

**PAGES  
MISSING**

# CANADIAN GROCER

Member of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada


THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXI.

PUBLICATION OFFICE: TORONTO, MAY 4th, 1917

No. 18

## CAMPING DAYS are Borden DAYS



Grocers would be well advised to feature Borden's constantly during the Summer months.

Borden utility and convenience will appeal strongly to campers, picnickers, summer cottagers and all manner of outing folk.

Make the most out of the holiday season by suggesting Borden Milk Products in window and interior displays. You'll like the way Borden's sell. Begin to-day.

**Borden Milk Co.**  
LIMITED

*"Leaders of Quality"*

MONTREAL

Branch Office: No. 2 Arcade Bldg.,  
VANCOUVER

CANADIAN GROCER

# Prompt Delivery

## Crystal Syrup

In these days of scarcity it is often important to be able to get prompt shipment. Merchants can rely on getting immediate shipment of

### Crystal Diamond Syrup

And at the same time be getting the finest Syrup on the market.

## LARGEST MAKERS IN THE WORLD

*Tea Lead*—all gauges and sizes

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

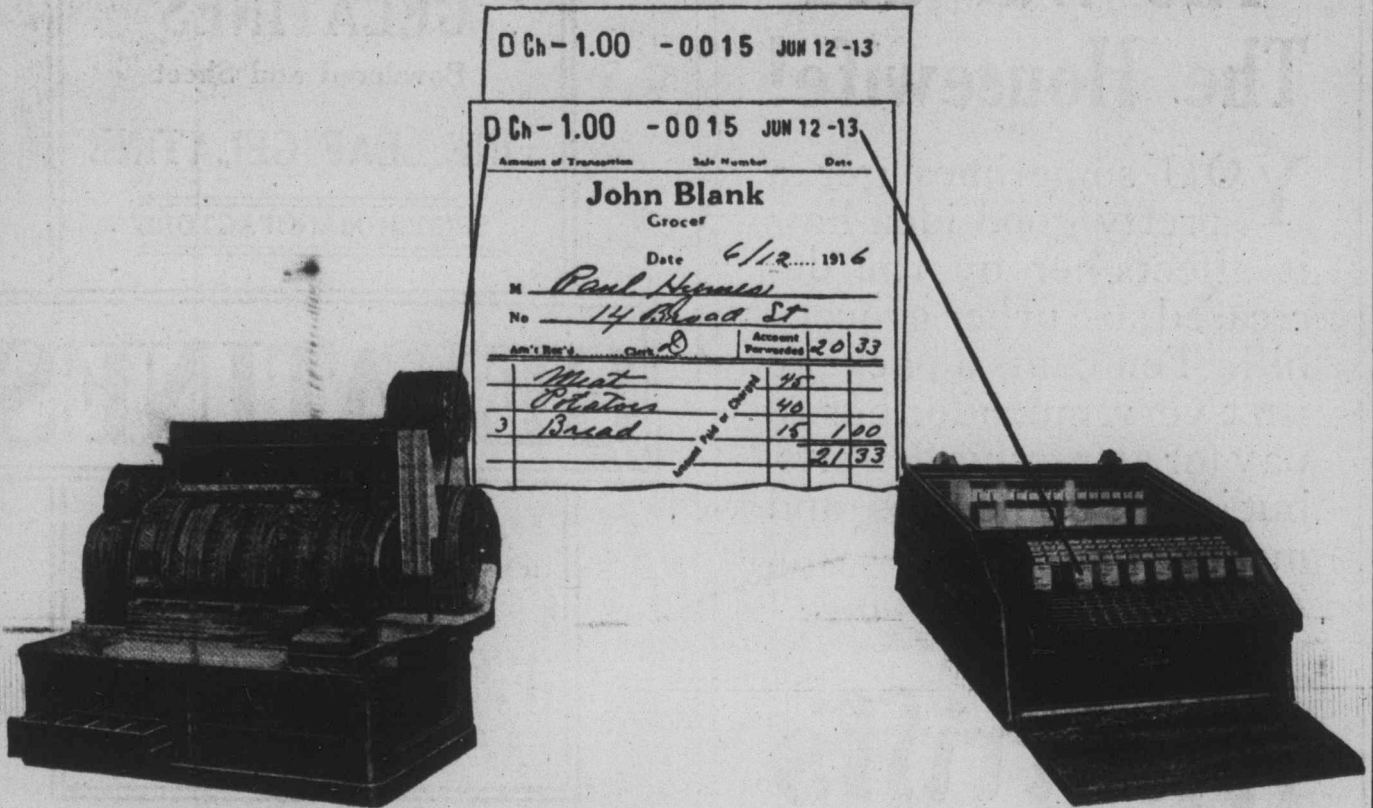
*Collapsible Tubes*—plain or colored

ALL BRITISH MADE

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

**BETTS & COMPANY, LIMITED**  
Chief Office:—1 Wharf Road, LONDON, N., ENGLAND

# A simple, complete system for retail stores



## The electrically operated National Cash Register

Does 25 necessary things in three seconds. Simple to operate—saves time. Forces accuracy—gives quick service.

## The new National Credit File

Cuts out all book-keeping of customers accounts. No blotter—no daybook—no customers' ledger. Every customers' account balanced to the minute.

# Stops leaks, satisfies customers Increases profits in stores

Our new model cash registers do more effectively and more quickly all the necessary operations in the handling of money. They save time, stop losses, prevent mistakes due to carelessness or inaccuracy. They safeguard your profits. They are indispensable to the efficient management of the modern store.

The credit file is a new N. C. R. invention as important to you as your telephone or cash

register. It is so simple that anyone can operate. It is speedy and convenient. It is so complete that a record of the whole credit business is always available. It is safe, records being in sight, but locked away from all tampering. There is nothing else like it.

Information about National Cash Registers and National Credit Files can be obtained easily from any N.C.R. office or from us.

## The National Cash Register Co. of Canada, Limited

Christie Street

TORONTO

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

## The War and The Housewife!

**Y**OU sometimes get a pretty good idea how it affects her by the decreased size of her grocery bill. Ten cents a package isn't very much for her to pay for attractive desserts, but it stirs up business and means profits to you. Make a window display of

# Shirriff's Jelly Powders

They make many varied desserts. Their beautiful, sparkling colors and delicious, fruity flavors are a delight to eye and palate. One sale leads to another, both of Shirriff's and other lines. Handsome window dressing material will be supplied to make an attractive sales-winning display. Write for particulars.



**Imperial Extract Co.**  
TORONTO

## FINEST CRYSTAL GELATINES

Powdered and Sheet

## FINE LEAF GELATINE

BRITISH MANUFACTURE

# GELATINES

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

SOLE AGENTS FOR CANADA

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

## *Sani-Flush* Appeals to the Housewife

Every woman who takes any pride in her housework wants to keep the water-closet bowl clean. She has found that scouring has little effect on the stain. Caring for the toilet bowl is disagreeable and discouraging drudgery.



Then the woman learns about **Sani-Flush**. How it keeps the bowl snowy white, sanitary and odor-free. No more dipping of water or scouring. Don't you think she will be enough interested to try it?

You can make extra profit by acquainting your customer with the good features of **Sani-Flush**.

**HAROLD F. RITCHIE & CO., LTD.**  
10-12-14 McCaul Street, Toronto, Ontario

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

# Perfection Computing Cheese Cutter

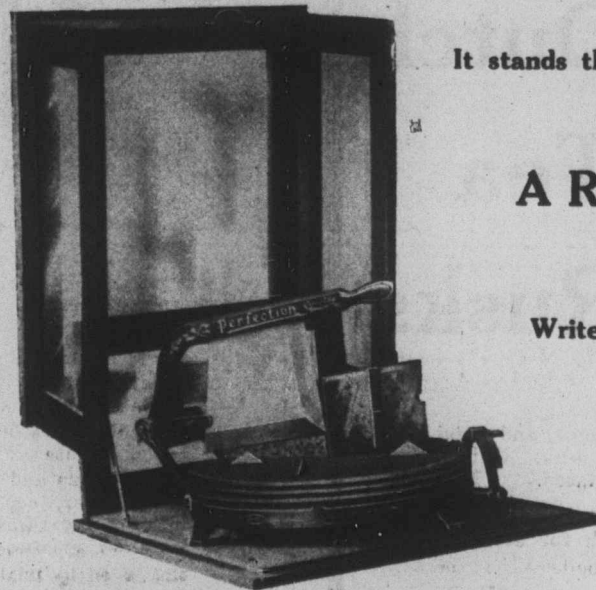
(IT IS ALL MADE IN CANADA)

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 combina-  
tion prices with cabinets  
and pedestals.

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

**AMERICAN COMPUTING  
COMPANY**  
HAMILTON, ONT.

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

## It makes lasting friends



Just put a display of  
**BARNES  
Grape Juice**

in your window to-day  
and watch results. Watch  
how it sells, note what re-  
peat orders follow every  
first purchase, then ask  
yourself if it isn't good  
business policy to feature  
Barnes right along.

Barnes Grape Juice is quality  
through and through. It is  
Pure Concord, every drop of  
it, and fills the bill where a  
real man's sized temperance  
drink is required.

Aggressive grocers every-  
where are selling Barnes. Be  
one of them.

The  
Ontario Grape Growing  
and Wine Mfg., Company  
ST. CATHARINES, ONTARIO

## Do you need a good man?

Are you looking for a suitable partner, a  
wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the  
surest way to reach the man you want. The  
men who will read your ad. in the CANADIAN  
GROCER are men of ambition, keen-edged  
fellows—the very best class from which to  
select the man to fit in with your require-  
ments.

And it only costs you two cents a word to  
talk to these men through a CANADIAN  
GROCER Want Ad. Just two cents a word to  
reach your man quickly!

Send along your ad. to-day. Forms close  
Tuesday each week. Rates: 2c word first  
insertion, 1c word each subsequent inser-  
tion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

**The Canadian Grocer**  
143-153 University Ave., Toronto

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

## The New Breakfast Food



# Dutch Tea Rusks

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

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

Packed 36 15c packages to the case.

**The Robert Gillespie Co.**  
WINNIPEG, MAN.

Agents for Canada



## It sells

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

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

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

Write us for free sample cake and particulars.

**Gleba Polish Company**  
Oshawa, Ontario

**Dole Bros. Hops & Malt Co.**  
BOSTON, MASS., U.S.A.

**"SUPERIOR" BRAND HOPS**  
FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15, 30 or 50 lbs. each, containing 1/4, 1/2 or 1-lb. packets, or assorted.

Orders Executed Promptly, Direct or Through

**R. E. BOYD & COMPANY**

Agents for the Province of Quebec  
15 STE. THERESE ST. MONTREAL

## WASTE PAPER BALERS



ALL STEEL  
**CLIMAX**  
FIREPROOF

Made in 12 sizes, \$22.50 up.

Bale your waste paper, it's worth \$13 a ton, besides it helps to keep down the cost of new paper.

Send for particulars.

**CLIMAX BALER CO.**

Burton St., Hamilton, Ont.



## Maple Leaf Dirt Chaser

*Cleans Bath Tubs, Sinks  
and all Enamel Ware.*

MANUFACTURED BY

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

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

# CLARK'S

You do not need to be told, Mr. Grocer, that the name CLARK'S on canned goods is a guarantee of quality.

The season is at hand when your customers want prepared



# SOUPS



Keep a full line.

Let them know you stock CLARK'S.

Have them try an assortment and watch results.

**QUALITY TELLS.**

**COMPARE THE PRICES.**

**W. CLARK LTD.**

**MONTREAL**



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



When you sell

# HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

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

## H. J. Heinz Company

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

Have you tried

# WETHEY'S ORANGE MARMALADE?

It is making  
a hit.

# KLIM

SPELL IT BACKWARD  
PURE SEPARATED MILK  
IN POWDER FORM  
FOR ALL COOKING  
WHERE MILK IS NEEDED

## GET A SHARE OF THE MILK BUSINESS


Every one of your customers can use KLIM to advantage. Liquid milk sours quickly in the summer time, whereas KLIM is always fresh and sweet.

Keep KLIM on your counter, and it will rank among the best selling lines. KLIM repeats — no one will be without it after once using. Order from your wholesale grocer.

**Canadian Milk  
Products, Limited**  
10-12 William Street  
TORONTO

The Best Asset of a  
Grocery Business is  
Satisfied Customers

## Baker's Cocoa and Chocolate



Preparations are reliable, always of uniformly high quality, easily sold, in constant demand; the standards of the trade.

Registered Trade-Mark

### ALWAYS SATISFACTORY

Made in Canada by  
**Walter Baker & Co., Limited**  
Established 1780  
Montreal, Can.    Dorchester, Mass.

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

## Merchants Baler

MADE IN CANADA



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

"f.o.b. Toronto."

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

## Your Window

is your best advertising medium, but it will not fully repay the time and thought spent on its arrangement if you omit from it the attractive packets of

# OCEAN BLUE

Order from your Wholesaler.

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

Western Agents:

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



## Give your customers the Babbitt habit



You'll find it easy enough. Just get her acquainted with the full weight and the unequalled value of this line—a big-sized can of the finest cleanser on the market for 5c. Babbitt's is a good line to keep in front. It is always an active seller.

*Premiums for trade-marks.*

Agents:

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

## What kind of molasses are you stocking?

Make sure of pleasing your customer, even if she is hard to please, by suggesting **LEACOCK'S EXTRA FANCY MOLASSES.**

Stock up to-day with **LEACOCK'S.**

**Leacock and Company**

Exporters of High-grade Molasses

Barbados, B.W.I.

## Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



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

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

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES.

MANITOBA  
SASKATCHEWAN

*Wholesale Grocery Commission  
Brokers*

ALBERTA  
WESTERN ONTARIO

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

Head Office: **WINNIPEG** Manitoba

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

### F. D. COCKBURN

*Grocery Broker & Manufacturers' Agent*  
We represent Pugsley, Dingman & Co., Ltd.; John Taylor & Co., Ltd., Toronto, and many other large British, American and Canadian firms. We can give the same time and service to your product.

149 Notre Dame Avenue East, Winnipeg

Tell the Advertiser where you  
saw his Advertisement.

### 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."



## WESTERN REPRESENTATION

We can give the manufacturer first-class representation, both WHOLESALE and RETAIL.

Our selling organization is Efficient—made up of strong, experienced men with good connections.

TRY US. **WE CAN PRODUCE THE RESULTS YOU WANT.**

## SCOTT-BATHGATE COMPANY, Ltd.

*Wholesale Grocery Brokers and Manufacturers' Agents*

149 Notre Dame East, WINNIPEG

Mention This Paper When Writing Advertisers

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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### WESTERN PROVINCES

## C. & J. JONES

WINNIPEG - VANCOUVER

*Wholesale Commission Brokers and Importers*

During the fifteen years we have been on this Western market, we have built up a big business with European manufacturers. We give the same attention to Canadian and American manufacturers. Write for details of our service.

**205 CURRY BUILDING  
WINNIPEG**

## THE Robert Gillespie Co.

MALTESE CROSS BUILDING

WINNIPEG

*Importers, Brokers, Manfs. Agents,  
Grocery, Drug and Confectionery  
Specialties.*

**DISTRIBUTION & SERVICE  
from  
COAST to COAST.**

## W. H. Escott Co. Limited

*Manufacturers' Agents  
Wholesale Grocery Brokers*

**Winnipeg, - Manitoba**

BRANCHES:

Regina  
Calgary

Saskatoon  
Edmonton

ESTABLISHED 1907

## WATSON & TRUESDALE

*Wholesale Grocery Brokers and Manufacturers' Agents*

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

**120 LOMBARD STREET**

**WINNIPEG, MANITOBA**

**Trackage  
Storage  
Distri-  
bution**

## G. B. THOMPSON

*Wholesale Commission Broker  
and Manufacturers' Agent.*

We can handle a few more good lines.  
Storage Warehouse and Transfer Track.  
**140 Notre Dame Ave. E., WINNIPEG**  
Established 1898

MANITOBA

SASKATCHEWAN

ALBERTA

BRITISH COLUMBIA

# TO MANUFACTURERS AND SHIPPERS

If you want real live representation throughout Western Canada get in touch with us. We represent some of the largest manufacturers and importers in Canada and the United States, and, if your line does not conflict with any of our present agencies, we can handle your account, and with our organization can guarantee you satisfactory results.

## DONALD H. BAIN COMPANY

**HEAD OFFICE: WINNIPEG, MAN.**

**BRANCHES: REGINA, SASKATOON, CALGARY, EDMONTON, VANCOUVER**

We have good, live sales forces at each of the above points, with fully equipped offices and warehouses, and are in an unexcelled position to handle storage and consignments and to look after the distribution of cars.

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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**The REGINA STORAGE & FORWARDING CO., Limited**  
Halifax and Sixth Avenue, REGINA, SASK.  
WAREHOUSING                      CAR DISTRIBUTING                      COLD STORAGE

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

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

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



Your customers will like Bull Dog Brand Chloride of Lime

It is one of the 19 well-known Bull Dog Cleansers whose quality has won the approval of discerning housewives everywhere.

In quantity as well as quality Bull Dog Brand lines have no equal. Stock them.



The John B. Paine Co., Limited

Factories at Winnipeg and Toronto

Agents: Mowat & McGeachy, Saskatoon; Oppenheimer Bros., Vancouver.

*"We clean up everything"*

## Every Day Is Pay Day

THAT'S right—every day you work our plan, your pay is given you. "Pay yourself first" that's the idea of our representative plan. When you devote ten hours daily acting as our representative—your pay is sure and certain.

We need a hustling representative right in your district. A young man capable of producing good business, preferably one with salesmanship experience. The position will pay big money to one with enthusiasm, energy and ability. Do you know, or are you such a man?

If you are and are willing to exchange your spare time, representing our publications, we will show you how that same spare time, properly used, will produce for you as much cash as your regular income.

Does this interest you, if so write us TO-DAY and we will tell you all about it.

**The MacLean Publishing Co.**  
LIMITED

143-153 University Avenue, Toronto, Ont.

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

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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**ONTARIO**

**POTATOES  
WHITE BEANS  
DRIED APPLES**

What have you to offer?  
State quantity and quote  
lowest price.

**WHITE & McCART, LIMITED**  
309-310 Board of Trade Building  
TORONTO ONTARIO  
Phone Main 2319

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

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

**Sundried Apples**

Quote us price and quantity  
at once if wanting to sell.

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

OPEN FOR AGENCY FOR THE  
**CITY OF OTTAWA**  
*Satisfaction Guaranteed.  
Best of Reference.*  
**M. M. WALSH**  
310 BAY ST. OTTAWA

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

**The HARRY HORNE CO.**  
Toronto, Can.  
BROKERS AND IMPORTERS  
Food Stuffs, Grocery Sundries, Drug  
Sundries and Confectionery.

## The Costliness of Man-time

HOWEVER necessary it may be to employ flesh and blood salesmen to sell your merchandise to farmers, you cannot possibly overtake all your prospects by this method alone. It would bankrupt you.

You must employ the method of influence and persuasion known as Modern Advertising. By this means you can make known what you have to sell to all farmers everywhere, simultaneously.

Suppose you cannot afford to use all the farm papers, and are looking for one having national circulation. This one medium is

## The FARMER'S MAGAZINE

This should impress you: The Farmer's Magazine is the best produced farm paper in Canada—3-color covers, fine illustrations, good paper, good typography and printing, and most important of all, the best edited. A sample copy will convince you.

If the farmer is your customer, use The Farmer's Magazine.

*N.B.—Objectionable advertising not accepted. Both editorial and advertising columns are closely censored to keep them clean and decent.*

Published by  
**The MacLean Publishing Co., Limited**  
143-153 University Avenue, Toronto, Ontario

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

**Hamblin-Brereton  
Co., Limited**  
Wholesale Grocery and Confectionery  
Brokers  
TORONTO WINNIPEG CALGARY

### COVERING PORCUPINE DISTRICT

Agent with headquarters in Timmins, calling on mines and retail trade, wants number of other lines to handle. On the job all the time.  
Address A. L., Box 85, Timmins, Ont.

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

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in CANADIAN GROCER and let it assist you in filling your needs.

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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## QUEBEC.

### ROSE & LAFLAMME LIMITED

Commission Merchants

Grocers' Specialties.

MONTREAL TORONTO

Buyers and Sellers of

### All Kinds of Grains and Seeds

Denault Grain and Provision Co.  
LIMITED

SHERBROOKE, P.Q.

### QUEBEC'S RESPONSIBLE BROKERS

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

BEANS AND CORN A SPECIALTY.

ALFRED T. TANGUAY & COMPANY.

Commission Merchants and Brokers.  
91 DALHOUSIE ST. - QUEBEC CITY.

### OATS, PEAS, BEANS, ETC.

handled in any quantities to best advantage by

ELZEBERT TURGEON

Grain and Provision Broker

MONTREAL, P.Q. QUEBEC, P.Q.

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

### G. Gagne / Grocery Broker and Manufacturers' Agent

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

111 Mountain Hill

Quebec City

Kindly mention this paper when  
writing to advertisers.

## Why You Should Feature

# KING GEORGE'S NAVY

### Are You Pushing King George's Navy?

Are you selling the chewing tobacco that particular men everywhere declare to be the peer of all others?

A little display in your tobacco showcase will quickly show you what a seller KING GEORGE'S NAVY is. Try it out.



Handled by  
the Wholesale  
Trade

Rock City Tobacco Co., Ltd.

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

# An EASY Tea

You will admit that it is easier to sell a line of trade-marked merchandise that is well and favorably known than it is to sell a nameless or little known line.

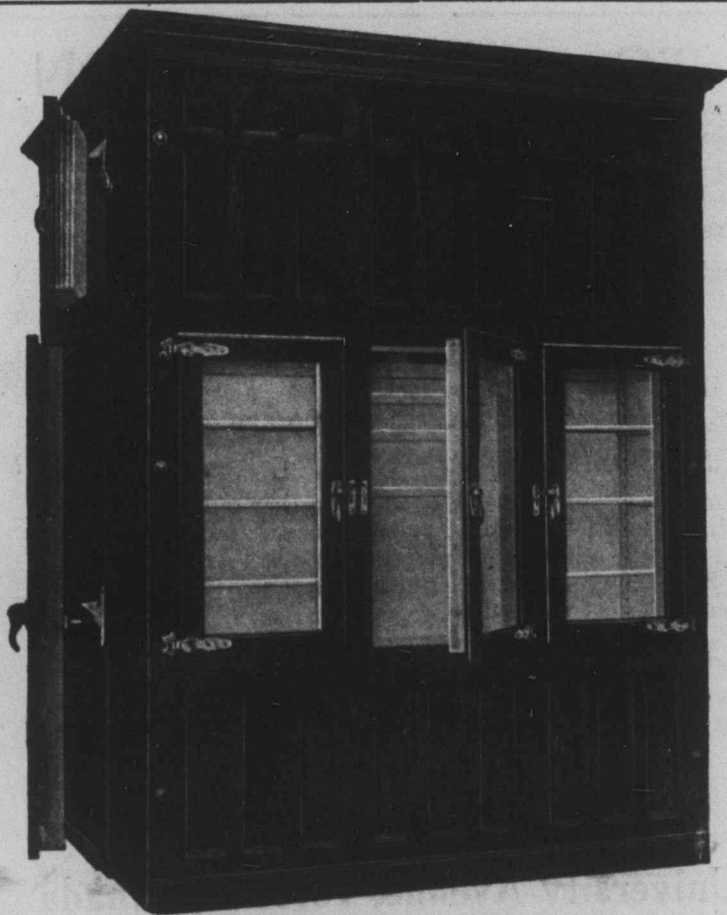
Red Rose Tea is one of the best known of trade-marked lines for sale in Canada. Its distinctive flavor, its splendid richness and its vigorous strength completely satisfy those who are particular about the tea they drink.

It is an EASY tea to sell. It makes money for the grocer with little effort on his part.

Quick sales. Quick turnovers. Net profits.

# RED ROSE TEA

“is good tea”



## The surest answer to your Refrigeration Problems

For close on thirty years the Eureka Refrigerator has stood the most exacting tests and given the utmost satisfaction where really reliable refrigeration is concerned.

To-day the Eureka is acknowledged to be the perfection of economical and scientific refrigeration. *Warm Air Flues across Ceiling of Cooling Room is just one of many exclusive patented Eureka features.*

Our free illustrated catalog will tell you in detail the many superiority points of Eureka Refrigerators. Write for a copy.

### Eureka Refrigerator Co., Ltd.

BROCK AVE. NOBLE ST. EARNBRIDGE ST.

Phone Park 513

Head Office and Showrooms:  
27-31 Brock Ave. Toronto, Ont.

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





## An aggressive memory jogger

A neat, attractive reminder that will draw your customers' attention to the fact that you sell the world-famous *COLMAN & KEEN PRODUCTS*.

Get one to-day. Hang it in your store and note the effect on your sales. We'll mail you one on request. Write us.

**Magor Son & Company, Limited, 30 Church St., Toronto, 191 St. Paul St., Montreal**

## HELP YOURSELF TO A REPUTATION

by buying a copy of

### THE GROCER'S ENCYCLOPEDIA

BY ARTEMAS WARD

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

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

#### SOME PRESS COMMENTS

**THE GROCER'S ENCYCLOPEDIA** is the most magnificent work of the kind ever published. Complete, authoritative and up-to-date information on every article handled by the grocery trade. Hundreds of trade "pointers" which are of practical value in buying, selling and caring for goods. An encyclopedia of all foods that you have ever seen or heard of. Food dictionaries in English, German, French, Italian and Swedish. The most complete descriptive wine list ever compiled.

#### MAKE YOURSELF A PRESENT OF A COPY.

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

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

Send your order to Book Department

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

# CANADIAN GROCER

Vol. XXXI.

TORONTO, MAY 4, 1917

No. 18

## The Tin Plate Situation and Its Effect

Serious Scarcity of Raw Material a Real Danger—Possibility of Embargo of Use of the Cars for Other Than Food Presentation—Non-perishable Goods Not to be Tinned—Effect on Canning Situation Generally.

**A** FEW years ago tin plate was a practically unknown quantity except to those immediately interested in its manufacture or use. To-day it has been so much discussed and has figured so largely in the causes given for increased prices that it has become almost a household word.

This situation has this year reached a very acute stage, that might well be fraught with serious consequences, and it might be well to call the attention of the trade to some of the possibilities, and to outline briefly the situation facing this product.

One reason for the actual scarcity that exists is of course the fact that many of the primary supply markets are cut off. Prior to the war about half the supply of tin plate used in the world came from Europe, a source that in the nature of things has become greatly limited. In other words, the necessary supply of raw material is actually not available.

### Tin Plate Industry Running on Short Margin

At a recent conference of tin plate makers the situation was carefully gone over, and every effort made to speed up production. At this conference it was stated that while there had been a sense of security as to the pig tin situation, this situation was not well founded. It was pointed out emphatically that if there was any interruption of the supply coming to the country, the results would be serious. If a ship containing 1,200 or 1,400 tons of pig tin were destroyed either by submarine activity or other means, the canning industry would be face to face with a situation that it would be almost impossible to overcome. In an industry running thus close to the margin of actual supply it is easily seen that there are immense possibilities of difficulty.

