

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX

PUBLICATION OFFICE: TORONTO, APRIL 30, 1915

No. 18



ADVERTISED FROM
COAST TO COAST



"IT'S GREAT"

Handled by all the
wholesale trade.

Packed in 10c. tins and in $\frac{1}{4}$ s,
 $\frac{1}{2}$ s and 1 lb. tins.

The Tobacco, The Tin and The Price

A rich, mellow, smooth smoke—and absolutely perfect as the ideal pipe tobacco.

Popular because it is handy to handle and just fits the pocket. It keeps the tobacco fresh and clean, and preserves the matchless, mild flavor.

10c is a popular price. When Grocers can sell such a delightful tobacco as this—and make a nice profit on every tin — no wonder "Forest & Stream" is the big seller among the Grocers.

CANADIAN GROCER

Cox's

Instant Powdered
GELATINE

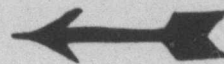
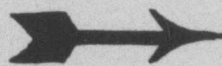
A Mighty Good Dessert that's a Mighty Good Seller

When enough housewives continually *insist* on one particular gelatine, and so make it the *largest selling* dessert in the world—it has *got* to be mighty good.

That's just the Cox record. For this delightful dessert product is a marvel of quality—giving unusual satisfaction to millions for nearly 200 years.

Don't wait to be asked for Cox's. Work up an attractive counter or window display *to-day*.

A. P. TIPPET & CO.
AGENTS :: MONTREAL





The Red Ball That Means QUALITY SUGAR

We are making this the best-known trade-mark in Canada. Newspapers, Magazines, Bill Boards, are carrying the message of "Lantic Sugar" into practically every home in the world Dominion.

People can't help but see the huge red ball—bearing the words "Lantic Sugar"—that catches their eyes from the Posters, and our advertisements are telling the story of "the most up-to-date refinery in the world," where "Quality" sugar is made.

Lantic Granulated

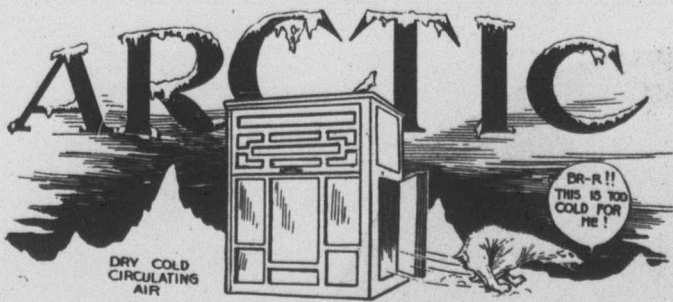
2 and 5 lb. Sealed Boxes; 10 lb., 20 lb., 100 lb. Bags

ATLANTIC SUGAR REFINERIES LIMITED

Montreal, Que.

St. John, N.B.





—the refrigeration system that means absolute protection

Whether it's a grocer's, butcher's or domestic refrigerator you need it will pay you to look into the merits of the Arctic dry cold circulating air system.

The Arctic construction is so scientifically and practically perfect that not an ounce of ice is used that does not give off the maximum of dry cold circulating air—absolutely no moisture.

The Arctic refrigerator prevents loss from spoilage. It's a money-saver, a handsome store fixture.

Write for catalogue.

John Hillock & Co., Limited
Makers of High-Grade Refrigerators and Fish Cases
TORONTO

**Don't Buy "An Electric Coffee Mill"
Buy a COLES GUARANTEED
ELECTRIC MILL**



There's a tremendous difference — as great as there is between an unsigned check and a signed one.

When the name COLES is on your mill you're certain it's "right."

Have you a copy of Catalogue 913C?

26 models of electric machines. Makers of Hand Coffee Mills for twenty-five years.

COLES MANUFACTURING CO.
1615 North 23rd St. PHILA., PA.

Agents: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburn & Co., Calgary, Alta.

The Pick of the Pickle Market



Sweet Pickles

Buying and producing in large quantities enables us to get just the pick of the choicest vegetables for our celebrated lines. Thus our extensive system of production helps us to sell better to you and you to your customers and at the same time make a better profit.

Not only do "Sterling" brand appeal strongly to the eye when on display, but possess an irresistible attraction to the taste. Stock "Sterling" and display them prominently. Replenish your supply to-day.

T. A. Lytle & Co., Limited
Sterling Rd., Toronto



Bottled Purity

*E. D. S. Grape Juice
Made From Winona's
Finest Concord Grapes*

Stand at the Winona station in the Autumn when the grapes are ripe and take note of the vast quantities of Concord Grapes that are shipped from this section.

Get a look at the shipping bills and you will find that most of them are shipped on actual orders.

It is a well-known fact that there are five car-loads shipped from Winona on actual orders to one from any other section in Canada.

It's the fine quality of the Winona Concord that is responsible for this condition. It is this delicious, full-flavored quality that has already built up a big demand for E.D.S. Grape Juice.

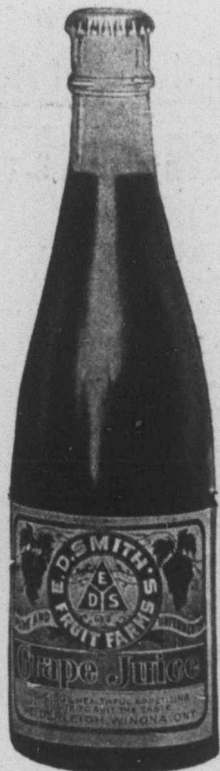
Every drop is absolutely pure, clean and wholesome.

Put in your summer's supply now and satisfy your trade.

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

Agents:

NEWTON A. HILL
Toronto
MASON & HICKEY
Winnipeg
A. P. ARMSTRONG
Sydney, N.S.
W. H. DUNN
Montreal
R. B. COLWELL
Halifax, N.S.



Milk that Never Turns Sour

In these milder days, when most everything is hard to keep, the woman who has been fooled by the milk going sour occasionally soon learns to appreciate the true value of

EAGLE BRAND CONDENSED MILK

Whether for picnics or regular home use Eagle Brand Milk is being used more generally in the warmer weather. Its purity and convenience is unquestioned and its keeping qualities have proved a boon to thousands of women everywhere.

Get ready for Summer's heavy demands by getting in a goodly stock of the Borden Lines NOW.

Borden Milk Co., Ltd.

"Leaders of Quality"
MONTREAL

Branch Office:
No. 2 Arcade Bldg.
Vancouver, B.C.



*It's Proven Quality that
Pulls Biggest Sales*

Any good grocer will tell you that.

Goodness that folks can see; quality they know to be pure and fresh and just as choice as it looks in the jar.

And right there is summed up the reason for the great popularity of goods sealed with Anchor Caps.

Permits of attractive display showing the goods just as they are and sealing them with a positive seal that assures good keeping quality.

Don't make preparations for making your summer lines without first investigating the several advantages of Anchor Caps. Most dealers know that best sales come with pushing goods properly sealed and consequently have a strong preference for Anchor Caps. Why not win their hearty co-operation this summer by sealing your product with Anchor Caps? We will gladly demonstrate them for you in your own factory without obligation. Write us to-day.

Anchor Cap & Closure Corporation of Canada
LIMITED
Sudbury St. West, Foot of Dovercourt Road TORONTO, CANADA

A Line of Merit

Reckitt's Blue is a live line—worthy of every attention, for Reckitt's Blue never varies, and satisfies every customer. Every packet has the same reliable qualities that characterise all goods bearing the name "RECKITT."

**RECKITT'S
BLUE**

Satisfies old customers and brings new business.

RECKITT'S' (Oversea) Ltd.,
122, Wellington Street West, TORONTO.

You Can't Have Too Much

O-Cedar Polish on your shelves. It sells rapidly and steadily—and the demand is increasing daily. We have advertised the wonderful qualities of

O-Cedar Polish

(Made-in-Canada)

all over the Dominion till practically every woman in Canada knows about it. If she sees it on your counter she will order it. Display it and your sales will be large.

Your Jobber Has It.

Channell Chemical Co., Limited
369 Sorauren Ave., Toronto



Miss O-Cedar
using her Polish

"Indian Chief Brand" CLAMS



The Very Finest
Clams
on the Market.

Canned
the same day
they are taken from
the Clam Beds.

Quality First

Packed by
Shaw & Ellis, Pocologan, N.B.

AGENTS:

Montreal, R. B. Hall & Son Ottawa, William Forbes
Quebec, A. Francois Turcotte

For warm weather trade
and house-cleaning time,
try

COOKED HAMS

Very cheap this year and
better than ever.

"Star Brand" cured under
Government inspection.

F. W. Fearman Co., Limited
Established 1854

Vinegar Is Essentially Acetic Acid

The Dominion Government standards for vinegar demand that:

"VINEGAR SHALL CONTAIN NOT LESS THAN 3.5% AND NOT MORE THAN 10.5% OF ACETIC ACID."

The most important component of vinegar, as it is sold to-day, is "IMPURE ACETIC ACID," and this IMPURE ACETIC ACID is obtained from sour beer, alcohol, and other substances which yield alcohol.

ACETAR, THE MODERN VINEGAR, is not made from alcohol or sour beer, but from PURE ACETIC ACID. As vinegar is identical with IMPURE ACETIC ACID, it stands to reason that ACETAR, THE MODERN VINEGAR, which is made from PURE ACETIC ACID, is a more pure and wholesome article than the present IMPURE ACETIC ACID sold as vinegar.

Not only is ACETAR, THE MODERN VINEGAR, a wholesome product, but it conforms to the GOVERNMENT STANDARDS FOR VINEGAR IN THAT IT

CONTAINS NOT LESS THAN 3.5% AND NOT MORE THAN 10.5% OF ACETIC ACID."

The retail merchant can thus feel assured, that when selling and recommending ACETAR, THE MODERN VINEGAR, he is standing behind a product which has been found entirely satisfactory. ACETAR, THE MODERN VINEGAR, is a pure product; it does not contain the objectionable fungus growth which is generally known as "mother of vinegar."



STANDARD CHEMICAL, IRON & LUMBER CO.
OF CANADA, LIMITED

TORONTO

MONTREAL

WINNIPEG

Nothing has "caught on" with the average housewife quite as quickly, as thoroughly, as firmly, as

SIMCOE BRAND Summer Vegetables

You see, folk really DO prefer the crisp tenderness and summertime flavor that only "SIMCOE" Summer Vegetables can give.

Will a couple of cases do for first order? Tell your wholesaler to-day.





Our Sampling Wagon

Sometime during the year our sampling man will leave samples of

Shredded Wheat

in every home in your town. These samples are delivered by our own men from our own automobiles especially built for that purpose. Why do we sample so extensively? It is the only way we can convey an intelligent idea of Shredded Wheat Biscuit. It is a reminder to those who have used it and an introduction to those who do not know the cleanest, best cereal food in the world.

MADE IN CANADA

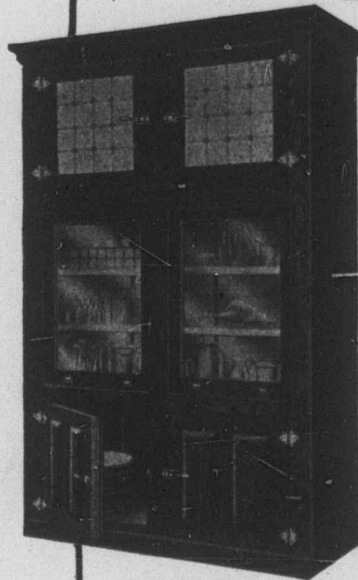
The Biscuit is packed in odorless spruce wood cases which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.

The Canadian Shredded Wheat Co., Limited
Niagara Falls, Ontario.

77-L

Freeman's Improved Standard

Cold Dry Air **Refrigerator**



for

Butchers
Grocers
Creameries
Householders
Restaurants
Hospitals
and all
Institutions

SATISFACTION GUARANTEED
Send for Catalogue, Price List and Discounts

The W. A. Freeman Co., Limited
Hamilton, Ontario

"Cow Brand" success
is never doubted



Housewives have absolute confidence in the baking results when they use **Cow Brand Soda**. For Strength, Purity and Reliability it is unsurpassed. It is the surest trade builder and holder. Fill in your stock to-day.

CHURCH and DWIGHT

Manufacturers
MONTREAL

Limited

Flavor is the Big Thing in Tobaccos

Poor flavor may tie up your sales and place on your hands a big quantity of dead stock. One of the big features of the Rock City Line is their pleasing flavor, mild and soothing. The three most popular lines are

"Master" "King George" "Rose
Mason" "Navy" "Quesnel"
SMOKING CHEWING PLUG SMOKING

Stock up now.

