

**PAGES
MISSING**

In this Issue—Beginning Series on Commercial Law.

CANADIAN GROCER

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

Vol. XXX

PUBLICATION OFFICE: TORONTO, APRIL 7th, 1916

No. 14

ENO'S "FRUIT SALT"

*will keep your customers in good spirits
—healthy and happy
at all times.*

A Live-Wire Money-Maker for You

Eno's "Fruit Salt," the original and only Fruit Salt, has been on the market for nearly half a century and is used in every civilized country the world over. Every household in your community will be the better for using Eno's "Fruit Salt"—keep your stock to the front, introduce it, show it on your counter and in your windows.

Every first sale is the forerunner of repeats and incidental business in every department of your store.

Keep your stock replenished. Take advantage of our extensive consumer advertising. Order from your wholesaler.

Prepared only by

J. C. ENO, Ltd., "Fruit Salt" Works, London, England

Sold in all the principal towns and cities of Canada

Agents for Canada: Harold F. Ritchie & Co., Limited, 10 McCaul St., Toronto





GOLD DUST SELLS THE YEAR ROUND

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

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

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

THE N. K. **FAIRBANK** COMPANY

LIMITED
MONTREAL

“Let the GOLD DUST TWINS do your work.”

Get this business

Your customers need a nerve remedy, so why not feature

DR. CASSELL'S TABLETS

the thirty-year-old reliable nerve food.

The merits of Dr. Cassell's have been put before the public in a big \$60,000 consumer advertising campaign. That this publicity has borne fruit is evidenced by the fact that the demand is steadily growing.

Dealers stocking this efficient “Nerves” remedy find it one of their most profitable selling lines.

Why not get this trade? A display in your window or on your sales counter will conclusively prove that Dr. Cassell's is a dependable seller.

Start bigger business by ordering a supply to-day.

**Dr. Cassell's Medicine Co., Limited,
Manchester, Eng.**

Agents for Canada : Harold F. Ritchie Co., Limited,
10-14 McCaul St., Toronto



Lantic
Sugar

YOU MAKE MORE MONEY AND YOUR CUSTOMER LIKES IT BETTER

Lantic Sugar comes in 2 and 5-lb. packages, and 10 and 20-lb. bags. You pay for an exact weight and you sell an exact weight.

Lantic
Sugar

The package is much more attractive than a paper bag and much more convenient to handle, and although your customer doesn't get one grain more sugar in our 2-lb. boxes than she does in your 2-lb. bags, *she* is better satisfied and *you* save not only your wrappings, but your time, the loss of *down weight* in weighing from bulk and the occasional breakage of a paper bag.

Pleased customers, a tidier store, employees' time saved for better uses, accident proof packages, a saving of all the little leaks and losses attendant upon handling goods in bulk—these are some of the advantages of handling

Lantic
Sugar

Lantic Sugar

The "All-Purpose Sugar"

The sugar with the red ball trade mark



You know this package

You have known it for years—most of you favorably. Well, we are doing a good deal of advertising now which we believe is going to make this package as

familiar to the public

as it now is to you. Watch the newspapers for the advertising which we intend shall help you as much as us.

Meanwhile, how is your stock? A sample sorting order will be promptly filled; or if you prefer, our traveller will take your order when he calls.

The McCormick Manufacturing Co., Ltd.

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

MADE IN CANADA



BEST BY TEST

Placed at the top by the Government Analyst

Convincing proof of our claims that Borden's Milk Products are as perfect as science can produce is contained in Bulletin 305, recently issued by the Department of Inland Revenue, Ottawa.

The Government Analyst, after carefully examining *One Hundred and Seventy-Eight* samples of Evaporated Milk, declares Borden's "Jersey" brand to be the *highest* in Total Solids and Butter Fat Contents.

Mean of 12 samples "Jersey"—Solids 27.14., B.F. 7.67.

The Government Standard is—Solids 26%, B.F. 7.20, but *all Borden Brands average higher than the Government Requirements.*

Is it any wonder then that Borden's Milk Products are satisfying the most particular trade? You can confidently recommend every Borden line—Borden Quality never disappoints.

Look over your Stock and put Borden's to the fore in your window and counter displays.

BORDEN MILK COMPANY

"Leaders of Quality"

MONTREAL

BRANCH: No. 2, ARCADE BLDG., VANCOUVER



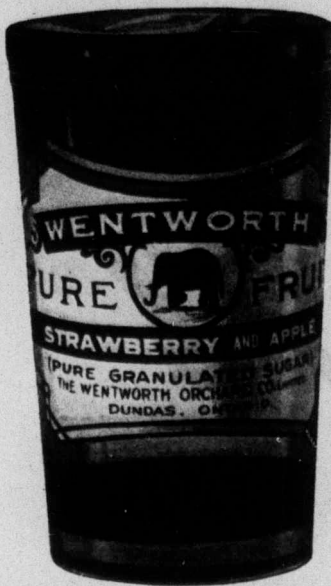
CENTURY SALT

Century salt put the cents in the profits

Century Salt is not combined with cheap ingredients; the housewife gets full value for her money. Pure Salt goes further and gives infinitely better results.

Century Salt is refined and purified to the last degree. The dealers who handle get the profits.

THE DOMINION SALT CO LIMITED
SARNIA, ONT.



The 10c. Article is the Seller

Quick action
Quick returns
the aim of the up-to-date grocer

This is the season for jam.

Give it prominence in your counter display.

A Grocer will sell a dozen 10 cent jars where the larger-sized jars will decorate his shelves for months.

The Wentworth Orchard Co.
Hamilton and Toronto



The Wayne Side-walk Pump

For Gasoline attracts the Trade and keeps it. You never lose a Customer when using a

WAYNE PUMP

Clean Gasoline, Filtered Gasoline and Correct Measure for Your Customer.

Ask us all about it.

Eastern Agents: C. F. Hohlstein, Montreal, Que. Distributors for Canada: National Equipment Co., Ltd., Toronto. Western Agents: D. J. Austin, Winnipeg, Man.; A. H. N. Kennedy, Medicine Hat, Alta.

WAYNE OIL TANK & PUMP CO., Ltd.
WOODSTOCK ONTARIO



When you sell

HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

You give your customers—
Goods Made in Canada—
from Canadian Materials—
by Canadian Employes.

H. J. Heinz Company

Canadian Factory:—Leamington, Ont.
Warehouse:—Toronto

Salesmanship Makes Profits

Here is a tip

Women like whipped cream for serving on fruits, coffee, etc., but they cannot afford fresh cream—and it sours quickly.

Tell your women customers that by chilling “Canada First” Evaporated she can whip it just like fresh cream.



The Kind You Can
Whip By Chilling
Thoroughly.

Suggest that she try a small tin. It will please her and make a new sale—(profit) for you.

Aylmer Condensed Milk Co., Limited
AYLMER, ONTARIO



HIGHER PRICES!

Spices do not grow in Canada—some are produced in the War area—*ALL* are affected by the increased costs and risks of ocean transportation, to say nothing of the shortage of ships. That is a contingency that no Canadian firm can avoid.

In order to leave our price list undisturbed, it would have been necessary for us either to:

REDUCE THE QUALITY

Or

THE WEIGHTS OF PACKAGES

We have raised our prices instead!

Markets in some lines have more than doubled and as the visible supply of Spices in London and New York is away below normal, prices are likely to go still higher, especially in view of the stringent transportation regulations now being enforced by the British Government.

New price list on request.

WHITE SWAN SPICES & CEREALS, LIMITED, TORONTO, CANADA

PARTNERSHIP NOTICE

Notice is hereby given that the partnership heretofore subsisting between H. N. Kittson and the undersigned H. C. Beckett and J. T. Gillard as Wholesale Grocers, under the name and firm of W. H. Gillard & Co., has this day been dissolved by mutual consent, and that the undersigned have entered into co-partnership as Wholesale Grocers under the same name and style of W. H. Gillard & Co.

Dated at Hamilton this First day of April, 1916.

Witness: (Sgd.) H. C. Beckett.
(Sgd.) William Lees. Jas. T. Gillard.

Dear Sir,—

We beg to thank you for your valued patronage in the past and bespeak from you the same courteous treatment you have always extended to the firm of W. H. Gillard & Co. We, on our part, shall at all times use our best efforts to make your dealings with our firm an ever-increasing source of pleasure and profit.

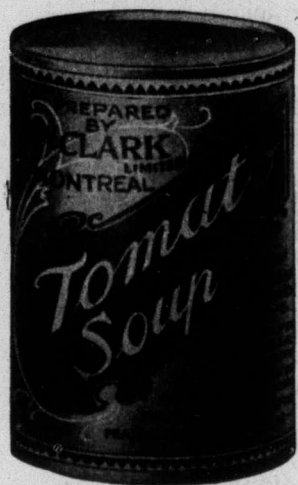
Our firm has been in continuous existence under the same style for the past thirty-six years, the present partners having been identified with it since its inception.

Again cordially thanking you and extending our best wishes for your good health and prosperity, we are,
Hamilton, April 1st, 1916.

Yours truly,

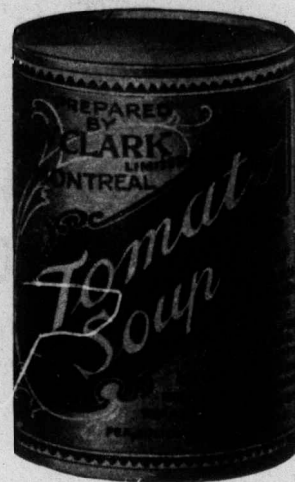
W. H. GILLARD & CO.

CANADIAN *Clark's* BRITISH



**CLARK'S
Concentrated
Soups**

(14 kinds)



Chicken	Vegetable	Mutton Broth
Tomato	Consomme	Mock Turtle
Ox Tail	Mulligatawny	Julienne
Green Pea	Vermicelli Tomato	Pea
Scotch Broth		Celery

RETAILING AT 10c. PER CAN

Are unsurpassed by any other brand
and are the products of

YOUR OWN COUNTRY AND COUNTRYMEN.

W. CLARK, LIMITED, MONTREAL



Reach out
for
bigger
profits

*Pushing the sale of the
celebrated*

**BRUNSWICK BRAND
SEA FOODS**

*will secure for you steady year round sales of
these appetizing and wholesome products.*

Their high quality, combined with conscientious business methods, have popularized Brunswick Brand throughout the Dominion from the Atlantic to the Pacific. When you sell Connors Bros.' brands you are selling proven winners that have captured the public fancy.

Our close location to the fishing grounds ensure us getting the pick of the fishermen's catches—the plant itself is most modern and strictly sanitary, and is operated under the most ideal conditions. Hence Brunswick Brand Sea Foods come perfect to the consumer.

Put Brunswick Brand where your customers can see them. Recommend them to the most particular. First sales mean repeat orders.

**Connors
Brothers
LIMITED**

**Black's Harbor
N.B.**



**Sells for 5 Cents
WORTH TEN
Babbitt's Cleanser**



You make an excellent profit and increase your sales of Cleanser.

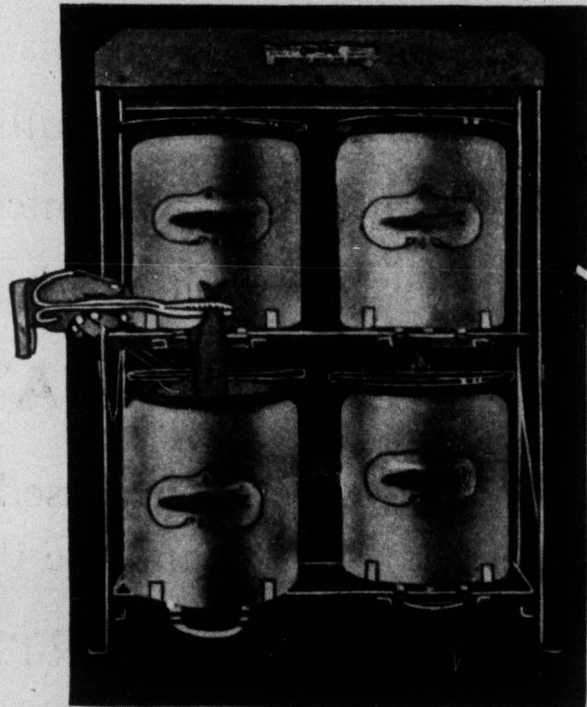
Your customers get double value (and premiums for the Trade Marks as well.)

Order a five case lot and get special premium and display.

Agents:

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

The Racks for Salt Fish. CRAKERJAC Sanitary Jar Rack



No. 264. Four-Jar White Enameled Counter Rack equipped with white porcelain jars and fish labels. Price \$17.00 Complete.

A CREATOR OF APPETITES FOR BRINE GOODS

Get salt fish out of the grimy kegs and put them in these pure white jars, where with the fish shown in natural colors the customer will water for salt mackerel in the morning. We can furnish them with the fish transfers alone or with the fish and lettered as follows: "New Herring in Brine," "New Mackerel in Brine," "Fancy Salmon in Brine," "Best Lake White Fish in Brine," "New Lake Trout in Brine." Or we can letter to order any label such as "Pickled Apples," "Apple Butter," etc. In ordering for salt fish state which labels you wish.

EVAN L. REED MFG. CO., 604 A ST., STERLING, ILL.

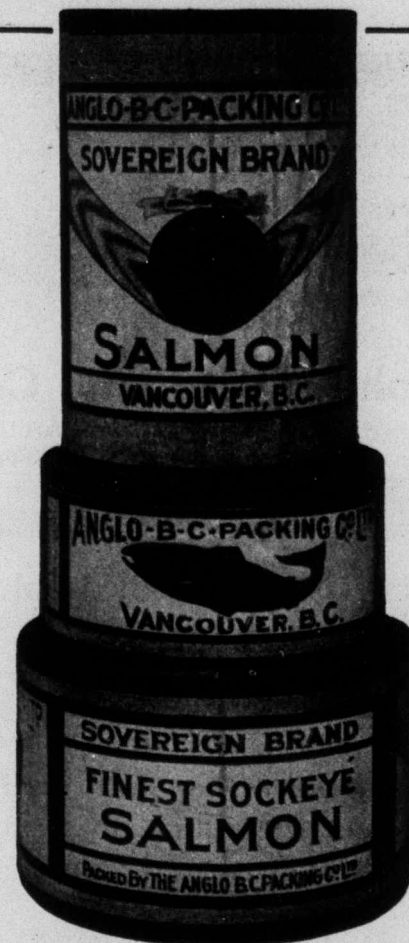
GIPSY Stove Gloss

Makes new friends,
and keeps old.

Order from your Wholesaler.

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

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



Everywhere in
Canada they
are buying
more Keating's.

Keating's Insect Powder is known throughout the civilized world as a sure and effective insecticide. It is fatal only to insect life. It is harmless to animal or human life.

Within the past eighteen months the sales of Keating's Powder to the Canadian public has increased fivefold. While some of this increase is traceable to the purchases made by soldiers in camp, for their bodily comfort, there has also been a general increase for household purposes.

Keep your stock of Keating's well filled. You will find it in steady and growing demand.

Sole Agents in Canada

Harold F. Ritchie & Company, Limited

10-12-14 McCaul Street, Toronto

RENNIES SEEDS

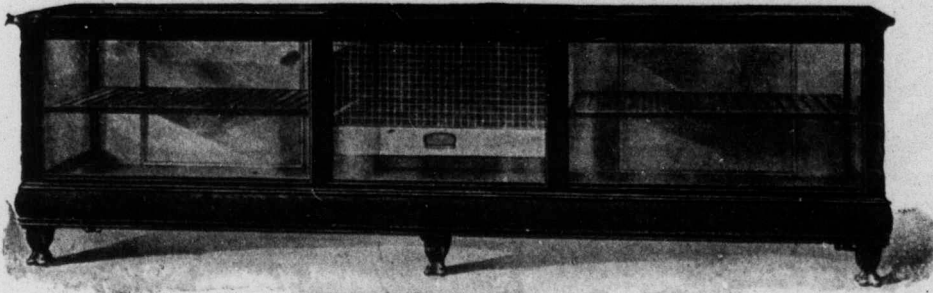
PUREST-CLEANEST
MOST RELIABLE
GET CATALOGUE
AT BEST DEALERS
OR DIRECT
TORONTO - MONTREAL
WINNIPEG - VANCOUVER.

IT IS IMPORTANT!

If you have something to dispose of in goods or service that as many buyers as possible get to know you and your product. This can be accomplished through

Canadian Grocer

143 University Avenue, Toronto



THE
ARCTIC
Refrigerator
Silent Salesman

—the most effective medium for displaying dainty produce, fresh ripe fruits or cooked meats. It not only displays contents to the best advantage, but it preserves them from spoilation and keeps them always sweet and palatable.
Let us send you or complete Arctic Catalog.

John Hillock and Company, Limited

Makers of the "Arctic" Refrigerator
TORONTO

In our Classified Columns on page 52, there is almost sure to be a proposition which will interest you.

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

TEA

We have to offer a particularly desirable selection of Ceylon and Indian Teas—All Spot Goods.

Write us for samples and they will be cheerfully forwarded to you with the lowest possible quotations.

John Duncan & Co.

Established 1866

MONTREAL

CANADIAN GROCER

Perfection Computing Cheese Cutter

(IT IS ALL MADE IN CANADA)

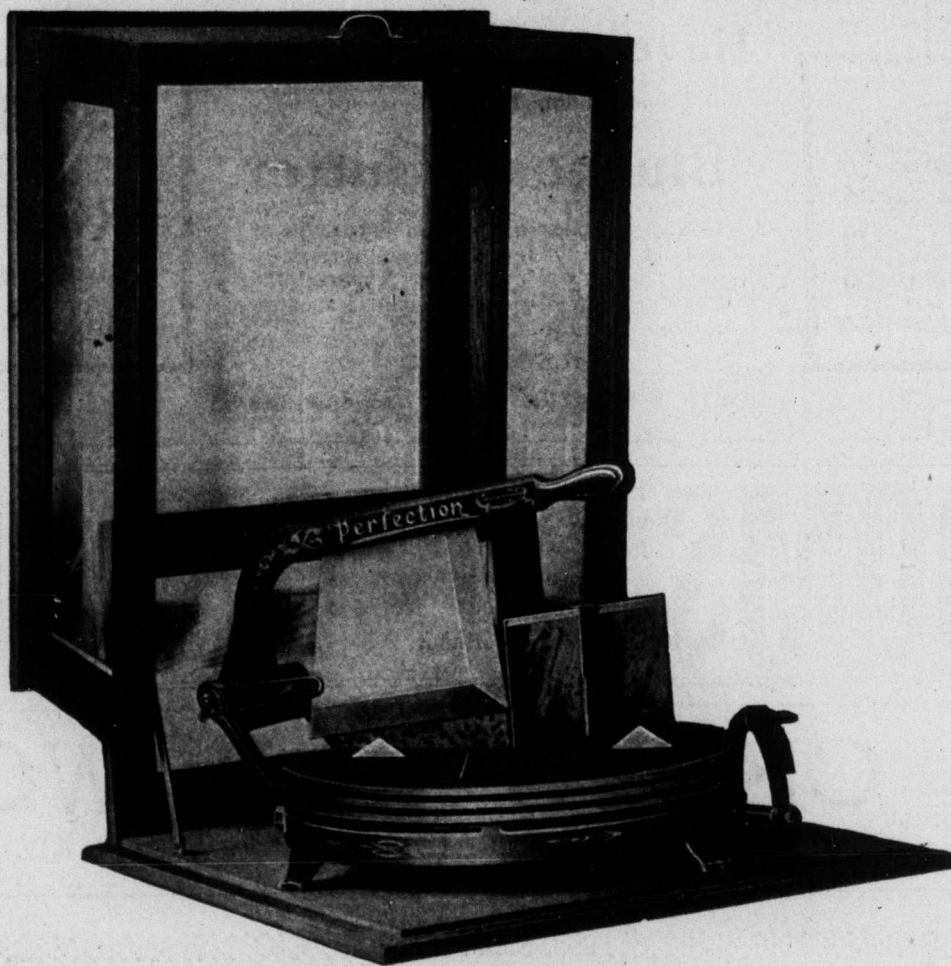
IT IS A CHEESE CUTTER WORTH HAVING

A REAL COMPUTER

AND YET SIMPLER THAN ALL OTHERS IN CONSTRUCTION AND OPERATION.

ABSOLUTELY NO FIGURING TO DO.

IT STANDS THE TEST FOR DURABILITY, FOR IT LASTS A LIFETIME.



A REAL PROFIT-SAVER

Write for Prices and Terms.

**WE HAVE SPECIAL COMBINATION PRICES
WITH CABINETS AND PEDESTALS.**

**American Computing
Company**

HAMILTON, ONT.

IT
SAVES ITS
COST in a
few months and
lasts a lifetime.

BUY IT NOW.

IF
BUSINESS
is BAD or
GOOD, you
need a PROFIT-
SAVER.

BUY IT NOW.

Tartan
BRAND

THE SIGN OF PURITY
Phone Orders at our Expense

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

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

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

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

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

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

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

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax - N.S.

BROOMS If you want the maximum of quality at the minimum price, write us for our proposition
American Broom Works
St. Bazile de Portneuf, P.Q. **BROOMS**

TWO CENTS PER WORD

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

It Grows—It Grows and Grows

does the demand for H.P. Sauce. Are you ready to meet it? Remember the other fellow is, and he will soon be supplying your customers with a good many other things, too!

The moral is very simple, very sound.

H.P. SAUCE

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

JAPAN TEA



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

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

The Japanese Government prohibits adulteration and coloring of Tea.

YOUR dealer sells it.
Ask HIM.

We are telling your customers all about Japan Tea by means of our country-wide consumer advertising. Dealers everywhere are reaping the benefits of the big demand thus created.

The delicious flavor of this wholesome beverage will make fast friends of tea drinkers everywhere. You can win increased customer confidence and secure larger profits by pushing this high quality, natural green leaf.

Ask your wholesaler for Japan Tea.

Manufacturers' Agents and Brokers' Directory

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

ONTARIO

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

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

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

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

ON SPOT
White Beans,
Evaporated Apples
Currants and Raisins

W. H. Millman & Sons
Wholesale Grocery Brokers
Toronto Ontario

W. GEO. VARTY
29 Melinda Street - TORONTO
Agent for G. WASHINGTON'S COFFEE
Phone M. 7089

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

If you want some first-class old leaf Tobacco, processed, so that all of that rank smell and taste is taken out of it, put up in five different grades, write
LEWIS WIGLE
LEAMINGTON, ONTARIO

WESTERN PROVINCES

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

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

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

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

MEN WITH SALES ABILITY.
We have a few desirable openings for men of this type to call on Grocers in connection with Star Egg Carriers and Trays. 63% of the grocers of the country are already using Star Equipment. To men with proven selling ability we can offer an exceedingly interesting proposition.
For particulars, apply
STAR EGG CARRIER & TRAY MFG. COMPANY
1113 JAY STREET ROCHESTER, N.Y.

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

NEWFOUNDLAND

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

To Manufacturers Only
We are open to accept sole agency for Great Britain for a canned goods manufacturer. References as to financial position, etc., etc., of the best.

R. PHILLIPS & SON,
92 Great Tower Street,
(corner of Mincing Lane.)
LONDON, E.C.
ENGLAND.

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

THE "WANT" AD.
The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.
Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.
The "want ad." gets work for workers and workers for work.
It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.
The "want ad." is the great force in the small affairs and incidents of daily life.

Cheap Tea Risky Business

It is recognized by leading business men that a satisfied customer is a store's best asset. Another well-recognized fact is that a customer may be lost through one unsatisfactory purchase, notwithstanding the scores of satisfactory ones she has made.

It is well to consider these facts in connection with cheap, low-grade teas. **Will they satisfy your customers?**

Deep down in your heart you know they are not likely to. You feel that it is "risky" business persuading customers to buy them.

But why take chances of losing even one customer for the sake of a little larger immediate profit? The loss of one customer will be a greater loss than you can offset by any extra profit you might be able to make on cheap teas.

You know from past experience that Red Rose Tea has satisfied your customers and that you will make **more permanent profit** by recommending it.

Red Rose Tea

"is good tea"

3 big selling points of Queen Quality Lines

1. The incomparable quality which more than satisfies the customer and guarantees profitable repeat business.
2. The improved label, the artistic and effective design of which will focus the attention of every customer, making selling easy and profitable.
3. Anchor Cap closures, which eliminate risk of spoilation or spilling and guarantee contents being always fresh and sweet.

Ask us to quote you prices on the Queen Quality Line. You will find our goods well worth featuring.

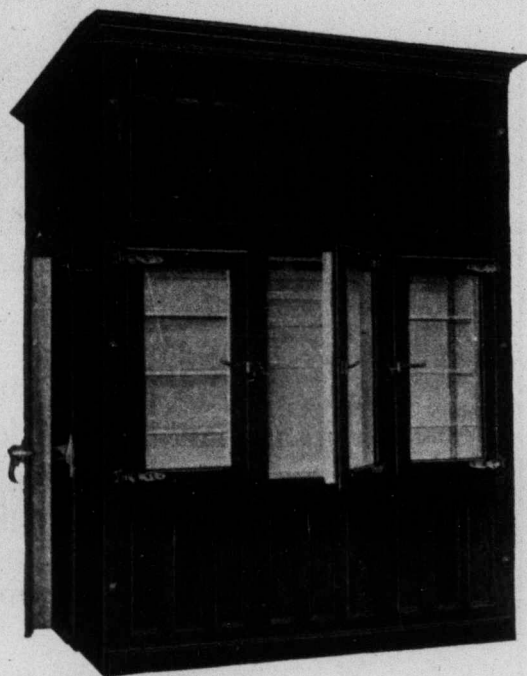


Taylor and Pringle
OWEN SOUND, ONTARIO.

Get the "Eureka" Catalog

before deciding on your refrigerator requirements. No matter what type of refrigerator you require you will find just the right one in the Eureka line. Eureka's are used all over the world and are giving complete satisfaction everywhere. Prepare now for the hot Summer days by investigating our claim that the Eureka is the most scientific and dependable refrigerator obtainable.

Patents
1900, 1910, 1914
Write for
catalog
to-day.



EUREKA REFRIGERATOR COMPANY, Ltd.
OFFICES: 27-31 BROCK AVENUE TORONTO

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

have an enviable reputation and are constantly adding to their host of admirers.

Dealers stocking these well-known lines know that they mean sales all the year round.

A display of these wholesome foods placed where your customers can see them will pull results in keeping with their splendid selling record.

*Always keep a full stock of Robinson's "Patent"
Barley and Robinson's "Patent" Groats*

MAGOR, SON & CO., Limited

30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA

191 St. Paul Street West, MONTREAL



You will realize what *real* "come-back" sales are like when you begin featuring this popular, high-grade tea. Minto possesses the delicious, palatable flavor which denotes a tea of superior quality.

We carry on no expensive consumer advertising. Instead, we put the amount of money it would cost to advertise it in this way into each package of Minto Tea.

