

**PAGES
MISSING**

CANADIAN GROCER

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

Vol. XXX

PUBLICATION OFFICE: TORONTO, FEBRUARY 18th, 1916

No. 7

“QUALITY” is the only foundation that withstands the storms of trade

The Grocer who builds his business on “quality”—who searches for “quality” in everything he buys—and who backs up “quality” with service—wins the trade and holds it.

FOR MORE THAN HALF A CENTURY

BENSON'S Prepared Corn

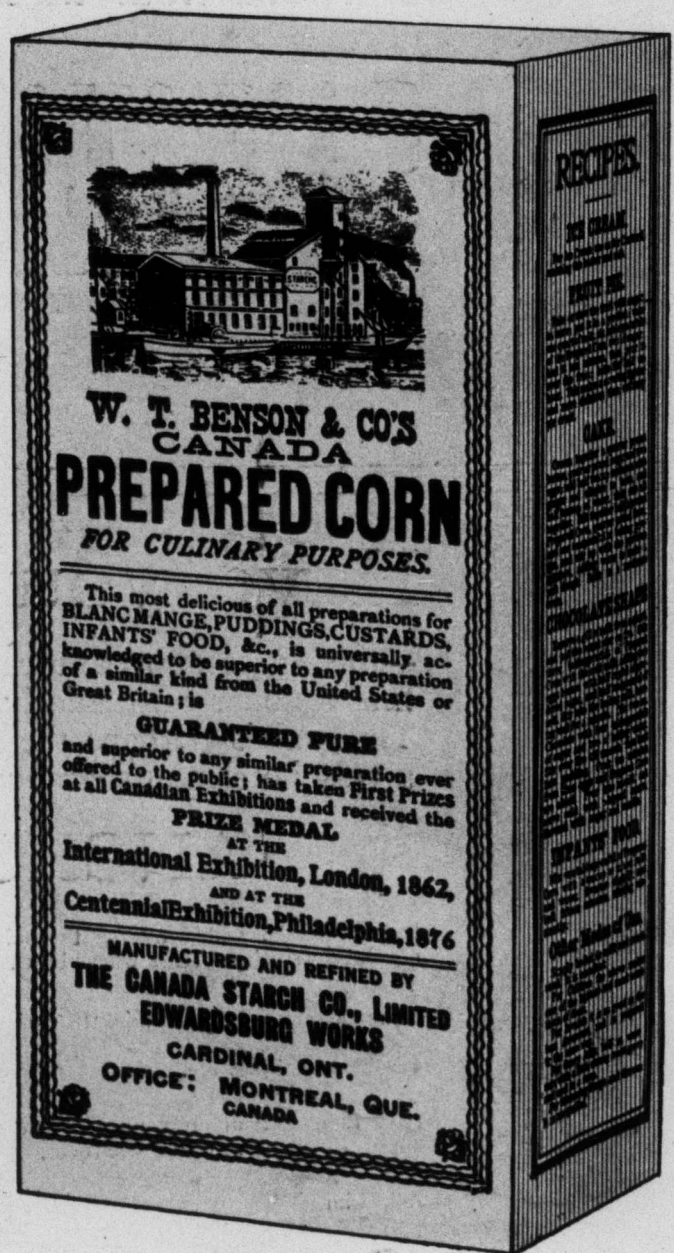
has stood for “quality.” Is guaranteed pure and superior to any similar preparation ever offered to the public.

It is one of the standbys in the grocery trade, and is the first choice of those grocers who place quality first.

Order a supply now and boost your sales.

The Canada Starch Co. Limited

Montreal, Cardinal, Brantford, Fort William



Advertising Helps You

Fast moving goods mean greater profits. PURITY sells well, not only because of its superiority, but because it is the most widely advertised flour in the Dominion.

PURITY FLOUR

More Bread and Better Bread

WESTERN CANADA FLOUR MILLS CO., LIMITED
Millers to the People

32



Have you noticed it?

—the big part appearance plays in the quick selling of a line of goods, particularly bottled goods. The seal is perhaps the most important part of such goods, both in appearance, and security of contents.



ANCHOR CAPS

besides immeasurably adding to their better appearance carry a guarantee of absolutely fresh contents where bottled goods are concerned.



Your customers will be quick to notice this, and easier and more profitable sales will result. Besides, Anchor Caps will save you much loss of profit, by eliminating wastage, spoiling, etc.



Give them a trial on your next order of bottled goods. Your wholesaler will supply them on any line whatever.

Ask him

Anchor Cap and Closure Corporation of Canada

LIMITED

Sudbury St. W., Foot of Dovercourt Road

TORONTO, CANADA

The Housewife Is Interested In SUGAR

Mr. Grocer, the Housewife to-day is doing what she never did before in her life—she is comparing sugars.

Whenever she opens her home paper, she sees the "LANTIC SUGAR" advertisements. When she goes shopping or calling, she has LANTIC SUGAR before her on the billboards.



Naturally of an inquiring turn of mind, she asks herself, "What is this new sugar—is it better than what I have been using?" Mentally, she is already comparing sugars.

Her next move is to come to you, Mr. Grocer—and this is what sometimes happens:

"Have you LANTIC SUGAR?"

"No, Madam, but we have something just as good."

Madame is perhaps in a hurry and may take the substitute. But she is a little disappointed. She wanted to see if there is any real difference in sugars. LANTIC advertising has done its work.



The next time she runs out of sugar, she tries another retailer.

"I want a bag of Lantic Sugar."

"Yes, Madam, we have it. What else?"

Frankly, Mr. Grocer, isn't this a typical case, not only as applied to sugar, but also to other high-grade, well-advertised products.

Now that Mrs. Housewife has the genuine LANTIC SUGAR, she immediately puts it to every conceivable test possible for the sake of comparison. The results are she finds that—Lantic Sugar dissolves instantly in her tea or coffee—No waste.

Lantic Sugar is just ideal for making cakes, pies and puddings, because in making a batter, it mixes easily—No effort.

Lantic Sugar serves her as an all-purpose sugar—Can be used for cereals, fruits, etc. No other sugar needed.

Let us send you a trial order of Lantic Sugar in cartons or bags through your wholesaler.

**Atlantic Sugar Refineries
Limited Montreal**

Nearly
two hundred
years ago

The first box of Cox
Gelatine was sold
nearly two hundred
years ago.

And the satisfaction that Cox
quality then produced has ever
since distinguished this most
dainty and popular dessert.

A line like this, with its unbroken
record for satisfaction-giving, is
surely one on which you can de-
pend for results worth while.
Since 1725 Cox's Gelatine has
built up bigger business for
dealers everywhere. It will do
the same for you.

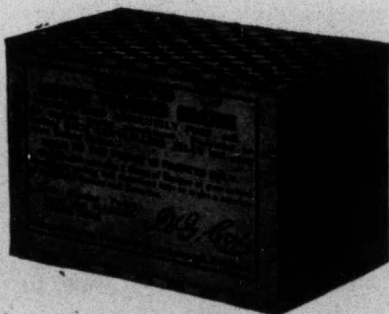
Begin featuring Cox's to-day.
The attractive chequer-board
boxes will make an effective win-
dow display—one that will pull
immediate results.

Your wholesaler will supply you. Ask him.

Arthur P. Tippet & Co.

Agents

MONTREAL and TORONTO





How we do it

Borden Quality—that incomparable quality which places our lines so far above all competitors — is made possible only by ideally located factories, clean, healthy cows, and absolutely sanitary factory methods.

This latter is perhaps the most important factor of all and our reputation for quality is largely due to the rigid inspection we employ over every operation involved in the handling of the milk.

Your customers have heard time and again of the high grade purity of every Borden Product. We have spent thousands of dollars on publicity campaigns and consumer advertising with the result that Borden's need only be displayed to sell quickly and easily.

Other dealers are reaping big returns through Borden popularity. The demand is there and some one will supply it.

Why not you?

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL





With "Brunswick Brand" in the Window, Sea Food Sales are quick and easy

and not only that, but their winning qualities are such as will make steady customers of every first purchaser.

That standard of quality which appeals to the most discriminating is very evident in every line of sea foods bearing the

Brunswick Brand

trade mark. Possibility of customer dissatisfaction is absolutely eliminated, because of the conscientious care we exercise in every operation involved.

From the time the fish is taken from its native home until it reaches your shelves nothing is left undone that would enhance its delicious natural goodness.

Dealers featuring Brunswick Brand lines find them dependable selling stock.

Why not send a trial order to-day, and prove their merits for yourself?



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

DA COSTA & CO'S
Barbados Extra
Fancy
MOLASSES

Noted for its purity, high quality and delightful flavor.

Take no chances on other brands said to be just as good, but insist upon having

DA COSTA'S

the brand of proved quality. The price is no higher than for other brands.



Grocers
Everywhere
Are Selling
More Keating's

During the past eighteen months there has been a phenomenal increase in the sales of Keating's Insect Powder throughout Canada. Part of this increase has been due to the demand for Keating's as an article of supply for the Military Camps, and part of the increase arises from the accomplishment of wider distribution of the commodity and the growing public knowledge that Keating's Powder is an invaluable and effective insecticide.

Place your orders early and see that your stock is ample for the demands.

Sole Agents for Canada

Harold F. Ritchie & Company, Limited
10-12-14 McCaul Street, Toronto

Marmalade Time

The Housewife's Supply
of Home-made Jam Is Running Low

Now is the time to suggest to your Customers the purchase of Aylmer Marmalade.

TELL THEM THAT

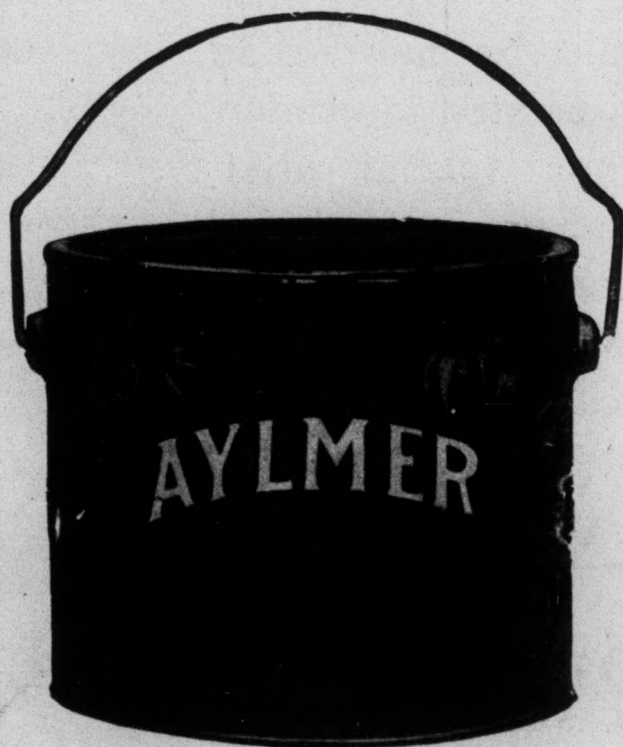
Aylmer Marmalade is made from finest selected Marmalade Oranges that have a delicious flavor not found in other kinds.

These oranges are especially suitable for marmalade as the process enhances the flavor.

Aylmer Marmalade is made from selected fruit and pure cane sugar.

It is delicious with toast for breakfast, for tarts, for afternoon tea, with wheat cakes, and for a between meals "snack" for the little ones.

New Stock Now Ready.



DOMINION CANNERS
Limited

Hamilton

Canada

February 29th

OUR NATIONAL FISH DAY

PUTTING FISH ON THE MAP

This is the day when everybody—both Grocers and Fish Dealers—have agreed to start an active campaign to advertise all kinds of fish. We are doing “our bit” to interest YOU—if you demand and sell

CANNED

“CHICKEN HADDIES”

(Registered)

Packed 48/1s Flats to Case

Your customers would be more than satisfied. If you are interested in window displays, write for our special offer. We are the largest packers of fresh and frozen Haddies, Fillets and Kippers, fresh and frozen Haddock, Codfish, Hake, Pollock, Herring, etc., etc., and solicit your orders.

Wire or Write

Maritime Fish Corporation, Ltd.

4 ST. NICHOLAS BLDG.

Digby, N.S.

MONTREAL

Canso, N.S.

CANADIAN GROCER

CLARK'S OX TONGUE

The Finest
Ox Tongues



Cured and
cooked to
perfection.

In sizes $\frac{1}{2}$ s, 1s, $1\frac{1}{2}$, $2\frac{1}{2}$, 3, $3\frac{1}{2}$, 6

CLARK'S SPAGHETTI

With Tomato Sauce and Cheese

A high-
grade food
delicacy



A
popular
favorite

SEASONABLE AND READY SELLERS

W. CLARK, Limited, Montreal

Clark's



KNOX GELATINE Brings Extra Profits to You

Knox Gelatine sells faster than any other gelatine because of our advertising, which has taught your customers how good it is. We publish helpful recipes in our magazine advertising—to make women *want* it and show them *how to prepare it*.

The handsome profits that go hand in hand with KNOX GELATINE are yours when you display it on your shelves.

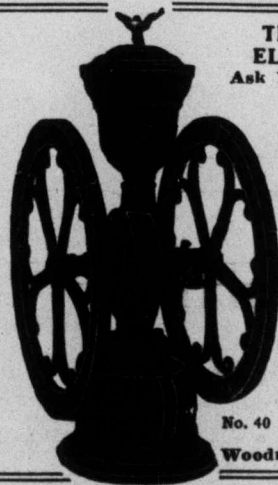
You can always please the hardest customers, and hold the newest customers by selling them KNOX GELATINE.

"Make KNOX Your Gelatine Leader."

CHARLES B. KNOX COMPANY, Inc.

Johnstown, New York

Branch Factory:—Montreal, Canada



**The Best Canadian Jobbers Handle
ELGIN NATIONAL COFFEE MILLS**
Ask Your Jobbers for Catalog and Prices.

CALGARY—Campbell, Wilson & Horne, Ltd.; P. D. McLaren, Ltd. EDMONTON—H. H. Cooper & Co.; The A. Macdonald Co.; Revillon Wholesale, Ltd. FERNIE—The Western Canada Wholesale Co., Ltd. HAMILTON—Balfour, Smye & Co.; James Turner & Co.; Macpherson, Glassco & Co.; Walter Woods & Co. LONDON—Gorman, Eckert & Co., Ltd. MONTREAL—L. Chaput, Fils & Cie., Ltd.; Minto Bros.; Canadian Fairbanks Co. (and branches). MOOSE JAW—The Codville Co., Ltd. REGINA—Campbell, Wilson & Strathdee, Ltd.; H. G. Smith, Ltd. ST. JOHN—Dearborn & Co.; G. E. Barbour Co., Ltd. SASKATOON—Campbell, Wilson & Adams, Ltd.; The Codville Co., Ltd.; North-West Specialty Co. TORONTO—Eby-Blain, Ltd.; R. B. Hayhoe & Co.; Minto Bros., Ltd.; Medland Bros., Ltd. VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Empress Mfr. Co., Ltd.; Kelly, Douglas & Co. WINNIPEG—Blue Ribbon, Ltd. (and branches); The Codville Co. (and branches); Walter Woods & Co.

No. 40

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

RENNIES SEEDS

**PUREST-CLEANEST
MOST RELIABLE
GET CATALOGUE
AT BEST DEALERS
OR DIRECT**

TORONTO - MONTREAL
WINNIPEG - VANCOUVER.

S YMINGTON'S

(Regd. Trade Mark.)

COFFEE ESSENCE

PEEDS ALES

Brings delight to the busy housewife. So quickly and easily prepared, so delicious—One bottle makes 40 cups. A splendid seller and profit-maker. Your wholesaler can supply you.

Thos. Symington & Co., London and Edinburgh

Agents: Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver and Winnipeg—Messrs. Shallcross, Macaulay & Co.

Your Reputation

for quality, service and genuine satisfaction to customers will be further established by serving your locality with

Leacock's Extra Fancy and Extra Choice

molasses, made of the purest cane sugar and unexcelled in Quality. Your most critical customers will be pleased with Leacock's.

Stock "Leacock's" and put some "pep" into your molasses sales.

Leacock and Company
Exporters of highest grade Molasses
BARBADOS, B.W.I.



The One Price Line is The Square Price Line

Manufacturers who try to deal direct with the retailers don't always give special prices to one grocer only. You may be sure of that.

Rebates and discounts sound well—but a grocer who puts in a "cut price line" never knows whether his competitors are getting a little deeper cut.

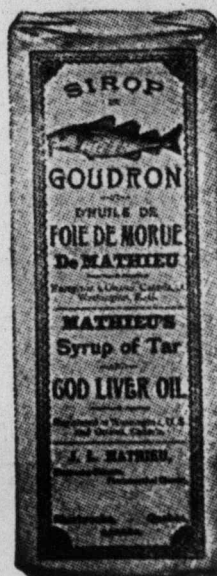
"WINDSOR" AND "REGAL" SALT

are sold through jobbers only, at fixed prices. All Retail Grocers are given the same terms and treatment, and the same high quality in every bag and package.

"WINDSOR" and "REGAL" are so well known that to sell any other salt you must first overcome the strong preference for "WINDSOR" and "REGAL." Is it worth the trial, and the risk, of offending so many of your good customers?

The Canadian Salt Co., Limited
Windsor, Ont.

This changeable weather means that colds will be prevalent



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

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

Mathieu's Syrup of Tar and Cod Liver Oil

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

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

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

CODES USED
ALEXANDER'S
A.B.C. 4th and
5th EDITION
UTILITY

ESTABLISHED
1860
INCORPORATED
1904



CABLE ADDRESS
"DUNFLA" LINDSAY

DIRECTORS
J. D. FLAVELLE
W. FLAVELLE
H. S. JOHNSTON

LINDSAY, CANADA

WE BUY

BUTTER
EGGS
CHEESE
POULTRY

WE MANUFACTURE

CREAMERY BUTTER
ICE CREAM

WE SELL

POULTRY
CHEESE
EGGS
BUTTER

GET IN TOUCH WITH US

QUALITY

Chase & Sanborn's High
Grade Coffees have been
dependable for over
fifty years.

CHASE & SANBORN
MONTREAL

The Finest Cane Syrup Made Crystal Diamond Syrup

FURNIVALL'S ORANGE MARMALADE NOW READY

FURNIVALL-NEW, LIMITED, HAMILTON, ONT.

AGENTS:

Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. Montreal | A. E. Sheppard. Hamilton—R. M. Griffin. Winnipeg, Man.—W. L.
—W. S. Silcock. St. John, N.B.—MacLaren Imperial Cheese Co. Mackenzie & Co., Ltd. Calgary, Alta.—MacLaren Imperial Cheese
Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.— Co., Ltd. Edmonton, Alta.—Central Brokerage Co.

Next February 29th is A FISH DAY

PUT THE FISH ON THE MAP

Everybody will talk and eat fish on Fish Day. What does it mean to the trade?

Suppose that every citizen of the Dominion consumes one-quarter pound fish on the Fish Day. That is a distribution of 2,000,000 lbs. assured.

Think of it and get ready for the occasion.

Send in your orders to the old and reliable headquarters—

D. HATTON COMPANY

Montreal

Established 1874.

Tartan BRAND

THE SIGN OF PURITY
Phone Orders at our Expense
Phone Nos.
3595, 3596, 3597, 3598, 4656

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

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

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

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

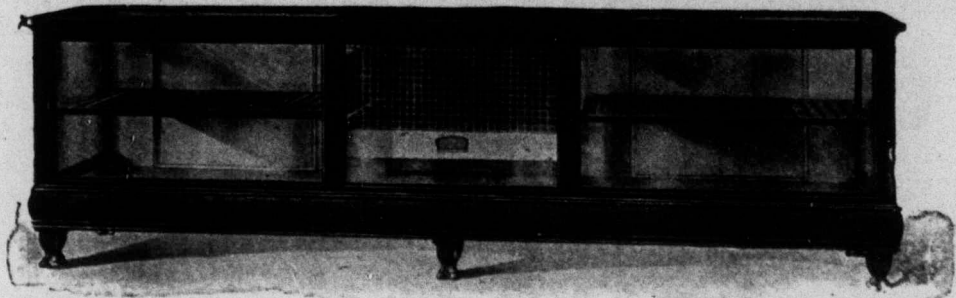
BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO

THE

ARCTIC Refrigerator Silent Salesman

is, as its name implies, a display case that shows you most perishable goods to the best advantage without loss from spoilage. It's not an expensive, but a big paying investment.

Write for catalogue and prices.



JOHN HILLOCK & COMPANY, LIMITED

::

::

TORONTO

Just as a man is judged by the company he keeps, so is a grocer by the goods he sells—always.

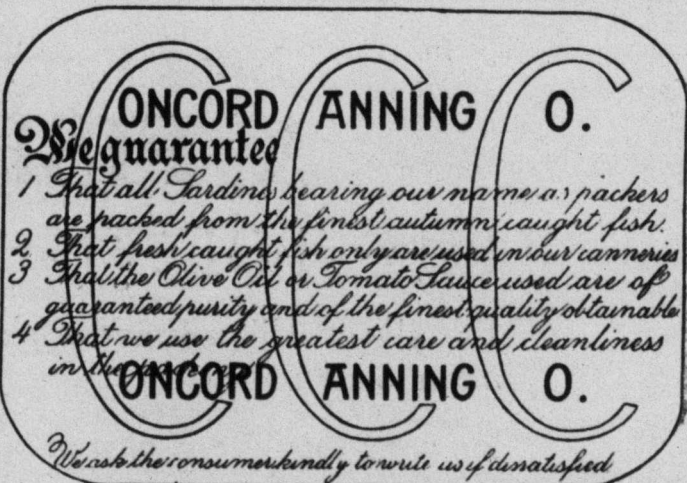
GIPSY Stove Gloss

adds to your reputation as a seller of dependable goods. You can sell "GIPSY" to every customer, but you cannot lose any customer in doing so.

Order from your wholesaler.

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

Western Agents: For Manitoba, Lightcap and Grant, 179 Bannatyne Ave. East, Winnipeg. For British Columbia and Yukon: Creeden & Avery, Ltd., Rooms 5-6 Jones Block, 407 Hastings St. W., Vancouver, B.C.



The above is an exact reproduction of our guarantee appearing on every tin of

Goncord Norwegian Sardines

Their delicate and distinctive flavor is much appreciated by those who know what is good, and the steadily increasing demand for this brand makes it necessary for you to handle them.

They leave a good profit for the retailer. See to your stocks.

List of Agents:

R. S. McINDOE, Toronto.
WATSON & TRUESDALE, Winnipeg.
MARITIME FISH CORPORATION, LTD.,
Montreal.
W. A. SIMONDS, St. John, N.B.
H. C. JANION, Vancouver, B.C.

JAPAN TEA



Japan has demonstrated to the world that she is capable of great things in world politics, economics and industry. One of her greatest industrial accomplishments has been the development of tea growing. The tea business is now one of the greatest industries of that land.

Japan Tea occupies a unique position in the Tea Markets of the world. It is unequalled for delicacy of flavor, exquisite bouquet and stimulating qualities—hence it is preferred by connoisseurs.

YOUR dealer sells it.
Ask HIM.

The Japanese Government prohibits adulteration and coloring of Tea.

Canada is a large and growing market for Japan Tea.

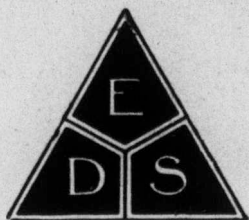
The growth is partly the result of our consumer advertising, but is largely due to the delicious, fascinating, satisfying quality of the tea itself.

Are you getting your share of the success of this big Japanese industry by featuring Japan Teas?