Rock City Tobacco Co.
LIMITED

QUEBEC and WINNIPEG

Make a good Window Display of

OCEAN BLUE

The brightly printed packages attract the eye, and lead to good sound profitable business.

Order from your Wholesaler

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

Western Agents: For Manitoba, Saskatchewan & Alberta: Nicholson & Bain, Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia & Yukon: Donkin, Creeden & Avery, 117, Arcade Buildings, Vancouver, B.C.

"SOVEREIGN" SALMON



**FINEST
BRITISH
COLUMBIA
SOCKEYE**

**QUALITY
IS OUR FIRST
CONSIDERATION**

PACKED BY
**THE ANGLO BRITISH COLUMBIA PACKING CO.
LIMITED
VANCOUVER, B.C.**

There's money in the right salt

Hundreds of dealers have realized that the right salt, the salt that gives the best satisfaction, is CENTURY. Every crystal is pure. It is the best for table or dairy, and the most profitable for the dealer to handle. Those that know push CENTURY SALT. Put up in small, white cotton bags and 100-lb. sacks.

**Dominion Salt Co.,
Limited
Sarnia, Ontario.**



Think of getting an aluminum Wash Board in place of a Zinc at no advance in price!

WAR
*has raised
the price*

of zinc to such an extent as to soon make it too costly for the manufacture of wash boards. We are therefore making the offer of supplying our standard brands of washboards with aluminum instead of zinc face.

Of course, the aluminum is a much better material. Less liable to crack, split or carry defects that will tear the clothing. Easier to keep clean, and its brighter appearance makes it an article that will sell easier.

Just tell your customers you are in a position to supply, at their request, the well-known "Cane" models with aluminum instead of zinc face. They'll appreciate the extra advantages. Speak to them to-day.

**The Wm. Cane & Sons Company
Limited
Newmarket, Ont.**

Gazelle Fraser River Red Sockeye Salmon

Put up by the B. C. Packers—

\$2.00 per dozen

Ex. Warehouse, Montreal

In 5-case lots—

\$1.95 per dozen

Freight paid to any railway station in
Quebec and Ontario. Net, 30 days

The same goods would cost us to-day
\$2.20 per dozen

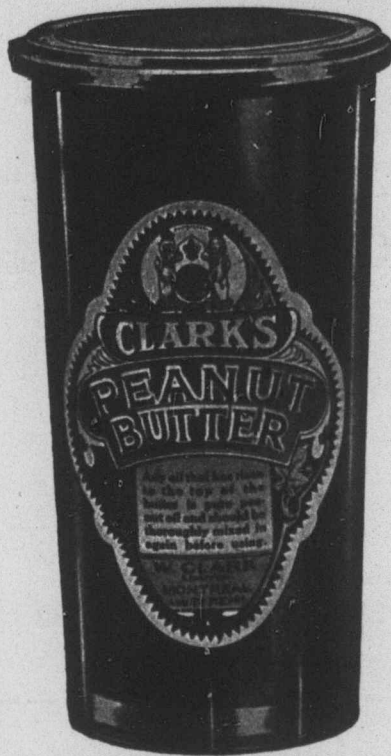
Everyone will realize what a boon this
proves to be

The quality is by far superior to any

Hudon, Hebert & Co., Limited
MONTREAL

The most liberally managed firm in Canada

CLARK'S MADE - IN - CANADA PRODUCTS



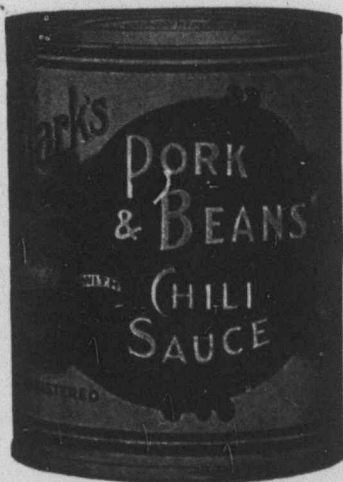
Get ready for your
**SUMMER
TRADE NOW**

Clark's Peanut Butter
in $\frac{1}{4}$, $\frac{1}{2}$ and 1 Glass
Jars and 5, 10 and
24 lb. Pails.

**Clark's
Tomato Ketchup**
in 8 oz., 12 oz., 16 oz.
Bottles and 1 Gal.
Stone Jugs



Clark's Pork and Beans
Plain, Chili and Tomato
Sauce



**CANNED MEATS, SOUPS,
MINCEMEAT, PLUM PUDDINGS,
ETC., ETC.**

Every Package has the Clark
guarantee behind it.

W. CLARK, LIMITED

MONTREAL

Clark's

Tartan
BRAND
THE SIGN OF PURITY

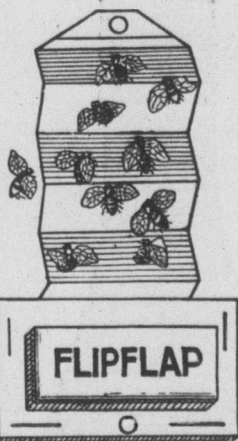
HOUSE CLEANING

EVERYBODY'S DOING IT

Check over your stock and send us your order. We'll ship quick and you'll be prepared for the demand. Brooms, Brushes, Soaps, Ammonia, Scouring and Washing Powders, Mops and Cloths, Clothes Pins, Clothes Lines, Washboards, Pails and Tubs, Polish, etc., etc.

BALFOUR, SMYE & CO., Wholesale Grocers HAMILTON

'Phones, 3595, 3596, 3597, 3598, 4656; Night 'Phone, 1807.



Kill off the Fly!

Use and sell a British

**FLIP FLAP
DESTROYER**

It is a leader for an effective, neat, and clean catcher. Never leaks, and every fly is caught for good.

Send a Trial Order To-day.

**Hodgson, Sumner & Co., Limited
Montreal**

Agents for Ontario, Quebec, New Brunswick,
Nova Scotia, Prince Edward Island



ONION SETTS

Subject to being unsold on receipt of order, we offer a limited quantity of Choice Yellow Globe ONION SETTS, put up in bags of 32 lbs., for

10c. lb.

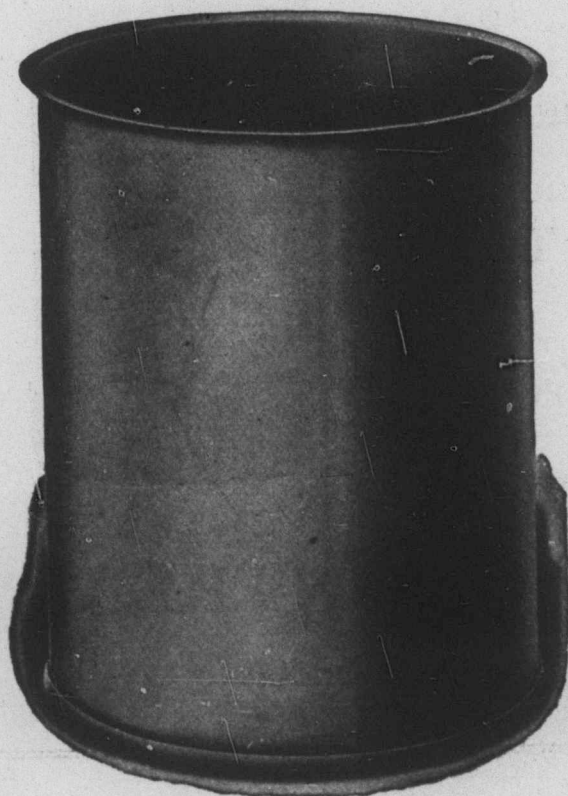
Five bag lots, billed 1c lb. less.

Rush your order. This shipment will not last long.

H. J. ASH

WHOLESALE FRUIT DEALER

44-46 Church Street, - TORONTO



Sanitary Cans

"The Can of Quality"

Baked Beans,
Soups,
Meats and Milk.

**Sanitary Can Company
LIMITED**

NIAGARA FALLS, ONTARIO

CANADIAN GROCER

St. Lawrence

Granulated

The Canadian Standard of Quality.
100 Per Cent. Pure Cane Sugar.



They like to come for Symingtons

the Coffee Essence that makes such delicious coffee without trouble, waste or delay; only boiling water need be added, and it's ready. Economical, too—40 cups of perfect coffee from one bottle.

SYMINGTON'S

Reg'd Trade Mark

COFFEE ESSENCE

is a proven seller everywhere. The liberal profit makes pushing it worth while. Order from your wholesaler to-day.

THOS. SYMINGTON & CO., Edinburgh and London

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



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 qualities —
We will give you BEST QUALITY — BEST DELIVERY — BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road

LONDON N., ENGLAND

A Straight Talk with the Boss

I dropped into a men's furnishing store Saturday night to get a couple of collars and a pair of sox.

I have known the proprietor for some years. He is located on a prominent up-town transfer corner, does a high-class trade, and, as I happen to know, pays a staggering rent. But I have seen his business develop from a modest, to one of the largest in the city, and I wondered how he was standing the war.

He approached me with a smile as I completed my purchase and I sprung the question I had in mind: How do you find business?

Without any hesitation he told me. Up to this month his business was about 20% behind a year ago. April had showed very considerable improvement and he anticipated a very satisfactory May.

You see I have added some new lines, he observed, pointing to one of his many display windows, where to my surprise, I saw a very attractive display of ladies' silk gloves.

As mentioned above, my friend is located on a prominent transfer corner, and over his store is an exclusive dress-making establishment. Thousands of ladies pass his windows every day. He has simply extended an invitation to enter. They are coming strong, he tells me.

What has this to do with groceries?

Just this, the man is meeting a situation that few Canadian Grocer readers have to face in the way of trade falling off by the expedient of adding a new line **which his situation enables him to handle to advantage**, and is setting off loss in one line by creating business in a new department.

Of course, a line of silk gloves does not make up for a 20% loss all round, but don't think for a minute this is the only card in my friend's hand. It is merely an example of what he is doing all the time.

By the way, there is no closer student of his trade paper than the subject of this sketch.

Let me ask you my stock question: **How is business?** Before you answer that question think a minute. Have you gone after all the possible business in your field? Are there any new lines that your customers would buy if shown to them? Have you studied the Spring Sales Number of Canadian Grocer? Have you gone carefully over the advertisements as well as the editorial section? If you haven't read every advertisement carefully, critically, with a view to your possibilities, do it now. The question, How is business? is a double-barrelled one. It asks, I., What are all the possibilities in your field? II., What are you doing to realize on all those possibilities?

Think it over.



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

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

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax - N.S.

BLACK JACK

**QUICK
CLEAN
HANDY**

½-lb. tin—
3 doz. in case



TRY IT

SOLD BY
ALL
JOBBER

YOU should buy an ELGIN NATIONAL because



No. 40

It will STEEL-CUT Coffee faster than any other mill of corresponding size.

It can be regulated while running to grind the coffee to suit each patron's taste.

It costs you less, grinds fastest, runs easiest, best finished, made strongest—lasts longest, and because thirty years' actual usage has made it the most popular mill in Canada.

Write your Jobber for catalog and prices.



No. 35

WOODRUFF & EDWARDS CO., Elgin, Ill., U.S.A.

**FINEST BLACK TEAS
CEYLONS, INDIANS**

ALL GRADES

Broken Orange Pekoes to Pekoe Souchongs

Our large stock—selected for cup quality from finest gardens—will suit your trade.

Prompt and careful attention to all mail enquiries for samples and prices.

KEARNEY BROS., LIMITED

WHOLESALE TEA AND COFFEE MERCHANTS

33 St. Peter St.

MONTREAL

ESTABLISHED 1874

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 of agents wanting agencies.

ONTARIO.

W. G. A. LAMBE & CO.
TORONTO
 Established 1865
SUGARS FRUITS

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

 Headquarters for Evaporated Apples and Canned Tomatoes.

The Harry Horne Co.
GROCERY BROKERS
Manufacturers' Agents and Importers
 309-11 King W., Toronto, Can.
 We can place your goods on the market successfully.
 (Correspond with us.)

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

STIRLING & YOUNG
 General Brokers Phone Main 4331
 27 Wellington St. E., TORONTO
 Open to represent a First-Class Cheese Factory
 Reference : : : Bank of Montreal

HENRI DE LEEUW
 28 Front St. E., Toronto.
IMPORTER-EXPORTER FOODSTUFFS
 Connections all over the world.

WESTERN PROVINCES.

GEORGE E. MEASAM
COMMISSION MERCHANT
 Agencies for confectionery lines solicited. My representatives canvass the retail trade every six weeks in the Country and every two weeks in the City.
 P. O. BOX 1721,
 Edmonton, - - - - - Alberta.