Don't hesitate to recommend Minto. There's money and quality in every package.

Minto Brothers, 284 Church Street, TORONTO

CANADIAN GROCER

VOL. XXX

TORONTO, APRIL 7, 1916

No. 14

Criminal Law as Applied to Commerce

Information on Commercial Transactions That Can be Easily Understood by the Retailer—
Difference Between Breaches of Contract and Public Wrongs—Definition of an
Offence—Persons Exempt From Punishment.

Prepared for Canadian Grocer by WALTER E. LEAR

EDITOR'S NOTE—An arrangement has been made by which a series of articles bearing on the legal phases of business will appear in THE CANADIAN GROCER. They will deal with the workings of the law as applied to commercial transactions, with particular regard to the retail business. Walter E. Lear, who will prepare the articles, is perhaps better fitted for this work than any other lawyer in Canada. As editor of the "Ontario Weekly Reporter," "Eastern Law Reporter," "Canadian Reports, Appeal Cases" and "Quarterly and Annual Digest Canadian Case Law" he keeps closely in touch with every legal development in every province of Canada. He has, in addition, written a number of books on legal questions which have been accepted as authoritative. Mr. Lear will write his articles for the lay reader and it is not claiming too much to say that, by following his explanations, readers of THE CANADIAN GROCER will be able to gain a clear insight into the working principles which govern the law in reference to business transactions.

Any questions concerning legal matters, sent by readers to us, will be answered by Mr. Lear through the columns of THE CANADIAN GROCER. This service will be entirely free, the only stipulation being that the name of the enquirer be given, though, of course, no names will be used in publishing the answers. It is important for inquirers to remember that, to get an accurate answer, it is necessary to give full information.

Registered in accordance with the Copyright Act.

Section 1.—Introduction

THE laws by which the rights of society are enforced, and the wrongs redressed, are but little known to the great majority of the community. Were it otherwise—were the honest portion of mankind more thoroughly aware of the distinction between civil and criminal wrongs, and the legal grounds upon which the latter are distinguishable from the former—the dishonest would find their attempts at the commission of offence less frequently successful.

To this ignorance is referable much of the litigation which occupies our criminal courts of justice; hence the obvious importance that every one engaged in commercial transactions should adopt the advice of that great judge and commentator, Blackstone:—"It is incumbent upon every man to be acquainted with those laws, at least with which he is immediately concerned."

And now, reader, in addressing you, I shall assume that you are engaged in commercial pursuits of one kind or another and that as such, whether merchant or tradesman, you are desirous of acquiring some practical information

touching those laws with which you are immediately concerned.

I am aware that there prevails amongst the majority of the community a sort of instinctive dread that legal knowledge is wholly beyond the ordinary mind. True it is, the attainment of anything approaching to an intimate knowledge of law and its technicalities would, to persons engaged in commerce or trade, be a task as difficult as it would be useless; but the amount and nature of the information indicated by Blackstone, and about to be laid before the reader, is as comprehensible by persons of ordinary education and mental capacity as the first four rules of arithmetic.

As far as practicable I shall avoid the use of technical phrases, but some are so intimately interwoven with the subjects hereinafter noticed, that it will be impossible to wholly omit them. In reference to these, therefore, as they occur, I will give you such explanation of their legal signification as will enable you to appreciate their value and understand their application.

I have no doubt that you are familiar with the old axiom, that the law provides a remedy for every wrong. Accepting this as substantially correct, which

you safely may, I dare say that you have often been puzzled to discover the particular remedy, in a legal point of view, applicable to a particular wrong; upon this point I shall endeavor to inform you as we go along.

Wrongs have been classified under the heads of private wrongs—such as breaches of contract—which, as you probably know, are capable of civil remedies only; and public wrongs or crimes—such as murder, arson, treason, and those offences which we are about to consider—for which the law provides penal remedies. Touching the graver crimes, such as those just mentioned—offences perpetrated for the most part under unanticipated circumstances over which we can have no control, and against which no precaution can avail—it is obvious that a knowledge of the laws by which they are redressed is, as compared to the offences to which the commercial community is mostly subject, of comparatively trifling importance. Hence, I do not intend to here deal with such crimes, but rather direct your attention to the special consideration of matters, a knowledge of which to you, as engaged in business, may be of import-

ance at any moment. But before we go further into the subject, it will be as well that you should clearly understand what, in the eyes of the law, constitutes an offence, and is consequently punishable.

Section 2.—What is an Offence?

An offence, then, is an act committed or omitted in violation of the law, to the injury of the public at large, for which the law provides some punishment or penalty, thereby indicating that the act done or omitted is regarded as a public wrong, for which the transgressor must make atonement to society. You may, therefore, safely pronounce any act or omission to which the law annexes penal consequences an offence, the punishment prescribed implying that the doing or not doing, of such act is a detriment or wrong to the public. And in reference to what act or acts constitute an offence, let me impress upon your mind that no act or acts or combination of acts will constitute any one of those offences about which I am going to treat, unless the acts be the result of, and are accompanied by, a fraudulent and corrupt intention. For example, if A takes your goods, with your consent, intending to pay you their value, but subsequently finding himself unable so to do, makes default, he does you a private wrong; whereas, if he obtains possession of your goods by some trick or artifice, with an intention, at the time, of never paying you, but wholly to defraud you of them and their value, the law treats this as an offence, and awards a punishment for its commission.

Section 3.—Parties to an Offence

It may be as well to now inform you that all persons who are present, aiding and abetting in the commission of an offence, are, by section 69 of the Criminal Code, equally guilty with the person who actually commits it, and by section 70 of the Criminal Code a person wholly absent at the actual commission of the offence is just as punishable as he whose hands perpetrate it, provided he has previously recommended, counselled, or assisted the actual perpetrator; in such a case he is called in law an accessory before the fact. By section 71 of the Criminal Code any one who receives, comforts or assists anyone who has been a party to an offence, in order to enable him to escape, knowing him to have been a party thereto, is also liable to punishment for being an accessory after the fact. By section 69 of the Criminal Code, accessories before the fact and aiders and abettors are declared to be guilty of the offence itself, and are charged as principals in the first degree.

Section 4.—Persons Exempt From Punishment

Generally every violator of the law is amenable to justice and punishable, but it is as well that we should here pause to inquire what exceptions there are to this rule, for I need not remind you that there are exceptions to every general rule. That the law exempts some persons from its penalties is well known. Reason, justice and mercy warrants every such exception, as I shall presently show you. Blackstone has well said that "the several pleas and excuses which protect the committer of a forbidden act from the punishment which is otherwise annexed thereto may be reduced to this single consideration—'want or defect of will.'" An involuntary act, as it has no claim to merit, so neither can it induce any guilt: the concurrence of the will, when it has its choice either to do or to avoid the fact in question, being the only thing that renders human actions praiseworthy or culpable; indeed, to make a crime complete and cognizable by human laws there must be both a will

and an act. A fixed design or will to do an unlawful act is almost as heinous as the commission of it, yet as no temporal tribunal can search the heart, nor fathom the intentions of the mind otherwise than as they are demonstrated by outward actions, it, therefore, cannot punish for what it cannot know. And for this reason an overt act, or open evidence, is necessary in order to demonstrate the depravity of the will before a man is liable to punishment. So, now you see that to constitute a crime against human laws there must be, first, a vicious will; and, secondly, an unlawful act consequent upon such vicious will. Blackstone lays it down as a general rule that no person shall be excused from punishment for disobedience to the laws of his country, excepting such as are expressly defined and exempted by the laws themselves, and Sir William Russell has classified the exemptions from punishment under four heads, as follows:—1, Infancy; 2, Insanity and Idiocy; 3, Subjection to the Power of Others; and 4, Ignorance.

Sir George and Molasses Shipments

Replies to Montreal Board of Trade Communication Intimating That Montreal Importers Will Have to Take Care of Their Own Shipments

Montreal, April 4.—Sir George E. Foster, minister of trade and commerce, has written the Board of Trade here that Montreal importers of molasses could expect little aid from the Government, and, had better do as other importers had done, and make arrangements to get their own imports in. This letter was in reply to a communication from the Board of Trade which pointed out that importers of molasses from the West Indies were unable to secure freight accommodation, and asked that the Government take the matter up.

Sir George Foster, in his letter said: "Your letter of the 23rd duly received with reference to the difficulty in importation of molasses into Canada.

"This, as you know, is owing to the fact that the usual method of transport for molasses from the West Indies to Canada has not been availed of by the importers for the present, and coming crop, owing, in part, to the scarcity of tonnage and that at the last moment they find themselves confined to the line of steamers running between the West Indies and Canada.

"This line of steamers appears to have had its whole space booked for many months ahead by exporters from the West Indies, and the four boats which it operates under contract are unable to move the amount of freight

that offers, either in or out. The company, however, is doing the best it can with its vessels to accommodate its patrons.

"The Halifax merchants appear to have taken time by the forelock, and have arranged for their imports of molasses by chartering schooners. The St. John importers are trying to do the same, and the importers for the upper provinces do not appear to have taken that precaution, or have been unable to find vessels.

"Whilst the Government is desirous of doing everything it possibly can, it is difficult for it, under present conditions to find transport for importers.

"The Steamship Company is doing everything it can towards obtaining another vessel, for the West Indies route, but they find it very difficult to do so as some eighty per cent. of their available tonnage has already been commandeered by the British Government. It looks at the time of present writing as though the West Indian vessels could accommodate but a small proportion of the molasses import and that the importers will have to lay about them for means of procuring the necessary tonnage. In the meantime, whatever the Government can do in this will be gladly done."



An Easter window in which the Lily, emblematic of this particular season, plays a prominent part.

Easter Lilies Feature Trim

Suggestion For Display For Easter Week—Fruits and Vegetables Shown Among Flowers—Appropriate Time For Good Business—Appetites Formed For "Given Up" Foods in Lent

THE Easter Lily is frequently featured in Easter Window Displays of grocers. The illustration herewith shows how attractive a number of Easter lilies can make a window. The background is made up of the lilies, while the foreground is trimmed with various tempting fruits and vegetables. Canned goods are also displayed, the general effect being a very pleasing one to the eye.

With the Easter season only two weeks distant, the grocer should make his plans now for a good Easter display. There is certainly money in the window if it is properly used. Too many grocers are interested only in one or two special displays throughout the year, such as Thanksgiving and Christmas, and pay little or no attention to other appropriate times, when the window could be made a splendid investment. The Easter season is one of these times. Many people during Lent, which terminates with Easter, have refrained from eating certain goods, particularly meats and confectionery. When Lent is over they naturally have a sharpened appetite for cooked meats,

bacon, sausage, etc., as well as confectionery, and any other article which they abstained from eating during the Fast season.

An Easter display, therefore, showing some of these goods, is bound to get attention if it is effectively arranged.

Apart from the window itself, there should be an Easter selling campaign put on by the retailer to make the most of this season. The week prior to Easter, and particularly a day or two before Good Friday and the Saturday following, should be worked to the limit to secure as much Easter trade as possible. Many grocers go in for fancy novelties, which help to sell the more staple lines. Displays in the window, on the counter, on tables, a newspaper advertisement, and personal selling talks all unite to make the most of any particular season. Show cards are essential to best results. The time to plan for this campaign is now. See that the most is made of the Easter season.

DEALERS and clerks are again reminded of Canadian Grocer's Easter Window Display Contest. All entries must be in by May 1. All that is required is photograph about 8 x 10 inches in dimensions of the Easter display, which must be the exclusive work of the dealer or his clerk. The contest is divided into two classes—centres under 10,000 population, and centres over that figure, the prizes being \$5, \$3 and \$2 in each class, making \$20 in all. Full particulars on another page.

Boosting Trade in Jams

Campaign Outlined in Store Conference For Going After This Trade Strong Immediately at Conclusion of Lent—Housewife's Supply Running Low, it Was Pointed Out—Display Table Used as Well as Window and Newspaper.

Sixth of a series of selling articles by A. H. HARVEY

AFTER conference reported last week on how to plan a successful campaign in cooked meats as soon as Lent is out, there was considerable talk in the store of John Brighton who initiated the idea, as to what would be the Chief's next move. It was therefore with no surprise that we saw the Kid—you will remember him as the small boy who ran errands—ambling down the floor apparently delivering a message to everybody. It came to me at last 'The boss wants you for a Conference at 5 o'clock' said the Kid.

Tweedie, chief clerk, was standing next to me, 'What does he want? we asked both at once.

'I dunno' said the kid as he withdrew 'but he's got some papers on his desk there about a selling campaign to boost jams and preserves, whatever that is.'

The kid vanished.

At 5 o'clock then behold the staff of John Brighton gathered around the Chief listening to his plans for boosting this particular trade. Everybody knows, said John Brighton after he had asked the bunch to get near so that they could hear his voice without making himself hoarse, "During Lent there are certain lines in a grocery store that are fairly quiet. For some reason or other no-

body seems to want very much to buy jams, preserves and delicacies of that kind. However Lent will soon be out and following my idea of last week, I thought we might develop some ways and means of boosting this trade in jams and preserves just as soon as we get the first opportunity. That is directly Lent is over. What do you think?"

Nobody said anything, so the Chief went on: "Well, Harvey," turning to me, "have you got any ideas as to display first of all?"

I didn't say anything at once because frankly I didn't expect the Chief to pick on me so early in the game.

Table for Display Decided Upon

However, an idea I had read of in Canadian Grocer, which every grocery clerk who knows his business takes and is familiar with, had commended itself to me and I passed it on for what it is worth.

"How about using a rather unusual display by getting a small table down in front of the store and having a display of jams in some sort of an attractive form, possibly a series of pyramids?"

"The idea being," said Tweedie breaking in, "to have the display hit the customer in the eye as soon as he or she comes in?"

"Exactly".

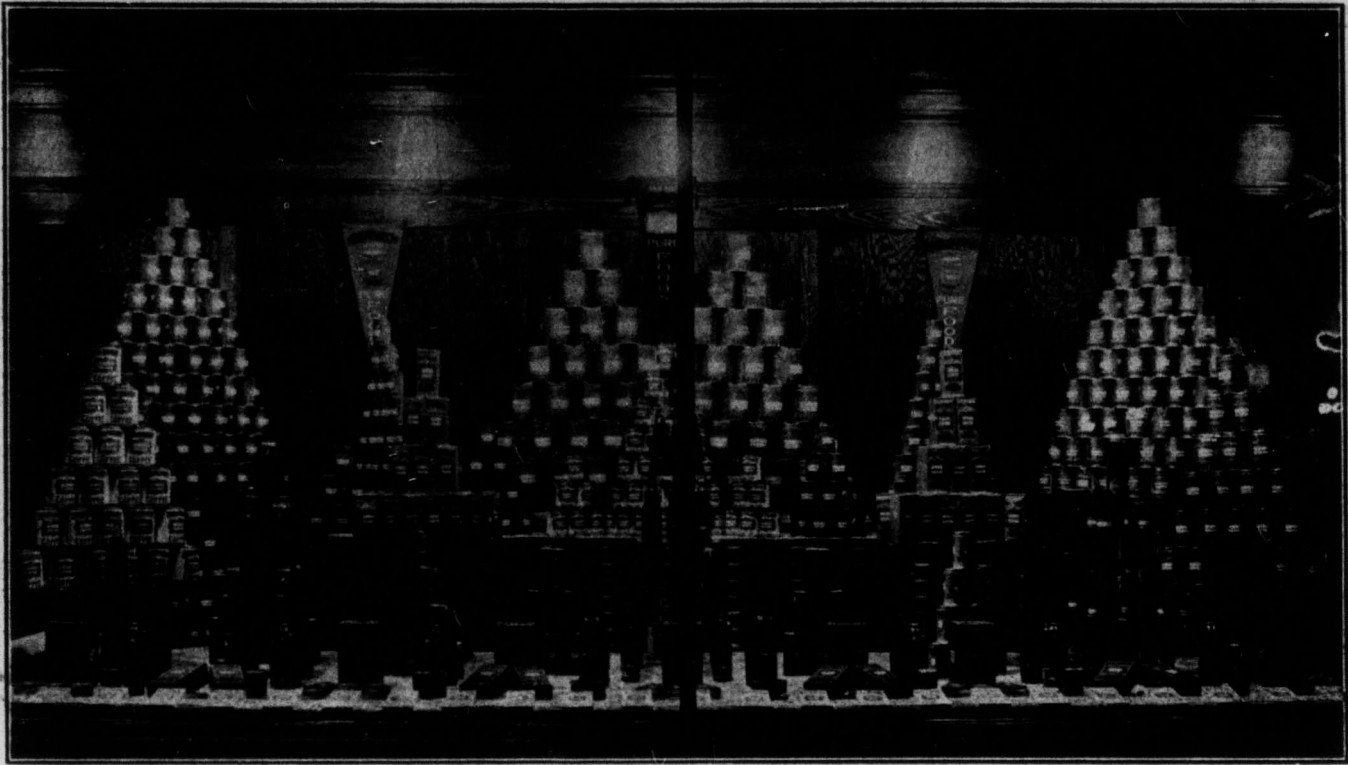
"Well that's a good idea Harvey", said Brighton. "We shall move away those other goods to the back of the store. This, of course you will bear in mind is not to be done until the time actually comes, that is the end of Lent but as in the case of last week's conference I like to get things planned ahead. We have had a pretty good display of fish including canned fish, all the way through Lent in the front of the store there. We have had some of the boxes on the floor and others on tables and tins on the counter. Why not clear all this as soon as Lent is out to the back of the store thus leaving the front open for the table display you talk of. Get that small table about 5 ft. sq., set it up nicely with paper or cheese cloths if you wish and then have the pyramids display of jams. Better make a note of that," he concluded.

Made It a "Jam" Week

He looked around at the bunch. "What about making some arrangement of this kind too with regard to the shelves. I propose giving say one week to this special display of jams—let's call it for instance 'Jam Week'—and why not during that time so arrange matters that you boys can go ahead and



This display shows an exceedingly neat and attractive trim of jams and preserved fruits. These goods lend themselves easily to display.



Canned fruits and preserved fruits in glass are featured here. This is an attractive trim that could be easily arranged.

remove a good many things from the shelves in the front of the store towards the back leaving a space free for display of marmalades, honey, syrups and dainties of that kind so as to link up with Harvey's pyramid display on the table in the centre of the floor."

"That's a good stunt," said Tweedie.

"Of course, Tweedie you will look after the window and carry out the same idea in that," went on the boss.

"I believe in rubbing an idea, if it is a good idea, well into people. I don't believe in the grocery business that you can do too much of the impressing process. The oftener you tell anybody anything you want them to know the more sure are they to be quite aware of it. You emphasize the strength of each of your individual displays, that is your unit display in the middle of the store, your shelf display, by having a window display as well, and you emphasize the window display by the other two displays. In fact the more times you hammer home an argument the more sure you may be that the argument gets there. So Tweedie, you will see to it that the window has a craker jack display of jam. Don't overload it but I don't need to tell you that, after the way you walked off with Canadian Grocer prize for window trimming."

Tweedie blushed modestly while the Kid who was standing by was overheard to say, sotto voice, "Some Trimmer."

"Then we will have the delivery rig advertising the idea of jam week by a colored well printed and well decorated poster on the side of the rig," went on

the Boss. "I will see the drivers about this to-morrow."

The Personal Conversation

"Anybody else think of anything to help along our Jam week?" the boss asked.

"Seems to me," said Tweedie "that so far as we haven't mentioned a matter which is equally important to that of display and that is the personal touch with the customer."

"No," broke in Brighton.

"I think," said Tweedie, that we all should take our share in this. As soon as I get a customer in the store during the jam week, whether she came in to buy cheese or a broom, I intend to point out just as the various displays in the atmosphere generally will silently point out, that this is Jam week. Tactical questioning as to whether or not her supply of jam has run out—because it is about time that the home made supplies of jam do run out—should secure in most cases an order. I think the personal touch is important don't you?" He turned to Brighton.

"Tweedie has raised an important point there" said Brighton. "This is about the time of course that people are getting through with their stock of home-made jam and we should be taking advantage of that and also of the fact that the time is just after the rigors of the Lenten season in pushing home this jam week to a very satisfactory conclusion. There is no doubt that the personal touch pays as all of you have found so many times before."

Didn't Overlook the Newspaper

"Well there is only one other thing," went on Brighton "and that is the matter of ads for the dailies. I will look after that myself. As in the case of last week's campaign, we will go ahead and get this jam week under way two or three weeks ahead of time. I want you all to concentrate, and to think over any new ideas and be ready a couple of weeks ahead with your plans well worked up for what you are going to do with this jam week."

"We have settled the matter of display by the table in the middle of the store, the shelves, the window and we have settled the advertising by the ads in the paper and on delivery rigs. Other things will occur to you. Keep the thing in your mind, keep on rolling and talking it over and we will make good on that jam week."

Brighton stopped talking and we felt we were dismissed.

"Mr. Brighton," said Tweedie, that evening, "certainly believes in taking time by the forelock."

"Yes" said I, "his other campaigns have turned out mighty well and this one will too. By the by," I said, turning to Tweedie, "that was a good idea about the way the housewife's stock of jams gets kind of low at this time of the year."

"Grey matter" said Tweedie touching his head, "grey matter".

And with that I went home to write a report of Brighton's latest campaign for Canadian Grocer.

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED.

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

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada — Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

Canadian Grocer is an applicant for membership in the Audit Bureau of Circulation.

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London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 129600. Cable Address: Atabek, London England.
Subscription: Canada, \$2.00; United States, \$3.00.
Great Britain, the Colonies and Elsewhere, 12s.

PUBLISHED EVERY FRIDAY

Vol. XXX.

TORONTO, APRIL 7, 1916

No. 14

SERIES ON COMMERCIAL LAW

COMMENCING in this issue a new series has been started on "Criminal Law and Its Application to Commercial Transactions," prepared for THE CANADIAN GROCER, by Walter E. Lear, of Osgoode Hall, Toronto, barrister-at-law.

The articles will deal with the criminal law with particular regard to the retail business. This series should prove exceedingly valuable to our many subscribers throughout Canada. In addition to the series of articles, THE CANADIAN GROCER has made an arrangement whereby subscribers to THE CANADIAN GROCER can send in inquiries regarding legal matters, and they will be answered without cost to the subscriber. The only stipulation being that the subscriber must send in his name as an evidence of good faith. Names of inquirers will not be given when publishing answers.

SUPPLIES FOR DINING CARS

ABOUT this time of the year, several retailers in the larger cities derive good business, lucrative business, from the railroads, who are intent upon altering their menus for their dining cars. The last week in March and the beginning of April, the railroads place contracts to secure high-class eatables of all kinds for the cars. They make the break between winter and spring, entirely altering their lists of comestibles. For instance, they buy very high class imported fruits. Strawberries can now be had on the cars; a month ago this was not the case. Hot-house cucumbers may be set before you; a month ago, if you had asked the familiar "darkie" for them, he could not have supplied you. But at this time early lines are included in the bill of fare.

This is a profitable field for retailers in cities which are divisional points and important railroad centres. The traveling population must be fed; the feeders—the railroads—must be supplied. Why not see what there is in this railroad business for you?

GETTING STAFF CO-OPERATION

SOME splendid sentiments were run across recently in reading over the announcements of greetings of a large Canadian wholesale grocery house which had just reached its 36th mile post, to the staff members. Here are a few extracts:—

"The future success of the business depends absolutely upon the success of the work of the individuals identified with the firm.

"We ask every individual and want every individual to realize that his particular work is important. No person's particular work is unimportant. Everybody and everything matters in connection with the business of the firm. All are part of the machine, and success will be determined by the efficiency of each individual.

"Good work always makes itself felt, and everyone who does his work well, who performs his duties cheerfully, enthusiastically, and intelligently, will not be overlooked.

"Success must depend upon the measure in which we co-operate. The spirit of loyalty to efficient organization means co-operation in its widest sense. It makes us do our duty cheerfully, enthusiastically, and thoroughly. It leads us to bear a part of the other fellow's load and to help the other fellow who may be temporarily behind and needs encouraging. It leads all to check waste of time and material, to make the Company's interests one's own."

There is certainly a great deal of meat in this. There is not a phrase, or a sentence or a paragraph that does not express an uplifting thought—one that

strikes right home with a thrust that must make better employes for the firm in question. These are sentiments that might well be passed along by the proprietor of any store where there are a number of clerks. They are assuredly worth while.

SALMON SITUATION FIRM

ACCORDING to New York advices the Italian and French Governments have jointly placed orders with Pacific Coast packers for 400,000 cases of pink salmon. The information was received by them from confidential sources and has been confirmed by a high authority concerned in the deal.

Buying is in progress on the Coast in an attempt to fill the order, but up to the present it is stated only about 70,000 cases out of the total have been purchased. Such a heavy demand, with stocks of pink salmon available in comparatively small supplies, has caused the United States packers to advance their prices for the remainder of the order and negotiations are said now to be hinging on the price that will be paid.

A Canadian authority told CANADIAN GROCER last week that there were now no sockeye stocks available apart from wholesalers and retailers. There are some pinks yet in packers' hands, but negotiations with British buyers are progressing so that it is difficult to gauge the outcome. There will certainly be no lower prices and probably higher.

THE HOT STOVE HABIT

HERE is nothing to be said these days in favor of encouraging loafing of any kind in the grocery store. If the loafer is disposed to be talkative, he takes up the time of the grocer or of his clerk—time that might be spent to good advantage in arranging goods for better display effects or in forming plans for more effective service.

Whatever else the loafer may be, he is no asset to the grocer in the way of effecting sales. The soaker-in of good heat may be able to tell his auditors just what Kitchener or Jellicoe should do in arranging their forces for battle, but the grocer may depend upon it that he is of no use in the prosaic matter of securing good customers or of retaining those already secured. There is still another fact that tells against the loafer as a financial asset, and that is that the farmers' wives do not like him. They do not like his smoke. Still less do they care for his interest in their sales or in their purchases. Less still do they care for the remarks he will make to his associates when they have left the store.

Indeed the man who leaves his own fireside to hug the hot stove of the grocer has few friends that amount to anything. About all he can count upon is the dupe that good-naturedly harbors him to his financial loss in every way the matter may be looked at.

A grocery is a place of business. Its basis is the best of goods and service for value received. When the grocery has rendered this service to its customers it has served its end. Part of this service is to make the customer comfortable when he is in the store. The customer who is worth retaining has business of his own to attend to and when he has completed his deal at the grocery he may be depended upon to be up and doing in order that he may have the cash for succeeding orders. Every grocer does well to clear away from his premises all chairs and benches likely to become resting places for undesirables.

PUSHING THE SLOW-PAYS

IT is to be hoped that most retail merchants have their book accounts in good shape at the present time. The giving of credit was greatly curtailed during the year 1915, with the result that on the whole the retail grocery trade of the Dominion is in splendid condition, financially. Most retailers are able to meet all obligations in a very satisfactory manner. It is not out of place, however, to urge those who still have on their books accounts against slow-pay customers, to go after collections in a thorough manner.

