowed to go into the feeds for animal consumption, but when every grain of wheat counts as it does now, this is too extravagant a practice. There need be no apprehension as to the quality of Government Regulation flour. It is NOT "Graham," nor even so-called "Whole-wheat" flour, and it is NOT flour mixed with Bran or Shorts. It is simply pure flour as taken from the wheat berry, purified and sifted exactly as in the past; but, instead of several grades, such as FIVE ROSES, HARVEST QUEEN, LAKEWOODS, etc., being separated, all the flour is now blended together and only one brand will be on the market.

## *Colour More Creamy*

The War Flour has not quite the white colour of FIVE ROSES, but for all practical uses it will give identical results in baking. Flavour, texture, general appearance and nutritive value will not be impaired in any way.

## *Good Baking Results*

Foreseeing that some regulation of this sort was imminent, we have been trying out in our laboratory recipes for Bread, Cakes and Pastry, using the new "War Flour," our idea being to ascertain if any modification of present methods should be adopted. There need be no fear that the new flour will make unpalatable bread, cake or pastry. We were more than pleased with the results, and found that for bread no variation seemed necessary.

## *Suggestions for Your Customers*

In making pie crust and puff paste, we have obtained the best results by using slightly less water than with FIVE ROSES. The crust was flaky, crisp and well-flavored. For cake, we followed exactly the same recipe in using FIVE ROSES and the War Flour; the cake from the War Flour was equal to that from FIVE ROSES in lightness and texture, was excellent in flavour and of a rich, creamy colour.

The War Flour being rich in gluten, care should be taken in making baking-powder biscuit and pastry not to work or handle it any more than is absolutely necessary, as this toughens the gluten, resulting in a texture less tender and flaky.

## LAKE OF THE WOODS MILLING COMPANY LIMITED

MONTREAL

Makers of FIVE ROSES Flour

WINNIPEG

**FIVE ROSES IN KHAKI**—To conserve wheat, so essential to the Allied Cause, your favorite brand is now being milled according to Government Regulation. But the name "FIVE ROSES" which, for over a quarter century, has been a positive assurance of quality, is still your protection. Users of "FIVE ROSES Government Grade" Flour are assured of the best available flour under all conditions. Fortunate possessors of the famous FIVE ROSES Cook Book can bake with the new FIVE ROSES with practically no change in their present recipes and in the certainty of excellent baking results.