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

W. H. Escott Co.,
LIMITED
Wholesale Grocery Brokers and Manufacturers' Agents
Commission Merchants
WINNIPEG REGINA
CALGARY EDMONTON

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

FRANK H. WILEY
Manufacturers' Agent Groceries and Heavy Chemicals
 Enquiries solicited for shipment from Spot stock Winnipeg or for Import.
 757-759 Henry Avenue, Winnipeg

RUTTAN, ALDERSON & LOUND
LIMITED
COMMISSION BROKERS
 Representing Canadian and British Houses
 Agencies Solicited.
WINNIPEG, MAN.

An ad. in this journal brings your goods to the attention of the buyer.

BRITISH COLUMBIA.

The Campbell Brokerage Co.
Manufacturers' Agents and Commission Brokers.
 We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.
 857 Beatty Street - Vancouver, B.C.

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.

W. J. McAULEY
Commission Broker
Flour, Feed, Grains, Potatoes.
 We are open for a good agency in food-stuff line, calling on the retail trade.
 522 Board of Trade Bldg., Montreal

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.
PRICE, \$2.00.
ALL ORDERS PAYABLE IN ADVANCE
MacLean Publishing Co.
 143-153 University Ave., Toronto

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

INDIAN TEA

The increasing use of Indian Tea is due in no small degree to its good keeping qualities.

A good quality Assam Tea will show very little loss of either strength or flavor in nine to twelve months, while Ceylon Teas, lacking these keeping qualities, will often become stale and flat in half that time.

You have often had complaints of tea being weak and that "it doesn't taste like it used to." You will find that in almost every case it is a package of Ceylon Tea that has been complained of. You may not have had it in your store very long, but the tea has probably been a good while en route from the East — especially now in war time—and the tea has lost much of its flavor and strength.

In this respect the keeping quality of Indian Tea is a great advantage. We venture to say that you rarely, if ever, have such a complaint from Red Rose Tea, simply because it is composed largely of Indian Tea, especially Assams. These teas, blended with Ceylons, give the best combined results of flavor, strength, and keeping qualities, of any teas that are grown. The experience of the great London tea merchants has proven this beyond a question.

The above are some of the reasons why Red Rose Tea "is good tea" and why it has steadily forced its way to the front.

T. H. Estabrooks Co., Limited
T O R O N T O

Some Smashing Good Bargains

For over a year our name has been many times before the readers of the "Canadian Grocer." The Trade knows that we have the most modern warehouse in Eastern Canada, giving us unequalled storage and shipping facilities. Leading and recommended lines carried in stock have been enumerated. From time to time we have been able to stimulate failing energies under present abnormal business conditions with some especially attractive offerings. We have made low prices and guaranteed to give satisfaction at any cost.

JUST LOOK AT THESE

Subject to being unsold we offer during the week of May 3rd :

350 cs. Golden Link Brand Salmon,	-	\$8.00 cs.
(Deep red Fraser River Sockeye)		
100 cs. Campers Delight Brand Sardines,	-	\$7.25 cs.
(Small Norwegian smoked fish)		
300 cs. 16 oz. Easter Brand Choice Seeded Raisins,	-	8 $\frac{3}{4}$ c. lb.
100 Bales Pearl Tapioca	- - - -	6c. lb.

Parliament Brand Canned Fruits and Vegetables, although commanding higher prices than the average kinds, this year, are stocked by the grocer who knows.

Phone or wire your requirements at our expense.

S. J. MAJOR, LIMITED

Wholesale Grocers and Importers of Wines and Liquors

OTTAWA,

Established 1879

ONTARIO

five million cups

of **"SALADA"** Tea are consumed by an appreciative public every day—*Five million cups daily*—

How many of these cups do you help to fill?

Could you not get a bigger share of this business by keeping a more varied and better displayed stock of **"SALADA"**

This you may be certain of: some one is getting the business if you are not, and you know how quickly the public can transfer their trade if they don't see what they want in your store.

The public demand for this quality tea is constant and insistent—5,000,000 cups to be filled every day—and the number increasing all the time—it's worth seriously thinking about.

TORONTO, MONTREAL, LONDON
New York, Boston, Chicago
Detroit, Buffalo, Pittsburg
Philadelphia.



White's Custard Powders and Jelly Crystals

are extra good value at our present prices, which are on the old basis despite the increased cost of importation. Try a small quantity and be convinced as to their value.

Write, wire or 'phone at our expense — Ade. 867, 1057, 941.

WARREN BROS. & CO.
LIMITED

Queen and Portland Sts.

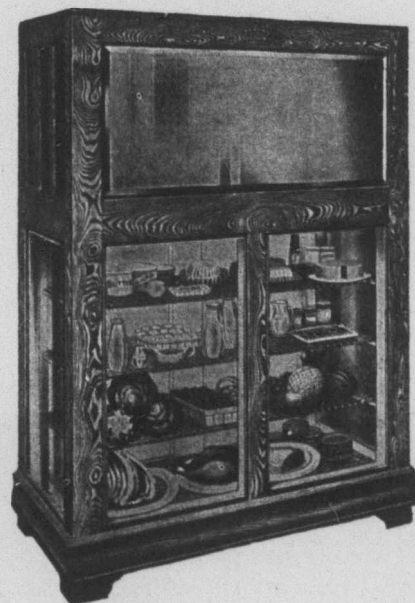
TORONTO

Will You Let Your Dollars Melt Away This Summer Too?

Will you let the summer heat and the damp atmosphere or ordinary refrigerators keep on spoiling your perishables, sowing dissatisfaction among your customers, and dwindling your profits next to nothing?

Decide now to put a stop to this unnecessary waste of hard-earned profits. Decide now, as hundreds of other grocers and butchers have done for over twenty-eight years, that the Eureka is the only SAFE and SURE answer to most refrigerator problems.

Send for catalogue, or better still, call and see for yourself.



Eureka Refrigerator Company

31 Brock Ave.

Limited

TORONTO

Children Thrive Best on Robinson's "Patent" Barley

And mothers know this too. Maternal pride demands the best, demands the most nourishing and healthful, de-



mands Robinson's "Patent" Barley. A first order will enable you to see just what this demand really is in your locality.

ORDER FROM YOUR WHOLESALER TO-DAY.

Agents for Canada

MAGOR, SON & CO., LIMITED
403 ST. PAUL ST., MONTREAL 30 CHURCH ST., TORONTO



Filled in 9 Seconds—No Miscounts
—Your Ad is on Each Tray

One Broken Egg Means the Profit Is Lost on a Dozen.

- ☛ And that isn't the worst feature—for too often it means the loss of a customer.
- ☛ There is one correct and profitable method of Egg Handling and that is—without breakage—through the use of **The STAR System for Safe Egg Handling.**
- ☛ The Carrier illustrated is the unit of the System—a well built wooden case provided with substantial and moisture proof divisions.
- ☛ Filled in 9 seconds, and there is never a miscount, Twelve eggs to every dozen—no more. A heavy cardboard Tray covers the eggs and the wire bail holds it in place.



The Wire Bail Holds the Tray

Emptied Instantly and No Broken Eggs

☛ To empty, simply invert the Carrier, slide the wire bail—the eggs are on the Tray—and unbroken.

☛ One other thought, your Ad on the inside of the Tray will prove one of the most profitable investments you ever made.

☛ Eliminates egg breakage and lost profits. Write today for booklet describing fully the STAR System.

THE STAR SYSTEM

4 Doz. Star Egg Carriers
5 M Star Egg Trays—printed
1 package Divisions

FOR EACH WAGON

STAR EGG CARRIER & TRAY MFG. CO.

JAY STREET
ROCHESTER, N. Y.

CANADIAN GROCER

VOL. XXIX

TORONTO, APRIL 30, 1915

No. 18

Ontario Grocers' Convention Next Week

Every Retailer Who Can is Expected to be Present in London—Opening Session is at 10 O'clock Tuesday Morning, at Masonic Temple—Some of the Live Problems on the Slate—Splendid Banquet Arranged for Delegates Tuesday Evening.

THIS is the last opportunity we shall have to urge the retail grocery trade of Ontario to attend the convention in London next week. That there is much good to be secured from this gathering of retail men is an undoubted fact. Everything is in readiness for the carrying through of a successful convention. The London Association has been working hard for the last four or five weeks doing their level best to give the delegates a hearty welcome. They have gone to the trouble and expense of preparing a banquet to the visitors on Tuesday evening. This is going to be one of the bright spots among the social functions in connection with the convention.

The Forest City will be in resplendent garb to assist in the welcome. From all reports there will be a large attendance. Officials are figuring on 200, 300 or 400, and some are even sanguine enough to anticipate an attendance of over 500, and there is every reason why at least that many should be present. The programme presents some of the liveliest problems—and problems of great moment—which have ever been discussed by the retailers of the Province. Retailers are familiar in most places with the attempt by some Farmers' Clubs and others to purchase their goods which include groceries in car-load lots direct, and this is a matter which has to be dealt with carefully if a great deal of harm to the grocery trade is to be averted. Amendments to the Pedlars and Transient

Traders' Act will be considered. There are also the questions of the present cartage charges on fruits, the amended Bulk Sales Act, Co-operative Societies and their request for special privileges; methods adopted by some mail order houses to secure special privileges; premiums and packages; amendments to the Adulteration Act; fruit growers selling direct to consumers; price-cutting; the competition of retail markets; the new butter regulations, etc., etc.

Not the least of the important parts of the programme will be addresses by D. W. Clark, of Toronto, on "The Hand-

ling of Fruits and Vegetables," and F. C. Higgins, also of Toronto, on the "Cost of doing business, and how to find the net profits." These addresses alone should be worth the time taken by any grocer in attending the convention. It should be remembered, too, this is the first year that the grocers of Ontario have been fully united. Last year there were two associations, but since the last convention they have amalgamated and are all working at the present time in conjunction with the Retail Merchants' Association of Canada. This is sure to lend them considerable prestige and to give them an opportunity to go after reforms with a greater assurance that they will get them.

Reports are to the effect that the grocers of the towns and cities surrounding London are going to attend the convention in full force. There should be at least 40 or 50 from Toronto (Continued on page 34.)

LAST MINUTE SUGGESTIONS FOR CONVENTION DELEGATES.

Purchase a one-way railway fare, from your station to London. Ask the station agent or your up-town ticket office for a Standard Convention Certificate. If there are a hundred or more in attendance, who have purchased railway tickets one way, they will receive a return ticket for one-third the regular fare, plus 25c—the fee charged by the railway officials for vising the certificate.

If there are more than 300 in attendance, the outside delegates receive their return ticket, free with the exception of the 25c for vising the certificate.

The convention officials expect 300 or 400 delegates and there are some who anticipate an attendance of even 500. There will surely be more than 100 at least.

The convention will be held at the Masonic Temple in London.

The exhibits of manufacturers will be opened on Monday, and there will be a meeting of the executive officials on Monday evening.

The sessions of the convention will begin on Tuesday morning at ten o'clock.

The banquet at the Tecumseh House on Tuesday evening will begin at nine o'clock.

This banquet has been arranged by the London Retail Grocers' Association, and the retailers there have made elaborate preparations for a splendid function.

On Wednesday the most important item of business will be the conference with the wholesalers and manufacturers.

There will be a Question Box and every delegate is expected to drop in it some question he would like to have discussed.

Those who cannot possibly attend are urged to send in their questions beforehand.

Remember railway tickets are good for three days prior to the opening of the convention and three days after it closes.

There is splendid accommodation at the Masonic Temple for the ladies. Bring your wife along. The Standard Railway Certificates apply to her also.

There is a phone in the Masonic Temple. If anyone wants you while you are away, ask him to get you there.

London expects you on Monday, Tuesday and Wednesday, May 3rd, 4th and 5th.

If you can't come Monday be sure you are there early Tuesday morning for the session at ten o'clock. There is a warm welcome for everybody, whether you are a member or not.

Make yourself known at the Canadian Grocer booth. Your suggestions will be welcome there.

Programme of Annual Convention of The Retail Merchants' Association of Canada

Incorporated.

Grocers' Section for Province of Ontario

Monday, May 3rd:

3 P.M.—Manufacturers' Exhibits open until 10 P.M.

4 P.M.—Registration of Delegates.

7.30—Meeting of Executive Committee.

Tuesday, May 4th:

9 A.M.—Registration and Reception of Delegates.

10 A.M.—Opening Session—Meeting called to order by Mr. W. J. Mellen.

(Chairman, Grocers' Section, Prov. of Ontario.)