The trouble with most merchants who have not proven successful in the matter of collecting from slow-pays is that they have followed a certain system rigidly and woodenly. They send out the same letters to everyone, stereotyped forms which proceed by gradual stages from courteous reminder, to stern threat. They never think to change them to suit individual cases. The debtor may be a man on whom threats would have no other effect than to strengthen his obstinacy and render his resolution not to pay adamant. Nevertheless, the form letter, threatened suit, goes out.

Slow-pay customers differ as widely as people of any other class. There are obstinate and timorous, crafty and guileless, honest and dishonest debtors.

The many ramifications of human nature are found in full in this class. Is it any wonder, then, that the merchant, who tries to collect from every one of them, in the same way, is going to get left in a great majority of cases?

In the case of some debtors who are apparently hopeless cases, it is a good plan to use the forms supplied by retail merchants' associations. Very often payment or part payment of accounts can be secured by this method.

EDITORIAL NOTES

THE CUT-PRICE game is wearing out. Give customers good goods and good service at profitable prices and let the other fellow take the skim-milk with his cut prices.

A COMPETITOR is not necessarily an enemy. He can be your friend and likely will if you treat him the way you would like to be treated yourself.

Avoid the Co-Insurance Clause

Need for Expert Advice—Co-insurance Clause Plays Into Hands of Companies — Merchant Should Notify Company in Writing in Case of Fire—Desirability of Eliminating Unnecessary Permit Clauses.

Written for Canadian Grocer by J. O. Garfield.

MERCHANTS are just beginning to realize the necessity of taking a live interest in the matter of fire insurance. In the past they have for the most part been somewhat indifferent about the subject. They treated the insurance companies with too great a trust—put too much faith in their good intentions. When a fire came they realized that the company was out to do for itself the very best it could. If a few dollars could be whacked off here and there from the amount they would be called upon to pay they were on the job to do the whacking. It was a business proposition with them. They will pay out as little cash as possible. They are not handing over the keys of their treasury to the man who may be unfortunate enough to have a fire. The attitude the company sometimes assumes when a fire occurs is: "Another fire, eh? Well, here is where the wolves will want to replenish their larder from our storehouse. Guess we better lock up the safe." And they proceed to lock up the safe. In some cases a crowbar or a charge of nitro-glycerine would scarce avail to open it. When the merchant comes to examine his policy he perhaps finds an interpretation placed on it that he had not expected. He had been too indifferent about the whole matter. He formerly looked on the insurance company as a sort of big-brother philanthropist, and treated them with a child-like trust and simplicity. "I have my policy. I can hold them to the terms of that,"



The services of an expert, who will minutely and painstakingly examine the policy, should be secured.

he assured himself and let the matter rest there.

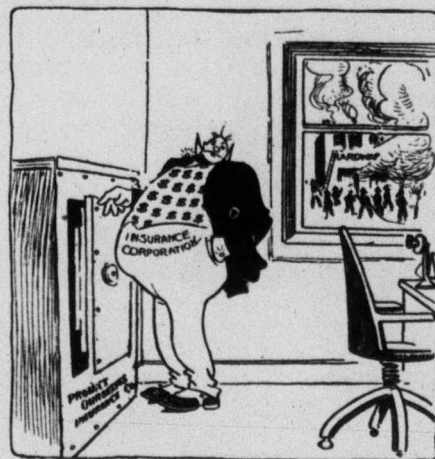
That is the trouble: he takes too much for granted, and when the policy comes to be interpreted he often finds it is other than he supposed it was. Against the merchant is pitted some of the keenest brains in the insurance business. It is their business to see that their interests are looked after. That is what they are paid for. They are paid to make the business of insurance pay for their companies. It would not be good business policy on their part to turn over the keys of their treasury to all who may happen to have a policy with them. When a fire comes they immediately become of the Missouri type: "Show us why we should pay—and, of course, we will pay. But until you do—nay, nay."

It is good business policy then for the merchant to have some one examine his policies who knows as much about insurance as the men who sold it to him. Services of such men can be secured. They are known as adjusters, and act independently of the insurance companies. They are men who have made a study of the insurance game. One of the delegates at a recent merchants' convention expressed the matter succinctly when he said: "I think our policies should be placed in the hands of some one who knows more about the insurance business than we do. Our business is the conduct of a retail business. We do not profess to have anything but a meagre knowledge of the insurance game. It is good business policy on our part to see that our interests are safeguarded. We can often save hundreds of dollars by getting this advice at the right time. It should not be left until after the fire. The time to get it is before the fire." But retailers should be careful that the adjusters are competent.

Should Notify Company of Loss

An expert on the insurance business states that one of the first things a merchant should do is to notify the company of loss. This, of course, should be the first precaution after the very necessary step of seeing that the policy is all right and that the company is a reliable one.

Some merchants have found to their financial loss that notification to the agent of the company is not sufficient. The law requires that notification must be sent to the company in writing. No-



The average merchant takes it for granted the company will say: "Another fire, eh? Well, here is where the wolves will want to replenish their larder from our storehouse. Guess we better lock up the safe."

tice from the agent in your own town is not considered notice from the one insured. There are a few very essential points that the merchant should observe in order that his case may get a hearing at all. This is one of them. If a company is not notified that there has been a fire, can it be presumed that they know? This is a matter that it does not take an expert insurance adjuster to attend to. It can safely be left in the hands of the merchant. But it is very necessary that he know the requirements of the law with respect to the matter.

Save Everything Possible

It has been the custom of many merchants in the event of fire to walk out of their stores and leave the goods. They were of the opinion that their policy protected all their goods, whether damaged or not. An expert on insurance recently pointed out that the policy covers only the actual loss on goods. He is of the opinion that a merchant should take every possible precaution to protect his goods. It is advisable that he assist in every way to get the goods out of the burning building. It is wrong to presume that the insurance companies want the goods. They do not. The merchant, if he is wise, would save as much as possible. Any goods that are damaged or stolen after they have been removed would then be chargeable to the insurance company.

Danger in Co-Insurance Clause

A particular which very often results in disaster for a merchant is the inser-

tion of the 80 per cent. co-insurance clause. Too much care cannot be taken by a retailer with respect to this clause. Some experts advise having it cut out altogether. They point out that it is one of the biggest assets which the insurance company has.

The co-insurance clause is a contract by which the insured agrees to keep insured to the extent of at least 80 per cent. of the value of the property. If he fails to do so, he himself must stand for any loss which would have been paid through the insurance he should have carried in excess of the amount he actually did carry.

As an instance. A merchant has a thousand dollars' worth of stock and insures it subject to this 80 per cent. clause. Later in the year his stock increases to \$1,500, but the merchant neglects—perhaps only for a day or two—to increase his insurance. Then the fire comes. The loss and damage amount to \$600. The merchant, under the co-insurance clause, should have had insurance to the extent of 80 per cent. of \$1,500, or \$1,200. Instead of that he has only 80 per cent. of his original \$1,000, which is \$800. The insurance company, therefore, according to the terms of the clause, is only compelled to pay eight-twelfths of the loss of \$600, equalling \$400. The merchant must himself stand the other four-twelfths of the loss, \$200. That is, the company will pay only the same proportion of the loss that the insurance carried bears to the value of the property.

Of course, one of the inducements held out by the insurance companies for a policy with a co-insurance clause is a lower rate. The chances for them to be the winners through the clause are by far the greater. It is usually in that odd day or two before the merchant places the additional insurance that the fire occurs. Straight insurance may be a little higher in cost, but there is greater security in it. The co-insurance clause is possibly all right if a fire never occurs. But then who can tell when the fire is likely to occur?

Policy in Broad Terms

Merchants should see to it that their policy does not name articles too specifically. It should be broad and general in its enumeration of the stock insured. A clause, such as "goods, wares and merchandise, and such articles, as are commonly carried in a general store," is the best specification. There is always a chance that the insured can be tripped up when there is an attempt made to cover all the articles minutely.

Minimize Number of Permits

It is a good plan to keep the number of permits named in the insurance policy down to the minimum. Only where there

is a contravention of the insurance law in the keeping of certain goods is there necessity for securing permits from the company. The merchant should take the trouble to find out just what he is allowed to keep on his premises without a permit. As an instance, the insurance law provides that he shall not carry more than five gallons of coal oil without a permit. It is also necessary to have a permit to carry more than five gallons of lubricating oil. The merchant is advised by experts not to have a large number of permits inserted in his policy. Only those that conflict with statutory provisions should be provided for. Some of the things for which he should make provision are:

(1) If a dealer keeps coal oil or lubricating oil in quantities exceeding five gallons.

(2) Any quantity of gasoline and benzine kept on the premises must be set forth.

(3) If any of the store furnishings, such as cash register and other articles of a similar nature are held under a lien or agreement of sale the policy should read: "In the event of the property hereinbefore mentioned being held under royalty, lien, or sale agreement, this insurance shall be held to cover the vendor and vendee."

(4) The question of the dealer's title to the property or stock should be looked after. A clause should be included which will read, with respect to the property, "owned or held in trust," or "on consignment."

A peculiar fact when taken in conjunction with the present ship shortage has been the return of the S.S. Missanabie from Liverpool to St. Johns', N.B., with part of her original Canadian cargo aboard. It is stated that this condition of affairs was caused by the strike of dock laborers in Liverpool and the additional fact that the boat was under contract to take troops aboard at St. John by a certain date.

HELPS TO OVERCOME DIFFICULTIES

MacLean Publishing Co.

Gentlemen:—Herewith you will please find enclosed the sum of \$2 in payment of my subscription to the CANADIAN GROCER. Might say I am well pleased with the paper and would not do without it at any price. I find it a great help in overcoming some of the difficulties we merchants experience. Besides, the pointers on market prospects are a great help.

Wishing you every success,
G. E. McWHIRTER,
Redwin, Ont.



Garfield Stevens.—Members of the staff of Jones & Schofield, wholesale grocers, St. John, N.B., assembled last week to do honor to one of their number who has donned the King's uniform. On behalf of the staff, S. A. Jones, senior member of the firm, presented to Garfield Stevens a handsome gold wrist watch. Mr. Stevens has enlisted in the 115th Battery.

J. J. MacKinnon, salesman for H. G. Smith Limited, wholesale grocers, Regina, Sask., has enlisted. This makes the third salesman and the eighth member of the staff who has joined the colors. Mr. MacKinnon covered southern Saskatchewan for many years for H. G. Smith Limited.

Jack Near, grocery clerk for a number of years for W. R. Butcher, St. Mary's, Ont., has joined the Tiger Battalion, Hamilton, Ont.

SERVICE DEPARTMENT

The Canadian Grocer:

Gentlemen,—We notice by an article in your paper that there is likely to be quite a demand for pure maple products.

Kindly let us know how many pounds there are in a standard gallon of maple syrup.

A. B. CARSCALLEN & CO.

Tamworth, Ont.

Editorial Note.—Re your enquiry regarding weight of a standard gallon of maple syrup would say that an Imperial gallon of maple syrup would weigh 13 lbs. and 2 oz., but there are none of these on the market. Instead syrup is offered in wine gallon (U. S. measure) tins which are usually about 10½ lbs.

TO CLOSE AT 7 P.M.

Edmonton's retail grocers are petitioning the city council for an amendment to the early closing by-law. The grocers want to close their stores at 7 o'clock each evening, except Saturdays and the day preceding public holidays. The petition before the council is a lengthy one, signed by practically all the grocers, and even the big stores, too, have appended the signatures of the managers, 103 names in all. The petition has the endorsement of the newly organized Edmonton Retail Grocers' Association.

Practical Articles for Spring Number

Editorial Representatives Get in Touch with Many More Big Successful Retailers
—The Methods of Increasing Business and Looking After Progress
of Business—A Few Important Articles Reviewed.

A NNOUNCEMENT was made in last week's issue of a few of the articles already prepared for the Annual Spring Sales Number of Canadian Grocer, to be issued April 28. Since then editorial representatives have been out through the country again, and several other good articles are prepared or are in course of preparation. As already intimated, every article in the Spring Sales Number will be of a practical character. Readers can look forward to a bright, snappy, ginger-up, Spring tonic number that will surpass the high standard set for Spring Numbers of the past.

During the past week a large grocer and provision dealer doing a business of more than \$80,000 a year was interviewed for his experiences and methods for building up business. An editorial representative spent more than two hours in his store getting ideas, locations of various departments, including grocery, meat, fruit and vegetables, confectionery, cigar and tobacco department, etc. This will be one of the finest articles in the Spring Number in view of its highly practical character and it will be illustrated by window displays, views of the interior, the layout of the different departments. This particular grocer started in business between 23 and 24 years ago and has made a big success. This is a typical Spring Number article and is one among many which has already assured the Spring Sales Number as a merchandise issue unsurpassed.

COMPLETE BOOKKEEPING SYSTEM

Typical of another class of article in the Spring Sales Number is one from a large and successful dealer who has worked up a most efficient system for keeping close tab on his business. This merchant has daily forms showing sales of each member of the staff in both his grocery and meat department, also forms showing monthly and yearly sales, so that he has

always at his finger-tips information on the progress of the business. Not only that, but at the end of each month his bookkeeper summarizes the month's business in both groceries and meats and compares them with the sales in the corresponding month of the previous year, thus providing him with his total increase for that particular month in business. This article will appeal to everyone interested in closer relationship with the detail of the business. Actual forms showing the system in use will be reproduced so that the reader can follow the system with facility.

INTERIOR LAYOUT REVERSED

Still another story deals with a new idea in interior arrangement. Usually the grocery store is equipped with counters down the side with shelving against the wall. This particular store is different. There are no counters along the side and no shelving on the wall. In fact, this store provides almost the counterpart of the usual layout of a grocery store. The various departments will be described and located and the article, will, of course, be illustrated with an interior view.

These are but a few more of the articles prepared for the Spring Sales Number of April 28. This is an issue which every grocer will want to file for reference purposes, as it will contain plans and methods of increasing business, as well as window displays, store interiors, bookkeeping systems, etc., which are bound to be referred to from time to time during the summer months as plans are being worked out for summer trade and future expansion.

We can confidently state that the Spring Number this year will be one of exceptional merit from the standpoint of the editorial matter.

THE EDITORS,

April 7, 1916.

Effect of Enlistment on Business

A Big Problem for the Manufacturers of Groceries—Information the New Clerk Requires to Sell Intelligently the Different Brands of Foodstuffs.

MANUFACTURERS of groceries who are facing the problem of securing and training new workers to replace those enlisting from office and factory should remember that retail grocers also are losing many of their experienced clerks from the same cause.

This is very important to you, as these enlisting clerks have been your salesmen for years. They have sold your goods to their customers. They know the merits of your lines and the best methods of selling them. But they are taking all this valuable selling knowledge into the army.

The new, inexperienced clerks who are replacing those enlisting will know very little about your goods, and you are liable to suffer from this condition, because you must depend upon retail clerks to sell to the public.

These new clerks should be informed at once about the best features of your goods, and they can be so informed if you act on the suggestion we have to offer.

This suggestion is that you use the advertising pages of The Canadian Grocer to post these new clerks on the merits and selling points of your goods. Most of the better grocers in Canada are paid subscribers to this paper and they and their clerks read it carefully every week.

Consider a regular advertising campaign in The Canadian Grocer, beginning with a good advertisement in the Spring Sales Number, to be issued on 28th April. Write at once for further information and rates.

ADVERTISING MANAGER
The Canadian Grocer



THE CLERKS' PAGE



When Men Begin to Fear

Failure is Largely a Disease — Only One Way to Acquire Anything in the World—How to Win the Prizes of Life

WHAT we get in life we get by the law of attraction. Like attracts like. A poverty-stricken appearance draws you toward poverty. If you don't look prosperous, assume a prosperous appearance at once. Whatever you may have managed to get together in this world you have attracted by your mentality. You may say that you have earned these things, that you have bought them with your salary, the fruit of your endeavor. True, but your thought preceded your endeavor. Your mental plan went before your achievement. The mental plan always goes first; the vision before the reality.

The text, "He that hath a bountiful eye shall be blessed," is the expression of a fundamental truth. The pictures you make in your mind's eye, the thoughts you harbor are day by day building your outward conditions.

Increase Your Power

The more you think and visualize favorable conditions the more you increase your power to realize them. You make yourself a prosperity magnet. This is its law. But if you allow yourself to hope one day and to despair the next, you are demagnetizing yourself as fast as you magnetize. You are destroying the pulling power of your prosperity magnet. You are neutralizing its affinity. You are making it a poverty magnet. Apparently you are trying to get something, while most of the time your mind is working in the opposite direction and driving it from you.

We are so made up that about all we get in life is the reflex of what first flows out from us.

If you are sending out a perpetual poverty current, a doubt current, a discouragement current, it does not matter how hard you may be working in the opposite direction, you will never get away from the current you set in motion. The sort of thought current you generate will flow back to you. The poverty current will never bring back the supply current; it will bring back more poverty. The failure current will not bring

back success; it will bring more failure. This is a law.

Make Yourself a Magnet

You must think in a positive, determined way that you are going to succeed in whatever you desire to do or to be before you can expect success. That is the first condition by which you can make yourself a magnet for the thing you are after. It doesn't matter whether it is work, or money, or a better position, or health, or anything else. Your thought about it must be positive, clean cut, decisive, persistent. No weak, wobbly, "perhaps-I-may-get-it," or "maybe-it-will-come-some-time," or "I-wonder-if-I-shall-ever-be-this, or-if-I-can-do-that" sort of thought will ever help you to get anything in this world or the next.

When young John Wanamaker started with a push-cart to deliver his first sale of clothing, he turned on a positive current toward a merchant princeship. As he passed big clothing stores he pictured himself as a great merchant, owner of a much bigger establishment than any of those he saw, and he did not neutralize or weaken this thought current by doubts or fears as to the possibility of reaching the goal of his ambition.

Power of Thought

Most people think too much about blindly forcing themselves ahead. They do not realize they can, by the power of thought, make themselves magnets to draw to them the things that will help them to get on. Wanamaker attracted to himself the forces that make a merchant prince. Every step he took was forward, to match the vision of his advance with its reality. If the young man had been satisfied with himself at the start he would have remained in his first little store in Philadelphia, and would never have become one of the greatest merchants the world has seen.

Failure is largely a disease. When men begin to fear, begin to worry, begin to be haunted with a foreboding that they are going to fail, they invite the very condition they fear. It is a mental law that whatever is held in the mind

becomes the life pattern, and the life processes build in accordance with the design held up to them.

We are what we are largely through auto-suggestion. Our fears, our anxieties, our doubts, our discouragements, our despondency, all the enemies of our success are daily woven into the pattern of our lives. Why do we allow those enemy thoughts to have any part in our plans, in our life weaving? We can think what we will. We can open or close the gates of our minds to any thought, suggestion or emotion, beauty or ugliness, love or hate, poverty or opulence. What we shall or shall not think is purely optional with us, but the result of our choice is decisive and determines our destiny.

Someone has said that no one even went to jail or to the poorhouse who did not attract the jail or the poorhouse to himself. A lifetime of observation and study of the question has convinced me that people who make miserable failures of their lives as a rule expected to do so. They had such a horror of the poorhouse, they lived in such terror of coming to want, that they shut off the very source of their supply. They had so warped their minds that they could see nothing ahead but poverty. They wasted the precious energy which might have been utilized in happiness building, in expecting, dreading and preparing for the dire things that might come upon them, and according to the law they got what they dreaded and feared.

Competing for Prize

How often we hear people who have entered for a prize contest remark: "I am going to compete for the prize, but I know I shan't get it. Of course it would be foolish to think that I would be the only one out of thousands to succeed in winning the prize, but I am going to make a try for it."

Now, if you are going to win any of the prizes of life you have got to fling yourself into the contest for all you are worth. No half-hearted decision, no divided effort will do. You have got to be "all there," and you have got to believe you are going to win the prize. Every time you express a doubt of your ability to win you make your success so much less likely; you really rob yourself of so much efficiency.

(Continued on page 36.)



CURRENT NEWS OF WEEK

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



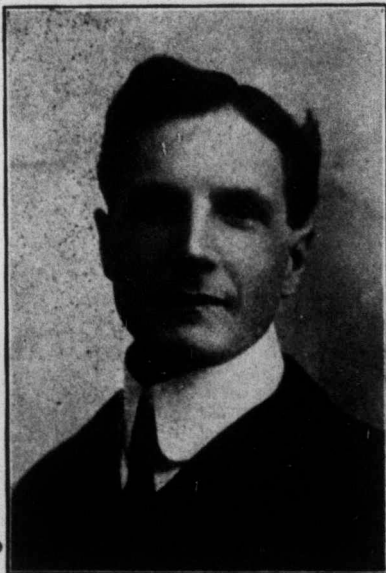
Quebec and Maritime Provinces

F. A. Dorion who has been in England on a business trip, for the butter and cheese firm of Olive Dorion & Stroud has returned to Montreal.

Thomas L. Bowes, who has for six years conducted a retail grocery store in St. John, N.B., died on March 25 after a brief illness. In his earlier days, when ship building thrived in New Brunswick, Mr. Bowes was actively connected with this work.

Owing to the high and steadily rising prices of such raw materials as molasses, sugar, shortening, spices, etc., biscuit manufacturers in St. John, N.B., announce an advance in selling price of half a cent a pound on all biscuits except soda biscuit in cartons.

There is a movement on foot in St. John, N.B., this spring to introduce the daylight saving scheme for the summer months. The usual arguments regarding the advantage of having the extra hour of daylight at the end of the day instead of in the early morning are being advanced, and promoters are hoping to secure better results than have rewarded their efforts in other years. The change would be of more importance to the retail grocers than to almost any other class in the community as they keep their stores open half an hour later than any of the other retail business places.



R. H. HARLEY, London, Ont.,
Re-elected secretary of the Retail Grocers' Association of the Forest City.

The Montreal Board of Trade is sending another delegation to Ottawa to wait upon Sir George Foster in connection with Government aid in getting molasses into the city from Barbadoes.

Alexander Ross assistant manager of the tea department of Chaput Fils & Cie, Montreal, died on April 2, at his home in that city. Deceased was twelve years with John Duncan & Co. before entering the service of his late employers in 1909, with whom he has been for seven years.

The annual meeting of the shareholders of Hudon Hebert & Cie, wholesale grocers of Montreal was held April 3, at their offices there. The statement for the fiscal year ending Jan. 31, was submitted to the shareholders by the board of management and was considered highly satisfactory especially in view of the fact that war was on and depression had been general in the past.

Ontario

Mabel Gibson, of Toronto, grocer, has discontinued business.

E. C. King, of Ottawa, grocer, is retiring from business.

William E. Detlor, flour and feed merchants of Banerft, Ont., has sold to Strudwick & Dilyea.

Mrs. Geo. Teir has opened a grocery store on Wharncliffe road, London, Ont.

Wm. Carfrol has opened a grocery store on Briscoe street, London, Ont., in the store lately run by C. M. Newans.

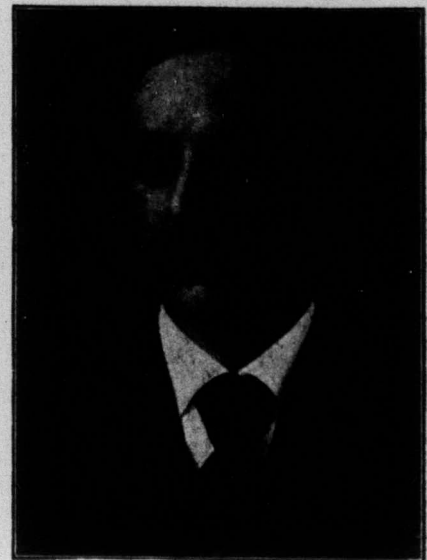
Wm. Stephenson, who has conducted the James Falkner grocery, Lorne Ave., London, Ont., has sold to M. A. Young.

The delivery wagon of W. A. Palmer, grocery, Hamilton road, London, Ont., was badly damaged by a runaway on March 31.

The Standard Grocery, owned and conducted by Mr. H. Goldenbury, Hamilton Road, London, Ont., has been bought by J. T. Brooks of that city.

James Cummings, miller, of Lyn, Ont., while driving from Lyn to Brockville was struck by a G. T. R. express on a crossing three miles west of Brockville and was instantly killed.

The partnership heretofore existing between H. N. Kittson, H. C. Beckett and Jas. T. Gillard, under firm name of W. H. Gillard & Co., wholesale grocers, Hamilton, Ont., has been dissolved, H. C. Beckett and Jas. T. Gillard continu-



THOS. SHAW, London, Ont.,
For the tenth time re-elected treasurer of the London R. G. A.

ing under same style. The change took effect April 1.

The spring meeting of the Norfolk Beekeepers' Association was held March 23rd at Simcoe, Ont. About 25 members of the association were present. R. M. Taylor, of Port Dover, gave an address on "Spring Management." He emphasized the necessity of having the bees in good condition in the fall. The question of "Bee Diseases" was discussed by C. W. Challand, of Renton. Mr. Kingsmill, assistant to Morley Pettit, Ontario Agricultural College, Guelph, gave a description of the treatment of European foul brood.

Western Canada

R. J. Martin, of Erinview, general store merchant, is succeeded by Emily McBrien.

Swartz Bros., Vancouver, wholesale produce, have moved from their old home to much larger quarters next door, which were lately vacated by the Budd-Olmstead Company.

The death occurred in Calgary of James Frizzle, one of Calgary's old-timers, who is especially well-known in the East Calgary district. The late Mr. Frizzle was 71 years of age, and his demise will be widely regretted. The deceased, who has been in the city for over 12 years, was connected with the grocery business, having conducted a store at 1412 Tenth avenue east.

Rice Firm and Advancing

Sugar Market Strong and Further Advance Looked For—Teas Up in London—Strong Situation in Beans—Canned Goods in Brisk Demand.

Office of Publication, Toronto, April 6, 1916.

AFTER a period of prolonged easiness, not to say dullness, the grain market has advanced sharply. This is evidenced in the increased price of No. 1 Northern wheat, in store at Fort William, which has jumped 10c within a week. At the time of writing there is a slight reaction, but this is thought to be only temporary. The better state of the wheat market has influenced business for flour and feeds, both in Manitoba and Ontario. This latter particularly was bullish and advanced 10c. Export business, which was hit pretty hard because of the unfortunate situation in freights, is reviving, and cables are materializing into orders. Ocean freights are somewhat easier and this all helps. Domestic demand is also strengthening somewhat. This applies also to feeds, and in the three major feeds an advance of \$1 each is recorded. Oats are strong and Ontario oats have actually advanced during the week. Thus the grain market is in much better shape than it was a couple of weeks ago. That is to say, it has gained more strength all round.

Trade and public will alike be glad to learn that several lines of fresh fish are now making their appearance and are attracting purchasers. Flounders are coming in from New York. Fresh caught sea salmon from British Columbia is arriving in small quantities and white fish from Lake Erie of excellent quality is coming. Roe shad from New York, though somewhat high-priced, will appeal to the high-class trade. Fresh haddock and cod, although somewhat scarce, are coming along, so that the fish market has a good deal to offer at this time. Business has been exceptionally good in the fish market during the past two or three weeks. In fact dealers agree that they have never seen better Lenten business.