Another phase that has complicated the situation is the unusual activities of the steel mills. The steel necessary for the manufacture of tin plate must come from these mills already working at capacity. With the entry of the United States into the war, there is the suggestion that the American Government should take over these steel mills for the

manufacture of munitions. Unless some arrangement were made to safeguard the interests of the can manufacturers, in the general interest of the country at large. As the American Government seems fully alive to the seriousness of the situation, there is little doubt that this matter would be satisfactorily met.

Embargoes on steel bars, tin plate and empty cans in the United States have been removed under the energetic representation of the Government. The railways are now expediting these shipments in every means in their power.

But whatever measures are taken, there is no shadow of doubt that there is going to be an actual scarcity of tin plate. Even under the best situation that can be arranged the supply is not equal to the demand. Last year the consumption of tin cans on this continent, including the Hawaiian Islands, reached the startling total of 2,850,000,000, and that in a year when there was a pronounced scarcity in all canning products. Market reports indicate that the country is practically bare of supplies of canned goods, in itself an abnormal condition. This will encourage a still greater demand. One authority estimates the requirements of cans for the coming year at 3,200,000,000. To meet this increasing demand there is a dwindling supply. What effect has this on prices. Take the average price of tin plate over a period of five years and the price is found to be \$3.46. Last year it rose to \$3.60, which was one of the causes of the high prices of canned goods. The present price has already reached the exceptional price of \$7.00. Even at this high figure large companies are only willing to serve their old customers, and only in the same proportions that they delivered in 1916 and only for delivery in the second quarter of the year.

Reports of the United States Department of Commerce state that over 5,000,000 boxes of tin plate were exported in 1916. In January, 1917, 520,000 were exported. With the exception of 1,300,000 that came to Canada, none of this product was used for food purposes.

### Possible Embargo on Tin Plate for Other Than Food Preservation

There is an agitation now on foot in

the United States to bring pressure to bear on the Government to place an embargo on the use of tin plate for other than food purposes. While no action has yet been taken in this regard, a recent communication from the Government to a number of canning interests assembled in Chicago, would indicate that there was a great possibility of the Government taking such action. The communication from the Federal authorities took the form of a request, that in order to conserve the supply of tin cans that they should be used only for food of a perishable nature and not for winter packed foods, like hominy, pork and beans, kidney and red beans, soaked peas and lima beans, kraut, spaghetti, and macaroni, oatmeal, soaked corn, etc. The canners assembled expressed themselves as willing to accede to the Government request. It was pointed out that this request if not acceded to was liable to become a mandate.

Can manufacturers were of the opinion that if this scheme is adopted that the saving will be such that it may be possible to release cans for this type of goods before the season is over.

### Influence on the Canadian Trade

While a good deal of this information seemingly deals with the situation across the line, the bearing of it is just as emphatically a matter of concern to the Canadian trade. Canada must draw her supply of tin plate largely from the United States. Moreover, there is a very heavy buying of American cans, and in this connection it might be interesting to note a comparison of prices between this year and last:

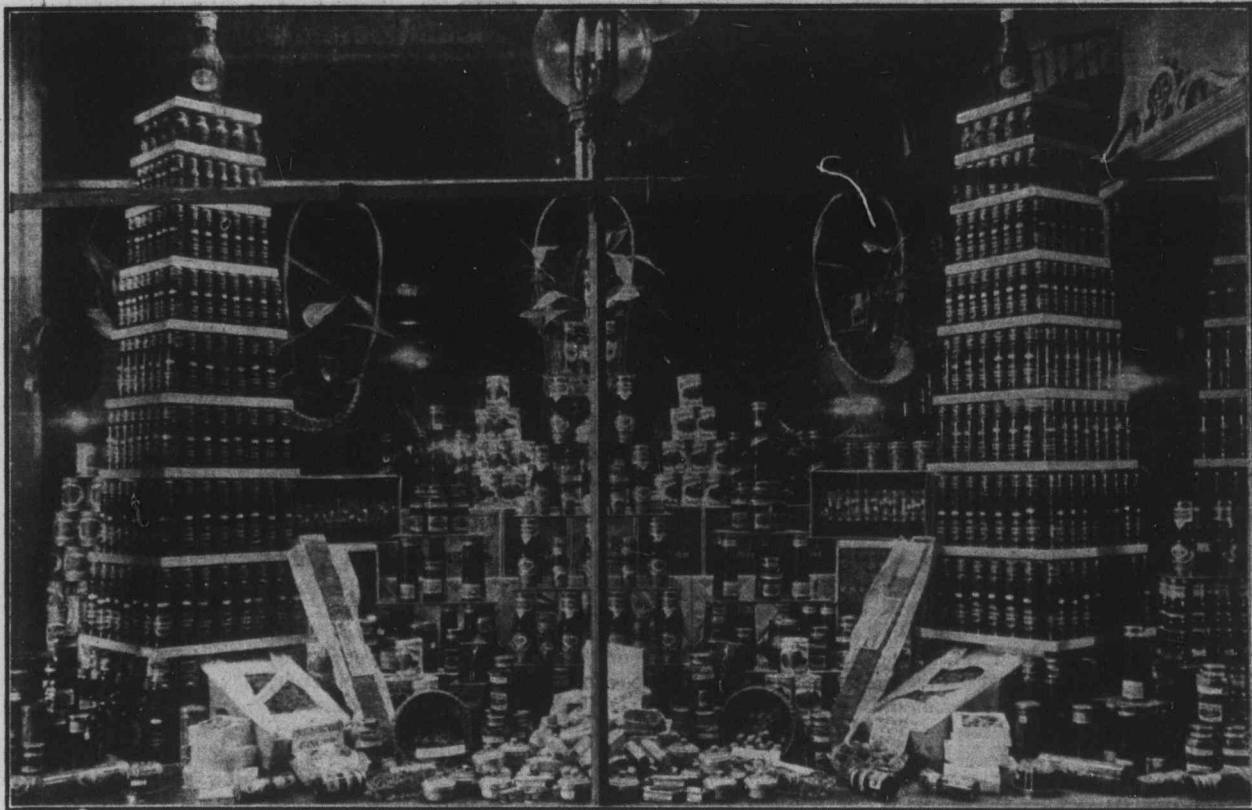
#### Open Top Can

	1916	1917
No. 1 . . . .	\$11.15 per M.	\$17.25 per M.
No. 2 . . . .	15.00 per M.	24.25 per M.
No. 3 4 1/2" . . . .	20.25 per M.	32.25 per M.
No. 10 . . . .	45.50 per M.	71.50 per M.

These increased prices, of course, entail a greatly increased outlay for the canner.

Then labor conditions are so uncertain, that there is always the possibility that the required supply of canning products may not be available. This is a serious condition for the canner to face

(Continued on page 23.)



An Attractive Display For Selling Unusual Goods.

## Market Information in Advertising

How the News of Price Increases May be Broken Gently to the Customer — Help the Customer to Understand the Situation—By so Doing the Merchant Will Put Himself on a Better Footing With His Customers.

THESE are the days when almost every time a customer comes to buy it is to find that the commodity they require has once again increased in price. Now while people know in a general way that these changes are due to world conditions they are not familiar enough with these conditions for them to play a very important part in their daily lives, and the chances are largely in favor of their laying at least a part of the blame on the shoulders of the grocer himself. Sugar's up again, says the grocer, tea is up again, the customer accepts the statement and pays the difference, but actually there is an impression that the grocer should have prevented it in some way. Every feeling of this kind is harmful to the merchant, and could be avoided by a little care.

The merchant is probably aware of the reasons for the increase in the prices of commodities. He has a hundred channels for getting this information, the average householder has none, so that each new increase comes as a separate shock. Saving these little jars serves to keep the merchant on a

### London Advice on Tea

The Canadian Grocer says: "Advice received from London is to the effect that the British Government intends to allow only such tea to proceed to Canada as has already been entered for shipment prior to the placing of the embargo."

We can serve you with delicious tea from our large stock of trade-marked brands—Lipton's, Ridgeways, Red Rose and Salada—at the reasonable prices of 45c, 50c, 60c, 70c a lb. Our bulk tea at 35c, 40c, 50c are exceptionally good value.

Prices are almost certain to advance rapidly. Why not secure a supply at once. You will appreciate a cup of one of these palatable teas.

"He Profits Most Who Serves Best"

G. A. McDonald & Son

An effective use of Market News

much pleasanter plane with the customer, and it is worth doing at a little cost of time.

Why not use a little information on market conditions in your adver-

tising? Suggest the reasons for the higher prices, give some hint as to the reason for the increase. Show them the reason why further advances may be expected. The housekeeper seeing your advertisement will see the reasonableness of the increase, for the printed word is a great convincing agent, and instead of having to meet an annoyed and skeptical customer, more than half inclined to doubt the merchant's word, the merchant will meet one who is abreast of the situation and in a frame of mind to take the merchant's view point. There is a wealth of information in your trade paper that might be advantageously used in one way or another.

There is a wide world of suggestion, intended primarily for the information of the merchant himself that may well be used to advantage in informing the customer. The better informed the customer, the better the customer will be.

Just try and see how effectively some of the information contained in these market pages may be used to serve your own store's advantage.

# What Is a Navel Orange ?

Many People Have Wrong Impressions as to the Derivation of This Popular Fruit—  
A Brief Description of its Origin—Some Description as to Methods of  
Cultivation and Handling

Based on information supplied by Don Francisco, of the California Fruit Growers' Exchange.

**T**HE CANADIAN GROCER has had numerous enquiries regarding the origin of the navel Orange. People in most instances seem to credit the navel, or so called seedless orange to that noted scientist, Luther Burbank. But the navel orange was in existence long before Mr. Burbank's series of marvellous developments began to astonish the world.

The navel orange, as far as its history goes, came into existence, how or why, even elaborate investigations by the United States Government have failed to disclose, at Cabulla, a suburb of Bahia City, Brazil.

This much is known, however, it was first grown by a Portugese orchardist of this section. A section by the way that is still the most important orange growing district of the state. One of the legends has it that an Indian woman charmed a seed and made it produce fruit. As near as can be learned, it originated about the years 1810-1820 and about 1822 there was probably quite a number of trees growing in the section.

## A Sport of the Selecta Orange of Brazil

The probability is that the navel originated from a sport or outgrowth of the Selecta orange of Brazil, which often shows navel tendencies. The origin of this Selecta orange is equally shrouded in mystery. It was probably, however, brought to Brazil by the Portugese from one of the Portugese settlements in the Orient, as oranges of a somewhat similar nature do exist in those sections.

The orange is not propagated as some suppose by seeds from the navel, but entirely by budding or grafting on other stock. In Brazil these are almost always budded on bitter or sour oranges.

## Navel Orange Introduced Into California

In the year 1873, the original Washington Navel orange tree was imported into California from Bahia, Brazil. From this beginning has grown the extensive navel orange industry which returns millions of dollars every year to California growers. The original tree now flourishes, in state, at Riverside.

Years of study have effected wonderful improvements in the Washington Navel orange so that to-day the fruit is far superior in quality to that produced by its noted ancestor. Fruit growing and handling have become exact sciences.

## Not Grown from Seeds, but from Buds of Variety Desired

Orange seeds are procured from specially selected seedling oranges. They are planted in a seed bed. The young trees are left in this bed for one year before being transplanted. This is not a navel orange, but merely the stalk on which the navel is grafted. After

## A BET GONE WRONG

Some time ago a correspondent in a Northern Ontario town propounded a question to us. He stated that he and a friend had had a bet on the question as to how a navel orange was grown. His friend claimed that it was grown from seeds from the navel. The Encyclopedia Britannica was consulted and, according to this correspondent, this authority upheld his friend and the bet was consequently paid.

Anyone might be forgiven for hesitating to dispute such an authority, but the CANADIAN GROCER, in replying, was compelled to state that if the matter was as he claimed, then the Encyclopedia Britannica had done him wrong, for the navel orange is not grown from seed, or at least has not been as far back as authentic records go. As there are many others who may be interested, the following account of the navel orange and its history is appended:

a year in the nursery, when the trees are two years old, they are budded to the variety of orange that it is desired they shall produce. It is customary to select buds of either Navel or Valencia stock from thrifty trees which have records of heavy production and good quality of fruit.

The bud is placed in the seedling stock about four inches above the ground and the old top is removed. The new bud produces the entire upper part of the future tree. A year, or sometimes two, after the trees have been budded, they are transplanted again to the orchard.

In the orchard the trees are planted in rows, and usually arranged so that they can be cultivated and irrigated in four different directions. There will be

from 80 to 120 trees to an acre, depending upon the distance between the rows.

By systematic pruning when the orchard is young, the proper building of the frame of the tree is insured. This work requires a great deal of care. It is necessary to continue pruning throughout the life of the tree.

Six or seven times during each summer season, beginning usually in May and extending through September, the trees are irrigated. Generally an orange grove is irrigated about once in every thirty days. The furrows are made along the side of the tree, the number depending upon the age of the grove. After irrigation the orchards are thoroughly cultivated to conserve the moisture.

After three years of growth in the orchard, an orange tree begins to bear a little fruit. The production increases each year for eight or ten years when the tree reaches final maturity. It is estimated that the average expense per acre of orange groves in bringing the trees to seven years of age is \$1,000.

The total cost of properly caring for a bearing orchard often exceeds \$200 per acre per year. The average production in California is about 200 packed boxes per acre. Unusually good care and favorable weather and soil conditions will often produce more than this amount per acre.

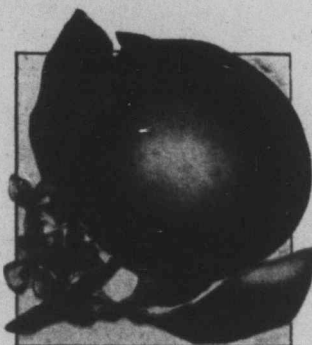
## Handling the Fruit

Growers, as a rule, do not pick their own fruit. Picking gangs who are carefully trained not to damage the fruit in handling, do the entire work of picking. Each orange stem must be carefully clipped, not so close to the orange as to bruise the skin, nor too far from the base to permit the stem to puncture another orange with which it may come in contact. Care must be taken not to scratch the orange in removing it from the tree. Each orange is carefully placed in the picker's sack. When a sack is full the fruit is transferred to field boxes with equal care and the boxes are hauled to the packing house. All the pickers use gloves, and their clippers are inspected every day to insure their proper condition.

During the haul to the packing house the oranges in the field boxes are covered by tarpaulin to protect the fruit from the sun. It is customary in most packing houses to inspect several boxes from each load of fruit delivered to ascertain the care with which the packing has been done. By a tag placed in the field box it is possible to trace any faulty picking.

## In the Packing House

The first work in the packing house is  
(Continued on page 23.)





Another effective way of using market information. Colored ribbons connect the variety of coffee displayed with the country of its origin.

## Broom Sales for Housecleaning Time

By Judicious Display Dealers Can Accelerate Broom Sales — Experiences of Trade Throughout Canada Finds "Quality First and Price After."

**W**ITH increasing evidence to hand that spring is becoming well settled, bringing with it visions of summer activities, once more the attention of the good housewife is directed towards the question of spring housecleaning. Not only is this attention directed toward the city home, but its scope includes also the preparation of the summer cottage, the occupation of which soon follows in logical order.

This country-wide campaign for cleanliness, which is now being put under way, necessarily creates a big demand for all articles of housecleaning lines, and very prominent in the demand is the call for the old reliable and indispensable article of cleaning—the Broom.

While the demand at this season of the year is insistent, and the dealer is enjoying a good run of business, he should be quick to realize the immense advantages of accelerating this branch of trade, the possibilities of which are unlimited. In this connection, the judicious display of household goods and the pointing out to customers of the advantages of purchasing large stocks of these goods before leaving the city for a protracted period, have been arguments which have proved valuable in increasing sales in these lines.

In order to secure information which might assist dealers to better sales in the lines of brooms, in view of the greatly increasing prices of this article, CANADIAN GROCER sent out to representatives of the trade throughout Canada, the following queries:

1.—Do you find that the increased price

has materially cut down the sale of brooms?

2.—Do you find that the purchasers of brooms, ask for any particular broom; that is under any trade name?

3.—What kind, quality or make of broom do you find the most popular?

4.—Do you find that because of the high prices your customers are buying cheaper lines of brooms?

5.—What arguments are you using to induce the purchase of a first class article? For instance a customer comes in to buy a broom, and you show her brooms at 30 and 50 cents. If the question is asked, Why the difference in price? How would you answer?"

The answers to these queries were largely representative of the trade, and demonstrated that the situation had been well covered. Perhaps the chief variation of opinion was evidenced in connection with the first question, for slightly more than one-half of the dealers were of the opinion that the sale had been curtailed by the increased prices and in the case of N.B. Laroche of Ste. Croix, Quebec, the cut in the sale was reported to have reached as high as 25 per cent. Some suggestions as to the reason for the cut in sales were to the effect that the increased prices have prolonged the normal life of the broom and the old broom is being made to last a little longer than formerly.

A unanimous opinion in the negative was recorded in connection with the query as to whether any particular broom was asked for, and equally unanimous was the opinion that the name

on the broom made no difference as long as the quality was good and the price right, and the general tendency seemed to indicate a well defined preference for the better article. Dr. Laprade, of Carleton Place, expresses the general opinion of the trade in the words, "quality first and then the price."

The information which may prove the most valuable in helping the dealers to increase his sales of brooms, is that in connection with the lines which have proved most popular, according to the experience of the dealers mentioned herewith. While it is well nigh impossible to secure an opinion with any degree of unanimity on the subject, the majority of dealers found that the broom retailing at from 35c to 50c was the most popular from the standpoint of price, while the broom of medium weight usually of four strings, and of No. 1 quality, proved the favorite in other considerations. In some quarters a slight inclination towards the lighter brooms of three strings was also noticeable, though its use was restricted chiefly to very light housework. Again in reference to this query the value of Quality seems to be the outstanding feature, and many dealers reported that the best quality broom was always the most popular.

As to whether the cheaper lines of brooms were being purchased owing to high prices, the opinion again was almost decidedly negative. Fifty per cent. of the dealers reported that customers were not buying the cheaper arti-

cle, while twenty-five per cent. thought they were. The remaining twenty-five per cent. expressed the opinion that if the cheaper lines were being bought the trade was hardly noticeable.

The insistent demand for Quality, which seems to be the keynote in the selling of brooms, is again most apparent in the matter of arguments inducing the purchase of the first-class article. The quality of the broom corn, workmanship and finish appear to be the most essential points in the matter. In the advancing of reasons for the difference in price of two respective brooms, W. Fawcett & Son, Moose Creek, Ont., state that sufficient reason is found in the "scarcity of broom corn and labor."

P. J. Kenny, of Algoma Mills, Ont., who finds the four-string broom most popular, states that "weight and other qualities" are his chief arguments in selling the first-class article.

A. E. Hurd, of Ayre's Cliff, Que., reports a slight falling off in the sale of brooms, and finds the most popular kinds are the 35c. and 50c. variety. He is also a firm believer in taking time to explain to his customers the advantages and disadvantages, and the difference in quality of two respective articles, and he finds their better judgment favors higher class product.

"If the broom is good and the price is right, it finds sale," says Thos. Reid, of Nakusp, B.C., who also points out to customers the difference as to fibre, stretching and binding, when selling the high-class product. "It is easy to sell quality," he says.

R. W. Forrier, of Kenora, Ont., finds a constant preference for the "best article," and finds the medium weight broom of fine grade corn the most popular.

In some cases an expression of opinion regarding the queries was not forthcoming, owing to the fact that some dealers were either far-seeing enough or lucky enough to have laid away a store of brooms, and hence are enabled to eliminate from their list of troubles the vagaries of the broom market. G. A. Gillespie, of Dunbarton, Ont., who comes under this latter category, can sell any kind of broom as long as it is reasonable in price. Very little argument as to price is necessitated, owing to his ability to sell the best goods cheaply, having laid away a supply one year ago. Also included in this small group is A. A. McCormack & Son, of Pelee Island, who have not noticed any substantial curtailment in the sale of brooms, and are doing good business with the 40c. and 50c. product. The difference in size, quality of the broom corn, and the number of strings, are the chief considerations in encouraging the purchase of a first-class article.

"They are all trying to make the old broom last as long as possible," says Albert W. Lloyd, of Stratford, Ont., as a reason for the cutting down of sales. He does not find that any particular make of broom is asked for, but on the contrary if the product is of good qual-

ity, he says it is no object who the maker is. He does not find that customers are buying the cheaper lines, and says the medium weight broom is enjoying the most popularity. By employing similar arguments to those enumerated above he finds that he generally sells the "better article."

Contrary to the above case, P. S. White, of Peterboro, has found no curtailment in the broom trade, but states that he has found the light brooms more popular with the ladies and the heavy brooms more so with the men. He also differs in the respect that his arguments to induce the purchase of a first-class article are not only based on the quality of the corn straw, but are chiefly based on the make of the broom. Messrs. Puppel & Co., of Elmira, Ont., have also noticed the general tendency of their customers to purchase the high-class product when they have pointed out the advantages of superior quality.

The higher priced broom is the best

seller in Meaford, Ont., according to Ellis Bros., who report that the finer corn, which does not break, and the better made handle, of the superior product, are sufficient arguments in its favor.

"Quality and better workmanship are usually easily recognized when there is a difference of twenty-cents in price," says G. McDonald, of Richmond Hill, who has found no falling off in broom sales. In his business he finds the No 1 quality broom is enjoying the greatest run of prosperity. Like the foregoing case, Kerr Bros., of Fort William, have found no decrease in the number of broom sales, and find the broom with both weight and good quality is the most popular. They are also strong believers in the "personal touch" and take time to demonstrate to the customer the variation in quality of the straw and handle, as well as the general make of the product which is undoubtedly of a higher order in a better class article.

## Freight and Passenger Rates Will Probably Increase

Canadian Railways Petition for Increase of 15 Per Cent.—  
Claim This Increase Will Not Cover Increased Cost of Coal—Statement of Increased Items of Cost.

**I**N a leading article appearing in the Financial Post of last week, it speaks of the application of the Canadian railways for an increase in freight and passenger rates, as the natural climax to developments that have been taking place in Canada and throughout the world as a result of war conditions.

The 15 per cent. increase that is being urged is being asked for under the authority given by the War Measures Act, so that there may be no undue delay in obtaining the new rates should it be decided to accede to the request of the railway companies.

The railway companies complained, and in their appeal have put up a very strong case, proving that the added 15 per cent. will only cover a part of their increased costs. The Canadian railways, it is understood, will produce proof that the increase asked for will not cover the actual increased cost of coal for the year 1917, which is based on the figures of actual contracts entered into by the railways for the ensuing year.

### Mounting Costs of Railroads

The accompanying is a vivid illustration of the case presented by the railway companies, the actual percentages of increases over the running costs of the year prior to the war is noted under each date:—

	% over 1915	% over 1914
Coal .....	82½	..
*Locomotives .....	22	48½
Box cars .....	25	80
Joints .....	100	100
Bolts .....	27	82
Spikes .....	18	64
Steel plates .....	112	303
Steel springs .....	40	184

Steel, iron and bars.....	45	140
Castings, brass .....	8½	67
Castings, grey iron .....	75	50
Castings, steel .....	77	102
Castings, malleable .....	80	180
Tire steel .....	130	150

\*Locomotives in 1917 100% higher than in 1913 before the war.

### Claim Increase Asked Will Not Cover Increase on Coal

With an advance in coal alone of 82½ per cent. for the one year, it is evident that even with the increased earnings of the different companies that they are face to face with a very trying situation, and it is more than likely that their petition will be granted. It is pointed out by the Post that these increases total very high figures. Take as an example the Grand Trunk Railway, these excess charges over the charges of last year will reach \$10,000,000, half of this amount being in the item of coal. Another large item is the increased cost of labor, an increase already agreed upon, which for this road will reach over \$1,500,000.

Some of the arguments of the petition are noted herewith:—

"The applicants claim that under the present revenues and rates applicable to their enterprises, it is impossible to adequately sustain their service, to make needed betterments, or to meet the enormous decrease in net operating income attributable to the very substantial increased cost of fuel coal, materials, supplies, equipment of all kinds, and wages entering into the maintenance and operation of their railways.

"Since the rates of the railway companies are absolutely fixed under the  
(Continued on page 23.)

# Working Towards Real Prosperity

A Grocer Whose Books Advise Him of Essentials — Careful Investment at Home is OK If You Know About It— An Interesting Story

By Henry Johnson, Jr.

**T**HIS correspondent wrote me before my bookkeeping story was complete. Perhaps he got something out of it later on. Meantime, he has a pretty good story of his own:

Indiana, Feb. 10, 1917.

Dear Sir.—I write to let you know how I appreciate your articles in **CANADIAN GROCER**, I always looked for it first out of four papers I take. I also enclose a copy of my system of keeping account of my business. My school days were limited to from 7 months in the earlier years to 2 or 3 months later, in the district school. I never studied bookkeeping in any form.

I started in business thinking that buying, and selling for a little more, was all that was necessary; but after eight or ten years I found that I had no more than what I started with. So I decided that I must do something and I came to the conclusion, as you wrote recently, that I must take cash out of the business. To find out how much I started this system, and while not complete it answers my purpose.

I am taking out \$50.00 per month regularly, and putting it in Building and Loan Ass'n. stock; and when I find my cash is getting large, I take out a lump sum.

My sale and expense accounts for the following years are as follows:

	1914.	1915.	1916.
Personal, or House Expense, not including what we eat or drink, 6 adults	\$ 2,135.41	\$ 3,192.75	\$ 3,377.92
Store Expense, not including feed for two horses	1,607.73	1,713.48	1,694.25
Merchandise	19,160.43	18,714.57	22,206.92
Merchandise, total paid out (?)	23,103.57	23,620.80	27,279.06
Cash Receipts (?)	23,407.67	23,660.10	2,646.95

Everything I buy or pay for goes in one of the three columns. I own the store building and residence adjoining. I pay one deliveryman \$12.00 per week. My daughter helps in store when busy; allowing her \$15.00 per week, I get the balance.

Hoping this will help you to get a shorter system in working order, for such men as I that do not have time, or inclination, to work the longer style; and thanking you for many articles printed,

Yours truly, a Fellow Grocer,  
R—F—

Explanation:—Residence and business bldg. are lighted and heated from same plant, so I charge half to each, see two items of \$6.16 on Jan. 3rd. We sell horse feed, so cannot keep separate account, but estimate feed for two horses.

## SAMPLE OF ACCOUNT LEDGER

January, 1917

	Exp. House	Exp. Store	Mdse.	Total Pd. Out	Cash Rec.	Cash Bal.
1. Milk, 2.12; Brd., 2.50			\$ 4.62	\$ 4.62	\$ 53.12	\$948.50
2. Milk, 2.53; Brd., 3.12; Lettuce, .80			6.45	6.45	78.65	1,020.70
3. Light, 5.12; Coal, 7.20	6.16	6.16				
Milk, 2.45; Brd., 3.25; Potatoes, 9.00			14.00	26.92	32.20	1,025.98
4. Milk, 2.10; Brd., 4.00; Horse Feed, 4.50			10.60			
ACGro. Co., 82.27; Boys, 3.15	20.25	3.15	82.27	96.02	42.54	972.50
5. Repairs at 6.10, 6.03; Milk, 2.00; Brd., 3.40; Meat, .40			5.80	26.05	20.75	967.20
6. Milk, 2.50; Brd., 4.00; Lett., 1.25; Eggs, 2.00			9.75			
Butter, 3.75; Prod., 12.85			16.60			
Help, 15.00; Delivery, 12.00; Ice, 22.00		49.00				
Bldg. and Loan Shares	550.00			635.35	110.50	442.35
Totals for week	\$776.41	\$68.31	\$150.69	\$795.41	\$337.76	

Repairs to building and a tenant house indicated on 5th. On 6th had a chance to buy some bldg. and loan stock and thought I could spare the money.