**ORDER FROM YOUR
WHOLESALE.**

Where Quality Is Appreciated

*Made in
Canada*



“On leave” the boy in khaki enjoys his breakfast at home as never before

A few months of camp life bring the boy soldier memories of the goodies he used to get at home. Among others,

E.D.S.

Orange Marmalade



made a great “top-off” for a hearty boy’s breakfast; and now “on leave” he appreciates still more the delicious wholesome flavor, the pure superfine quality of this far-famed product of the finest Seville oranges and pure cane sugar—E.D.S. Marmalade.

Made under the most sanitary conditions with but one object in view, the satisfying of our patrons and their customers, E.D.S. products stand unequalled in the preserved fruit world. Their quality is appreciated everywhere, by old and young, by rich and poor, by soldier and civilian.

Stock up for the late winter business.

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

AGENTS: Newton A. Hill, Toronto; W. H. Dunn, Montreal;
Watson & Truesdale, Winnipeg; G. H. Laidlaw, Halifax, N.S.

Your own good taste

will do more to convince you of the choice qualities of RED ROSE TEA than all the claims we can make for it. Try it at home.



Extra Dollars Count

When trade is backward, advertised specialties help to keep the balance on the right side. All your best customers will use Sani-Flush; it saves disagreeable work and maintains a sanitary condition in the home.

Cash in on the advertising for



Sani-Flush Cleans Water-Closet Bowls

A display in your store will encourage the purchase of this preparation. Each trial will make a constant user. Sani-Flush supplants nothing, but affords you a new profit.

Harold F. Ritchie & Co., Limited
10-12-14 McCaul St., Toronto



We are Refrigerator Specialists

The number of patents we have secured during our Thirty Years' experience in Refrigerator making is the best proof of the real superiority of the

EUREKA REFRIGERATOR

The highly satisfactory service that the Eureka gives is convincingly shown by our big list of satisfied customers. We would like to mail you a copy of this, together with full particulars of dry, cold air circulation system, which absorbs and carries away all obnoxious odors and preserves the most perishable goods. The system is the most perfect and scientific ever conceived.

DROP A CARD TO-DAY

Ask about our fish display case, here shown.

Eureka Refrigerator Company LIMITED

31 Brock Avenue - - - TORONTO

REPRESENTATIVES:—James Rutledge, 2608 Waverley St., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont

Robinson's "Patent" Barley

Your stock is not complete without this famous cereal product. It is the best Food for Infants and Invalids. Doctors and Nurses recommend it all the year round.

Order from your wholesaler.

MAGOR, SON & CO., Limited

30 Church Street, TORONTO

191 St. Paul Street West, MONTREAL

AGENTS FOR THE DOMINION OF CANADA

Dr. C. C. James **"Buy Canadian Made
Goods Wherever
Possible"**
says:

Every dollar spent out of Canada is a dead loss to the country, yourself included. Every dollar spent in Canada for goods Made in Canada by Canadian labor and financed by Canadian capital adds wealth and prosperity to the Dominion and the people.

"TRENT LOCK" EGG FILLERS

are purely Canadian products and are worthy of your support. Our modern factory and unlimited facilities enable us to give PROMPT DELIVERIES on all orders large or small. "Trent Lock" Egg Fillers give excellent service. They ensure safe transportation. Keep your case fillers bright, new and clean.

Let us figure on your carload order.

The Trent Mfg. Co., Limited

TRENTON

ONTARIO

CANADIAN GROCER

VOL. XXX

TORONTO, FEBRUARY 18, 1916

No. 7

Quality Basis for Butter and Eggs

Canadian Produce Association Discuss Ways and Means for Buying and Selling These Commodities According to Their Quality—Move to Have Uniform Grades in Butter Throughout Canada—Egg Cases to Be Sold Outright Along With The Eggs—Next Convention in Montreal

Covered by Staff Correspondent

BELLEVILLE, Ont., Feb. 16.—Buying and selling produce on a quality basis, was the keynote of the discussion at the Fourth Annual Convention of the Canadian Produce Association held here last week. The first day's proceedings appeared in last week's issue and showed how egg dealer in eggs purchase his own cases and loss-off system, which was established some three or four years ago. Later in the convention's proceedings, this was gone into even more fully, as well as the question of buying and selling butter on a graded basis. This means the buying and selling of butter and paying for it according to its quality, the quality to be determined from standards set down by the association.

Apart from this question, one of the chief was the discussion on so-called "free egg cases." This occupied a considerable portion of the second day's session. The idea here is that each dealer in eggs purchase his own cases and sell both eggs and cases outright.

Other questions considered were the exportation of eggs and poultry and prospects after the war; ocean transportation and what improvements are required; national standards for butter for trading; conditions in the Western Provinces; standards for poultry and the consideration of a Government representation in Great Britain to look after the interests of Canadian egg and poultry industry.

The second day's proceedings, too, included the nomination and election of officers, the new president being A. H. Dalrymple of Montreal. It was unanimously decided that the next convention would be held in Montreal—likely at MacDonald College.

At the morning session before going on with the regular program, the meet-

ing confirmed the action of the executive in asking the Federal Government for legislation making it a criminal offence to buy or sell bad eggs.

Free Egg Cases Again Endorsed

H. B. Clemes, Gunn's, Limited, (Toronto), introduced the Free Egg Case question, and pointed out that, as a year ago the matter was definitely decided upon, there was nothing more to say. He repeated, on the suggestion of Mr. Porter, his arguments at the 1915 convention. At that time he had declared that the reasons for adopting the "free egg case" system were as follows:

The loss in cases themselves;

The loss in replacing fillers;

The labor in keeping track of the cases;

The general dissatisfaction to customers if cases are not on hand at proper time.

Why should the wholesale produce be saddled with this expense, worry and labor?

I have in my mind the plan to overcome this, but it cannot be accomplished without co-operation. We must agree:

1. Not to loan cases to customers;
2. To sell all cases outright;
3. To sell only unbranded cases;
4. Never to re-purchase cases from the storekeeper;
5. Not to return cases after they are empty.

It is thus up to the merchant to keep himself supplied with egg cases, and the responsibility rests on his shoulders, not ours.

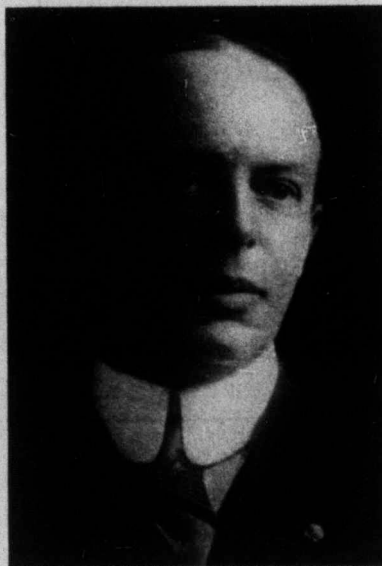
The merchant will add the cost of the cases to the price asked for eggs, and we should willingly pay this.

The eggs and free packages now start coming into the cold storage warehouses and the cities, and we re-handle them into storage or send them out to the retail trade, as we wish, in free cases—no mention of cases when you make small or big sales. Treat the egg case the same as you would a box holding cheese or the paper in which meats or other goods are wrapped and sold in.

By this method we rid ourselves of more worry, especially those of us who have a city trade, and we get away from the trouble of picking up empty cases.

How many of the city dealers have lost good customers because our drivers have failed to pick up empty cases, or have failed to give the storekeepers credit for the egg cases after they were picked up? Trouble because the cases are returned in a dirty, unsanitary condition; shortage of fillers; eggs broken; lids lost; excuses for non-payments of accounts; because empties are not lifted or credits not put through.

Gentlemen, we are crazy if we do



A. H. DALRYMPLE, Montreal,
Who was unanimously elected President of
the Canadian Produce Association
for 1916.

CANADIAN GROCER

not get rid of this free case outrage. It seems to me it is a simple matter. Let me lay down a few rules for the city dealers:—

1st. Under no circumstances re-purchase cases from the storekeepers.

2nd. Do not take cases back from them, even if they want to give them to you free of cost.

3rd. Do not take cases from storekeepers if they deliver them to your warehouse free of charge.

Let us help the unemployed and get men to start a new business for themselves. That is, a business of buying and selling egg cases. Let these men start out with a horse and light lorry and buy these cases from the storekeepers at a price according to condition, and then re-sell them to the wholesale dealers, delivered at their warehouses, or to outside dealers, delivered at the freight sheds.

Buying and selling prices on these cases will regulate itself, the same as it does on any other commodity. Do not forget that this plan can only be accomplished by absolutely refusing to trade in egg cases direct with the storekeeper in any way whatsoever.

Sell the Cases Outright

Mr. Clemes maintained that it was up to the general merchant or other egg dealer to sell the eggs and the case to the wholesaler and let the wholesaler do as he pleased with the case. But under no circumstances should the wholesaler have the bother and worry of returning the case.

He then moved that this matter of Free Egg Cases, as adopted a year ago, go into effect immediately. This was seconded by Mr. White (Wm. Ryan Co., Toronto).

Opinions from various delegates were then taken on the matter. Mr. Fearman (Hamilton) reported that there was need of an educational campaign. Dealers from a considerable distance west of Hamilton, came there, and there was considerable competition. It meant that unless all complied with the regulation the competition would tend to mix things up somewhat.

A. S. Duclós (Edmonton): "In Alberta we have an understanding that the outside merchant gets back the case. He owns it and it is returned to him. No eggs going into cold storage are packed in used cases."

R. Paul (Selby), opposed the idea.

John Porter (Toronto), referred to the fact that egg cases were allowed to lie around cellars, stations, etc., at end of each season so that when spring comes they are not fit for reuse. "Who wants to pack eggs or butter in filthy egg cases," he asked, "with dirty filthy fillers?" That was a point that should be considered.

President McLean maintained that when a man owns the egg cases he is going to pay more attention to them, as the better the quality and condition, the more would they be worth when he came to sell them.

A. E. Bailey (Belleville): "Furnish us with new cases, charge them to us and we'll look after them. The great difficulty seems to me is that you men in Toronto and Montreal are not looking after your business well enough. You send back cases to us not in good condition, and we pass them along. We've got to have Government inspection to amend this condition at the fountain-head. If you men will send us new cases always, "we'll send them back to you with good fillers in them. We've got to make these changes gradually."

Mr. Clemes: "My idea is that the merchant or egg dealer buys his own cases always, and when he quotes us he will quote a price including the case. We buy it from him, and sell it to whom ever we like. So far as I can see this legislation is against the wholesaler, but it is going to put the whole thing on a systematic basis."

Jas. Pickett, (Mount Forest): "Merchants in our district pay me readily for butter cases and there would be less difficulty and trouble if they paid me for egg cases too."

Chas. Ivory (Omeme): "Every merchant to my mind, is better situated with free cases than at the present time. It is better for the merchant and the buyer and no doubt the wholesaler, too."

J. A. Cook (Mount Forest), pointed out that there was always great difficulty at present in locating his egg cases, which meant he was out about \$150 each year because of loss or disappearance.

A Loss to Be Eliminated

A. E. Silverwood (London): "We all admit the country is losing thousands of cases each year—in cellars, back sheds, under eaves, etc. My idea is that if the merchant owned these cases he would take more care of them, and a great deal of this loss would be prevented."

"It seems to me we shouldn't sidestep this question. All objections that are raised can be solved. Let each man who buys the eggs, buy the case too, and he can then resell them at whatever he can get, and to whomsoever he pleases. It is then up to every man to look after the cases as best he can."



This shows how air space in an egg enlarges with the age of the egg.

Mark Sprague (Belleville): "If egg cases were traded in, each dealer will use the same intelligence in adjusting his price for the case as for the eggs." He suggested a standard case for eggs just as there is a standard case for cheese, before it can be presented for transportation.

Take Effect March 1

The president pointed out that there is a committee already formed to take up this matter of a standard case with the railway traffic men. Mr. Clemes' motion was then put to the meeting and carried, to take effect on March 1 instead of immediately.

At this juncture it was unanimously decided that the convention be held in Montreal next year.

J. H. Atherton (Wm. Davies, Toronto), read a paper on the exportation of eggs and poultry and requirements of the British market and prospects after the war. This appears elsewhere under separate heading.

Why Poultry Prices are High

A. E. Silverwood (London), dealt with the exportation of poultry. He stated that practically no poultry was now being exported to Britain. "The market for our poultry—that is in Western Ontario—appears to be across the line, and the exports to the United States have been appreciable. The exports of live poultry during the last two years from Western Ontario have been from 1,000,000 to 1,500,000 lbs. All our surplus fowl has evidently a ready market in the States, particularly since the lowering of this duty from 3c to 1c. The same is true of ducks and geese, and in some instances turkeys. This has had a great deal to do with the higher prices for our poultry and you can readily see that better prices will prevail for chickens. We haven't yet reached the time when we can export them as we are not producing sufficient scarcely for our own use. This association, I maintain, should do all in its power to further production, and if this is accomplished there is a big future for our poultry."

Getting Established in Britain

H. S. Arkell, assistant live stock commissioner, of the Agricultural Department of the Dominion Government, who studied the Canadian egg situation in Britain, maintained that the development of the poultry and egg production should be considered right now from the standpoint of the great war and its conduct to a successful conclusion. The question should also be considered from the standpoint of the financial status of the country. "When the war ceases," he said, "the manufacture of munitions, which we are exporting in immense quantities, will cease. What is going to take its place? It must be remembered

that it is our export business that keeps our credit good in other countries. The export of farm produce must necessarily be a big factor when the war is over in maintaining our financial status abroad. Canada has now the opportunity of starting at the beginning an export trade that would not have presented itself under normal conditions.

"The market that exists," he maintained, "must be secured by various means. One thing the Canadian egg must be sold as a Canadian product. The British merchant sells produce such as New Zealand butter, Danish bacon, Irish eggs, and Canadian cheese under those names. These are standardized in England because they represent a definite quality in each line. There is an opening there for Canadian eggs and Canadian bacon, but they must be sold as such, and quality must be lived up to. Now is the time to become established in Britain on the right lines, but the business abroad must be gone after on the basis of uniform quality and uniform grade.

"We can also build trade," he added, "on the reputation gained by our Canadian soldiers. They have gained a fame which has spread over Britain and which has opened the way for our goods, as nothing else, apart from the goods and their quality and price, could have done."

C. M. Thacker, Wm. Davies Co. (Montreal) introduced the subject of ocean transportation of eggs and poultry. He referred to shortage of ocean freights, which he was told would be more serious as the war continues, and maintained that the Canadian Government should subsidize more steamers for the work. He further urged the desire of going after a better service from the steamship companies while the eggs are in transit.

Butter Standards Proposed

P. W. McLagan, of Lovell & Christmas (Montreal), spoke on the subject of "National Standards for Butter for Trading." The fact that the marketing of butter is becoming more and more an interprovincial matter since the increased production in Western Canada provinces, was, claimed Mr. McLagan, a great reason why established standards should be necessary. This makes a basis for buying and selling which is required for quoting prices at a distance. He referred to improved conditions in other countries such as Denmark and New Zealand where gradings are made and where inspectors are appointed to see that these grades are properly carried out. So far the government at Ottawa, has not established machinery for the grading of butter; however, the Prairie Provinces had made a substantial advance in this regard.



LIEUT.-COL. JOHN A. GUNN.

President Gunn-Langlois & Co., Montreal, now at the front, whose name was frequently mentioned in proceedings of Canadian Produce Association.

Mr. McLagan complimented these comparatively new provinces on this step, and compared it with the situation in the East.

He strongly urged a uniform classification of grades for each province for the purpose of knowing exactly the classification to which a piece of butter belongs, and suggested district inspectors under Dominion control to see that this classification is lived up to.

For packing butter, he said, the cube box—not the oblong—is the desirable one, as this is favored in the British market.

In concluding, Mr. McLagan referred to the movement in Great Britain to curtail imports. This was of course to prevent the creation of debt in foreign countries, but did not refer in any way to Canada, as the Dominion still owed the Mother Country much money. Therefore, Canada, has to-day a great market for her produce.

WEDNESDAY AFTERNOON SESSION

J. W. Steinhoff (Toronto), further urged an official grading of butter, so that buyers and sellers could do business on a much more satisfactory basis. There was never too much good first-class butter, he declared. Plenty of consumers are always willing to pay a good price for the best quality article.

Auguste Trudel, manager the Quebec Cheese Makers' Agricultural Co-operative Society, on the subject of paying for quality, maintained that the man who sold the better quality goods should get the benefit of it. The farmer, he said, should not be forgotten and should certainly be well paid for his work. The society with which he was connected would always, he declared, be willing to

co-operate with the traders in the matter of production and quality.

J. H. Atherton (Toronto), called attention to alleged short weight in butter. "The trade generally know," he said, "that over 50 per cent. of the shipments received from creameries are short weight. The boxes do not turn out the full 56 pounds."

The president did not attribute this to dishonesty, but to the weighing system. Dampness around the scales is apt to affect them, as well as shrinkage.

Mr. Barr, who is engaged in Government work in cheese and butter, stated that Nova Scotia and Prince Edward Island, would both likely have a system for grading butter this year. The western provinces have already done this, and Quebec is falling in line, which left Ontario somewhat behind. There was nothing that will improve quality of butter more than the grading of it, except the grading of cream, he maintained, and that would be difficult. He made some suggestions as to how a standardization of grades could be begun and promised that when the war is over, his department would undertake to call together a Dominion-wide delegation of dairymen and merchants, to discuss the whole question.

The Arbitration Committee was delegated to deal with the matter of alleged short weight.

Held Eggs—Lost Money

W. H. Ault, Dominion Government representative in Western Canada, stated that the egg standards that were decided upon in Guelph a year ago, were favorably considered in the West. The trade in Manitoba, he said, is controlled largely by the wholesale grocers. There were wholesale grocers there who received as many as 10,000, 20,000 and 28,000 cases of eggs last season. Candling is being rapidly developed, and the situation is improving splendidly.

Many general merchants in Saskatchewan last year lost considerable money holding eggs for higher prices. I recall one instance in particular. This merchant's eggs were kept in sheds with no proper storage facilities. They finally got to Winnipeg and were candled, when a loss of \$600 was shown to the merchant on the one shipment. Improvements were, however, being affected. Mr. Ault stated that in Alberta the grading of eggs has been done for some time, and the situation there is good. While he was in Vancouver several Alberta cars arrived and he found the dealers there were well pleased—these eggs were bought on the Canadian standard and sold on the same basis. Egg production in the West is rapidly increasing, and he advised the eastern dealers to go after the surplus in the proper season—April and May eggs were the best for export

CANADIAN GROCER

purposes. He further told many interesting tales of phenomenal crops that had been reaped the past year in the Prairie Provinces. Some of these vouchered for as absolutely true were simply astounding.

A. H. Dalrymple, (Montreal), in referring to a Government representative in Great Britain to look after the interests of Canadian egg and poultry industry, stated that the present was a good time to get after the Government for better cold storage facilities for both eggs and poultry.

J. W. Steinhoff, of the Transportation Committee, reported on standard cases for shipping. This went into all small details regarding size, weight, materials, manufacture, etc.

Resolutions Passed

A. E. Silverwood, convenor of the Committee on Resolutions, then presented the resolutions drawn up by that committee for ratification. One of the most important of these referred to the grading of butter. The Federal Minister of Agriculture will be recommended to establish grades for butter, the grades preferred by the association to be firsts, seconds and thirds. This resolution also endorsed the adoption of a standard cube box for butter throughout the various provinces.

Votes of thanks to the retiring officers and to the Belleville officials were embodied in resolutions as well as one of regret at the accident to the Hon. Mr. Burrell, minister of agriculture.

Another resolution expressed to the Dominion and Provincial department of agriculture the association's approval of their efforts to keep before the producers the necessity of marketing quality goods.

An expression of appreciation of the sacrifice made by Lieut.-Col. John A. Gunn, of Montreal, who is now in the trenches, will be sent to him.

The association, too, stands on record that it will lend its assistance to the production of more eggs and produce, and of the highest quality possible, so that the Motherland in this hour of need may be benefited.

A resolution was also passed asking the Minister of Agriculture to pass legislation for legalizing the standardization of eggs and that the matter be followed up and enforced.

It was decided on motion to increase the fees for the next year from \$2 to \$3.

The Delegates Present

Those who registered at the convention were the following:

John Wilson (Matthews, Blackwell, Limited), R. Gray (Whyte Packing Co.), Harper R. Gray (Gunn, Langlois & Co., Montreal), R. H. Ashton (Morrisburg), R. J. McLean (Bowes Co., Toronto), J.

OFFICERS FOR 1916

President—A. H. Dalrymple, Montreal

First Vice-President—A. E. Silverwood, London.

Second Vice-President—John J. Fee, Toronto.

Secretary-Treasurer—Arthur Vaillancourt.

Directors.—R. B. Colwell, Halifax; J. A. Ritchie, Charlottetown, P.E.I.; C. M. Thacker, Montreal; H. R. Gray, Montreal; J. Emond, Quebec; C. H. Lebarge, Ottawa; A. E. Bailey, Belleville; R. J. McLean, Toronto; M. Lemon, Owen Sound; J. K. Richardson, St. Marys; J. T. Madden, Toronto; Harry Fearman, Hamilton; R. J. McNabb, Dungannon, Ont.; H. B. Clemes, Toronto; A. S. Duclos, Edmonton, Alta.

R. McNabb (Dungannon), John J. Fee (Toronto), B. Leerin (Montreal), A. H. Dalrymple (Montreal), Jas Dalrymple (Montreal), A. S. Duclos (Edmonton), A. E. Bailey (Belleville), G. F. Ostrin (Belleville), J. A. Berkley (Belleville), G. F. Brickman (Belleville), W. R. Graham (Guelph), John S. Porter (Toronto), Jas. W. Atherton (Wm. Davies Co., Toronto), R. Middleton (St. Thomas), F. Hens (London), W. G. Morrison (Hamilton), J. S. Tallman (Hamilton), M. P. Mallon (Toronto), R. M. Plarper (Walkerton), James Pickett (Mount Forest), A. R. Willard (Toronto), B. Whitmore (Harriston), Harry H. Fearman (Hamilton), Jas. F. Madden (Harris Abattoir, Toronto), W. H. Lamer (Montreal), M. D. S. Lenon (Owen Sound), J. A. Vaillancourt (Montreal), A. A. Ayer & Co. (Montreal), E. M. Raney (Toronto), C. H. Labarge (Ottawa), J. A. Ritchie (Charlottetown, P.E.I.), C. A. Mann (London), A. J. Harron (Listowel), C. M. Thacker (Montreal), J. A. Platt (Cobourg), J. B. Muir (Ingersoll Packing Co. (Ingersoll), A. E. Graham (Montreal), A. E. Silverwood (Silverwoods, Limited, London), R. A. Lane (Wingham), W. R. Erskine (Atwood), F. G. Gould (G.T.R., Toronto), J. A. McLean (Matthews, Blackwell), W. D. Coil (Decatur, Ind., U.S.A.), Ernest J. Smith (Stratford), Chas. M. Richardson (Trent Manufacturing Co., Trenton), T. S. Baker (Campbellford), H. S. Johnston (Flavelle, Limited, Lindsay), W. A. Baker (Hastings), Charles Ivory (Omeme), Bert Squire (Norwood), J. E. Thomas (Indiana, U.S.A.), Thos. S. Bark (Montreal), L. Valois (Montreal), A. D. McIntosh (Stirling), A. D. Me-

Gillis (Montreal), A. Trudel (Montreal), W. T. Miller (Montreal), Miller Bros. (Glen Miller), W. H. Sadler (Montreal), J. Arthur Cook (Mount Forest), R. S. Whyte (Toronto), A. H. Wilford (Wingham), Robt. W. Paul (Selby, Ont), Arthur Ford (Decatur, Ind.), N. R. McCreary (Belleville), M. Robertson (Belleville), W. D. Hanley (Belleville), P. W. McLagan (Lovell & Christmas, Montreal), F. C. Elford (Ottawa), Seth Jones (Sussex), A. W. Bayman (Ottawa), W. H. Ault (Ottawa), John I. Brown (Montreal), J. M. Gower (Waseca, Sask.), H. M. Hambidge (Aylmer), A. E. Wilson (Montreal), B. T. Huston, Canadian Grocer (Toronto).