Another line which has advanced all through the West and which may be expected to do so in the East is twine. This is not a comestible, but nevertheless is an important article in the grocery store. This is the second advance in twine and strong since the beginning of the war.

New-laid eggs are now so plentiful in all parts of the country that prices are sinking and the competition is now not so much between the American egg and the Canadian product as between dealers themselves who are buying eggs from the country. Supplies are coming in amply and although there is a big consumption there is now sufficient revenue to provide for an easy market. Declines are registered this week in all markets through the country of 1, 2 and 3c. Poultry on the other hand is much higher and there is a consistently good demand apparently in large centres. Naturally, there is not very much stock coming into the market at this time and what is taken up pretty well. Markets are reported bare of turkey and also finding an exceptionally good demand for chicken.

Rice market is on the up-grade this week.

Quebec Markets

Montreal, April 5.—Report of volume of sales have continued to be unusually favorable for this time of year, and indications are that opening of navigation, however beneficial, is not any longer looked upon as a necessary adjunct to spring business. Embargo and freights

continue to be factors of chief importance, although actual operation of the embargo here has been materially lightened by special treatment of individual cases by railroads. Bad roads in the country, following the late mild weather, have tended to restrict trade in country lines. Freights are assuming new and added importance locally in view of large numbers of boats destroyed lately in various theatres of war. The Government proposal to aid the molasses

Markets in Brief

QUEBEC MARKETS.
FRUIT AND VEGETABLES—
Strawberries and apples down.
Oranges and grape fruit up.
Celery, endives and lettuce up.
Tomatoes firm.
PRODUCE AND PROVISIONS—
Roast ham up 3c.
Pork products all firm.
Butter firm and eggs easy.
FISH AND OYSTERS—
Frozen stocks low.
Fresh fish in demand now.
FLOUR AND CEREALS—
Flour firmer.
Winter wheat flour steadier.
GENERAL MARKETS—
Rice 10 to 30c higher.
Beans strengthening up.
Canned goods stronger.

ONTARIO MARKETS.
FISH AND OYSTERS—
Roe shad selling.
N.Y. flounders in.
Boston halibut coming.
B.C. sea salmon in.
Smelts about done.
FLOUR AND CEREALS—
Advances in feeds.
More strength to flour.
Ontario up 10 cents.
Oats are strong.
PRODUCE AND PROVISIONS—
No change in meats.
New laids lower again.
Butter much stronger.
Poultry sharply higher.
Cheese unchanged.
FRUIT AND VEGETABLES—
Navels are up.
Celery is down.
Strawberries little lower.
Grapefruit sells well.
Root vegetables selling.
GENERAL GROCERIES—
Rice firm and advancing.
Tea slightly higher.
Bullish sugar market.
Molasses very strong.

MANITOBA MARKETS.
FLOUR AND CEREALS—
Quietness all around.
Flour remains at \$6.20 bbl.
Cereals moving slower.
Good local feed demand.
PRODUCE AND PROVISIONS—
Hogs make another record.
Live hogs bring \$10.75 cwt.
Big advance in pure lard.
Meat products quoted higher.
Egg prices dropping again.
Butter market still weak.
FRUIT AND VEGETABLES—
Little new stuff arriving.
Strawberries now \$4 case.
Cauliflowers offered \$2.50 case.
Potato situation unchanged.
FISH AND POULTRY—
Live poultry still scarce.
Old hens bringing 20c lb.
Finnan haddies still scarce.
Fresh halibut selling 12½c lb.
GENERAL GROCERIES—
Canned goods going up.
Imported stuff stiffening.
Pickles and vinegar advance.
Scotch marmalade higher.
New prices on peels.
Confectionery lines dearer.
Further advance in sugar.
Higher prices on cane syrups.
Dried fruits firming again.

CANADIAN GROCER

shippers has materially helped the feeling in local circles. Firmness continues to characterize most lines. The continual advance of unparalleled freight rates and interference with arrival of supplies tend to increase this feeling.

Sugar remains unchanged from last week in refined product here, although an advance of 10c has occurred in the American market. Both cane and corn syrup are in a much stronger position. The former has advanced in price, and the latter goes into consumption as fast as it is made. The market for molasses depends upon arrival of small lots, which are immediately absorbed. Rice has advanced from 10c to 30c per cwt, according to grade, and firmness continues in market. Canadian Vermicelli are up 1/2c on 5-lb. boxes and 1/4c on 30-lb. boxes, and lamp burners are up 10 per cent. A good run of sap is reported on the maple market. Pure lard and compound are developing further strength. Spring and winter wheat flours are firmer. Strawberries and apples are down, and oranges and grapefruit up.

SUGAR.—Prices for refined remain unchanged on market, which has steadied, although the price difference of 30c noted last week still remains in effect, and is said to be due to the fact that the securing of large Government contracts have caused some refiners to withdraw from the market temporarily, while surplus orders booked at old prices are being filled. American refiners are selling at from \$7 to \$7.10, and raw Cubas are being held at 5c, with a trifle less than that recorded as going price in the few sales reported. Condition of raw market is expected to govern final price here, for if the raw should go up, the higher range of prices, which are quoted here, would be likely to go into effect, while on the other hand, if raw should drop, prices might be expected to fall to the lower level. Retail buying is largely of a hand-to-mouth order, although some large sales are recorded that indicate confidence in market.

Cuban stock of raws is said to be accumulating in New York, but the acute shipping situation and the European demand in that market continue to offset this factor in the market.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	7 45
50 lb. bags	7 55
2 and 5-lb. cartons	7 70
Extra Ground Sugars—	
Barrels	7 80
50 lb. boxes	8 00
25 lb. boxes	8 20
Yellow Sugars—	
No. 1, 100 lb. bags	7 05
Dark yellow, 100 lb. bags	6 85
Bright yellow, bbls. only, cwt.	7 30
Powdered Sugars—	
Barrels	7 60
50 lb. boxes	7 80
25 lb. boxes	8 00
Paris Lump—	
100 lb. boxes	8 05
50 lb. boxes	8 15
25 lb. boxes	8 35
Crystal Diamonds—	
Barrels	8 05
100 lb. boxes	8 15
50 lb. boxes	8 25
25 lb. boxes	8 45
Cartons	8 65
Half cartons	9 15
Crystal Dominoes, cartons	8 75

MOLASSES AND SYRUP.—Market continues unchanged in price and other chief features with stock on hand a negligible quantity in the situation. Demand for molasses takes into immediate consumption every puncheon as fast as it arrives on the market. Firmness characterizes the market in conjunction with continued difficulty of getting supplies. An easier undertone is apparent since the announcement that the Government has made arrangements for at least one ship load of molasses to this market.

Cane syrup shows advances all around owing to the large increases in sugar prices and the shortage in molasses, which have reacted on this line. Cases of 2 dozen 2-lb. tins are now offered at \$4.80 per case; barrels at \$5.45 per 100 lbs., and half-barrels at \$5.50. The corn syrup market is rapidly approaching the same condition as exists in the molasses market, and some factories are reported as going to close on account of lack of raw material on which to run. There is an abundance of inquiries, but a lack of supplies on market.

	Fancy.	Choice.
Barbadoes Molasses—		
Puncheons	0 55	0 47
Barrels	0 58	0 50
Half barrels	0 60	0 52
For outside territories prices range about 3c lower.		
Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.		
Corn Syrups—		
Barrels, per lb. 3/4c; 1/2 bbls., 4c; 1/4 bbls.	0 04 1/4	
Pails, 3 1/2 lbs., \$1.95; 25 lbs.	1 40	
Cases, 2 lb. tins, 2 doz. in case	2 65	
Cases, 5 lb. tins, 1 doz. in case	3 00	
Cases, 10 lb. tins, 1/2 doz. in case	2 90	
Cases, 20 lb. tins, 1/4 doz. in case	2 85	
Cane Syrups—		
Barrels, lb., 5 1/4c; 1/2 bbls.	0 05 1/4	
Cases, 2 lb. tins, 2 doz. in case	4 80	

DRIED FRUITS.—Prunes have climbed a half cent in some quarters during the past week, otherwise there are no price changes to record, and general condition of market remains unchanged; other than that demand has improved, although weakness is still a noticeable undertone of market for some lines. Stock of prunes are running low here, and until new crop comes in there is no prospect of people importing to make up deficiency. Dates continue strong and scarce, and currants retain their position of strength with other leading dried fruit lines. Raisins are steady and unchanged, and figs continue firm.

	Per lb.
Apples, choice winter, 25-lb. boxes	0 09 1/2
Apples, choice winter, 50-lb. boxes	0 09
Apricots	0 14
Nectarines, choice	0 11 1/2
Peaches, choice	0 08
Pears, choice	0 13 1/2
Candied Peels—	
Citron	0 22
Lemon	0 20
Orange	0 19
Currants—	
Filiatras, fine, loose, new	0 11 1/2
Filiatras, packages, new	0 12 1/2
Dates—	
Dromedary, package stock, old, pkg.	0 09
Faris, choicest	0 12 1/2
Hallowee, loose, new	0 07 1/2
Hallowee, 1-lb. pkgs.	0 07 1/2
Figs—	
8 crown, 12-lb. boxes, fancy, layer, lb.	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	0 11 1/2
1 lb. glove boxes, each	0 12
Cal. bricks, 10 oz.	0 09 1/2
Cal. bricks, 16 oz.	0 10
Cal. layers	0 10
Cal. fancy, table, 10 lbs.	1 30

Prunes—		
30 to 40, in 25-lb. boxes, faced	0 11	0 12
40 to 50, in 25-lb. boxes, faced	0 10	0 10 1/2
50 to 60, in 25-lb. boxes, faced	0 10	0 10 1/2
60 to 70, in 25-lb. boxes, faced	0 09 1/2	0 09 1/2
70 to 80, in 25-lb. boxes, faced	0 09	0 09
80 to 90, in 25-lb. boxes, faced	0 08 1/2	0 08 1/2
90 to 100, in 25-lb. boxes, faced	0 08	0 08
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$2.80; 4-crown cluster	3 75	
Muscataels, loose, 3-crown, lb.	0 06 1/2	0 09
Muscataels, 4-crown, lb.	0 09 1/2	0 09 1/2
Cal. seedless, 16 oz.	0 12 1/2	0 12 1/2
Fancy seeded, 16 oz. pkgs.	0 10 1/2	0 11
Choice seeded, 16 oz. pkgs.	0 10 1/2	0 10 1/2
Valencias, selected	0 11	0 11
Valencias, 4-crown layers	0 11 1/2	0 11 1/2

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

SPICES.—Market remains steadily firm, with a good volume of trade passing and a steadier undertone as time elapses and clarifies the shifting conditions that govern supplies and prices. The latter continues to be governed largely by individual requirements. Peppers are unchanged from last week; cloves show firmness in primary market, and freight from Zanzibar are reported higher; pimento is showing firmness in primary market and distributing points; mace is reported scarce, and mustard seed in a strong position.

In the local market the feeling continues very firm, and a steadier undertone is noted without any decrease in the tendency toward a feeling of strength.

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

RICE AND TAPIOCA.—Rice has advanced from 10c to 40c, according to grade, in line with the general expectation for some time; Rangoon B has advanced 10c per 100 cwt., and is now offered at \$4.40; India Bright and Lustre at \$4.45 and \$4.50 respectively. Fancy rice shows a rise in prices, mostly around 30c and 40c per 100 cwt., as per list of prices. Imported Patnas in 224-lb. bags are now offered at 6c and 6 1/8c, and 6 1/4c in half and one quarter bags respectively. Advances are said to be due to expensive freight rates now demanded by all carriers and situation is compared to that existing in sugar, with a corresponding disparity of price between here and primary markets. Feeling of firmness characterizes local market, based on conditions in primary market and state of ocean freights, which indicate that prices here are not yet in proportion to first costs. Tapioca remains firm and unchanged in price and hard to get even at high prices prevailing.

CANADIAN GROCER

Rangoon Rices—	Per cwt.
Rangoon, "B"	4 30
"C.C."	4 10
India bright	4 45
Lustre	4 50
Fancy Rices—	
Mandarin, Patna	4 80
Pearl	5 10
Imperial Glace	5 80
Sparkle	6 40
Crystal	5 70
Snow	5 30
Ice drips	5 40

Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

Imported Patna—	Per lb.
Bags, 24 lbs.	0 06
Half bags, 12 lbs.	0 06½
Quarter bags	0 06½
Velvet head Carolina	0 08
Sago, brown	0 06½
Tapioca—	
Pearl, lb.	0 09
Seed, lb.	0 10

NUTS.—Market is steady and firm, with even less business passing than last week. Shelled walnuts have advanced 1c a pound, and others continue unchanged in price and general demand. Tarragona almonds are down 1c a lb. A good crop is reported in Sicily, and is expected to affect the trade here, as is also the fact that almonds have passed the flowering stage in Spain. Chief factor in the market is the difficulty of getting stock of supplies in. Other prices remain unchanged, and quietness chief feature of market.

Almonds, Tara, new	0 18	0 16½
Grenobles	0 16	0 16½
Marbols	0 13½	0 14
Shelled walnuts, new, per lb.	0 35	0 36
Shelled almonds, 23-lb. boxes, per lb.	0 40	0 42
Sicily filberts	0 14½	0 15
Filberts, shelled	0 32	0 34
Pecans, large	0 18	0 19
Brazils, new	0 15	0 16
Peanuts, American, roasted	0 08½	0 12½

TEA.—Ruling factors remained unchanged in market that continues to show steady activity and unchanged prices. Volume of sales continues to improve, and is on the whole larger than last week, which is adding to strength of market. Feeling is that prices are high enough, but the developing demand makes higher ones a possibility when taken in conjunction with increasing freight rates, which are adding materially to cost of tea laid down here. End of May is expected to give some indication of trend of prices of high-grade tea at least.

COFFEE.—No change of note has occurred in market, which is firm, with no disturbing factors in evidence. Some fluctuation has occurred on primary market in conjunction with speculation. Volume of sales reported locally are normal. Brazil is reported to be clearing coffee freely.

Coffee, Roasted—		
Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 17	0 19
Java, lb.	0 31	0 33
Maracaibo, lb.	0 22	0 23
Mexican lb.	0 27	0 28
Mocha, lb.	0 33	0 34
Rio, lb.	0 17	0 20
Santos, lb.	0 21	0 23
Chicoory, lb.	0 12	0 14

DRIED VEGETABLES.—Beans have advanced from 10c to 25c per bushel on the better class of goods only. Demand continues only normal, and advance is said to be a speculative one, based on the big Government orders for stewed beef, so that holders of stock are putting price up. The movement originated in Michigan, which supplies this market,

and where it was known that beans would be wanted later for these orders, so that advances were made in order to forestall Canadian orders of large lots which might clean up market at prevailing prices. Present stocks in sight are said to be totally inadequate for filling the orders, and it is expected that the new crop will be requisitioned. Peas remain quiet and unchanged in price, with no movement of importance to record in this line.

Beans—		
Canadian, 3-lb. pickers, per bushel...	4 30	4 45
Canadian, hand-picked	4 90	5 10
Canadian, 5-lb. pickers	4 10	4 20
Yellow eyes, per bushel	0 08	0 08½
Lima, per lb.	3 00	3 25
Peas, white soup, per bushel	6 00	6 00
Peas, split, bag, 98 lbs.	3 00	3 00
Barley, pot, per bag	0 04½	0 05
Barley, pearl, lb.		

CANNED GOODS.—Market continues to show activity in price stimulation that is based on Government orders and an increased general demand on part of buying public. Prices are higher, exceptionally so on tomatoes, which have inclined to carry the whole line with them. A wide range of values exists, as market is in unsettled state. Sales have been made in the wholesale way at an advance at from 5c to 7½c per dozen, while some holders of stocks are in much stronger position than others. Corn and peas show strength as result of this movement in tomatoes. Whole line is gaining strength on market, and has advanced. Corn on cob has advanced to \$4.75.

Firmness continues in salmon on this market and other lines that have been affected by Government orders. English sprats have advanced, and are now offered at \$9 per case.

Ontario Markets

Toronto, April 5.—Tea men are talking to-day about the absence of another tax, after all, on teas in England. A certain coterie, both there and here, were "sure" that Mr. McKenna would bring down a tax on teas. This has not materialized. The tea market lately in London has been a series of small advances and a steady firmness has been the outstanding feature. Part of this, some have it, was due to the probability of a tax. Last week only another farthing increase was registered, and tax possibilities are assigned in some quarters as the reason. However, we may see an easing in the London prices now, as no tax has materialized. Then, again, we mayn't! No reliable prophet, who is proud of his record, dares to say much either way on the tea market during war times. No one, for instance, knows why Colombo should be strong, but strong it is.

There is some talk in the States of a tax on teas there. Not much credence is

placed on it, it seems, but in some quarters it is held. Canadians don't see it. They think it improbable. This may be the reason why New York reports claim there is a scarcity of orders from Canada just now. These reports suggest that Canada is not disposed to think much of tax probabilities, and, therefore, won't buy till the market has a chance to ease. Not much likelihood of that, however, in view of the firmness in all primary markets.

A further advance in sugar is likely. It is not thought it will come at once, but sugar men reiterate their opinion as to shortness on the part of refiners and the fact that refiners have to replenish some time or other. Speculation in New York is certainly making a tricky market, and, generally speaking, a bullish one. Here stocks in refiners' hands are admittedly low, and one firm showed its faith in the market going higher by taking a long jump in prices last week, trusting other refiners' necessity to bring them up too. No advance is recorded this week, but one is in the offing, it is said.

Rice has taken the place of its kindred product, tapioca, for the moment, and looks very firm and advancing. Freight troubles in the East appear to be the scapegoat again. New York is also very strong on all kinds and grades.

SUGAR.—The market is in strong shape, though no further advance is recorded at the moment. It is expected, however, by most sugar men. The same conditions continue: refiners are short and the market is highly speculative. This, as usual, follows the trend of New York. There statistical position is a factor for the bulls, for, crop taken into account, it is calculated that if exports persist to extent of last three months there will not be enough sugar for United States consumption alone. Oversea buyers have been buying heavily from the States, and not Cuba. They cannot continue to do so, it is claimed, and leave sufficient supplies for the States, considering crop figures. This makes a strong market across the border, and an advance is looked for.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	7 51
20 lb. bags	7 61
10 lb. bags	7 66
2 and 5-lb. cartons	7 80
Nova Scotia refined, 100-lb. bags	7 41
New Brunswick refined, 100-lb. bags	7 45
Extra Ground Sugars—	
Barrels	7 91
50 lb. boxes	8 11
25 lb. boxes	8 21
Powdered Sugars—	
Barrels	7 71
25 lb. boxes	8 71
Crystal Diamonds—	
Barrels	9 06
100 lb. boxes	8 15
50 lb. boxes	8 25
Cartons (20 to case)	8 81
Cartons (50 to case)	9 91
Crystal Dominoes, carton	9 15
Paris Lumps—	
100 lb. boxes	8 15
50 lb. boxes	8 25
25 lb. boxes	8 35
Yellow Sugars—	
No. 1	6 81
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

SYRUPS AND MOLASSES.—There is no new factor in the position. Impor-

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tant thing is dearth of freights, because stocks here are really low. Sugar's strength also plays important part. Trade here feels the customary demand, hand-to-mouth only. Molasses is more in demand in Montreal, and market tone here is a reflection of there.

Corn syrups are experiencing a good demand, chiefly from confectionery stores. There is no change in prices.

Corn Syrups—

Barrels, per lb., 3½c; ¼ bbls., 4c; ½ bbls.....	0 04½
Pails, 3½ lbs., \$1.95; 25 lbs.....	1 40
Cases, 2 lb. tins, 2 doz. in case.....	2 65
Cases, 5 lb. tins, 1 doz. in case.....	3 00
Cases, 10 lb. tins, ½ doz. in case.....	2 90
Cases, 20 lb. tins, ¼ doz. in case.....	2 85

Cane Syrups—

Barrels, lb., 4½c; ¼ bbls.....	0 06
Cases, 2 lb. tins, 2 doz. in case.....	3 00

Molasses—

Fancy, gallon.....	0 60	0 65
West India, bbls.....	0 34	0 37

TEAS.—There was a firm tone to the London auctions, cables state, and Monday's was up a farthing. This may have been influenced by the eleventh-hour expectation of a tax on tea, which Tuesday's British budget did not produce. Colombo remains very high and quite firm, particularly in better grades. Russian buying still remains important factor in the Eastern situation.

Demand in Canada is ordinary. No excitement is noticeable. Canadian demand in the States is somewhat slow. This does not affect the States market much, as the primary market is above U. S. parity, and price will certainly not be lower, it is claimed.

DRIED FRUITS.—There is a strong situation locally in peaches, demand being more than usually good, with small stocks. Spot stocks at the Pacific are very firm, the heavy demand having resulted in material shrinkage of stocks. Prices to the trade here are largely a matter for each wholesaler, though most are getting on the basis of 7½c to 8c for choice 50-lb. boxes. This is an advance of ¼c. upon recent levels. Higher quotations are being made.

Raisins are in somewhat firmer position, owing to rapid clean-up of stocks. Demand has been sprucing up and spot stocks were not heavy anyway. No advance on our quotations is recorded, though it may be stated that they should be regarded as elastic.

Currants once more are in the lime-light, owing to the very firm tone felt in New York. This in its turn is due to developments, or rather possible developments in Greece. Amalas continue to be firm at prevailing levels. Greek exporters still hold out for higher prices.

Prunes are cleaning up better now, forties to sixties especially being in demand. These are quoted from 9½c to 11c.

Demand for dried fruits has spruced up all round considerably this last week, and the general tone of the market is firmer.

Apples, evaporated, per lb.....	0 10½
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Apricots—

Std., 25's, faced.....	0 12	0 13½
Choice, 25's, faced.....	0 13½	0 14
Extra choice, 25's, faced.....	0 14½	0 15
Fancy, 25's, faced.....	0 15½	0 16

Candied Peels—

Lemon.....	0 17	0 18
Orange.....	0 17	0 18
Citron.....	0 22½	0 23½

Currants—

Filigras, per lb.....	0 13½	0 14½
Amalas, choicest, per lb.....	0 14½	0 15½
Patras, per lb.....	0 14	0 15
Vostizza, choice.....	0 14½	0 15½
Cleaned, ½ cent more.....		

Dates—

Favris, choicest, 12-lb. boxes.....	0 09½	0 10
Favris, choicest, 60-lb. boxes.....	0 09	0 09½
Package dates.....	0 07½	0 09
Hallowees.....		0 07

Prunes—

30-40s, California, 25-lb. boxes.....	0 13	0 13½
40-50s, 25-lb. boxes.....	0 10½	0 11
50-60s, 25-lb. boxes.....	0 09½	0 10
60-70s, 50-lb. boxes.....	0 19½	0 19½
70-80s, 50-lb. boxes.....	0 08½	0 08½
80-90s, 50-lb. boxes.....	0 08½	0 08½
90-100s, 50-lb. boxes.....	0 08	0 08½
25-lb. boxes, ½ cent more.....		

Peaches—

Choice, 50-lb. boxes.....	0 07½	0 08
Std., 50-lb. boxes.....	0 07	0 07½
Choice, 25 lbs., faced.....	0 08	0 08
Extra choice, 25 lbs., faced.....	0 08	0 08½
Fancy, 25 lbs., faced.....	0 08½	0 09

Raisins—

Valencia, Cal.....	0 09	0 09½
Seedless, fancy, 1 lb. packets.....	0 10	0 10
Seedless, choice, 1 lb. packets.....	0 09½	0 10½
Seedless, 12 oz. packets.....	0 08	0 08
Seedless, 16 oz. packets.....	0 11½	0 12
Seedless, 12 oz. packets.....	0 10	0 10

Raspberries, black, dried, 25-lb. boxes..... 0 40 0 42

NUTS.—Average demand is felt for all lines, but the market is somewhat dull and featureless.

In Shell—

Almonds, Tarragona.....	0 15½	0 16½
Brazils, medium, new.....	0 16	0 18
Brazils, large, washed, new.....	0 20	0 22
Chestnuts, peck.....	1 75	2 00
Filberts, Sicily, bags 110 lbs.....	0 14	0 14½
Peanuts, Jumbos, roasted.....	0 13½	0 14½
Peanuts, hand-picked, roasted.....	0 11	0 11½
Peanuts, fancy, roasted.....	0 09	0 10
Pecans.....	0 17	0 18
Walnuts, Grenoble.....	0 14½	0 15½
Walnuts, Bordeaux.....	0 11	0 12
Wa. Inuts, Marbots.....	0 12½	0 13½

Shelled—

Almonds.....	0 45	0 46
Filberts.....	0 35	0 36
Peanuts.....	0 11	0 11½
Pecans.....	0 60	0 65
Walnuts, new, halves.....	0 38	0 40
Brokea.....	0 31	0 32

BEANS.—Locally the situation has firmed up some. The situation last week indicated an apathy on the part of the trade as stocks appeared to be in a little better relation to demand. There has recently been a clean-up, it is rumored, on account of a large firm securing all possible supplies. This has meant a much stronger market. Rumor has it that we may see levels up to \$5.00. For the present \$4.50 is the usual quotation.

Beans, choice primes, bush.....	4 25	4 50
Beans, hand-picked, bushel.....	4 75	5 00
Peas, blue, bushel.....	3 25	3 50
Split, lb.....	0 05½	0 06½

SPICES.—Market, so far as demand goes, is easier. Peppers are chiefly in request but stocks are somewhat ampler than heretofore and there is no advance in prices. Cassias and ginger are firm on spot stocks being reduced considerably. All spice is a cent higher.

	Compound,	Pure,
	per lb.	per lb.
Allspice, ground.....	—0 20	0 17—0 19
Allspice, whole.....		—0 15
Arrowroot.....		0 15—0 20
Bay leaves.....		—0 20
Bicarb. soda.....		—0 23½
Caraway seeds.....		—0 25
Cassia, whole.....		0 25—0 32
Cassia, ground.....	0 16—0 18	0 25—0 34
Cayenne.....		0 30—0 35
Cayenne, Jap. chillies.....		—0 40
Celery seed.....		0 45—0 50
Celery salt.....		0 30—0 35
Celery pepper.....		0 30—0 35
Cinnamon, Batavia.....		0 30—0 40
Cloves, whole.....		0 35—0 45
Cloves, ground.....	0 15—0 22	0 35—0 45
Coriander seed.....		0 12—0 13
Cream of tartar.....	0 25—0 30	0 50—0 55
Curry powder.....		0 30—0 35
Ginger, Cochin.....	0 15—0 17	0 22—0 25
Ginger, Jamaica, ground.....	0 18—0 21	0 25—0 30
Ginger, Jamaica, whole.....		0 25—0 30

inger, African, ground.....	0 14—0 18
Mace.....	0 85—1 00
Mustard, pure.....	0 28—0 30
Mustard seed.....	0 20—0 25
Nutmegs, brown, 64s, 65c; 80s, 45c; 100s.....	0 35—0 40
Nutmegs, ground, bulk, 30-35c; 1 lb. tins.....	0 37—0 42
Pastry spice.....	0 25—0 30
Paprika.....	0 35—0 40
Peppers, black, ground.....	0 14—0 18
Peppers, black, whole.....	0 24—0 29
Peppers, white, ground.....	0 19—0 24
Peppers, white, whole.....	0 30—0 35
Pickling spice.....	0 18—0 23
Sage.....	0 45—0 50
Saltpetre (chilli).....	—0 10
Thyme.....	—0 26
Turmeric.....	0 20—0 22

RICE.—The market is very firm and an advance looks probable in the near future. The market in the States is very firm, the South exhibiting strength on account of big demand. Foreign rice has been boosted because of acute freight situation in the East. Advance follows advance in the primary market and spot stocks on this market are very low. This, rather than excessive local demand, is reason for firmness. Advances have taken place in Montreal and will probably be duplicated here. Patana fancy is very strong.