### Some Instructive Deductions from Somewhat Obscure Statement

First, I do not know what my friend started with, but evidently he is comfortably fixed now; for he owns his store and residence, and he mentions a "tenant house." For a time unstated he has been putting \$50 monthly into B & L stock and shows above the lump purchase of \$550.00 worth—he "could spare the money." Hence, whatever criticisms may be justified by shortcomings of form have to do with form only—for there is plenty of evidence that this man gets his share of the substance.

There is an error, evidently, in the first tabulation—the last item of Cash

including that \$15 he pays his daughter per week. The House, including savings, get upward of 9.30 per cent. this year.

In 1915, the spread was much more liberal, due probably to the steady enhancement of stock values. It looks like this man is good merchant enough to follow the market UP as well as DOWN. Of the total spread of 20.80 per cent., 7.30 per cent went for expenses and the House corralled 13½ per cent.

In 1916, the gross spread was only about 18½ per cent., but sales were much larger and expenses even less than in 1915; so expense got only 6 1-5 per cent. while the House got 12.¾ per cent.

### Keeps Things Close Hauled

No figures are given us showing what this man started with; nor what stock he has now; nor at what he values his possessions now; nor what his various properties are worth, nor the rentals received. And I do not find any method whereby he compares one year with another as to resources and liabilities. The outstanding facts are; that he takes money out regularly and that he does not take more than he can take steadily; so he has the habit and system, and does not do it spasmodically. And I feel that he has accomplished all this mainly through keeping his figures before himself. That's the main thing—that we keep posted intimately on details.

### SUBSTITUTE FOR TIN CANS

To meet the threatened shortage of cans the United States Bureau of Standards is investigating the merits of substitute receptacles of wood and fibre coated with paraffine. Investigation so far has disclosed that it is commercially economical to use fibre containers for many liquids now put up in tins.

Receipts. There I find written \$2646.95. I am sure that should be upward of \$27,000. Probably \$27,646.95 is what he meant to write.

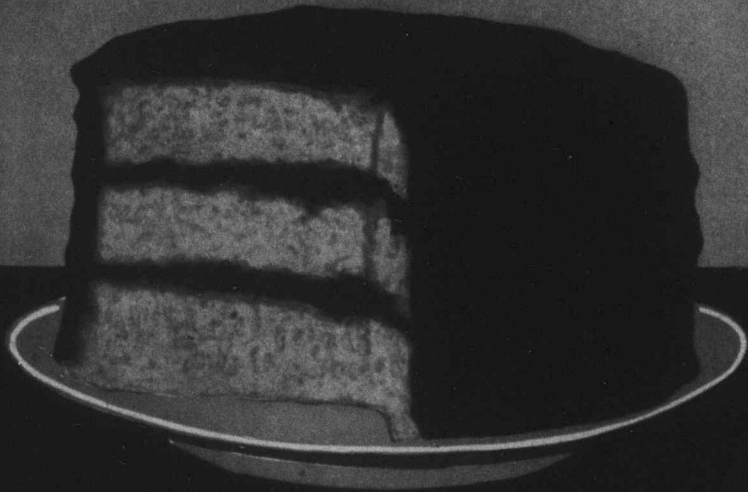
Right above that is the item which I read as "Mdse, total paid out," which may be total paid IN, or total sales. This last seems the more likely interpretation. On the second tabulation, under January 5, occurs the item of \$20.25 with nothing in the detail column to correspond. I think this is due to oversight in making copy for me.

But those are small matters. What counts follows:

In 1914 the gross spread between purchases and sales was only 16.30 per cent., according to the record; except, that the household ate in addition to this showing; but the important point here is that only 7 per cent. went for expenses, evi-

# FIVE ROSES FLOUR

NOT BLEACHED  
NOT BLENDED



FOR LASTING FRESHNESS & FLAVOR

*Make  
Your Walls  
Pay  
Rent*

**T**HAT blank space on your wall, *put it to work!* It costs you money, why not make it pay you a profit?

The FIVE ROSES show cards and posters are the best of Silent Salesmen. They draw no salary, but they are on the job every moment the housewife is in your store. This is only a miniature of one of the famous FIVE ROSES *baking cards*. It stops the roving eye searching for a buying suggestion. It suggests baking, and baking suggests buying not flour alone, but every single baking ingredient you carry.

Give your customers something to look at while you are serving somebody else. Something that will not merely brighten your walls, but will suggest buying.

We have a few of these store cards left for alert dealers. Shall we send you a set? These four cards will give you an idea of the profit opportunities in the "baking suggestion." Fill in the coupon, and mail at once.

**LAKE OF THE WOODS  
MILLING CO., LIMITED**

MONTREAL

*Mail  
To-day*

**COUPON FOR THE FAMOUS FIVE ROSES BAKING CARDS**

As per your offer in CANADIAN GROCER, please send me one set of the FIVE ROSES Baking Cards. I believe the buying suggestion will prove very profitable, and increase my general turnover.

Name .....

Address .....

City .....



# Royal Acadia Sugar sells well everywhere



And no wonder, when you consider the peerless quality that has ever distinguished this delicious sweetening medium.

Royal Acadia is all purity—*EVERY GRAIN PURE CANE*. It's a seller, a profit-maker, that should be well displayed in every Grocery Store.

Try it. In 2 and 5-lb. cartons, 10, 20 and 100-lb. bags, half barrels and barrels.

**The Acadia Sugar Refining Co., Limited**  
HALIFAX, CANADA

**In your Locality  
are many  
Dogs and Cage Birds**

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

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

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

*SPRATT'S Depôts in CANADA are:—*

MONTREAL—F. HUGHES & Co., 109, Place d'Youville.  
VANCOUVER, B.C.—LONDON GROCERY Co., Ltd., Granville Street.

*Direct Correspondence invited:—*

SPRATT'S PATENT Ltd., 24-25, Fenchurch Street, London, England.

B 45

Ask Us For  
**Wrapping  
Papers**

10,000 Rolls and Reams  
and

## **Twines**

Very large assortment.

**Walter Woods & Co.**  
Hamilton and Winnipeg

## Baking Powder and Tea Standards Required

Considerable Adulteration in These Products Exposed by Government Reports—Prepared Mustard Also Included in "Adulterated" List

**A**N official Government bulletin on "Baking Powder" presents a report, the object of which is to establish a standard for available gas, below which amount the article shall be held illegal. In some of the States of the American Republic, as well as in Western Australia, a minimum limit of 10 per cent. of gas has been fixed for a legal baking powder. Inspections of powder as carried out by the Department of Inland Revenue indicate an increase in the average percentage of gas from 8.17 in 1889 to 11.91 in 1915. Figures for the last two years indicate that 82 per cent. of the collection for 1915 and 88 per cent. of that of 1916 yielded more than 10 per cent. of gas.

Baking powder which has been so badly made, or which has deteriorated so as to be incapable of yielding a reasonable volume of gas, is necessarily disappointing to the baker, and, beyond fixed limits, which should be legally defined, must be regarded as fraudulent. Normal baking powder is expected to yield from 12 to 13 per cent. of gas when freshly made. The nature of a mixture of bicarbonate of soda with any acid substance is such that gradual interaction of the components must occur on prolonged keeping; and unless kept very dry and cool this interaction may be quite rapid and result in the loss of so considerable an amount of gas as to render the article valueless for baking purposes.

### Adulteration in Evidence

The addition of albumen to a baking powder would increase its value, but the addition of the small proportion which has been found is plainly for the purpose of fraud, in that its action is to cause increased froth on the addition of water, thereby furnishing the vendor with a means of demonstrating apparent superiority.

Other adulterations found in some baking powders is the addition of wheat flour rich in gluten; casein, or other proteid matter and a yellow dye, used to simulate egg-yolk and deceive the purchaser. Other egg-substitutes found on the market consist of casein with flour, some fat and a little sugar colored with yellow dye.

The report of the Chief Analyst urges that all such articles should bear a plain statement of composition on the label, and that the employment of dye should be forbidden.

### Legalizing of Tea Standards

In a report on tea, the Chief Analyst

advocates the legalizing of standards, in order to protect Canada from becoming a dumping ground for tea unable to find a market elsewhere. Under Section 26 of the Adulteration Act provision is made that the Governor-in-Council shall from time to time establish standards of quality, but as yet no action has been legally fixed. An Order-in-Council dated September 11th, 1884 contains the regulation that tea is considered adulterated if it contains leaves other than those of the tea-plant, or leaves of inferior quality which would reduce the amount of extract to less than thirty per cent.

The result of systematic inspections of tea which had been made by the department from 1904-1913 justified the statement that there was no noteworthy adulteration of tea in Canada, due chiefly to the Customs control of importations; but that there were no doubt great variations in quality.

Eight samples under examination by the Department, indicated a mean extractive percentage of less than the required thirty per cent., and would most probably be found to be adulterated if stipulated standards were put into effect.

### Mustard Found to be Adulterated

As result of representations made to the Department of Inland Revenue to the effect that adulteration of prepared mustard is practised by manufacturers, an official report upon 124 samples has been issued by the Chief Analyst. No standards for prepared mustard have been legalized in Canada and the adulteration is the result of the use of starch, turmeric and pepper instead of mustard.

While the term prepared mustard, implies the presence of mustard, its other consistency is not clear, and it is probable that there are as many formulas for the preparation of the article as there are manufacturers of it. For this reason, the only course open is to forbid the use of certain substances in the manufacture; or even to legalize a fixed formula for the article, but as long as only wholesome materials are used, the manufacturers should be given a free hand.

The examination of forty-four samples indicates that even the manufacturers differ as to the composition of prepared mustard, and as no harmful ingredients have been found it is not proposed to enforce any restrictions on the manufacture, other than that the

preparations advertised as containing mustard shall actually contain this article.

### SOMETHING TO PASTE IN YOUR HAT

Canning Prices Will Probably Remain High—Don't Count on Tomatoes to Sell Less Than 18 Cents, or Peas and Corn Less than 12½c at Least

In looking ahead and figuring out business for the coming year, the merchant had better face the situation squarely, and base his plans on probable prices. It is no use looking for any material curtailment in food prices. Food is scarce and is getting scarcer daily. Take canned goods, for instance. These were thought to have reached a record level last year. Just what they will be during this season it is early yet to state. This much may be said, however, and it is something that the grocer can paste in his hat and keep for future reference. There will be no tomatoes to retail less than 18 cents a can and no corn or peas to retail at the very minimum at less than 12½ cents. In stating these figures, be it remembered that these are a minimum and it is within the bounds of possibility that they may not be able to sell nearly as low as that. There is first of all the tin plate situation, one of the most serious situations that has faced the canning industry for many a long day, and no one knows yet whether or no there will be enough cans available to handle the available crop. No one knows either if there will be a big crop to handle. If there is not a considerable reversal of the present weather in very short order, the canning trade will be facing the same actual crop shortage that they faced last year. It is only a matter of a few weeks now before the situation will be fairly well known, whether there will be a normal crop or not. Whether there will be a sufficiency of cans or not. In the meantime the grocer will do well to trim his sales to the strong probability of as high or higher prices than last year.

### SOME INTERESTING NEWS NOTES

Word from California states that unprecedented prices for dried fruit are in prospect this year on account of war conditions. Much fruit has already been signed up at 12c to 15c. The average price on apricots runs from 6c to 10c, and the present offering is the heaviest since the first year of the industry.

It is stated there are over 2,000,000 carcasses of sheep in refrigeration in New Zealand that cannot be shipped to Europe for lack of ships. It is expected by the end of this month the number in cold storage will be at least 3,500,000.

Tests made by London bakers some time ago showed that Canadian No. 1 hard wheat grown in the West contained about 10 per cent. more albuminoids than the best European brands. It was found that one hundred pounds of Canadian flour made more good bread than the same weight of any other flour.

# CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS.  
ESTABLISHED 1886.

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THE MACLEAN PUBLISHING COMPANY, Limited

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No. 18

### EDITORIAL BRIEFS

SIR ERNEST SHACKLETON, speaks of the war as the great Adventure, and this on the eve of his departure for France. Sir Ernest Shackleton is probably right. He is a great adventurer himself and should surely know.

\* \* \*

HOLLAND is clamoring for dried fruits for food, and it has been arranged to supply her with 10,000 tons, through the Netherlands Overseas Trust. This is a chance for Canadians to get a market for much of the coming apple crop.

\* \* \*

MEAT packers are beginning to fear for their supplies. They are urging the Government to institute two meatless days a week. Well it probably wouldn't hurt anyone to eliminate meat from the menu twice a week, especially in view of the present price of that same meat.

\* \* \*

GUATEMALA the little Central American Republic has joined the cult against the Kaiser, and has sent the German Attache packing. Guatemala wanted to be lined up beside the United States, so President Estrada broke off diplomatic relations with Germany. The American action has had a marked effect on this hemisphere.

### PRESIDENT WILSON'S WORD TO THE MERCHANTS

FROM President Wilson's war proclamation we take the following words:—

"This let me say to the middlemen of every sort, whether they are handling our foodstuffs or our raw materials of manufacture or the products of our mills and factories: "The eyes of the country will be especially upon you. This is your opportunity for signal service, efficient and disinterested.

The country expects you, as it expects all others, to forego unusual profits, to organize and expedite shipments of supplies of every kind, but especially of food, with an eye to the service you are rendering and in the spirit of those who enlist in the ranks, for their people, not for themselves. I shall confidently expect you to deserve and win the confidence of people of every sort and station."

They are good words and give to the merchant the meed of praise that in so many instances is distinctly his due. The simple statement that the merchants who do not attempt to enhance prices in these trying times, are doing a "signal, efficient and disinterested service." Is a pleasant reversal of the usual tune.

You are liable to achieve more by words like these than by the futile, ill-judged charges emanating from the Department of Labor at Ottawa.

### ADVERTISING DISCOURAGES INFLATED PRICES

AN investigation into the influence of advertising on prices of commodities, has brought out some very significant facts, among which is the statement that goods that are advertised are most likely to be sold at a just price. The investigation, commenced owing to the extensive agitation over the high cost of living, has proved that the inflated prices of commodities are not alone due to the natural causes of supply and demand, but in large part are due to the fact that the public has been shamelessly victimized by speculators and is powerless to protect itself. Exploiters have profited by their own ability to conceal the real costs and working in the dark have been thus enabled to make enormous profits in violation of every principle of justice and fair dealing. And in most cases the law is powerless to reach such unscrupulous pirates.

It is a well known fact among the nation's advertisers that advertising is the cheapest and most effective method of marketing products, and in confirmation of this situation it is significant that it has been found that many of the big advertisers of the country have been able to reduce the price of their products or else to improve the quality without reducing the selling price. The experience of large advertisers who have profited by making known to the people the prices of their products, is in direct refutation of the common delusion that "advertising adds to the prices of the goods" and that "the manufacturer can sell his goods cheaper by not advertising." The truth is that the business man who does not advertise, throws away deliberately the most effective means yet devised for reducing the cost of selling.

In support of the contention as to the effect of advertising on selling prices, it is plain that as between prices that are manipulated in the dark, and those which are maintained in the light, the latter are bound to be the ones that are just and fair.



**THE POILU AND THE GROCERY STORE**

**A Strange Account of One of the Unusual Activities of the War.—Co-operative Grocery Stores Within the Sound of the Guns**

It was in a picturesque glen of the Argonne forest, writes a correspondent from the front, that I first ran across one of the co-operative stores that are being multiplied at the front.

The poilu has settled down to trade, within the very range of the guns. Perhaps it is merely as a matter of relief from the deafening horror just before, that has driven the Frenchman back to his ordinary walk of life. Be that as it may, the co-operative stores behind the trenches are being rapidly multiplied and are materially helping to soften the conditions of life in the French armies.

In a hollow under the trees less than a mile from the front, two large sheds were set up, one for the store and one for the living quarters of the men in charge. The heart of the enthusiastic merchant anywhere might well have leaped to see the groups of poilus carrying away their parcels, and to hear from the manager the proof of the immediate success of the venture. The store had been open only six weeks, but was doing a business of \$1,500. Of course, there were days when business languished. Days when the sound of the guns grew louder, and the long line of ambulances began to crawl back past the little sheds in the wood, but these days were soon forgotten in other brisk days following.

There was no lack of skilled management for these and other stores, so they have become an institution of the French

army, doing much to alleviate conditions. The diet of the French soldier is bare of everything except the necessities and he was dependent upon the few delicacies that could be sent from home on the occasional visits of extortionate peddlers, until these stores arose to meet the need. The managers are soldiers who in civil life had been managers of large stores, and they take pride in the efficiency of their management. These stores are actually a part of the soldier's life. Each division has its own organization. The original outlay was financed out of the soldiers' savings on their food allowance. Profits are set at 3 to 4 per cent. of the purchase price. The excess profit, after repayment of the advances, are used for the relief of the families of needy soldiers.

The system has spread throughout the whole French army and the stores on the edge of "No Man's Land," are not the least unusual of the sights of "The Great War."



**FREIGHT AND PASSENGER RATES**  
(Continued from page 19.)

Railway Act, the applicants are powerless to increase their revenues, to equalize or even to approach the equalization of this increased cost in fuel coal and other commodities, and they are faced with a probable deficit in net operating income unless immediate relief is granted.

"Substantial increases in both freight and passenger rates are therefore imperatively necessary, and the emergency requires that the relief granted should be made in the most expeditious manner and with the least possible delay.

"If advances in rates be proposed and filed with the Board in compliance with its present rules governing the publication of tariffs a long delay must necessarily ensue before such tariff publication can be prepared and made effective, and for these reasons it is deemed expedient that any advance permitted should be made by virtue of the War Measures Act and that the Board upon the passage of any Order-in-Council as may be recommended by the Board should permit the publication of flat percentage advances to existing tariffs by supplementary tariffs filed with the Board, and that such supplementary tariffs should be published and made effective at the earliest possible moment."



**WHAT IS A NAVAL ORANGE?**

(Continued from page 17.)

the cleaning of the fruit. This is usually done by passing the oranges through washing machines, which are equipped with soft brushes. Clean, warm water and washing powder are used in the process of cleaning. The fruit is then rinsed with cold water.

The oranges are dried by means of a heavy blast of air. The entire process of washing and drying occupies about 30 minutes. They come from the dryer directly onto the grading tables and are graded as to size and carefully inspected for marred skins and unsoundness. Then follows the process of wrapping, packing and shipping. Oranges are wrapped and packed in boxes by women who are very expert and rapid at this work.

The whole purpose behind the careful handling of oranges is to give consumers throughout the country the best product possible and to put the industry as a whole on a firm financial basis.

**NO CANS FOR NON-PERISHABLE GOODS**

The American Can Co. notified packers during the week that no more cans will be furnished by them for packing canned kraut, soaked peas, baked beans, hominy, and spaghetti. This is going to bring about a practical shut down of packing operations on the above goods, and as a result packers will naturally withdraw offerings of the above articles. There is a rumor that the American Can Co. have received instructions from the Government to cease selling cans to packers for packing the above.

**SUGAR TRADE INTERRUPTED**

A serious interference in the sugar trade between Cuba and the United States, as a result of the entry of these countries into the war, is foreshadowed by the retention in Cuban ports of several vessels engaged to carry sugar cargoes to the United States, owing to the refusal of shipmasters and crews to sail. The latter's claims are based on the war cancellation clause in their contracts, which renders them void in case of war.

**THE TIN PLATE TRADE SITUATION**

(Continued from page 15.)

with his outlay for cans almost double that of last year. Some of the smaller factories have not been able to see their way clear to face this situation and will do no business during the coming season. Moreover, can makers are assuring the canners that it is imperative that their orders should be delivered almost immediately. They are unable to get expert workers on cans, and consequently they are not, even at present, able to produce up to their capacity, and they definitely state that they will not be able to meet the demand of the heart of the canning season. Far-seeing canners are taking this advice and putting their cans in at the present prices, figuring that a few months' outlay will be well repaid by an uninterrupted canning season.



The gathering of returned soldiers at the banquet given to them on Monday night last by the W. G. Patrick & Co., Toronto.

## Returned Veterans Royally Entertained

W. G. Patrick & Co., Ltd., Toronto, Entertain Returned Wounded Soldiers in Spacious Sample Rooms.

### Special Staff Correspondence

Toronto, May 1.—A dinner fit for a king was served to one hundred and twenty-five returned soldiers (most of them amputation cases), by W. G. Patrick & Co., Wellington street. The boys thoroughly enjoyed the dinner and the splendid programme arranged for them. W. G. Patrick & Co. deserve credit for the idea and the perfect organization of salesmen and office staff, under Roy Gee, who looked after the soldiers' interests and saw that they lacked nothing in the way of "eats" and smokes.

Mr. Patrick intimated at the start that there would be no speech-making, and that his main wish was that they should all enjoy themselves. He stated that the men from this establishment who went overseas are still on the pay roll and their jobs were ready for them when they returned. Mr. Patrick maintained that if all manufacturers and wholesalers would adopt this method it would soon solve the returned soldiers' problem.

He also mentioned that their supply of H. P. sauce had been cut off from Canada to enable the manufacturers to supply the men in the trenches, and that their trade in France had grown to such dimensions that they had to adopt a special label printed in French. W. G. Patrick & Co. will entertain another 500 returned soldiers in the near future.

Among others in the programme were noticed artists well known to the grocery trade, such as: W. Aston, Ricketts' (Oversea), Ltd., elocutionist; F. E. Robson, manager Loblaw Stores, Ltd., elocutionist; Mrs. Barron (Bessie Ronsell), wife of Geo. Barron, grocer, soloist; Mr. Matthews, manager, Huvler's, Ltd., elocutionist; Miss Thompson, of W. G. Patrick & Co., elocutionist; Fred Booth, of Pringle & Booth, legerdemain artist.

Mr. Turnbull, manager of Nasmith's, Ltd., proposed the toast to the King, which was ably responded to by one of the soldiers just back from the trenches.

### Notes from Dinner

Tables nicely decorated with snap dragon.

Many table delicacies on menu were from the stock of W. G. Patrick & Co.

One poor chap had to be carried in as he was minus both legs.

Mr. Aston made a hit with his "Wreck of the Hesperus" stunt.

Everything went off like clockwork; evidently efficiency is one of the mottoes of this firm.

The pretty stenographers checked the soldiers' coats and hats much to the delight of the men.

As one poor fellow who had lost an arm, remarked, "Everything from soup to nuts."

In front of every soldier's plate was a package of smokes neatly tied with ribbon decorated with small silk British flags.

### IMPORTANT FISHERY MERGER

New and Energetic Measures to be Adopted to Increase Output—Some Details of the Merger

One of the most important events in the fishery trade of the Eastern Provinces was announced this week when it was made known that a million dollar merger of several of the largest plants had been effected, taking in plants in New Brunswick, Nova Scotia, and Quebec. The new corporation is known as the Leonard Fisheries, Limited, with head office in Montreal, and branches throughout the three provinces, and with authorized capital of \$1,000,000.

The concerns which have united are

Leonard Brothers, of St. John, N.B., Montreal, and Grand River, P.Q.; the North Atlantic Fisheries, Ltd., of Port Hawkesbury, N.S.; Matthews & Scott, with plants at Queensport, Canso, and Eastern Harbor, N.S., and A. Wilson & Son, of Halifax, with branches at Canso, Antigonish, and Petit de Gras, N.S. The concerns are among the oldest in the Lower Provinces, and have been under the management of men who have been engaged in the business all their lives.

The new company has been organized with officers as follows:—President, W. F. Leonard, St. John; Managing Director, P. J. Byrne, Montreal; Directors, W. F. Leonard, St. John; P. J. Byrne, S. Y. Wilson, Halifax; R. T. Matthews, Port Hawkesbury, and W. P. Scott, Queensport.

### Improved Facilities

The amalgamation will be followed by plans for increasing the catch, as well as for the improvement of the handling, curing and packing and its better distribution. The plant at Port Hawkesbury, which recently was equipped at a cost of \$250,000, is said to be the best in Canada and the cold storage plant of Leonard Bros. in Montreal, will be an important factor.

The new company proposes to make use of steam trawlers as soon as they can be secured. A few trawlers of the type now used in Great Britain already are in use on this side of the Atlantic, and the company plans to make their use more general. At present there is difficulty in securing such craft, as the British Government is making use of them for patrol purposes, but as soon as they are available they will be secured for the use of the amalgamated company.

The chief cause of failures in Canada during the past year has been lack of capital, while incompetence has been the principal reason of insolvency in the States. Inexperience has also been a cause in Canada.

**HIGH PRICES IN POTATOES BRING THE GOODS**

**Plenty of Potatoes Yet Available in the Country—High Prices Bring Them to Light—The Farmer in the West Beginning to Unload**

At the top of the recent high prices, the CANADIAN GROCER assured its readers that there were plenty of potatoes in the country to take care of the food requirements of the country, and leave a very handsome margin for seed purposes.

Of recent date there has been another effort to suggest a shortage. A shortage does not exist in actual fact, though the fact that the farmer is hoarding the commodity to get the last possible cent, has made it appear as though there were.

Reports from the Western Provinces suggest that the farmer is beginning to unload. Last week the price was \$2.25 per bushel. This price started the hoarded supplies moving. They are moving now on to a market that has ceased to hanker for them and consequently they are moving onto a falling market. This means lower prices. It is expected that the price will drop to \$1.40 by next week, that will mean the gradual movement eastward, with correspondingly declining prices in those sections that are already fairly well supplied, or have supplies, that may not yet be apparent. There are plenty of potatoes in the country to carry it over till the new crop without any inflation of prices.



**GUIDING COUNSEL TO THE RETAILER**

**Manufacturer and Wholesaler Interested In Seeing Him do Business on Right Principles**

Starting up in business to-day, the retail merchant in practically every branch of trade will find ready counsel from those whose customer he becomes, for the manufacturer and wholesaler have found it almost as profitable to study retail problems as to be well posted on the details of their own business. Just as the credit man finds protection in saving a merchant from financial troubles, so the modern wholesaler, realizing the loss he will sustain if his customers are not using proper methods, strives to caution the beginner regarding the difficulties of the trade, and this counsel may be had for the asking from the up-to-date dealer.

At the present time, the retail trade is passing through an exceedingly trying period when old methods are being revised and new and improved systems installed to meet new conditions brought about by increases in price, costs and rents, and the merchant who in the past waited for business to come to him, now has to go out aggressively and take it. The time has gone when orders for merchandise can be placed far in excess of the money to be expended thereon, and when the credit man will overlook the purchase of the first few store fixtures on the payment of only a small part of their total cost; and to-day the wholesaler has a right to demand that his customer shall at least start off free and

clear of obligations and under no such handicap of unpaid bills from the beginning.

Another merchandising fallacy which has been discarded recently was to the effect that a store overflowing with merchandise was a store full of profit. The modern idea realizes that it is the turnover that brings the profit, and that the man who can get along with the smallest stock fitted to his needs is the man who is making money. The merchant is at a disadvantage to-day, owing to the increased efficiency of modern selling, the result of apparently cogent salesmen's arguments, is to induce the merchant to load up even to the danger point and

beyond. While it may be considered good merchandising to buy in expectation of a scarcity or a price increase, experience has proved that it is best to purchase only within reasonable limits, for probable needs. Anything else is speculation, and unless the merchant has money laid aside apart from his business he should keep away from the gambling game.