G. F. Toone, grocer of George St. Peterboro, has joined the 93rd Battalion.

H. W. Butcher who has been for about a year with the Brandon Grocery Co., Brandon, Man., has enlisted with the 100th Winnipeg Grenadiers.

R. H. Hayward, cashier for the Codville Co., Winnipeg, is attached to the 144th Battalion as Lieutenant under Lieut. Col. Morley. This makes the thirtieth employee of the Codville Co. to enlist.

The Cowan Cocoa Co., Toronto, have given during the past week, eight more men to the ranks of overseas companies. The men were Robt. Dow, J. McCreadie, H. Witside, Wm. Albertie, Samuel Pite, Wm. Gibson, Andrew Abbott, and Thos. Fountaine. The Cowan Company have adopted the policy of paying their married employees who enlist full pay and the single men who enlist half pay, their positions are kept open for them on their return. All told over 20 men have responded from the Cowan factory.

Macdonald-Cooper, Limited, wholesale grocers, Edmonton, Alta., have provided the following men for overseas duty, about half of them being now in the firing line and the remainder in training here: Chas. McDermott; Horace Maddison; Chas. T. Cooper; Harry Davis; Harold Heath; Fred Sorby; Harry M. Judge; George Ingrom; Jack Cummings; Harry Thompson; Edgar L. Greenside; Alex. Cockburn; Harold Fazaackerley and Wilfred Stevenson.

Good Eggs Worth More

Plea on Behalf of the Farmer Who Markets Eggs Promptly—Retail Buyer Would Then Be Benefited—Many of Them Now Losing Money — The Only Fair And Equitable Method

By Harper R. Gray, Gunn, Langlois & Co., Montreal.

(Address at Canadian Produce Association Convention)

THE question has often been asked—Why cannot we in Canada show a greater improvement in the general quality of eggs that find their way to various markets? There are three things which to my mind would greatly assist in bringing about better conditions:

1st—Insist on buying eggs “loss off.”

2nd—Educate the farmers to market better quality.

3rd—Pay the farmer a price for his eggs based upon their quality.

We must protect the farmer who markets good, clean, fresh eggs; and a farmer who gives special attention to see that his flock are pure bred and of a good strain of poultry, well fed, and eggs properly gathered, and promptly and carefully marketed, is bound to receive at the stores or elsewhere a just recompense for the better quality that he is able to produce, for the reason that he has been paid one price for finest wheat, another for number one, and another for number two quality. We must have co-operation along these lines.

Unfair to the Farmer

The “Case Count System” of buying eggs has been decidedly unfair to the farmers and other producers who have taken pains to market good, clean, fresh eggs. Further, through placing no premium on good, clean eggs has not resulted in encouraging farmers to be careful and diligent, but on the other hand, has made it possible for the distribution of eggs in all stages of decomposition, and has encouraged farmers and local buyers to hold considerable quantities at certain seasons of the year, when they have no suitable place for storage. Some producers may have thought this system advantageous to themselves, in that they received the same price for eggs that were of inferior quality, and even wholly bad, as they did for good eggs. In this, however, they were seriously mistaken, for wholesale dealers know very well the extent of loss and shrinkage at certain seasons of the year, and their practice in order to make good the heavy loss for bad eggs, and the lower price at which they were obliged to sell inferior eggs, was simply to lower to a safe level the price paid to the farmers.

We have our Canadian standards for eggs, and it seems reasonable to expect

that there should be a difference in the price paid, not only for good and bad eggs, but also for the prices paid for the various grades of good eggs. Where dealers pay as much for bad eggs as they do for good eggs, there is absolutely no inducement for farmers to produce good eggs, and they cannot be blamed for trying to market any old thing with a shell on it so long as “Case Count System” is in vogue, as it really discourages the production of good eggs.

Country Merchants Lose

Some country storekeepers actually pay a higher price for eggs than they receive when they in turn sell them. They do this in order to obtain trade with the farmers, but it is a bad practice to sell for less money. The storekeeper does it to get the farmers to “take it out in trade,” and does not claim to make anything on the eggs he buys. Dealers and merchants who buy eggs in towns or villages should get together and agree to pay on the “quality basis” only—the merchant and dealer will then be safe from loss, the producer of good eggs will realize a greater profit, and the producer of bad eggs will suffer a loss because of his carelessness. It is not just to the man who produces good eggs to compel him to stand the loss, and protect the dealer from loss from the one who markets rotten eggs. The egg industry will never reach this greater possibility unless dealers will co-operate in the improvement of the farm eggs and pay for just what they buy, candling the eggs if convenient as soon as they are brought to the store. No honest farmer will object to submitting his eggs to the candling test if you permit him to see the operation and he knows you are giving him a square deal.

It really requires a considerable time after the egg is produced to get that egg into the hands of the consumer, especially with the ordinary system of marketing. The farmers usually hold the eggs a week before they are marketed, or delivered to the grocer or dealer, and several days are spent en route. What we want is prompt handling by the farmers, prompt handling by the storekeepers, and quick despatch by the railways.

Quality Basis Most Profitable

Viewing the whole egg market situation from a true Canadian standpoint

“of the greatest good to the greatest number,” it appears that there is a serious need for a change of attitude or viewpoint on the part of both the average farmer and the average egg buyer, as well as the man “higher up.” Common sense would indicate, and to some of us experience has proved, that the buying of eggs on “quality basis” is fair, practical and most profitable to all concerned.

Plain and practical instructions for the proper handling of eggs should be distributed as widely and as often as possible, and it is the opinion of the writer that some special literature issued along this line by the Canadian Produce Association and distributed through various mediums would bring good results.

Uniform System of Inspection

A UNIFORM system of inspection is a new subject for our association to take up, and may be dealt with along two lines:

1st—As to the grading of eggs by dealers in their own premises.

2nd—By a uniform system of inspection by some capable official, so that the man who sells, sells on a certain standard, and the man who buys from that dealer knows that he is guaranteed a special quality.

The latter would necessitate an experienced man being employed in centres such as Toronto or Montreal, where in case of a dispute there would be available a means whereby each party would receive a fair inspection of the eggs.

If a car of eggs was offered, it would be sold on the basis of standard or recognized quality, and this particular official would be available to inspect the eggs for both buyer and seller.

At the present time a good many dealers have not adopted the use of the words “special, extras, No. 1’s and No. 2’s.” For instance, in Montreal, the word “selects” has been in use for such a long time that it is difficult to educate the trade to the use of the word “extras.” The standards adopted are fair and reasonable, and this association should strongly recommend the adoption of these standards by all egg candlers throughout Canada. Place your instructions before the candling bench of each candler and they will soon fall in line with the standards.

CANADIAN GROCER

ESTABLISHED 1886

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

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

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

Canadian Grocer is a member of Audit Bureau of Circulation, the recognized authority on expert circulation examinations.

OFFICES:

CANADA—

Montreal — Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—34 Royal Bank Building; Phone Garry 2313.

UNITED STATES—

New York—R. H. Huestis, 115 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 607, 140 So. Dearborn St., Phone Randolph 3234. Boston—C. L. Morton, Room 783, Old South Bldg.; Phone Main 1024.

GREAT BRITAIN

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

PUBLISHED EVERY FRIDAY.

Vol. XXX.

TORONTO, FEBRUARY 18, 1916

No. 7

AN EXTENSION OF SIX MONTHS

UNDER the regulations of a law passed by the Dominion Government in 1913, the manufacture of white phosphorus matches was prohibited, beginning Jan. 1st, 1915, and the dealing in them and selling of them prohibited, beginning Jan. 1st, 1916. However, last fall it was found that there were still a great many of these matches in the country, although none had been manufactured during the past year. Suggestions were made to the Minister of Labor, the Hon. T. W. Crothers, to secure an extension of time for the getting rid of these matches.

The Minister has given notice of a bill to amend the White Phosphorus Matches Act which will permit the sale of them for another six months from Jan. 1st. This gives the wholesale and retail trade up to the end of June to sell off these matches. The law was put into force to benefit the employees of match factories who, it was claimed, were injured by the fumes from the phosphorus. There was no danger, of course, to the seller of these matches once they were made and no doubt this explains the reason for the extension of time.

OUR IMMENSE FISH INDUSTRY

THE total marketed value of the catch of fish, fish products and marine animals in Canada for the fiscal year that ended March 31, 1915, amounted to \$31,057,550.

Of this amount the sea fisheries contributed \$27,170,483 and the inland fisheries \$3,887,067.

The fishing industry now gives employment to almost 94,000 people, over 84,000 of these being engaged in the sea fisheries.

To carry on the fisheries, 282 steam vessels, 1,236 sailing and gasoline vessels, 431 carrying smacks and 38,058 boats are employed. Of the boats, 9,261 are now fitted with gasoline engines.

There is now invested in fishing gear, vessels, etc., about \$24,500,000, over \$22,000,000 being invested in the sea fisheries.

In the succeeding nine months of 1915 the total value of sea fish only amounted to \$16,329,898 as against \$16,219,808 for the corresponding period in 1914. In December, 1915, the total catch of sea fish totalled \$733,675 as against \$699,441 in December, 1914.

The total pack of lobsters from the opening of the season on November 15th to the end of December, 1915, was 4,006 cases, and there were 16,174 cwt. shipped in the shell.

The value of the fisheries has increased from \$20,000,000 to from \$31,000,000 to \$34,000,000 per year, chiefly as a result of the phenomenal development of the salmon and halibut fisheries of the Pacific Coast and of the fresh water fisheries.

There are now over fifty fish hatcheries propagating salmon, shad, whitefish, salmon trout, pickerel, etc., in addition to fourteen lobster hatcheries.

OPPOSITION TO MAIL ORDER TAX

THE proposal to place a provincial tax on mail order houses doing business in Manitoba, as outlined in CANADIAN GROCER last week, has already met with opposition from the departmental mail order store interests, and also from the Grain Growers of the Province. Deputations have waited on the Premier and Provincial Treasurer and expressed their disapproval of the proposed legislation.

CANADIAN GROCER

Interests representing the mail order houses, and other elements opposed to the imposition of the tax appeared before the cabinet last week and contended that the tax would be unconstitutional.

The spokesman for the interests argued that the tax on mail order business would be contrary to sections 91 and 92 of the British North America Act, which provides that the province may impose direct, but not indirect taxation. He stated that the tax would be an indirect tax, and supported his theory upon the ground that the proposal originated with the retail merchants, some of whom, he claimed, had stated that consumers would be forced to pay more for the goods. In other words, he claimed that the government by imposing a tax nominally on the mail order houses, would actually tax the consumers, as the tax would be collected indirectly from the latter who would be forced to pay more for goods. It was also pointed out that the tax if imposed upon Manitoba mail order firms only, would be unfair, owing to the fact that mercantile concerns in Eastern Canada, and the United States, of whom there are a large number distributing catalogues throughout the West, cannot be forced to pay the tax.

On the other hand it is urged by many retail and wholesale concerns that mail order houses should be taxed. Some wholesalers state that the legislation is directed at the mail order houses who are getting the cream of the country trade. They do a cash business, and farmers, after securing long credit from the local retailer, when they have ready cash will give it to the mail order house in preference to the local merchant. The local merchant pays taxes, and helps in many ways to build up the local community. The mail order house does not contribute in any way to the building up of the rural community, and yet, secures the cream of the business. Under the present parcel post system, the mail order firms are enabled to flood the country with catalogues at a ridiculously low rate.

Many business men are adverse to expressing an opinion regarding the new bill until such a time as more information is available as to the amount of the tax to be imposed and just what firms are liable. Incidentally the new bill it is understood provides for the taxation of street railways, express companies and banks.

FROST AND CANNED GOODS' PACK

IN discussing the packing of canned goods and the effect that frost has on the extent of the pack in certain sections, a prominent packer gave some very interesting information to the writer the other day. He pointed out that factories located near bodies of water usually are able to pack for a week or two weeks later each fall than factories in districts only a few miles distant where there is no water. He gave this as the reason why we find so many factories

along the Lake Ontario and Lake Erie shores. It seems that the frosty winds in passing over the water lose their low temperature. The water "draws" the frost from the air and when the winds reach the further bank they have lost their intensity. Flowers, he further stated, will be found blooming in all their late summer luxury on one side of a body of water, whereas on the opposite side they have passed away two to three weeks previous. This interesting phenomenon explains why there are so many canning factories operating so close to bodies of water and why so many continue to pack when frost has stopped others.

Fields of grapes have frequently been observed to have been caught by frost when others not more than 500 yards distant were almost immune. The humidity of the soil and the way the sun strikes the field has a great deal to do with this.

ONE HUNDRED PER CENT. PROFIT!

AN official of one of the largest mail order stores in New York City recently testified under oath that the usual, customary and ordinary profits on a certain line of goods in most large stores was 100 per cent. Mail order houses cut prices on certain lines of goods apparently to give the public the impression that all its goods are sold on the same narrow margin of profit. They lose money on such transactions but they figure that they will in the long run attract new customers to their stores by indicating that all their goods are sold at similar advantageous prices. This, of course, they cannot do, for if they did, they soon would be compelled to go out of business.

We are told that bargain advertising is losing its force. It is certainly true that every once in a while the purchaser of a bargain article finds he has got caught and in the end pays more for the goods than he would had he bought a better quality at the regular price. The retail dealer who maintains quality throughout and who gets a fair price for his goods, is the one most likely to succeed in the end. Bargain hunting has become a fad with some, such people purchasing bargains only; but the good, average, substantial every-day trade at a fair profit is to-day actually MAKING more real merchants than price-cutting ever did or ever can do.

A SPIDER'S web offers the best example of a natural net that is known to man and may have been the model of the fisherman's net of to-day, the origin of which is lost in antiquity.

* * *

WHAT BANK manager will loan money without convincing himself in the first place that the applicant is thoroughly reliable? Why should a retail merchant give out goods, which represent so much money to him, without taking equal precautions?

How John Bull Likes His Eggs

Requirements of the British Importers—The Handling, Packing and Caring for Them to Produce Greatest Satisfaction—A Valuable Compilation of Facts by an Expert—Future for Canada in British Market

By J. W. Atherton, Wm. Davies Co., Toronto.

(Address at Canadian Produce Convention)

WE have yet a lot to learn in regard to the exportation of eggs. The experience we have had during the past season will be very useful, but in order to develop the Canadian egg trade so that it will occupy its proper place in the British market it is very essential that the quality of the product we send them be of the very best.

Under ordinary conditions Canadian eggs will meet with very strong competition; in order to retain the trade of the greatest market in the world and occupy a place similar to that held by Denmark in Great Britain, it is of the utmost importance that we be particularly careful in grading, and ship eggs of the very highest quality.

Large quantities of eggs were exported to Great Britain a few years ago, these reached their highest point during 1901 and 1902, when in each year between eleven and twelve million doz. were shipped. From the year 1902 the exports gradually diminished while the imports steadily increased. It is interesting to note during those ten years the imports increased in about the same proportion as the exports decreased.

Production Increases 40 Per Cent.

This may appear strange in view of the fact that production has been increasing right along, from 1901 to 1911, the increase being 40 per cent.

This, however, is offset by the increase in consumption; from 1891 to 1901 the increase in consumption was 29 per cent., while from 1901 to 1911 the increase was 70 per cent.

The average consumption per capita in 1891 was 11.8 dozen, in 1901 it was 13.72, an increase of 16 per cent., and in 1911 it reached 17.39 dozen per capita, an increase of 26 per cent.

You may perhaps ask why the difference between the increase of 70 per cent. in consumption, and 26 per cent. increase per capita from 1901 to 1911. This is accounted for by the increase of population which was 34 per cent. during that period.

Surplus for Export

Without having statistics to go by, I believe production during the year 1915 was larger than ever before. Without doubt this will continue; owing to the war it is hardly likely that our population will increase, so many of our boys

going to the front, and also to the fact that immigration to Canada is practically nil, it is natural to suppose therefore, that we will have a surplus of eggs for export.

You will admit our eggs the past year have commanded a ready sale owing to the great shortage of continental supplies, especially from Russia. Had conditions been normal last year it is a question whether our eggs would have been wanted at all after the condition in which they arrived during the fall of 1914. We know there have been some shipments of eggs exported that were not properly packed; this reflects discredit on the trade generally.

To meet this market therefore, it is necessary to give them the right kind of product. If we do this and gain the confidence of the importers there is no reason why this export business should not continue after the war; this will depend of course on whether we can compete with other countries in regard to price.

War Situation Helping

The war is giving us an excellent opportunity to establish ourselves in the British market. In looking over the yearly trade report of the United Kingdom we find the imports of eggs have decreased over 50% in the last two years. In 1913 the imports were 7,193,317 cases, containing thirty dozen each. In 1914—5,968,268 cases and in 1915—3,415,986 cases. The average price paid per dozen for these eggs was as follows:—1913, 21.33c; 1914, 23.19c; 1915, 28.68c.

In shipping eggs to the United Kingdom we must also look at it from the buyer's standpoint as well as our own. I purpose therefore, to touch briefly on a few of the most important points that are necessary for the development of this trade.

Good Cases Required

We will first take up the question of cases, owing to the many complaints received during the fall of 1914 re broken eggs caused through the frail cases that were used, the trade generally adopted a heavier case last season, similar to our road case, three-eighths inch lumber sides, top and bottom, five-eighths inch ends and centre, and patent fastener top. Since using these cases there have

few complaints, if any, in regard to broken eggs, in fact we have heard from some of the importers in England and Scotland who say they are the best case so far received from Canada one dealer going so far as to state that he did not think they could be improved upon.

On the other hand, one of the largest dealers there maintains that the Danish and Russian cases (especially Russian) are most suitable for their market. He admits our cases are very neat and handy, as they can be easily handled by one man, but goes on to say they can also be very easily mishandled.

The Russian case which contains one hundred and twenty (120) dozen or fourteen hundred and forty (1440) eggs, requires two men to handle it, therefore, it is not so liable to be thrown about. They have occasional breakages with these cases, but not anything like they have with ours.

The Russian case is made with a division in the centre which can be sawn through, leaving two half cases containing sixty dozen each; there are four layers of eggs, fifteen dozen a layer in each half case, each layer contains ten rows and each row eighteen eggs.

A complaint has been received that some cases were shipped from Canada that were too large for the fillers or the fillers too light for the cases, this would naturally cause the contents to swing backwards and forwards when the cases were handled, causing breakage.

There is a difference of opinion in regard to branding or stencilling the cases. From what we can gather the large importers would rather not have the shipper's name on. For one thing, it gives away the source of their supply to their customers, and some prefer to sell under their own brand. Another thing, in selling to the smaller trade there is likely to be a good deal of cutting, consequently, from the importers point of view they are not worth handling. On the other hand, the retail trade favor stencilling regarding it as a guarantee of quality.

It has been suggested that all cases should be pierced with small holes in the ends to allow ventilation, in some cases this has been overcome by leaving about a quarter of an inch space between the slats on each side of the case.

It is very necessary that good white fillers and flats be used as well as proper

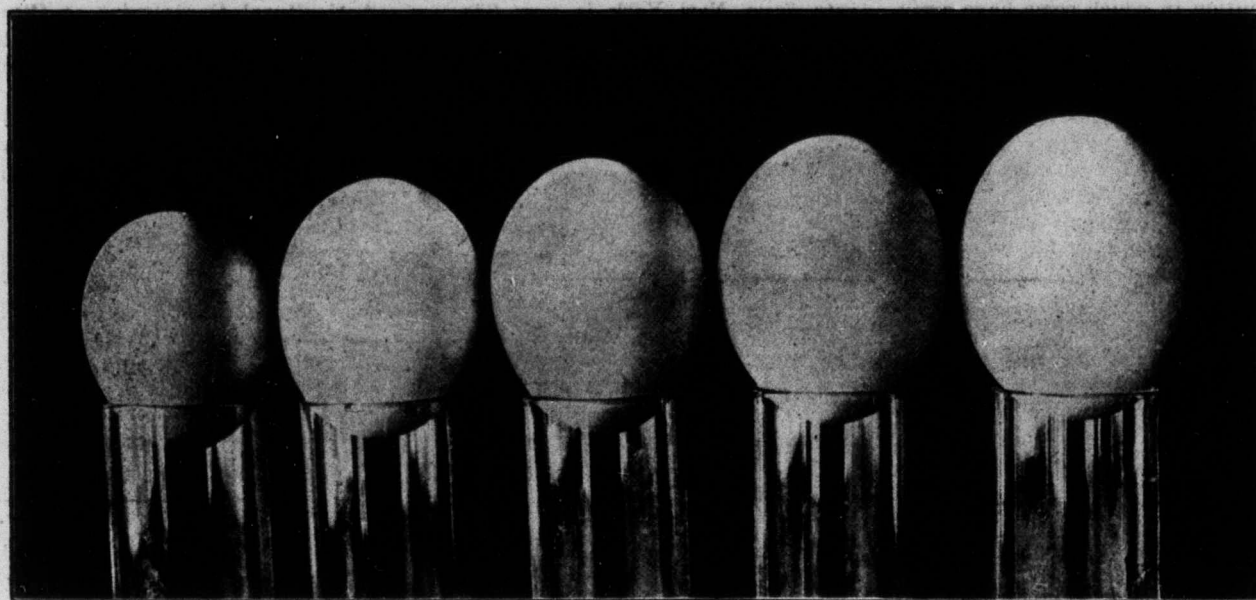


Illustration demonstrates variety in sizes of eggs. Mr. Atherton says a dozen of good export eggs should weigh a pound and a half.

packing top and bottom. Some of the dealers last season made it a point to use exclusively Number One White fillers and flats, and Excelsior Cushions, four to each case, one top and bottom of each section, and found they were a great protection; these were also favorably commented upon by the importers.

The Russian eggs are packed in wood-wool or wood shavings, (we presume what we call excelsior). Some say the reason Russian and Danish eggs carry so well is on account of the springiness of this wood-wool, even though the eggs be packed tight breakage is avoided by a certain amount of "give" without the eggs coming in contact with one another; where any breakage has occurred it has been caused through insufficient shavings being used.

One importer suggested that our fillers be made a little deeper, it appears that a good many of the largest eggs are dimpled or chipped owing to their being jammed together.

The principal complaint seems to be in regard to the flavour of storage eggs. This, they attribute to the cardboard fillers. This may be caused either by the eggs not being properly dried before being repacked or by using fillers too new, fillers should be thoroughly dried before being used. There are, we believe other scientific reasons for this flavour.

If there is any dampness at all it is only natural when the eggs are placed in the close hold of a ship, more or less sweating takes place and the eggs will be affected.

Defrosting and Grading

Eggs should be thoroughly defrosted before being repacked, with dry air if

possible, thereby absorbing all moisture. If this is done and the eggs are repacked into perfectly dry fillers there is every prospect of their arrival at their destination in good order.

One of our friends in Scotland advises us that in Russia the eggs are taken out of Cold Storage and when one wants to get the best results, are put into the "defrosting chamber" and there they are thoroughly treated with dry air, which absorbs the moisture from the cases as well as the eggs, and after being so treated are shipped in the original cases without being recandled. On arrival at destination they seldom show more than two or three dozen bad eggs per case of 120 dozen, about two per cent.