Address of Welcome—His Worship, Mayor Stevenson, London, and Members of the City Council.

Reply—Mr. B. W. Ziemann, President Dom. & Prov. Board.

10.30—Roll Call of Officers—D. W. Clark, Past Chairman, Toronto. Reading of Correspondence.

11 A.M.—Receiving Resolutions.

11.15—Chairman's Address.

Secretary's Report.

Treasurer's Report.

12 P.M.—Adjournment.

2 P.M.—Address—Mr. E. M. Trowern, Secretary, Dom. & Prov. Board.

2.30—Address—Mr. John S. Porter, Live Stock Branch, (Poultry Division, Dept. of Agriculture, Ottawa).

3.50—Consideration of Resolutions.

6 P.M.—Adjournment.

7.30—Complimentary Banquet to visiting delegates tendered by London Retail Grocers' Ass'n., Tecumseh Hotel.

Wednesday, May 5th:

9.30—Reports of Committees.

Further consideration of Resolutions.

11 A.M.—Election of Officers.

11.30—Opening of Question Box and general discussion thereon.

12.30—Adjournment.

2 P.M.—Conference between the Manufacturers, Wholesalers and the Retail Grocers who attend the Convention.

Among other questions, the subject of selling Farmers' Clubs in car-load lots, will be considered.

5 P.M.—Installation of Officers.

5.15—Address—D. W. Clark, Past Chairman,

"The Fruit Marks' Act."

Address—Mr. F. C. Higgins, Treasurer, Ontario Prov. Board, "The Cost of Doing Business and How to Find the Net Profit."

6 P.M.—Adjournment.

7.30—Resumption of Session until completion of business.

Five thousand invitations have been sent out to Ontario grocers by Secretary W. C. Miller with this official programme. If any readers have not received the notice, the secretary asks that they consider this notice in Canadian Grocer official. All are invited.

SOME OF THE SUBJECTS AND RESOLUTIONS THAT WILL COME BEFORE THE RETAIL GROCERS' CONVENTION, MASONIC TEMPLE, LONDON, ONTARIO,

May 3rd, 4th, and 5th.

Consideration of how to deal with Firms who offer groceries for sale to the public, through circulars and catalogues, in a deceptive manner.

Consideration of the proposed Inspection and Sales Act, whereby the weight contained in all packages must be marked thereon.

Consideration of the effect egg circles have on the retail trade.

Consideration of the effect created on the trade by manufacturers selling to some price-cutters at less than they sell to the wholesale trade.

Consideration of whether it was wise on the part of the wholesalers and manufacturers to discontinue allowing cash buyers a special 1%.

Consideration of the selling of fruit and vegetables by weight.

Consideration of using the Association to secure prompt settlements of claims for damages to goods, and for goods short in delivery.

Consideration of the present cartage charges on fruit.

Consideration of the Amended Bulk Sales Act.

Consideration of some amendments to the Pedlars' and Transient Traders' Act.

Consideration of having a distinguishing sign to place in our windows or in our stores, whereby the public will know those retailers who are endeavoring, through organization, to rid the community of deceptive methods of trading.

Consideration of the advisability of asking the Government to place more safeguards around the present methods of those who secure co-operative society charters, whereby the public are deceived.

Consideration of the development of Farmers' Clubs for buying staple lines in car-load lots, and using the merchant as a convenience.

Consideration of the methods adopted by some mail order houses to secure special privileges from some postmasters.

Consideration of the abolition of all forms of premiums in packages.

Consideration of the best action to take to call the attention of the manufacturers and wholesalers to the fact that by selling our customers they are injuring us as well as themselves.

Consideration of the amendments to the Adulteration Act regarding maple sugar, as well as other lines.

Consideration of the development of the plan whereby fruit growers sell direct to our customers.

Consideration of the advisability of securing legislation to enable us to close any half-day and day of the week during certain months or during every week of the year.

Consideration of the Factory and Shops Regulation Act, whereby any Inspector, if he choose, could prevent a merchant from employing a female to work after six o'clock on any day of the week excepting Saturday.

Consideration of the system adopted by some mail carriers, in using their position to deliver parcels, in addition to the service they are engaged for.

Consideration of the effect there is on the trade by some persons buying at wine measure and selling at Imperial measure.

Consideration of the advantages gained through the Credit Reporting Department of our Association. Over \$100,000 is reported as having been collected for our members during last year.

Consideration of the effect that unprincipled price-cutting has on the legitimate trade.

Consideration of the question as to whether municipalities should compete through retail markets with the tax-paying merchants.

Consideration of the present system of Government butter regulations.

Consideration of the advisability of appointing a committee who would be willing to visit various parts of the province and address meetings of retail grocers on subjects of interest to grocers.

Consideration of what profit bakers should give retailers on bread.

Consideration of an amendment to the Weights and Measures Act, whereby the giving of false weights could be properly dealt with.

Consideration of the best means of removing the false impression that is being circulated, regarding the need and usefulness of the retailer, or the one usually called the middleman.

Consideration of the advisability of advocating Made-in-Canada goods.

These and other very important subjects will come before the convention in the form of resolutions, and all retail grocers, whether they are members or not, are invited to come and take part in the discussion.

The convention will start on time and finish on time, and there will not be one idle moment. The best thought in the grocery trade will be expressed at this meeting, and we again ask you to come and help us to help you.

THE MANUFACTURERS' EXHIBITS OF MADE-IN-CANADA PRODUCTS

will be well worth a visit to London alone.

Some prominent scale manufacturers have offered to donate their best scale for competition to retail grocers, and their method will be made known at the convention.

The Reception Committee will all have their hands out, waiting to give yours a hearty shake, and to show you the sights of the famed Forest City. They have also arranged for a complimentary banquet on Tuesday evening, at the Tecumseh House, to which all visitors are invited.

If you ask for a Standard Convention Certificate with a single one-way ticket, you will be able to go at reduced rates.

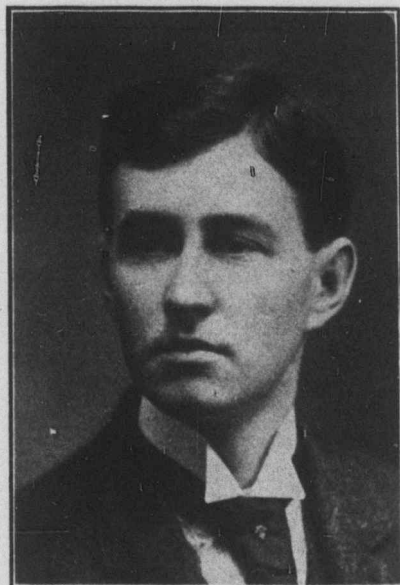
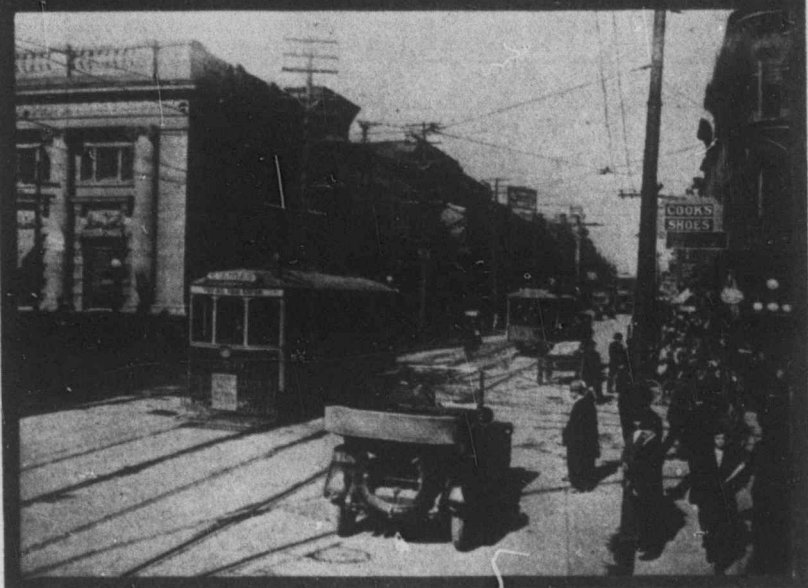
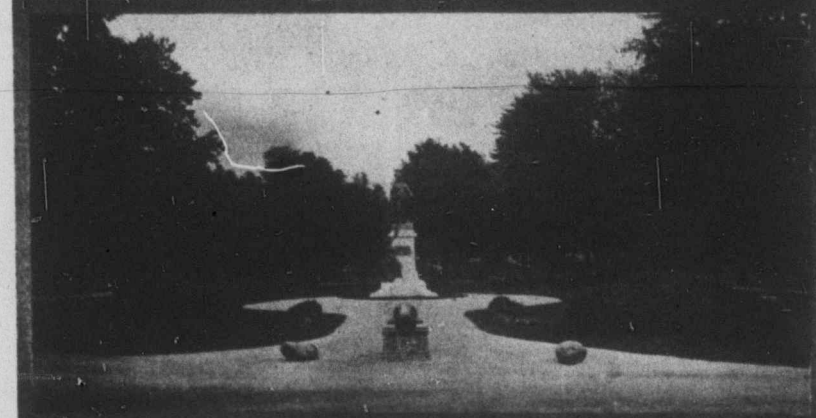
Ample hotel accommodation can be secured at rates from \$2.00, \$2.50 and \$3.00 per day. Reservations can be made if required.

The Conference with the manufacturers and wholesalers will be the most important one that has ever been held in Canada.

COME AND UNITE FOR BETTER TRADE CONDITIONS.

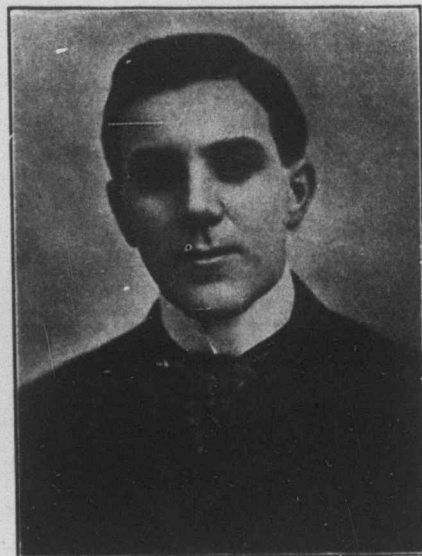
CANADIAN GROCER

On this page are reproduced some park and street scenes in London, Ont., where the convention of Ontario grocers will be held next Monday, Tuesday and Wednesday, and also some of the London men who will welcome the delegates from all over the province. London is one of the fine industrial cities of Western Ontario; it has too its share of foodstuff manufacturers as well as others. Springbank and Victoria Parks are, in the spring and summer months, pretty pictures of color. No grocer who can at all afford the time should miss this opportunity to visit the Forest City.



GORDON B. DRAKE,
Chairman of the Membership Committee.

The London scenes shown here present summer pictures of recreation, beauty and business spots in the Forest City. The top cut is a view of Springbank Park on a grocers' picnic day; the centre of Victoria Park, and the bottom shows the corner of Dundas and Richmond streets. Note the "Pay-as-You-Enter Car."



HARRY RANAHAH,
Chairman of the Hotel and Billeting Committee.

Linking Up With the Manufacturer

London, Ont., Retailer Displays Some 18 or 20 Lines of Foodstuffs and Allied Lines Which the Manufacturers Have Been Advertising — Results Were Splendid, He Says.

THE accompanying window display which was shown some time ago by Dan Carter, of London, Ont., presents a good illustration of co-operation between retailer and manufacturer. The lines of foodstuffs which Mr. Carter has shown in this window, are all lines which have been advertised more or less to the consumer, and also to the retailer through the trade press. This window, as will be seen from the show-card, was put in during a campaign in London, urging the people to purchase advertised goods. While Mr. Carter, as well as other good retailers, realizes the power he has in selling goods in which he is the most interested, he nevertheless believes in co-operating with manufacturers who treat the dealer right and who allow him a fair margin of profit.

It will be noticed that this window contains such lines as package tea, sugar in packages, metal polish, cereal foods, washing powder, baked beans, cleaning powders, ammonia, cocoa, coffee, etc. It was shown last fall.

The display has been very neatly put together, and is one that brought considerable permanent advertising to the store of Mr. Carter. In referring to it, he said: "You will see we used 18 or 20 lines that are extensively advertised and it brought us mighty good returns." The window was trimmed by James Flannigan.



A fine window trim shown by Dan Carter, of London, Ont., in which he features goods of manufacturers who advertise to consumer and retailer.



Splendid window display of spring foods, arranged recently by Bruce McDougall, Ingersoll, Ont. This brought considerable business.