All these mistakes and shortcomings of the average retail merchant starting business to-day, would be largely dissipated if a little thought and good judgment were applied to the situation, and by means of comparative figures any indication of trouble could be located and remedied in good time.



**Told 'Round the Cracker Barrel**

**Wrong Place.**

There was a timid knock at the door. "If you please, kind lady," the beggar said, "I've lost my right leg—" "Well, it ain't here," retorted the lady of the house and slammed the door.

**True Diplomat.**

"Father," said Chester, "what is a diplomat?" "A diplomat, my son," answered the father, "is a man who remembers a woman's birthday and forgets her age."

**Couldn't Blame Her.**

Gossiping Woman (intent on slander)—One half the world don't know how the other half lives. Neighbor (shortly)—Well, that isn't your fault.

**An Urgent Invitation.**

At the Lambs' Club one night, the members were discussing the tendency of the average comedian to insist that his forte is really tragedy, when some one chanced to ask Billy Crane if he were an exception to the rule. "No," replied Crane, "I can't say that I am. Years ago in the West I tackled Hamlet." "I suppose," the questioner continued, "the audience called you before the curtain." "Called me!" Crane repeated. "Called me! Why, man, they dared me!"

**The Modern Method.**

Mary, small but up-to-date, had been to tea for the first time with the new neighbors. From all accounts the little girl there had not been at all generous in permitting Mary to share her playthings.

"Well," said Mary's mother when she had heard about it, "if anybody had treated me like that when I was a little girl I should have come straight home."

Mary shrugged her small shoulders. "Things have changed since your day, mother," she said. "I slapped her face and stayed."

**The Inconsiderate Ditch.**

Willard and Annie were out motoring, and Annie insisted that he allow her to run the car. After some persuasion, he reluctantly acquiesced, and his fears soon were realized.

"Oh, Willard," the girl cried, excitedly, "take it quick! Here comes a ditch!"

**Feared the Worst.**

Patriotic Youth: "Yaas, rejected me, they did, just because I'm six months under military age. It'd be a blinkin' nice thing if the war was over by then, wouldn't it?"

**A Hint for Brides.**

"What do you suppose has come over my husband this morning, Sophia," exclaimed a conscientious little bride to the new servant. "I never saw him start downtown so happy. He's whistling like a bird!" "I'm afraid I'm to blame, mum. I got the packages mixed this morning and give him birdseed instead of his regular breakfast food, mum."

**Driving a Bargain.**

In the old days when Lou Housman was a newspaper writer in Chicago he fell heir to a pass good for four on the opening day at one of the race tracks. He invited three friends to accompany him. They made the trip in a decrepit automobile of ancient vintage which Housman had acquired a few days earlier in part payment of a debt.

At the gate a ticket taker examined their credentials and permitted the party to drive in. They were just inside the fence when the attendant remembered he had forgotten to collect for parking space.

"Hey! Wait a minute!" he called, and Housman halted the machine.

"It's one dollar for the car," said the man.

"How's that?" inquired Housman. "One dollar for the car."

"Gimme the dollar," said Housman; "the car is yours!"

**Small Fry.**

Inquisitive Lady: "And what to you do with all of those submarines when you catch them?"

Naval Officer: "It depends somewhat on their size. We always throw back the little ones."

**Wager Spoiled.**

"Hallo! Are you Bafy's, the butcher?" "Yes."

"Well, this is Mrs. Brown's residence. Will you please send me a large, thick steak by twelve o'clock?"

"Well, you just bet your sweet life I will."

"Do you know, sir, to whom you are speaking?"

"Sure I do. You're Jenny, Mrs. Brown's cook."

"You are mistaken, young man, you are speaking with Mrs. Brown herself."

"Is that so? Then in that case, madam, we'll call the bet off."

**Optimistic.**

Sniper: "I've knocked the spike orf of 'is bloomin' 'elmet—'e's took the top orf o' my bloomin' ear—and it's my shot next!"



## CURRENT NEWS OF WEEK

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



### Maritime Provinces

J. A. Lipsett, of St. John, N.B., has sold to Byron Bros.

Leonard S. Fairweather, who conducted a grocery store in Brussels street, St. John, before he enlisted, was wounded in the Battle of Arras.

Henry G. Spearman, formerly with A. L. Goodwin & Co., wholesale fruits, St. John, has been wounded in the face and admitted to a French hospital.

The wedding of Douglas G. Kitchen, son of H. G. Kitchen, of Kitchen Bros., wholesale grocers, Fredericton, to Miss Lois M. Cross, daughter of W. C. Cross, president of Hall & Fairweather, Ltd., wholesale grocers, St. John, took place in St. John on April 25.

Owing to the scarcity of fish and the fact that many weirs were damaged by spring storms and have not been repaired, few sardine herring have been offering. Those available have been bringing \$34 per hoghead, and a record was established when Connors Bros., of Black's Harbor, paid \$53 per hoghead.

The provincial prohibition act went into force in New Brunswick on May 1. The entire province, with the exception of St. John city, parts of Kent and Madawaska counties, had already been under local option. Several of the St. John retailers are planning to re-open with confectionery and fruit stores. The grocers are preparing for a new trade opportunity by increasing their stocks of soft drinks, and will push their sales in this line.

### Quebec

S. G. Patch, of Millington, is dead.

J. J. Harpell, president of the Industrial and Educational Press, Ltd., is reported in Vancouver lately, having left Montreal on a trip in the interests of the fisheries industry of Canada.

F. E. Payson, sales manager of the Western Packers, Limited, Vancouver, was in Montreal during the past week, and called on the D. Hatton Co., fish merchants, and other business friends.

J. Fred Edgett manager of the Reed Co., Ltd., Moncton, N.B., and Campbelltown, N.B., made a business and pleasure visit to Montreal during the past week, calling on friends in wholesale business circles.

W. M. Lowney, of Boston, who is president of the Lowney Chocolate Co., was in Montreal during the past week, when the directors of the Canadian Company met. Mr. Lowney is optimistic as to the prospects of increased candy business due to the coming of prohibition.

Ed. A. Hawkins, son of J. Hawkins, of the D. Hatton Co., wholesale fish merchants, Montreal, has been spending a short furlough at home, having been granted leave of absence from his regiment, now located at Kingston. He ex-

pects shortly to be leaving for the front.

The interior of the grocery store of Nicholas Frankolis, at 9 Dorchester Street West, Montreal, was destroyed by fire this week. The timely arrival of the fire brigade, whose first duty was to awaken many persons asleep in rooms above the store, doubtless saved many lives. It is thought \$1,000 will cover the damage.

### Ontario

G. H. Ellis, of London, has sold out.

N. Parent, grocer, of Windsor, is dead.

Thos. German, grocer, of Trenton, is dead.

W. M. Curle, of Toronto, has sold to G. T. Jarvis.

J. C. Trebilcock, grocer, of London, Ont., is dead.

R. S. Zavitz, of Grimsby, has sold out to R. W. Furry.

### A CORRECTION

An item appeared in the CANADIAN GROCER of April 13th to the effect that "Whitehead & Turner, wholesale grocers, of Quebec, had dissolved. This item is somewhat misleading. The change referred to is merely in the administration of the firm, which is, of course, doing business as usual, though under the firm name of Whitehead & Turner, Limited.

W. J. Stocks, of Tillsonburg, has sold to C. N. Sterling.

J. M. Stratton, of Fort William, is discontinuing business.

Wm. Alde, grocer, of Hamilton, has sold to J. T. Wild.

J. M. Baxter, of Port Arthur, has discontinued business.

T. J. Somerville, of Ottawa, is opening a branch store.

A. S. Grandmaison, of Ottawa, is retiring from business.

Sepha Donner, pioneer grocery merchant, of Orangeville, is dead.

Jos. Simpson, recently in the grocery business in Midland, is dead.

Laing Produce & Storage Co., of Brockville, has received a charter.

T. A. Ranger, of Picton, has been succeeded by John Cousineau.

Austin & Grice, of Oakville, have sold to Harry Smith, Toronto.

Chas E. Shaver, grocery and meats, Hamilton, has sold to Miss I. A. Bingham.

Hillbrook Creamery, of Prescott, has been purchased by T. Eaton Co., of Toronto.

Vair Grocery Co., of Barrie, has been

sold to T. B. Crothers, formerly of Georgetown.

William Scott, after fifty years as general storekeeper and grain buyer in Brucefield, Ont., is dead.

Morewood Milk Co., Ltd., has been incorporated with a capital of \$5,000 to deal in dairy produce, at Morewood, Ont.

W. A. Rutter, formerly of St. Catharines, has taken charge of the engineering department of Canadian Milk Products, Ltd., Woodstock.

James D. Dewan, representing Geo. Watts & Son, wholesale grocers, of Brantford, is retiring after thirty-six years on the road in Western Ontario.

### Western Provinces

A. Bossy, of Sceptre, Sask., has sold out.

Wager & Blackburn, of Winnipeg, have sold out.

T. B. Angus, of North Edmonton, has sold out.

F. Farion, of Sifton, has sold to J. G. Gniazdosk.

Coates Bros., of Saskatoon, have discontinued.

W. J. Publicover, of Calgary, Alta., is selling out.

J. D. Maloney, of Edmonton, has sold to J. Barnes.

D. G. MacDonald, of Portage la Prairie, has discontinued.

John Watson Co., of St. James, Man., are discontinuing.

M. M. Kellough, of Winnipeg, has sold to G. T. Mayes.

Langside Grovery, of Winnipeg, has sold to B. C. Gillan.

O'Neil Uri, of Earl Grey, Sask., has discontinued business.

Laurie Bros., of Winnipeg, have sold to P. and B. Cash Stores, Ltd.

A new flour mill has been announced for erection at Craik, Sask.

R. E. Barbour, of Macdonald, Man., suffered recent fire loss.

McKenzie & Stewart Bros., of Dunkirk, Sask., have moved to Macenod.

Partington & Maulson, of Winnipeg, have been succeeded by C. G. Carter.

The Estate of W. J. Leaf, East End, Sask., has been succeeded by McLeod & Dane.

E. P. Boegel, general store, Sovereign, Sask., has been succeeded by A. Gallman.

J. R. Borrowman, of St. Boniface, Man., is succeeded by Borrowman Grocery.

The Swift Canadian Co., will soon have a new creamery in operation at Vegreville, Alta.

Crok & Watlie, general store merchants, of Hughenden, Alta., have been succeeded by D. A. Coutts.

Burdick's, Ltd., of Winnipeg, has applied to change its name to Ansley, Hallberg, Lewis, Ltd.

W. R. Dryman, sec.-treas. of Dominion

Canners, Ltd., Hamilton, Ont., is expected in Winnipeg this week.

V. McKay, storekeeper at Grand Rapids, signed for overseas in Winnipeg.

John Wall, representing a firm of canners, Windsor, Ont., called on the Winnipeg wholesale trade last week.

The P. & B., Limited, Cash Store, Winnipeg, who have seven stores in the city run on a cash basis, have opened up a new store at 308 Portage Ave., very near to Eaton's.

John W. Horn, manager of the Winnipeg office and plant of the Western Canada Flour Mills, Ltd., left this week for a holiday in British Columbia, calling en route at their Calgary plant. Mr. Horn will be away for a month.

J. Laing Stocks, general manager of the Canadian Canners, accompanied by Walter Lumbers, of the James Lumbers Co., Toronto, called on the Winnipeg wholesale trade last week in connection with the new pack of canned vegetables.

D. L. Davidson, who has been connected for some time with the Mutual Purchasing Co., Winnipeg, left last week for Medicine Hat to take over the management of the Medicine Hat Grocery Co., a wholesale house. Mr. Davidson was formerly with the Weyburn Grocery Co., Ltd., Weyburn, Sask.

E. J. Clark, credit manager for Western Canada Flour Mills, Ltd., Winnipeg, has gone on the road, acting under advice of his physician. Mr. Clark has been suffering considerably from eye trouble, but six months or a year on the road will likely remedy that. His place is being temporarily taken by Mr. Rutledge, who has been doing some audit work for the Imperial Bank.

#### KITCHENER MERCHANTS BANQUET T. H. RIEDER

It was fitting that the newly organized Kitchener Manufacturers' Association should have held its first banquet in honor of T. H. Rieder, a man who for years has been working along lines which are to be followed by the new, but vigorous organization—working in short for the advancement of this remarkably virile city.

T. H. Rieder, as many of our readers will know, has recently been appointed to the Presidency of the Canadian Consolidated Rubber Company, a \$20,000,000.00 corporation, attaining this position while still on the sunny side of 40. It has been said that a prophet is not without honor save in his own country. Then Mr. Rieder can not be a prophet, but merely a remarkable business man, for last Saturday night his fellow manufacturers of Kitchener, and many other citizens, did him unusual honor. Over 200 were present at the banquet, and all the speakers called upon by the Chairman, S. Williams, paid their tribute to Mr. Rieder, not only as a business man, but as a citizen. Finally Mr. Williams presented Mr. Rieder with a huge key, "not," as he said, "the key to the city. Not the key to success, that Mr. Rieder had already found, but the key to hearts of all members of the K.M.A."

Mr. Rieder seemed to forget for the time all about the Rubber Company and himself and spoke of Kitchener, to date his home city. There was need, he pointed out, for preparation for after the war conditions, and the best preparation, he believed would be for the community to invest heavily in its educational institutions. This would assist the Empire in the great commercial and industrial struggle which is to come. "I feel," he stated "that the time is coming when industries will not go to a place because of bonuses, tax exemptions etc. If you have the educational advantages, industries will seek you. If you properly educate your young people, industries will spring up from within, which is better than having them come in from outside."

Splendid addresses were also given by Rev. C. A. Sykes, E. C. Kabel, Jas. Acton and R. W. Ashcroft of New York, while the singing, under the leadership of H. Nyberg was a feature of the evening.

#### MILLION TONS OF FOODSTUFFS LOST

"After making enquiries by cable as to conditions in other countries, it is agreed that there is a world shortage of food," says Dr. C. G. Creelman, Commissioner of Agriculture for Ontario, dealing with the world's food shortage and the campaign in Canada for increased production. "There are ten nations which are not getting as much food as they should, and there are six nations starving," was the alarming statement of the Commissioner, who added that one million tons of food had been lost by the sinking of ships this year. "Sixty million men on the fighting line have gone out of the production class into the consuming class and into the destruction class," said Dr. Creelman, "and it is up to us to send every pound of food we can to the Atlantic seaboard this year. The United States will not be able to produce enough food to feed its own population." Referring to the wheat situation, Dr. Creelman stated that \$4 per bushel prices would likely prevail before they are down to \$2 again.

#### A NEW CHOCOLATE COMPANY INCORPORATED

A new company for the manufacture and sale of chocolate and chocolate products has been incorporated on April 17 in the Province of Ontario. The company will be known as the Rockland Chocolate Company, Limited, and will have its head office in the City of Toronto. The company is capitalized at \$40,000.

#### A WORD OF APPRECIATION

CANADIAN GROCER is all right, and I can recommend it to the trade. It is worth much more than the cost of subscription. It is the best magazine of its kind published in Canada.

Yours truly,

J. T. STEEVES.

#### OTTAWA GROCERS DISCUSS AMALGAMATION WITH R.M.A.

At the meeting of the Ottawa Grocers' Association held in the Board of Trade Rooms, Ottawa, on April 26, there was a spirited discussion as to the wisdom of associating themselves with the Retail Merchants' Association. After a thorough discussion of the pros and cons of the matter it was decided to take no steps towards any affiliation at the present time.

As this was the first meeting since the election of officers, these officers were duly installed, and each in turn gave a brief address.

A pleasant feature of the evening was the presentation of a substantial cheque to the retiring secretary as a mark of appreciation of his past services. Mr. Hurteau thanked the Association for their generous gift and expressed his pleasure at knowing that the work he had done had met with their approval.

The report of the Pure Food Show Secretary was presented and showed a very gratifying progress.

#### FIRES IN FLORENCE, ONT.—INCENDIARY SUSPECTED

A series of fires broke out in the village of Florence, Ont., early Sunday morning. A number of fires starting at about the same time in various parts of the town seem to suggest that the fires were of incendiary origin. The chief sufferer was the general store of Drew and McIntyre, one of the largest stores in the town. This was almost a total loss, with the loss only partially covered by insurance. The post office at another part of the town, was in flames at the same time. It was owned by John Webster, who was also the owner of the Drew and McIntyre Block.

#### LONDON PURE FOOD SHOW

London's second annual Pure Food Show was recently held under the auspices of the Retail Grocers' Association, and good success attended the show after getting away with an auspicious opening attended by his Worship Mayor Stevenson. The Association was successful in its endeavors to put on a show of genuine educational value, with the result that many housewives were shown the value and importance, from a health and thrift standpoint, of investing only in foods that are guaranteed to be pure and to give high nutritive value for money expended.

#### NEW STORE INCORPORATED

Letters patent have been granted to a new company, to be known as Couch, Johnston & Cryderman, Limited, to conduct a general department store in Bowmanville, Ont. The store is incorporated to conduct a business on general department store lines, and is capitalized at \$40,000.



# WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

## THE MARKETS AT A GLANCE

A SERIES of advances in flour during the week sent the price up \$1.20 per barrel and makes the price at the time of writing close to \$14 per barrel. Wheat reached new high record levels during the past six days, the price of \$2.70<sup>5</sup>/<sub>8</sub> per bushel for cash wheat having been reached at Winnipeg. Sugar held in steady market during the week, with an easier tendency in raw sugars on the New York market. Two Canadian refiners who had been out of the sugar market for a week or ten days returned, but would make quotations only subject to the amount they think the buyer was entitled to in the face of his present holdings.

There was a generally firmer tendency in meat products during the week, with advances recorded in live and dressed hogs and some lines of smoked and cooked meats. New cheese was also in firmer market as a result of the announcement of appointment of a buying commission to act on behalf of the British Government. Eggs were higher in price as the result of the desire of commission men to place some in storage and also to the fact that Canadian production has not yet reached its maximum. Some welcome movements in prices were noted in the downward direction, had-dock, cod and whitefish being quoted at lower prices.

Beans are in firm market with an eager inquiry for the limited quantities now available. Tapioca is in firm position and advances were recorded during the week. Black pepper and cloves have also been moved to higher levels. Shelled walnuts are quoted higher in certain quarters and shelled peanuts are in very firm position. Teas continue in an acute position and it is estimated by reliable authorities that the shortage for this continent will be between 10,000,000 and 15,000,000 pounds by the end of June. Cocoa and chicory are in firm position, with stocks of the latter getting in narrow compass. Business in grocery lines has continued to be most gratifying to wholesalers.

## QUEBEC MARKETS

MONTREAL, May 1.—Flour has set the pace for further increases in many associated lines of food stuffs. The advancing market for flour has been realised by consumers, and it is reported that a very marked demand set in on the part of consumers for flour, this being in turn reflected in the form of further call for flour upon the millers. Business was considered good at the high range of prices prevailing. Cereals show advances, and there has been a call for rolled oats for export, and also for canned tomatoes. Advances are noted in both these lines. In provisions there have been marked advances, and eggs are not any cheaper so far, in fact a shade more expensive though the season of production is on. Teas are still advancing, increases in Ceylon Greens, and Japans having been recorded in the wholesale trade. In fruits and vegetables, oranges are easier, bananas steady, and potatoes on the advancing

trend though expectations are (at time of writing) that there will be more potatoes available shortly at lower prices. Cabbages are remarkably scarce and high priced. Advances are anticipated in spices, in jelly powders, and in baking powders. Fish prices are a little easier. Nut prices are all going firmer. There is a growing firmness in dried apples. Molasses prices have advanced by two cents. Bean prices are very high. Rice has advanced again. Export of the following grocers' specialties is to be permitted from Britain: Oils, vinegar, Dried Herbs, spices, curry powders. Absolutely prohibited are pickles, jams, meat and fish pastes, and all forms of canned fish and mats.

### Baking Powders Are Likely To Advance

Montreal.

BAKING POWDER.—There is undoubtedly a strong tendency towards advances in baking powder at present. Cost

of materials and cost of containers alike are bearing on the market conditions affecting these lines. Before long in all likelihood the general range of prices for baking powders will be something after this style; 16 oz, \$1.80 per doz.; 12 oz., \$1.50 per doz.; 8 oz., \$1.20 per doz.; 4 oz., .80 cents per doz., and 5 lb. tins \$8.00. The trade will probably find these prices subject to ten per cent. off on gross lots, and 15 per cent. off on orders of 5 gross or wholesale orders. So far however it may be possible to secure baking powders for some little time longer at the former prices, but the advancing cost of ingredients is almost certain to affect all lines more or less soon.

### Jelly Powders Are Showing Firmness

Montreal.

JELLY POWDERS.—There is a very firm tendency to the whole market for jelly powders, largely due to the firmness which developed of late in sugar and in gelatine. Cox's Instant Powdered Gelatine advanced recently to \$1.35 per dozen wholesale selling price for the 2 quart size, this being the very first advance made since the war. Other jelly powders are also firmer, though some imported lines, or lines of United States origin are still unaltered in price. Jelly powders retail now at ten cents a package, but the 12½ cent price per package is regarded as one very likely to become effective owing to the advancing cost of materials. Whether all makes will be so advanced or not is a matter for conjecture at present, but the tendency to firmness may be noted.

### Sugar Conditions Not Much Changed

Montreal.

SUGAR.—The situation as to sugar remains this week almost identically the same as it was last week. Prices have not altered, and although there is a feeling on the market that almost anything in the way of advances might happen to sugar there is no definite ground for predictions at time of writing. Refiners are very busy with export orders for Britain, and the demand which set in lately for sugar has also kept the refineries busy, though irregular supplies of raw material have caused anxiety from time to time. Just now the same causes and conditions prevail, and the outlook is for steadiness, firmness, and possible advances which will probably come quite quickly and without much warning.

Atlantic and St. Lawrence Sugar Companies, extra granulated sugars	100 lbs.	8 50
Acadia Sugar Refinery, extra granulated		8 40
Canada Sugar Refinery, extra granulated		8 25
Wallaceburgh sugar		8 60
Special icing, barrels		8 50
Yellow, No. 1		8 10
Powdered, barrels		8 60
Paris lumps, barrels		9 10
Crystal diamonds, barrels		9 10
Assorted tea cubes, boxes		9 10
For 50-lb. and 25-lb. bags add 10c per 100 lbs.; for 20-lb. bags add 15c per 100 lbs.; for 10-lb. bags add 20c per 100 lbs.; for 5-lb. cartons add 25c per 100 lbs. and for 2-lb. cartons add 30c per 100 lbs. Granulated and yellow sugar may be had in barrels at 5c over above prices. Fancy sugars make a corresponding increase when put up in small packages.		

### Advances In Canned Tomatoes And Corn

**Montreal.**  
**CANNED GOODS.**—There have been advances in tomatoes this week, and there is a newly developed demand for these for export to Great Britain. Prices of 3's are now \$2.25 per dozen, and of 2½'s \$2.15 per dozen. Tomatoes had been going a little slowly of late and one wholesaler has disposed of a large number of cases to a buyer for export purposes. There is considerable indication of higher priced canned goods towards the Fall. Canned corn has advanced this week five cents to \$1.80 doz. All the other lines of canned goods show increasing firmness, and further advances are anticipated.

<b>Salmon Sockeye—</b>		
1 lb. talls, cases 4 doz., per doz.	3 00	
½ flats, cases 8 doz., per doz.	2 00	
<b>Chums, 1-lb. talls</b>	1 30	1 45
<b>Pinks, 1-lb. talls</b>	1 30	1 45
<b>Cohoes, 1-lb. talls</b>	2 65	
<b>Red Springs, 1-lb. talls</b>	2 90	
<b>Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.</b>	2 25	
<b>Canned Vegetables—</b>		
Tomatoes, 3s	2 25	
Tomatoes, 2½s	2 15	
Peas, standards	1 35	1 50
Corn, 2s, doz.	1 80	
Corn (on cob, gallon cans), doz.	8 50	
Red raspberries, 2s	1 75	
Red cherries, 2s	1 85	
Strawberries, 2s	2 50	
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s	1 75	
Apples (gallon)	3 25	3 50

### Look For Higher Dried Apple Prices

**Montreal.**  
**DRIED FRUITS.**—There is a strong outlook for greater firmness in evaporated apples especially since permission to export some ten thousand boxes of Canadian apples was secured in favor of an importer in Holland. Stocks of evaporated apples are very small at present, and some of these changed owners with a resulting advance in prices. Twenty five and fifty pound boxes are quoted now at 13 cents a pound. Bulk dates are practically off the market now, but are higher in price. Loose Hallowees are worth 13 cents and Khadrawees 12½ on spot at New York and Chicago. The outlook for prunes, raisins, figs, and the other important dried fruits is continuously firm.

<b>EVAPORATED FRUITS.</b>	<b>Per lb.</b>
Apples, choice winter, 25-lb. boxes	0 13
Apples, choice winter, 50-lb. boxes	0 13
Apricots (old crop)	0 18
Slabs	0 19
Choice, 25's, faced, new crop	0 22
Nectarines, choice	0 11½

Peaches, choice	0 11½	0 13
Pears, choice		0 16
<b>DRIED FRUITS.</b>		
<b>Candied Peels—</b>		
Citron	0 27	
Lemon	0 28	
Orange	0 25	
<b>Currants—</b>		
Filiatras, fine, loose, new	0 18	0 21
Filiatras, packages, new	0 20	0 22
(In the present condition of market currant prices are considered merely nominal.)		
<b>Dates—</b>		
Dromedary, package stock, old, 1-lb. pkg.	0 10	0 12½
Fards, choicest		0 15½
Hallowee (loose)		0 13
Excelsior		0 10
Anchor		0 09
<b>Figs—</b>		
8 crown, 12-lb. boxes, fancy, layer, lb.	0 12	
7 crown, 12-lb. boxes, fancy, layer, lb.	0 12	
6 crown, 12-lb. boxes, fancy, layer, lb.	0 11½	
1 lb. glove boxes, each	0 12	
Cal. bricks, 10 oz.	0 09½	
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Cal. fancy, table, 10 lbs.		1 60
<b>Figs—</b>		
Spanish (new), mats, per mat.	2 40	
<b>Prunes, California—</b>		
30 to 40, in 25-lb. boxes, faced	0 13½	
40 to 50, in 25-lb. boxes, faced	0 13	
50 to 60, in 25-lb. boxes, faced	0 12½	
70 to 80, in 25-lb. boxes, faced	0 11½	
90 to 100, in 25-lb. boxes, faced	0 11	
<b>Raisins—</b>		
Malaga, table box of 22 lbs., 3-crown cluster, \$2.80; 4-crown cluster	3 75	
Muscatsels (loose), 2 crown	1 10½	
Muscatsels, loose, 3-crown, lb.	0 11	
Muscatsels, 4-crown, lb.	0 11½	
Cal. seedless, 16 oz.	0 12½	0 14
Fancy seeded, 16 oz. pkgs.	0 12½	0 14
Choice seeded, 16 oz. pkgs.	0 12	
Valencias, selected	0 11½	
Valencias, 4-crown layers	0 11	
Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.		