This, therefore, appears to be one of the most important, if not the most important thing to take into consideration. Some of the dealers here appear to be under the impression that if the eggs are taken out of storage during the cold weather and repacked at once without sweating they will be all right, apparently not taking into account that when the eggs are placed in the ship's hold they are likely to sweat. Remember that no temperature is taken when eggs are shipped ordinary stowage, but when shipped in refrigerator, the temperature is taken every day.

April and May Eggs Storage Recommended

It is important that the quality of eggs for export should be as near perfect as possible; when shipping cold storage eggs only April and May stock should be sent. Sound, clean eggs only should be shipped. All smalls, dirties, splits, num-

ber two and weak eggs should be picked out and used locally. A case of thirty dozen should weigh forty-five pounds net. It stands to reason that a weak or shrunken egg will not stand the journey, the shaking up till it gets on board ship through the motion of the boat, breaks the already weak membrane of the air space, also the ligaments of the yolk and by the time it reaches its destination the egg is addled and goes bad very quickly: you cannot expect such eggs to give satisfaction.

The principal trouble this year seems to have been dampness, resulting in a great many bad eggs. It is up to the shippers to find out the cause and remedy it. If the eggs are not thoroughly defrosted or the fillers not perfectly dry, any sudden change in temperature which they may be subjected to during the journey will cause them to sweat, the result being spotted and musty eggs.

Delays in transit also account for a good many bad eggs, owing to the congestion of freight, delays in sailings cancellation of steamers on this side and delay in discharging vessels on the other. All these have to be taken into account, you will see therefore how necessary it is to take every precaution when packing the eggs.

We would like to emphasize the fact that too much care cannot be exercised in drying the eggs before repacking, if this is not done the dampness is absorbed by the cardboard and in a very short time they become musty and spotted.

We have been advised that Canadian eggs, so far as appearance goes, can-

not be beaten, clean, nicely mixed in color and splendid sellers, but owing to the condition in which some have arrived, together with what they term a peculiar or storage flavor, the Russian eggs are given the preference, although they are not as large and attractive as Canadians. White eggs are preferred; Americans are too brown. They say the Russian eggs arrive in better condition, the whites are stronger, they have a cleaner flavor and show less shrink.

It is only fair to state however that Russian eggs are packed in May and June and brought out in November and December whereas, Canadians are stored in April and May and shipped in December and January.

The greatest of care should also be exercised in the loading of cars, as well as careful handling by the Railway Companies and prompt delivery of the eggs at the Seaboard. Before loading, see the cars are sweet and clean, and follow the system of loading as advocated by Dr. M. Pennington at our Annual Meeting at Guelph last year. This is a very simple method and we believe, the best. Have a tracer follow each car until it reaches its destination.

It would be an excellent arrangement and save the dealers thousands of dollars if the Railway Companies could be induced to attach pneumatic buffers to the cars.

The price quoted in England is usually in shillings, as, so many shillings per long hundred, which consists of one hundred and twenty eggs or ten dozen. There is considerable expense in exporting eggs and it is necessary to realize a decent price in order to cover all the charges and make a living profit.

Turnover is Slow

It is not like the business of a retail dealer where they sell for cash and turn their money over twenty times during the year. The Produce Dealers as some of you gentlemen know, who are unfortunate enough to be in that line of business, are doing well if they can turn their money over twice during the season.

We figure it takes in the neighborhood of six and a half cents (6½c) to cover all the changes in connection with the export business, made up approximately as follows:—

Inland freight charge ..	.893
Ocean Rate	2.981
War Risk330
Marine150
Exchange165
Shrink750
Case and Fillers	1.000
Labor500

6.769

These figures are based on shipments from St. John, Portland and Boston a month ago. The rate to-day from these

ports is 47c per cubic foot or 3.902c per doz. And we understand the ocean rate from New York is now 63c per cubic foot or 5.25c per dozen.

In addition to this, those who sell through a broker will have commission to pay.

It will interest you to know that during 1915 exports of eggs from Canada were in the neighborhood of 300,000 cases, the value being over two and a half million dollars, an average price per dozen of 28.41c.

The remark has been made, that to

make this convention a complete success from an export standpoint, either the Agricultural Department at Ottawa or the egg shippers should have invited and paid the expenses of two or three importers from England and Scotland, when a policy satisfactory to both countries, might have been adopted as it is very important for Canada to meet their market by shipping what their trade requires.

This appears to be a very good suggestion and perhaps some such arrangement can be made at a future meeting.

Criticize Retailers' Fines

Association Wants Further Particulars About Fines in Lime Juice and Salad Oil Cases—Reports on Certain Goods Discussed.

TORONTO, Feb. 17.—(Special.)—At the regular meeting of Grocers' Section, Retail Merchants' Association, on Monday night, the question of grocers being fined for selling goods which did not come up to Government standards was discussed. F. C. Higgins, the chairman of the section, presided.

One of the members stated that recently a certain grocer was fined \$22 and costs for selling lime juice not in accordance with Government standards, whereas another was fined \$40 for a similar offence. He also stated that a woman charged with the offence was let free. He believed that the matter should be referred to the Dominion Board, and that it should be taken up with the Minister of Justice. Further inquiries are being made. Several retailers did not think that the retailer should bear the brunt of a fine in such a case. They claimed it was up to the manufacturer to see that his goods were properly labelled. Canada's Pure Food Law is the "Adulteration Act." The Inland Revenue Department have charge of its operation, and during recent years have been issuing food standards on various lines of goods. These standards define each food, showing just exactly what ingredients it should contain in order to come up to the standards for a pure article. Anything that did not come up to that standard could not be sold as pure.

The protection of the retailer lies in the Government warranty. When a retailer buys goods from a certain firm, if he is not fully acquainted with that firm and the goods it manufactures, he should ask for a warranty that the goods are pure within the meaning of the Act, or he should get the information that he was receiving a compound article and sell it as such. If he gets the warranty, then the manufacturer who gave it to him—if the goods should turn out to be beneath the standard—has to bear the brunt of any fine imposed.

Robert Dowson, chairman of the Resale Committee, reported on a visit of the committee to a large manufacturer during the past month. The committee pointed out that they were desirous of buying the goods and selling them on the fixed price basis so that there would be no cut in their profits. Mr. Dowson said personally he was satisfied with the goods, but that on account of cutting by department stores he was unable to make a satisfactory profit. He told the manufacturer it would be better to have the co-operation of the grocers, which form the bulk of the distribution, than of the department stores. The result was that the association is asked to place a selling policy before the firm in question, and this will be attended to by Dominion Secretary E. M. Trowern.

The grocers have decided to hold a social evening on Wednesday, February 23rd, at which each member is supposed to bring along a friend. The evening will be pleasantly spent with music, progressive euchre and other games, and refreshments, and there will be a few addresses. The committee which has the matter in hand reports that there will be something good in store for everyone there. The committee which at first had the matter in hand was composed of the following members:—Wm. Forster (convener), Donald McLean, W. J. Parks, Donald Nicholson, F. C. Thorne, Mr. Black and W. J. Nichol. Mr. Forster, however, on account of pressure of other work, has resigned from the chairmanship.

T. M. Humble, the new secretary of the Toronto branch R. M. A., gave a brief address, asking the co-operation of the Grocers' Section.

A vote of thanks was passed to J. Milton Cork and Donald McLean, chairman of the 1915 Picnic Committee and treasurer respectively, for the splendid work they did in conducting the excursion to Cobourg last year.

Secret Lies in Fish Flavor

The Retailer Who Maintains the Flavor of His Fish by Proper Attention is Most Likely to Succeed—Frozen Fish Should Not Be Allowed to Thaw—How the Government Is Helping to Market Fish

Written for Canadian Grocer by G. S. Pearson

THE Publicity Committee of the Canadian Fish Association has arranged to cover the country with fish posters advertising February 29th as Fish Day, urging dealers to push sales and the public to buy. The posters present a life-sized fish. It is proposed to get out a very attractive poster that the merchants all over the country will gladly hang in their windows. A great many thousands are to be sent out in sufficient quantity so that each large city can furnish its quota to the smaller places around.

The winter trade in fish depends to a large extent on the state of the weather. Up to the first week in February this winter has been unusually changeable, and in consequence unfavorable to the handling and the sale of fish—in some cases. By that is meant those cases in which preventive measures were not used to avoid any detraction from the flavor as a result of the softening of the fish. That palatable and delicate flavor of a fish is as elusive as the bouquet of some rare wine and more easily lost. It is not generally known that the fish begins to lose its flavor the moment it is taken from its native element. But such is the case. The longer it lies around, the more it is handled, the soggy it becomes, and as it loses its delightful firmness, it also loses its delicate flavor, until, assisted by insufficient care, it becomes a flabby chunk of coarse food. For the flavor is everything in a fish—it's all in all. Too many people handle it, as if it were beef and improved with hanging.

However, there is a remedy, and that is to see that a frozen fish remains frozen, irrespective of the weather, and does not become soft or hard, according to the weather. In summer, ice and more ice is required. There is no such thing as using too much of it; in winter a cold storage plant is the solution.

The pretentiousness of the plant must vary with individual resources and local needs, but there is absolutely no reason why every dealer should not have a plant of his own.

A Great Opportunity

A great opportunity for any progressive and wide-awake dealer lies in the constant neglect of this matter of keeping fish fresh by so many of the trade. Many attend to it partially, few wholeheartedly. When one realizes that the

whole secret of fish trading depends upon this one point in the sense that all the other features that lead to success are dependent upon it, it will be seen that it is a vital one. This is so obvious that it is usually neglected. Therein lies an opportunity for the man who can retain this fine flavor in his fish and make it his chief talking point in all advertising, whether that is done in the newspaper, the window, or by personal conversation. It is one that cannot fail to catch the imagination of the dullest of customers. One of the greatest successes in the fish line in Montreal was and is being made to-day by a man who has laid particular emphasis on this one point. His remarkable success is so greatly due to this fact that he frankly refuses to be interviewed on the subject, saying that he has no wish to assist his competitors. That, of course, is the narrower view. It is no secret, however, that this man constantly points out in his newspaper advertising the care with which he surrounds his stock of fish. His window advertising is full of subtle suggestions on this point; the show-cards say it, and the fish—well, they look it. And they sell! They sell like the proverbial hot cakes. In the last soft spell in Montreal this man fluttered about his fish like a nervous hen about her brood. He made

his window display light, so that the bulk of the fish might be in his modest ice box, kept firm and fresh by the draughts of cold air that the window fish could not get.

Every Dealer's Opportunity

This fact is the opportunity of every man who is out to succeed in a fish department or a fish store. It is his one best bid for fame in fish. Of two Montreal retailers buying from the same wholesale dealer, one is notoriously careless with his stock and depends upon small profits and big sales for his business. The other gives care and charges what some competitors say is an outrageous price. Yet he does a big business. "The flavor is remembered long after the price is forgotten."

This first dealer—the big sales, poor quality man—represents a type that is only too common. Doing fairly well, they overlook the fact that they can do even better. Dazzled by a comfortable living and what seems like a fair profit, they do not feel the need of exerting their grey matter or their hand to greater effort.

The Government Gives a Lead

The Government happily has set an example in fish-care that indicates how much importance is attached to this feature by fish experts. Until a few years ago the chief source of supply for the biggest markets in Canada was in the United States, because people would not buy the Canadian fish, that coming from our own coasts in small lots was improperly cared for. The small size of the shipments prohibited the use of refrigerator cars and express rates advanced the price too high above the U. S. product, which in many cases had come from Canadian waters, but in carload lots.

So the Government intervened. The express companies would not lower their rates, but the railroads agreed to furnish refrigerator cars that were to be handled by fast freight three days of every week. In addition to this, the Government agreed to pay one-third the express charges on less than car lots from the Atlantic coast to points as far west as Eastern Manitoba and from the Pacific to the same locality. The Government by this means made a real Canadian trade in fish possible.

**Something New
IN FISH**

**Boneless
Herrings**

Small, smoked Fillets, perfectly free of bones and tasty eating. The price is right!

This cold weather is right for Oyster Stew. Make it with lots of rich, new milk and order the Oysters of us! Fresh-Caught Haddock and Halibut, Steak Cod, Flounders, Fresh Herrings.

Our Phones: Up. 2724-963-904-905.

**HENRY
GATEHOUSE & SON**

350 Dorchester W., Montreal.

This advertising is changed daily in Montreal newspaper.

Tariff Changes Are Slim

Only Two Announced in Budget Speech, One of Which Affects Grocery Trade Only Slightly—
Tea Again Escapes—Companies, Partnerships and Individuals in Business Bear
the Brunt This Time—Text of the Budget.

FINANCE Minister Hon. Thomas White has brought down the budget. There is, however, little of direct interest to the grocery trade from a tariff standpoint, inasmuch as there are but two changes made in the tariff, one only of which affects it, and then not to a very great extent. The one outstanding fact from the standpoint of the trade and the tariff is the absence of a tax on tea. This has been freely predicted for a long time by many tea men, although there were some who did not believe it would materialize. The latter were the prophets in this case.

Canadian Grocer pointed out some weeks ago that whether we would have a tax on tea or not, would depend on the view of the entire question by the Government. To tax the national beverage would probably have created a certain amount of prejudice against the Government. On the other hand, it was pointed out that the Finance Minister needed a lot of money, and it was a problem whether the revenue obtained from a 10c tax on tea would be used to obtain part of that required money. We see now that it apparently was not needed, at least for the present.

The raising of the duty on apples from 40c to 90c per barrel, intermediate and general tariff, is not apparently for the purpose of raising any great amount of revenue. From what we can judge, it is a purely protective measure, particularly for the apple grower in British Columbia.

Text of the Budget

The following are important extracts from the text of the budget affecting companies and individuals engaged in all commercial enterprises, such as that of the grocery business:—

“That, in the following resolution, ‘Minister’ means the Minister of Finance of Canada; ‘non-Canadian company’ means an incorporated company having its head office or principal place of business outside of Canada, but having assets in or carrying on business in Canada; ‘persons’ means any individual or persons and any partnership, syndicate, trust, association or other body, and any body corporate, and the heirs, executors, administrators, curators and assigns or other legal representatives of such persons, according to the law of that part of Canada to which the context extends.

“That there shall be charged, levied, and paid to his Majesty a tax of twenty-

five per cent. of the amount by which the profits arising from any trade or business subject to the tax in every accounting period ending after the fourth day of August, one thousand nine hundred and fourteen, exceeded, in the case of incorporated companies seven per cent., and in the case of all other persons ten per cent., upon the capital employed in such trade or business.

“Provided, however, that the amount paid or payable by any person under provisions of partnership of the special war revenue act, 1915, shall be deducted from the amount which such person would otherwise be liable to pay, and the Minister shall have power to determine any questions that may arise in which the taxes under the said act and those herein are payable.

“That the accounting period shall be taken to be the period for which the ac-

counts of the trade or business have been made up, and where the accounts of the trade or business have not been made up for any definite period so far, the period for which they have been usually made up, or if a year or more has elapsed without the accounts being made up, the accounting period shall be taken to be such period, and ending on such a date as the Minister may determine.

Applies to all Trades and Businesses

“That the trades and businesses to which the tax shall apply are all trades and businesses, including the business of transportation (whether continuously carried on or not) of any description, carried on or partly carried on in Canada, except

(a) Any trade or business other than a trade or business which, or any portion of which, is the manufacturing or dealing in munitions of war or in materials or supplies of any kind for war purposes, the capital employed in which is less than fifty thousand dollars.

(b) The business of life insurance.

(c) The business of farming and stock raising.

(1) That the profits shall be taken to be the net profits arising in the accounting period.

(2) The profits of a non-Canadian company shall be such proportion of the net profits as shall bear the same proportion to the total amount of its net profits as the capital of the company as defined herein bears to the total amount paid up upon its capital stock.

(3) No deductions from gross profits for depreciation or for any expenditure of a capital nature for renewals, or for the development of a trade or business, or otherwise in respect of the trade or business, shall be allowed except such amount as appears to the Minister to be reasonable and to be properly attributable to the accounting period.

It is difficult at a glance to see all the effects of the budget, but in the next issue of Canadian Grocer the matter will be gone into in more detail.

THE TWO EXCEPTIONS

Many retail, wholesale and manufacturing houses are in doubt as to whether the new budget applies to them or not. The text appears to be in the following clause, No. 4 of the text:

That the trades and businesses to which the tax shall apply are all trades and businesses, including the business of transportation (whether continuously carried on or not) of any description, carried on or partly carried on in Canada, except

(a) Any trade or business other than a trade or business which, or any portion of which, is the manufacturing or dealing in munitions of war or in materials or supplies of any kind for war purposes, the capital employed in which is less than fifty thousand dollars.

Unless, therefore, a trade or business is capitalized at \$50,000 or more or it is engaged in the manufacturing or dealing in munitions of war or in materials or supplies for war purposes, whether capitalized at \$50,000 or under, it would seem to be exempt from the new regulations.

The Retail Merchants' Association of Vancouver, are planning a big revival of activities throughout the province. Among the matters to be taken up are, a tax on mail order houses by the B.C. Legislature; the matter of giving prizes in connection with retail sales, and the making of false statements in advertising.



CURRENT NEWS OF WEEK

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



Quebec and Maritime Provinces

Quebec Chocolates, Quebec, P.Q., have registered.

Prevost & Cie, grocers, Montreal, have registered.

J. A. Menard & Co., are opening a general store at Farnham, Quebec; Mrs. J. A. Menard registered.

The Pure Maple Sugar and Syrup Co-operative Agricultural Association meets on February 28th and 29th, in Montreal, for its fourth annual convention, during which the matters pertaining to the furthering of the industry will be taken up.

John Paterson, of Montreal, who recently passed away in his eighty-third year, was for some years engaged in the coffee and spice business in that city, retiring from it in 1886. He was later vice-president of the Richelieu & Ontario Navigation Company.

At the annual meeting of the Grocery Section of the St. John branch of the Retail Merchants' Association, held in St. John, N.B., on February 10, officers for the coming year were elected as follows: Chairman, T. J. McPherson; first vice-chairman, E. W. Rowley; second vice-chairman, S. E. White; treasurer, W. A. Porter; secretary, W. S. Logan. There was some vigorous comment on the charge that certain of the wholesale establishments are competing with the retailers by selling in retail quantities to private citizens. The matter will be taken up with the Manufacturers' and also with the Wholesale Grocers' Guild.

Ontario

The Dominion Citrus Fruit Co., Berlin, Ont., has obtained a charter.

Robt. Maltas, general merchant, Little Current, Ont., has sold to G. Armstrong. Stephens Store, Ltd., general store, Collingwood, Ont., sustained a fire loss recently.

The Manitoulin Co-operative Association, Ltd., Gore Bay, Ont., has obtained a charter.

Charlton & Gaurette have opened a grocery store at the corner of Cheapside and Colborne streets, London, Ont.

Mrs. E. M. Cathers, grocer, of Thedford, has leased her store to Mr. W. E. Bradt, of Exeter. Mrs. Cathers intends moving to Detroit.

Dalley Products, Ltd., F. F. Dalley Co., of Canada, Ltd., and the F. F. Dal-

ley Corporation, Limited, Hamilton, Ont., have each obtained a charter.

John Tolmie, ex-M.P., manager of the Ontario People's Salt & Soda Co., Ltd., Kincairdine, died February 10th, as the result of a fall in his cellar, the previous night.

J. J. Philip, of D. Wodlinger's, Swift Current, Ont., has left recently to take the position of manager of the grocery department of Chevalier & Pollock, of Maple Creek.

Cohoon & Patterson, grocers and butchers, of Central avenue and Maitland streets, London, Ont., have on account of the increase of business added a large refrigerator to their list of fixtures.

W. H. Millman, of W. H. Millman & Sons, Toronto, has a very severe attack of Grippe, and has been confined to his bed for the past four weeks. Front street is missing Mr. Millman's familiar figure and all hope to see him out again soon.

Adam Ballentine, a retired grocer, died February 11th at his home 119 Wellington street, Hamilton, Ont., after an illness of several months. Mr. Ballentine was largely instrumental in the formation of the Retail Grocers' Association in Hamilton.

The London Retail Grocers' Association have decided to hold a Pure Food Show at the Princess Winter Gardens the week of April 24. The executive Committee who have charge of the affair, claim it will surpass anything of the kind ever held in Canada. They have already engaged a fine orchestra to play every afternoon and evening during the week. The orchestra consists of ten pieces. The floor space is three times as large as the Masonic Temple, where the Retail Merchants' Association conducted a Pure Food Show last May. This is purely a local affair.

Western Canada

Ferguson Bros., general merchants, Stenan, Sask., have dissolved, D. W. Ferguson continuing.

J. McDowell has opened a new store at Brandon, Man., under the name of the Paragon, 220 Tenth street.

The Webb Trading Co., general merchants, Webb, Sask., have opened a branch at Lethbridge, Alta.

John Hill, of the Weyburn Grocery Co., Weyburn, Sask., has returned from a holiday in British Columbia.

Lewis P. Mason, of Mason & Hickey, manufacturers' agents, Winnipeg, is on an extended business trip throughout the West.

W. Jones, of Cameron & Heap, wholesale grocers, formerly a traveler in the employ of this firm, has taken over the management of the Swift Current branch.

Major Codville, of the One Hundred and Forty-fourth battalion, who has been seriously ill with pneumonia at the Fort Garry Hotel, Winnipeg, is convalescing.

The Saskatchewan Government is considering the advisability of submitting a referendum on its temperance policy to the people at an earlier date than the statute provides.

David Spencer, Ltd., Vancouver, announced big bargains in canned fruits and vegetables, giving as the reason for this that they are discontinuing catering to the hotel trade.

F. B. Shelburn has been added to the traveling staff of the Codville Co., Winnipeg, and will cover Manitoba and Western Ontario. He was formerly with the White Star Mfg. Co., Winnipeg.

The Royal Columbian Hospital Board, New Westminster, B.C., has asked the city to donate the sum of at least \$9,000 to liquidate bills due local merchants, which have been accumulating for years.

A. C. McDonald, assistant manager of Campbell, Weson and Strathdee, wholesale grocers, Regina, Sask., is leaving Regina to assume the management of the company's new branch at Swift Current, Sask.

E. Nicholson, of Nicholson & Bain, commission brokers, Winnipeg, who has been seriously ill for some weeks with pneumonia, was taken to the General Hospital last week, where he is to undergo an operation.

The Retail Merchants' Association, Weyburn, Sask., met last week to take up the matter of the Credit Reporting System introduced by the association, each member furnishing information regarding his creditors.

The general store owned and operated by J. H. R. Dixon, Belle Plaine, Sask., was destroyed by fire on the evening of January 31st, the source of which is unknown. The damage is estimated to be about \$20,000, of which the insurance is not stated.

No Tax on Tea

Budget Slightly Interesting on Account of Tax on Apples, But More so in View of Tax on All Companies—Sugar Very Firm—Molasses Firm and Advancing—Beans Higher Again.

Office of Publication, Toronto, Feb. 17th, 1916.

THE budget came down Tuesday, and despite all prophecies to the contrary, there was no tax on tea. For several weeks before the budget in each of the last 34 years some have predicted a tax on tea. Never once has this materialized. These men have advanced all sorts of arguments—some of them apparently sound—why there should be a tax on tea, and in the case of the budgets brought down in the two war years, they have been almost positive in this direction. The Government did not bother itself with predictions either one way or the other, but has adopted other ways and means which it believes will bring in the needed revenue. Teas, therefore—already very tightly held—are not strengthened at all by any tax.