Tapioca is in good demand with a firm undertone ruling on account of uneasiness as to freights.

Rice—

Random "R." per cwt.....	4 28
Random "CC." per cwt.....	4 15
Random, fancy, per cwt.....	6 58
Patana, fancy.....	0 07½ 0 09

Tapioca—

Pearl, per lb.....	0 09	0 10
Seed, per lb.....	0 09	0 10

CANNED GOODS.—The situation is firm as regards tomatoes and peas. Former are being sold by some wholesalers at higher prices than by others. Export demand apparently is a factor, London orders certainly influencing stocks.

MONTREAL AND TORONTO PRICES

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

Salmon, Sockeye—

1 lb. tins, cases, 4 doz., per doz.....	2 62½
1 lb. flats, cases 4 doz., per doz.....	2 72½
½ flats, cases 8 doz., per doz.....	1 57½
Five cases or more, 2½c doz. less than above.....	

Chums, 1-lb. tins..... 0 90

Pinks, 1-lb. tins..... 1 20

Cohoes, 1-lb. tins..... 1 45

Red Springs, 1-lb. tins..... 2 00

Humpback, ¼-lb. tins..... 0 90

Canned Vegetables—

Tomatoes, 3's.....	1 07½	1 10
Peas, standards.....	0 90	0 92½
Early June peas.....	0 95	0 97½
Extra sifted peas.....	1 52½	1 55
Corn, 2's, doz.....	0 92½	0 95

Fruits—

3's Apples, Standard.....	1 05
3's Apples, Preserved.....	1 20
Gals. Apples, Standard.....	3 50
Gals. Apples, Preserved.....	4 25
Gals. Blueberries (Huckleberries), Standard.....	6 50
2's Cherries, Red (pitted), light syrup.....	1 50
2's Cherries, Black, pitted, heavy syrup.....	1 90
2's Cherries, Black, not pitted, heavy syrup.....	1 50
2's Cherries, Red, pitted, heavy syrup.....	1 90
2's Cherries, Red, not pitted, heavy syrup.....	1 50
Gals. Cherries, Red, pitted.....	8 50
Gals. Cherries, Red, not pitted.....	8 00
2's Blueberries (Huckleberries), Standard.....	1 50
2's Blueberries (Huckleberries), Preserved.....	1 90
2's Cherries, White, pitted, heavy syrup.....	1 90
2's Cherries, White, not pitted, heavy syrup.....	1 50
2's Currants, Black, heavy syrup.....	1 50
2's Currants, Black, Preserved.....	1 90
Gals. Currants, Black, Standard.....	5 25
Gals. Currants, Black, solid pack.....	8 25
2's Currants, Red, heavy syrup.....	1 50
2's Currants, Red, Preserved.....	1 90
Gals. Currants, Red, Standard.....	5 25
Gals. Currants, Red, solid pack.....	8 25
2's Gooseberries, heavy syrup.....	1 50
2's Gooseberries, Preserved.....	1 90
Gals. Gooseberries, Standard.....	7 25
Gals. Gooseberries, solid pack.....	8 50
2's Grapes, White, Niagara, Preserved.....	1 50
Gals. Grapes, White, Niagara, Standard.....	3 50
2's Lawtonberries (Blackberries), heavy syrup.....	2 00
2's Lawtonberries (Blackberries), light syrup.....	1 50
2's Lawtonberries, Preserved.....	3 25

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Gals. Lawtonberries, Standard	7 00
2's Peaches, White, heavy syrup	1 60
2½'s Peaches, White, heavy syrup	1 90
3's Peaches, White, heavy syrup	2 40
1's Peaches, Yellow, heavy syrup, talls	1 25
1½'s Peaches, Yellow, flats, heavy syrup	1 60
2's Peaches, Yellow, heavy syrup	1 90
2½'s Peaches, Yellow, heavy syrup	2 20
3's Peaches, Yellow, whole, heavy syrup	1 25
3's Peaches, Pie, not peeled	1 75
3's Peaches, Pie, peeled	1 75
Gals. Peaches, Pie, not peeled	3 25
Gals. Peaches, Pie, peeled	5 00
Gals. Pie Fruits, assorted (add 5%)	4 00
2's Pears, Bartlett, heavy syrup	1 75
2½'s Pears, Bartlett, heavy syrup	2 10
3's Pears, Bartlett, heavy syrup	2 25
2's Pears, Flemish Beauty, heavy syrup	1 75
2½'s Pears, Flemish Beauty, heavy syrup	2 10
3's Pears, Flemish Beauty, heavy syrup	2 25
2's Pears, Keiffers, heavy syrup	1 40
2½'s Pears, Keiffers, heavy syrup	1 75
3's Pears, Keiffers, heavy syrup	1 85
2's Pears, light syrup, Globe	1 20
2½'s Pears, light syrup, Globe	1 50
3's Pears, light syrup, Globe	1 50
3's Pears, Pie, not peeled	1 25
3's Pears, Pie, peeled	1 50
Gals. Pears, Pie, not peeled	4 00
Gals. Pears, Pie, peeled	3 00
2's Pineapple, Sliced, heavy syrup	2 10
2½'s Pineapple, Sliced, heavy syrup	1 50
3's Pineapple, Sliced, heavy syrup	1 50
2's Pineapples, Whole, heavy syrup	2 10
2½'s Pineapples, Whole, heavy syrup	2 00
3's Pineapple, Sliced, Hygeian Brand	3 00
2's Plums, Damson, light syrup	1 00
2½'s Plums, Damson, light syrup	1 50
3's Plums, Damson, light syrup	1 15
2's Plums, Damson, heavy syrup	1 50
2½'s Plums, Damson, heavy syrup	3 00
3's Plums, Damson, heavy syrup	3 00
Gals. Plums, Damson, Standard	1 10
2's Plums, Egg, heavy syrup	1 40
2½'s Plums, Egg, heavy syrup	1 50
3's Plums, Egg, heavy syrup	1 50
2's Plums, Green Gage, light syrup	1 00
2½'s Plums, Green Gage, light syrup	1 15
3's Plums, Green Gage, light syrup	1 40
2's Plums, Green Gage, heavy syrup	1 60
2½'s Plums, Green Gage, heavy syrup	3 50
3's Plums, Green Gage, heavy syrup	1 00
Gals. Plums, Lombard, light syrup	1 30
2½'s Plums, Lombard, light syrup	1 50
3's Plums, Lombard, light syrup	1 10
2's Plums, Lombard, heavy syrup	1 30
2½'s Plums, Lombard, heavy syrup	1 60
3's Plums, Lombard, heavy syrup	3 25
Gals. Plums, Lombard, Standard	2 10
2's Raspberries, Black, heavy syrup	1 60
2½'s Raspberries, Black, heavy syrup	2 25
3's Raspberries, Black, heavy syrup	7 25
Gals. Raspberries, Black, Standard	9 50
Gals. Raspberries, Black, solid pack	2 10
2's Raspberries, Red, heavy syrup	1 50
2½'s Raspberries, Red, heavy syrup	2 40
3's Raspberries, Red, heavy syrup	7 40
Gals. Raspberries, Red, Standard	9 25
Gals. Raspberries, Red, solid pack	1 65
2's Rhubarb, Preserved	2 60
2½'s Rhubarb, Preserved	3 50
3's Rhubarb, Preserved	2 60
Gals. Rhubarb, Standard	3 50
2's Strawberries, heavy syrup	2 25
2½'s Strawberries, heavy syrup	2 40
3's Strawberries, heavy syrup	7 75
Gals. Strawberries, Standard	9 75
Gals. Strawberries, solid pack	9 75

Manufacturers' agents representing confectionery makers in this end of the country report marked advances in price on all confectionery lines, amounting to about 15 per cent. within a short period. The latest advance was made on March 13. This undoubtedly is due to high price of sugar, but confectionery prices are also affected by high prices on all kinds of materials, even boxes. Quotations on Canadian-made biscuits are not much higher.

A manufacturers' agent, representing a large Eastern tobacco concern, advises that prices on smoking tobaccos in bales are fairly stationary. This class of tobacco seldom changes, and if it should happen to advance ½c, it usually sticks there for a very long period. There is no scarcity of this class of Canadian tobacco. More interest is being taken in it by the grocer, owing to the fact that many hotels in Western Canada that formerly handled tobacco are now out of business.

With the season for herrings opening up and a heavy demand from the Jewish trade, quotations on this line are important just now. Herrings have been rather scarce up to the present, but stocks are now available at the following figures: Mixed, \$1.25 per keg; milkers, \$1.33 per keg.

There has been a firming up on the market for molasses, and the following quotations are now current on tins: 2's, \$3.50; 2½'s, \$3.10; 5's, \$3.05; 10's, \$2.75. There has been a considerable advance in quotations on Scotch marmalade. New prices are about as follows:—1's, \$2.25; 2's, \$4.20; 4's, \$7.56; and 7's, \$16.48 per case of 16 tins.

The following new quotations are current on peels:—Orange and lemon, 20c; citron, 23½c. The Dyson Co., Winnipeg, have announced an advance on all lines of pickles, vinegar, sauces, etc. Local jobbers have advanced prices on candies.

Importers again draw the attention of the trade to the acute freight situation, and state that all imported stuff will undoubtedly be higher in price. They advise dealers to buy while they can. If the present scarcity of boats continues, the situation in June and July will be serious.

SUGAR.—Late last week there was a further advance in refined here, the market jumping up to a basis of \$8.15. At time of writing the situation is still firm, and trade are anticipating further advance. One of the most startling features of the market is that a large Eastern refiner has advanced prices away above the others, to \$8.40 basis. The reason for the above is partly that they have an order for 5,000 tons or about half a million dollars' worth of sugar, which will keep them rushing for some

time. Since last advance there has been considerable buying, and opinion is generally expressed that sugar will go higher.

Sugar, Eastern—		Per cwt. in sacks
Standard granulated	.....	8 15
Extra ground or icing, boxes	.....	9 00
Extra ground or icing, bbls.	.....	8 70
Powdered, boxes	.....	8 80
Powdered, bbls	.....	8 60
Hard lump (109-lb. case)	.....	9 10
Montreal yellow, bags	.....	7 75
Sugar, Western Ontario—		
Sacks, per 100 lbs.	.....	8 10
Halves, 90 lbs., per cwt.	.....	8 20
Bales, 20 lbs., per cwt.	.....	8 20
Powdered, 50s	.....	8 75
Powdered, 5s	.....	9 00
Icing, barrels	.....	8 75
Icing, 5s	.....	8 95
Cut loaf, barrels	.....	9 05
Cut loaf, 5s	.....	9 25
Cut loaf, 25s	.....	9 30
Sugar, British Columbia—		
Extra standard granulated	.....	8 15
Bar sugar, bbls	.....	8 30
Bar sugar, boxes	.....	8 50
Icing sugar, bbls.	.....	8 50
Icing sugar, boxes	.....	8 75
H. P. lumps, 100-lb. cases	.....	9 00
H. P. lumps, 25-lb. boxes	.....	9 25
Yellow, in bags	.....	7 75

SYRUP.—Another big advance took place in the price of B. C. cane syrup on March 28th, amounting to 25c on cases of 2's, and an advance of 30c on cases of 5's, 10's and 20's. This advance applies to all territories, and is no doubt due to the rise in sugar. The demand is very heavy for syrups just now, both cane and corn.

Corn Syrup—		
2s, per case 2 doz	.....	2 98
5s, per case 1 doz	.....	3 38
10s, per case, ½ doz	.....	2 36
2s, per case ½ doz	.....	2 97
¼ barrels, by the lb.	.....	4 14
B. C. Cane Syrups—		
2-lb. tins, 2 doz. to case, per case	.....	3 80
5-lb. tins, 1 doz. to case, per case	.....	4 45
10-lb. tins, ½ doz. to case, per case	.....	4 15
20-lb. tins, 3 tins to case, per case	.....	4 05
(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)		
Molasses—		Per gal.
Barbadoes, ¼ bbls., per gal.	.....	0 65
New Orleans, loose, per gal.	.....	0 28
Tins, 2s, \$3.50; 2½s, \$3.10; 5s, \$3.05; 10s, \$2.75.	.....

DRIED FRUITS.—For several weeks the market has been much easier on account of the embargo, but it is now firming up. Importers believe the present time a good one for dealers to buy stocks at reasonable prices. The scare brought about by the embargo is pretty well over. It was thought that with the export market cut off, there would be heavy stocks left on hand, whereas it is found that the heavy stocks are not there.

Dried Fruits—		
Evaporated apples, choice, 50's	.....	0 11
Evaporated apples, choice, 25's	.....	0 11½
Pears, choice, 25's	.....	0 12½
Apricots, choice, 25's	.....	0 13
Apricots, choice, 10's	.....	0 14
Peaches—		
Choice, 25-lb. boxes	.....	0 07
Choice, 10-lb. boxes	.....	0 07½
Currants—		
Filiatras, per lb.	.....	0 10½
Filiatras, fresh cleaned	.....	0 11½
1 lb. package Amalias	.....	0 12
2 lb. package	.....	0 24
Dates—		
Hallowee, loose, per lb.	.....	0 06
Hallowee, 12-oz. pkgs.	.....	0 08½
Fard dates, 12-lb. boxes	.....	1 25
Raisins, California—		
16 oz. fancy, seeded	.....	0 10½
16 oz. choice, seeded	.....	0 09½
12 oz. fancy, seeded	.....	0 08½
12 oz. choice, seeded	.....	0 08½
Raisins, Muscatels—		
3 crown, loose, 25's	.....	0 09½
3 crown, loose, 50's	.....	0 08½
Raisins, Sultanas—		
California, 50's, fancy bleached	.....	0 16½
California, 25's, fancy bleached	.....	0 17
16-oz. pkgs.	.....	0 17½
Raisins, Cal. Valencias—		
25-lb. boxes	.....	0 09
50-lb. boxes	.....	0 09½

Manitoba Markets

Winnipeg, April 6.—Importers warn the trade that almost everything which is imported into Canada will be higher, and this applies very much to sugar. Difficulty is still experienced securing supplies of raws, and as long as freight situation continues as it is at present, sugar will be high. There was a further advance of 10c last week-end, and another is expected. Higher quotations on B. C. cane syrups went into effect on March 28th, this being result of the high sugar market.

A rather unusual situation exists in the provision market, live hogs having touched a record figure—\$10.75 per cwt. It is difficult to see how this can continue long, and it would not be surprising to see a big slump. In the meantime, quotations on meat products and pure lard are much higher. Eggs continue to arrive freely, and much lower quotations are current. At end of this week 20c should be the price for candled stock.

CANADIAN GROCER

Prunes—		
80 to 100, 25c	0 07%	
80 to 90, 25c	0 08	
70 to 80, 25c	0 08½	
60 to 70, 25c	0 08½	
50 to 60, 25c	0 09½	
40 to 50, 25c	0 10	
Peels—		
Orange, lb.	0 20	
Lemon, lb.	0 20	
Citron, lb.	0 23½	

DRIED VEGETABLES.—The situation is much the same as it has been for some weeks past. Importers state they cannot get Japanese beans at all, as the stock in Japan is exhausted. Thus, the only beans available are those on hand and in transit. This should be interesting news for jobbers and the retail trade, who should arrange to pick up any beans they are able to lay their hands on.

Beans—		
Choice, white, 3-lb. pickers, per bush.	4 80	
Fancy, hand-picked, bushel	4 60	
California Lima Beans—		
80-lb. sacks	0 07½	
Barley—		
Pot, per sack, 98 lbs.	3 20	
Pearl, per sack, 98 lbs.	4 35	
Peas—		
Split peas, stock, 98 lbs.	6 15	6 25
Whole peas, bushel	2 90	
Whole peas, 1 lb. pkgs., case	3 30	

RICE.—There is no change in the rice situation in the primary market. Tapioca is advancing steadily, and we shall no doubt see higher prices still. The reason for this is that the freight situation is getting more acute every day.

Rice and Tapioca—		
No. 1 Japan, per lb., 100-lb. bags	0 05½	
No. 2 Japan, per lb., 100-lb. bags	0 04½	
Siam, per lb., 100-lb. bags	0 04½	
Patna, per lb., 100-lb. bags	0 06½	
Carolina, per lb., 100-lb. sacks	0 05½	
Sago, pearl, sacks, per lb.	0 07	
Tapioca, pearl	0 08	

COFFEE.—The market continues strong on account of freight situation. Only old "tubs" are said to be available for carrying coffee from Brazil to American ports, which is keeping the market firm.

Coffee—		
Green, choice, No. 7 Rio	0 14	
Green, choice, No. 6 Rio	0 15½	
Green Santos	0 18½	
Roasted Rio, in bulk (sacks)	0 19½	
Roasted Santos	0 23	0 25
Maracaibo	0 21½	
Chiocry, lb., by bbl.	0 09½	
Chiocry, lb., 14-lb. tins	0 12½	

SPICES.—There is a strong market on all lines, and advances are taking place daily owing to freight situation.

Allspice, ground	0 11½	0 14½
Cassia, ground	0 22	
Cream of tartar, 98% guaranteed	0 50	0 53
Cloves, whole	0 26	
Cloves, ground	0 25	
Ginger, Jamaica, ground	0 22½	0 23½
Nutmegs, ground	0 25	0 30
Pepper—		
Ground, black	0 24	
Ground, white	0 32½	
Whole, black	0 23	
Whole, white	0 31½	

TEA.—Some package tea concerns would like much to raise their prices, but are reluctant to do this until others take the lead. It is reported there has been a slight easing off in the London market, but prices still remain very high. There is little inclination to place orders direct for Indias, as market in Calcutta is closed, and prices will remain high until market opens again, around the middle of the year. In the meantime, freights continue exceedingly high, which is another factor in holding up business.

CANNED GOODS.—According to advices from the East, nearly all lines of

canned goods will be advancing in the near future. There has been a further advance of 2½c per doz. on tomatoes in the primary market, which brings the price delivered Winnipeg higher than that at which wholesalers are selling to the retail trade just now. Several advances in fruits may also be expected very shortly, particularly peaches, which are said to be costing 20c more per dozen now than they were two months ago. In fact, all canned goods will be higher in price before very long. Winnipeg brokers express the opinion that the market on tomatoes, corn and peas will be especially strong. Stocks of fruit are becoming cleaned up, and it is said that few strawberries are available except those in buyers' hands. The present firmness of the market is attributed to the fact that on account of the large stocks being carried over last year, the opinion prevailed among buyers that there would be an abundance, whereas it is stated that the canners are running short.

FLOUR AND CEREALS.—Wheat last week did practically nothing, although the tendency was up. The reason for the upward tendency is hard to explain, as when Liverpool cables were down there were local advances, and vice versa, all in one week. Thus there were no changes in flour quotations, nor were there any in cereals or feeds. Cereals are moving only slowly and will continue to do so as summer weather approaches. There is practically no export demand for flour. The local demand for bran and shorts is good.

By Wire—Flour up 30c. per bbl.

Flour—		
Best patents	6 60	
Bakers	6 10	
Clears	5 40	
XXXX	4 40	
Cereals—		
Rolled oats, 80 lbs.	1 90	2 00
Rolled oats, pkgs., family size	3 75	
Wheat flakes, case	3 75	
Oatmeal, standard and gran., 98 lbs.	2 50	
Corrmeal, 98 lbs.	2 45	
Feeds—		
Bran, ton	18 00	
Shorts, ton	20 00	
Middlings, ton	20 00	
Mixed chop, ton	25 00	

BRITISH COLUMBIA MARKETS

By Wire.

Vancouver, April 5.—Wholesale flour of all grades, except pastry, has advanced 30c per barrel. Best patents are now \$7.10 per barrel, which is just 40c under the high price of January. During February and March three separate reductions brought the price of flour down 70c per barrel. Eggs, new-laid, are 28c; butter and cheese firmer.

Produce and Provisions—		
Butter, creamery, per lb.	0 32½	0 36½
Butter, New Zealand, lb.	0 40	
Cheese, per lb., large, 20% twins	0 21	
Cheese, Stillton, lb.	0 23½	
Eggs, local fresh	0 28	
Grapefruit, Florida, case	7 00	
Lard, 5's, per case	8 85	
Lard, 8's, per case	8 45	
Lard, 10's, case	8 40	
Lard, 20's, each	10 00	

General—		
Almonds, shelled, lb.	0 40½	
Beans, Lyton, per lb.	0 05½	
Cream of tartar, lb.	0 65	
Beans, Lyton	0 05½	
Figs, 12-10 oz. pkgs., per box	0 80	
Figs, 80-60 oz. pkgs., per pkg.	0 25	
Cocconut, lb.	0 15½	
Corrmeal, ball	3 00	
Flour, best patents, per bbl.	7 10	
Grapefruit, Flo., case	6 00	
Honey, Idaho, 24 lbs.	4 80	
Lemons, box	4 75	
Potatoes, Ashcroft, per ton	30 00	35 00
Potatoes, local, ton	20 00	
Rolled oats, ball of 80 lbs.	2 80	
Onions, Oregon, cwt.	1 80	
Oranges, new, navel, box	2 40	3 40
Rice, 50's, sack	1 90	
Sugar, standard gran., per cwt.	8 25	
Sugar, yellow, per cwt.	7 00	
Walnuts, shelled, lb.	0 45	
Walnuts, Manchurian, lbs.	0 14	0 16
Jams, glass jars, doz.	2 25	
Jams, 4-lb. tins, doz.	7 80	
Canned Goods—		
Apples, gala, 6-case	1 65	
Beans, 2's	2 10	
Corn, standard, per 2 doz. case	2 15	
Peas, standard, per 2 doz. case	2 10	
Plums, Lombard, 2's, case	1 90	
Peaches, 2½'s, case	4 00	
Strawberries and raspberries, 2's, case	4 50	
Tomatoes, standard, per doz. case	2 30	
Salmon—		
Soakeys, 1's, 4 doz. case	9 00	
Soakeys, ½'s, 8 doz. case	10 75	
Pinks, 1's, 4 doz. case	4 00	
Dried Fruits—		
Apricots, per lb., 1½; Apples, lb.	0 12	
Prunes, 70-80, 25's, lb.	0 08	
Currants, per lb.	0 12	
Raisins, seeded, lb.	0 09½	
Peaches, per lb.	0 05½	
White figs, per lb.	0 07½	

ALBERTA MARKETS (CALGARY)

By wire

Calgary, April 5.—Louisiana strawberries in twenty four pint baskets are \$4.50 to \$5. Onions are firm at sixty dollars. Oranges are advancing and are now \$3.75 to \$4.25. Grapefruit is \$4.75 to \$5.00. Roger's syrup is up twenty-five to thirty cents a case. Gallon tomatoes are now quoted at \$2.25. Kraft paper up about seventy-five cents; all prices on toilet paper withdrawn. Another advance on matches is expected. Flour is firm and an advance is looked for. Apricots choice are thirteen cents. Blackeye California beets offering at six fifty.

General—		
Beans, small white Japan, lb.	0 07½	
Flour, No. 1 patent, 98's	3 20	
Molasses, extra fancy, gal.	0 75	
Rolled oats, ball	2 85	
Rolled oats, 80s	2 85	
Rice, Siam, cwt.	4 80	4 75
Potatoes, local, per bush.	0 80	0 75
Sago and tapioca, lb.	0 07½	
Sugar, pure cane, granulated, cwt.	8 75	
Shelled walnuts, finest halves, lb.	8 40	
Shelled walnuts, broken, lb.	8 20	
Produce and Provisions—		
Cheese, No. 1, Ontario, large, per lb.	0 19	0 22
Butter, creamery, lb.	0 25	
Butter, No. 1, dairy, lb.	0 25	
Lard, pure, 5s, per case	9 80	
Lard, pure, 8s, per case	9 80	
Bacon, smoked backs, per lb.	0 23	
Bacon, smoked bellies, per lb.	0 24	
Canned Goods—		
Tomatoes, 3s, standard, case	3 00	
Corn, 2s, standard, case	2 85	
Peas, 2s, standard, case	2 45	
Tomatoes, gala, case	2 25	
Apples, gala, Ontario, case	1 75	
Strawberries, 2s, Ontario, case	4 80	
Raspberries, 2s, Ontario, case	4 80	
Salmon, finest sockeye, tails, 48x1s, ca.	10 00	
Salmon, pink, tails, 48x1s, per case	4 80	
Lobster, ½s, per doz.	3 80	
Dried Fruits—		
Currants, lb.	0 12	0 13
Evaporated apples, 50s, per lb.	0 11	0 11½
Peaches, choice, 25s, per lb.	0 07½	
Apricots, choice, 25s, per lb.	0 13	
Pears, choice, 25s, per lb.	0 14	
Prunes, 80-100	0 07	
Sultana raisins, Cal., extra fancy	0 15	
Valencia raisins, Cal., lb.	0 10	
Fruits and Vegetables—		
Apples, No. 1, box	3 00	3 20
Apples, cooking, box	1 75	2 00
Bananas, lb.	0 05	
Grapefruit, Florida, case	4 75	5 00
Oranges, navel, case	3 75	4 25
Onions, B.C., ton	60 00	
Lemons, case	4 80	5 00
Strawberries, Louisiana, 24 pts.	4 80	5 00

CANADIAN GROCER

ALBERTA MARKETS (EDMONTON)

By wire

Edmonton, April 5.—Edmonton business is brisk. Market is very quiet. Advanced fifteen cents a hundred in flour on Monday. Advance of half a cent a pound in lard. Sugar syrup has advanced twenty-five cents a case. Other lines are staple.