### Molasses Has Again Advanced

**Montreal.**  
**MOLASSES, ETC.**—There is a further advance in molasses this week, the extent of the rise in price being two cents a gallon (Imperial). This brings fancy Molasses to 72 cents per Imp. gallon in the city of Montreal, and country prices are 69 cents per Imperial gallon for the fancy grade. Choice grade quotes in the usual proportion. The matter of securing supplies of molasses is very much more difficult than had been anticipated. Cargoes on the way have been diverted or turned right back by the submarine menace, and the outlook is for still greater firmness, and even pronounced shortages in molasses. Corn syrup advanced ½c per pound bulk basis. Case goods have advanced 25c. Starches are also ½c per pound higher.

<b>Barbadoes Molasses—</b>	<b>Prices for</b>	
	<b>Fancy,</b>	<b>Choice,</b>
	<b>Island of Montreal.</b>	
Punchons	0 72	0 67
Barrels	0 75	0 69
Half barrels	0 77	0 72
For outside territories prices range about 3c lower. Carload lots of 20 punchons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.		

### Nut Markets Are Showing Strength

**Montreal.**  
**NUTS.**—Everything in the nut markets is showing the advancing trend at present. Peanuts are especially strong in market. Prices to the jobber for No. 1 Spanish peanuts and No. 1 Virginia (both shelled) have been 16 cents a pound this week, and are likely to go higher. Even twenty cents a pound for

shelled peanuts is said to be in prospect. Latest cables as to shelled walnuts from Bordeaux quote 52 cents to the importer for May shipment. This indicates very much costlier walnuts before long. Shelled almonds are quoted by cable at 37 cents a pound, a further indication of coming firmness for these. Advances in peanuts in the shell are made this week in Montreal by leading wholesale houses.

Almonds (Tara), per lb.	0 18	0 20
Almonds (shelled)	0 39	0 41
Brazil nuts (1916 crop), per lb.	0 20	0 21
Filberts (Sicily), per lb.	0 16	0 17
Hickory nuts (large and small), per lb.		0 09
Peanuts, Bon Ton	0 14½	0 15
Peanuts (soom), per lb.	0 13½	0 14
Peanuts (Jumbo), per lb.		0 15
Peanuts (new Jumbo), per lb.		0 21
Pecans, New Orleans, No. 2		0 24
Pecans, "paper shell," extra large Jumbo		0 40
Pecans (shelled)	0 70	0 75
Walnuts (Grenoble)		0 18
Walnuts (shelled)	0 45	0 48
Walnuts (Marbot), in bags	0 13	0 16
Walnuts (California No. 1)		0 24

### Few Canadian Beans; Californians Costly

**Montreal.**  
**BEANS.**—There is an absolute lack of Canadian beans in the warehouses of some of the largest wholesalers, and as a result imported beans have been selling more readily than would ordinarily have been their market fortune. For Canadian preference is for Canadian beans. Prices of California beans have been received by brokers in Montreal, and are simply extraordinarily high for spot stocks of white and colored beans, Limas would cost the jobber about 19 cents a pound at the rate of quotations made, and choice re-cleaned California white beans would cost about the same money laid down in Montreal. Good white beans are practically cleaned up in California, and mostly pinks, reds, and bayos are being offered. Southern growers are offering futures, but Northern growers are holding back from market as to future beans.

<b>Beans—</b>		
Canadian 3-lb. pickers, per bushel	8 50	
Canadian 5-lb. pickers	7 50	8 10
Yellow Eyes	7 75	7 95
Lima, per lb.		0 16
South American		5 70
Peas, white soup, per bushel	3 75	3 90
Peas, split, new crop, per bag 98 lbs.	6 75	7 00
Barley (pot), per bag 98 lbs.	6 00	6 75
Barley, pearl, per bag 98 lbs.	6 25	6 50

### Rice And Tapioca Show More Strength

**Montreal.**  
**RICE AND TAPIOCA.**—As indicated during the past few weeks in CANADIAN GROCER the market for rice and tapioca has been exceedingly firm, and advances have been more than likely. Advances have taken place in all lines of rice, the extent of the advance being half a cent a pound. This increase in cost of rice comes from the mills in the first case, and there is much concern about lack of tonnage to bring rice from over the Pacific though there is said to be considerable rice in the country still. Prices are however bound to advance while rice remains in such disproportionate value to flour, and further

increases would not be surprising. Tapioca has advanced again this week, and is in very firm market indeed.

Rangoon rice, per 100 lbs.	5 40	5 35
"Texas" Carolina, per 100 lbs.	7 90	
Real Carolina, per 100 lbs.	9 00	9 50
Patna (fancy)		8 15
Patna (good)	5 40	7 40
Siam, No. 2		5 15
Siam (fancy)		6 40
Tapioca, per lb.	0 13 1/2	0 14

### Coffee Market is Still Quite Placid

Montreal.

COFFEE.—Beyond the fact that it is increasingly hard to obtain mocha coffees owing to the conditions affecting shipping on the Mediterranean and Atlantic, the market for coffee generally is unaltered from last week's condition. Brazil appears to have passed through a crisis in relations with the Central Powers but Brazil's principal product—coffee, was apparently unaffected. At all events in spite of fluctuations at New York, the local conditions of market maintain, and prices to the retailer are still unaltered.

Coffee, Roasted—		
Bogotas, lb.	0 28	0 32
Jamaica, lb.	0 23	0 25
Java, lb.	0 33	0 40
Maracaibo, lb.	0 23	0 24
Mexican, lb.	0 28	0 29
Mocha, lb.	0 34	0 37
Rio, lb.	0 19 1/2	0 20
Santos, Bourbon, lb.	0 24	0 25
Santos, lb.	0 23	0 24

### Shortages of Tea Still Anticipated

Montreal.

TEA.—Every factor that has been affecting the market for black teas of late is still operative in the strongest possible manner, and the outlook is always to greater and greater firmness at the time of writing. The condition described may last for months, or may be relieved gradually by improved shipping facilities on the Pacific. Some shipments are believed to be on the way, but the business of navigation is kept very dark until the vessels are actually in port when news that they have sailed may be divulged about the time the goods are beginning to arrive. Optimistic minds on the market look for steady filterings of tea supplies so that a tea famine may not occur, but at present the outlook is for long continued shortages.

Pekoe, Souchongs, per lb.	0 42	0 45
Pekoes, per lb.	0 47	0 50
Orange Pekoes	0 49	0 51

### Cocoa is Firmer For Tinned Lines

Montreal.

COCOA AND CHOCOLATE.—Some firms putting out a line of cocoa in tins to the retailer at 90 cents are already altering the price to \$1.00 per dozen on account of the cost of cans. The materials for making cans are rapidly advancing, and the views of leading cocoa men in Montreal are to the effect that advances are most certainly justifiable on this ground, in all tinned cocoa lines. Bulk cocoas are not affected as yet, but

the soluble cocoas may respond to the sugar market which is affecting other products. That a boom is ahead in chocolates and cocoa made candies is the view of a manufacturer of these on a large scale. Prohibition is a sure booster for candy sales is the basis of his argument.

Cocoa—		
Bulk cocoa (pure)	0 30	0 35
Bulk cocoa (sweet)	0 15	0 20

### Every Sign That Spices to Advance

Montreal.

SPICES.—There is a much firmer tone to spices in general this week, and the retailer interested may mark the tendency with special care for it augurs an advance in prices to the retailer before very long. The spice grinders and wholesalers have held back to the very limit, anticipating better conditions. But instead, conditions are growing more restricted as regards the importation of spices, and now there are positive shortages. Ginger is amongst these. Peppers are much scarcer, and the phenomenon is now noted that white pepper is actually cheaper by a shade than black, an unprecedented market feature in the history of the trade. Quotations for peppers in the list below are still available but market opinion is that peppers will go to 40 cents soon. Conditions of transportation on the Pacific are responsible for much renewed firmness of market and the situation seems to be getting even worse. Cream of tartar is firmer this week, being about 5 cents higher.

	5 and 10-lb. boxes	pkgs. dozen	1/4-lb. tins lbs.
Allspice	0 16	0 19	0 23
Cassia	0 25	0 27	0 37
Cayenne pepper	0 28		0 35
Cloves	0 32-0 35	0 30	0 39
Cream tartar, 55-60c.			
Ginger, pure	0 20		
Ginger, Cochin	0 25		0 31
Ginger, Jamaica	0 30-0 35	1 15	0 40
Mace	0 80		1 00
Nutmegs	0 40-0 60	0 45	0 80
Peppers, black	0 30	0 87-0 95	0 38
Peppers, white	0 37	1 17-1 22	0 40
Pastry spice	0 25	0 25-1 20	0 29
Pickling spice	0 25		
Turmeric	0 21-0 23		
Lower prices for pails, boxes or bairlers when delivery can be secured.			
Cardamon seed, per lb., bulk	2 00	2 50	
Carraway, Dutch, nominal		0 60	
Cinnamon, China, lb.	0 18	0 25	
Cinnamon, per lb.		0 35	
Mustard seed, bulk		0 25	
Celery seed, bulk	0 36	0 46	
Shredded cocconut, in pails	0 21	0 23	
Pimento, whole	0 12	0 15	

### Vegetables and Fruits Variable.

Montreal.

FRUIT, ETC.—There is an easier tone in the market for oranges at present, and the demand for bananas at present prices is very good. Florida pineapples, and Cuban pineapples are more plentiful, and a little easier in price than earlier in the season. The first car of Bermuda onions is expected to be on sale within a few days, at prices from \$5.00 to \$6.00 per crate. Texas onions are also on the market at \$4.75 a crate. Lettuce prices are a little easier, but cabbage is away

in the clouds being exceedingly scarce. Twelve to fourteen dollars is being charged for new cabbage now. Green and wax beans are down a little, and Florida cukes are on the market at \$4.00 a basket. Tomatoes are a little easier, fancy being now \$6.00 and choice \$5.50. The seasonable demand for fruits and vegetables is rapidly growing and is expected to be heavy as usual though prices are high. Potatoes have scored another advance and are quoted at \$4.25 for Green Mountains and \$3.75 for Quebecs. New potatoes are being exposed in the markets at retail in baskets like the finer fruits, and at 10 cents a pound or over.

Bananas (fancy large), bunch	2 75	3 50
Oranges—		
Navels, per box	3 00	3 25
Floridas		5 00
Valencia (Blood), half case		3 25
Valencia, ordinary and large	4 25	5 00
Grape fruit		4 00
Lemons	3 00	3 50
Pineapples, Florida, crate		3 75
Pineapples, Cuban, crate		5 25
Apples—		
Spies	No. 1	No. 2
Baldwins	8 50	7 50
Kings	7 00	6 50
Wagners	5 50	5 00
Russets	6 00	5 50
Ben Davis	7 00	5 50
Ben Davis	6 25	6 00
Cauliflower, per doz. bunches		3 00
Celery (Florida), per crate	4 50	5 00
Celery (U.S. washed), doz.		1 50
Onions, red, per bag (75 lbs.)		7 50
Onions, Bermuda, crate 50 lbs.	5 00	6 00
Onions, Texas, crate 50 lbs.		4 75
Onions, Spanish, per crate		7 50
Onions, Spanish, 1/2 crate		4 00
Onions, Spanish, 1/4 crate		2 50
White onions, per bag (100 lbs.)		6 00
Potatoes, per bag (80 lbs.)		4 25
Potatoes (new), per bbl. (150 lbs.)		10 00
Potatoes (red)		3 75
Potatoes (sweet), hamper		3 50
Carrots, per bag		2 00
Beets, per bag		2 00
Parsnips		1 50
Turnips	1 50	2 00
Lettuce, curly, per box		3 00
Lettuce, Romaine, doz.		1 00
Lettuce, Boston, box of 2 doz.		2 50
Tomatoes (Florida), per crate	5 50	6 00
Horse radish, per lb.		0 25
Cabbage, barrel (old)		12 00
Cabbage (new), New York, crate	12 00	14 00
Cauliflowers (doz.)	3 50	4 00
Cranberries (Cape Cod), barrel	9 00	13 00
Beans, U.S. wax, basket		3 75
Beans, U.S. green, basket		3 50
Leeks, per doz. bunches		4 00
Parsley, doz.	0 50	1 50
Mint, doz.		0 50
Watercress, doz.		4 00
Spinach, per bbl.		1 50
Rhubarb, per doz.	1 25	1 50
Rhubarb (U.S.A.), per lb.		0 10
Eggplant, per doz.		3 00
Cauliflower, crate		4 25
Garlic (Venetian), lb.		0 12
Endive (Canadian), lb.		0 25
Strawberries (Louisiana), pints		0 16
Cucumbers (Fla.), basket		4 00

### Fresh Fish Prices A Little Easier

Montreal.

FISH.—There is a steady demand for fish, and the prospects are that this demand is likely to develop still further. This would naturally do so from fact that fish prices are still very reasonable while prices for many other flesh foods such as pork and so forth are higher than usual. The tendency just now as regards fish is towards easier prices, and particularly so as regards some species e.g. haddock, and halibut. These two kinds of fish are the most popular, and when they are sold at moderate prices a big demand for them invariably results. In the past

few weeks halibut fishing has been very good on the East coast, and reports from the West are to the effect that there has been improvement there also. A further decline in halibut may be expected therefore before long. Haddock, codfish, and gaspereaux are also in good supply, and at easier prices. No amount of lake fish has as yet been marketed, but with the beginning of the month of May it is expected that the season should start. Quantities of local water fish have been disposed of such as carp, perch and bullheads, and large supplies will be available for the next two or three weeks.

SMOKED FISH		
Haddies	0 10	0 11
Haddies, fillet	0 14	0 15
Dirby herring, bundle of 5 boxes		1 00
Smoked boneless herring, 10-lb. box		1 40
SALTED AND PICKLED FISH		
Herring (Labrador), per lb.	9 00	
Salmon (Labrador), per bbl.	20 00	
Salmon (B.C. Red)	16 00	
Sea Trout, red and pale, per bbl.	15 00	
Green Cod, No. 1, per bbl.	14 00	
Mackerel, No. 1, per bbl.	21 00	
Codfish (Skinless), 100-lb. box	9 50	
Codfish (Skinless), blks. "Ivory" Brd., lb.	0 10	
Codfish, Shredded, 12-lb. box	1 80	
SHRIMPS, LOBSTERS		
Lobsters, medium and large, lb.	0 30	

Prawns, Imperial gal.	3 00	
Shrimps, Imperial gal.	2 50	
Scallops	3 00	
FRESH FROZEN SEA FISH		
Halibut	0 16	0 17
Haddock, fancy, express, lb.	7 1/2	8
Mackerel (med.), each		20
Mackerel (large), each		25
Cod, steak, fancy, lb.		10
Salmon, Western	16	—18
Salmon, Gaspe	18	—20
FRESH FROZEN LAKE FISH		
Pike, lb.	0 10	0 12
Perch	0 10	0 11
Whitefish, lb.	0 12	0 13
Lake trout	0 14	0 15
Eels, lb.		0 10
Dore	0 12	0 13
Smelts, No. 1		0 15
Smelts, No. 1 large		0 20
OYSTERS—		
Selected, gal.		2 00
Ordinary, gal.		1 50
Malpeque oysters (choice) bbl.		13 00
Malpeque Shell Oyst. (ord.), bbl.		10 00
Cape Cod shell oysters, bbl.		12 00
Clams (med.), per bbl.		8 00
FRESH FISH		
Haddock	0 07 1/2	0 08
Steak Cod	0 08	0 09
Market Cod	0 09	0 09 1/2
Carp	0 10	0 11
Dore	0 15	0 16
Lake trout	0 16	0 17
Fike	0 10	0 11
B.C. Salmon	0 23	0 25
Gaspereaux	0 03 1/2	0 04
Western Halibut	0 17	0 18
Eastern Halibut	0 15	0 17

picnic size selling as previously at \$1.45 per dozen; but in medium size there has been an increase of 25c per dozen, making the selling price now \$4, while for the large size there has been an increase of 50c, making the selling price \$6.50 per dozen. Royal salad dressing has also been marked higher in one-half pint and one pint sizes, the selling price of former size being \$3.25, an increase of 25c, and in the latter size \$5.25, which is also an increase of 25c. Handy ammonia in 10c size has been increased 15c per case to \$2.85. Lever's No. 11 oatmeal soap is now quoted at \$3.90 per gross, and castile, manufactured by same concern, is 10c box higher for 100's. Comfort lye has been reduced 15c, and is now selling at \$3.85. Gold dust washing powder has been moved to higher levels, and is now selling at the following prices:—24's, 25c size, \$5; 12's, 25c size, \$2.60; 50's, 10c size, \$4.15; 25's, 10c size, \$2.15; 100's, 5c size, \$4.15; 50's, 5c size, \$2.15.

### Jams And Baking Powder Higher

Toronto. JAMS, BAKING POWDER.—An advance of 10c to 20c per dozen has been made in the price of pure raspberry and black currant jams, which makes the selling price now \$2.55 per dozen. Lombard plums in 2-lb. containers have been advanced 10c, making the selling price \$1.45, while Damson plums have been advanced a like amount for 2's, with the selling price at the same figure of \$1.45. Preserved pears in 2's have also been increased 10c, selling now at \$1.60. Quaker silver label peas have been increased 15c per dozen, and are now selling at \$1.90. Lowney's cocoa in tins has been increased 2c per pound, which now makes the selling price for 1-5-lb. tins 42c per pound, and for quarters, halves and one-pound tins 40c. Lyle's syrup in 1-lb. tins has been moved higher by 15c, making the selling price now \$1.95 per dozen. Baking powders have been increased in price, and are selling at the following prices:—Royal baking powder. 2 1/2-oz., \$1.05; 4-oz., \$1.55; 6-oz., \$2.25; 8-oz., \$2.90; 12-oz., \$4.25; 16-oz., \$5.50. Cleveland—2 1/2-oz., \$1; 4-oz., \$1.50; 8-oz., \$2.75; 16-oz., \$5.25. Doctor Price's—2 1/2-oz., \$1; 4-oz., \$1.50; 6-oz., \$2.20; 8-oz., \$2.85; 12-oz., \$4.25.

### Molasses In Tins And Bulk Advanced

Toronto. MOLASSES, SYRUPS.—An advance of from 25c to 50c per case has been made in the price of molasses in tins for both table and baking grades. In 2-lb. tins the price now is \$4.25 per case, an increase of 50c on the table grade, while the 3-lb. tins of same quality are also 50c higher, and are now quoted at \$5.65 per case. In baking molasses the increase has been 25c per case to \$3. Importers of molasses in bulk have advanced the price of West India 2c per gallon, and fancy Barbadoes 5c per gallon, but wholesalers at the time of writing had not yet advanced their prices. This advance follows the firmness noted

## ONTARIO MARKETS

TORONTO, May 3.—Flour has been the market with the greatest interest to the grocery trade during the week. There has been a steadily mounting tendency in price, and the market is in an unsettled condition still. Where it will end is still a matter of conjecture. In fact, this is the spirit that prevails with respect to almost all grocery commodities. There is doubt expressed as to where the succession of advances is likely to stop. So far as can be seen there is no hope in the immediate future for such a condition. Business has kept up fully as well as in recent weeks and still continues to be cause for mild wonder. Sugar held in a rather steady market during the week. There is a feeling among wholesalers that the consumers have stocked fairly heavy, and that naturally the demand for sugar within the next few weeks should be lighter than it has been during the first part of the year.

### Opposition To Excise Tax On Sugar In U.S.

Toronto. SUGAR.—So much opposition has developed to the proposed Excise tax of 1c per pound on sugar within the United States for the purpose of raising some \$96,000,000 of revenue for war purposes that it is thought probable that the subcommittee of the Ways and Means Committee will entirely eliminate the proposition with respect to sugar. The tax was proposed by the Secretary of the Treasury McAdoo. Present indications are that there will be no recommendation of tax on coffee, tea and cocoa. During the past week raw sugars have been declining in New York under the influence of weakness in the options on futures. What the reason for this weak-

ening tendency in future sugars as yet has not been apparent. During the week raw sugars for April and May delivery sold as high as 6.40c and as low as 6.14c for nearby delivery. In the Canadian market there was little of interest except the fact that the Canada Sugar Refining Company again entered the market on the basis of \$8.39, but reserved the right of changing their quotations at any time, and saying as to what quantity of sugar they would sell at those prices. They would not take any forward booking for heavy deliveries. On Tuesday of the present week raw sugars advanced 1/2c in New York, which now makes the basis 6.27c, duty paid. Although delivery of Canadian refined sugar is heavy, booking of new business is light at present.

Atlantic, St. Lawrence extra granulated sugars	8 64
Acadia Sugar Refinery, extra granulated	8 64
Canada Sugar Refinery, extra granulated	8 64
Dominion Sugar Refinery, extra granulated	8 55
Yellow, No. 1	8 24
Special icing, barrel	8 81
Powdered, barrels	8 84
Paris lumps, barrels	9 24
Assorted tea cubes, boxes	9 24
In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 15c per 100 lbs.; 20c per 100 lbs. in 19-lb. gunnies, and 25c per 100 lbs. in 5-lb. cartons, and 30c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages.	

### Soap Chips And Liquid Ammonia Up

Toronto. SOAP CHIPS, LIQUID AMMONIA, SALAD DRESSING.—An advance of 50c per box has been made in the price of XX soap chips, which now makes the selling price \$5.25. In 200-lb. barrels the price per pound is now 10 1/2c. Liquid ammonia in the 10c line has been advanced 5c per dozen, making the selling price now 95c. Salad dressing is also among the commodities in which advances have been registered, Durkee's in

in these columns for several weeks past. Corn syrups advanced 25c per case on Tuesday of this week.

<b>Corn Syrups—</b>	
Barrels, per lb.	0 06½
Cases, 2-lb. tins, 2 doz. in case.	4 60
Cases, 5-lb. tins, 1 doz. in case.	4 80
Half barrels, ¼c over bbls.; ¼ bbls., ¼c over bbls.	
<b>Cane Syrups—</b>	
Barrels, first grade	0 06½
Barrels and half barrels, second grade, lb.	0 06
Cases, 2-lb. tins, 2 doz. in case.	4 80
<b>Molasses—</b>	
Fancy Barbadoes, gal.	0 75
West India, half barrels, gal.	0 45
West India, 10-gal. kegs	0 60
Tins, 2-lb., table grade, case 2 doz.	4 25
Tins, 3-lb., table grade, case 2 doz.	5 65
Tins, 2-lb., baking grade, case 2 doz.	3 00

### Corn Supplies Are Well Cleaned Up

**Toronto.**  
**CANNED GOODS.**—There has been a generally firmer tendency in all lines of canned goods, with supplies of corn pretty well cleaned out, and a good demand for peas as a result. Alaska pinks are quoted 5c higher in some quarters, while chums and pinks have evidenced a generally firmer tendency. In some quarters corn has registered an increase, being sold from \$1.90 to \$2 per dozen.

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

<b>Salmon Sockeye—</b>	
Alaska reds, 1-lb., talls	2 75 3 00
Alaska pinks, 1-lb. talls	2 40 2 45
Chums, 1-lb. talls	1 40 1 50
Pinks, 1-lb. talls	1 75 1 85
Cohoos, ½-lb. tins	1 45 1 50
Cohoos, 1-lb. tins	2 60 2 60
Springs, 1-lb. talls	2 40 2 75
Lobsters, ¼-lb. doz.	2 75 8 00
<b>Canned Vegetables—</b>	
Tomatoes, 2½s	2 15 2 25
Tomatoes, 3s	2 25 2 40
Peas, standards	1 35 1 45
Peas, early June	1 45 1 50
Beans, golden wax, doz.	1 45 1 50
Asparagus tips, doz.	3 00 3 00
Corn, 2½, doz.	1 90 2 00
Pumpkins, 2½s	1 95 1 95
Red raspberries, 2s	2 65 2 65
Red cherries, 2s	2 45 2 45
Strawberries, 2s	2 50 2 60
Pineapples, Hawaiian, 2s, doz.	2 35 3 00
Pineapple, Hawaiian, 1s, doz.	1 50 1 50

### Candied Peel And Dates Again Higher

**Toronto.**  
**DRIED FRUITS.**—Importers of candied peel and dates have advanced their prices still further during the past week; in the instance of peel the advance amounting to 2c per pound and on dates 30c per box on package dates. There are now no bulk Hallowee dates to be secured in the local market from importers, and quite a number of the wholesale houses are cleaned up on their stocks. There are still some bulk fards to be had from importers. Prunes in California have made further advances for future quotations. The prune situation at the coast is in a strong position for the new crop. The new association of growers is now well organized, comprising about 80 per cent. of the producers. Locally there has been a tendency to increase prices by wholesalers, with 60-70's and 70-80's practically off the market.

Apples, evaporated, per lb.	0 13 0 13½
Apricots, choice, 25's, faced	0 19½ 0 23
<b>Candied Peels—</b>	
Lemon	0 23 0 25
Orange	0 24 0 27
Citron	0 26 0 30
<b>Currants—</b>	
Fillatras, per lb.	0 21 0 22
Patras, per lb.	0 22 0 23
Vostizas, per lb.	0 23 0 23
Cleaned, ¼ cent more.	
Australians, lb.	0 21 0 22

<b>Dates—</b>	
Excelsior, packages, 3 doz. in case.	3 25 3 60
Dromedary dates, 3 doz. in case.	4 25 4 60
Hallowee, per lb.	0 11½ 0 11½
<b>Figs—</b>	
Taps, lb.	0 06½ 0 10
Malagas, lb.	0 10 0 10
<b>Prunes—</b>	
30-40s, per lb., 25s, faced	0 13½ 0 14½
40-50s, per lb., 25s, faced	0 13½ 0 14
50-60s, per lb., 25s, faced	0 13½ 0 13½
80-90s, per lb., 25s, unfaced	0 11½ 0 11½
<b>Peaches—</b>	
Choice, 25-lb. boxes	0 12 0 12½
Stds., 25-lb. boxes	0 10½ 0 11½
Fancy, 25 lbs., faced	0 13 0 14
<b>Raisins—</b>	
California bleached, lb.	0 14½ 0 15
Valencia, Cal.	0 09½ 0 10½
Valencia, Spanish	0 10 0 12
Seeded, fancy, 1-lb. packets	0 12 0 13
Seedless, 12-oz. packets	0 12 0 18½
Seedless, 16-oz. packets	0 15 0 16

### Teas Hold Steady; No Improvement Noted

**Toronto.**  
**TEAS.**—There has been a continued eagerness to buy tea, with a spirited bidding for available supplies. There has been considerable tea changing hands from importers to wholesalers. Whoever is willing to pay the highest price gets the tea. Some importers point out that they are paying as much for tea to import as they are selling present stocks for. This would indicate that higher prices must eventually prevail. Stocks that are in sight to be received into Canada are very light, and tea men do not hesitate to express the positive opinion that teas will be much higher when the pinch of the apparent shortage is really felt. Prices held steady during the week. Red Rose tea was advanced 5c per pound to the consumer and 4c per pound to the retailer on Monday of this week.