Good Spring Window a Trade Tonic

Now the Time to Show Foodstuffs That Will Appeal to the Spring Appetite—An Exceedingly Fine Trim From Store in Small Town.

WHY shouldn't every grocery store have a Spring Opening as well as every millinery store?

There is one grocer in Western Ontario who each year, just as the snow disappears, shows a very fine window of spring foods. This dealer is F. McDougall, of Ingersoll, Ont., and the window trimmer is his son, Bruce McDougall, who is well known to Canadian Grocer readers, as one of our clever young experts in display.

The accompanying illustration is of his 1915 spring window. This was shown a few weeks ago and one has just to take a glance at it to appreciate the fact that it attracted a great deal of attention in Ingersoll. Mr. McDougall takes pains to have his goods shown in a symmetrical method. The window is enclosed at the rear which explains why goods can be shown so high up in the background. A close inspection of the arrangement shows a couple of large hams in the background, resting on a half of cheese. Between is shown a neat arrangement of pickles, catsups and canned salmon. On the table in the centre will be seen canned meats, soups, canned fish, pork and beans, cooked ham, eggs, peanut butter, cabbage, cheese, etc. On either side of this table is a pillar on which is a circular display of bottled olives, while the front of the window is given up almost entirely to a cereal food. An extra touch of life is given to the entire display by the showing of the deer heads at the top and the stuffed birds. Bruce MacDougall is himself quite a hunter and last fall was successful in getting the fine buck which is represented by the head the second from the left.

There is no reason why every grocery store should not have a spring window display. There are many lines of goods which will create appetites if they are but shown in an appealing manner. Now is the time to get this business.

CANADIAN GROCER

ESTABLISHED 1886

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED

JOHN BAYNE MACLEAN, President.

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

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CANADA—

Montreal—Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. Toronto—143-149 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 733, Old South Bldg.; Phone Main 1024.

GREAT BRITAIN—

London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12060. Cable Address: Atabek, London, England. Subscription: Canada, \$2.00; United States, \$2.50. Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

Vol. XXIX.

TORONTO, APRIL 30, 1915

No. 18

RESOLUTIONS OF A. LIVE WIRE.

After analyzing fruit sales last year I found that a considerable loss was caused by decayed stuff which was held too long. This year I have resolved to give greater attention to the SELLING of this line than ever before. When I purchase a shipment of fruit I intend to see that I am not going to over-buy and once the fruit is in the store my clerks and I are going to see that all that fruit is sold before any of it decays.
—A. L. W.

A Duty of the Dealer.

THIS is the last call. Before another issue of Canadian Grocer goes to press, the Convention of the Ontario Grocers' Section of the Retail Merchants' Association will have been in session. From now until next Monday and Tuesday, every road in Ontario, so far as the grocers are concerned should lead to London. The dealers of that city have a welcome on the door-mat for everybody. In addition to that the Executive have worked energetically for weeks to provide a programme of the greatest importance.

For the past six weeks or more Canadian Grocer has gone fully into the questions that will arise at this Convention, as well as into the pleasure and profit of a trip in the month of May to the Forest City. The Masonic Temple there which has been set apart for the sessions is large enough to provide seating capacity for every one who comes along. Why not lay aside your work for two or three days next week and join in with your confreres in the trade who are working so strenuously to put your business on a better basis? The small expense attached to a trip like this will never make or break anybody. The opportunity, like Christmas, only comes once a year, and who would think of foregoing the customary joys and pleasures and profits of the Yuletide season simply because they cost a little more?

The time seems ripe in Ontario, as well as in other parts of the country for important changes in the

trend of retail policies and conditions which will mean dollars and cents to every aggressive retailer. Why should you not join in with the throng, put your shoulder to the wheel and help along the good work? Your presence is urgently required at this the big Convention. The association expects every man in the trade to do his duty by this Convention.

The Saskatoon Convention

SASKATCHEWAN merchants have a duty to perform in attending the provincial convention of the Retail Merchants' Association, which opens in Saskatoon on Tuesday, May 11. Officials of the association have been working tooth and nail to make this meeting a success. They have bent their efforts to the provision of a programme that when deliberated and acted upon will produce vast benefits to the trade of that great prairie province.

Apart from the legislative matters, there will be a couple of addresses by Frank Stockdale, of Chicago, on "Efficiency Through Co-operation" and on either "Keeping Up With Rising Costs" or "Salesmanship." These addresses alone will undoubtedly be worth the time any merchant spends in attending the convention. These are questions which we cannot learn too much about and we should hear more of them at these annual conventions. Canadian Grocer believes that while legislative matters are important—and some of them exceedingly important—yet they should not occupy all the time. At every convention there should be several addresses on business topics by prominent men in the trade and these should be brought on early on the programme—not after half the delegates have left to catch the trains.

It is to be hoped that the merchants of Saskatchewan rally to the call and that there will be a big gathering at Saskatoon on May 11, 12 and 13.

Maple Products' Requirements

CANADIAN Grocer has received from The Inland Revenue Department a copy of the amendment that passed to the Adulteration Act as regards the making and selling of maple products and the labelling of them. This shows that the word "maple" will still be prohibited from the

label of maple syrup and sugar, which are not absolutely pure within the meaning of the food standards of these articles. The act is stricter than formerly. An amendment says that "no person shall manufacture for sale, keep for sale, offer or expose for sale, or sell any article of food resembling or being an imitation of maple sugar or maple syrup or which is composed partly of maple sugar or maple syrup and which is not pure maple sugar or maple syrup."

The amendment as originally drawn up by Hon. Mr. Blondin and reproduced in this paper in the issue of April 9, did not go through. This would have permitted the sale of compound maple products under certain strict labelling conditions.

Another amended clause states that the word "maple" must not be used on the label in combination with any other word or words, letter or letters unless the contents are absolutely pure maple syrup or sugar, in accordance with the standards.

From the first clause it looks as if maple syrup cannot even be manufactured for sale and sold as "table" syrup or anything else unless it is pure.

War and Food Prices

THE Labor Department has made public some figures with regard to the cost of living in so far as foodstuffs are concerned. The cost of these foodstuffs has increased seven and one-third per cent. since the war began. The increase, taking the same commodities, in the case of Britain, was sixteen per cent. In the United States it is four per cent.

These figures are no cause for complaint. Seven and one-third per cent. is not an exorbitant increase when the disarrangement of trade which Canada has shared in during the last nine months be taken into account. Some increase was obviously bound to occur. Millions of men have been taken from the businesses of the world and put into the battlefield of Europe. Their work, in some sort, is being done by women, but not without enormous loss for a variety of unavoidable reasons, and someone has to pay for that loss. Farming and agricultural pursuits in Europe were hit particularly hard, and while the farmers of Canada and the States have benefited in consequence, *the level of quotations to the average man* in Canada, as everywhere else, has increased.

In addition, Canada, like England, is an importing country, particularly in the matter of food. The articles of food have become much dearer through transportation difficulties. Sailings are irregular, not to say hazardous. Freights are difficult to get. Delays galore are the portion of the importers these days. All this puts up the price of things. Teas, as we have pointed out week by week, for instance, are away up.

As a matter of fact, we in Canada are lucky that the cost of foodstuffs has not increased more than it has. It would have done so had we not been trending downwards, so far as many commodities go, when the war struck us. The few months before the war showed a tendency towards declension in the prices of staples, and it is a good thing that such was the case. Up to a year before the war people had been living at an unjustifiably high rate. Rents were far too high. Property was on a false system of fundamental values. We were indulging in extravagances as foolish as they were dangerous. The war put a sudden and definite stop to this. It emphasizes, in no uncertain way, the trend toward retrenchment. Rents

fell sharply. Values became sane and reasoned. Extravagance was checked. These things, in their turn, did not have an altogether pleasant effect, but for the greatest good of the greatest number they were wise and good in their consequence. For ten years Canada had been ahead of many other nations in this matter of the high cost of living. It is not now. And we do not think it will be again—at any rate, not unless there is more ample justification than heretofore. The high cost of living was due principally to the public generally adopting a higher standard of living and to production in many lines not keeping pace with increased demand.

There is a point for the retailer in this disquisition as to the increase in foodstuff prices. The retailer is very often blamed by the consumer when he puts up his prices. The consumer who does so blame the retailer is, in most cases, short-sighted. The retailer merely follows the lead of the other cogs in the commercial wheel. He puts up prices because the importer and the wholesaler have so done before him; he has to do so to cover himself. The slight increase of seven and a third per cent. in the cost of foodstuffs since the war began shows that the retailer has been as anxious to "do his bit" as anybody, inasmuch as prices to him have, no doubt, increased more than that.

Bankrupt Sales

SHOULD signs announcing bankrupt sales be allowed?

This is a question which the retail merchants of Saskatchewan are discussing to-day and which they have carried to the Government of that province. They want a law passed prohibiting such signs and have asked for legislation covering their request.

While this may appear to be a radical move, yet there is undoubtedly some reason for it. A bankrupt sale is the legacy a business failure leaves behind. It means that a stock of goods is—in most cases—being sacrificed in price and this injures the trade of the legitimate retailer who has paid a hundred cents on the dollar for his goods and who is struggling against competition to get his money and a living out of the business. The first thing he knows someone comes along with a bankrupt stock and loads many of his customers up with goods they do not want or which will require a long time to consume. Cash has to be paid for such goods. This means that the legitimate dealer loses trade through no fault of his own and he has to wait longer for much of his money.

A large manufacturing concern selling goods all over Canada told the writer recently that in case of a grocer going bankrupt they took back all their unsold goods from his shelves and allowed the creditors a hundred cents on the dollar for them. One reason for this policy was to prevent these goods from being sold at cut prices which they claimed tended to demoralize the remainder of the trade in the locality. If every house did this there would be few bankrupt stocks on the market.

Editorial Notes

CLEAN UP THE BACK yard before the warm weather comes to stay.

TAKE ADVANTAGE OF the spring months to move out the canned fruits and vegetables.

WHEN THE ROLL is called at the grocers' convention in London next week, will you be there?



The Future of Tea.

By J. G. Maclean in the Standard, London, Eng.

In the great international redistribution of business and trade which is now proceeding, and which in many directions must develop when the war is over, what will be the effect on the business and trade in tea? It is impossible to answer the question more definitely than to say that the present factor in the position may give grounds for deductions of high importance to the trade, and the changed position after the war may produce developments which the tea-growers of the Orient and the dealers and the public at home may consider even now with interest.

One only recalls on one occasion the prices of tea to-day being even approached in this country, and that was in 1879. After the imposition of the new duty it appears as if the price of tea, which touches almost every household in this country, would substantially decline; but the past few months have shown such an extraordinary demand, mainly for home consumption, that prices have risen and are now at their highest point for thirty-six years.

The war, of course, has much to do with this. The difficulty of handling tea among other things owing to shortage of labor, the increased freight and insurance rates, the congestion at the ports, the uncertainty of delivery by the railways inland, all have sent prices up. The supply cannot be automatically restricted, as is the case, say with beer.

Demand has had its effect on account of the eagerness of buyers to anticipate possible requirements by keeping bigger stocks in view of the uncertain situation. The normal requirements of the British Isles, the largest of the tea-drinkers of the world, may approximately be put at 340,000,000 lbs. annually, and then follow, a long distance behind, the United States, Canada, and Australia.

After the war there are several factors which must emerge. Firstly, the British and French armies—and the latter for the first time—are consuming enormous quantities of tea. Those who return will have contracted the tea habit. In France, which is a coffee and wine drinking nation, this must have a material effect. Even now in London offers are being made on behalf of the French authorities for tea, and much has been bought by their agents here.

Secondly, there is the very important case of Russia. At present she is second among the tea-drinkers of the world (omitting China and Japan); but, considering her population, which is thrice that of the British Isles, the consumption per head is not comparable with ours. The extreme poverty of the people and the high price, owing to the high duties, doubtless explain this. Vodka has been prohibited. There is a possibility—a high possibility—of tea becoming the national drink of the Muscovite Empire, and in such case greatly increased demands should greatly benefit the Indian and Ceylon tea business. Even now Russian dealers are buying at Colombo in increased quantities. Of course, the Ceylon trade is an all-year trade, whereas the Indian and Java business is seasonal. I think tea-growers may count on a greatly increased tea consumption in Russia as well as in France in the near future.

Germany is in different case. Much of her tea has gone through Dutch ports from Java and has been doing so even during the war; but Holland is a large consumer of tea, it must be remembered. The Germans drink very little tea comparatively. The war may make a difference, but one sees no appreciable greater demand after than before the war among the Teutons.