General—	
Beans, Japan, lb.	0 08
Bran, ton	20 00
Coffee, whole roasted, Rio	0 18
Potatoes, per bush.	0 55
Rolled oats, 20's, 70c; 40's	1 35
Rolled oats (ball, \$3.05; 80's	2 45
Flour, fancy patents, 95-lb. sack	3 35
Flour, seconds	3 05
Rice, Siam, per cwt.	4 15
Shorts, per ton	22 00
Sugar, standard gran., per cwt.	8 55
Sugar, yellow, per cwt.	8 15
Walnuts, shelled, lb.	0 38
Produce and Provisions—	
Cheese, lb.	0 21
Bacon, lb., 20c; bellies, lb.	0 22
Butter, creamery, per lb.	0 38
Butter, dairy, No. 1, 32c; No. 2	0 30
Eggs, extra, per doz.	0 23
Eggs, No. 1	0 22
Eggs, No. 2	0 20
Lard, lb., pure	0 16
Canned Goods—	
Corn, standard, per two dozen	2 25
Peas, standard, 2 dozen	2 30
Plums Lombard	2 25
Peaches	3 55
Strawberries, \$4.45; Raspberries	4 00
Tomatoes, standard, per 2 doz.	2 55
Salmon, sockeye, 4 doz. talls, case, ls	9 55
Salmon, pink, case	4 14
Cohoos, 1's, \$5.50; humpbacks, 1's	4 25
Lobster	2 35
Dried Fruits—	
Currants, per lb.	0 13 1/2
Prunes, 70-80, 25's, lb.	0 09 1/2
Evaporated apples, 50's, lb., 10 1/2c; 25's, 10 1/2c; 35's	0 12

SASKATCHEWAN MARKETS

By Wire.

Regina, April 5.—Spring trade is opening up well in many lines. Vegetables and fruits now on market, though high in price. Twine is higher; 27c for 3-ply; 29 1/2c for 4-ply. Sugar advanced 10c. Rogers syrup up 30c a case. Advance is reported in all lines of pickles. Eggs down to 19c; very heavy supply coming in. Tapioca and sago advanced 3/4c. Flour up to-day 10c on 98's and 20c a barrel. Prunes are higher.

Produce and Provisions—	
Butter, creamery, per lb.	0 33
Butter, dairy, No. 1	0 26
Cheese, per lb.	0 21 1/2
Eggs, new laid	0 19
Lard, 1's, per case	9 90
Lard, 6's, per case	9 85
Lard, 10's, per case	9 80
Lard, 20's, per case	9 25
General—	
Beans, Ontario, white, per bush.	4 50
Coffee, whole roasted, Rio	0 17 1/2
Cream of tartar, lb.	0 50
Cocunut, lb.	0 23
Cornmeal, ball	2 80
Flour, 98's	3 35
Rolled oats, 80's	2 45
Rice, per cwt.	4 35
Onions, R.C., 100 lbs.	3 00
Sugar, standard, gran., per cwt.	8 54
Sugar, yellow, per cwt.	7 74
Tapioca and sago, lb.	0 09 1/2
Walnuts, shelled, 47-49c; almonds	0 45
Canned Goods—	
Apples, gals., case	1 00
Beans	2 25
Corn, standard, per 2 dozen	2 23
Peas, standard, per 2 dozen	2 40
Plums Lombard	2 10
Peaches	3 10
Raspberries, \$4.33; Strawberries	4 73
Tomatoes, standard, per case	2 50
Salmon—	
Sockeye, 1's, 4 dozen case	9 55
Sockeye, 1/2's	12 35
Cohoos, 1's	4 00
Humpbacks, 1's	4 00
Fruits and Vegetables—	
Apples, Washington, bbl.	1 75
Celery	2 25
Cranberries, per bbl.	10 50
Grapefruit, case	4 00
Lemons	5 50
Navels	4 50
Potatoes, hushed, R.C.	1 15
Rhubarb, 45 lbs.	4 75

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

NEW BRUNSWICK MARKETS

By Wire.

St. John, April 5.—Market changes during week all reflect upward tendency of food product. Prices on American clear pork rose 75c to \$29.75 and \$30.50. Cornmeal jumped 35c to \$6.35. Ontario flour up 25c to \$7.05. Sugar showed another advance of 10c in all grades, except Paris lumps, which increased to \$8.50 and \$8.60. Old cheese is firm at 19c to 19 1/2c. California oranges are higher at \$4 to \$4.50. Florida oranges are \$3.25 to \$4.50. Case eggs are up to 30c. Some dealers without supplies.

Produce and Provisions—	
Bacon, breakfast, per lb.	0 22
Bacon, roll, per lb.	0 17
Beef, corned, 1's	2 50
Pork, American clear, per bbl.	29 75
Butter, dairy, per lb.	0 27
Butter, creamery, per lb.	0 32
Eggs, new laid	0 32
Eggs, case, per doz.	0 29
Eggs, case, per doz.	0 29
Lard, compound, per lb.	0 13 1/2
Cheese, new	0 19
Flour and Cereals—	
Cornmeal, gran.	6 35
Cornmeal, ordinary	1 80
Flour, Manitoba, per bbl.	7 35
Flour, Ontario	7 05
Flour, buckwheat, western, 95-lb. bag	2 50
Rolled oats, per bbl.	6 25
Fresh Fruits and Vegetables—	
Apples, bbl.	4 00
Lemons, Messina, box	3 50
Lemons, Cal., box	5 00
Oranges, Cal., case	4 00
Oranges, Florida, case	3 25
Potatoes, bbls.	3 50
Sugar—	
Standard granulated	7 50
United Empire	7 40
Bright yellow	7 30
No. 1 yellow	7 10
Paris lumps	8 50
Beans, white, per bush.	4 50
Canned pork and beans, per case	4 00
Molasses, Barbadoes, gal.	3 40
Cream of tartar, per lb., bulk.	0 61
Currants	0 12 1/2
Rice, per cwt.	5 75

WHEN MEN BEGIN TO FEAR

(Continued from page 28.)

There is only one way to acquire anything in this world, and that is to visualize that thing, to struggle toward it, think it, live it, until it is yours.

Here and there people are beginning to master the law of opulence. They are beginning to find that they can conquer poverty by making themselves prosperity magnets. That is, by thinking and working in conformity with it.

The trouble with most of us is that by our doubts, our fears, our unbeliefs, we dam up the channel of infinite supply flowing all around us. We cannot believe in the inexhaustibility of our resources and hence we ourselves pinch our supply.

SITUATION IN FEEDS

Montreal, April 4.—A delicate situation exists in the feed market. The actual facts show that there is the anomaly of millers cutting prices on feed when at the same time they cannot get the flour to make feed. Millers state that if it were not for the export busi-

ness and government orders for flour that the millers are largely running on that there would not be a bag of feed on the market, a condition that is not so unusual in normal years' at this time of the year.

In the feed markets, there are reports that some of the millers are making concessions in the way of prices, figuring that the demand will be over in the course of a month, notwithstanding the fact that flour business has been at a standstill for the past 6 weeks or 2 months and that many of the smaller millers have had to close down. In addition some large millers have had to do likewise but for a different reason because of the recent embargo, which has shut off their supplies.

This closing down of the mills would certainly have a tendency to strengthen the feed market, as it is impossible to have feed without making flour. To offset this however, the large stocks on hand before the demand for flour slackened and the embargo was placed, all tend to bring some cutting of prices. Also the fact that the time for grass is coming will tend to discourage the consumption. So it is confidently expected that feed will be scarcer and on the other hand the present feeling in this market is that it will not necessarily be higher because the season of the year is approaching when it is possible for consumption to be greatly restricted if high prices should occur, so that it is to the advantage of all concerned for millers to keep the prices for feed down and encourage consumption on the part of their customers rather than to make a large profit and kill consumption, for already it is estimated that the average run of the mills in Western Canada, does not exceed 6 hours a day, and some in other parts of the country are closed down altogether. For a dying market such as this is, it undoubtedly shows a lively state of activity with regard to the unsettled condition of it, the uncertainty of supplies and prices.

H. Dillman & Co., of Winnipeg, flour and feed merchants, have discontinued.

All the supplies for the Yukon needed by Borden, Lane & Co., of Seattle will, in future, says a Vancouver report, be purchased in Vancouver. This firm owns its own steamer and carries all kinds of general supplies to the far north, and its decision is largely due to the extra duties imposed since the war began. At present, the Borden, Lane Company is placing an order for supplies costing between \$50,000 and \$60,000 and would have placed a much larger order but for the fact that the company's boat cannot carry a greater load.



THROUGH OTHER SPECTACLES



What the Inventory Disclosed

From Credit Men's Bulletin

A retailer, in discussing his affairs with a creditor in whom he had every confidence, dropped the remark that he could not understand why his profits did not respond to his increased business. It ought, he said, to have given him a better bank balance, and made it easier than heretofore to meet his accounts as they fell due.

"The inventory ought to answer these questions, and more, too," said the creditor. "Have you taken an inventory lately?"

The retailer admitted he had been a little slack in this matter, and also perhaps had never analyzed his inventory figures to get the full value out of them. He promised himself and his creditor friend to get at the inventory immediately.

What was the result? In the first place his inventory revealed that his stock had increased at a much more rapid rate than his business. During his first year he had done a business of \$25,000 on a stock never larger than \$7,000. True, he had increased the amount of sales to \$30,000, but had done it on a stock nearly twice as large, or \$12,000. Thus, while his volume of business increased 20 per cent., his stock in hand had increased by 71 per cent.

But this was not all he made out of his inventory. He discovered that his expenses had jumped up to 20 per cent. of his gross sales, and that he had been making a substantial error in calculating his profits on the cost of goods instead of the selling price. Now he understands the ideal which his creditor set before him—to do a maximum business with a minimum of investment, which he sees is practically an impossibility except an inventory be taken frequently.

Wrapping of Bread and Meat

From Stratford Beacon

The wrapping of bread in paper for which the Board of Health asks the city council to pass a by-law, appears on its surface to be a reasonable one. It may not have all the sanitary advantages which is claimed for it, and it may be attended with increased expense to consumers, but these pay now increased cost in packages of oatmeal and breakfast foods beyond what they did when oatmeal for the most part was purchased in five or ten-pound lots out of a barrel. There are many other things which are wrapped in paper where it could be dispensed with and saving as far as paper is concerned effected.

As to meat, it is generally washed before being used and, therefore, the necessity on sanitary grounds does not so much apply. The wrapping of meat in old newspapers, however, is utterly to be condemned.

The object of bottling milk is to better secure cleanliness and if, as has been asserted, the bottling is done in some cases along the road, the object is not at all carried out. It might as well not be done at all as to not have it done before the deliverers of milk start out.

Eggs Is Eggs

From the Scottish Trader.

The recent abnormal price of new-laid eggs, now happily normalizing itself, recalls, the late Dan Leno's famous dissertation on the subject, in the course of which he announced, in that mock-pathetic and irresistibly humorous way of his, that the fresh laid egg was extinct. What was once a joke has almost become a fact, for eggs have been no joking matter of late, indeed, the saying "eggs is eggs" is true in a double sense. An ancient and rather battered actor somewhere in Covent Garden was gazing sadly at a box of those precious articles of diet labelled "3s 9d per dozen," when he was seen to strike a familiar tragic attitude and heard to say to a friend,

"3s 9d a dozen—why, in my time, laddie, they used to throw 'em at us." Which reminds me of Mark Twain's story of how upon arrival in a town where he was due to lecture, and being desirous of learning what the town-folk thought of the pending event, he inquired of the local storekeeper whether there was any entertainment in the town that evening. "I expect there's going to be a lecture," said he; "I've been selling eggs all day!" But that was before the war!

Growth of Petroleum-Refining Industry.

From Paint, Oil and Drug Review

The value of the annual production of the petroleum-refining industry of the country, according to the preliminary report by the United States Bureau of the Census, increased 67.2 per cent. between 1900 and 1914. The total cost of the crude petroleum increased 64 per cent. between those years.

The production of naphthas and lighter products, chiefly gasoline, increased from 10,806,550 barrels in 1900 to 29,200,764 barrels in 1914, while the value increased from \$39,771,950 to \$121,919,307. The output of fuel oils increased from 34,034,577 barrels, valued at \$36,462,883, to 74,069,821 barrels, valued at \$84,017,916. Illuminating oils show an increase in quantity from 33,495,798 barrels, valued at \$94,747,010, to 38,705,496 barrels, valued at \$96,806,452, or an increase of 11.7 per cent. in quantity and of 2.4 per cent. in value. On the other hand, lubricating oils show a decrease in quantity with an increase in value, from 10,745,885 barrels, valued at \$38,884,236, to 10,348,521 barrels, valued at \$55,812,120. All other products, including residuum or tar, greases, paraffin wax, asphalt and subsidiary and by-products, increased in value from \$27,331,571 to \$37,805,610, or by 38.2 per cent.

The gasoline product of the petroleum refineries does not include casing-head gasoline condensed from natural gas at the gas wells. The total gasoline production, including casing-head gasoline, was 24,711,565 barrels of 50 gallons, or 1,235,578,250 gallons.

The way that Wins.

From the Financial Post.

Much is being said at present with regard to what is being done by American bankers to extend United States trade abroad, and at the same time the example of Germany is lauded. The assumption, only a partially true one, is that German banking is very largely responsible for the extension of German commerce. No system of banking or financial juggling can sustain an inferior product in any market when a better commodity and sound methods prevail. With his eyes wide open John Bull sees the plans that are being fabricated in the United States, and they do not disconcert him. He grumbles slightly and then gets down to his thorough plodding ways. Quite recently some members of the Association of English Chambers of Commerce grumblingly urged that German banks did more for German commerce than British banks for British commerce, and they were corrected on this point by Sir Edward Holden, who in vigorous terms told the Britishers what financial houses in England have done for British commerce. Many centuries before Germany became a factor in foreign trade, the London merchant, not with money borrowed from the fund of savings which are cared for by the English banks, but with his own money and that of his associates, extended British commerce to the farthestmost

parts of the world, and where now its ramifications are firmly established. Traders with their own money laid the foundations of the great system which brings to London yearly such huge toll from international commerce. This well-trodden path, the beating of which was to some extent done by the Dutch merchants, has been, in quite recent times, followed by Germany, and now the United States is looking for opportunities along the same road. The fact, however, is generally overlooked that the trail was blazed by the Britisher. It was Sir Edward Holden who had to tell the members of the Associated Chambers of Commerce that the banks were at present undertaking for the Empire a task greater than hitherto assumed by any form of banking. While thus doing so great a service for the world, and at the same time exerting so potent an influence in restoring foreign trade to normal, the future is not being disregarded. Plans are shaping themselves to meet the aggressions of neutrals, and it is in this regard that Canada has a vital interest. Ottawa should be on the alert to secure British co-operation in finding a larger place in foreign markets. As the nations of the Empire fought together, so should they trade.

Eeny Meeny Miny Mo!

From Industrial Canada

Another month has passed, and still there has been no announcement from Ottawa that would indicate the slightest effort on the Government's part to harmonize the conflict between its pals for production on the one hand and recruiting on the other.

The Department of Agriculture keeps urging the farmers of Canada to produce, produce, and to keep on producing. The Minister of Finance implores manufacturers to keep up their productions, partly because he wants to get a slice of their profits, but in a greater measure because he recognizes that only by production can we as a nation meet our financial obligations. The Chairman of the Imperial Munitions Board keeps clamoring for deliveries, and threatens delinquents with cancellation of their contracts unless they speed up. And all the while the Minister of Militia goes serenely on his way taking indispensable men from the farm, from the workshop and from the munitions factory, regardless of the havoc he creates with our national machinery for production.

If the Government's inaction were due to failure to appreciate the seriousness of the situation, then they would be branded as unfit for the responsibilities that have been entrusted to them. But we do not believe anything of the kind. They know, they must know the straits to which manufacturers are already being reduced in coping with this problem of production. Unless they are devoid of imagination they must also realize that things will grow far worse before they begin to get better, because thus far the Minister of Militia has secured only half the men he set out to secure. They have also been shown evidence pointing to the probability of a drop this year of \$300,000,000 in Canada's agricultural production, due to the inroads which recruiting officers have made on farm labor. They cannot contemplate that with very much satisfaction. But still they hesitate to apply the remedy which they know to be the proper one, and which sooner or later they have got to come to. Why?

If it's votes they're afraid of it would seem pertinent to remark that men who are so easily scared from following the path of plain duty are a mighty poor outfit to direct Canada's end of the campaign to hunt the Huns.



FRUIT AND VEGETABLES



Navel's Up Sharply: Strawberries Cheaper

Louisiana Sends Strawberries as Well as Florida—Lemons are Lower in Price—Better Supplies of Beets—Rhubarb in Good Demand

MONTREAL

FRUIT.—Market remains unchanged in principal features, although there have been some advances and declines in some lines during the week. Oranges have developed further strength and are firm, having advanced nearly 50c per case for navel's. Feeling for the future is very firm in this line, as it is thought that eastern trade will develop a stronger market. Grape fruit has developed strength and is now quoted from \$3 to \$3.50 per case and is firm at these prices. Strawberries have fallen off. Floridas are quoted at from 40c to 45c a box and Louisiana berries at 13c, a decline in the former from 5c to 15c a box and in the latter of 3c a box. Apples have developed a weaker tendency with decline in some of the varieties, of about 50c, and the present outlook is for weakness in this line. Ben Davis No. 1's are \$4, No. 2's \$3.50, Greenings \$4.50, and Darwins \$4.25. Lemons remain firm and unchanged in price, although big lots are held in stock here. No. 1 fruit is very scarce. General trade continues fair as a result of milder weather, which however has not been sufficient enough to bring in any change other than an easier feeling in market.

Apples—	
Starks	5 00
Spys	7 00
Ben Davis, No. 1	4 00
Ben Davis, No. 2	3 50
Russets, No. 1	6 00
Russets, No. 2	5 00
Greenings	4 50
Baldwins	4 00
Bananas, bunches	2 00
Cranberries, Cape Cod, bbl.	12 00
Grapefruit, 46-54-64-80-96	3 00
Lemons—	
California	2 75
Venellia	2 75
Messina, 300 size, box	2 50
Oranges—	
Navel's	3 50
Jamaica, 196-200-216	2 80
Porto Rico, 126-150-250-288	2 50
Pineapples, 18-24 and 30-36	6 00
Strawberries, Florida, box	0 40
Strawberries, Louisiana	0 13

VEGETABLES.—Business in general shows a decided improvement over last week, in spite of advances in several lines. Brussels sprouts are very scarce. There are no more of home-grown offered, and all those coming forward are from the United States. There has been an advance so that they are now 23c. The price of Florida celery has ad-

vanced another 25c, and is now selling at \$3.25. Endives are 5c higher, and now are 25c per lb., and very hard to get in the face of a good demand. Boston head lettuce is up 40c, and is now \$2.40 per box. This is stated to be due to the fact that the New York market in taking all lettuce from Boston so that the whole market has felt the effect of this diversion of the product. Bermuda parsley has declined 25c, and is now offered at \$1. Artichokes are very scarce, and it is expected that they will continue so for several weeks to come until the frost is well out of the ground and makes digging operations a little easier. New cabbage is moving slowly at the quoted price of 3½c and trade favors the old cabbage at the lower prices, but it is expected that lower prices will prevail very shortly and divert demand to the new cabbage.

Onions are firm at \$3.75 the 190 bag for Montreal, and at \$6.50 per crate for Spanish. Good red onions are very scarce, although there are large quantities of inferior grades on the market. Tomatoes are firm and an advance is not out of the question. They are very plentiful in the market and cars in good condition are arriving daily. There is an excellent demand and nothing is selling quite so well as this line.

Artichokes, bag	1 50
Beets, bag	1 50
Beans, wax, N.Y., per basket	4 00
Beans, green, N.Y., per basket	4 00
Brussel sprouts, qt.	0 25
Cabbage, Montreal, per bbl.	1 75
Cabbage, red, doz.	0 40
Cabbage, new	3 50
Carrots, bag	0 50
Cauliflower, crate, single, doz. bunches...	3 50
Cauliflower, Canadian, doz.	1 00
Celery, Florida	3 25
Cucumbers, fancy, Boston, doz.	1 75
Egg plant, N.Y., doz.	1 75
Enlive Can., per lb.	0 25
Garlic	0 25
Horseradish, per lb.	0 15
Leeks, bunch	0 25
Head lettuce, Boston, box	2 40
Curly lettuce, box 4 doz.	2 40
Mint, doz.	0 00
Mushrooms, 4-lb. basket	2 00
Oyster plant, doz.	0 80
Onions—	
Montreal, 100 lbs., bag	3 75
Spanish, crate	6 50
Parsnips, bag	1 50
Parsley, Bermuda	1 50
Potatoes—	
Montreal, 80 lbs., bag	1 75
New Brunswick, 80 lbs., bag	2 00
Green Mt.	2 00
Sweet, hamper	1 75
Rhubarb, per doz.	1 25
Spinach, New York, bbl.	3 50
Turnips, bag	1 00
Turnips, bag, Quebec	1 25

Tomatoes, hothouse, lb.	0 30	0 35
Tomatoes, Florida, 6 basket crate	2 50	3 75
Watercress, Boston hothouse, doz. ....	.....	0 75
Watercress, Canadian, doz. ....	.....	0 40

TORONTO

FRUIT.—Strawberries are getting slightly cheaper as better supplies come in. Louisiana is now a competitor with Florida for these and is shipping in some nice stuff. We quote a slight decline in strawberries this week. A lot of apples continue to come in from the West, and therefore prices show little change. Demand is good, but no failure of stocks is apparent. Oranges all show a firmness, which in the case of navel's is an actual advance. Quotation is now \$3.50 to \$4 for these. Demand is keen. Lemons, both California and Messina are getting cheaper as ampler supplies come forward. Rest of the list shows trifling change only. Grapefruit continues to get a lot of business. Milder weather has induced, it seems, even better buying, larger orders accruing.

Apples, No. 2, bbl.	3 50	3 75
Apples, No. 3, bbl.	2 50	3 00
Apples, snow, bbl.	3 00	6 00
Apples, Spies, bbl.	4 00	7 00
Apples, Baldwins, bbl., No. 1.	3 00	5 00
Apples, Greenings, bbl.	3 00	5 00
Apples, Russets, bbl.	3 00	4 50
Apples, 11-qt. basket	0 25	0 35
Apples, B.C., box	2 00	2 75
Bananas, per bunch	2 00	2 75
Cranberries, bbl. ....	.....	12 00
Grapefruit—		
Florida, case	3 80	4 00
Cuban, case	3 00	3 50
Oranges—		
Florida, case	3 50	4 00
Navel's	3 50	4 00
Kings, case	5 75	6 00
Lemons, new, California, box	3 00	3 25
Lemons, new, Messina, box	2 75	3 25
Limes, per 100 .....	.....	1 50
Pineapples, Florida	5 50	6 00
Strawberries, Florida	0 50	0 55

VEGETABLES.—Asparagus now selling by the dozen, is quoted at \$5.50 and \$6.50, and sells well at those levels. Beets are lower; supplies are getting better daily and demand is about the same. Cars of Florida celery are coming in and appear to have the preference. California shows no change in price though supplies on hand are not heavy. Cauliflower is in good demand, the California stuff selling around \$4.00, and the Oregon a dollar cheaper. Radishes get more plentiful and are down a nickel, at 40c. Mushrooms are in good demand, home grown now competing with imported very successfully. Former are worth around 50c per pound. Hothouse (Continued on page 40.)



PRODUCE AND PROVISIONS



Butter and Cheese Firmer

Advances in Former and a Strong Tone Noticeable—Newlaid's Come Down Still More—Poultry Prices all Increased—Pork Products Strong—Cheese is Very Firm

MONTREAL

PROVISION.—Market remains unchanged in price, with the exception of roast ham, which has advanced 3c, and is now 35c a lb. Trade in provisions is good and all lines of pork product are moving very freely with demand particularly good for lard and compounds. The high prices of hams reported last week are being maintained with strength so that a continuation of the present high prices is considered as likely. Undertone of market in general is very firm and there is good demand in hogs from packers. Trade in dressed hogs is fair for small lots that go at once into consumption. Supplies of smoked meats on hand are only normal and in view of the demand in force the feeling is very firm. Lard prices are well maintained and unchanged as result of the general situation in hogs and pork products and are in good demand.

Hams—		
Small, per lb.	0 21	
Medium, per lb.	0 20	
Large, per lb.	0 19	
Bacon—		
Plain, bone in	0 24	
Boneless	0 22	
Peameal	0 23	
Bacon—		
Breakfast, per lb.	0 24	
Roll	0 17	
Shoulders, bone in	0 15	
Shoulders, boneless	0 16	
Cooked Meats—		
Hams, boiled, per lb.	0 32	
Hams, roast, per lb.	0 35	
Shoulders, boiled	0 26	
Shoulders, roasted	0 27	
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	0 15½	
Long clear bacon, 80-100 lbs.	0 14½	
Flanks, bone in, not smoked	0 15½	
Barrelled Pork—		Per bbl.
Heavy short cut mess	27 00	
Heavy short cut clear	27 50	
Clear fat backs	30 00	
Clear pork	28 00	
Lard, Pure—		
Tierces, 350 lbs. net	0 15	
Tubs, 50 lbs. net	0 15½	
Tins, 50 lbs. net	0 15½	
Pails, wood, 20 lbs. net	0 15	
Pails, tin, 20 lbs. gross	0 15	
Cases, 10 lb. tins, 60 in case	0 15½	
Cases, 3 and 5-lb. tins, 60 in case	0 16½	
Bricks, 1 lb., each	0 17½	
Lard, Compound—		
Tierces, 375 lbs. net	0 13½	
Tubs, 50 lbs. net	0 14	
Tins, 50 lbs. net	0 14	
Pails, wood, 20 lbs., net	0 14½	
Pails, tin, 20 lbs. net	0 14	
Cases, 10-lb. tins, 60 in case	0 15½	
Cases, 3 and 5-lb. tins, 60 in case	0 15	
Bricks, 1 lb. each	0 16	
Soap—		
Dressed, abattoir killed	0 14½	

BUTTER.—New made shows a general firming and demand from all sources continues good, with some outside inquiries developing this week. Dairy butter is very scarce and high.

There is very little fresh made creamery solid coming into this market and what little is received is costing from 32½c to 33c at factory. Receipts show an increase of 10,000 packages for the year ending March 30th over the preceding year. General condition of market is firmer than last week with continuation of the good demand prevailing then, although it cannot yet be said to be active. Finest creamery, fresh made is 1c higher and is offered at 34c a lb.

Butter—	
Finest creamery, September make	0 35
Finest creamery, fresh made	0 34
Dairy prints	0 30
Dairy, solids	0 30
Separator prints	0 30
Bakers	0 26

EGGS.—The easy feeling continues to prevail in this market although prices remain unchanged from last week. The market in the country is down to 20c at the store in free cases. Dealers are now having their eggs shipped by freight. Demand is very good, but the bad condition of the country roads is holding back delivery and restricting trade to some extent. It is expected that prices in the country will be down to 18c or 19c in the very near future. The bad roads and the good demand have combined to maintain price during the past week to a greater extent than was expected and in some quarters it is believed that large quantities are being held back so that the near future should see a lower range of prices. Although not coming forward as freely as needed at present, it is expected that there will be larger supplies coming to the front by the middle of the week.