<b>Pekoe Souchongs</b>	
Pekoes	0 45 0 45
Orange Pekoes	0 48 0 50
Broken Pekoes	0 51 0 55
Broken Orange Pekoes	0 52 0 55

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

### Chicory Getting In Limited Supply

**Toronto.**  
**COFFEE. COCOA.**—There is a very acute situation in the chicory market, as it is reported one of the largest controlling companies has disposed of their stocks, and further supplies will not be available until the new crop comes in November and December. There are some stocks in wholesalers' hands, but these are stated to be only enough to meet the requirements of their own trade. An advance of 1c per pound has been registered during the week in consequence of the firm situation. Sweet cocoa has also advanced 1c per pound in the lower-priced grades. Coffee held steady, without any price change being recorded.

<b>Coffee—</b>	
Bogotas, lb.	0 28 0 30
Maracaibo, lb.	0 25 0 25
Mexican, lb.	0 27 0 31
Jamaica, lb.	0 26 0 27
Mocha, Arabian, lb.	0 35 0 40
Rio, lb.	0 20 0 25
Santos, Bourbon, lb.	0 25 0 26
Chicory, lb.	0 16 0 18
<b>Cocoa—</b>	
Pure, lb.	0 25 0 30
Sweet, lb.	0 16 0 20

### Black Pepper And Cloves Again Up

**Toronto.**  
**SPICES.**—There has been a firm situation in black pepper and cloves during the week, which has made itself evident in an increase of 2c per pound in black pepper, and in some instances an increase of 5c per pound in cloves. However, in the case of cloves some quotations are still made as low as 30c per pound. Cream of tartar is also in firm position, with a higher range quoted in certain quarters for French pure. Demand for spices is not heavy at present, it being between seasons.

<b>Allspice</b>	
Per lb.	0 15 0 18
Cassia	0 25 0 35
Cinnamon	0 40 0 50
Cayenne	0 30 0 35
Cloves	0 30 0 40
Ginger	0 25 0 35
Mace	0 90 1 25
Pastry	0 25 0 30
Pickling spice	0 20 0 25
Peppers, white	0 36 0 45
Peppers, black	0 32 0 35
Nutmegs, selects, whole, 100's.	0 40 0 40
Do., 50's	0 45 0 50
Do., 64's	0 45 0 60
Mustard seed, whole	0 25 0 30
Celery seed, whole	0 25 0 45
Coriander, whole	0 28 0 38
Caraway seed, whole	0 75 0 85
<b>Cream of Tartar—</b>	
French, pure	0 60 0 55
American high test	0 55 0 58

### Shelled Walnuts Again Move Upward

**Toronto.**  
**NUTS.**—Advances in certain quarters of 5c per pound on shelled walnuts have been made during the week, which now makes the range of prices 50c to 55c per pound. Stocks in France are rapidly diminishing, and are in very firm position on the continent. Shelled peanuts are also in very firm position, and will in all probability be advanced 2c per pound before the week is out. One importer of peanuts has made purchases of two cars of the shelled ones, which will cost in the neighborhood of 16c per pound to lay down in Toronto. The present wholesale price is 14c per pound. It is confidently asserted by those in a position to know that shelled peanuts will in all probability reach 20c before very long. There has been heavy purchases of peanuts in the Southern United States on behalf of the Allied Governments.

<b>In the Shell—</b>	
Almonds, Tarragonas, lb.	0 20 0 21
Walnuts, Bordeaux	0 18 0 19
Walnuts, Grenobles, lb.	0 18 0 19
Pilberts, lb.	0 18 0 20
Peanuts, lb.	0 17 0 19
Peanuts, lb.	0 12½ 0 15
Brazil nuts, lb.	0 15 0 15
<b>Shelled—</b>	
Almonds, lb.	0 42 0 48
Walnuts, lb.	0 50 0 55
Walnuts, California	0 26 0 33
Peanuts, lb.	0 14 0 14
Brazil nuts, lb.	0 70 0 75
Pecans, lb.	0 12 0 15

### Siam Rice And Tapioca Are Higher

**Toronto.**  
**RICE AND TAPIOCA.**—An advance of ½c per pound has been recorded in the price of fancy Siam rice, making the range of quotations from \$7 to \$7.50 per 100 pounds. This follows an advance recorded in the second grade Siam last week. Tapioca is in firmer market, with

an advance of ½c per pound recorded and eager inquiry for available supplies among wholesalers noted. It is reported an embargo has been placed on the shipment of Singapore tapioca. Stocks of cheaper tapioca, which have been available from the West Coast, are reported to be fairly well cleaned up.

Texas, fancy, per 100 lbs.	8 25	8 50
Siam, fancy, per 100 lbs.	7 00	7 50
Siam, second, per 100 lbs.	5 50	6 00
Japans, fancy, per 100 lbs.	6 50	7 00
Japans, second, per 100 lbs.	5 50	6 25
Chinese, per 100 lbs.	5 50	7 50
Tapioca, per lb.	0 12	0 12½

### Eager Inquiry For Beans Of All Kinds

**Toronto.**  
**BEANS.**—There was eager inquiry for beans of all kinds during the week, with very small supplies to satisfy the demand. There is prediction of much higher prices in beans. Ontario white beans are quoted as high as \$8.50 per bushel. Some Rangoon beans are reported to be on the way to this market. Lima beans are in very firm market, as they are quoted in California at 16c per pound. Locally, however, stocks that are still available are being quoted at 14c to 15c per pound.

Ontario, 1-lb. to 2-lb. pickers, bush.	8 00	8 50
Rangoon, per bushel	6 50	7 00
Black eyes, California, bushel	5 00	5 00
Yellow eyes, bushel	7 75	7 80
Limas, per pound	0 14	0 15

### Package Cereals Steady; Starches Move Up

**Toronto.**  
**PACKAGES.**—There was a quiet market in package cereals during the week so far as price changes go. Corn starches and starches were advanced ½c per pound. Demand for the latter commodities has not been heavy during the week. There is a good demand, however, for cereals of all kinds.

Cornflakes, per case	2 95	3 40
Rolled oats, round, family size, case	4 00	4 50
Rolled oats, round regular 2-lb. size, case	1 40	1 80
Rolled oats, square case	4 00	4 50
Shredded wheat, case	4 00	4 00
Cornstarch, No. 1, pound cartons	0 10½	0 10½
No. 2, pound cartons	0 09½	0 09½
Starch, 6-lb. packages, per lb.	0 09	0 12
In 1-lb. cartons	0 10½	0 10½

### Fancy Haddock And Steak Cod Decline

**Toronto.**  
**FISH.**—Two welcome price movements in food commodities during the week were those in a downward direction on fancy haddock and fancy steak cod, where the declines amounted to 1c to 2c per pound. Haddock is now quoted at 8c per pound, as compared with 9c to 10c per pound last week. Fancy steak cod is quoted at 10c per pound, as compared with 12c to 13c per pound last week. Whitefish has also declined 1c per pound, as larger quantities are now reaching the local distributors. Qualla salmon is off the market, as are also goldeves and yellow pickerel for the frozen commodity. Demand for fish has been moderate during the week.

<b>SMOKED FISH.</b>		
Ciscoes, per lb.	0 15	0 15
Haddies, per lb. new cured	0 12	0 12½
Haddies, fillets, per lb.	0 14	0 15
Kipper herring, per box	1 80	2 00
Digby herring, bundle of five boxes	1 10	1 25

Strip cod, 30-lb. boxes	4 50	4 50
<b>PICKLED AND DRIED FISH.</b>		
Acadia cod, 30 1-lb. blocks	2 80	2 80
Salt mackerel, kits	2 80	2 80
<b>FRESH SEA FISH.</b>		
Crabs, per dozen	1 00	1 00
Halibut, frozen	0 17	0 17
Chicken halibut, fresh, per lb.	0 15	0 15½
Halibut, medium, fresh, lb.	0 16½	0 16½
Coho salmon (red), frozen, lb.	0 13	0 14
Haddock, fancy, express, lb.	0 08	0 08
Steak, cod, fancy, express, lb.	0 10	0 10
Flounders, lb., frozen	0 06	0 06
Winkels, per bag	1 75	1 75
<b>FRESH LAKE FISH.</b>		
Pike, lb.	0 08	0 08½
Whitefish, lb., frozen	0 12½	0 13
Whitefish, lb., fresh	0 19	0 19
Trout, lb., fresh	0 20	0 20
Herrings, frozen	0 06	0 06
Tullibee, lb.	0 09	0 09½
Smelts, No. 1	0 12½	0 12½
<b>Shrimps—</b>		
Wine gallon cans	1 40	1 40
No. 2	2 70	2 70
No. 3	5 20	5 20

### New Potatoes From Southern States In

**Toronto.**  
**VEGETABLES.**—New potatoes from the Southern United States arrived in the market during the week, and are quoted at \$4 per hamper. New beets in hamper were also among the arrivals, being quoted at \$2.50 per hamper. There was a firmer tendency in hothouse cucumbers, being quoted up 25c. Florida celery was slightly easier in price, being quoted down 50c per case from the higher levels. Texas onions in boxes were also 25c down, quotations being made from \$4 to \$4.25. Radishes in bunches are 10c per dozen below last week at 40c. Florida tomatoes are arriving in larger quantities, and are now quoted considerably below prices of last week, the range being \$4.75 to \$5.50, as compared with the prices of \$6.50 to \$7 last week.

Asparagus, Cal., case	3 75	4 25
Beets, bag	1 75	2 25
Beets, new, hamper	2 50	2 50
Reens, green string, hamper	3 00	3 50
Brussel sprouts, imported, qt.	3 75	4 25
Cucumbers, Can., hothouse, 11-qt. basket	3 75	4 25
Cabbage, hampers	4 00	4 00
Cauliflower, Cal., 10 to 15 in box	3 75	3 75
Carrots, bag	1 75	2 00
Carrots, new, hamper	2 25	2 25

Celery, Florida, half case	2 75	3 50
Eggplant, each	0 25	0 30
Lettuce, per doz. bunches	0 25	0 50
Cal. head lettuce, hamper	3 00	3 00
Mushrooms, 4 lbs.	2 75	3 00
<b>Onions—</b>		
New Zealand, 90-lb. boxes	9 00	9 00
Texas, 50-lb. box	4 00	4 25
Green, per bunch	0 08	0 08
<b>Potatoes—</b>		
N. Brunswick Delawares, 90-lb. sacks	4 50	4 50
Sweet Jerseys, hamper	4 00	4 00
New, hamper	4 00	4 00
Parsnips, bag	2 50	2 75
Radishes, doz. bunches	0 40	0 40
Spinach, barrel	5 50	5 50
Green peppers, doz.	1 00	1 00
Tomatoes, Florida, -bkt. carriers	4 75	5 50
Parsley, doz.	0 75	0 75
Watercress, doz.	0 30	0 30
Turnips, bag	0 75	0 90
Turnips, new, hamper	1 75	1 75

### California Oranges Down 50c Per Case

**Toronto.**  
**FRUIT.**—Lower prices on California navel oranges prevailed during the week, being quoted 50c under those of last week, the range now being from \$2.50 to \$3 per case. About the only kind of apples in the market are a few American boxes, and these were quoted 25c higher for the lower-priced articles. Bananas were slightly easier, being quoted from \$2.25 to \$2.75 per bunch. Strawberries were in good demand, and prices were 1c to 2c higher than last week, quarts being quoted 29c to 30c. Pineapples are showing an easier tendency in the primary market, and are expected to be lower this month when the big producing season is on.

<b>Apples—</b>		
Boxes, American	2 75	3 00
Bananas, bunch	2 25	2 75
<b>Oranges—</b>		
Cal. Navels	2 50	3 00
Grapefruit, Florida, case	4 50	5 50
Grapefruit, Jamaica	4 50	5 50
Lemons, Cal., case	4 00	4 25
Messinas, case	3 50	3 75
Pineapples, Porto Rican	3 75	4 25
Cuban, case	3 50	3 75
Rhubarb, doz. bunches	1 00	1 20
Strawberries, pints	0 29	0 30
Strawberries, 1-qt.	0 29	0 30

## MANITOBA MARKETS

**WINNIPEG, May 2.**—Attention was drawn last week to the fact that Krinkle Corn Flakes were advancing, and that jobbers were warning their customers to buy. In the meantime the market advanced, and about the lowest price being quoted to-day is \$2.45. It is understood that the manufacturers withdrew their prices. Advances are announced on baking powders. Dr. Price's has also gone up this week. The latter advanced 20c. small and 30c. on 12-oz size, making an advance of about 10%. The reason attributed is the cost of tins, raw material and labor, etc. The market is very strong on soap, and brokers are talking of higher prices again. A local jobber asks its customers to keep an eye on macaroni, which they claim is liable to go up at any moment on account of the excessively high wheat market. This seems the natural thing to expect. The same thing might apply to candy and biscuits on account of the high sugar market, in fact advances have already gone into effect on

candies. As far as sugar is concerned, there is a feeling that the market is going to remain high until August. An examination of charts based on the price of sugar in former years, shows that the price usually rises about this time of year, remaining high for three months, falling after the preserving season is over. Brooms are scarce and hard to secure, owing to difficulty getting broom corn. Too much importance cannot be attached to the statement made this week by the manager of one of the largest milling companies in the West—that we are likely to see three-dollar wheat, which means that flour will cost the retailer \$15 per barrel. This does not seem unreasonable from the way flour has been going up during the past two or three weeks. At the time of writing it is still going up, and it is not surprising to be informed any day by the mills that the price of flour has jumped fifty or sixty cents a barrel. This will obvi-

ously mean that the dealer will be paying extraordinary prices for feeds, which are very scarce. Last week the price of bran jumped to \$36 per ton and on shorts to \$39.

Oats have been jumping as well as wheat, and rolled oats were offering at \$3.70 for 80's, this being an advance of 20c. inside of a week. Dealers can prepare themselves to pay \$4 for 80's before very long. Cornmeal is up too, 98's being quoted \$4.75. Oatmeal is bringing \$4.70.

Potatoes are on the decline, having dropped from \$2.25 to \$1.40 per bushel, and still declining. The reason given is the falling off in consumption across the line. People in Chicago are refusing to pay \$3 for potatoes, which is what they cost at the price farmers were getting for them.

### Some Sugar Refiners Withdraw From Market

**Winnipeg.**  
SUGAR. — The situation has been very peculiar for a week or more, in fact the situation is chaotic. One refiner is selling on a basis of \$9. Another one is quoting \$9.25, while still another one is out of the market altogether. The retailer continues to buy heavily.

### Further Advance On Corn Syrup Recorded

**Winnipeg.**  
SYRUP.—An advance of 1/2c per pound on corn syrup and 1/2c per pound on starches has been announced. It is explained that the high wheat market is affecting the price of corn, which in turn influences the price of corn syrup and corn starch. Ever since these advances started going into effect on corn syrup, the retail trade have been buying heavily on both corn and cane syrup. Manufacturers of the latter are behind in their orders.

### Offerings on Canned Fruits Being Withdrawn

**Winnipeg.**  
DRIED FRUITS. — On account of frost in California, packers have been instructing their local brokers to withdraw all offerings of canned fruits. This frost has affected especially apricots, peaches and prunes. It is said that 50% and perhaps 70% of the apricot crop was destroyed.

Dried Fruits—		
Apples, evap., 50-lb. boxes, lb.	0 12 1/2	0 13
Apples, 25-lb. boxes	0 13	0 13 1/2
Apples, 3-lb. cartons, each	0 42	0 44
Pears, choice, 25's	0 13 1/2	
Apricots—		
Choice, 25's	0 23	
Choice, 10's	0 24	
Peaches—		
Choice, 25-lb. boxes	0 12	
Choice, 10-lb. boxes	0 13	
Currants—		
Fresh cleaned, half cases, Australian, lb.	0 22	
Dates—		
Hallowees, 68-lb. boxes	0 12 1/2	
Fards, box, 12 lbs.	2 00	

Raisins, California—		
16 oz. fancy, seeded	0 11 1/2	
16 oz. choice, seeded	0 11	
12 oz. fancy, seeded	0 09 1/2	
12 oz. choice, seeded	0 08 1/2	
Raisins, Muscatels—		
3 crown, loose, 25's	0 09 1/2	
3 crown, loose, 50's	0 09	
Raisins, Cal. Valencias—		
3 crown, loose, 25-lb. boxes	0 10	
3 crown, loose, 10-lb. boxes	0 10 1/2	
Figs—		
California cooking, 25's	0 09	
Mediterranean, 33-lb. mats	0 08 1/2	
Prunes—		
90 to 100, 25s	0 09 1/2	0 09 1/2
40 to 50, 25s	0 12	0 12 1/2
Peels—		
Orange, lb., 7-lb. boxes	0 22 1/2	
Lemon, lb., 7-lb. boxes	0 21 1/2	
Citron, lb., 7-lb. boxes	0 25	

### Outlook For Big Crop of Brazil Nuts

**Winnipeg.**  
NUTS.—An American broker has advised his local representative to go slow on Brazil nuts, as he says the outlook is for the largest crop in many years, and his advice is for buyers to hold off for a time as he expects lower prices. He draws attention, however, to the difficulty of getting tonnage to bring the goods to market.

### New Quotations On White Beans Are High

**Winnipeg.**  
DRIED VEGETABLES.—It is pretty hard to get beans of any kind in Winnipeg, and where wholesalers are offering them, they are asking pretty high prices. One house is offering Ontario beans as follows: Hand picked, \$7.50, 3-lb. pickers, \$6.70.

Beans—		
Ontario hand-picked, bush	7 50	
Ontario, 3-lb. pickers, bush	6 70	
California Lima Beans—		
80-lb. sacks	0 15	
Barley—		
Pot, per sack, 98 lbs	4 75	
Pearl, per sack, 98 lbs	6 60	
Peas—		
Split peas, sack, 98 lbs	7 00	7 50
Whole peas, bushel	5 65	

### No Advance On Vinegar Is Expected

**Winnipeg.**  
VINEGAR.—All jobbers seem to have enough vinegar bought to ensure delivery at present prices for some time to come. There might be an advance of a cent or two in July or August, but the advance would not be more than two cents. One jobber stated that he has enough good vinegar to sell on that basis until May, 1918.

**Maple Prices Up 10 to 20 Per Cent.**  
MAPLE SYRUP AND MAPLE SUGAR. — By the time this goes to press, maple syrup should be arriving on the Western market. Brokers are able to state definitely now that the price of maple syrup and sugar will be ten per cent. over prices being quoted last Fall, and about 20% over prices this time last year.

### Rice To Cost More; Tapioca 9c; Sago 8c

**Winnipeg.**  
RICE.—It was stated last week that an advance of about 25% had been made

by milers on the Pacific coast. Local jobbers were asked when this advance was liable to go into effect to the retail trade, and the reply was that this advance was likely to take place at any time. It might be made in a week, and it might not take place for three to four months, depending on the demand and general conditions. One house is quoting as follows: Japans, extra fancy, 6c.; fancy, 5 1/2c., choice, 4 1/2c., Carolina, 10c., Siams, 4 1/2c.-4 3/4c. Carolina has been advancing considerably of late. In the case of choice Japans and Siams, these cannot be bought in the primary market to-day at these prices. Tapioca is selling here at 9c., and sago at 8c.

Rice—		
Japan, ex. fancy	0 06	
Japan, fancy	0 05 1/2	
Japan, choice	0 04 1/2	
Siam, 50-lb. sacks, lb.	0 04 1/2	0 04 1/2
Carolina, 100-lb. sacks	0 08 1/2	0 10
Ground rice, 10-lb. boxes, lb.	0 07 1/2	
Tapioca, lb.	0 09	
Sago, lb.	0 08	

### Package Tea Firm; Withdraws From West

**Winnipeg.**  
TEA.—Interest is centred around the temporary withdrawal of the Salada Tea Co. from this territory. This did not cause any great surprise as it is well understood that black tea is getting difficult to procure. If other packers raise their prices before very long the retail trade should not be surprised.

### New Canned Goods Offered in Winnipeg

**Winnipeg.**  
CANNED GOODS. — Representatives of two Eastern canneries were calling on the trade last week, sales being made at opening prices.

### Potatoes Decline; Consumption Too Small

**Winnipeg.**  
FRUITS AND VEGETABLES. — A big change has taken place in the potato situation which is rather startling. The trade have evidently come to the conclusion that there are more potatoes in Manitoba than they will know what to do with. The high price which the farmer was offered some weeks ago did the trick, for it brought potatoes on this market faster than the wholesalers knew what to do with them. Some of the wholesalers are getting very anxious, having far more potatoes than they will want until the new potatoes come on the market. The cause of the trouble is a falling off in demand from the U.S. It appears that the price of Canadian potatoes in Chicago, after paying the farmer here \$1.50 and \$1.75 per bushel, have been bringing around \$3, which was too high for the consumer. The result has been that people in U.S. have not been eating potatoes, and the demand has fallen off; thus the wholesalers here are loaded up. They are expecting the price this week to

(Continued on page 36)

# FLOUR AND CEREALS

## Flour Market Firm But More Steady

**Montreal.**  
**FLOUR AND FEEDS.**—Effect of the action of the Government and the Grain Exchange at Winnipeg in curtailing speculation in wheat futures has returned the rising market for flour. Already flour approaches the fifteen dollar figure per barrel which was hinted at in CANADIAN GROCER many months ago. But flour, in the opinion of some experts very intimate with market tendencies may see even higher prices yet, though perhaps not in the immediate future. There appears to be a lull at the time of writing in the upward movement of the market. More may even be a reaction from the exceptionally high figures now ruling. The more influence exerted by the Government, the more likelihood there will be of a reduction in flour market strength, but behind all external influences there remains the great matter of supply and demand. As regards feeds the market keeps immensely strong also, and though new grass will be available for the farmers before long in plentiful supply, the firmness in feeds is quite likely to continue. Winter wheat prices are again firmer and market strong.

	Car lots	Small lots
Manitoba Wheat Flour—		
First patents	13 90	14 10
Second patents	13 40	13 80
Strong bakers	13 20	13 40
Winter Wheat Flour—		
Fancy patents	13 00	13 25
95 per cent., in bags	12 40	12 80
Bran, per ton	43 00	45 00
Shorts	46 00	47 00
Special middlings	52 00	53 00
Feed flour	63 00	64 00
Feed oats, per bushel		0 89

## War Office Buys Rolled Oat Cargo

**Montreal.**  
**CEREALS.**—Strength is the characteristic of the whole cereal market in line of course with wheat and the wheat products in this line which have all advanced. Rolled oats are also particularly strong, and the War Office is a large buyer in this line for shipment in May and June. On April 30 Robin Hood Porridge Wheat was advanced \$1.00 per case making the regular size now \$6.00 for case of 36 packages, and the family sie \$5.80 for case of 20 packages. Similarly there was an advance in Robin Hood porridge oats due to the firmness of market for oats. The advance was ten cents per container making the container of 18 packages \$1.70, but the family size remains at \$4.50 per case.

Barley, pearl, 98 lbs.	6 25	6 50
Barley, pot, 98 lbs.	4 70	5 00
Buckwheat flour, 98 lbs.		5 00
Corn flour, 98 lbs.		5 25
Cornmeal, yellow, 98 lbs.	4 00	4 25
Graham flour, 98 lbs.		6 70

Hominy, granulated, 98 lbs.	6 15	6 20
Hominy, pearl, 98 lbs.		4 75
Oatmeal, standard, 98 lbs.		4 30
Oatmeal, granulated, 98 lbs.		4 30
Peas, Canadian, boiling, bush.		3 85
Split peas		7 50
Rolled oats, 90-lb. bags		3 75
Whole wheat flour, 98 lbs.		6 70
Rye flour, 98 lbs.		5 00
Wheatlets, 98 lbs.		6 95

## Manitoba Flour Is \$14.40 Barrel

**Ontario Flour Has Advanced \$1.70 Per Barrel During Week—Find Good Market in United States**

**Toronto.**  
**FLOUR.**—The past week has been one of a succession of changes upward in the

### FLOUR TAKES BIG JUMP

While CANADIAN GROCER is about to go on the press, word was received of an advance of \$1.20 per barrel in flour, which took effect on Wednesday of this week. This now makes the selling basis in Toronto \$14.40 for Manitoba first patents in car lots, and \$14.50 in Montreal. The Winnipeg market will show a corresponding increase. A decline of 60c was registered on Tuesday. May wheat opened in Winnipeg at \$2.54 Wednesday morning and went down to \$2.47, but at the close of the market had shot up to \$2.80½c, a gain during the day of 32½c. The condition in the wheat accounts for the rise in flour.

flour market. Starting at \$12.60 on Wednesday of last week, it followed the wheat market upward, until on Tuesday of the present week it was quoted at \$13.80 per barrel. Ontario winter wheat flour made even more sensational advances, a total of \$1.70 per barrel having been recorded in that class of flour, which now makes the basis of high patents \$12.90 per barrel. There is considerable quantities of Ontario flour now going into the United States, to Buffalo and other points in New York State. Considerable quantities of Ontario wheat have also been finding their way into the United States. On the announcement of reciprocity in wheat and flour, this was one of the results that was looked for, and developments have proved the conjecture to be a sound one. Cash wheat in Winnipeg reached new and unheard of levels, when on Monday of the present week it touched \$2.70½ per bushel, as compared with the previous Monday, when the price was \$2.39¼. There are those in touch with the situation who assert that present high prices of wheat are not justified, and that there is likely to be a slump. Locally the demand for flour has been somewhat stagnant, except in the city where people have been inclined to buy some to store away. On Tuesday

the cash wheat market dropped almost 15c per bushel to \$2.55¾ under the influence of peace rumors. What the market holds forth from day to day is a very uncertain quantity. With a decline like that of Tuesday flour is again in a weak position, but there is no telling what the next day's market will bring forth.

	Car lots	Small lots
Manitoba Wheat Flour—	per bbl.	per bbl.
First patents	14 40	14 60
Second patents	13 90	14 10
Strong bakers	13 70	13 90
Ontario Winter Wheat Flour—		
High patents	12 90	13 20
Second patents	12 40	12 70

## Demand For Cereals Lighter During Week

**Toronto**  
**CEREALS.**—The demand for cereals has been lighter during the week, and mill men attribute it to the fact that there is uncertainty in the grain market with a feeling that easier prices in the grains would not be at all unlikely. Yellow cornmeal was advanced in certain quarters during the week 40c per sack. Standard oatmeal was also quoted higher, the range being from \$4.60 to \$5.50 per sack. Rolled wheat in 100-lb. barrels was also in firmer market, with higher prices noted.

	Less than car lots	Car lots
Barley, pearl, 98 lbs.	6 75	8 00
Barley, pot, 98 lbs.	5 10	6 00
Buckwheat flour, 98 lbs.		5 25
Corn flour, 98 lbs.		4 75
Cornmeal, yellow, 98 lbs.	4 25	4 60
Graham flour, 98 lbs.	5 75	6 60
Hominy grits, 98 lbs.		4 75
Hominy, pearl, 98 lbs.		4 75
Oatmeal, 98 lbs.	4 60	5 50
Rolled oats, 90-lb. bags	4 20	4 45
Rolled wheat, 100-lb. bbls.	6 25	6 75
Whole wheat flour, 98 lbs.		6 60
Wheatlets, 98 lbs.	6 80	7 00
Peas, yellow, split, bush.	8 25	8 50

Above prices give the range of quotations to the retail trade.

## Millfeeds Are Up; U.S. Demand Good

**Toronto**  
**MILL FEEDS.**—Higher prices in mill feeds prevailed during the week owing to the situation in the grain market and the demand that is coming from the United States. Ontario buyers were inclined to shy off at the higher prices, but in the interim there has been a good demand from the United States, and millers have had no trouble in finding a market for these products. Bran advanced \$3 per ton; shorts were also up \$3; while special middlings advanced \$6 per ton and feed flour \$8 per ton. Transportation from the West has been bad; many of the mills were closed entirely last week owing to the inability to get shipments.