So that, as far as one can judge, the probabilities are:—

- (a) That there will be a slightly increased demand in the British Isles.
- (b) That there will be an appreciably greater demand for tea in France.
- (c) That there will be a big additional demand in Russia.

In such case this may have some effect on direction of cargoes, freight rates, and buying in "futures;" but the position is too misty at this point in the general redistribution of trade to foreshadow with any definiteness what changes will accrue.

The figures now being published of tea stocks in this country cannot be relied upon, as they do not reflect accurately the position from a variety of reasons known to brokers and dealers. There is possibly 50,000,000 lbs. here, and it is understood that Russia has a large stock, approximately reckoned at 70,000,000 pounds.

The Crooked Collection Agency.

From the Modern Grocer, Chicago.

We have in reply to inquiries from readers advised repeatedly against patronizing collection agencies of unknown quality. We have recommended the services of a local attorney, or, where such exists, the association collection bureau.

An account turned over by one Iowa merchant to a foreign collection agency four years ago had been duly realized on by the agency, but there had been no proceeds for the merchant. Aside from the criminal liability incurred by the agency in appropriating the amount so collected, it probably reminded this merchant that just because an account is regarded doubtful as to collectability, is not reason why proper care should not be exercised before placing it in the hands of a third party.

In this case the agency was worse than a dead-beat. As hard or harder to collect from than the original debtor.

Where adequate facilities are offered in the state association, those are the logical means for forcing collection of accounts of the kind that defeat the efforts of the merchant individually, but submit quickly to the demands of an organized collection bureau.

• • •

Retailers' Buying Exchanges

From the Interstate Grocer, St. Louis, Mo.

Detroit retail grocers have organized a buying exchange under the name of a Buyers' League, but the principle is the same as that of the many so-called buying exchanges which have come and gone and left only a ripple on the merchandising sea. Every once in a while, some grocers get the idea that their jobber is not treating them right and right then and there the buying exchange germ becomes active. A buying organization for retail grocers is all right in theory, but it seldom works out in practice—in fact, the fingers of one hand would represent the total number of these projects which have made even a moderate success in this country.

Buying exchanges are predicted on the principle of cash buying and there are few retail grocers who are in position to pay spot cash for their supplies. Many grocers join buying exchanges on account of some fancied grievance against
(Continued on page 34.)

Watching Credits and Credit Applicants

System of a Vancouver, B.C., Grocer for Keeping Customers up to the Mark in the Payment of Their Accounts and for Determining Whether a New Applicant for Credit is Worthy or Not—The C.O.D. Method.

Written for Canadian Grocer by EDWARD WILLIAMS.

THE proper handling of accounts is a problem which has faced many grocers and they have solved it as best suited their needs or perhaps they are satisfied with their present system. To have both simplicity and good results are the two aims most desired. In nearly every case grocers must solve their own difficulties along these lines and to use their best judgment in having all accounts on a satisfactory basis. To do away with accounts which are not prompt in payment and which have to be continually watched and given special attention, is the desire of all those engaged in the retail trade.

J. McTaggart & Sons, one of the oldest established grocers in Vancouver, have solved this question to their own satisfaction. This system was devised by L. L. McTaggart, the manager, after many trying experiments with other devices for the proper handling of this branch of the business.

"Our system has been worked out in a cash and credit business amounting to \$15,000 a year," said Mr. McTaggart, when explaining the system to a Canadian Grocer representative. "While we have met with some difficulties from time to time the results have been generally satisfactory.

How Sales Are Handled.

In this store an automatic carrier is operated running from the office to the different stations in the store. Every order no matter whether great or small, cash, credit or C. O. D. is sent to the person in charge of the office. If a cash sale is made the items of the sale are recorded in duplicate and the cash with the original is sent to the office, while the duplicate is kept in the store and totals of originals must balance duplicates at the close of each day's business.



To Our Patrons:

In order to render the best possible service, it is necessary for us to ask for settlement of accounts before the tenth of the month following date of purchase.

This is in confirmation of the arrangement made when accounts are opened. The shortening of manufacturers' terms to us and the small margin of profit on many lines make it necessary for us to ask your consideration in this matter.

J. McTAGGART & SONS, Grocers

Reproduction of card sent out to any slow pays.

The credit sale is entered in duplicate and sent to the office where it is 'time stamped' thus avoiding many an irritating controversy as to on just what de-

No. 3	
Name	
Address	
Occupation	
When Payable	
Former Grocer	
Reference	
Listed R. G. A.	
Date	

No. 3—Information card for new credit applicants. Inset in this corner (No. 1) shows how all orders are time stamped to smooth out delivery complaints.

livery an order should have been sent. This time stamp is reproduced herewith. (Cut No. 1.) The items are checked for price errors since it has been found more satisfactory to correct errors before than after delivery. The order then goes to the shipper while the duplicate is filed alphabetically. Each day's sales slips are bound together and kept for reference.

C. O. D. sales are made out in the same way as charge sales but are entered as well in a duplicate C. O. D. book, (see cut No. 2.). When the slips are returned by the drivers at the end of a day's business—for they are held responsible for all such slips passing through their hands—they are marked and entered as a cash sale. In two years under this C. O. D. method, not a single five cent piece has been lost.

Information on Credit Applicants.

Form No. 3 is used for the firm's own information, pointed out Mr. McTaggart, when a new account is opened. The manager personally interviews prospective customers and by tact and persuasion, which by the way is a notable feature of this store, receives the desired information. The illustration shows that considerable information is secured in this way.

Once in a while a woman asking credit, will decline to give any information in which case she is told she will be advised by mail.

"Our experience has been," continued the Vancouver grocer, "that such persons who decline to give us this information are not good risks and cash

(Continued on page 34.)

C. O. D.	Mrs. _____
	Amount \$ _____
	from _____
	McTaggart's Grocery
Driver Must Return this Check to Cashier To-day	

The C.O.D. business is carefully watched by the McTaggart store.

“Correct Dress” in Business Stationery

This Costs a Little More, But is Worth the Price — Letter Heads, Like Clothes, Impress Customers Favorably or Unfavorably—Improvement in Specimens of Work Reset.

WRITTEN BY A. R. ALLOWAY, EDITOR “PRINTER & PUBLISHER.”

“YES, I’m planning to start in business early next month, Mr. Campbell, and I’ve called to borrow from your experience—in other words, to ask you to tell me what are the principal factors, in your opinion, that go to make a successful business career.”

So spoke an ambitious young man whose name we shall call Wilson, addressing a retailer friend who had been in the general store business for some 15 years. Wilson had been a clerk for nearly as many and had had a good experience behind the counter but was a bit weak on the business end. He spent an hour or more with Campbell and together they went over the ground. Bookkeeping and credit systems, banking and buying, and some other things had been discussed, when Campbell said:

“There’s one thing, Charlie, that I was waiting for you to ask about but perhaps I was expecting too much. I recall now that I thought it something of a joke myself when a friend mentioned to me casually to be sure and use good office stationery. I remember now that I said to him, ‘Oh, I guess that wouldn’t make or break me,’ and immediately proceeded to forget his admonition.

“I’m a good deal clearer on my actual experience with that same office stationery problem during the next four years—the first four of my business career. I worried along with a pad of ruled paper and blue lined envelopes for a while—when our local printer called my attention to the fact and to help the fellow, I gave him an order. Those first letterheads were a curiosity—looked as though they came out of the ark—but I didn’t realize it then. Yes, and I kicked about the price too and thought they were dear as a gift yet based on their cost to the printer the price was fair enough, for I’ve learned since that poor printing costs very little less to produce than the better kind. Well, as I intimated, my store stationery never caused me a worry for four years, but it was a case of ‘where ignorance is bliss.’

“One day the publisher of the *Ma-jestic* (funny name for a paper, isn’t

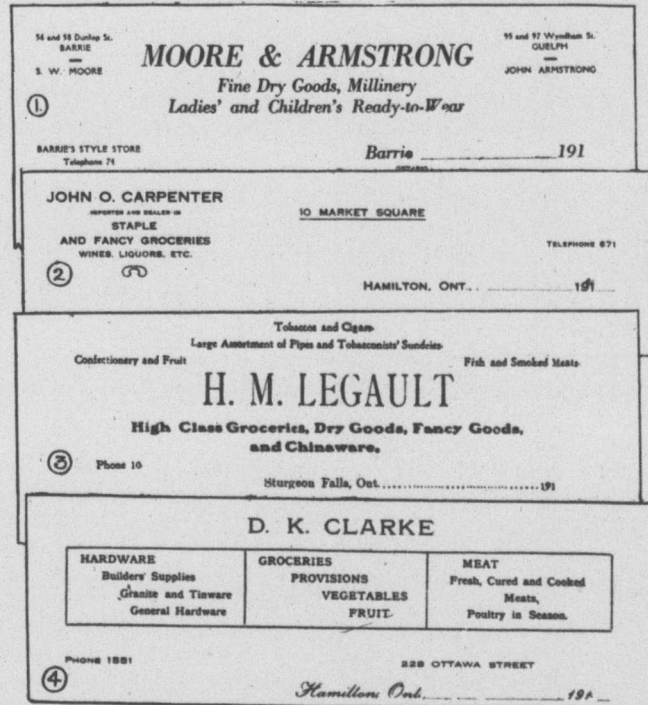
it?) sold out and one of the first things the new man did, after trading off all the ancient type in the office and getting brand new, was to call on me and talk letterheads, billheads, statements, and

made the most productive clerk in your store. It’s the best salesman, canvasser, collector and buyer in your employ. Then why not give it a proper suit of clothes?”

“Well, Charlie, I saw the point, and I think from the look in your eye that you do too, but let me tell you the results, or at least some of them that came to my notice. Now remember these are facts, not fiction. First, my stenographer - bookkeeper - general-office-girl spruced up wonderfully. Without a word from me I noticed my letters were more neatly written, properly centred on the paper and so on. Then, too the accounts were gotten out in better shape (we had some new columns added that aided in this) and do you know, she got them out more promptly too. The new order of things seemed to arouse in her a sense of pride in the establishment. Result number two was a pleasing one also. Three of the four principal wholesale houses I did business with congratulated me on my new letterheads and envelopes and there was a tone about

their letters that had never been there before. I could see that my new stationery and neater letter had won for me a greater degree of respect and prestige than I had ever enjoyed before. My credit with those wholesalers and with others improved remarkably. They all seemed to take it for granted I knew the retailing business better than the average and was entitled to unusual consideration. With my customers, too, things improved. So much so that it occurred to me one day that I might as well have my girl get out some personal letters in her spare time drawing attention to special features of our business. I prepared these with great care. So did the stenographer, we got our reward. Those letters produced excellent results and I’ve been following along similar lines ever since. Make no mistake, Charlie, good office stationery is one of the important factors in making a success in the retail business.”

Some specimen letterheads form part (Continued on page 34.)



See opposite page for resets of these specimens.

envelopes. Well, he was a mighty decent chap and we had quite a talk. He showed me a book of samples he had gathered and some of the stationery was that of firms I knew to be very progressive and up to date. The printing was certainly well done, and the paper and envelopes were of good quality also.

“Well, our new friend showed me as clear as day that I’d been making a mistake in being so careless about the looks of my store stationery. The way he put it was convincing. He said the business firm that used good, well-chosen stationery, had a much better chance of gaining favorable attention than the one that didn’t bother about such things. ‘Why, it’s just like a man’s clothes,’ he said, ‘you wouldn’t think of going behind the counter with a pair of laborers’ overalls on, would you.’ I assured him that I was always most particular about my attire when in the store, and liked to see my clerks up to the mark too. ‘That’s just it,’ said he, ‘your clerks up to the mark—do you realize that your stationery is the lowest salaried and yet can be

56 and 58 Dunlop St.
Telephone 74

S. W. MOORE

MOORE & ARMSTRONG

Barrie's Style Store

Fine Dry Goods, Millinery, Ladies' and
Children's Ready-to-Wear

BARRIE, ONT.

95 and 97 Wyndham St.
GUELPH

JOHN ARMSTRONG

[EXAMPLE 1]

JOHN O. CARPENTER

Importer and Dealer in

STAPLE & FANCY GROCERIES
WINES, LIQUORS, ETC. TELEPHONE 671

10 Market Sq., Hamilton

[EXAMPLE 2]

H. M. LEGAULT, *Sturgeon Falls, Ont.*

High-Class Groceries, Dry Goods, Fancy Goods, Chinaware, Confectionery and Fruit, Tobacco and Cigars, Fish and Smoked Meats.