Eggs, case lots—	
New laid, stamped	0 26

CHEESE.—Market is very firm and unchanged in price and conditions generally are steady with no changes at present to record on a mid-season trade that tends to dullness. Local jobber sales account for most of the business done, but fodder cheese is coming forward in greater quantities and stocks show a slight increase. High prices continue to be chief factor in restricting demand.

Cheese—	
1915 make	0 19
Stilton	0 21

POULTRY.—Market remains firm with no changes to record. There is a

good steady trade which is cleaning up existing stocks. A bare market is looked for by the time new supplies come to hand. High prices still continue to restrict consumption and arrivals of fresh killed are not sufficient to materially affect situation. Turkeys remain firm after recent advance, of 1c and although demand has lessened, stocks are so small that an oversupply is not regarded as likely.

Poultry—		
Frozen stock—		
Turkeys	0 26	0 28
Fowl, large	0 20	0 21
Fowl, small	0 16	0 19
Ducks	0 20	0 20
Geese	0 17	0 18
Roasting chicken, milkfed, 4 lbs. or over	0 21	0 25
Roasting chicken, ordinary	0 18	0 22
Spring broilers, dressed, pair	0 75	1 00
Squabs, Canadian, pair	0 40	0 40
Squabs, Philadelphia, pair	0 70	0 70
Pigeons, pair	0 25	0 30
Live stock—		
Fowl, 5 lbs. and over	0 22	0 23
Fowl, small	0 18	0 21
Turkeys	0 22	0 25
Ducks	0 25	0 28
Geese	0 16	0 18
Chicken	0 15	0 18

HONEY.—There is no change in market to record from last week. It remains steady and quiet with only a fair volume of business and supplies normal again after the recent slight movement of stocks.

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

TORONTO

PROVISIONS.—All pork products remain exceptionally firm, owing to state of hogs, but there is no actual advance. Lard is very strong. Bacons are still, so far as demand goes, somewhat dull, though fundamental firmness of pork precludes their dropping any in price.

Hams—		
Light, per lb.	0 19	0 20
Medium, per lb.	0 20	0 21
Large, per lb.	0 15	0 17
Bacon—		
Plain	0 25	0 26
Boneless, per lb.	0 28	0 29
Pea meal, per lb.	0 28	0 29
Bacon—		
Breakfast, per lb.	0 21	0 24
Roll, per lb.	0 17	0 18
Shoulders, per lb.	0 17	0 18
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 16	0 16½
Long clear bacon, small lots	0 16½	0 16½
Fat backs, lb.	0 13½	0 14
Cooked Meats—		
Hams, boiled, per lb.	0 27	0 29
Hams, roast, per lb.	0 27	0 29
Shoulders, boiled, per lb.	0 24	0 25
Shoulders, roast, per lb.	0 24	0 25
Barrelled Pork—		

CANADIAN GROCER

WINNIPEG

PRODUCE AND PROVISIONS.—The feature of the market is without doubt the high price of hogs. A record figure was reached in the history of the stock yards on Thursday last when \$10.75 was paid for choice lots, although the bulk of the sales were at \$10.50. Last week packers had not yet raised their prices on meat products, but these came into effect on Monday of this week, including an advance in hams breakfast bacon, and cooked meats. Pure lard also advanced from 14 $\frac{1}{2}$ c (tierces) to 15 $\frac{1}{4}$ c, with corresponding advances for cases. Receipts of eggs are increasing, and the demand is very good, due particularly to price, and very largely to Lent. Lent has a wonderful effect on the consumption of eggs. Present prices to country merchants delivered Winnipeg average 20c, depending, of course, on quality. With continued spring weather we look forward to an enormous increase in receipts, and consequently lower prices. Grocers were paying last week end 22 $\frac{1}{2}$ c 23c candled, but the price this week will be 1c or 1 $\frac{1}{2}$ c lower. There is a weak undertone to butter market, but quantity of fresh made coming in is small, and we look for an even smaller make towards the middle of next month, and therefore anticipate a temporary firming up in storage stock.

Heavy mess pork, per bbl.	26 00	27 00
Short cut, per bbl.	27 00	29 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 13 $\frac{1}{2}$	0 14
Tubs, 50 lbs., per lb.	0 14	0 14 $\frac{1}{2}$
Pails, 20 lbs., per lb.	0 14 $\frac{1}{2}$	0 14 $\frac{1}{2}$
Tins, 3 and 5 lbs., per lb.	0 14 $\frac{1}{2}$	0 14 $\frac{1}{2}$
Bricks, 1 lb., per lb.	0 15	0 15
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 13	0 13 $\frac{1}{2}$
Tubs, 50 lbs., per lb.	0 13 $\frac{1}{2}$	0 13 $\frac{1}{2}$
Pails, 20 lbs., per lb.	0 13 $\frac{1}{2}$	0 14
Hogs—		
Live	9 50	9 75
Dressed, abattoir killed	14 00	14 25

BUTTER.—Market all round is much firmer and advances are recorded in all grades of both dairy and creamery. Make of creamery is getting smaller and the country is not shipping much in. Dairy is in a good deal the same case; light deliveries, heavy demand. Situation in market is now completely opposite to that of two weeks ago, when levels were naturally low. But there were prophets then that butter would be higher. America continues high and firm.

Creamery prints, lb.	0 35	0 38
Creamery solids	0 33	0 34
Dairy prints, choice, lb.	0 29	0 32
Dairy prints, lb.	0 27	0 29
Bakers	0 25	0 26

CHEESE.—High prices still rule, though domestic demand is not unusually heavy. It is said that prices are prohibitive and that purchasers are holding off. Make is coming in freely enough now, and there is perhaps something artificial in the strength of quotations.

Cheese—		
New, large, per lb.	0 19	0 19
New, twins, per lb.	0 19 $\frac{1}{2}$	0 19 $\frac{1}{2}$
June and Sept., large, per lb.	0 20	0 20
June and Sept., twins, per lb.	0 20 $\frac{1}{2}$	0 20 $\frac{1}{2}$
June and Sept., triplets, per lb.	0 20 $\frac{1}{2}$	0 20 $\frac{1}{2}$

EGGS.—This market has settled down to featurelessness now that new-laid are so plentiful. The competition now is not between Ontario and Chicago as to deliveries, but rather between merchants as to what they can buy their eggs for. Said to be fetching 21c in country, but this is shaded in places, to 20c. Price to trade is from 24 to 27, good many going at former level.

Eggs—		
New laid, specials, in cartons	0 26	0 27
New laid	0 24	0 25

POULTRY.—All prices are very much higher; that's the main feature. Demand is good, and deliveries of all poultry are very light. Demand makes great inroads upon supplies and the latter will soon be cleaned up, before, at any rate, replenishments, to any extent, arrive. Chicken is particularly in demand, and fowl has a good run. Turkey is quieter, but stocks are bare.

Poultry—	Live	Dressed
Old fowl, pound	0 18-0 20	0 18-0 20
Old turkeys	0 18-0 20	0 26-0 30
Ducklings	0 14-0 16	0 18-0 20
Turkeys	0 18-0 20	0 25-0 27
Chickens	0 18-0 20	0 20-0 24
Chickens, milkfed	0 17-0 20	0 25-0 28

HONEY.—Prices and conditions alike show no change. Demand is ordinary, and supplies are average.

Honey—		
Buckwheat, bbls., per lb.	0 07	0 07 $\frac{1}{2}$
Buckwheat, tins, per lb.	0 07 $\frac{1}{2}$	0 08
Clover, 50 lb. tins, per lb.	0 14	0 13 $\frac{1}{2}$
Clover, 10 lb. tins, per lb.	0 14	0 14
Clover, 5 lb. tins, per lb.	0 14	0 14
Comb, No. 1, doz.	2 50	3 00
Comb, No. 2, doz.	2 00	2 40

Hams—		
Light, per lb.	0 21 $\frac{1}{2}$	0 22 $\frac{1}{2}$
Medium, per lb.	0 19	0 21
Large, per lb.	0 17	0 19
Bacon—		
Breakfast, per lb.	0 22	0 23
Breakfast, select, lb.	0 26	0 28
Backs, per lb.	0 22	0 25
Dry Salt Meats—		
Long clear bacon, light	0 15 $\frac{1}{2}$	0 15 $\frac{1}{2}$
Cooked Meats—		
Hams, boiled, per lb.	0 29	0 30
Shoulders, boiled, per lb.	0 23	0 24
Barrelled Pork—		
Mess pork, bbl.	27 00	27 00
Lard, Pure—		
Tierces	0 15 $\frac{1}{2}$	0 15 $\frac{1}{2}$
Pails	3 17 $\frac{1}{2}$	3 17 $\frac{1}{2}$
Cases, 10s	9 60	9 60
Cases, 5s	9 68	9 68
Cases, 3s	9 75	9 75
Cartons	0 16 $\frac{1}{2}$	0 16 $\frac{1}{2}$
Lard, Compound—		
Tierces	0 12 $\frac{1}{2}$	0 12 $\frac{1}{2}$
Tubs, 50s, net	6 25	6 25
Pails, 20s, net	2 60	2 60
Butter—		
Fresh made creamery	0 35	0 35
Best storage creamery	0 34	0 34
Best dairy	0 26	0 27
Cooking	0 18	0 19
Eggs—		
New laid	0 21 $\frac{1}{2}$	0 22 $\frac{1}{2}$
Cheese—		
Ontario, large	0 20 $\frac{1}{2}$	0 20 $\frac{1}{2}$
Ontario, twins	0 20 $\frac{1}{2}$	0 20 $\frac{1}{2}$

FRUIT AND VEGETABLES

(Continued from page 38.)

rhubarb continues to be somewhat slow so far as demand goes. Florida cabbage is fetching \$3.50 a case. Mild weather has not affected vegetables much except to make it better for domestic stuff to get in from the country. Demand is sharp for most lines.

Asparagus, doz.	5 50	6 50
Cabbage, new, case	3 00	3 50
Beets, Canadian, bag	1 60	0 65
Carrots, bag	1 10	1 25
Cauliflower, case	3 00	3 25
Celery, Cal., case	6 50	7 00
Celery, Florida, case	3 00	3 25
Cucumbers—		
Rothouse, doz.	2 00	2 25
Onions—		
Choice, Canadian	2 00	2 25

American, 100-lb. bag	3 75	4 00
Spanish, large case	6 00	6 25
Green, doz., bunches	0 10	0 20
Lettuce, leaf, doz.	0 25	0 35
Lettuce head, hamper	2 75	3 00
Mushrooms, imported, 6 qt.	2 25	2 75
Parsnips, bag	0 75	0 80
Parsley, doz.	1 15	1 25
Peppers, green, case	3 00	4 00
Potatoes—		
N.B. Delawares, bag	1 90	2 00
Ontario, bag	1 85	1 85
Sweet, kiln-dried, hamper	1 35	1 35
Radishes, doz.	0 40	0 40
Rhubarb, doz.	0 75	1 00
Tomatoes, crate	3 00	3 25
Turnips, bag	0 50	0 45

WINNIPEG

FRUIT AND VEGETABLES.—There is little to say about this market, as very little new stuff is arriving, and prices remain much the same as they were a week ago. As was expected, there has been a decline in strawberries, which are arriving more plentifully. They are now offered at \$4.00 per case. California cauliflowers are now being sold in a basis of 2.50 per crate. In the potato situation things are about as they were, only Albertas and B. C.'s offering.

Fresh Fruits—		
Grapefruit, case	4 00	4 00
Strawberries, Florida, case	4 00	4 00
Ontario apples, bbls.	5 00	7 00
B.C. box apples, No. 1s	2 00	2 00
B.C. box apples, No. 2s	1 75	1 75
Washington box apples	4 00	4 00
Navel oranges, case	3 25	4 00
California lemons	4 50	4 50
Bananas, bunches	2 50	3 50
Vegetables—		
Asparagus, case	8 00	8 00
Cabbage, new, lb.	0 03 $\frac{1}{2}$	0 03 $\frac{1}{2}$
Cabbage, per lb.	0 02 $\frac{1}{2}$	0 02 $\frac{1}{2}$
Peppers, per basket	0 75	0 75
Mushrooms	0 80	0 80
Carrots, per lb.	0 02	0 02
B.C. potatoes	1 25	1 25
Alberta potatoes	1 00	1 00
Sweet potatoes, hamper	2 25	2 25
Garlic, per lb.	0 25	0 25
Turnips, bushel	0 60	0 60
California head lettuce, case	4 50	4 50
California cauliflower, crate	2 50	2 50
Valencia onions, cases	7 50	7 50
Red Globe onions, lb.	0 04	0 04
Head lettuce, doz.	1 00	1 00
California celery, doz.	1 50	1 50
Florida tomatoes, case	4 00	4 00

WOULD NOT BE WITHOUT CANADIAN GROCER

MacLean Publishing Co.

Dear Sirs:—Your letter of March 16 to hand about my subscription to CANADIAN GROCER. I went to the Post Office and can find no trace of Postal note, so it must have been my mistake, for which I am very sorry, but I had it marked down in the cash book paid. I would not do without your paper if it was three times as much.

Hoping you will excuse this oversight on my part, I enclose note for \$2.

A. H. McKENZIE,

River John, N.S.,
March 20, 1916.

Retail merchants in Kelowna, B.C., requested the city council for a special rate for electric light so that they could illuminate their windows at night time. This was voted down on the ground that it would necessitate the installation of additional meters and special wires.



FISH AND OYSTERS



Fresh Fish Coming Along

Haddock and Cod Still Scarce—Roe Shad and Western Fresh Salmon Selling — Limited Supplies of Lake Erie Whitefish in—Exit Oysters and Smelts.

MONTREAL

FISH—The arrival of milder weather has given fresh impetus and new direction to business. Demand, which up to change in the weather, has been for frozen lines, has now changed in favor of fresh fish. Stocks of frozen are very low, except in halibut and perhaps a few white fish and dore, but the prices have increased in proportion to the smallness of stocks on hand and frozen halibut are now up to 12c. and 13c. per lb. by the case. There is little fresh fish arriving as yet, and owing to the late Spring supplies will not be available for some time to come. Last year fresh halibut from Gaspe was delivered at this time, while this year deliveries are not expected for three weeks yet. Owing to bad weather, only small quantities of fresh fish are being marketed and these at high prices. Fresh lake and river fish are just beginning to move. Lobsters are still retaining their high level of prices. Demand for bulk and shell oysters is dwindling away and market in this line is without any feature of note.

TORONTO

FISH AND OYSTERS—Sensation of market, although perhaps not immediately a new sensation, is lobster at 80 cents a pound! Of course this is prohibitive. None but a few stores with moneyed patrons can handle it at retail price this infers, and most stores won't tackle it. Still, it's to be had, if anybody wants to pay the price. There is a great scarcity, which, getting worse and worse for the last couple of months, has now got to acute stringency. Fresh fish is coming along now, although a lot of frozen still sells. Among fresh stuff is fresh caught salmon from the Pacific, excellent quality, fetching around 30c a pound. Here and there price is shaded, but there is a good demand. New York is shipping in a lot of flounders at the high price of 12 cents to the trade. Demand is brisk enough at that. A small quantity of fresh caught Lake Erie whitefish is coming along and is eagerly in demand. It sells for 20 cents. Boston contributes some fresh caught halibut, which looks very nice. It fetches a big price, though—18c. Roe shad is also making its debut. This comes from New York, and sells just now for \$1.75. It will be down this week, it is thought, to \$1.35, and lower than that. High-class trade can handle it with profit. Haddock and cod fish are very scarce as yet, haddock going at 10 and cod at 12 cents. Supplies appear to be coming along now, and prices may drop. Finnan haddie still bring 12 to 14c. Oysters are about done. The warm weather hit them badly. Smelts too are nearly over, and no more supplies will come in.

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SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.08-.08½	.09
Haddies, 15-lb. and 30-lb. boxes, lb.	.09	.09
Haddies, filets, per lb.	.12	.14
Herring, Ciscos, baskets	1.25	1.50
St. John blotters, 100 in box	1.20	1.25
St. John blotters, per box	1.00	1.00
Yarmouth blotters, 69 in a box	1.20	1.25
Smoked herrings, large, box	.15	.15
Smoked herrings, medium, box	.18	.16
Smoked boneless herrings, 10-lb. box	1.40	1.40
Kipper herrings, selected, 60 in box	1.25	1.50
Smoked salmon, per lb.	.20	.15-.17
Smoked halibut	.10	.10

FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—		
Gaspe, large, per lb.	.13	.17
Red, steel heads, per lb.	.12	.13
Red, sockeyes, per lb.	.12	.12
Red Cohoes, dressed, lb.	.11	1.11
Red Cohoes, dressed, lb.	.12	.11
Pale qualla, dressed, per lb.	.10	.08
Halibut, white western, large and medium, per lb.	.11-.12	.13
Halibut, eastern, chicken, per lb.	.11	.12
Mackerel, bloater, per lb.	.08½-.09	.10
Haddock, medium and large, lb.	.10	.10
Market codfish, per lb.	.05	.05
Steak codfish, per lb.	.10	.12
Canadian soles, per lb.	.06	.08
Blue fish, per lb.	.15-.18	.18
Smelts	.11	.13
Smelts, extras	.16	.20
Herrings, per 100 count	3.00	3.00
Round pike	.07	...
Grass pike, dressed	.08	...
Swordfish, lb.	.10	...

DRIED AND PREPARED FISH.

Dried Haddock	6 00	6 00
Dried codfish, medium and small, 100 lbs.	7 00	7 00
Dried hake, medium and large, 100 lb.	6 00	6 00
Dried pollock, medium and large, 100 lb.	5 00	5 00
Dressed or skinned codfish, 100-lb. case, per lb.	0 08	0 10
Boneless codfish, 2-lb. blocks, 20-lb. boxes, per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes	0 11	0 12
Boneless codfish, in 2-lb. and 3-lb. boxes, a box	0 15	0 15
Boneless codfish, in 2-lb. and 3-lb. boxes	1 80	1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.

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

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

Cape Cod shell oysters, per lb.	9 00	1 50
Canadian cultivated oysters, bbl.	10 00	10 00
Clams, per bbl.	9 00	9 00

Malpeques, ordinary, bbl.	9 00	9 00
Live lobsters, medium and large, lb.	...	0 80
Little necks, per 100	1 25	1 50

FRESH SEA FISH.

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

FRESH LAKE FISH.

Carp, lb.	0 12	...
Pike, lb.	0 10	0 07
Perch, lb.	0 08	0 07
Suckers, lb.	0 06	0 05
Whitefish, lb.	0 12	0 20
Herrings, per	0 10	3 00
Lake trout	3 02	0 14
Eels, lb.	0 10	0 06
Dore	11-12	0 13

FROZEN LAKE AND RIVER.

Whitefish, large, per lb.	.09-.10	.09-.10
Whitefish, small tullbees	.07-.07½	.06
Lake trout, large and medium, lb.	.10	.10
Dore, dress or ound, lb.	.08½-.09	.08-.13
Pike, dressed and headless, lb.	.07-.07½	.07
Pike, round, per lb.	.06½-.07	.06-.07

PICKLED FISH.

Salmon, Labrador, tierces, 300 lbs.	20 00	...
Salmon, Labrador, bbls., 200 lbs.	14 00	...
Salmon, Labrador, half bbls., 100 lbs.	7 00	...
Salmon, B.C., bbls.	12 00	17 00
Sea trout, Baffin's Bay, bbls., 200 lbs.	11 00	...
Sea trout, Labrador, bbls., 200 lbs.	12 00	...
Sea trout, Labrador, half bbls., 200 lbs.	6 50	6 50
Mackerel, S.S., bbls., 200 lbs.	20 00	...
Mackerel, N.S., half bbls., 100 lbs.	12 00	...
Mackerel, N.S., pails, 20 lbs.	3 00	2 00
Herrings, Labrador, bbls.	6 50	...
Herrings, Labrador, half bbls.	3 50	3 50

WINNIPEG

FISH AND POULTRY.—The scarcity in live stock continues, and the Jewish trade are paying exceedingly high prices. As high as 20c is being secured for old hens, which could have been bought dressed in November and December for 14-15c. No changes in fish prices. Finnan haddies continue hard to get. Business generally is first rate. Halibut and salmon are big sellers. Frozen stocks are still moving, and little fresh arriving. Small quantities of fresh halibut are coming in, selling for 12½c.

Fish—		
Frozen salmon	...	6 10
Frozen halibut	3 00½	0 09
Pickled	...	0 07½
Steak cod, per lb.	...	0 08
Lake Winnipeg whitefish	...	0 09
Finnan haddie	6 09½	0 10
Kippers, per box	...	2 00
Lake trout, per lb.	...	0 10
Bloaters, per box	...	2 00
Salt ackerel, 20-lb. kit	...	3 00
Smoked gold-eyes, doz.	...	0 50
Oysters, per gal.	...	2 25
Oysters, on shell, doz.	...	0 25
Poultry, Live—		
Fowl	...	0 15
Roosters	...	0 11½
Chickens	...	0 15
Turkeys	...	0 19
Ducks	...	0 13
Ducklings	...	0 14
Geese	...	0 12
Poultry, Dressed—		
Ducks, No. 1	...	0 24
Fowl, No. 1	...	0 30
Turkeys, No. 1	...	0 20
Geese, No. 1	...	0 22



FLOUR AND CEREALS



Advance in Ontario Flour

Ten-Cent Increase Registered—Much Firmer Feeling—Slight Drop in Ocean Freight Stirs up Overseas Enquiries—Oats Show Strength—All-round Advance in Feeds.

MONTREAL

FLOUR.—Prices remain unchanged, but there is a firmer feeling in the market, and buyers are showing more interest, following an advance of 8c in wheat during last week. It is pointed out that a corresponding advance in the price of flour would mean 35c per barrel, and that the present price is maintained only because the old price of wheat insured a profit, and still insures a small profit, for the miller, even at the advanced price of his wheat. The embargo still remains a feature of first importance, and is now felt by millers, whose shipments at first did not come within the scope of its restrictions. Technically it is still on hard and fast; actually the railroad company takes a few shipments daily and relieves the situation to this extent. Business is fair, although no large volume of trade is passing, and none expected to, until the embargo is lifted. The breaking of roads in the country tends to keep shipments very slow, as goods cannot be carted. Feeling is firm for the future when the embargo is lifted, and the condition of country roads has improved.

Winter wheat flour remains quiet, but is steadier than for some time past owing to the advance in wheat, which has tended to check erratic tendency that was cropping up in this market. It is stated that farmers do not intend to sell their grain at prevailing prices, but would rather grind into feed for hogs and cattle, for which the price is good in contrast, and this tendency has a steadying influence. Stocks in the hands of the big millers remain large, however, and present the one feature of weakness in the new market.

Manitoba Wheat Flour—		Per bbl. of 2 bags	
First patents	.....	6 80	
Second patents	.....	6 10	
Strong bakers	.....	5 90	
Winter Wheat Flour—		Car	Small
Fancy patents	.....	5 85	6 10
97 per cent. in wood	.....	5 60	5 80
90 per cent. in bags	.....	2 70	2 75

CEREALS.—The easier feeling previously noted in this market continues to grow with the advance of the season and a continuance of ample stocks on hand. Prices remain unchanged, and the same applies to the oat market. Inquiries

from Ontario and Quebec are becoming less, but as usual business from the Maritime Provinces keeps up. Prices quoted are list prices only, as condition of market is such that considerable price variations occur on actual sales made, and none but nominal prices may be quoted.

Cornmeal—		Per 98-lb. sack
Gold dust	.....	2 75
Rolled Oats—		90's in jute.
Small lots	.....	2 75
25 bags or more	.....	2 60
Packages, case	.....	3 90 4 00
Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90's, in jute.		
Rolled Wheat—		100-lb. bbls.
Hominy, per 98-lb. sack	.....	4 00
Hominy, per 98-lb. sack	.....	2 75
Corn flour, bag	.....	2 65
Rye flour, bag	.....	2 65 2 80
Barley, pot	.....	3 00
Barley, pearl, lb.	.....	0 04½

FEEDS.—Prices remain unchanged, but there is a stronger feeling noticeable than there was last week. Demand is fairly steady and the same general conditions rule as in the flour market. Report indicates that millers expect a shortage owing to the number of flour mills that have been shut down and bran is reported to be somewhat scarce already. Shorts are in greatest demand.

Mill Feeds—		Per ton
Bran	.....	24 00
Shorts	.....	26 00
Middlings	.....	29 00
Wheat moules	.....	34 00
Feed flour, bag	.....	35 00
Mixed chop, ton	.....	32 00
Crushed oats, ton	.....	33 00
Oats, chop, ton	.....	33 00
Barley, chop, ton	.....	32 00
Feed oats, cleaned, Manitoba, bush	.....	0 55
Feed wheat, bag	.....	1 80

TORONTO

FLOUR.—Cash wheat has been advancing sharply this last few days. Our last week's quotation for No. 1 Northern, in store at Fort William, was \$1.09½. To-day it is \$1.19½, or a gain of ten cents. Upward movements in Chicago and Winnipeg have set the market going and recovery is order of the day. Adverse crop reports gave the bulls their reason and also fact that acreage would probably this year suffer a cut of one-third, owing to lack of labor. Moreover, export trade developed strength which all helped the boost in wheat levels.

Flour situation shows signs of strengthening. Cables from overseas are coming in now, and enquiries here and there materialise into orders. One reason for this is fact that freight rates

are better than they were. They have eased some, and 95c. and \$1 per cwt. is being asked for full cargoes, shipment this month. This is cheering and gives market support. Local exporters are asking 43 shillings for Ontario and 44 shillings for Spring wheat flour. Business is resulting, and Ontario flour moved up 10c this week. Altogether domestic and export accounts show improvement and a firm feeling is apparent. There is no advance however.

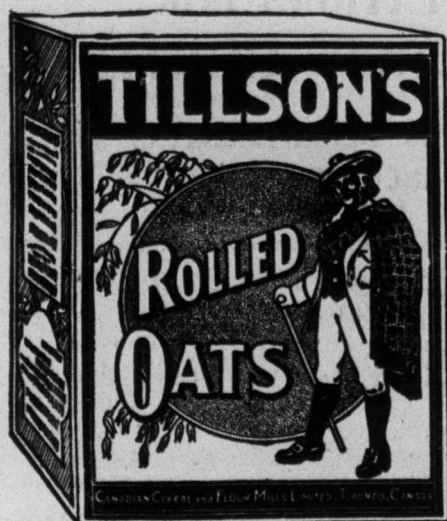
Manitoba Wheat Flour—		Small	Car
		lots.	lots.
		per bbl. of 2 bags	
First patents	.....	6 70	6 80
Second patents	.....	6 20	6 00
Strong bakers	.....	6 00	5 80
Ontario winter wheat flour, 90 per cent. (Board of Trade quotation)	.....	4 40	4 30

CEREALS.—Business in most lines is somewhat dull, seasonably so, in fact, for at this time of the year easiness in cereals is beginning to be apparent. Rolled oats alone maintain any strength. There has been a fairly good demand this week. Manitoba oats moved up slightly last week, and a firmer feeling is apparent. Cornmeal remains firm, reflecting the strength of American corn which again advanced a couple of cents.