	Mixed cars	Small lots
Mill Feeds—	ton	ton
Bran	43 00	45 00
Shorts	46 00	48 00
Special middlings	52 00	54 00



Feed flour .....	63 00	65 00
Ontario oats, No. 2 (nominal) ..	0 74	0 76
Manitoba oats, No. 2 (nominal) ..	0 83	

**Talk \$3.00 Wheat;  
Means \$15.00 Flour**

Winnipeg.

**FLOUR AND CEREALS.**—First patents was quoted last week at \$13.30. There was a jump of 60c. per barrel on April 25 and one of 50c on April 27. On May 2, flour declined 50c per barrel; wheat also declined 14c. Grain men are talking about \$3 wheat, and they say that the sooner the trade gets used to three-dollar wheat talk, the better. If wheat goes up to \$3 this will mean at least \$15 for flour. It would also mean rapid advances in feed, which is very scarce. Rolled oats.—Last week rolled oats jumped to \$3.70 for 80's, this being an advance of 20c., and followed an advance in oats. It looks as though farmers are going to realize their hopes when they stated that oats would sell for 75c. per bushel. One mill is quoting \$3.80 for rolled oats, and it is very probable that the price will exceed \$4 before very long. Package oats are still quoted at \$4, and the demand is not heavy; the mills are devoting very little time to package oats, having booked heavily in bulk rolled oats for the Allied Governments. Bran and oats are now quoted at \$36 and \$39 respectively, there being now a three-dollar spread instead of two dollars. These prices are f.o.b. Winnipeg, with freight added to country points. This would make price in the country \$3 per ton over Winnipeg prices. Feed prices are still out of line with prices that can be realized for Eastern shipment. An advance of two or three dollars per ton would be necessary to bring them in line with price in Ontario and Quebec. Cornmeal is quoted \$4.75 for 98's, and oatmeal based on the oat market to-day would be \$4.70 for 98's.

<b>Flour—</b>	
Best patents .....	12 80
Bakers .....	12 30
City .....	11 90
XXXX .....	9 70
<b>Cereals—</b>	
Roll'd oats, 80's .....	3 75
Roll'd oats, pkgs., family size ..	4 10
Cornmeal, 98's .....	4 75
Oatmeal, 98's .....	4 70
<b>Feeds—</b>	
Bran, per ton .....	36 00
Shorts, ton .....	39 00
Middlings, ton .....	39 00
Mixed chop, ton .....	48 00

**WEEKLY MARKET REPORTS**  
(Continued from page 34)

be down to \$1.40 per bushel, and to drop even lower. They insist that the price has got to come down in order to get people to eat potatoes again, and thus relieve the market here of its large stocks. In the meantime potatoes continue to roll in from the country attracted by the high figure that was being paid for them. This is in striking contrast to what happened last week when the potato market reached \$2.25 per bushel. An important change this week is a drop of a cent per lb. in bananas, which are now selling at 5c. per lb. There is a scarcity of old carrots, which are bringing as high as \$3 per

bushel, although they can be bought at \$2. Old cabbage is very high, bringing as much as \$12 per cwt., although good cabbage can be had at \$10. California head lettuce is down to \$1.50 per dozen. Green peas have jumped to 20c. per lb. There are very few sweet potatoes selling. Pineapples are arriving on the market this week at \$5 per case.

Manitoba potatoes, bushel.....	1 40
Celery, Cal., case .....	8 50
Cucumbers, box .....	6 00
Carrots, old, bushel .....	2 00
Turnips, old, lb. ....	0 02
Cabbage, per cwt., old .....	8 00
Cabbage, Cal., lb. ....	0 12
Cauliflower, Cal., small crates.....	3 00
Head lettuce, Cal., doz. ....	1 50
Lettuce, leaf, doz. ....	0 60
Imported mushrooms .....	0 90
Sweet potatoes, hamper .....	5 00
Parsley, imported, doz. ....	0 75
Peas, green, lb. ....	0 20
Spinach, lb. ....	0 15
<b>Fruits—</b>	
Oranges, navel, case .....	4 00
Oranges, bitter, Palermos, case ..	4 25
200 .....	5 00
Lemons .....	5 50
Grape fruit .....	5 00
Malaga grapes, kegs .....	8 00
Wine saps, box .....	2 50
Rome Beauties, box .....	2 50
Cranberries, bbls. ....	11 00
Pears, Winter Nellis, box .....	4 50
Strawberries, Louisiana, case 24 ..	4 00
pints .....	0 05
Bananas, lb. ....	2 50
Rhubarb, Washington, box .....	5 00
Pineapples, case .....	5 00

**Fresh Salmon And Halibut  
Decline One Cent Per Lb.**

Winnipeg.

**FISH AND POULTRY.**—Fresh salmon coming into this market fairly plentifully has brought the price down to 24c. It is always high to begin with, but gradually works down to around 18c after about a month. Fresh halibut is coming in better, and quotations are down to 16c. per lb. There is very little doing in poultry, and this market is expected to be quiet until spring chickens start coming along.

Whitefish .....	0 12	0 13
Salmon, frozen .....	0 15	0 15
Salmon, fresh .....	0 22	0 22
Halibut, fresh .....	0 16	0 16
Cod, Ling .....	0 10	0 10
Cod, black .....	0 12 1/2	0 12 1/2
Kippers, boxes .....	2 00	2 00
Bloaters, boxes .....	1 75	1 75
Mackerel, 0-lb. kits .....	3 00	3 00
Finnan haddie, lb. ....	0 13 1/2	0 13 1/2
Salt herrings, bbl. ....	5 50	5 50
Salt herrings, 20-lb. pails .....	1 50	1 50
Smelts, extra .....	0 23	0 23
Brook trout .....	0 35	0 35
Smoked fillets .....	0 17	0 17
Sea herring .....	0 07 1/2	0 07 1/2

**NEW DIRECTORY ISSUED**

The 1917 edition of the Red Book, a directory of wholesale grocers, semi-jobbers and chain stores in the United States and Canada, is just off the press. In addition to the other information, the directory shows the population of states and towns, the rating and financial size of the firms listed and information as to branches of these different firms where such exist.

This directory which is a very serviceable volume for any one interested in the different branches of the grocery trade is published by The Orrin Thacker Directory, 33 West Gay Street, Columbus, O.

**SERVICE  
DEPARTMENT**

Mutual Purchasing Co., Winnipeg.—Would you kindly give us the names of Canadian manufacturers of paper balers?

Ans.—The Spielman Agency, Montreal, Que.; General Sales Co., Stair Building, Toronto, Ont.; Stephenson, Blake and Co., 60 Front Street West, Toronto, Ont.; Climax Baler Co., Hamilton, Ont.—Ed.

Wm. McLeod, Chapleau, Ont.—Would you kindly advise me where I can get butter crocks?

Ans.—The Belleville Pottery Co., Belleville, Ont.; Robertson's, Limited, Kingston, Ont.—Ed.

**"RAISE PRICES OR STOP BUSINESS," SAY LONDON BAKERS**

The bakers of London, Ontario, declare that they would be forced to go out of business if they continued to sell bread for 8c per loaf, and, owing to the recent increase in the price of flour, shortening, malt extract, and other ingredients, the advance in price to 9c per loaf is thought to be fully justified. A further advance to 10c per loaf is not thought improbable owing to reports of damage to this year's crop of wheat by the weather, and the short crop in 1916. One of the reasons for the high cost of bread is that the bakers have been unable to obtain a stock of any size and have been practically living from hand to mouth. The purchase of large supplies of wheat by Britain and the shortage of skilled labor are also factors figuring in the increased prices.

**POTATOES IN CAR LOTS WANTED**

The CANADIAN GROCER has had a number of requests for the names of Western dealers who have car lots of potatoes for sale. If any persons interested in this matter would communicate with this paper we would be glad to put them in touch with these parties.

**A HINT WORTH PONDERING**

Enclosed please find express order to take care of the issues up to June 30, 1918, for CANADIAN GROCER, which no man in the business, big or small, can afford to be without.

My impression of CANADIAN GROCER is that all retail merchants with a staff, say, 10 or more, would greatly benefit if one evening a week was devoted to the reading of the articles, the merchant calling for comments and suggestions; in that way the merchant would have "an up-to-the-minute staff." Merchants with staffs of less than 10 should have enough copies, so that each man could read same at every opportunity.

Yours truly,  
J. T. SMART,

# PRODUCE AND PROVISIONS

## Live Hogs Higher; Products Advance

Montreal.

PROVISIONS.—Live hogs advanced again in price early in the week, and the outlook is all for greater strength in the market for hogs and hog products generally. Shortage in supply of live hogs sent their price up to \$17.50 and \$17.65 per 100 pounds. Dressed hogs were fetching \$23.75 and \$24. Prices of all the provision products more or less are advanced this week, including lard and shortening. The tendencies are all towards greater firmness. There is no chance of lower prices for some time to come, and some wholesale firms look for considerably higher prices yet.

Hams—		
Medium, per lb. ....	0 30	0 31
Large, per lb. ....	0 28	0 28½
Bacon—		
Plain .....	0 31	0 33
Boneless, per lb. ....	0 33	0 34
Bacon—		
Breakfast, per lb. ....	0 31	0 32
Roll, per lb. ....	0 25	0 26
Dry Salt Meats—		
Long clear bacon, ton lots...	0 22	0 23
Long clear bacon, small lots...	0 22½	0 23½
Fat backs, lb. ....	0 21	0 22
Cooked Meats—		
Hams, boiled, per lb. ....	0 41	0 41
Hams, roast, per lb. ....	0 45	0 45
Shoulders, boiled, per lb. ....	0 35½	0 36½
Shoulders, roast, per lb. ....	0 36	0 36½
Lard, Pure—		
Tierces, 400 lbs., per lb. ....	0 27	0 27
Tubs, 60 lbs. ....	0 27	0 27
Pails .....	0 27½	0 27½
Bricks, 1 lb., per lb. ....	0 28½	0 28½
Shortening—		
Tierces, 400 lbs., per lb. ....	0 20¼	0 20½
Tubs, 50 lbs. ....	0 20¾	0 21
Pails, 20 lbs., per lb. ....	0 21½	0 21¾
Bricks, 1 lb., per lb. ....	0 21¾	0 22

## Poultry Market Has Note Of Firmness

Montreal.

POULTRY.—Owing to the high prices of pork and beef products, dealers are confident that there will be a better market for storage poultry very shortly, and that present prices will be well maintained. Advices to hand from Chicago state that some lines of poultry are practically sold out, and there is a general advance over there of from one to two cents a pound on poultry. Very little live poultry is arriving in Montreal markets as yet. Hens are the principal line offered, and for heavy fat hens the market during the past week has been from 25c to 28c per pound.

Poultry (dressed)—		
Chickens, milk-fed, crate, fattened, lb. ....	0 30	0 30
Old roosters .....	0 20	0 20
Roasting chickens .....	0 25	0 27
Young ducks .....	0 25	0 25
Turkeys (old toms, dressed, lb.) .....	0 32	0 32
Turkeys (young) .....	0 33	0 33

## Quite A Firmness Develops In Eggs

Montreal.

EGGS.—During the past week the market for eggs has shown some advances in price in the country, and the note of greater firmness is found in the market of interest to the retailer also, prices having gone up since last week by a cent a dozen. The country market runs from 32c to 33c a dozen, and said to be higher in some quarters. These prices look rather foolish in the opinion of experienced merchants in view of the lower prices prevailing in Chicago, where a decline of from 3c to 4c took place last week. But buyers from the American side were reported to be operating in Winnipeg and in Windsor recently. Winnipeg also shipped eggs to Vancouver, the price of these at Winnipeg being reported as 37c a dozen. Some dealers in Montreal are looking for a firmness in eggs right through the summer, and eggs at 50c a dozen to the retailer in October and November. Receipts of eggs in Montreal for the week ending April 28 were 12,930 cases, as compared with 9,617 cases for the previous week, and 19,326 cases for the corresponding period last year. The production of eggs, according to Montreal receipts for the year, May 1, 1916, to April 28, 1917, was 726,933 cases, as compared with 642,531 cases for the year previous.

Eggs—		
New laid .....	0 36	0 37

## Butter Prices Are Easier In Country

Montreal.

BUTTER.—The market tone for butter is easier in general, and production is progressing steadily in the country, with quite a favorable outlook in the view of experts in close touch with the dairying industry. There arrived in Montreal last week (ending April 28) 5,004 packages of butter, as compared with 4,385 for the previous week, and 5,689 packages for the corresponding week of 1916. The production of butter, as shown by Montreal receipts covering the year, May 1, 1916, to April 28, 1917, was 531,244 pkgs., as compared with 419,218 pkgs. for the previous twelve months. This shows an increased production, and there are hopes that the present summer will carry on the tendency. Prices in the country are around 40c for fresh creamery. Western dairy butter has been about 2c to 3c lower than this.

Butter—		
Creamery, prints (storage)....	0 40	0 43
Creamery prints (fresh made)....	0 43	0 44½

Creamery solids (fresh made)....	0 42	0 44
Dairy prints, choice, lb. ....	0 37	0 38
Dairy, in tubs .....	0 33	0 34
Bakers .....	0 30	0 31

## Cheese Market Is Firm In Country

Montreal.

CHEESE.—There is a firm tone to the cheese market in spite of the doubts in exporters' minds regarding cargo space. Prices in the country have been around 25½c to 26c for April cheese. Fodder cheese has been bringing from 24½c to 25c freight from the country points additional. Cheese markets are opening from 6c to 7c ahead of last year's opening prices. Outlook is to firmness, with hopes of greater production than ever. Receipts of cheese in Montreal for the week ending April 28 were 10,181 boxes, as compared with 5,601 boxes for the previous week, and 11,202 boxes for the corresponding period last year. Up to April 28, from May 1, 1916, there had been received in Montreal 2,282,235 boxes of cheese, as compared with 2,022,028 boxes for the previous year.

Cheese—		
Large (new), per lb. ....	0 27	0 27½
New twins, per lb. ....	0 27	0 27½
Triplets, per lb. ....	0 27	0 27½
Stilton, per lb. ....	0 29	0 29
Fancy, old cheese, per lb. ....	0 32	0 32

## Honey And Maple Products Firm

Montreal.

HONEY AND MAPLE.—There is no new feature of the market for honey, and prices as previously quoted are maintaining firm, while stocks run steadily lower towards the summer. Consumption of honey in the warmer weather falls off a little, and the coming of the maple products has also reduced demand for honey. The market for maple products is firm, and, while supplies have been plentifully available during the height of the producing season, it is unlikely that there will be any great surplus of either the sugar or the syrup. The quality is said to be better than usual this year, a tribute to the efforts of the Government and leading men interested in the maple industry to instruct the farmers in the arts of production.

Honey—		
Buckwheat, 5-10 lb. tins, lb. ....	0 13	0 13½
Buckwheat, 60-lb. tins, lb. ....	0 13	0 13
Clover, 5-10 lb. tins, per lb. ....	0 15½	0 15½
Clover, 60-lb. tins .....	0 14½	0 14½
Comb, per section .....	0 18	0 19
Maple Product—		
Syrup, 131 lbs. Imp. meas., per gal. ....	1 45	1 50
11-lb. tins .....	1 20	1 25
Sugar in blocks, per lb. ....	0 14	0 15

## Tendency Toward Higher Provisions

**Toronto**

**PROVISIONS.**—There was a decided upward tendency in live hogs during the week, an advance of 75c. having been recorded over a week ago. This now makes the price for fed and watered hogs at \$17.25 per hundred pounds. Most of the hogs reaching the market were sold on the fed and watered basis. There was a generally higher tendency in bacon and dry salt meats. Cooked meats were quoted ½c. to 1c. higher and barrel pork was advanced \$2 to \$3.50 per barrel. Pure lard in tierces made a gain of 1c. per pound and compound lard also advanced in like amount. There has been a fair to brisk demand for meats of all kinds.

<b>Hams—</b>		
Medium, per lb. ....	0 30½	0 32
Large, per lb. ....	0 25	0 28
<b>Bacon—</b>		
Plain .....	0 34	0 36
Boneless, per lb. ....	0 35	0 38
<b>Bacon—</b>		
Breakfast, per lb. ....	0 32	0 39
Roll, per lb. ....	0 27	0 28
Wiltshire bacon, per lb. ....	0 30	0 34
<b>Dry Salt Meats—</b>		
Long clear bacon .....	0 24½	0 25
Fat backs, lb. ....	0 24½	0 25
<b>Cooked Meats—</b>		
Hams, boiled, per lb. ....	0 41	0 42
Hams, roast, per lb. ....	0 41	0 44
Shoulders, boiled, per lb. ....	0 35	0 39
Shoulders, roast, per lb. ....	0 36½	0 40
<b>Barrel Pork—</b>		
Mess pork, bbl., 200 lbs. ....	46 00	47 50
Short cut backs, bbl., 200 lbs. ....	48 00	50 00
Pickled rolls, bbl., 200 lbs. ....	47 00	49 00
<b>Lard—</b>		
Pure tierces, 400 lbs., per lb. ....	0 26½	0 27
Compound tierces, 400 lbs., lb. ....	0 20¾	0 21½
In 60-lb. tubs, ¼c higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1¼c higher than tierces.		
<b>Hogs—</b>		
Dressed, abattoir killed .....	24 00	24 50
Live, off cars .....	17 25	17 50
Live, fed and watered .....	17 00	17 25
Live, f.o.b. ....	16 65	16 90

## Storage Butter Is About Cleaned Out

**Toronto**

**BUTTER.**—Storage butter of creamery variety is about all cleaned out and commission men are largely depending on the arrival of fresh butter. Up to the present the production of fresh butter has not been heavy. Surplus butter from last season's make is accordingly not in very large compass at present. It is anticipated by commission men that the make will increase in the near future when the cattle get to pasture. It is expected the new grass butter will be in the market within the next two or three weeks. Prices have remained unchanged during the week.

Creamery prints, fresh made ..	0 44	0 45
Creamery solids .....	0 39	0 40
Dairy prints, choice, lb .....	0 41	0 42
Dairy prints, lb. ....	0 36	0 37½
Bakers .....	0 28	0 35

## Eggs Were Again Firmer During Week

**Toronto**

**EGGS.**—There was an increase in the price of eggs to the extent of 2c. per

dozen during the week which now makes the selling price 37c. ex-cartons and 40c. in cartons. There has been a certain amount of eagerness on the part of commission men to store eggs and this has had a tendency to make higher prices. It is pointed out by some commission men that the season has been somewhat backward in production so far and the eagerness to store eggs has perhaps been premature. In the Chicago district receipts of eggs have been heavy and prices there accordingly dropped 5c. dozen during the week. Some eggs for this market were even shipped into the Chicago district, but with the recent drop in that market Canadian eggs are now on a higher basis than in that district. It is expected that production will be heavier during the present week. There has been a disposition among some wholesalers to hold off on storing.

<b>Eggs—</b>		
New laid, cartons .....		0 40
New laid, ex-cartons .....	0 37	0 38

## Appointment of Cheese Buyers Sent Price Up

**Toronto**

**CHEESE.**—The appointment of a buying agent to purchase Canadian cheese on behalf of the British Government, announcement of which was made during the latter part of last week, had the effect of sending prices of cheese higher by 2c. per pound at the cheese boards. What the reason for this advance should be could not be quite understood by some commission men. There was a firmness in the market for new cheese and prices were advanced 1c. per pound. The volume of new cheese is increasing daily, as factories get into their full stride. Old Stilton cheese is about all cleaned out, only the new of this variety being obtainable in any quantities.

<b>Cheese—</b>		
New, large .....	0 27½	0 28½
Old, large .....	0 28½	0 29
Stilton .....	0 28½	0 30

## Eggs Hold Up Well And Poultry Scarce

**Toronto**

**POULTRY.**—With the maintaining of a good price for eggs during the spring there has not been much disposition for poultry raisers to part with the egg-producers. In consequence very little poultry has been reaching the market. There has been a better movement of frozen poultry during the week and the opinion is expressed among the trade that this commodity is due for higher prices when its comparative cheapness as a meat product becomes known. Spring chickens are not reaching the market since the first shipment a couple of weeks ago. Prices of poultry remain unchanged.

Roosters, live, per lb. ....	0 18	0 20
Hens, live, per lb. ....	0 20	0 22
Hens, fresh, dressed, per lb. ....	0 20	0 24
Turkey gobblers, dressed, fresh ..		0 24
Spring chickens, lb. ....		0 45
Prices are those paid at Toronto by commission men.		

## Supply of Maple Syrup Not Yet Heavy

**Toronto**

**HONEY, MAPLE SYRUP.**—The supply of maple syrup is not heavy as yet, although several cars have been received in the city. The local market is depending almost entirely on the Quebec source of supply this year as the production in Ontario is a negligible country, being nearly all consumed in the small centres. There has been a good demand for syrup and prices have held steady during the week. Honey is in very quiet market, the bulk of supplies having been used up, with interest waning on the appearance of maple syrup.

<b>Honey—</b>		
Clover, 5 and 10-lb. tins .....	0 13½	0 15
60-lb. tins .....	0 12½	0 13
Comb. No. 1, doz. ....	2 40	2 75
<b>Maple Syrup—</b>		
8-lb. tins .....		1 25
Gallons, Imperial .....		1 75

## Hogs Slightly Lower; Cheaper Butter Coming

**Winnipeg.**

**PRODUCE AND PROVISIONS.**—Live hogs declined slightly last week, although the decline was very small. Some hogs sold as low as \$15.50, but the majority sold \$15.60 to \$15.75. The decline can be attributed to packers endeavoring to bring the price of hogs down. No change took place in the price of pure lard or shortening, but all prices are firm at the high level. Eggs.—Receipts were not as heavy last week on account of the poor condition of country roads. The demand in Winnipeg was very keen for eggs, and merchants were paying 32-35c. Although the storage companies are endeavoring to get down to a basis for storage, there is hardly likely to be any marked decline, especially while early eggs are coming on the market. Butter.—There is very little new as regards creamery butter. Production is looking after the demand now. There may be a decline of one or two cents this week, and from now on dealers can hope to see lower levels on creamery butter. There is very little dairy coming in yet. Cheese is firm at 29-30c.

<b>Hams—</b>		
Medium, per lb. ....	0 27	0 28
Heavy, per lb. ....	0 25	0 26
Light, lb. ....	0 29	0 29½
<b>Bacon—</b>		
Breakfast, per lb. ....	0 30	0 31
Breakfast, select, lb. ....	0 35	0 36
Backs, regular .....		0 30
Backs, select, per lb. ....	0 31	0 32
<b>Dry Salt Meats—</b>		
Long clear bacon, light ....	0 23½	0 24
Backs .....	0 24	0 24½
<b>Barrelled Pork—</b>		
Mess pork, bbl. ....		45 00
<b>Lard, Pure—</b>		
Tierces .....		0 25½
20s .....		5 15
Cases, 5s .....		15 15
Cases, 3s .....		15 30
<b>Lard, Compound—</b>		
Tierces .....		0 18½
Tubs, 50s, net .....		4 00
Pails, 20s, net .....		3 90
<b>Butter—</b>		
Fresh made creamery, No. 1 cartons .....		0 42
No. 1 storage .....		0 41
<b>Fresh Eggs—</b>		
New laid .....	0 34	0 34
<b>Cheese—</b>		
Ontario, large .....	29 00	30 00

# WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

## British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., May 1.—Wholesale business for past week has been exceedingly brisk in grocery and fruit line, despite high prices. Sugar refinery employees' strike has not yet had effect on quotations. Flour maintains last week's high level, but reports that speculation at Winnipeg is likely to be curbed has had a bearish effect. It looks as if the bulls under the potato market were due for a bump, but prices are not cracked yet. Butter is easing up owing to importations from California. The California full grass butter, however, does not appeal to British Columbia palates. Strawberries are coming in slowly, but market absorbing all that are offered. Spices stocks are still low, but prices are unchanged.

VANCOUVER, B.C.—

Sugar, pure cane, granulated, 100 lbs.	8 95
Flour, first patents, Manitoba, per bbl., in car lots	12 90
Salmon, Sockeye, 1-lb. talls, per case 4 doz.	110 00
Rice, Siam, per ton	65 00
Beans, Japanese, per pound	0 28 1/2
Potatoes, per ton	0 49
Lard, pure, in 400-lb. tierces, per lb.	0 36
Butter, fresh made creamery, lb.	0 28 1/2
Eggs, new laid, in cartons, per dozen	0 40
Cheese, new, large, per pound	0 28 1/2

## Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., May 1.—Flour still keeps climbing, advances this week show a total of \$1.10 per barrel, which now makes the basis \$13.60 per barrel for first patents. Prunes in all sizes are up 1c per pound with further advances likely. Quotations on rice have been withdrawn by Coast mills. Local wholesalers have advanced Chinese rice \$20 to \$30 per ton. Evaporated peaches are quoted about 1c higher than last week. Package cereals show advances to-day. Starches again advanced 1/2c per pound. Candles are up 2c, while peanut butter, Western pack, is 5c per pound dearer to-day. Australian currants are being offered at 19c to 20c per pound in bulk. Smoked meats are up 1/2c. Pure and compound lard has been advanced 1/2c per pound.

CALGARY:

Beans, small white, Japan, lb.	0 10 1/2	0 12 1/2
Flour, No. 1 patents, 98s, per bbl.	13 50	
Molasses, extra fancy, gal.	0 77	
Rolled oats, 80s	3 50	
Rice, Siam, cwt.	5 20	5 30
Sago and Tapioca, lb.	0 00	
Sugar, pure cane, granulated, cwt.	9 45	
Cheese, No. 1 Ontario, large	0 27	0 30
Butter, creamery, lb.	0 45	
Lard, pure, 3s, per case	15 10	
Eggs, new-laid, case	10 00	
Tomatoes, 2 1/2s, standard case	4 90	4 90

Corn, 3s, standard case	3 60	4 00
Peas, 2s, standard case	2 95	
Apples, gala, Ontario, case	2 50	
Strawberries, 2s, Ontario, case	5 25	
Raspberries, 2s, Ontario, case	5 50	
Peaches, 2s, Ontario, case	4 25	
Salmon, finest sockeye, tall, case	12 25	
Salmon, pink, tall, case	6 00	5 50

## Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., May 1.—The upward trend of prices on all kinds of food-stuffs continues without any apparent sign of abating. Flour, which during the past few weeks has led the procession, maintains its position in the lead by advancing within the past week upwards of one dollar per barrel. A week ago Tuesday flour was quoted at \$12.60 per barrel while to-day the quotation at Regina is \$13.70, an increase of \$1.10 within the week. Sugar and lard, which have been advancing steadily during the winter and spring, have remained firm during the week. Cornmeal also shows no change but rolled oats have gone higher, 80's being quoted at \$3.70 per case. Owing to the heavy demand for all kinds of tinware, great quantities of which are used in shipping canned goods to armies of Europe, a sharp advance has occurred this week amounting to fully 25 per cent. This increase affects all classes of tinware, including coffee tins, oil cans, etc. Wholesalers report a further advance in some lines of soap, castile, having jumped about 50c per case. Soap has been on the upward trend all winter owing to the increase in the prices of materials which go into the manufacture of this article. First one class of soap such as toilet has advanced to be closely followed by higher-priced laundry and other classes of soaps. White beans have reached a record price and are quoted wholesale at \$7.50 per bushel, an advance of 50c within a week. Lima beans are up 2c. Even rice, which is regarded as one of the cheaper staple foods, has taken a jump of 50c per hundred pounds, Siam rice being quoted wholesale from \$4.35 to \$6. Barley is higher, 49's being quoted at \$4.49. Peanuts have taken a sharp advance of 1c per pound. The syrup market is strong and an advance is expected. Starch is up 1/2c per pound.