[*Phone 10*]

[EXAMPLE 3]

D. K. CLARKE

228 OTTAWA ST., HAMILTON, ONT.

Hardware

Builders' Supplies
Granite and Tinware
General Hardware

Groceries

Provisions
Vegetables
Fruit

Meat

Fresh, Cured and
Cooked Meats
Fish in Season

PHONE 1551

[EXAMPLE 4]

The Western Situation

Acreage Under Cultivation—The Effects of Weather Conditions—What it Means to the West
—How Debts Are Being Paid—Merchants Owe Less Than at Any Time in History
of West—Money Now Going Into Legitimate Channels.

Based on an interview by a Canadian Grocer representative with Henry Detchon, General Manager, Canadian Credit Men's Association, Winnipeg.

HAVING been accused of too great optimism in the past, Westerners are now tending to look carefully before speaking—to consider what reverses may come, fully as much as they consider probable booms. This tendency is everywhere noted.

"Will there be a good crop this Fall?" is asked.

"Well," comes the reply, "it is hard to say. Conditions certainly seem favorable, but of course it is hard to tell what may happen before harvest. Still, the acreage under cultivation is undoubtedly larger. I think we should have at least a fair, average crop—and prices should be satisfactory."

In estimating the crop, at least, the West is tending to ultra conservatism. It is a good attitude, probably, but from facts gained here and there, from farmer and business man, it would seem the West—and Canada and the Empire as a whole—can reasonably expect more than "a fair average crop" in the West this year.

In the first place, there is absolutely no doubt that a considerably larger acreage than ever before is ready for seeding at present. Last Fall was exceedingly favorable from a weather standpoint, farmers being able to keep on the land until the middle of November. They saw the advisability of getting all the land possible in shape, in view of the high prices which were certain to obtain for grain, and all through the Prairie Provinces big strides were made.

The district around Brandon is of course among the finest in the West, and has always been carefully cultivated. Yet from this district, too, it seems an increase may be expected. A Winnipeg man who owns two sections in this territory was asked recently what he thought of crop prospects. He said he did not know how the returns would be over the whole West, but that he knew he was going to have a splendid crop himself. He said at this time in 1914 he had 160 acres prepared. Later he scraped the balance of his land and got in the seed which yielded him a fair crop. At the present time he says he has over 1,000 acres prepared so that it is like an onion bed, and he believes he will greatly increase his yield per acre.

The Canadian Credit Men's Associa-

tion in Winnipeg receives reports daily from all parts of the West, and from what Henry Detchon, general manager of this association says, it is evident these reports indicate a large increase in acreage under good cultivation. Mr. Detchon—a conservative man—states this is at least from 15 to 20 per cent. Mr. Detchon also points out that the Government has come to the aid of farmers in the districts which suffered from drought last year. This aid has enabled the farmers to work their land properly—land on which Mr. Detchon's reports show more rain and snow has fallen since November than fell on the same land in the previous four years put together.

"What does this mean for the West? In the first place it should dispel the disbelief in the future of this country which seems to have worked its way into the minds of some. Along this line listen further to what Mr. Detchon—who, it will be remembered, meets manufacturers, wholesalers and retailers every day—has to say:

"Of course 1912 was the big year in the West. After that, depression began to be felt. It came before the war, perhaps largely due to the trouble in the Balkans interfering with the money supply to some extent. I am not one of those who think the war is responsible for what has taken place out here. The war has merely accentuated conditions which were bound to come.

"But conditions have not been desperate by any means. From reports of bankers and loan companies, we learn that from 92 to 94 per cent. of the interest due in the West was paid in 1914. This would indicate that there was a good deal of money in the country.

"Consider the standing of the merchants. There is no question of a doubt—our files show this—the merchants owe less to-day to the wholesale houses, in proportion to the business being done, than at any time in the history of the West. The same thing is true when the wholesaler's relation to the banks is considered. I know of many wholesale houses who have cleaned up their entire indebtedness to the banks.

"Collections in most instances have exceeded sales. Of course, this is not a very healthy condition under normal circumstances, but it means the country to-day, financially speaking, is in better shape than it has been for a great num-

ber of years—the farmer evidently having paid off much of his old indebtedness to the merchant, and the merchant having settled with the wholesaler.

"The fact that American financiers are lending the West the large amounts they have since the turn of the year, is an evidence that the United States, at least, have unshaken faith in the future of this country," further stated Mr. Detchon.

"Building and allied trades particularly have felt the depression—more than any other of our members. Expenditures along these lines have been for only actual necessities. All our records show that economies in these lines are being practised. But a change is coming. **With the increased acreage, the ideal weather conditions which have obtained so far, and the high price which is sure to be paid for wheat—whether the war continues or not—the West, in my opinion, will see the greatest and most profitable crop it has seen in its history.** It will probably be a bigger crop this year than we may expect in 1916. Unusual efforts have been made, and are being made, to secure this crop.

"The money secured, instead of going into land speculation, will go into the legitimate channels of business. It is not necessary to point what this means.

"Undoubtedly it is true that a number of firms have gone into liquidation in 1914. As far as the country is concerned, I believe this is now pretty well ended. From now on the bulk of liquidation will be in the larger centres, and will merely affect the small dealers, who will suffer because of the greater economy evidenced by the people generally. Until the crop is practically assured, it seems to me there will be a continuation of the tendency to curtail every possible expense. After August, however, I feel that there will be a very great change, and that even the building trades will find things very much more active.

"Another point which we must all bear in mind is that the banks have the money. They are certainly going to be conservative in lending this out. Nevertheless, they will put a large amount into circulation.

"I believe the West is to see a great advance in the next few years, and this advance will be on a sounder basis than anything we have as yet experienced."

An Opportunity for the Clerk

Money Prizes for Best Examples of Sales Expansion and Methods Used to Move Out the Goods —Contest Closes on June 1—Enter it at Once.

CANADIAN GROCER wants to see every clerk a REAL salesman. Anybody can take orders that are spoken over the counter or the telephone, but it requires a clerk who knows his goods and his customer to SELL things.

We have always been interested in the making of better salesmen, and that is why we are running this contest for clerks.

Each one of you has at some time or another conducted a selling campaign on some particular line.

You have, by adopting certain selling methods, expanded sales on one or more lines of goods; or you have raised the standard of quality of certain lines of goods sold regularly to your customers.

We want you to tell the story about it in as few words as possible—but tell it fully.

Prizes will be offered as follows:—The clerk who gives the best example of the expansion of sales on any particular line of goods or associated lines will receive a cash prize of \$3. The second prize will be \$2, and the third \$1. There will, of course, be other answers suitable for publishing. These will be printed and paid for at regular space rates for correspondence. This gives everybody a chance. The contest will help every clerk who enters it, because it means the analyzing of sales and methods.

Conditions and Suggestions.

1. The articles on which sales were expanded must have been sold at regular prices, not at cut rates.
2. Each clerk may send in as many items for the contest as he may desire, but each must refer to one particular line, or associated lines, and must be written on a separate sheet of paper.
3. Answers should be confined to as brief space as possible.
4. Where possible, point out either the quantity or the value of the goods sold by adopting certain methods.
5. Answers must be in by June 1. Better send them along at once.

Each clerk has some strong evidence up his sleeve of the selling power of the staff of a retail store. He knows selling talks that have sold new goods or raised the standard of staples selling all the time; he can tell of unique display methods or a well written newspaper advertisement that has brought business; and he can point to a dozen and one little store "kinks" for expanding sales.

All replies should be addressed to The Editor, Canadian Grocer, 143-153 University Ave., Toronto. Further particulars on request.

LONDON GROCERS READY.

LONDON, Ont., April 27—(Special).—Final preparations were made at the regular meeting of the London Retail Grocers' Association last week, for the big convention here beginning May 3. One of the principal things the local association has taken charge of is the banquet in the Tecumseh House on Tuesday evening, May 4. Some weeks ago committees were appointed to look after various work in connection with the convention, and reports were received from these committees at their regular meeting. Everything is running smoothly, and everyone who attends is assured of a hearty welcome. A number of local city officials and outside speakers have been secured for the banquet and there will be speeches by the usual orators of the grocery trade. B. W. Ziemann, president of the Dominion Board of the Retail Merchants' Association, will be present and give an address.

The local grocers are carrying on a strong campaign against undue privileges to transient traders. A deputation of retailers will wait on the city council for an amendment to the local regulations, when the argument will be advanced that there be a raise in the fee. They are also anxious to bring certain classes under the act, who are not under it at the present time, and to have the various market irregularities eliminated.

There was quite a long discussion on the subject of whether canned goods should be purchased ahead this year or not. Retailers claim they lost money in previous years by this method, and they have decided that this year they would buy their canned goods as required. They are also anxious to get back the 1 per cent. discount which they formerly had from the wholesalers. The chair was occupied by President Eedy.

DELEGATES FROM OTTAWA ASSOCIATION.

Ottawa, Ont., April 27.—(Special).—The Retail Grocers' Association of Ottawa listened to a very pleasing and instructive address from Henry Watters, president of the Ottawa Branch of the Retail Merchants' Association of Canada at their regular meeting. The meeting was well attended, which goes to show his popularity among the grocers. Eric C. Jamieson, organizer, read an invitation from Secretary W. C. Miller to attend the convention at London and the Association are sending three delegates: Pres. Alex. Phillips, Duncan Bell and R. H. Beck. The election of officers for the coming year resulted as follows: Alex. Phillips, president; T. W. Collins, first vice-president; R. H. Beck, second vice-president; Nap. Herteau, secretary; D. Bell, treasurer.

Executive—A. G. Johnston, Angus Johnston, Alf. Roach, A. J. Clothier and A. Ade.

Auditors—T. Bowman and F. Burgess.

H. LAPORTE HONORED.

The purchasing commission for war supplies was announced on April 26 by the Ottawa Government, and included the Hon. A. E. Kemp, chairman; Hormisdas Laporte, Montreal, and George F. Galt, Winnipeg.

Mr. Laporte, who is a Montreal wholesale grocer, has had a long business and municipal career, both as alderman, chairman of the Finance Committee, and Mayor, in Montreal. He will undoubtedly make a capable member of the commission.

The commission will take charge of the purchases of all war supplies not only for the Canadian Government, but also for Britain and the Allies, such as may be required to be made in this country.

"CORRECT DRESS" IN BUSINESS STATIONERY.

(Continued from page 30.)

of this article and these have been reset on the opposite pages. In some of these it is believed vast improvements have been effected in the typographical appearance. In others alterations have been made to suggest new styles, while no great fault can be found with the old.

No. 1 has been reset with a view to emphasizing that the store using it is at Barrie, by making more effective the words "Barrie's Style Store."

The original of No. 2 is somewhat unbalanced and the arrangement more suited to a broker than a grocer, according to accepted styles.

No. 3 is at a disadvantage due to too much copy, but an endeavor has been made in the reset specimen to group the information together, using one series of type, with its italic, throughout. This is one of the most important principles in correct typography.

Rule work such as the boxed design on No. 4 is seldom in good taste. Note the marked improvement, in the reset.

WATCHING CREDITS AND CREDIT APPLICANTS.

(Continued from page 29.)

terms are arranged for until a better understanding is reached."

By this system it is distinctly understood that when opening an account that it must be paid by the tenth of the following month unless, of course, in the case of employees of large concerns

where the pay day is the 'fifteenth.' In case of overlooking a promise to pay by the 10th a card is mailed to him. This card is reproduced. If the account is still unpaid by the 15th, a short personal letter reminding him of his promise is mailed and he is entered on the C.O.D. list. The methods of handling accounts of this character apart from those described are similar to those employed by other merchants.

"These regulations may seem a trifle drastic," said Mr. McTaggart after describing and explaining the system, "but after a year's trial we would not under any circumstances change our present methods."

RETAILERS' BUYING EXCHANGES.

(Continued from page 28.)

their jobber, hoping that they will be able to meet the requirements of the association by paying cash, but the time almost always comes when they require credit accommodation and are compelled to go to their old friend, the jobber, and ask for it.

As members of the exchange drop off and return to their respective jobbers, the organization gradually disintegrates and becomes merely a memory. This is not theory, but cold fact, as evidenced by the experience of numberless propositions of this character inaugurated during the past few years. Buying exchanges are not successful mainly because they do not solve any of the difficulties of the grocer and merely disturb for a while the regular and well established order. The Detroit grocers will probably find this out before they go very far with their "league."

ONTARIO GROCERS' CONVENTION NEXT WEEK.

(Continued from page 21.)

and some will be there from as far east as Peterborough and Ottawa. The time is now drawing near when you must decide on whether you will attend the convention or not. If every merchant realized that he is going to get a good deal more than his money's worth, there would be no hesitation. See that your name is on the register when Chairman Mellen sounds his mallet on Tuesday morning next at 10 o'clock in the Masonic Temple, London, Ont.