Barley, pearl, 98 lbs.	.....	4 70	4 90
Buckwheat grits, 98 lbs.	.....	4 60	4 80
Corn flour, 98 lbs.	.....	2 55	2 75
Cornmeal, yellow, 98 lbs.	.....	2 60	2 80
Graham flour, 98 lbs.	.....	3 25	3 45
Hominy, granulated, 98 lbs.	.....	3 00	3 20
Hominy, pearl, 98 lbs.	.....	3 00	3 20
Oatmeal, standard, 98 lbs.	.....	2 75	2 95
Oatmeal, granulated, 98 lbs.	.....	2 75	2 95
Peas, Canadian, boiling, bush.	.....	3 60	3 80
Peas, split, 98 lbs.	.....	6 00	6 20
Rolled oats, 90-lb. bags	.....	2 65	2 85
Rolled wheat, 100-lb. bbl.	.....	3 30	3 50
Rye flour, 98 lbs.	.....	2 80	3 00
Whole wheat flour, 98 lbs.	.....	3 25	3 45
Wheatlets, 98 lbs.	.....	3 50	3 70

FEEDS.—Suddenly, without warning, there has sprung up a demand for feeds, and the three major ones register advances of a dollar apiece. Stocks of course are scarce; millers were having a thin time with flour and didn't bother grinding much, hence a shortage, which, when coupled with a good demand, means a bull market. All lines are firm. Ontario oats, reflecting general oat firmness, is up a couple of cents to 43 and 44 cents.

Mill Feeds—		Mixed cars
		per ton
Bran	.....	25 00
Shorts	.....	26 00
Special, middlings	.....	27 00
Feed flour, per bag	.....	1 00 1 70
Oats—		
No. 3, Ontario, outside points	.....	0 43 0 44



Tillson's Rolled Oats

A FOOD—NOT A FAD

It leads in popularity because it possesses every essential quality of the ideal breakfast Cereal.

The body-building units of Tillson's Rolled Oats is one of its biggest recommendations. Its sweet, natural flavor has won it the esteem of every member of the Canadian Family.



Tillson's "Scotch" Fine Cut Oatmeal

for real porridge

There are good profits for you in handling these sanitary dust-proof packages of Tillson's "Scotch" Fine Cut Oatmeal. Get a trial order from your wholesaler to-day and watch results. Remember, all our products are guaranteed absolutely pure.



Tillson's "Scotch" Health Bran

the National Favorite.

A display of Tillson's "Scotch" Health Bran never fails to pull results worth while. It is ideal for indigestion and constipation. Recommend it to your customers—they are bound to approve of this popular line.

NOTE OUR PRICES:
Case of 20 2-lb. packages, \$2.00.
These retail at 15c each.



Canadian Cereal & Flour Mills Company, Limited
Toronto, Ontario

B. B. B. Star Brand

Boneless Breakfast Bacon, Sugar Cured and the choicest on the market. Come in now with your orders for Easter stock. Prices will not be lower, they may be higher. Made under Government Inspection.

F. W. Fearman Co.
Limited
Established 1854
HAMILTON

Brooms of Quality

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

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

Walter Woods & Co.
Hamilton - Winnipeg

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER		
ROYAL BAKING POWDER		
Size	Less than 10 case lots or 10 cases Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	\$.95	\$.90
4-oz.	1.40	1.35
6-oz.	1.95	1.90
WHITE SWAN SPICES AND CEREALS, LTD.		
5c Tins, 4 doz. to case, weight 10 lbs.	Per doz. \$ 0 40	
4 oz. Tins, 4 doz to case, weight 20 lbs.	0 65	
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90	
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30	
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 60	
16 oz. Tins, 4 doz. to case, weight 70 lbs.	2 25	
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 60	
5 lb. Tins, 1 doz. to case, weight 80 lbs.	9 50	
DOMINION CANNERS, LTD.		
JAMS		
"Aylmer" Pure Jams and Jellies 16-oz. Glass Jars.		
		Per doz.
Apricot		\$ 2 30
Assorted		2 20
Blackberry		2 25
Blueberry		2 25
Currant, Red		2 20
Currant, Black		2 25
Cherry		2 20
Gooseberry		2 10
Plum		2 10
Plum, Green Gage		2 20
Pear		2 10
Peach		2 10
Raspberry, Red		2 25
Raspberry, Black		2 25
Rasp. and Red Currant		2 20
Rasp. and Gooseberry		2 20
Strawberry		2 30
CATSUPS		
In Glass Bottles		
		Per doz.
1/2 Pts. Delhi Epicure		\$ 1 20
1/2 Pts. Red Seal, screw tops		1 60
1/2 Pts. Red Seal, crown tops		0 90
Pts. Delhi Epicure		1 90
Pts. Red Seal		1 40
Pts. Tiger		1 15
Qts. Delhi Epicure		2 40
Qts. Red Seal		1 75
Qts. Lynn Valley		1 75
BAKED BEANS, with Pork.		
Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.		
		Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case		0 47 1/2
1's Baked Beans, Plain, 4 doz. to case		0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case		0 70
1's Baked Beans, Chili Sauce, 4 doz. to case		0 70
2's Baked Beans, Plain, tall, 2 doz. to case		1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case		1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to case		1 05
Family Baked Beans, Plain, 2 doz. to case		1 20
Family Baked Beans, Tomato Sauce, 2 doz. to case		1 22 1/2
Family Baked Beans, Chili Sauce, 2 doz. to case		1 22 1/2
3's Baked Beans, Tomato Sauce, flats, 2 doz. to case, Aylmer only		1 40
3's Baked Beans, Chili Sauce, flats, 2 doz. to case, Aylmer only		1 40
3's Baked Beans, Plain, tall, 2 doz. to case		1 50
3's Baked Beans, Tomato Sauce, 2 doz. to case		1 60
3's Baked Beans, Chili Sauce, 2 doz. to case		1 60
"AYLMER" PURE ORANGE MARMALADE		
Tumblers, Vacuum Top, 2 doz. in case, per doz.		\$ 1 10
12 oz. Glass, Screw Top, 2 doz. per case, per doz.		1 20
16 oz. Glass, Screw Top, 2 doz. per case, per doz.		1 60
16 oz. Glass, Tall, Vacuum Top, 2 doz. per case, per doz.		1 60
2's Glass, Vacuum Top, per doz.		2 80
2's Tin, 2 doz. per case, per doz.		2 30
4's Tin, 12 palls in crate, pall		0 40
5's Tin, 8 palls in crate, pall		0 47 1/2
7's Tin or Wood, 6 palls in crate, pall		0 65
14's Tin or Wood, 4 palls in crate, lb.		0 00
30's Tin or Wood, one pall only, lb.		0 00
BLUE		
Keen's Oxford, per lb.		\$ 0 17
In 10-lb. lots or case		0 16
COUPON BOOKS — ALLISON'S		
For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal. \$2, \$3, \$5, \$10, \$15 and \$20. All same price, one size or assorted.		
UN-NUMBERED		
100 books and over, each		0 03 1/2
500 books to 1,000 books		0 05
For numbering cover and each coupon, extra per book, 1/2 cent.		
CEREALS		
WHITE SWAN		
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.		\$2 70
Ruckwheat Flour (Self-rising), 2 doz. to case, weight 50 lbs.		2 70
Pancake Flour (Self-rising), 2 doz. to case, weight 50 lbs.		2 70
Breakfast Food, 2 doz. to case, weight 85 lbs.		3 60
King's Food, 2 doz. to case, weight 95 lbs.		4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.		3 50
Barley Crisps, 3 doz. to case, weight 50 lbs.		3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.		3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.		3 60
COCOA AND CHOCOLATE		
THE COWAN CO., LTD.		
Cocoa—		
Perfection, 1-lb. tins, doz.		4 50
Perfection, 1/2-lb. tins, doz.		2 40
Perfection, 1/4-lb. tins, doz.		1 25
Perfection, 10c size, doz.		0 90
Perfection, 5-lb. tins, per lb.		0 37
Soluble bulk, No. 1, lb.		0 21
Soluble bulk, No. 2, lb.		0 19
London Pearl, per lb.		0 22
Special quotations for Cocoa in barrels, kegs, etc.		

SOPADE

*The Widely Used
Water Softener Now
Made in Canada*

THE line of quality soap products made in the Procter & Gamble factories at Hamilton, Canada, would not be complete without a water softener.

The P. AND G. brand is the widely used favorite—Sopade.

Sopade is in demand wherever a water softener is needed because it does the work no matter how hard the water, and does it without making the water harmful even to the tenderest skin.

If it is your aim to carry the best known, and therefore easiest to sell, articles, you need Sopade.

*The Procter & Gamble Distributing Co.
of Canada, Ltd.
Hamilton, Canada*

Send for Sopade advertising matter for use in your store.



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

His First Afternoon Netted Him \$3.50

Ronald R. Poppleton, of Hamilton, recently appointed as district representative for The MacLean Publishing Co., found that his first two hours spent in working our plan had netted him a clean, clear profit of \$3.50. This was accomplished in exactly two hours, and it was his first afternoon working our plan.

Now that Mr. Poppleton is acquainted with the plan and knows it thoroughly, his salesmanship, coupled with the same money-making plan we offer you, will produce for him at least \$25.00 per week right at the start. This is but another of the few instances of how our new recruits are making good, both for themselves and for us.

We invite you to join this money-making group of young men—and become the district representative for your town. The results of other young men's success can easily be yours if you work with our plan and adopt our selling ideas. Why not get into the selling game, and become independent?

Your spare time at first will start you along the pathway of bigger earnings, until you prove to your own satisfaction that there's money in it for you.

Right now the first thing to do is to write us—say, "Show me the plan whereby my spare time can be turned into money."

The MacLean Publishing Co.
Limited

143-153 University Ave.

Toronto

Canada

(Unsweetened Chocolate)

Supreme chocolate, 1/2's, 12-lb. boxes, per lb.	0 25
Perfection chocolate, 20c size, 2 doz. in box, doz. ...	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—Per lb.	
Queen's Dessert, 1/4's and 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, 1/4-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 26
Diamond, 1/4's, 6 and 12-lb. boxes	0 27
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in 1/2-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections. Per doz.	
Maple buds, 5-lb. boxes.	0 38
Milk medallions, 5-lb. boxes	0 38
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 27
Nonparell wafers, No. 1, 5-lb. boxes	0 32
Nonparell wafers, No. 2, 5-lb. boxes	0 27
Chocolate ginger, 5-lb. boxes	0 33
Milk chocolate wafers, 5-lb. boxes	0 35
Coffee drops, 5-lb. boxes	0 38
Lunch bars, 5-lb. boxes.	0 38
Milk chocolate, 5c bundles, 3 doz. in box, per box.	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 90
Nut milk chocolate, 1/4's, 6-lb. boxes, lb.	0 38
Nut milk chocolate, 1/4's, 6-lb. boxes, lb.	0 38
Nut milk chocolate, 5c bars, 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

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

	Per case
Eagle Brand, each 48 cans. .	6 65
Reindeer Brand, each 48 cans	6 40
Silver Cow, each 48 cans. . .	5 90
Gold Seal, Purity, each 48 cans	5 75
Mayflower Brand, each 48 cans	5 75
Challenge, Clover Brand, each 48 cans	5 25

EVAPORATED MILK

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

CONDENSED COFFEE

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

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs.	0 36
1 lb. round tins, 4 doz. to case, weight 30 lbs.	0 34 1/2

ENGLISH BREAKFAST COFFEE.

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

MOJA.

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

PRESENTATION COFFEE.

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

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	\$ 1 85
2 oz. bottles, per doz., weight 4 lbs.	2 00
2 1/2 oz. bottles, per doz., weight 6 lbs.	2 30
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottle, per doz., weight 23 lbs.	13 00
32 oz. bottles, per doz., weight 40 lbs.	23 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO. CRESCENT MAPLEINE

Special Delivered Price for Canada

	Per doz.
1/2 oz. (4 doz. case), weight 9 lbs., retail each 15c.	\$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c.	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c.	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c.	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each \$1.00. .	13 25
Pint (1 doz. case), weight 29 lbs., retail each \$3.	24 50
Quart (1 doz. case), weight 53 lbs., retail each \$5.50. .	45 00
Half gallons, each, retail each, \$10	7 50
Gallons, each, retail each \$18	14 50

GELATINE

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

W. CLARK, LIMITED, MONTREAL

Compressed Corned Beef, 1/2c, \$1.50; 1s, \$2.50; 2s, \$5; 6s, \$18; 14s, \$37.	
Roast Beef, 1/2c, \$1.50; 1s, \$2.50; 2s, \$5; 6s, \$18.	
Boiled Beef, 1s, \$2.50; 2s, \$5; 6s, \$18.	
Jellied Veals, 1/2c, \$1.50; 1s, \$3; 2s, \$4.50; 6s, \$18.	
Corned Beef Hash, 1/2c, \$1.50; 1s, \$2.50; 2s, \$4.50.	
Beefsteak and Onions, 1/2c, \$1.50; 1s, \$2.50; 2s, \$4.50.	

Have you tried
**WETHEY'S
ORANGE
MARMALADE?**

It is making
a hit.

**Texas Bermuda
Onions**

NEW CROP

Both Yellow and White
Packed 50 lb. Crates

TOMATOES CELERY
LETTUCE BANANAS
ORANGES LEMONS

WHITE & CO., LIMITED

Wholesale Fruits and Fish

TORONTO

**SO THEY ASK
for
MAPLEINE**

because there's nothing
quite so good in a
"Mapley" flavor.

ORDER FROM:

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

Mason & Hickey
287 Stanley St.
Winnipeg, Man.



Crescent Mfg. Co.
SEATTLE, WASH.

**The Apple
Crop**

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

FISH

Salt Trout and
Herring

Fresh Frozen Trout
and Herring

Lemon Bros.

OWEN SOUND, ONT.

Everybody

Says:

"Traenzzi has cer-
tainly given good
Lemons this sea-
son."

We add:

"As usual."

J. J. McCabe

Agent
TORONTO

The Surest Way

—In fact the only way to permanently build up your business is to concentrate on lines that not only please the customer for the time being, but will bring her back again for more.

You can positively guarantee yourself the customer satisfaction that spells big business when you stock

Lytle's "Sterling" Lines

A counter display of Lytle's will quickly convince you of the justice of our claims. Lytle's have proved their unequalled selling value to dealers everywhere, for the peerless Lytle quality makes fast friends of the most discriminating.

Let the Lytle lines prove their incomparable selling qualities for you. A trial order will start you on the road to the big business you have always aimed for.

Write us to-day.

The T. A. Lytle Co.
Limited

STERLING ROAD - TORONTO

BRANTFORD STARCH
Ontario and Quebec

Laundry Starches—
Canada Laundry—
Boxes about 40 lbs.06
Acme Gloss Starch—
1-lb. cartons, boxes of 40
lbs.06½
First Quality White Laundry—
3-lb. canisters, cs. of 48 lbs. .07½
Barrels, 200 lbs.06½
Kegs, 100 lbs.06½
Lily White Gloss—
1-lb. fancy carton cases 30
lbs.07½
8 in case08
6-lb. toy trunks, lock and
key, 6-lb. toy drum, with
drumsticks, 8 in case06½
Kegs, extra large crystals,
100 lbs.07½
Canadian Electric Starch—
Boxes, containing 40 fancy
pkgs., per case 3 00
Celluloid Starches—
Boxes containing 45 cartons,
per case 3 60
Culinary Starches—
Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .06½
Brantford Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .07½
"Crystal Maize" Corn Starch—
1-lb. pkts., boxes of 40 lbs. .07½
20-lb. boxes ¼c higher than 40's)

COW BRAND BAKING SODA
In boxes only.
Packed as follows:
5c packages (96)\$ 3 20
1 lb. packages (60) 3 20
¼ lb. packages (120) 3 40
1 lb. 30 } Packages Mixed 3 50
¼ lb. 80 }

SYRUP
THE CANADA STARCH CO.
LTD., CROWN BRAND CORN
SYRUP

2-lb. tins, 2 doz. in case....\$2 65
5-lb. tins, 1 doz. in case.... 3 00
10-lb. tins, ½ doz. in case.. 2 90
20-lb. tins, ¼ doz. in case.. 2 85
Barrels, 700 lbs. 3¾
Half barrels, 350 lbs. 4
Quarter barrels, 175 lbs. ... 4¾
Pails, 38½ lbs. 1 95
Pails, 25 lbs. each 1 40
3 lb. Perfect Seal Jar, 1 doz.
in case 2 70

LILY WHITE CORN SYRUP
2-lb. tins, 2 doz. in case ... 3 00
5-lb. tins, 1 doz. in case ... 3 35
10-lb. tins, ½ doz. in case.. 3 25
20-lb. tins, ¼ doz. in case.. 3 20
(5, 10 and 20-lb. tins have wire
handles.)

ST. LAWRENCE SUGAR
REFINING CO.
Crystal Diamond Brand Cane
Syrup
2-lb. tins, 2 doz. in case..3 60
Barrels 0 04½
¼ barrels 0 05

THE BRITISH COLUMBIA
SUGAR REFINING
CO., LTD.
ROGERS' GOLDEN SYRUP
Manufactured from pure cane
sugar.
2 lb. tins, 2 doz. in case...\$3 55
5 lb. tins, 1 doz. in case... 4 15
10 lb. tins, ½ doz. in case... 3 85
20 lb. tins, ¼ doz. in case... 3 75
Delivered in Winnipeg in carload
lots.

CALIFORNIA FRUIT CANNERS
ASSOCIATION
CALIFORNIA RIPE OLIVES
DEL MONTE BRAND

Size	Mam.	Large	Med.
2½ Can	\$ 4.75	\$ 3.75	\$2.50
No. 1 Tall Can	2.75	2.25	1.60
No. 16 Jar	3.00	2.25	1.80
No. 4 Jar	1.50	1.25	1.35
No. 10 Can	14.00	12.00	9.00

YUBA BRAND
2½ Can \$3.00 \$2.25
No. 1 Tall Can 1.50 1.20
No. 10 Can 9.00 8.00
Picnic Can90

All prices per dozen—F.O.B.
Jobbing Points.
CANNED HADDIES.
"THISTLE" BRAND
A. P. TIPPET & CO., Agents
Cases, 4 doz. each, flats, per
case\$5 85
Cases, 4 doz. each, ovals, per
case 5 85

INFANTS' FOOD
MAGOR SONS & CO., LTD.
Robinson's patent barley, ¼-lb.
tins, \$1.60; 1-lb. tins, \$3.00; Rob-
inson's patent groats, ¼-lb. tins
\$1.60; 1-lb. tins, \$3.00.

BEAVER BRAND CORN AND
MAPLE SYRUP
Quart tins (wine measure),
2 doz. in case, per case ... 4 74

STOVE POLISH
JAMES DOME BLACK LEAD
2a size, gross 2 50
6a size, gross 2 40

NUGGET POLISHES

	Doz.
Polish, Black and Tan	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleanser	1 16

ORANGE MARMALADE
"BANNER BRAND" PURE
FRUIT PRODUCTS
JAMS AND JELLIES

2's	.....\$2 16
4's	..... 0 38
5's	..... 0 42
7's	..... 0 60
30's, wood	..... 0 08
12-oz. glass jar	..... 1 20
Tumbler, glass	..... 0 90

MARMALADE

2's, per doz.	.....\$2 30
4's, per pail	..... 0 40
5's, per pail	..... 0 45
7's, per pail	..... 0 65
30's, wood, lb.	..... 0 08½
12-oz. glass jar, doz.	..... 1 20
Tumbler, glass, doz.	..... 1 00

Prices subject to change without
notice.

WENTWORTH ORCHARD CO.,
LTD.

Hamilton and Toronto.
Pure Fruit, Jams and Jellies
Raspberry and Apple, Strawberry
and Apple, Peach and Apple,
Plum and Apple, Gooseberry and
Apple, Black Currant and Apple,
Red Currant and Apple: Tum-
blers, 90c doz.; 12-oz. jars, \$1.20
doz.; 16-oz. jars, \$1.60 doz.; No.
2 gold tins, \$2.30 doz.; No. 4
gold pails, 40c each; No. 5 gold pails,
50c each.

Fruit Pie Filling
Raspberry flavor, strawberry
flavor, peach flavor, plum flavor,
gooseberry flavor, No. 2 gold
tins, \$2.30 doz.

Whole Tomato Catsup
½ pints, bottles 0 95
Pint, bottles 1 30

Worcestershire Sauce
½ pints, doz. 0 95
Pints, doz. 1 30

YEAST
White Swan Yeast Cakes,
per case, 3 doz. 5c pks.... 1 20

IMPERIAL TOBACCO CO. OF
CANADA, LIMITED,
EMPIRE BRANCH.

Black Watch, 8s, butts 9	lbs. \$ 0 60
Bobs, 6s and 12s, 12 and 6	lbs. 0 46
Currency Bars, 12s, ½ butts,	12 lbs., boxes 6 lbs. 0 46
Currency, 6s, ½ butts, 9 lbs.	Stag Bars, 6½s, butts, 11
lbs., boxes, 5½ lbs. 0 48	Walnut Bars, 8½s, boxes 7
lbs. 0 64	Pay Roll, thick bars, 8½s,
6 lb boxes 0 68	Pay Roll, thin bars, 8½s, 5
1b. boxes 0 68	Pay Roll, plug, 8½s, 12 and
7 lb. caddies 0 68	Shamrock, plug, 7½s, ¾
butts, 12 lb. boxes, 6 lbs.	Empire, 7s and 14s, caddies
15 lbs., ¾ caddies, 6 lbs. ... 0 56	Great West, pouches, 9s ... 0 72
Forest and Stream, tins, 11s,	2 lb. cartons 0 80
Forest and Stream, ¼s, ½s	and 1-lb. tins 0 80
Forest and Stream, 1-lb.	glass humidors 1 00

This brand



— won the
GRAND PRIZE
against all com-
petitors at both
California Exposi-
tions.

- Q Packed by the largest canners of Fruits and Vegetables in the world.
- Q Ripened in the glorious sunshine of California.

Del Monte

CANNED FRUITS AND VEGETABLES
PACKED WHERE THEY RIPEN--THE DAY THEY'RE PICKED

Write for
information

California Fruit Canners Association, San Francisco

**This changeable weather
means that colds will be
prevalent**



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

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

Mathieu's Syrup

of Tar and Cod Liver Oil

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

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

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



The New Home of "Holland Rusks" at Holland, Michigan

The season is just approaching for the big demand on this most wholesome product.

10c packages, \$1.45 per Carton of 18
15c " " \$2.15 " " " 18

Fresh Stock on spot at Toronto.

A window display mailed free on request.

THE HARRY HORNE CO.

Canadian Sales Agents

Toronto

Canada

Buyers' Guide

CLASSIFIED ADVERTISING

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

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

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

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

WANTED

WANTED—GROCER CLERK, ONE ACCUSTOMED to high-class business and good window dresser. Apply Box 127, Canadian Grocer.

SELL ME ALL YOU HAVE IN STOCK OF Turkish dyes—Color—Moss Green only— price paid 10c a package. Address, A. J. Nolett, grocer, Pierreville, Que.

WANTED — POSITION AS TRAVELLING salesman. Speak English and French. Not particular as to territory offered. Northern Ontario preferred. Box 138, Canadian Grocer.

AN EXPERT GROCER — PRESENT position manager, is looking for similar position. Wide experience, good character, temperate habits, references if required. Apply Box 136, Canadian Grocer.

A MAN WITH GOOD CHARACTER. TEMPERATE habits, good experience. Can produce good references if necessary. Is desirous of making a change from present position as manager in grocery department. Box 125, Canadian Grocer.

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

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

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


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No. 43

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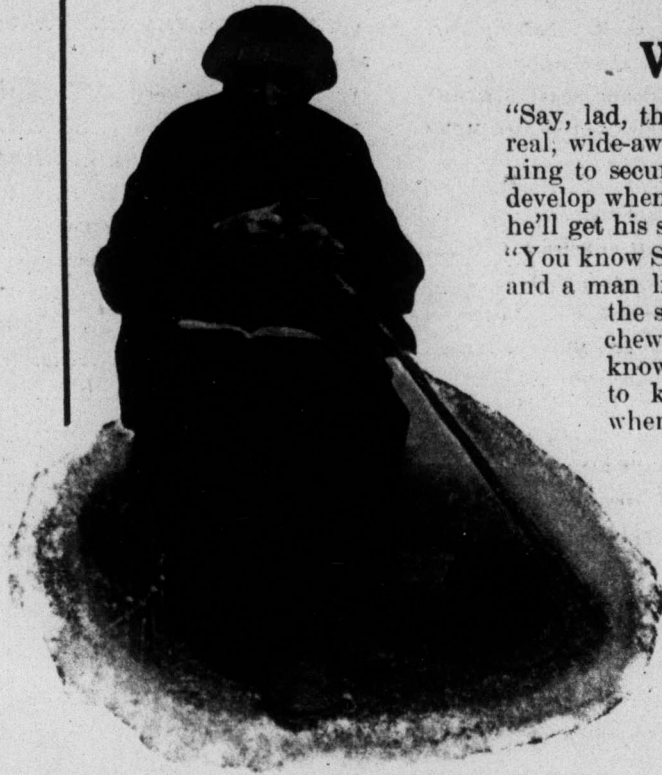
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INDEX TO ADVERTISERS



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The MacLean Publishing Co., Ltd.

143-153 University Ave.

TORONTO, CANADA

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This advertisement is addressed to the younger men at or near the head of business houses.

It is addressed to you because you have ambition not chilled by the experience of many failures.

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It is addressed to you because the circumference of your world is always widening—this because of energy on your part and a vision of things far off.

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This newspaper tells you about Money and Business in Canada. It lifts you out of your own rather confined world, and puts you into the world of the men who are doing big things.

Now it is clear that you can make more money if you understand Money and Business after the manner of these men at the head of our great banks, financial institutions and manufacturing establishments.

Now this same Big World is open to you—but you must enter it of your own accord, and with a sincere purpose to become familiar with it. The bigger world will adopt you and reward you if you choose to live in it.

These men are probably not a whit better equipped mentally than you. Their advantage lies in this circumstance: namely, that they have chosen to live in a bigger world—the world of Big Money and Big Business. And living in this world, they have stretched out farther and higher—in the direction of richer prizes, by preparing themselves constantly for greater opportunities.

The Post's Business Outlook alone will give you an invaluable acquaintance with big affairs and with the tendencies in business. This helps to give you that foresight so essential in directing your own business to greater success. Read The Post for this Business Outlook if for nothing more. It alone may easily be worth the subscription price to your business.

This is why we urge you to become a regular reader of THE FINANCIAL POST OF CANADA.

And as a young man of ambition and outlook, you will, we feel sure, fill in the form below and return to us.

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