The position of sugar is interesting. The New York market on raws is now higher than at any time, with the exception of one occasion since war was declared. This, on the face of it, seems a little difficult to understand, because the British Government is not now buying to any appreciable extent. France, however, is still placing large orders, and what is even more important in the situation is that refineries are caught short in their supplies of raws. So far as we are concerned in Canada this condition also exists. Sugar men say, quite frankly, that the market is about 25c below what it should be. They admit that with the exception of one or two, refiner's stocks of raws in Canada are very light. Were it not for competition there would have been an advance this week, and before this gets to press higher prices are not at all unlikely.

The situation in spices is further complicated by the embargo placed by Great Britain upon exports of its Eastern dependencies. All spices were firmly held, by reason of freight troubles, and this embargo was not needed to make a strong market. This latter, however, is now doubly strong, and Montreal reports advances in several lines.

Potatoes are higher again in New Brunswick, Winnipeg and Vancouver, but steady in Montreal and a little lower in Toronto. New-laid eggs are easing off rapidly under heavy receipts and plenty of eggs in the United States.

QUEBEC MARKETS

Montreal, Feb. 17. — Market is firm and the only changes of the week have been of an upward nature up to Tuesday. Interest centered on the coming budget, the expectation of which has greatly increased the selling movement of some lines and restricted that of others. A feature of this market has been its freedom from speculative movements. As indicated by our reports of the past few weeks the feeling of the trade that few tariff changes were unlikely to occur has been fully justified and the general feeling is that the market will take on new life with the lifting of possibilities of any tariff change.

Trade has been brisk and the whole tone of the market is a confident one. With the disposal of the tariff question the freight matter is acquiring additional and chief prominence in its relation to the ever increasing costs and uncertainty of delivery in many lines.

Opinion has been greatly at variance as to the desirability of any changes in the existing tariff but at no time has there been any doubt as to the ability of the country trade in general to withstand any necessary changes. The market has settled down to a conservative basis that is devoid of speculation and which tends to firm feeling in connection with a possible shortage in many manufactured and imported lines.

Advances of an abrupt nature have occurred in peppers as result of the British Governments embargo on the primary market and the whole spice market is in a highly unsettled condition that is uniform only in its advances. White and black pepper, cloves and cinnamon show the greatest advances. Future deliveries in Barbadoes molasses have advanced one cent and the market shows added strength in sympathy with the latest raise in refined and a stiffening in raw sugar. Prunes and tapioca have

Markets in Brief

QUEBEC MARKETS.

GENERAL GROCERIES—
Freight situation worse.
Spices very high and erratic.
Molasses and other advances.
Sugar situation firm.

FISH AND OYSTERS—
Advance in cod and halibut.
Lobsters scarce.
Smoked fish stocks light.

FLOUR AND CEREALS—
Flour quiet.
Export trade retarded by freights.
Market firm.

FRUIT AND VEGETABLES—
Decline in oranges.
Lemons more plentiful and cheaper.
Other lines firm, with narrower price ranges.
Advance in cauliflower.
Firm market and good demand for roots.
Sprouts are scarce.

PRODUCE AND PROVISIONS—
Provisions firm.
Cheese very quiet and very scarce.
Eggs down 1 to 2c.

ONTARIO MARKETS.

FLOUR AND CEREALS—
Flour still firm.
Buckwheat higher by a cent.
Mill feeds scarce.
Rye and barley hurt by British announcement.

PRODUCE AND PROVISIONS—
Pure lard lower.
Dairy butter lower.
New laids decline.
Cheese high and firm.
No change in poultry.

FISH AND OYSTERS—
Cape Cod oysters selling.
Whitefish moves briskly.
No other features.

FRUIT AND VEGETABLES—
Apple prices up.
Bananas advance again.
Potatoes down a nickel.
Cauliflower very high.
Navels take a drop.
Tomatoes in demand.

GENERAL GROCERIES—
No tax on tea.
Sugars may be higher.
Advance in molasses.
Also beans and peas.
Tapioca prices up.

MANITOBA MARKETS.

FLOUR AND CEREALS—
Flour remains at \$7 bbl.
Heavy snow affects business.
Wheat market still firm.
Demand for feeds good.

FRUITS AND VEGETABLES—
Potatoes take big jump.
Manitoba prices up 40c per sack.
Turnips also up 15c per bushel.
New sweet potatoes arriving.
Fruit prices unchanged.

FISH AND POULTRY—
Good demand for all fish lines.
Lent will help business.
Halibut and haddies sell well.
Few changes in quotations.

PRODUCE AND PROVISIONS—
Hog receipts heavier.
Few changes in pork products.
Butter undertone not firm.
American new laids expected.
Egg scarcity in Winnipeg.

GENERAL GROCERIES—
Slight advance in peanuts.
Baking soda up 75c per 100 lbs.
Baking powder may advance.
Coffee market firmer.
Peppers take a jump of 3c lb.
Pickling spices will be higher.
No further change in sugar.

CANADIAN GROCER

advanced and teas are firm with an extra large volume of trade passing in all lines. Blueberries in gallon tins have advanced 25c and are now \$5. per doz. Cotton seed oil has advanced 10c and is now \$1.35 in bbls. and a \$1.50 in gallons. Another washing sundry has advanced in the 5c increase in Javelle water which is now offered at from 40c to 45c per doz. Some uneasiness is evident in some lines of grocers sundries and a shortage is feared in some classes of packing material.

SUGAR market is firm with no change in basic conditions other than an accentuation of them and an advance of 10c in refined at New York where it is offered at \$6.10. This advance is now general at the point although it was not simultaneous. Raws are strong and are out of the market for less than three and seven eighths cents. Demand has been brisk with a considerable volume of trade passing as measure of protection against possible budget announcements. Refiners have been urging wholesalers to stock up and orders have been placed and taken on a budget basis which provides for eventualities in the way of increased duties on future imports. The announcement of an untouched sugar schedule will have rendered these precautions unnecessary.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	6 65
50 lb. bags	6 75
2 and 5-lb. cartons	6 95
Extra Ground Sugars—	
Barrels	7 00
50 lb. boxes	7 20
25 lb. boxes	7 40
Yellow Sugars—	
No. 1, 100 lb. bags	6 25
Dark yellow, 100 lb. bags	6 05
Bright yellow, bbls. only, cwt.	6 50
Powdered Sugars—	
Barrels	6 80
50 lb. boxes	7 00
25 lb. boxes	7 20
Paris Lump—	
100 lb. boxes	7 25
50 lb. boxes	7 35
25 lb. boxes	7 65
Crystal Diamond—	
Barrels	7 35
100 lb. boxes	7 55
50 lb. boxes	7 45
25 lb. boxes	7 65
Cartons	8 05
Half cartons	8 55
Crystal Dominions, cartons	8 15

MOLASSES AND SYRUPS.—There has been an advance of one cent on May June and July shipments from Barbadoes which has materially strengthened the feeling in local market although spot prices remain unchanged but firm. Freights continue to be ruling factor here with sugar prices a close second. Up to date no relief is in sight in the first and there has been an advance in the second that will undoubtedly react on the molasses market. Demand is only fair as result of buyers holding off for the new make.

Corn and cane syrups are unchanged in price and in good demand only.

Barbadoes Molasses—	Price for	
	Fancy.	Choice.
Punchons	0 55	0 45
Barrels	0 55	0 45
Half barrels	0 55	0 45
For outside territories prices range about 3c lower.		
Carload lots of 20 punchons or its equivalent in barrel or half barrels to one buyer, may be sold at		

"open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3½c; ¼ bbls., 4c; ½ bbls.	0 04½
Pails, 8¾ lbs., \$1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case	2 65
Cases, 5 lb. tins, 1 doz. in case	3 00
Cases, 10 lb. tins, ¼ doz. in case	2 90
Cases, 20 lb. tins, ¼ doz. in case	2 85
Cane Syrups—	
Barrels, lb., 4½c; ¼ bbls.	0 06
Cases, 2 lb. tins, 2 doz. in case	3 60

TEAS.—Teas are moving freely in a firm market that is apparently common to all sections of this and primary markets. Prices are unchanged on spot stocks although advances are reported at primary points, and shipments are more doubtful than ever. Indias at Calcutta are 1½ to 2d. higher than six week ago. Late demand has been largely local. Orders to primary markets have been held up in view of the near proximity of the Budget announcement and the whole market was until Tuesday in a condition of waiting tenseness. Importers stocks have been materially added to for protective purposes in event of an added duty.

DRIED FRUITS.—There is a firmer market on prunes here for stocks on hand following the stiffening reported last week on the primary markets and an irregular tendency inclining to firmness for Coast and Oregon prunes that still continues. Apricots are still firm and unchanged. Most other lines are quiet but strong in prices. Currants are reported firmer following an increase in the freight rate of 30s. making the present rate 100s. plus 10 per cent. of gross tonnage. It is stated that existing stocks in Greece are of inferior quality and not suitable for export trade.

EVAPORATED FRUITS.	Per lb.
Apples, choice winter, 25-lb. boxes	0 11½
Apples, choice winter, 50-lb. boxes	0 11
Apricots	0 15
Nectarines, choice	0 14
Peaches, choice	0 11½
Pears, choice	0 08
	0 13½

DRIED FRUITS.	Per lb.
Candied Peels—	
Citron	0 22
Lemon	0 20
Orange	0 19
Currants—	
Filiatras, fine, loose, new	0 12½
Filiatras, packages, new	0 12½
Dates—	
Dromedary, package stock, old, pkg.	0 09
Figs, choicest	0 12½
Hallowee, loose, new	0 07½
Hallowee, 1-lb. pkgs.	0 07½

Figs—	
8 crown, 12-lb. boxes, fancy, layer, lb.	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	0 11½
1 lb. glove boxes, each	0 12
Cal. bricks, 10 oz.	0 09½
Cal. bricks, 16 oz.	0 10
Cal. layers	0 10
Cal. fancy, table, 10 lbs.	1 50

Prunes—	
30 to 40, in 25-lb. boxes, faced	0 11½
40 to 50, in 25-lb. boxes, faced	0 11½
50 to 60, in 25-lb. boxes, faced	0 10½
60 to 70, in 25-lb. boxes, faced	0 10
70 to 80, in 25-lb. boxes, faced	0 09½
80 to 90, in 25-lb. boxes, faced	0 09
90 to 100, in 25-lb. boxes, faced	0 08

Raisins—	
Malaga, table box of 22 lbs., 3-crown cluster, \$2.80; 4-crown cluster	3 75
Muscatsels, loose, 3-crown, lb.	0 08½
Muscatsels, 4-crown, lb.	0 09½
Cal. seedless, 16 oz.	0 12½
Fancy seeded, 15 oz. pkgs.	0 10
Choice seeded, 16 oz. pkgs.	0 09½
Valencias, selected	0 11
Valencias, 4-crown layers	0 11½

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

NUTS.—Prices on nuts are unchanged and firm with slackened volume of trade passing as result of desire up to Tuesday to hedge on any possible tar-

iff changes. Holders of stocks have been inclined to conserve supplies in sight and to comply with orders only to the extent of actual needs.

Almonds, Tara, new	0 17½	0 18½
Grenobles	0 16	0 17
Marbots	0 14½	0 15
Shelled walnuts, new, per lb.	0 36	0 38
Shelled almonds, 28-lb. boxes, per lb.	0 40	0 42
Sicily filberts	0 14½	0 15
Filberts, shelled	0 33	0 33
Pecans, large	0 17½	0 18½
Brazils, large, washed	0 20	0 21
Peanuts, American, roasted	0 07	0 11

SPICES.—Market is unsettled, shows some strong advances but is erratic in its upward tendency, and there is a disinclination to quote prices. In some quarters there has been partial withdrawal of them and in others a wide range of prices is in force. The situation is stated to be serious as result of the continual stiffening of prices and lack of appreciation of this fact by the buying public. Sales based on the market are made at greatly advanced prices, any others are discouraged and restricted to small lots in consequence of which all buying is of a hand to mouth order and governed by current needs.

Pepper market has been adversely stimulated by placing under an embargo of all pepper produced in the British dependencies which has operated to cut off supplies at their base and greatly enhance value of existing stocks. All grades are much higher and prices quoted can only be nominal ones, subject to further revision. White pepper is active; shipments of black have been stopped in Singapore.

The clove crop is pretty well over and it is stated there are less than one thousand barrels in New York. Nutmegs are scarce and higher and mace supplies are greatly restricted.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins.
Allspice	0 16	0 69	0 23
Cassia	0 22	0 89	0 29
Cayenne pepper	0 28	0 85	0 28
Cloves	0 32	1 05	0 35
Cream tartar—60c.			
Ginger, Cochino	0 22	0 90	0 29
Ginger, Jamaica	0 23	1 00	0 31
Mace	0 80	0 40	0 28
Nutmegs	0 40	0 40	0 28
Pepper, black	0 28	0 90	0 29
Pepper, white	0 35	1 15	0 37
Pastry spice	0 22	0 95	0 29
Pickling spice	0 14	0 16	0 22
Turmeric	0 21	0 23	0 22

Lower prices for pails, boxes or bails when delivery can be secured.

Caraway seed, per lb., bulk	2 00	2 50
Caraway—		
Canadian	0 12	0 13
Dutch	0 20	0 22
Cinnamon, China, lb.	0 14½	0 14
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Shredded cocoanut, in pails	0 18½	0 22
Pimento, whole	0 12	12 15

COFFEE.—General condition of market is unchanged with salient features accentuated and the whole question dependent on the ocean freight situation which has become acute and is causing additional firmness. Minimum freights from Brazil to New York are now \$2.00 per bag as against 60c last year but such is the scarcity of bottoms that even this fact becomes of secondary importance by comparison. The market is fundamentally a normal one that only awaits a resumption of shipping to insure its stability; the vis-

CANADIAN GROCER

ible supply is normal as is demand but holders of stock are holding on as result of the congestion at primary markets.

DRIED VEGETABLES.—Peas and beans are quiet and unchanged in price and it is felt that this depletion will be with a fair demand that shows an improvement over last week in case of beans. Stocks have been getting low made up by increased orders that will crop up under stimulus or more settled conditions as result of the new budget. Beans and good boiling peas are scarce. Barley is unchanged, easy to get and in nominal demand.

Beans—		
Canadian, 3-lb. pickers, per bushel	4 20	4 35
Canadian, hand-picked	4 80	5 00
Canadian, 5-lb. pickers	4 00	
Yellow eyes, per bushel	4 20	
Lima, per lb.	0 08	0 08½
Peas, white soup, per bushel	3 00	3 25
Peas, split, bag, 98 lbs.		6 00
Barley, pot, per bag		3 00
Barley, pearl, lb.	0 04½	0 05

RICE AND TAPIOCA.—Market continues firm as result of acute freight situation that has been accentuated by an advance in primary markets. Demand continues good, stocks are none too heavy and there is firm undertone to the market.

Tapioca is firmer as result of an increase of 33 1-3c in ocean freights on some lines of commodities that include this one. Pearl has advanced ½c and is offered at from 7½c to 8c; seed 1c and offered at from 8c to 8½c. Demand is a normal one.

Rangoon Rices—		
Rangoon, "B"		Per cwt.
"C.C."		4 20
India bright		4 10
Lustre		4 35
		4 40
Fancy Rices—		
Mandarin, Patna		4 30
Pearl		4 75
Imperial Glace		5 40
Sparkle		6 00
Crystal		5 00
Snow		5 20
Ice drips		5 30
Java Onyx		6 50
Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).		
Imported Patna—		
Bags, 24 lbs.		Per lb.
Half bags, 112 lbs.		0 05½
Quarter bags, 56 lbs.		0 05
Velvet head Carolina		0 08
Sago, brown		0 06½
Tapioca—		
Pearl, lb.		0 07½
Seed, lb.		0 08

CANNED GOODS.—Market still retains some features and demand has been largely satisfied for the varieties that have been passing most freely. Future movements will be confined to other grades. Ontario packers prices still rule the market in spite of local weakness which is only transient.

ONTARIO MARKETS

Toronto, Feb. 17.—The street is busily engaged in figuring out how much individually the Government is going to get from the grocery trade, either by virtue of the clause "upon individuals, firms, partnerships and associations—the tax is one-fourth of all profits above 10 per cent. per annum where the capital employed is over \$50,000," or else the clause "upon all incorporated companies . . . and commercial and in-

dustrial corporations—the tax is one-fourth of all profits above 7 per cent. per annum of the capital stock."

"We are rubbing up our arithmetic," said one wholesaler, "to find out how much we owe since the outbreak of war."

The trade takes it very philosophically. "It's only doing our bit," and, "Nothing but right," are typical utterances. How it will work out individually it is yet too early to state, but that, in the aggregate, it will bring grist to the Government mill is not to be doubted. When the number of industries affecting the grocery trade is taken into account it is seen that grocers will certainly be doing their bit in the country's extremity. Take the milling industry alone, for instance. One prominent man in grain circles expressed his whole approval of the measure: "No doubt the Government will derive a lot of money from the milling interests," he said; "Quite right. We are at war: that's all there is to it."

There is a good deal of talk, now it is all over, from the prophets who knew "for a positive fact" that there would be no tax on tea. There is no tax. You can't blame the man who argued all along that there wouldn't be any if he rubs it into the prophet who said there would. For thirty-four years pre-budget days have been times for seers who have always been quite sure a tax was coming on tea. For thirty-four years they have been disappointed. "Canadian Grocer," while admitting that a tax was more likely this year than last, contended from the first that any tax on tea was a mere guess. The last week before the budget came down opinion—which was, we think, largely for the tax—swung round, and very few were surprised when "no tax" was recorded. Nor was there much buying in advance this year. As we say, last week was a *volte face*, and even those who had foreseen "for sure" a tea tax veered round to the view that there wouldn't be any.

The tax on apples is largely with a view to protecting B. C. growers. Imports of Oregon apples are moving heavily into the most westerly province (we even get them in Ontario), and the general view of the trade is that the tax of 50c a barrel extra was more with the idea of protecting B. C. growers than of raising much additional revenue. The matter interests those at the Coast more than it does us here in Ontario.

SUGAR.—The market is exceptionally firm, and surprise is expressed that there has not been an advance early this week. Some sugar men forecast it later on. Probably it would have been recorded ere this had not competition been so keen. There would appear to be no doubt that raws are shy in Montreal. The New York market is exceptionally high and firm. A price of \$5.02 for raws

is recorded there, which level has only been touched once since August 4th, 1914. At that raws are firmly held and no break is visioned. French buying is still a factor. British buying in the future may be curtailed, but it is not figured that that would lessen the strength of tone of itself very much.

Remark was made by one sugar man that sugar should be on \$7 basis here. "It is \$6.71 at present," he urged, "and a 25c advance would no more than cover the firmness."

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	6 71
20 lb. bags	6 81
10 lb. bags	6 86
2 and 5-lb. cartons	7 00
Nova Scotia refined, 100-lb. bags	
	6 61
New Brunswick refined, 100-lb. bags	
	6 65
Extra Ground Sugars—	
Barrels	7 11
50 lb. boxes	7 31
25 lb. boxes	7 41
Powdered Sugars—	
Barrels	6 91
25 lb. boxes	7 31
Crystal Diamonds—	
Barrels	7 26
100 lb. boxes	7 36
50 lb. boxes	7 66
Cartons (20 to case)	8 01
Cartons (50 to case)	8 91
Crystal Dominoes, cartons	8 36
Paris Lumps—	
100 lb. boxes	7 36
50 lb. boxes	7 66
25 lb. boxes	7 66
Yellow Sugars—	
No. 1	6 31
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

TEA.—No cables have come to hand from England since last writing, and it is impossible to say whether an advance has taken place or no. Market in both Indias and Ceylons, in London, remains firm, however, and there is nothing on the horizon which would indicate weakness. So far as conditions here are concerned tea men who prophesied "No Tax" are laughing at the people who said there would be one, and protesting they knew it all the time. Fortunately, so far as can be learned, there was comparatively little buying on the strength of this predicted tax, so nobody is overloaded. Anyway, the market will hold firm.

An indication of way in which freight troubles are disturbing the situation is shown in a letter from India, wherein it is said that freights contracted for in October at 80/- had, by date of shipment which was in January, jumped to 122/6. This is a monumental increase, and alone will be a serious factor in supporting a bull market. Some tea men in Toronto declare that with these conditions the consumer is positively buying some teas at the actual cost paid by importer to exporter. For instance, some teas were sold recently from Calcutta straight to Toronto for 32c. Adding excessive war risks and unheard-of freight, this tea was still sold in retail stores at 40c. There is no money in that, and tea men are not in business for their health. It is not urged that this condition is universal. This happens to be one case brought to our notice. The tea man concerned, however, says that if the mar-

CANADIAN GROCER

kets get much higher and if the freight situation does not ease up, he will be absolutely obliged to advance prices to the trade.

MOLASSES AND SYRUPS.—An advice came this week, unconfirmed as yet, of an increase of 2c in molasses, which may speedily turn into an advance of 5c. The fact of molasses being used for munitions is partially responsible. Even more so is the present complex sugar situation, the strength in the latter tightening up the former materially.

DRIED FRUITS.—Prunes are moving now, particularly in the choicer lines and we quote an increase of half a cent in 30-40s, making them 13 to 13½. Other grades are also more active than of late. 1915 crop stuff is hardly moving as yet as the Coast spot stocks here, as at California, are very firm. Currants are all very strong and Filiatras are up a full cent, with very low stocks and good demand. Peaches and apricots show some disposition towards liveliness again, demand for both being much brisker. Raisins are slow, which is, perhaps, just as well since there are no full stocks. Coated and evaporated apples remain unchanged. Peels seem a dead issue at present. All interest centres round currant situation. It is said that a boat will shortly reach New York with supplies of Amalas.

Apples, evaporated, per lb.	0 10%	
Apricots—		
Std., 25's, faced	0 12	0 12½
Choice, 25's, faced	0 13½	0 14
Extra choice, 25's, faced	0 14½	0 15
Fancy, 25's, faced	0 15½	0 16
Candied Peels—		
Lemon	0 17	0 18
Orange	0 17	0 18
Citron	0 22½	0 23½
Currants		
Filiatras, per lb.	0 12½	0 13½
Amalas, choicest, per lb.	0 13½	0 14½
Patras, per lb.	0 13	0 14
Vostizas, choice	0 13½	0 14½
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 50-lb. boxes	0 09	0 09½
Package dates	0 07½	0 08
Halloweas		0 07
Prunes—		
30-40s, California, 25-lb. boxes	0 13	0 13½
40-50s, 25-lb. boxes	0 10½	0 11
50-60s, 25-lb. boxes	0 09½	0 10
60-70s, 50-lb. boxes	0 09½	0 09½
70-80s, 50-lb. boxes	0 06½	0 06½
80-90s, 50-lb. boxes	0 06½	0 06½
90-100s, 5-lb. boxes	0 07½	0 08
25-lb. boxes, ¼ cent more.		
Peaches—		
Choice, 50-lb. boxes	0 06½	0 07
Std., 50-lb. boxes		0 06½
Choice, 25 lbs., faced	0 07½	0 07½
Extra choice, 25 lbs., faced	0 07½	0 07½
Fancy, 25 lbs., faced	0 08½	0 09
Raisins—		
Valencia, Cal.	0 09	0 09½
Seeded, fancy, 1 lb. packets		0 10
Seeded, choice, 1 lb. packets	0 09½	0 10½
Seeded, choice, 12 oz.		0 08
Seedless, 16 oz. packets	0 11½	0 12
Seedless, 12 oz. packets		0 10
Raspberries, black, dried, 25-lb. boxes	0 40	0 42

NUTS.—There is no particular interest, hand-to-mouth being the character of demand in all lines. Brazils still display firmness in primary markets.