REGINA—

Beans, small white Japan, bush	7 50
Flour, No. 1 patents, 98s, per lb.	13 70
Molasses, extra fancy, gal.	0 71
Rolled oats, bails	3 70
Rice, Siam, cwt.	4 35
Sago and tapioca, lb.	0 00 1/2
Bacon, smoked backs, lb.	0 30 1/2
Bacon, smoked sides, lb.	0 30
Sugar, pure cane, granulated, cwt.	9 15
Cheese, No. 1 Ontario, large	0 30
Butter, creamery, lb.	0 40
Lard, pure, 3s, per case	15 10
Bacon, smoked sides, lb.	0 30
Bacon, smoked backs, lb.	0 25
Eggs, new-laid	0 32
Tomatoes, 3s, standard case	0 30

Corn, 2s, standard, case	3 75
Peas, 2s, standard, case	2 95
Apples, gala, Ontario	2 25
Strawberries, 2s, Ontario, case	5 15
Raspberries, 2s, Ontario, case	5 40
Peaches, 2s, Ontario, case	3 75
Salmon, finest sockeye, tall, case	12 25
Salmon, pink, tall, case	6 85
Pork, American clear, per bbl.	40 75
Bacon, breakfast	0 27
Bacon, roll	0 23

## New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., May 1.—Flour shows a total advance of \$1.20 during the week, now making Manitoba first patents \$14.80 and Ontario \$14.05 per barrel, but wheat situation to-day indicates decline. Rolled oats higher at \$9.50 per barrel. Beans show heavy advance; white are \$9.25 to \$9.30 per bushel and yellow-eyed \$9 to \$9.10. Rice is also higher at \$5.75 to \$6 per 100 lbs. Eggs are firm at 35c to 38c per dozen. Butter slightly advanced at 40c to 43c per lb. Pure lard 28 1/2c; compound, 21c to 21 1/2c per lb. Cream of tartar, 48c to 51c per lb. California fruit lower; lemons are from \$4 to \$4.50 per case; oranges from \$3.50 to \$4 per case. Potatoes have advanced to \$6.75 per barrel; bagged onions are off the market; Bermudas, 50-lb. crates are now offering at \$5. Barreled apples are also off the market, none being offered.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls, Manitoba	14 80
Ontario	14 05
Cornmeal, gran., bbls.	9 25
Cornmeal, ordinary, bags	3 15
Molasses, extra fancy, gal.	0 61
Rolled oats, bbl.	9 50
Beans, white, bush.	9 25
Beans, yellow-eyed	9 00
Rice, Siam, cwt.	5 75
Sago and Tapioca, lb.	0 13 1/2
Sugar—	
Bright yellow	8 55
No. 1 yellow	8 35
Paris lumps	10 00
Cheese, N.B., twins	0 27 1/2
Eggs, new-laid	0 35
Roll bacon	0 28
Breakfast bacon	0 28
Butter, dairy, per lb.	0 42
Lard, pure, lb.	0 28 1/2
Lard, compound	0 21
American clear pork	51 00
Beef, corned, lb.	3 00
Tomatoes, 2s, standard case	4 70
Corn, 2s, standard case	3 50
Peas, 2s, standard case	2 80
Apples, gala, N.B., doz.	3 15
Strawberries, 2s, Ontario, case	5 00
Raspberries, 2s, Ontario, case	5 40
Peaches, 2s, Ontario, case	4 00
Salmon, red spring, talls, case	10 00
Salmon, pink, talls, case	6 25
Salmon, Cohoes, case	9 00
Salmon, Chums	5 00
Sardines, domestic, case	4 75
Cream tartar	0 45
Currants, lb.	0 20
Raisins, choice, lb.	0 12
Raisins, fancy, lb.	0 12 1/2
Raisins, seedless, lb.	0 15
Prunes, 30-100, lb.	0 12
Candied peel, citron	0 30
Candied peel, orange and lemon	0 25
Evaporated apples, lb.	0 12
Evaporated apricots, lb.	0 21
Pork and beans, case	4 50
Fresh Fruits and Vegetables—	
Apples, Oregon, box	3 50
Lemons, Messina, box	4 00
Lemons, Cal., box	4 00
Oranges, Cal., box	3 50
Grapes, Malaga, keg	5 00
Grapefruit, per case	5 50
Potatoes, bbl.	6 75
Onions, Bermudas, 50-lb. crate	5 00

# PAINTS at \$2.60 per Gallon

An Unusual Opportunity for General Merchants

SO that every General Dealer may know what big profits there are in selling *MOORE'S PAINTS* we are making this special offer of an assorted trial shipment at \$2.60 per gallon.

THE demand for Moore's is worth catering to in every community. And every drop of it is sold on the "money-back" guarantee of satisfaction.

*Customer-satisfaction and good profits are certain. Write for that trial order now.*

*May 15th latest date on which we can accept orders at above price.*

**Benjamin Moore and Co., Ltd., West Toronto**



## Malcolm's have an established selling reputation

Their quality, convenience and all-round goodness have made Malcolm Milk Products favorites in their respective fields.

Every Malcolm line is entirely Canadian-made—the only such in the whole Dominion. Support home industry and satisfy your customers by selling Malcolm's. Every sale gives good profit.

**The Malcolm Condensing Co.**

St. George Limited Ontario

*The Only Canadian Milk Company*

## Keep Up The Connection

you have made by past efforts in advertising. New friends are alright, but it is a fallacy for one thing, and bad business for another, to create a demand for goods or service and then lose the fruits of your work by default. Letting your old friends know that you want their business is also the surest way to gain new ones.

Advertising in **CANADIAN GROCER** is the medium.

Rate Cards and full particulars on request.

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

Made  
in  
Canada

All the  
rich  
flavor



of the  
Concord  
Grape



## Steady Summer Repeats

are an absolute certainty when E.D.S. GRAPE JUICE is in front.

The Natural Concord Flavor of this delicious beverage has won favor everywhere. The demand is growing.

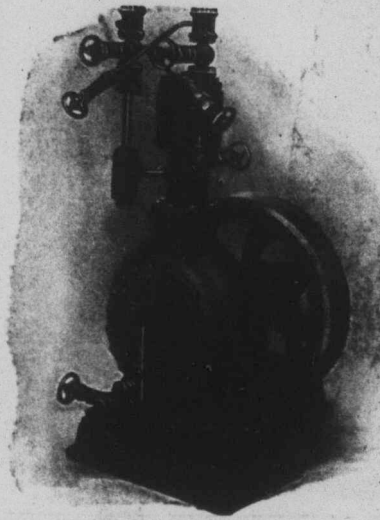
Plan now to meet it and profit thereby. Place your orders early and let your customers know you handle E.D.S. Grape Juice.

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

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

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

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



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

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

Write to us for Bulletin No. 103A.

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

# Bacon

“Star” Brand English Breakfast Bacon as sent out by us is the result of over sixty years of experience in the Curing of Good Bacon. It has no superior for delicious quality. Just try it yourself and you will be able to tell your customers so.

Made under Government Inspection.

Let us have your inquiries and your orders.

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

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

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

### BAKING POWDER.

#### WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
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 65 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 75 lbs.	9 50

#### DOMINION CANNERS, LTD. JAMS.

“Aylmer” Pure Jams and Jellies Guaranteed Fresh Fruit and Pure Sugar Only.

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

#### DOMINION CANNERS, LTD. CATSUPS—In Glass Bottles.

	Per doz.
¼ Pts. Delhi Epicure	\$1 75
¼ Pts., Red Seal, screw tops	1 35
Pts., Delhi Epicure	2 40
Pts., Red Seal	1 85
Qts., Delhi Epicure	2 60
Qts., Red Seal	2 40
Qts., Lynn Valley	2 40

#### THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP  
Manufactured from pure cane sugar.

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

BAKED BEANS WITH PORK.  
Brands—Canada First, Simcoe, Quaker.

	Per doz.
Individual Baked Beans, Plain 80c, or with Sauce,	
4 doz. to case	0 90

1's Baked Beans, Plain, 4 doz. to case	0 95
1's Baked Beans, Tomato Sauce, 4 doz. to case	1 15
1's Baked Beans, Chili Sauce, 4 doz. to case	1 15
2's Baked Beans, Plain, 2 doz. to case	1 60
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 85
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	1 85
Family, Plain, \$1.85 doz.; Family, Tomato Sauce, \$2.45 doz.; Family, Chili Sauce, \$2.45 doz.; 3's, Plain, Tall, \$2.40 doz.; 3's, Tomato Sauce, \$3 doz.; 3's, Chili Sauce, \$3 doz. The above 2 doz. to case, 10's, ¼ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), \$9 doz.	

#### “AYLMER” PURE ORANGE MARMALADE

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

### BLUE

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

### CEREALS

#### WHITE SWAN Per case

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

#### COCOA AND CHOCOLATE THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	\$4 50
Perfection, ¼-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble, bulk, No. 1, lb.	0 23
Soluble, bulk, No. 2, lb.	0 21
London Pearl, per lb.	0 25
(Unsweetened Chocolate)	
Supreme chocolate, ¼s, 12-lb. boxes, per lb.	0 36
Perfection chocolate, 30c size, 2 doz. in box, doz.	1 80

"It's all Right"



By far the largest sale in Canada

# The Popular Brand

Retailers should bear in mind that the free Premiums on purchases of Comfort Soap increase their profit by at least 36c. per case.

*Write for Quotations and Premium List.*

**Pugsley, Dingman & Co., Limited**

**TORONTO**



**We keep Canada clean**

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





## The kind that pleases the discriminating

If you wish to build up the Fish Department in your business, beware of handling goods of doubtful quality.

Stock only the kind whose wholesome, appetizing qualities will appeal to the tastes of the discriminating.

Brunswick Brand signifies wholesome quality sea foods at a moderate price.

Replenish that depleted stock with Brunswick Brand—the kind that gives satisfaction.

### Our Chief Sellers:

- 1/4 Oil Sardines
- 1/4 Mustard Sardines
- Finnan Haddies (Oval and Round Tins)
- Kipperd Herring
- Herring in Tomato Sauce
- Clams

**Connors Bros., Limited**  
Black's Harbor, N.B.

Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz. .... 0 90	Jersey Brand, Family, each 48 cans ..... 5 00		
Sweet Chocolate— Per lb.	Peerless Brand, Family, each 48 cans ..... 5 00		
Queen's Dessert, 10c cakes, 2 doz. in box, per box.... 1 80	St. Charles Brand, small, each 48 cans ..... 2 40		
Vanilla, 1/4-lb., 6 and 12-lb. boxes ..... 0 37	Jersey Brand, small, each 48 cans ..... 2 40		
Diamond, 8's, 6 and 12-lb. boxes ..... 0 30	Peerless Brand, small, each 48 cans ..... 2 40		
Diamond, 6's and 7's, 6 and 12-lb. boxes ..... 0 28	<b>CONDENSED COFFEE</b>		
Diamond, 1/4's, 6 and 12-lb. boxes ..... 0 28	Reindeer Brand, "Large," each 48 cans ..... 5 50		
Iceings for Cake—	Reindeer Brand, "Small," each 48 cans ..... 5 50		
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in 1/2-lb. packages, 2 and 4 doz. in box, per doz. .... 1 25	Regal Brand, each 24 cans.. 5 20		
Chocolate Confections. Per doz.	Cocoa, Reindeer Brand, each 24 cans ..... 5 50		
Maple buds, 5-lb. boxes ... 0 39	<b>COFFEE.</b>		
Milk medallions, 5-lb. boxes 0 39	<b>WHITE SWAN SPICES AND CEREALS, LTD.</b>		
Chocolate wafers, No. 1, 5-lb. boxes ... 0 35	<b>WHITE SWAN</b>		
Chocolate wafers, No. 2, 5-lb. boxes ..... 0 28	1 lb. square tins, 4 doz. to case, weight 70 lbs. .... 0 37		
Nonparell wafers, No. 1, 5-lb. boxes ... 0 33	1 lb. round tins, 4 doz. to case, weight 70 lbs. .... 0 38		
Nonparell wafers, No. 2, 5-lb. boxes ..... 0 28	<b>ENGLISH BREAKFAST COFFEE.</b>		
Chocolate ginger, 5-lb. bxs.,	1/2 lb. tins, 2 doz. to case, weight 22 lbs. .... 0 23		
Chocolate ginger, 5-lb. bxs., 0 40	1 lb. tins, 2 doz. to case, weight 35 lbs. .... 0 21		
Milk chocolate wafers, 5-lb. boxes ..... 0 39	<b>MOJA</b>		
Coffee drops, 5-lb. boxes.... 0 39	1/2 lb. tins, 2 doz. to case, weight 22 lbs. .... 0 32		
Lunch bars, 5-lb. boxes.... 0 30	1 lb. tins, 2 doz. to case, weight 35 lbs. .... 0 31		
Royal Milk Chocolate, 5c cakes, 2doz. in box, per box ..... 0 95	2 lb. tins, 1 doz. to case, weight 40 lbs. .... 0 31		
Nut milk chocolate, 1/2's 6-lb. boxes, lb. .... 0 39	<b>PRESENTATION COFFEE.</b>		
Nut milk chocolate, 1/4's, 6-lb. boxes, lb. .... 0 39	A Handsome Tumbler in Each Tin.		
Nut milk chocolate, 5c bars 24 bars, per box ..... 0 90	1 lb. tins, 2 doz. to case, weight 45 lbs., per lb... 0 27		
Almond nut bars, 24 bars, per box ..... 0 90	<b>FLAVORING EXTRACTS</b>		
<b>CALIFORNIA FRUIT CANNERS ASSOCIATION</b>			
<b>CALIFORNIA RIPE OLIVES DEL MONTE BRAND</b>			
Size—			
2 1/4-quart Tall Cylinder Can. No. 1 Pint Cylinder Can....	1 oz. bottles, per doz., weight 3 lbs. .... \$ 1 00	<b>WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS</b>  2 oz. bottles, per doz., weight 4 lbs. .... 1 00  2 1/2 oz. bottles, per doz., weight 5 lbs. .... 2 25  4 oz. bottles, per doz., weight 7 lbs. .... 3 50  8 oz. bottles, per doz., weight 14 lbs. .... 6 00  16 oz. bottles, per doz., weight 23 lbs. .... 12 00  32 oz. bottles, per doz., weight 40 lbs. .... 22 00  Bulk, per gallon, weight 16 lbs. .... 16 00  <b>GELATINE</b>  Knox Plain Sparkling Gelatine (2-qt. size), per doz. 1 75 Knox Acidulated Gelatine (Lemon flavor), (2-qt. size, per doz.)..... 1 85 Cox's Instant Powdered Gelatine (2-qt. size), per doz. .... 1 35  <b>W. CLARK, LIMITED, MONTREAL.</b>  Compressed Corned Beef, 1/2s. \$2.75; 1s, \$3.50; 2s, \$9; 6s, \$34.75; 14s, \$68.00. Roast Beef, 1/2s, \$2.75; 1s, \$3.50; 2s, \$9; 6s, \$34.75. Billed Beef, 1s, \$3.50; 2s, \$9; 6s, \$34.75. Jellied Veal, 1/2s, \$2.75; 1s, \$3.50; 2s, \$7. Corned Beef Hash, 1/2s, \$2. Beefsteak and Onions, 1/2s, \$2.75; 1s, \$3.50; 2s, \$9.00.	
No. 16 Jar .....	2 oz. bottles, per doz., weight 4 lbs. .... 1 00		
No. 4 Jar .....	2 1/2 oz. bottles, per doz., weight 5 lbs. .... 2 25		
No. 10 Can .....	4 oz. bottles, per doz., weight 7 lbs. .... 3 50		
<b>YUBA BRAND</b>			
2 1/4-quart Tall Cylinder Can. No. 1 Pint Cylinder Can....	8 oz. bottles, per doz., weight 14 lbs. .... 6 00		
No. 10 Can .....	16 oz. bottles, per doz., weight 23 lbs. .... 12 00		
Picnic Can .....	32 oz. bottles, per doz., weight 40 lbs. .... 22 00		
<b>BORDEN MILK CO. LTD. CONDENSED MILK</b>			
Terms net 30 days.			
Eagle Brand, each 48 cans..\$8 00	Bulk, per gallon, weight 16 lbs. .... 16 00		
Reindeer Brand, each 48 cans 7 70			
Silver Cow, each 48 cans .. 7 15			
Gold Seal, Purity, each 48 cans ..... 7 00			
Mayflower Brand, each 48 cans ..... 7 00			
Challenge, Clover Brand, each 48 cans ..... 6 50			
<b>EVAPORATED MILK</b>			
St. Charles Brand, Hotel, each, 24 cans ..... 5 65			
Jersey Brand, Hotel, each 24 cans ..... 5 65			
Peerless Brand, Hotel, each 24 cans ..... 5 65			
St. Charles Brand, Tall, each 48 cans ..... 5 75			
Jersey Brand, Tall, each 48 cans ..... 5 75			
Peerless Brand, Tall, each 48 cans ..... 5 75			
St. Charles Brand, Family, each 48 cans ..... 4 90			

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



**A favorite  
for over 70 years**

No other brand of baking soda on the market has so steadily retained the good housewives' confidence as Cow Brand. It has given, it is giving, her a service every day that makes her a firm believer in Cow Brand superiority.

Are you selling your share of it?

**Church & Dwight, Limited**  
Manufacturers - MONTREAL



**The World's  
Best**

Of all the pure foods made or sold in Canada, there is none that holds a higher place in the Grocer's esteem, than

**Windsor  
Table  
Salt**  
Made in Canada

It has been his standard of purity for years—and has always maintained its well-earned reputation as the "Canadian Salt without a fault."

**THE CANADIAN SALT CO. LIMITED**

There is never a doubt as to the purity and reliability of Furnivall's Fine Fruit Pure Jam. Care in selecting only juicy, sun-ripened fruits, care in the quality of Cane Sugar used, care in every part of its manufacture guarantees satisfactory jam for every Furnivall dealer.

*Stock up to-day.*

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

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

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

*You should be represented on the Manufacturers' Agents Page of Canadian Grocer.*

*It will pay you to investigate. Write for rates and particulars to-day.*

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

# No Advance Yet in the Price of

## G. Washington's REFINED Coffee

Here is something that will interest you!

Three family size cans of G. Washington's Refined Coffee gives you a profit of 75c, and makes 240 to 300 cups of delicious coffee. If your profit on tea is 20c per pound, you must sell 3½ pounds of tea to equal the profit on three family size cans of G. Washington's Refined Coffee.

Recently we had a call from a Red Cross nurse just before she was leaving for France, where she had been for two years close to the firing line. She stated, "G. Washington's Refined Coffee was a real blessing to those of the boys who were fortunate enough to have had it sent to them."

It will pay you to feature G. Washington's Refined Coffee for home and for overseas use.

### CANADIAN SALES AGENTS:

- Mr. Edmund Littler, 169 William St., Montreal.
- Mr. W. G. Kyle, 261 Stanley St., Winnipeg.
- Mr. E. J. Roberts, 215 Tenth Ave. W., Calgary.
- Mr. T. J. Johnson, 842 Cambie Street, Vancouver.
- Mr. W. G. Varty, 29 Melinda Street, Toronto.



## Marsh's—the Delicious and Popular Summer Beverage

You'll find Marsh's Grape Juice worth concentrating on during the coming summer months.

Marsh selling value will reap you big profits and big customer satisfaction.

Get your stock in hand now.

### MARSH GRAPE JUICE COMPANY

Ontario Agents:  
MacLaren Imperial Cheese Company  
Toronto

- Cambridge Sausage, 1s, \$3.00; 2s, \$5.50.
- Boneless Pigs' Feet, ½s, \$2; 1s, \$3.50; 2s, \$8.
- Lamb's Tongues, ½s.
- Sliced Smoked Beef, tins, ½s, \$2.00; 1s, \$3.00; 4s, \$20.00.
- Sliced Smoked Beef, glass, ¼s, ½s, \$2.25; 1s, \$3.50.
- Tongue, Ham and Veal Pate, ¼s, \$1.50.
- Ham and Veal, ½s, \$2.
- Potted and Devilled Meats, tins—Beef, Ham, Tongue, Veal, Game, ¼s, 65c; ½s, \$1.30.
- Potted Meats, Glass—Chicken; Ham, Tongue, Venison.
- Ox Tongues, tins, ¼s, \$3.50; 1s, \$6.25; 1½s, \$9.50; 2s, \$13.
- Ox Tongues, Glass, 1½s, \$12; 2s, \$14.
- Mince-meat in Tins, 1s, \$2.50; 2s, \$3.50; 3s, \$4.55; 4s, \$6.25; 5s, \$9.50.
- In Pails, 25 lbs., 15c lb.
- In 50 lb. Tubs, 15c lb.
- In 85 lb. Tubs, 14½c lb.
- In Glass, 1s, \$3.
- Clarke's Peanut Butter—Glass Jars, ¼, \$1.22; ½, \$1.70; 1, \$2.25.
- Clarke's Peanut Butter—Pails, 5 lbs., 27c; 12-lb. pails, 25c; 24-lb. pails, 24c; 50-lb. pails, 24c.
- Clark's Tomato Ketchup, 16 oz., —
- Pork and Beans, Plain Talls, 1s, 95c; 2s, \$1.60; 3s, \$2.40; 6s, \$8; 12s, \$12; 3s, flat, \$2.15.
- Individuals, 80c doz.
- Pork and Beans, Tomato Sauce, Talls, 1s, \$1.15; 2s, \$1.85; 3s, \$3; 6s, \$10; 12s, \$14.50; 3s, flat, \$2.50.
- Individuals, 90c doz.
- Pork and Beans, Chilli, 1s, \$1.15; 2s, tall, \$1.85; 3s, flat, \$2.50.
- Individuals, 90c doz.
- Tomato Sauce, 1½s, \$1.75; Chilli Sauce, 1½s, \$1.75; Plain Sauce, 1½s, \$1.45.
- Vegetarian Baked Beans, Tomato Sauce, Talls, \$1.80.
- Clark's Chateau Chicken Soup, —
- Clark's Chateau Concentrated Soups, No. 2 assorted, \$1.15.
- Clark's Chateau Concentrated Soups, No. 1 assorted, \$1.15.
- Sphagheti with Tomato and Cheese, ¼s, \$1.30, 1s, \$1.75; 3s, \$2.90 doz.
- Fluid Beef Cordials, 20 oz. btls., 1 doz. per case, at \$10.00 per doz.
- English Plum Puddings, 1s, \$2.30 doz.; 2s, \$3 doz.

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- Neptune ..... 9 00
- San Rival ..... 9 00

### VICHY LEMONADE

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

### IMPORTED GINGER ALE AND SODA

- Ginger Ale, Trayders, cs., 6 doz. pts., doz. .... 1 35
- Ginger Ale, Trayders, cs., 6 doz., splits, doz. .... 1 25
- Club Soda, Trayders, cs., 6 doz. pts., doz. .... 1 30
- Club Soda, Trayders, cs., 6 doz. splits, doz. .... 1 20

- ### BLACK TEAS
- Victoria Blend, 50 and 30-lb. tins, lb. .... 0 48
  - Princess Blend, 50 and 30-tins, lb. .... 0 41

- ### JAPAN TEAS
- H. L., ch. 90 lbs., lb. .... 0 35
  - Victoria, ch. 90 lbs., lb. .... 0 26

- ### COFFEES
- Victoria, Java and Mocha Blend, 1 lb. tin, lb. .... 0 34½
  - Victoria, 5, 10, 25, 50-lb. tins, lb. .... 0 32
  - Princess, 1-lb. tin, lb. .... 0 22

- ### MUSTARD
- #### COLMAN'S OR KEENE'S
- Per doz. tins
- D. S. F., ¼-lb. .... \$ 1 75
  - D. S. F., ½-lb. .... 3 30
  - D. S. F., 1-lb. .... 6 25
  - F. D., ¼-lb. .... 1 10
- Per jar
- Durham, 4-lb. jar, each .. 1 10
  - Durham, 1-lb. jar, each .. 0 35

- ### JELL-O
- #### GENESEE PURE FOOD CO.
- Assorted case, 4 dozen .... \$ 3 60
  - Lemon, 2 dozen ..... 1 80
  - Orange, 2 dozen ..... 1 80
  - Raspberry, 2 dozen ..... 1 80
  - Strawberry, 2 dozen ..... 1 80
  - Chocolate, 2 dozen ..... 1 80
  - Peach, 2 dozen ..... 1 80
  - Cherry, 2 dozen ..... 1 80
  - Vanilla, 2 dozen ..... 1 80
  - Weight 4 doz. case, 15 lbs., 2 doz. case, 8 lbs. Freight rate, 2d. class.

- ### JELL-O ICE CREAM POWDERS
- Assorted case, 2 dozen .... \$ 2 60
  - Chocolate, 2 dozen ..... 2 50
  - Vanilla, 2 dozen ..... 2 50
  - Strawberry ..... 2 50
  - Lemon, 2 dozen ..... 2 50
  - Unflavored, 2 dozen ..... 2 50
  - Weight 11 lbs. to case. Freight rate, 2d. class.

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#### WHITE SWAN SPICES AND CEREALS, LTD.

- White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz. .... \$ 6 90
- List Price

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- |  |          |          |
|--|----------|----------|
|  | 5c       | 10c      |
|  | Round    | Oval     |
|  | litho.   | litho.   |
|  | dredge   | dredge.  |
|  | Per doz. | Per doz. |
| SPICES.  | \$0 48   | \$0 90   |
| Allspice .....                                     |          |          |
| Arrowroot, 4 oz. tins, 90c. ....                   |          |          |
| Cayenne ..... 0 48                                 |          | 0 90     |
| Celery salt .....                                  |          |          |
| Celery pepper .....                                |          |          |
| Cinnamon ..... 0 48                                |          | 0 90     |
| Cinnamon whole, 5c. pkgs., window front, 45c. .... |          |          |
| Cloves ..... 0 48                                  |          | 0 90     |
| Cloves, whole, 5c. pkgs., window front, 45c. ....  |          |          |
| Curry powder .....                                 |          |          |
| Ginger ..... 0 48                                  |          | 0 90     |
| Mace ..... 1 25                                    |          |          |
| Nutmegs ..... 0 48                                 |          | 0 90     |
| Nutmegs, whole, 5c. pkgs., window front, 45c. .... |          |          |
| Paprika ..... 0 48                                 |          |          |
| Pepper, black ..... 0 48                           |          | 0 90     |
| Pepper, white ..... 0 52                           |          | 0 95     |
| Pastry spice ..... 0 48                            |          | 0 90     |
| Pickling spice, window front, 90c. ....            |          |          |
| Shipping weight per case ..... 10 lbs.             |          | 15 lbs.  |
| Dosens to case ..                                  | 4        | 4        |

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Fruits  
Cranberries,  
etc.

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