1½ Shell—		Per lb.
Almonds, Tarragona	0 15½	0 15½
Brazils, medium, new	0 15	0 15
Brazils, large, washed, new	0 20	0 22
Chestnuts, peak	1 75	2 00
Filberts, Sicily, bags 110 lbs.	0 14	0 14½
Peanuts, Jumbos, roasted	0 13½	0 14½
Peanuts, hand-picked, roasted	0 11	0 11½
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	0 14½	0 15½

Walnuts, Bordeaux	0 11	0 11
Walnuts, Marbots	0 12½	0 13½
Shelled—		
Almonds	0 45	0 46
Filberts		0 35
Peanuts	0 11	0 11½
Pecans	0 60	0 65
Walnuts, new, halves	0 38	0 40
Broken	0 31	0 32

BEANS.—Stocks being light has meant a strong market all season, but this is further enhanced by so little good quality stuff that price on choice, primes is up 25c to \$4.50. Peas are in same condition, and blue are quoted higher at \$3.25 to \$3.50. Demand is heavy on all grades, and with such small supplies of good quality coming cereal men can get more or less what they like to ask.

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

SPICES.—Firmness continues the feature of practically all lines, particularly those from the near East. The British Government's embargo or rumored embargo is probably a bull factor, but excessive freights and scarcity of them too, seems to be the important feature. There is no change since the complete revision of prices last week.

Spices—	Compound, per lb.	Pure, per lb.
Allspice, ground	0 19	0 16-0 18
Allspice, whole		0 15
Arrowroot		0 20
Bay leaves		0 20
Bicarb. soda		0 03
Caraway seeds		0 25
Cassia, whole		0 22-0 35
Cassia, ground	0 14-0 16	0 23-0 30
Cayenne		0 30-0 35
Cayenne, Jap. chillies		0 40
Celery seed		0 45-0 50
Celery salt		0 30-0 35
Celery pepper		0 30-0 35
Cinnamon, Batavia		0 30-0 40
Cloves, whole		0 30-0 45
Coriander seed		0 12-0 13
Cloves, ground	0 18-0 22	0 30-0 35
Cream of tartar	0 48-0 50	3 50-0 55
Curry powder		0 25-0 30
Ginger, Cochia	0 15-0 17	0 22-0 25
Ginger, Jamaica, ground	0 15-0 21	0 25-0 30
Ginger, Jamaica, whole		0 28-0 30
Ginger, African, ground		0 14-0 18
Mace		0 80-0 90
Mustard, pure		0 28-0 31
Mustard seed		0 25-0 28
Nutmegs, brown, 60s, 52c; 80s, 35c; 100s		0 30
Nutmegs, ground, bulk, 30-35c		0 37
1 lb. tins		0 25-0 30
Pastry spice		0 35-0 40
Paprika		0 24-0 25
Peppers, black, ground	0 14-0 18	0 21-0 24
Peppers, black, whole		0 30-0 32
Peppers, white, ground	0 19-0 24	0 28-0 31
Peppers, white, whole		0 45-0 50
Pickling spice		0 16-0 22
Sage		0 45-0 50
Saltpetre (chili)		0 16-0 18
Thyme		0 16-0 18
Turneric		0 16-0 18

COFFEE.—Market continues featureless, buying being of the hand-to-mouth variety and supply not showing any drastic change.

Coffee, Roasted—		
Rogotas, lb.	0 27	0 31
Jamaica, lb.	0 17	0 19
Java, lb.	0 31	0 36
Maraicao, lb.	0 22	0 25
Mexican, lb.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 17	0 20
Santos, lb.	0 21	0 25
Chicory, lb.	0 12	0 14

RICE AND TAPIOCA.—All tapioca prices are up a full cent this week. One reason is the acute freight situation. As a matter of fact, tapiocas—in pre-war days—used to come on steamers in the way of ballast freights for nothing. Those days are gone. Space is too valuable now.

There is no change in rice.

Rice—		
Rangoon "B," per cwt.	4 28	
Rangoon, "OC," per cwt.	4 15	
Rangoon, fancy, per cwt.	4 36	6 58
Patna, fancy	0 07½	0 09
Tapioca—		
Pearl, per lb.	0 08	0 08½
Seed, per lb.	0 07½	0 08
Sago, brown, per lb.		0 07

CANNED GOODS.—There is no new feature. Tomatoes, corn and peas are selling very well, and prices on these remain quite firm.

Manitoba Markets

Winnipeg, Feb. 17.—Hundreds of dealers from all parts of the West are in Winnipeg this week, and continue to arrive daily for the bonspiel. Many have taken advantage of the visit to call upon their jobbers, and the latter have been kept going showing their customers around their plants, entertaining them in suitable fashion, and taking their orders.

While the stormy weather, which has prevailed for several weeks, has now let up somewhat, deliveries are still difficult. The dealer is feeling the effects somewhat now, the farmer being unable to drive into town because of the heavy snow. Should the snow melt now, the difficulty would be accentuated.

One of the most important market changes recorded this week is in vegetables, the price of potatoes having soared out of sight. Whereas Manitoba potatoes in local carloads were quoted at 83c last week, they are now \$1.25, and sacked potatoes in carload lots, which were 83c, are now quoted at \$1.15.

The war is having its effect indirectly again on a number of lines handled by the grocery trade. For instance, baking soda has been advanced in the West 75c per 100 lbs., and there are prospects of further advances, as a large number of soda plants are engaged in the manufacture of explosives. Baking soda is now quoted \$3.25-3.85 per case of sixty 1-lb. packages. Material used in the manufacture of baking powder is also advancing, due to large increase in cost of acids used in the process of manufacture, such as phosphates. The market for cream of tartar is steady, which is still very hard to buy, and is quoted here from 50-55c per lb.

SUGAR.—The announcement that the B. C. Sugar Refining Co. has raised their prices 10c in Manitoba had the effect of inducing some buying, which was stimulated probably by the fear that an advance would early be made by Eastern refiners. Opinions are divided as to whether other refiners will follow, some appearing to think that the slow way in which Cuban raws are arriving will

CANADIAN GROCER

mains steady, rolled oats basis is now \$2.60.

General—	
Beans, Ashcroft, lb.	0 06 1/4
Beans, white navy, per bush.	4 20
Bran, ton	18 08
Coffee, whole roasted, Rio	0 18
Potatoes, per bush.	0 35
1 80	
1 75	
3 50	
3 00	
4 15	
20 00	
7 95	
7 55	
0 38	

Produce and Provisions—	
Cheese, lb.	0 19 1/4
Bacon, lb., 20c; bellies, lb.	0 20 1/2
Butter, creamery, per lb.	0 32
Butter, dairy, No. 1, 32c; No. 2.	0 26
Eggs, extra, per doz.	0 40
Eggs, No. 1	0 32
Eggs, No. 2	0 30
Lard, lb., pure	0 15 1/4

Canned Goods—	
Corn, standard, per two dozen	2 25
Peas, standard, 2 dozen	2 25
Peas, standard, 2 dozen	2 25
Plums, Lombard	3 55
Strawberries, \$4.45; raspberries	4 00
Tomatoes, standard, per 2 doz.	2 95
Salmon, sockeye, 4 doz. talls, case, 1s	9 65
Salmon, pink, case	4 14
Cohoos, 1's, \$5.80; humpbacks, 1's.	4 35
Lobster	2 35

Dried Fruits—	
Currants, per lb.	0 13
Prunes, 70-80, 25's, lb.	0 09 1/2
Evaporated apples, 50's, lb., 10 1/2c; 25's, 10 1/4c; 35's	0 12

ALBERTA MARKETS (CALGARY)

by Wire

Calgary, Feb. 17.—There are no changes of note since last report but further advances on all paper goods, spices, and herbs appear imminent. Lobsters will be higher likewise pickles and many imported lines which have not yet been advanced. Retail business in city is on quiet side just now.

General—	
Beans, small white Japan, lb.	0 07 1/2
Flour, No. 1 patent, 98's	3 40
Molasses, extra fancy, gal.	0 67
0 65	
2 65	
4 50	
0 55	
7 95	
0 42	
0 30	

Produce and Provisions—	
Cheese, No. 1, Ontario, large, per lb.	0 21
Butter, creamery, lb.	0 37
Butter, No. 1, dairy, lb.	0 30
Eggs, select, storage, case	8 50
Lard, pure, 3s, per case	9 25
Lard, pure, 5s, per case	9 35
Bacon, smoked backs, per lb.	0 22
Bacon, smoked bellies, per lb.	0 23

Canned Goods—	
Tomatoes, 3s, standard, case	2 85
Corn, 2s, standard, case	2 35
Peas, 2s, standard, case	2 45
Tomatoes, gals., case	2 10
Apples, gals., Ontario, case	1 75
Strawberries, 2s, Ontario, case	4 90
Raspberries, 2s, Ontario, case	4 50
Salmon, finest sockeye, talls, 48x1s, cs.	10 60
Salmon, pink, talls, 48x1s, per case.	4 50
Lobster, 1/2s, per doz.	3 00

Dried Fruits—	
Currants, lb.	0 13
Evaporated apples, 50s, per lb.	0 12
0 07 1/2	
0 14	
0 07	
0 15	
0 10	

Fruits and Vegetables—	
Apples, No. 1, box	1 75
Apples, cooking, box	1 00
Bananas, lb.	0 04 1/4
Grapesfruit, Florida, case	4 68
Oranges, navels, case	4 00
Onions, B.C., ton	45 00
Lemons, case	4 75
5 25	

SASKATCHEWAN MARKETS

by Wire

Regina, Sask., Feb. 17.—An advance in salt is reported of fifteen cents per

barrel. Onions and all other vegetables are scarce and higher in price. B.C. onions \$3.00 per 100 lbs. and will be higher. Oranges are up twenty-five cents to \$4. to \$4.75. Potatoes are 90c bushel. Beets and carrots are \$1.75. Cabbages three cents; Apples moving from \$1.75 to \$2.25. Fact that there is a duty of 90 cents on American apples instead of 40c as previously will firm up conditions.

Produce and Provisions—	
Butter, creamery, per lb.	0 36
Butter, dairy, No. 1	0 28
Cheese, per lb.	0 21 1/4
Eggs, new laid	0 45
Eggs, fancy, storage	0 35
Eggs, good, storage	0 30
Lard, 3's, per case	10 00
Lard, 6's, per case	9 95
Lard, 10's, per case	9 90
Lard, 20's, per case	3 30

General—	
Beans, Ontario, white, per bush.	4 50
Coffee, whole roasted, Rio	0 17
Cream of tartar, lb.	0 50
Cocoanut, lb.	0 18
Commeal, ball	2 80
Flour, 98's	3 40
0 45	
4 35	
3 00	
7 74	
7 34	
0 07 1/2	
0 45	

Canned Goods—	
Apples, gals., case	1 80
Beans	2 25
Corn, standard, per 2 dozen	2 23
Peas, standard, per 2 dozen	2 40
Plums, Lombard	2 10
2 10	
4 73	
2 60	

Salmon—	
Sockeye, 1's, 4 dozen case	9 55
Sockeye, 1/2's	12 35
Cohoos, 1's	6 90
Humpbacks, 1's	4 60
Fruits and Vegetables—	
Apples, Washington, bbl.	1 75
Celery	10 50 1/2
0 60	
4 60	
4 50	
4 75	
0 90	
Dried Fruits—	
Apricots, per lb.	0 12
Citron peel, lb.	0 24
Lemon peel, lb.	0 17
Orange peel, lb.	0 17 1/2

NEW BRUNSWICK MARKETS

by Wire

St. John, Feb. 17.—Potatoes have taken another 25 cent advance and are now \$3.75 per bbl., with upward tendency which adds interest to situation. High prices in fall brought out much stock but there is still considerable held in the country but probably not enough for the demand as crop was short. Prices tend upwards possibly to a record. Efforts to clear are reducing cost of cold storage eggs now 26 to 27. American clear pork is easier at \$26.50 to \$27.50. Molasses are easier at 44 to 45c and will likely be lower when new stock arrives. War conditions are good but ordinary.

Produce and Provisions—	
Bacon, breakfast, per lb.	0 22
0 23	
0 17	
2 90	
26 50	
27 50	
0 27	
0 30	
0 32	
0 34	
0 35	
0 26	
0 27	
0 13	
0 15 1/2	
0 15 1/2	
0 18 1/2	
Cheese, new	
6 00	
1 80	
8 05	
7 35	
3 50	
6 25	

Fresh Fruits and Vegetables—

Apples, bbl.	4 00	6 00
Lemons, Messina, box	5 50	5 50
Lemons, Cal., box	3 00	4 50
Oranges, Val., case	4 00	5 50
Potatoes, bbls.	3 80	3 80
Sugar—		
Standard granulated	6 70	6 75
United Empire	6 60	6 65
Bright yellow	6 50	6 55
No. 1 yellow	6 30	6 35
Paris lumps	7 75	7 75
Lemons, Messina, box	5 50	5 50
Beans, yellow eyes, per bush.	4 50	4 60
Canned pork and beans, per case	3 00	3 40
Molasses, Barbadoes, gal.	0 44	0 45
Cream of tartar, per lb., bulk	0 45	0 53
Currants	0 12	0 13
Rice, per cwt.	4 90	5 00

DEATH OF ADAM BALLENTINE

Hamilton, Ont., lost one of its oldest grocers during the past week in the death of Adam Ballentine. Mr. Ballentine had passed the octogenarian age, many years of his life having been spent behind the counter in his grocery store in Hamilton. He was one of the founders of the Hamilton Retail Grocers' Association, and one of his chief hobbies in the later years of his life was a campaign he waged on selling goods by weight. He maintained that it was not fair to customers that others should come into the store and select a dozen of the best herrings out of a basket. He, therefore, maintained that herrings should be sold by weight, so that each customer would be treated alike. Some years ago a staff representative of Canadian Grocer called on Mr. Ballentine, and at that time an article appeared dealing with his ideas along these lines. The entire Hamilton trade will feel the vacancy left by Mr. Ballentine, and particularly the Retail Grocers' Association there.

DEATH OF S. A. MCGAW

The death took place in California on February 9th, of S. A. McGaw, late president of the Western Canada Flour Mills Co., Ltd. A week prior to his death Mr. McGaw resigned as president of the above company and left Winnipeg for California. On the above date he was struck by a car when out for a walk, and was taken unconscious to a hospital where an operation was performed, but unsuccessfully.

The deceased was appointed general manager of the Western Canada Flour Mills 10 years ago, and throughout the intervening years held that position. In 1876 he was assistant manager to the A. W. Ogilvie Flour Mills, coming to Winnipeg in 1882. From 1889-1906 he was western manager for the Lake of the Woods Milling Co., and later, in conjunction with Andrew Kelly, of the Kelly Milling Co., founded the Western Canada Flour mills. Prior to leaving for California, he was presented by the employes with a gold watch and illuminated address. Wm. E. McGaw, of the Western Canada Flour Mills Co., Ltd., is a son.



FRUIT AND VEGETABLES



Onions Higher, Navels Lower

Potatoes Show a Slight Decline—Root Vegetables in Demand—Cauliflower Advances Sharply
—Cuban Grapefruit of Excellent Quality.

MONTREAL

FRUIT.—The decline of lemons and oranges has had a weakening effect on whole market, but the undertone in spite of what appears to be a temporary setback is decidedly a war market and strong.

The auction sales this week have been marked by an unexpected decline in the orange market following the recent cold snap which has adversely affected buying. Navels are now being offered at from 2.75 to 3.50 per box, a decline of from 35c to 50c. The weather has cleared in California so that packing operations are approaching normal and this has tended to increase shipments to this and other points so that local receipts are much heavier as against the weakened demand of the cold snap. Grapes are firmer following their recent advance, and a narrower range of prices is offered; the low being \$9 and the high \$10 per keg, and very scarce at this. There has been a decline of 50c a box in lemons owing to the heavier receipts in the New York market which have had a weakening effect locally. Bananas are scarce with prices ruling higher on a firmer market. There have been no material price changes in apples which are firm in the same general price changes as last week. The scarcity of some grades is the chief feature of this market, which is firm. Russets are higher. Cranberries are firm, scarce and unchanged in price.

Apples—	
Fameuse, No. 1's	7 00
McIntosh Reds	6 00
Starks	5 00
Spys	6 00
Ben Davis, No. 1	4 25
Ben Davis, No. 2	3 75
Russets, No. 1	6 00
Russets, No. 2	5 00
Greenings	4 50
Baldwins	4 00 4 50
Bananas, bunches	2 50 2 75
Cranberries, Cape Cod, bbl.	12 00 12 00
Cranberries, Nova Scotia, bbl.	8 50 9 00
Grapefruit, 46-54-64-80-96	2 50 3 50
Grapes, Malaga, heavy weight, bbl.	9 00 10 00
Lemons—	
California	3 75 4 00
Verdellis	4 00
Messins, 300 size, box	3 75 4 00
Oranges—	
Navels	2 75 3 50
Jamaica, 198-200-216	2 25
Porto Rico, 128-150-250-298	2 50
Mexican	2 25
Pineapples, 18-24 and 30-36	4 50
Strawberries, Florida, box	0 50

VEGETABLES.—The feature of the week has been the 100 per cent. advance on cauliflower which is now offered at \$3.50 per single crate of one dozen bunches as against the same price for a double crate of two dozen bunches. This follows a scarcity that is causing what is considered to be only a temporary advance. The general tendency of the market is still an upward one and the past week has been marked by other advances as well as some slight declines. A weaker undertone is beginning to appear though in the feeling that too high a level of prices has been reached, and that primary markets will have to face this tendency in the buying public, which is causing a declining demand on a firm market, for some of the higher priced lines.

There is a good demand for all kinds of roots, beets, parsnips and turnips, etc. The latter are firmer at 75c to \$1 per bag. Potatoes are unchanged in price with no weakening in spite of a week of very heavy receipts which totalled twenty cars on this market, chiefly from New Brunswick and below Quebec. None were received from Ontario.

Artichokes, bag	1 50
Beets, bag	1 25
Beans, wax, N.Y., per basket	4 00
Beans, green, N.Y., per basket	4 00
Brussel sprouts, qt.	0 15
Cabbage, Montreal, per bbl.	1 00
Cabbage, red, doz.	0 46
Carrots, bag	0 50 0 75
Cauliflower, crate, single, doz. bunches	3 50
Cauliflower, Canadian, doz.	1 00 1 50
Celery, Cal., crate	7 25 7 50
Celery, Florida	4 00
Celery, Montreal, doz.	0 50 0 75
Celery roots, doz.	0 50
Cucumbers, fancy, Boston, doz.	2 50
Egg plant, N.Y., doz.	2 00
Endive Can., per lb.	0 20
Garlic	0 30
Horse radish, per lb.	0 15
Leeks, bunch	0 25 0 30
Head lettuce, Boston, box	2 00
Curly lettuce, box 4 doz.	2 50
Lettuce, Florida, head, hamper	2 75
Mint, doz.	0 40
Mushrooms, 4-lb. basket	2 00
Oyster plant, doz.	0 50
Onions—	
Montreal, 100 lbs., bag	3 50
Spanish, crate	6 00
Parsnips, bag	1 00
Parsley, Canadian, doz. bunches	0 60
Parsley, Bermuda	1 35
Potatoes—	
Montreal, 80 lbs., bag	1 75
New Brunswick, 80 lbs., bag	2 10
Green Mt.	2 15
Sweet, hamper	1 25 2 00
Rhubarb, per doz.	1 50
Spinach, New York, bbl.	3 00
Turnips, bag	0 75 1 00
Tomatoes, hothouse, lb.	0 30 0 35

Tomatoes, Cuban, crate	4 50	5 00
Watercress, Boston hothouse, doz.	0 75	0 75
Watercress, Canadian, doz.	0 75	0 80

TORONTO

FRUIT.—Navels are slightly lower in price this week, now selling at \$3 to \$3.75 case. Both Floridas and navels appear to be coming in a good deal more freely. Demand for Floridas has fallen slightly this week. Fair stocks of Messina lemons are on hand now, and are selling at \$3.50 to \$4 a case. Californias appear to be pretty well off the market, none having come in within the last few days. There are a few around nevertheless at firm prices. Florida strawberries are now coming in freely and wholesale at 35 to 40 cents a box. Some cars of splendid quality grapefruit arrived this week from Cuba. Quality is the best this season and top price is higher though \$3.25 is still the low level. Apples have firmed up some on limited stocks. Greenings and Baldwins both being higher. Bananas, too, are up a quarter on unusually heavy demand.

Apples, o. 2, bbl.	3 50	3 75
Apples, No. 3, bbl.	2 50	3 00
Apples, snow, bbl.	3 00	3 00
Apples, Spies, bbl.	4 00	5 00
Apples, Baldwins, bbl., No. 1	3 00	5 00
Apples, Greenings, bbl.	3 00	5 00
Apples, Russets, bbl.	3 00	4 50
Apples, 11-qt. basket	0 25	0 35
Apples, B.C., box	2 00	2 50
Bananas, per bunch	2 00	2 75
Cranberries, bbl.	13 00	14 00
Grapefruit—		
Florida, case	3 50	4 00
Cuban, case	3 25	4 00
Oranges—		
Florida, case	3 00	3 50
Navels	3 00	3 75
Lemons, new, Calif., box	4 00	4 25
Lemons, new, Messina, box	3 50	4 00
Limes, per 100	1 50	
Pineapples, Florida	5 25	6 00
Strawberries, Florida, box	0 35	0 40
Tangerines, case	2 00	2 50

VEGETABLES.—Florida tomatoes are off the market, hothouse stuff getting lots of business at 20 to 30 cents. Cabbage is lower, slightly, on better stocks on hand. Carrots are up five cents. There is a good demand for root stuff, parsnips, too, sharing in the advance. Florida celery is easier, two or three cars arrived this week. Hothouse cucumbers are selling as high as \$2.75. There is no particular demand, but stocks are very limited. All potatoes are lower a trifle; five cents down on Delawares and B.C.

(Continued on page 38.)



PRODUCE AND PROVISIONS



Dairy Butter and Eggs Lower

Egg Markets Here and in America Weaker—Dairy Butter Takes a Drop—Cheese Very High—Pure Lard Declines a Cent.

MONTREAL

PROVISIONS.—Market is firm and boiled hams have advanced one cent, otherwise prices remain unchanged. Smoked meats are firm and higher prices are considered likely. There is a fair demand in all lines and great firmness in lards although the demand is not heavy in any line.

Local and outside demand for abattoir fresh killed hogs is active and the undertone is strong.

Hams—		
Small, per lb.	0 21	
Medium, per lb.	0 20	
Large, per lb.	0 19	
Bacon—		
Plain, bone in	0 24	
Boneless	0 29	
Peameal	0 29	
Bacon—		
Breakfast, per lb.	0 23	
Roll	0 17	
Shoulders, bone in	0 15	
Shoulders, boneless	0 16	
Cooked Meats—		
Hams, boiled, per lb.	0 30	
Hams, roast, per lb.	0 31	
Shoulders, boiled	0 25	
Shoulders, roast	0 26	
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	0 15½	
Long clear bacon, 80-100 lbs.	0 14½	
Flanks, bone in, not smoked	0 15½	
Barrelled Pork—		per bbl.
Heavy short cut mess	27 00	
Heavy short cut clear	27 50	
Clear fat backs	30 00	
Clear pork	28 00	
Lard, Pure—		
Tierces, 350 lbs. net	0 14½	
Tubs, 50 lbs. net	0 14½	
Tins, 50 lbs. net	0 14½	
Pails, wood, 20 lbs. gross	0 15	
Pails, tin, 20 lbs. gross	0 14½	
Cases, 10 lbs., tins, 60 in case	0 15½	
Cases, 3 and 5-lb. tins, 60 in case	0 16½	
Bricks, 1 lb., each	0 16½	
Lard, Compound—		
Tierces, 375 lbs. net	0 12½	
Tubs, 50 lbs. net	0 12½	
Tins, 50 lbs. net	0 12½	
Pails, wood, 20 lbs. net	0 13	
Pails, tin, 20 lbs. net	0 13	
Cases, 10-lb. tins, 60 in case	0 14	
Cases, 3 and 5-lb. tins, 60 in case	0 13½	
Bricks, 1 lb., each	0 14½	
Hogs—		
Dressed, abattoir killed	13 00	13 25

BUTTER.—Prices remain unchanged and general conditions are similar to those of last week. The market has shown a slight increase of activity as against a dropping off in receipts as compared with last year so that if the volume of trade continues, firmness is expected to be a feature of the market.

Butter—	
Finest creamery, September make	0 36
Finest creamery, fresh made	0 34
Dairy prints	0 28
Dairy solids	0 27
Separator prints	0 26
Bakers	0 23

EGGS.—Eggs have declined slightly all round, and are now offered at from one to two cents lower. New laids are 34c to 35c, selects 29c, No. 1's 25c to

26c, and No. twos 23c. The whole market is a little easier as result of an increase in receipts. It is not thought that the low level of sales prices reported on the American market is making any appreciable difference here yet, although a low level of 14c is reported from the Chicago market for storage stock, and this may have operated with better receipts to cause the easier feeling that exists.

Eggs, case lots—		
New Laid, stamped	0 34	0 35
Selects	0 29	
No. 1's	0 25	0 26
No. 2's		0 23

CHEESE.—Firmness continues to be the feature of this market as result of light receipts and heavy exports in spite of a curtailment of sales as result of the high prices prevailing. London landed terms remain at from 98s. 6d. to 100s. for tops in colored cheese. Business has become so restricted that until conditions ease up no greater volume of trade is expected.

Cheese—		
1915 make	0 20	0 21
Stilton		0 20

POULTRY.—The market continues firm as result of scarcity that exists particularly in live stock which are in great request in all quarters. The bulk of the business done is in storage stock in which turkey and fancy chickens are at a premium. Prices remain unchanged.

Poultry—		
Frozen stock—		
Turkeys	0 24	0 26
Fowl, large	0 17	0 18
Fowl, small	0 12	0 16
Ducks		0 20
Geese	0 17	0 18
Roasting chicken, milkfed, 4 lbs. or over	0 21	0 26
Roasting chicken, ordinary	0 18	0 22
Spring broilers, dressed, pair	0 75	1 00
Squabs, Canadian, pair	0 40	
Squabs, Philadelphia, pair	0 70	
Pigeons, pair	0 25	0 30
Live stock—		
Fowl, 5 lbs. and over	0 20	0 23
Fowl, small	0 18	0 19
Turkeys	0 19	0 20
Ducks	0 22	0 25
Geese	0 16	0 18
Chicken	0 15	0 18

HONEY.—There has been no material change in the honey market, although some activity was noticeable during the week. Prices remain unchanged with normal demand.

Honey—	
Buckwheat, tins	0 67
Strained clover, 60-lb. tins	0 10½
Strained clover, in 10-lb. tins	0 11
Strained clover, in 5-lb. tins	0 11½
Comb honey, No. 1, doz.	3 90
Comb honey, No. 2, doz.	2 40

TORONTO

PROVISIONS.—Only change of note is in prices of pure lard, which are easier by about a full cent. There is a good demand for all meats and bacons in particular are firm at ruling levels. There is no surplus of packing house products.

Hams—		
Light, per lb.	0 18	0 19
Medium, per lb.	0 19	0 20
Large, per lb.	0 15	0 17
Bacon—		
Plain	0 25	0 26
Boneless, per lb.	0 28	0 29
Pea meal, per lb.	0 28	0 29
Bacon—		
Breakfast, per lb.	0 21	0 24
Roll, per lb.	0 16	0 17
Shoulders, per lb.	0 16	0 17
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 16	0 16½
Long clear bacon, small lots	0 16½	0 16½
Fat backs, lb.	0 13½	0 14
Cooked Meats—		
Hams, boiled, per lb.	0 27	0 28
Hams, roast, per lb.	0 27	0 28
Shoulders, boiled, per lb.	0 24	0 25
Shoulders, roast, per lb.	0 24	0 25
Barrelled Pork—		
Heavy mess pork, per bbl.	25 00	26 00
Short cut, per bbl.	26 00	27 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 13½	0 14
Tubs, 60 lbs.	0 12½	0 13
Pails	0 13	0 13½
Tins, 3 and 5 lbs., per lb.	0 14½	0 14½
Bricks, 1 lb., per lb.	0 14½	0 14½
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 12	0 12½
Tubs, 50 lbs., per lb.	0 12½	0 12½
Pails, 20 lbs., per lb.	0 12½	0 12½
Hogs—		
Live	9 80	9 75
Dressed, abattoir killed	14 00	14 25

BUTTER.—Market so far as creamery is concerned, is quiet, with prices fairly firmly held. There is no feature. Market is simply a question of supply and demand. Dairy is down, however to 28-29. A considerable drop from last week, when 33 was asked and gotten. Prints and bakers are down in proportion. There is no life to the market this week, buying, for some reason, suddenly being demoralized.

Butter—	
Creamery prints, lb.	0 35
Dairy prints, choice, lb.	0 28
Dairy prints, lb.	0 24
Bakers	0 22

CHEESE.—No change is remarked. Prices are firm, and export continues the strong factor. Freights being scarce helps that way too.

Cheese—	
Large, per lb.	0 19
Twins, per lb.	0 19½

EGGS.—New laids are coming in freely now. Deliveries are really heavy, in fact, and prices are down considerably. We quote 32 to 33: this is curious by the side of 45 and 50 cents a month to



FLOUR AND CEREALS



Better Export Demand for Flour

Freights Still Very High—Curtaiment of Exports of Rye and Barley—British Government Using Distilleries for Munitions—Buckwheat Firm.

MONTREAL.

FLOUR.—Flour market is quiet, with no changes in the general situation as compared to last week. Buying continues from hand to mouth, and this is thought not to be a premature condition as there have been five months of active business that has stocked up outside points. The market continues firm as result of a very active export demand that is retarded by the freight situation which is acute in regard to export trade. Condition of country roads continues to react unfavorably on business in general. The wheat market showed some weakness during the week but strengthened up the latter part.

Winter wheat prices remain firm and unchanged and are reflecting ocean freight conditions in maintaining strength against light local buying. The wheat market is slightly easier.

Manitoba Wheat Flour—	Per bbl. of 2 bags	
First patents	7 30	
Second patents	6 80	
Strong bakers	6 80	
Winter Wheat Flour—	Car lots.	Small lots.
Fancy patents	6 65	6 30
90 per cent., in wood	5 80	6 00
90 per cent., in bags	2 90	3 00

CEREALS.—Market is slightly easier after period of fluctuation during the week in the oat market. Demand is good as result of feeling of back orders, but prices remain unchanged in a market that is firm and steady.

Cornmeal—	Per 90-lb. sack.
Gold dust	2 50
Unbolted	2 25
Rolled Oats—	90's in jute.
Small lots	2 70
25 bags or more	2 65
Packages, case	3 90
Oatmeal—fine, standard and granulated, over rolled oats in 90s, in jute.	10 per cent.
Rolled Wheat—	100-lb. bbls.
Small lots	4 00
Hominy, per 90-lb. sack	2 75
Corn flour, bag	2 65
Rye flour, bag	2 65
Barley, pot	3 00
Barley, pearl, lb.	0 04 1/4

FEEDS.—Feeds remain unchanged in price with a fair volume of trade passing in general lines and a fair trade in shorts in back deliveries.

Mill Feeds—	Per ton
Bran	24 00
Shorts	26 00
Middlings	29 00
Wheat moulee	34 00
Feed flour, bag	35 00
Mixed chop, ton	32 00
Crushed oats, ton	33 00
Oats, chop, ton	33 00
Barley, chop, ton	32 00
Feed oats, cleaned, Manitoba, bush	0 58
Feed wheat, bag	2 00

TORONTO

FLOUR.—Prices this week show no change from last. Export has been somewhat slow this month so far, and that has kept prices intact and level. Cables lately, however, have been more satisfactory, resulting in settled business. Levels have been maintained firmly enough by freights alone: if export business keeps up briskly higher levels may be sighted. Ocean room is worth 95c and \$1 per hundredweight. Exporters are offering \$5 per barrel for 90 per cent. patents.

Wheat markets persist in their vagaries, both winter and Manitoba recording fairly pronounced declines this week. In the case of Ontario wheat it is estimated that half the crop is still in the country elevators or in farmers' hands. The downward tendency in prices is, therefore, more due to better receipts at mills and country points. Farmers, realizing that they will be busy with other things in spring and summer, and noting labor scarcity, are inclined to market while roads are good.

Manitoba Wheat Flour—	Small lots.	Car lots.
First patents	7 40	7 20
Second patents	6 90	6 70
Strong bakers	6 70	6 50
Ontario winter wheat flour, 90 per cent. (Board of Trade quotation)	5 00	4 80

CEREALS.—Rolled oats have widened in range, some going now as low as \$2.60. Quotations reach up as high as \$2.75, however; there is fairish demand and good supplies. Export call for buckwheat has firmed up prices, and although they are not actually higher they are well supported, showing decided strength. People interested in rye and barley note the announcement of the British Government that distilleries may be used as munition plants. This will naturally curtail shipments of rye and barley. It is said that if the proposed step is taken to any great extent Canadian concerns would start up. Rest of cereal list shows no appreciable change. Firmness is still the feature of cornmeal and Graham.

Barley, pearl, 90 lbs.	4 00	5 00
Buckwheat grits, 90 lbs.		4 00
Corn flour, 90 lbs.	2 65	2 75
Cornmeal, yellow, 90 lbs.		2 80
Graham flour, 90 lbs.		3 25

Hominy, granulated, 90 lbs.	3 00
Hominy, pearl, 90 lbs.	3 00
Oatmeal, standard, 90 lbs.	2 85
Oatmeal, granulated, 90 lbs.	2 85
Peas, Canadian, boiling, bush.	3 00
Peas, split, 90 lbs.	6 00
Rolled oats, 90-lb. bags	2 75
Rolled wheat, 100-lb. bbl.	3 30
Rye flour, 90 lbs.	3 00
Whole wheat flour, 90 lbs.	3 25
Wheatlets, 90 lbs.	3 90

MILL FEEDS.—Bran is firm. Freights having compelled some millers to curtail output, feeds are already scarcer. Demand is only fair, if it were suddenly to sharpen there might be higher levels recorded.

Mill Feeds—	Mixed cars per ton	
Bran	25 00	
Shorts	26 00	
Special middlings	27 00	
Feed flour, per bag	1 75	
Oats—		
No. 3, Ontario, outside points	6 43	6 44

WINNIPEG

FLOUR AND CEREALS.—While flour remains at \$7 per barrel, the market remains fairly firm. Domestic business is quiet, and one of the principal reasons for this is that the roads in the country are closed, preventing farmers from coming into town with their wheat, and taking flour and other groceries away. The same condition has also had the effect of making business quiet in other lines. There is a danger of this difficulty continuing, for the snow will soon become soft, and will be almost as impossible for travel. Rolled oats and other cereals are quiet. The demand for feed is good, but deliveries are made difficult.

Flour—	
Best patents	7 00
Bakers	6 80
Cleare	5 85
XXXX	4 75
Cereals—	
Rolled oats, 80 lbs.	2 45
Oatmeal, standard and gran., 90 lbs.	3 25
Cornmeal	2 65
Feeds—	
Bran, ton	18 00
Shorts, ton	20 00
Middlings, ton	20 00
Mixed chop, ton	20 00

Maclure & Langely, Limited

Manufacturers Agents

Grocers, Confectioners
and Drug Specialties

12 FRONT STREET EAST TORONTO

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



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



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

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

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

Try out Tillson's now. Our Free Window Display will start the stock moving.

Write for it to-day

Canadian Cereal & Flour Mills Co., Limited, Toronto

Yes—We Invite Comparison

Because we realize that the splendid winning qualities which have ever distinguished our paste products will continue to win the unstinted approval of the very best Canadian housewives. Compare the popularity of

L'Etoile (Star) and Hirondelle (Swallow)

macaroni with any other brands of macaroni whatever, even the most expensive imported kinds, then judge for yourself which kind possesses the greatest business-building possibilities.

The quality of our paste foods is always uniform. We use only the best Canadian-grown wheat, the sweet, natural flavor of which is brought out in the manufacturing process.

Let us convince you of L'Etoile and Hirondelle Macaroni popularity. A small trial order will be ample proof that our lines are dependable, year-round sellers.

Ask your Wholesaler.

C. H. Catelli, Limited

MONTREAL

AGENTS

Tees & Persse, Limited, Winnipeg

C. C. Mann, Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER ROYAL BAKING POWDER

Size	Less than	Bbl. lots
	10 case lots	or 10 cases
	Per doz.	and over
Dime	\$.95	\$.90
4-oz.	1.40	1.35
6-oz.	1.95	1.90

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. to case, weight 10 lbs.	\$ 0 40
4 oz. Tins, 4 doz. to case, weight 20 lbs.	0 65
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 45 lbs.	1 60
16 oz. Tins, 4 doz. to case, weight 70 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 55 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 80 lbs.	9 50

DOMINION CANNERS, LTD.

JAMS "Aylmer" Pure Jams and Jellies 16-oz. Glass Jars.

	Per doz.
Apricot	\$ 2 30
Assorted	2 20
Blackberry	2 25
Blueberry	2 25
Currant, Red	2 20
Currant, Black	2 25
Cherry	2 20
Gooseberry	2 10
Plum	2 10
Plum, Green Gage	2 20
Pear	2 10
Peach	2 16
Raspberry, Red	2 25
Raspberry, Black	2 25
Rasp. and Red Currant	2 20
Rasp. and Gooseberry	2 20
Strawberry	2 30

CATSUPS

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

BAKED BEANS with Pork. Brands—Aylmer, Simcoe, Quaker. Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47 1/2
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	1 05
Family Baked Beans, Plain, 2 doz. to case	1 15
Family Baked Beans, Tomato Sauce, 2 doz. to case	1 17 1/2
Family Baked Beans, Chili Sauce, 2 doz. to case	1 17 1/2

3's Baked Beans, Tomato Sauce, flats, 2 doz. to case, Aylmer only	1 40
3's Baked Beans, Chili Sauce, flats, 2 doz. to case, Aylmer only	1 40
3's Baked Beans, Plain, tall, 2 doz. to case	1 50
3's Baked Beans, Tomato Sauce, 2 doz. to case	1 60
3's Baked Beans, Chili Sauce, 2 doz. to case	1 60

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case, per doz.	\$1 10
12 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 20
16 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 60
16 oz. Glass Tall, Vacuum Top, 2 doz. per case, per doz.	1 60
2's Glass, Vacuum Top, per doz.	2 80
2's Tin, 2 doz. per case, per doz.	2 30
4's Tin, 12 pails in crate, tall	0 40
5's Tin, 8 pails in crate, tall	0 47 1/2
7's Tin or Wood, 6 pails in crate, tall	0 65
14's Tin or Wood, 4 pails in crate, lb.	0 0
30's Tin or Wood, one pail only, lb.	0 00

BLUE Keen's Oxford, per lb. \$0 17 In 10-lb. lots or case

COUPON BOOKS — ALLISON'S For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal. \$2, \$3, \$5, \$10, \$15 and \$20. All same price, one size or assorted.

UN-NUMBERED 100 books and over, each 0 05 1/2 500 books to 1,000 books 0 03 For numbering cover and each coupon, extra per book, 1/4 cent.

CEREALS

WHITE SWAN	Per case
Biscuit Flour (Self-rising) 2 doz. to case, weight 70 lbs.	\$3 60
Buckwheat Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
Pancake Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
Breakfast Food, 2 doz. to case, weight 55 lbs.	4 00
King's Food, 2 doz. to case, weight 95 lbs.	5 00
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 75
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 00

COCOA AND CHOCOLATE. THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, 1/2-lb. tins, doz.	2 40
Perfection, 3/4-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 21
Soluble bulk, No. 2, lb.	0 19
London Pearl, per lb.	0 22
Special quotations for Cocoa in barrels, kegs, etc.	

Every Variety for Lent

*Remember Fish Day
Feb. 29*

Quality sea foods will be much in demand during the coming weeks of Lent, and the profits to be had therefrom are well worth going after.

You can secure a big slice of the Lenten trade by getting in touch with us. We are in a splendid position to meet the most exacting demands of the trade. Our assortment is complete and includes Cohoe Salmon, Halibut, Trout, Whitefish, Herrings, Smelts, Haddies and Fillets, together with a full line of Pickled and Salted Fish, as well as the very best Oysters obtainable. Packed in sanitary 3 and 5-gal. tins, which we sell at \$4.85 and \$8.00 per tin. Try them with this week's order and see the money you save.

We pay special attention to mail orders, and guarantee prompt shipment. You will find our prices right and our service satisfactory in every way.

We also carry a complete line of

Wholesale Fruits

including Oranges, Lemons, Bananas, Apples, Pineapples, Tomatoes, Rhubarb, Celery, Lettuce, Sweet Potatoes, etc. Before ordering your next supply, ask us to quote you prices.

Let us send you our weekly price list.

White and Company, Limited

TORONTO and HAMILTON

Canada's Premier Fish and Fruit House

EGGS and BUTTER

We are buyers as well as sellers. If you have any to ship let us quote you prices.

F. W. Fearman Co.
Limited
Established 1854
HAMILTON

Brooms of Quality

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

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

Walter Woods & Co.
Hamilton - Winnipeg

(Unsweetened Chocolate)

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

BORDEN MILK CO., LTD.
CONDENSED MILK

Terms net 30 days.
5 Box lots and upward—Freight prepaid up to 50 cents.

	Per case
Eagle Brand, each 48 cans.	\$6 50
Reindeer Brand, each 48 cans 6 25	
Silver Cow Brand, each 48 cans	5 75
"Gold Seal," Purity, each 48 cans	5 60
Mayflower Brand, each 48 cans	5 60
"Challenge," "Clover," each 48 cans	5 10

EVAPORATED MILK

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

CONDENSED COFFEE

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

COFFEE.
WHITE SWAN SPICES AND CEREALS, LTD.

1 lb. tins, 4 doz. to case, weight 80 lbs.	0 36
1 lb. tins, 2 doz. to case, weight 35 lbs.	
Add one-half cent per pound to the above.	

ENGLISH BREAKFAST COFFEE.

1/2 lb. tins, 2 doz. to case, weight 22 lbs.	0 28
1 lb. tins, 2 doz. to case, weight 40 lbs.	0 20

MOJA

1/2 lb. tins, 2 doz. to case, weight 22 lbs.	0 32
1 lb. tins, 2 doz. to case, weight 40 lbs.	0 36
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 36

PRESENTATION COFFEE

A Handsome Tumbler in Each Tin	
1 lb. tins, 2 doz. to case, per lb.	0 27
Shipping weight, 50 lbs. per case.	

FLAVORING EXTRACTS
WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	\$ 1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2 1/2 oz. bottles, per doz., weight 6 lbs.	2 30
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottle, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 60
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.
CRESCENT MAPLEINE
Special Delivered Price for Canada

	Per doz.
1/2 oz. (4 doz. case), weight 9 lbs., retail each 15c.	\$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c.	2 50
2 oz. (3 doz. case), weight 13 lbs., retail each 50c.	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c.	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each \$1.00.	13 25
Pint (1 doz. case), weight 29 lbs., retail each \$5.	24 50
Quart (1 doz. case), weight 53 lbs., retail each \$5.50.	45 00
Half gallons, each, retail each, \$10	7 50
Gallons, each, retail each \$18	14 50

GELATINE

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

W. CLARK, LIMITED, MONTREAL

Compressed Corned Beef, 1/4s, \$1.50; 1s, \$2.50; 2s, \$5; 6s, \$18; 14s, \$37.	
Roast Beef, 1/4s, \$1.50; 1s, \$2.50; 2s, \$5; 6s, \$18.	
Bolled Beef, 1s, \$2.50; 2s, \$5; 6s, \$18.	
Jellied Veals, 1/4s, \$1.50; 1s, \$5; 2s, \$4.50; 6s, \$18.	
Corned Beef Hash, 1/4s, \$1.50; 1s, \$2.50; 2s, \$4.50.	
Beefsteak and Onions, 1/4s, \$1.50; 1s, \$2.90; 2s, \$5.40.	

ARRIVING THIS WEEK

One Car

Extra Fancy Florida Celery
Heavy pack, well bleached

One Car

Golden Orange Brand
California Navels

One Car

Marmalade (Bitter) Oranges.

HUGH WALKER & SON

GUELPH, ONTARIO

QUALITY AND STRENGTH IN Canada Foods, Limited

High-Class Food Products

DRY SOUPS
(16 Varieties)

Soup Globules

Vegetable Ferment
(Junket Tablets)

Package Peas and Beans

Custard Powders

Egg Powders

Jelly Powders

Baking Powder

Pudding Powders

Icings

Unfermented Wines and

Ice Cream Powders

Cordials

Oriental Sauces

Mince Meat

Fruit Sauces

Mint Sauce

Manufactured and Guaranteed by

CANADA FOODS, LIMITED

Toronto, Canada

THEY ARE GOOD
OLD STAND-BYS

Baker's Cocoa and Chocolate



Registered
Trade-Mark

are always in
demand, sell
easily and are
thoroughly re-
liable. You
have no selling
troubles with
them.

Trade-mark on every
genuine package.

MADE ONLY BY

Walter Baker & Co. Limited

Established 1780

Montreal, Can.

Dorchester, Mass.

When writing advertised kind-
ly mention that you saw it in
this paper.

The Apple Crop

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

FISH

Salt Trout and
Herring

Fresh Frozen Trout
and Herring

Lemon Bros.
OWEN SOUND, ONT.

ECONOMY is the Nation's Watchword. PRODUCTION

is equally essential.

But without the strength and
energy of Health PRODUC-
TION is impaired and we
are forced to a state of res-
traint without the resultant
SAVINGS which generous
PRODUCTION and wise
ECONOMY accomplish.

Therefore look to your
HEALTH that you may
produce WEALTH for your-
self and your Country. All
M.O.H.'s concede that the
Health of any Country is
greatly benefited by the
generous consumption of
FRUIT.

Use

"St. Nicholas" Lemons

J. J. McCabe

Agent

TORONTO

THE WILLIAM DAVIES COMPANY LIMITED

Wholesale Dealers
and Exporters of

**BUTTER
EGGS
CHEESE
POULTRY**

Toronto Canada

Kindly mention this
paper when writing
to advertisers.

New Brunswick Potatoes

TABLE OR SEED STOCK

Any variety. Stock Guaranteed
free from Disease. Car lots at
lowest prices.

Wire or Write

HATFIELD & SCOTT

Largest Growers and Shippers

MONTREAL, QUE.

HARTLAND, N.B.

Cambridge Sausage, 1s, \$2.40; 2s, \$1.
Pigs' Feet, 1s, \$2.35; 2s, \$4.25.
Boneless Pigs' Feet, 1/2s, \$1.50;
Lamb's Tongues, 1/2s, \$1.90.
Sliced Smoked Beef, tins, 1/2s, \$1.65; 1s, \$2.65; 4s, \$13.50.
Sliced Smoked Beef, glass, 1/2s, \$1.20; 1/2's, \$1.90; 1s, \$2.75.
Tongue, Ham and Veal Pate, 1/2s, \$1.20.
Ham and Veal, 1/2's, \$1.20.
Potted and Devilled Meats, tins — Beef, Ham, Tongue, Veal, Game, 1/2's, 50c; 1/2's, \$1.
Potted Meats, Glass — Chicken, Ham, Tongue, 1/2's, \$1.45.
Ox Tongues, tins, 1/2's, \$2.00; 1s, \$4.00; 1 1/2s, \$6.50; 2s, \$8.00.
Ox Tongues, Glass, 1 1/2s, \$9.75; 2s, \$12.
Mince-meat, Hermetically Sealed Tins, 1s, \$1.75; 2s, \$2.85; 3s, \$4; 4s, \$5.50; 5s, \$7.
In Pails, 25 lbs., 10 1/2 cts. lb.
In 50 lb. Tubs, 10 1/2 cts.
In 85 lb. Tubs, 10 cts.
In Glass, 1s, \$2.25.
Plum Pudding, 1s, \$2.30; 2s, \$3.
Clark's Peanut Butter — Glass Jars, 1/2, 95c; 1/2, \$1.40; 1, \$1.85. 50 lb. Pails, 15c.
Clark's Peanut Butter — Pails 2; lbs., 15c per lb.
Clark's Tomato Ketchup, 8 oz., \$1.35; 12 oz., \$1.90; 16 oz., \$2.40; 1 gal. jars, \$1.30; 5 gal. jars, \$1.25 per gal.
Pork and Beans, Plain Tails, 1s, 70c; 2s, \$1.10; 3s, \$1.70; 6s, \$6; 12s, \$8.50; 3s flat, \$1.45. Individuals, 35 cts. doz.
Pork and Beans, Tomato Sa. Tails, 1s, 75c; 2s, \$1.15; 3s, \$1.75; 6s, \$6; 12s, \$8.50; 3s flat, \$1.50; Individuals, 60c. doz.
Pork and Beans, Chill, 1s, 75c; 2s, tall, \$1.15; 3s, flats, \$1.50; Individuals, 60c. doz.
Vegetarian Baked Beans, Tomato Sauce, Tails, \$1.20.
Clark's Chateau Chicken Soup, \$1.10.
Clark's Chateau Concentrated Soups, 95c.
Clark's Chateau Concentrated Soups, No. 1, Assorted, 95c.
Spaghetti with Tomato and Cheese, 1/2s, 95c; 1s, \$1.30 doz.
Fluid Beef Cordials, 20 oz. btls., 1 doz. per case, at \$10.00 per doz.
English Plum Puddings, 1s, \$2.30 doz.; 2s, \$3 doz.
THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.
ROGERS' GOLDEN SYRUP
Manufactured from pure cane sugar.
2 lb. tins, 2 doz. in case...\$3 15
5 lb. tins, 1 doz. in case... 3 50
10 lb. tins, 1/2 doz. in case... 3 30
20 lb. tins, 1/4 doz. in case... 3 25
Delivered in Winnipeg in carload lots.
LAPORTE, MARTIN, LIMITED
Montreal. Agencies.
BASIN DE VICHY WATERS
L'Admirable, 50 btles, litre, cs. 5 50
Neptune 7 00
San Rival 8 00
VICHY LEMONADE
La Savoureuse, 50 btles., cs. 5 00
NATURAL MINERAL WATER
Evian, Source Cachat, 50 btles, cs.\$9 00
IMPORTED GINGER ALE AND SODA
Ginger Ale, Trayders, cs. 6 doz. pts., doz. 1 15
Ginger Ale, Trayders, cs. 6 doz., splits, doz. 0 95
Club Soda, Trayders, cs. 6 doz. pts., doz. 1 05
Club Soda, Trayders, cs. 6 doz. splits, doz. 0 95
BLACK TEAS
Victoria Blend, 50 and 30-lb. tins, lb. 0 38
Princess Blend, 50 and 30-lb. tins, lb. 0 35
JAPAN TEAS
H. L., ch. 90 lbs., lb. 0 25
Victoria, ch. 90 lbs., lb. 0 30
COFFEES
Victoria, Java and Mocha Blend, 1-lb. tin, lb. 0 34 1/2

Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb. 0 32
Princess, Java and Mocha Blend, 1-lb. tin, lb. 0 22
MALT EXTRACT
Miller of Milwaukee, cs. 2 doz., cs. 4 25
Miller of Milwaukee, brl. 8 doz. brl. 16 20
BOAR'S HEAD LARD COMPOUND
N. K. FAIRBANK CO., LTD.
Tierces 0 10 1/2
Tubs, 60 lbs. 0 10 1/2
Pails, 20 lbs. 0 10 1/2
Tins, 20 lbs. 0 10 1/2
Cases, 5 lbs., 12 to case .. 0 11 1/2
Cases, 3 lbs., 20 to case .. 0 11 1/2
Cases, 10 lbs., 6 to case .. 0 11
E.o.b. Montreal.
MUSTARD
COLMAN'S OR KERN'S
Per doz. tins
D. S. F., 1/2-lb.\$ 1 00
D. S. F., 1/2-lb. 2 90
D. S. F., 1-lb. 5 70
F. D., 1/2-lb. 0 90
Per Jar
Durham, 4-lb. jar 0 95
Durham, 1-lb. jar 0 31
JELLY POWDERS
WHITE SWAN SPICES AND CEREALS, LTD.
White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz.\$ 0 90
List Price
SPICES
WHITE SWAN SPICES AND CEREALS, TORONTO.
Drudge
Canister 4 oz.
Round 1/2 kg.
Allspice\$0.90 \$0.90
Arrowroot, 4 oz. tins, 85c
Cayenne 0.90 0.90
Celery Salt
Celery Pepper
Cinnamon 0.90 0.90
Cinnamon, 1 oz., Pagsots, 45c
Cloves 0.90 0.90
Curry Powder
Ginger 0.90 0.90
Mace
Nutmegs 0.90 ..
" Whole, 5c. Pkgs., 45c
Paprika 0.90 ..
Pepper, Black 0.90 0.90
Pepper, White 1.10 1.10
Pastry Spice 0.90 0.90
Pickling Spice (Window front) 0.75
Dozens to case 4
Shipping weight, per case 10 lbs. 17 lbs.
WHITE SWAN LYE
Single cases, 4 doz.\$ 3 50
5 case lots, 4 doz. 3 25
Shipping weight 50 lbs. per case.
THE CANADA STARCH CO., LTD., EDWARDSBURG
BRANDS and BRANTFORD BRANDS
Laundry Starches—
Boxes
40 lbs., Canada Laundry .. Cents
40 lbs., boxes Canada white gloss, 1 lb. pkg.06 1/2
48 lbs. No. 1 white or blue, 4 lb. cartons07 1/2
48 lbs. No. 1 white or blue, 3 lb. cartons07 1/2
100 lbs., kegs, No. 1 white06 1/2
200 lbs., bbls., No. 1 white06 1/2
80 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs.07 1/2
48 lbs., silver gloss, in 6-lb. tin canisters08 1/2
36 lbs., silver gloss, 6-lb. draw lid boxes08 1/2
100 lbs., kegs, silver gloss, large crystals07 1/2
28 lbs., Benson's Satin, 1-lb. cartons, chrome label .. .07 1/2
40 lbs., Benson's Enamel (cold water), per case... 3 00
20 lbs., Benson's Enamel (cold water), per case .. 1 50
Celluloid—boxes containing 45 cartons, per case ... 3 00
Culinary Starch
40 lbs. W. T. Benson & Co.'s prepared corn07 1/2
40 lbs. Canada pure corn starch06 1/2
(120-lb. boxes 1/4c higher.)
Casco Potato Flour, 20-lb. boxes, per lb. 10

Manufacturers' Agents and Brokers' Directory

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

ONTARIO

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

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

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

ON SPOT
White Beans,
Evaporated Apples
Currants and Raisins
W. H. Millman & Sons
Wholesale Grocery Brokers
Toronto Ontario

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

NEWFOUNDLAND

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

WESTERN PROVINCES

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

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

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

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

ALL ORDERS PAYABLE
IN ADVANCE.

PRICE \$2.00

MacLean Publishing Co.
143-153 University Ave., Toronto

Want Ads.

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

Try it out

Safe Investments

The Financial Post of Canada is the recognized authority on Canadian investments.

Each week it gives much exclusive information respecting Canadian companies; also reliable news on bond and stock issues, mining and real estate conditions.

The INVESTOR'S INFORMATION BUREAU is maintained free to subscribers and answers by letter all inquiries about investments. Write for sample copy and our subscription offer.

**The Financial Post
of Canada**

Toronto

"The Canadian Newspaper for Investors"

We Need Salesmen

High-grade men to call on Grocers in connection with Star Egg Carriers and Trays, in use to-day by 83% of the grocers in Canada and the U.S. We have a few very desirable Canadian territories open which offer excellent opportunities to men of ability.

For particulars, apply

**STAR EGG CARRIER & TRAY
MFG. COMPANY
ROCHESTER, N. Y.**

Specialists in Creamery Butter

Silverwoods are not only exporters of finest produce of all kinds, but we specialize on *Creamery Butter*. This is made in one of the most modern plants in Canada and can be relied upon to satisfy the most exacting customer.

Specialists in Ice Cream

We are now ready to place agencies for our high-grade *Ice Cream* in towns and cities in Western Ontario not now represented. There is money in Ice Cream and if in a position to handle it write at once for full particulars. Our representative will be pleased to call.

SILVERWOODS, LIMITED

London, Ontario

HELP YOURSELF TO A REPUTATION

by buying a copy of

THE GROCER'S ENCYCLOPEDIA

BY ARTEMAS WARD

YOU 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

With Benefit To Yourself

We do not expect grocers to handle our extracts unless it is to their benefit to do so. So far as profit is concerned there is a good margin for the grocer in selling

Shirriff's TRUE VANILLA

But more important than profit is the fact that this famous vanilla extract will give the greatest satisfaction to customers. Its flavor and bouquet are unsurpassed. And it is 50 per cent. stronger than the Government Standard requires according to the Pure Food Act.

Shirriff's True Vanilla will benefit you because it will best satisfy your customers. And satisfied customers are a store's best asset.



Imperial Extract Co., Toronto, Ont.

House-cleaning Time Is Drawing Near

Spring house-cleaning will soon be here. Are you prepared for the demand for that article which is absolutely essential for a successful house-cleaning? Are your shelves well stocked with all sizes of

O-Cedar Polish

(MADE IN CANADA)

Every housewife will use O-Cedar this Spring. She must have it to clean and beautify her furniture and woodwork. She knows it will make everything bright and new-like again. She will have no substitute.

Order from your Jobber.

Channell Chemical Co., Limited, 369 SORAUREN AVE., TORONTO, CANADA

Buyers' Guide

CLASSIFIED ADVERTISING

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

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

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

WANTED

YOUNG MAN, SIX YEARS' GENERAL AND three years' bookkeeping and banking experience, desires change of position. All references. Box 126, Canadian Grocer.

WANTED—CONTROL OF PROPRIETARY article selling to the grocery trade for the Provinces of Quebec and Ontario. Firm of commission agents with influence and extensive connections, are prepared to place a good article on the market. Only firms of high repute dealt with. Fullest investigation regarding ourselves. Archdeacon & Larose, 165 Sparks Street, Ottawa, Ontario.

COMMISSION AGENT WHO HAS GOOD connections in Cape Breton, with wholesale and retail trade, would like to handle lines of Grocers' Specialties. M. L. Ingraham, Box 591, Sydney, N.S.

FOR SALE

GROCERY BUSINESS WITH LIVING apartments in good residential section of city. Turnover about \$12,000. Could easily be increased. Satisfactory reason for selling. For terms and particulars apply 143 Geoffrey St., Toronto.

MISCELLANEOUS

CASH FOR WASTE PAPER — YOU WILL receive the highest price if you use a Climax Steel "Fireproof" Baler. Full particulars. Climax Baler Co., Hamilton, Ont.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 97, Ontario St., Toronto.

CHIVER'S

JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

Write us for New Price List of

WINDSOR SALT

TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, Manager

"Canadian Air-Line" Honey

The BEE-MADE Honey

PURE ATTRACTIVE TASTY

The Root Canadian House

185 Wright Avenue, TORONTO



TANGLEFOOT



The Non-Poisonous Fly Destroyer

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

MAPLEINE

Is a steady seller—there's no other "Mapley" flavor just as good—that is a point worth remembering.

ORDER FROM

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

Mason & Hickey
287 Stanley St., Winnipeg Man.

CRESCENT MFG. CO.
SEATTLE, WASH.



Coupon Books

Save Time: Save Money:
Save Labor: Eliminate
Loss: Waste: Errors.



Just the thing for the GROCER, BUTCHER and BAKER. No charge accounts, no disputes; insure accuracy; save time in waiting on trade; save labor in bookkeeping. THEREFORE SAVE MONEY.

Write Your Jobber or

ALLISON COUPON COMPANY

532 East Market St.

Indianapolis, Indiana, U.S.A.

20102-7776

OAKEY'S KNIFE POLISH

JOHN OAKLEY & SONS, LIMITED,
LONDON, ENGLAND.

AGENTS:

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

EGG FILLERS

Our capacity is three times the total
Filler requirements of Canada

PROMPT DELIVERIES

by us are therefore certain.

THE TRENT MFG. CO., LIMITED
TRENTON, ONTARIO, CANADA

ASSIGNEES AGENTS LIMITED

154 Simcoe Street TORONTO
COLLECTIONS ASSIGNMENTS

Book-debts are monies in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

FOR SALE

Fancy Creamery Butter, Selected Eggs,
Fancy Dressed Poultry. Grocer Orders
our Specialty.

Mann, Laurie & Co.

Phone 1577.

London, Ont.

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



Feature these Made-in-Canada Products for Quick, Cold Day Selling

The five lines here shown are accredited leaders in their respective fields. They have won the approval of the most discriminating because of their proven purity and delicious wholesomeness.

By boosting our lines you not only guarantee yourself customer satisfaction, but you show a practical patriotism in supporting Canadian enterprise and Canadian labor.

Compare our prices and our quality with the imported brands. The result will convince you of Canadian-made superiority.

St. George Brand Coffee, 2 doz. in case...\$4.80
 St. George Evaporated Milk, 4 doz. in case 3.60
 Banner Condensed Milk, 4 doz. in case.. 5.50
 Princess Condensed Milk, 4 doz. in case.. 4.50
 Premier, SKimmed, 4 doz. in case..... 4.00

Send an order to-day.

Malcolm Condensing Co. LIMITED

ST. GEORGE

∴ ∴

ONTARIO

Y & S STICK LICORICE

48 5c. Packages to Box



The old-fashioned remedy for Coughs and Colds

For sale by leading Wholesale Grocers, Druggists and Confectioners throughout the Dominion.

NATIONAL LICORICE COMPANY
MONTREAL

BLACK JACK

QUICK
CLEAN
HANDY

3-lb. t ns—
3 doz. in case



TRY IT

SOLD BY
ALL
JOBBER

BUY

STARBRAND

"Made in Canada"

Cotton Clothes Lines
and Cotton Twine

Cotton Lines are as cheap as Sisal or Manilla and much better

FOR SALE BY ALL WHOLESALE DEALERS

See that you get them

WETHEY'S CONDENSED MINCE MEAT

Quality—better than
ever, if such is pos-
sible.

Price unchanged.

Order from your jobber.



By Special royal permission.

We can in- crease your profits!

We have increased the profits of dealers throughout the Dominion by bringing to their notice the selling merits of

King Oscar Sardines

Their success with a trial order convinced them that this appetizing sea food has ever a warm place in the hearts of housewives everywhere.

Our poster and newspaper advertising campaigns have introduced King Oscar in every community. We thus create a growing demand which means big things for the King Oscar dealer. How about you? Why not let King Oscar put the winning punch in your sea food sales?

Ask your wholesaler.

CANADIAN AGENTS

J. W. Bickle & Greening



(J. A. HENDERSON)

HAMILTON

ONTARIO

INDEX TO ADVERTISERS

A		I	
Allison Coupon Co.	52	Lambe & Co., W. G. A.	49
Anchor Cap & Closure Corp.		Laporte, Martin, Limitee ...	55
	Inside front cover	Leacock & Co.	9
Anglo-B.C. Packing Co.	9	Lemon Bros. ...	45
Assignees Agents	52	Lightcap, O. F.	49
Atlantic Sugar Refineries ...	1	U	
B		Mackenzie & Morris	49
Baker, Walter, & Co., Ltd. ...	45	Maclure & Langley, Ltd.	40
Balfour-Smye & Co.	12	MacNab, T. A., & Co.	49
Benedict, F. L.	52	Magor, Son & Co.	16
Betts & Co.	Inside Back Cover	Malcolm's Condensing Co. ...	53
Bickle & Greening	54	Mann, Laurie & C.	52
Borden Milk Co.	3	Maritime Fish Corp'n.	6
C		Mathieu, J. L., & Co.	9
Canada Foods, Ltd.	45	McCabe, J. J.	45
Canadian Cereal & Flour		McVitie & Price, Ltd.	56
Mills Co.	41	Millman, W. H., Sons	49
Canadian Salt Co.	9	N	
Canada Starch Co. ...	Front Cover	National Licorice Co.	53
Cane, Wm., & Sons Co., Ltd.	56	Nickel Plate Stove Polish Co.	53
Catell, C. H., Limited	42	Nugget Polish Co., Ltd.	Back Cover
Channell Chemical Co., Ltd.	51	O	
Chase & Sanborn ...	10	Oakey & Sons, John ...	52
Church & Dwight	56	P	
Clark, Ltd., W.	7	Patrick & Co., W. G.	49
Concord Canning Co.	12	Pennock, H. P., Co., Ltd. ...	49
Connors Bros.	4	R	
Crescent Mfg. Co.	52	Red Rose Tea Co. ...	15
D		Rennie Co., Wm.	8
Da Costa & Co.	4	Rock City Tobacco Co.	
Davies & Co., Wm.	46		Inside back cover
Dominion Cannery ...	5	Root Canadian House ...	52
E		S	
Eckardt, H. P., & Co.	47	Silverwoods Limited ...	50
Escott & Co., W. H.	48	Shidzoka Ken Tea Guild ...	13
Eureka Refrigerator Co.	15	Smith & Son, E. D.	14
F		Star Egg Carrier & Tray Mfg.	
Fearman, F. W., & Co.	44	Co.	49
Freeman Co., W. A.	48	St. Lawrence Sugar Refining	11
Flavelle's, Limited ...	10	Symington, Thos., & Co.	8
Furnivall-New ...	11	T	
G		Tippet & Co., A. P.	2
Guelph Soap Co.	56	Thum Co., W. O.	52
H		Toronto Salt Works ...	52
Hamilton Cotton Co.	53	Trent Mfg. Co.	16-52
Hargreaves (Canada), Ltd. ...	12	W	
Hatton Co., D.	11	Walker, Hugh, & Son	45
Hatfield & Scott	46	Watson & Truesdale	49
Hillock & Co., John ...	12	Webb, Harry ...	49
Hygienic Products Co.	15	Western Canada Flour Mills,	
I		Ltd.	Inside Front Cover
Imperial Extract Co.	51	Wethey, J. H., Ltd.	54
K		White & Co.	43
Keating & Co., Thos. ...	4	Woodruff & Edwards	8
Knox Co., Inc., Chas. B. ..	8	Woods & Co., Walter	44

 **WHY 3 CENTS** 
invested with us
will net you dollars of profits

When the goods listed here were bought the market was at its lowest ebb. So, we are able to quote you prices that will give you bigger profits.

Quality being equal, you will buy at the best prices.

Because otherwise it would be an injustice to the assets of your business to buy without first knowing where the best prices can be had.

Then why not invest three cents in postage and get our quotations on what we offer?

We know we have the right prices. Prove it.

TOMATOES 3s

CORN 2s

WAX BEANS 2s

PEAS 2s

REFUGEE BEANS 2s

GALLON APPLES

PEACHES H.S. 2s

RASPBERRIES H.S. 2s

CALIFORNIA PRUNES

All Sizes (25s to Box)

OREGON PRUNES

All Sizes (25s to Box)

CALIFORNIA SEEDLESS

Loose (50s to Box)

FREE.—Sample of our Victoria Java Mocha Coffee with all inquiries.

LAPORTE, MARTIN, LIMITÉE

Wholesale Grocers

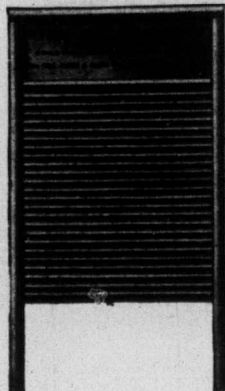
Tel. Main 3766

MONTREAL

Teleg. "Laporte"

Bigger profits for you and better service for your customers

This, Mr. Dealer, is what the
NEW ALL-CANADIAN, ALL-WOODEN WASHBOARD



means to you

The prohibitive prices of zinc and aluminum have removed from popular favor the washboards made of these materials, and have resulted in the production of the New All-Canadian, All-Wooden line. This latter is just as good a board, gives better service, and produces a better profit for the dealer than the old line. It is, as its name implies, Canadian-made right through.

The rubbing surface is made of the finest grained hardwood — a vast improvement on the wooden washboard of former years.

Try what a little stock of the "New All-Canadian" will do for you in the way of larger profits.

Retails at 20c.

The Wm. Cane & Sons Co., Limited
 NEWMARKET, ONTARIO

A Soap that Lives Up to its Name

The results produced by Wonderful Soap has convinced dealers and customers everywhere of the aptness of its name

For general all 'round utility it is unsurpassed.

It will cleanse the most delicate fabric without injurious effects.

Wonderful Soap has a neat red wrapper which makes it particularly adaptable to effective displays. Order a supply to-day and test its popularity for yourself.

GUELPH SOAP CO.
 GUELPH ONTARIO



"COW BRAND" Baking Soda

Over Seventy Years the Leading Household Requisite

For trade satisfaction and profit there is no line of Baking Soda quite so good as Cow Brand.

Customers have expressed their confidence in its work and it needs no long argument to point to the advantage of your stocking it.

Your wholesaler will supply you.

CHURCH & DWIGHT

Limited

Manufacturers

MONTREAL



FROM COAST TO COAST

You can now obtain fresh supplies of

McVitie & Price's HIGH-CLASS BISCUITS

from the following appointed Agents:—

Nova Scotia: C. E. Choat & Co., Halifax, N.S.

Ontario: C. H. Cole, 33 Front St. East, Toronto (Selling Agent).

Manitoba and Saskatchewan: Richards & Brown, Ltd., James Street, Winnipeg.

Alberta: Campbell, Wilson & Horne, Ltd., Calgary; Campbell, Wilson & Horne, Ltd., Lethbridge; Campbell, Wilson & Horne, Ltd., Edmonton.

British Columbia and Yukon: Kelly, Douglas & Co., Ltd., Vancouver; Kelly, Douglas & Co., Ltd., Victoria; Kelly, Douglas & Co., Ltd., New Westminster; Kelly, Douglas & Co., Ltd., Prince Rupert.

McVitie & Price, Limited
 EDINBURGH and London

McVitie & Price of Canada, Limited
 Vaudreuil St., St. Paul St. E., Montreal

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions
Tea Lead—all gauges and sizes
Metal Bottle Capsules—any size,
color or stamping
Collapsible Tubes—plain or colored

ALL BRITISH MADE

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

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road

LONDON N., ENGLAND

No. 36

Chats with "Old Baba"

(Canada's 105-year-old Pioneer)

Not sticky, but moist

"You take an old fellow like me without a tooth in my head, it's some job to chew a hard-as-nails tobacco but with **KING GEORGE NAVY** it's a pleasure, for though its not at all sticky, it is moist enough to make a nice lasting chew."



King George Navy Chewing Tobacco, my lad, has 'em all beaten for a good all 'round chew. I think every grocery store in Canada handling tobacco should sell King George.



Order your supply now.

Rock City Tobacco Co., Ltd.
Quebec and Winnipeg