O. Guibord, general merchant, Clarence Creek, Ont., is succeeded by C. Pilon.

P. K. Rollins & Co., general merchants, Killarney, Man., are succeeded by Rollins & McCullough.



CURRENT NEWS OF WEEK



Quebec and Maritime Provinces.

U. Carignan, Limitee, grocers and liquor merchants, Three Rivers, Que., have obtained a charter.

James Marshall, tea importer, has moved his office from the Boyer Bldg., Montreal, to 415 St. Nicholas Bldg.

Norman McAskill, general merchant, died at Framboise, N.S., on Saturday, April 17, aged 60 years. He came from Scotland.

A loss of about \$20,000 was sustained by C. H. Peters & Sons, St. John, N.B., in a fire on April 22. It was covered by insurance.

James Kennedy, Kensington, P.E.I., a general merchant, died on April 23, aged 44. He was a member of the P. E. I. Legislature.

Fire on Monday night did considerable damage to sugar and jute bags to the plant of the Canada Sugar Refining Co., Montreal.

Among the commissioners appointed by the Borden Government to look after future purchases of war supplies is H. Laporte, of Montreal.

H. Laporte, and his son Joseph Laporte, of Laporte, Martin, Ltee., Montreal, have returned from a two weeks' trip to Atlantic City.

John A. Behan, who has been in the tea and coffee business for several years at Moosejaw, Sask., is on a trip to his home at Dartmouth, N.S.

P. Pastene & Co., Inc., importers, on account of increasing business have been compelled to seek larger premises, and are now located at 340 St. Antoine street, corner of Seigneurs street, Montreal.

At a recent meeting of the Retail Merchants' Association of Chatham, N.B., presided over by President W. B. Snowball, it was decided to observe the following public holidays: Victoria Day, Dominion Day, Labor Day, and Thanksgiving Day.

Maple syrup and sugar was suggested for wounded soldiers at the front. J. H. Grimm, of the Grimm Mfg. Co., Montreal, has circularized the farmers, asking each for a gallon. It will be forwarded to the base hospitals by the Red Cross Society.

Ontario.

The retail merchants of Simcoe, Ont., have agreed to close their stores at 12 o'clock (noon) every Thursday during the months of June, July and August.

J. W. Tudhope, grocer, Huntsville, Ont., died recently.

J. W. McKinney, grocer, Windsor, Ont., is opening a branch at 29 Pitt St., east.

Walker & Sons, grocers, Fort William, Ont., produce dealers are adding groceries.

In Peterboro, Ont., recently two clerks were fined \$2 for sweeping the pavement before sprinkling.

A. L. Whinton, grocer, Hanlan's Point, Ont., (Toronto Island), is succeeded by George Florence.

The majority of the merchants of Oakville, Ont., have decided to close Wednesday afternoon beginning May 5.

Bert Carman, a traveler for George Foster & Sons, wholesale grocers, Brantford, Ont., died suddenly during the week.

The grocers of St. Thomas, Ont., have decided to close their stores on Wednesday afternoon during May, June, July and August.

The Clerks' and Salemen's Association of Guelph, Ont., are discussing the question of a weekly half holiday during the summer months.

Fred Newman, a grocer, has been elected president of the Picton, Ont. Board of Trade, and B. McDonald another grocer was elected to the executive.

W. T. Riddle, general merchant, Auburn, Ont., was severely injured by being pinned beneath his auto when the machine overturned after striking a stone. The car was also badly damaged.

The stock of groceries of the National Railway Association at Fort William, Ont., was recently disposed of. It will be remembered that this concern failed a short time ago.

E. Newton, organizer of the Retail Merchants' Association, is in Grimsby and Beamsville, Ont., this week, to complete the organization of local associations there.

J. H. Bond, who has been in charge of the wholesale warehouses of Telfer Bros., Collingwood, Ont., for the past year and a half, is about to be transferred to Toronto, where he will assume greater responsibilities in connection with the firm's manufacturing activities.

Congratulations are being tendered from all directions to Secretary W. C. Miller, of the Ontario Grocer's Section of the R.M.A., these days. That smile that won't vacate the premises is due to

the fact that a baby girl was born to Mr. and Mrs. Miller a short time ago.

The new head office of the Retail Merchants' Association at the corner of College and Yonge streets (over the Bank of Hamilton), Toronto, is now ready for occupation. In fact the head office is gradually being changed to that corner at the present time. The retailers are to be congratulated on getting such a fine location. It is bright, airy, centrally located and convenient.

E. Newton, one of the organizers for the Retail Merchants' Association, states that Simcoe, Ont. has now one of the finest organizations in Ontario for the size of the town. There are some 36 members which includes practically every merchant there, and now that they have been organized they realize that the association is one of the best things that ever happened to Simcoe. One of the first things they contemplate doing is coming to a decision to close their stores early, instead of keeping them open until 9, 10 and 11 o'clock every night. The closing hour will likely be 7 o'clock.

Among the officers with the first Canadian contingent who met death in the great feat performed by the Canadians in checking the advance of the Germans, was A. E. Kimmins of Winona, Ont. Mr. Kimmins who was a major, was general manager of E. D. Smith & Son, Limited, of Winona, in whose employ he had been for the past 20 years. He was connected with the 77th Wentworth Regiment, of which he was junior major for about fifteen years, was an active church worker and a Mason. He is in the early forties, and leaves a wife and two children. Major Kimmins commanded the Canadian troops who attended the funeral of Lord Roberts in St. Paul's Cathedral.

Western Canada.

J. Henderson, Carlyle, Sask., has disposed of his grocery business to H. A. Buchanan.

G. R. Russell & Bros., general merchants, Prince Albert, Sask., have opened a store at Fenton.

Selwood & Cleghorn, grocers and confectioners, Pilot Mound, Man., are succeeded by L. B. Sisson & Son.

Private Edward S. Jennings, who was in the general store business in Bethune, Sask., has been killed in action at the front.

Rumors of Advance in Package Teas

Teas Halfpenny Higher in London—Dried Bean Market Firmer in Montreal—British Jams Hard to Get—Sugar Firmer in New York—Dried Fruits Quiet.

Office of Publication, Toronto, April 29, 1915.

FOLLOWING the lines of our remarks anent the grain situation in this summary last week, flour prices are firm, and the market is advancing. There is little or no business doing, but the high levels of wheat necessitate corresponding quotations on flour. First patents were 30 cents below the wheat market when wheat stood at \$1.61, as it did last week. But during the last few days it has moved up in Winnipeg to \$1.64 a bushel, and is a cent higher than that in Chicago. There is, therefore, ample justification for higher flour prices, and though these have not materialized at the moment, they indubitably will. We expect to see first patents 20 cents or so higher within the next few days, if the wheat levels hold steady, and there is every reason why they would and none why they would not.

In both Montreal and Toronto there has been a noticeable stiffening of prices on pork products. Hogs are firm, particularly in Montreal. Supplies coming forward are not ample enough for the big packers' and others' demand. As a corollary, bacon and cooked meats are stiffer. Breakfast bacon has advanced a cent and the market is strong. Demand for cooked meats is much better this year than formerly, and in view of the fact that spring and summer always show a stiffening of prices on pork products, meats and so on, we think we shall see levels on these a cent or a cent and a half higher yet. Smoked meats, too, are in good demand. Market for dressed stock is also steadily better than for some time.

Washington announced this week that freight rates on transportation from the far East had been increased, and this will affect prices on several imported lines, such as rice, tea, cinnamon, cloves and others. The increases range from 25 per cent. up, and on rice, we hear, the effect will be an increased freightage of about one dollar a ton.

Teas once more are higher at the London auction, this time by a halfpenny. There is a disparity in one grade of Ceylon teas of thirteen cents a pound between present and 1909 prices. Thirteen cents a pound is a very remarkable increase in these six years. Teas in London cannot be bought less than one shilling a pound now. There are fairly well-defined rumors that we shall see an increase in package teas next week. Canadian Grocer has pointed out for some time that it is impossible for tea men here to sell at the levels they had six months ago, and an advance, if it doesn't come next week, cannot be long delayed, since tea concerns are not in business for their health. The enormous consumption is, in the main responsible, though lack of freights and losses of consignments by ships being sunk all have to be paid for and help to swell the total cost.

QUEBEC MARKETS.

Montreal, April 29.—Dealers in seeds have least cause for complaint just now. Wholesalers who handle this line to any extent are being rushed day and night, and if the retailer is as busy when his turn comes round the outlook should be more rosy.

An improvement is noticed in the demand for tea. For the past two months business, as far as importers are concerned, has been almost dead. During all that time the market has remained firm, and supplies have been hard to get. Wholesalers who did not speculate

heavily in those pre-Budget days are running short of certain lines, and are replacing them. Several wholesalers have been in the market this week.

For many weeks now the dried bean market has shown unmistakable signs of weakness, but this never developed sufficiently for the retailer to feel the effects. Right along he has been paying \$3.25 and \$3.50 for 3-lb. pickers. During the period when prices were down, wholesalers bought few cars. Now the market is up again, and no doubt considerable buying will take place. It has been held right along that the bean mar-

Markets in Brief

QUEBEC MARKETS.

FLOUR AND CEREALS—
Manitobas remain firm at advance.
Ontario flour advanced slightly.
Rolled oats firmer.
No change in feed prices.

PRODUCE AND PROVISIONS—
Live ducks down considerably.
Frozen poultry demand good.
Boiled hams up to 26c.
Big drop in butter prices.
Little change in cheese quotations.

FRUIT AND VEGETABLES—
Pineapples arriving riper, \$3-\$4.
California navel oranges up 25c box.
Cabbage (new) down to \$4 bbl.
Cauliflowers getting scarcer.
Asparagus, No. 1, \$5; No. 2, \$4.50.
Spinach drops to \$3 per bbl.

FISH AND OYSTERS—
First shipment of salmon arriving.
Lake trout and whitefish plentiful.
Live lobsters dropping; now 18c.
Much better demand for canned fish.

GENERAL GROCERIES—
Better demand for tea.
Easing off in pepper market.
Dried bean market much firmer.
Freight rates affect rice price.
No change in molasses situation.
Good currants continue scarcer.
Sugar situation peculiar.

ONTARIO MARKETS.

FLOUR AND CEREALS—
Flour market advancing.
Cereals quiet.
Split peas scarce.
Wheat prices 'way up.

FRUIT AND VEGETABLES—
Pineapples lower.
Oranges firm and higher.
New Canadian asparagus.
Green onions just in.
Spinach sells well.

FISH AND OYSTERS—
Lake trout arriving.
Whitefish strong seller.
Lobster lower in price.
Lake herrings at 10c.

PRODUCE AND PROVISIONS—
Pork products stiffer.
Lots of new lards.
Is early storing justified?
New butter and cheese coming.
Scarcity of live poultry.

GENERAL GROCERIES—
Tea higher in London.
Rumored advances next week.
Sugar firmer in New York.
Good trade in summer drinks.
Dried fruits slow.
Spice situation easier.

ket would jump again, and this seems to be taking place now.

The sugar situation is interesting, and will require watching closely by everybody. Ever since, prior to the Budget's coming, when wholesalers bought heavily, the demand from the refiners has been small. One refinery has been closed down for some time, which does not look as if they have been sell-

CANADIAN GROCER

ing much sugar. In the meantime, a new refinery has entered the field.

The announcement was made from Washington this week that an increase has taken place in freight rates from the Far East, which will have an effect on several lines. The increase ranges from 25 per cent. up, and is made necessary by the present state of the shipping business between the ports of the Far East and American ports. Lines likely to be affected are dried beans, rice, brushes, bulbs, cinnamon, cloves and tea. Already a Vancouver milling concern has drawn attention to this increase, which means about a dollar per ton on rice. A Montreal miller points out that freight rates from the Far East to British and American ports will be a great factor in this year's business.

Castile soap continues firm at previous rates. The war tax of 7½ per cent. made big difference to price of this commodity. It is practically impossible to secure shipments of French macaroni, and the advance in price is in proportion to the high price of wheat being quoted to-day.

It is now seen that the crop of maple syrup has been a poor one, and prices have already shown an upward tendency, especially in 8½-lb. tins, which are quoted at 75-80c. Gallons are quoted at \$1.15.

SUGAR.—Price of refined remains the same since the drop of 15c on April 10. Instead of inducing the trade to buy, this decline had probably the opposite effect. If a strengthening of the raw market were to take place, it is believed trade would be stimulated. It must not be forgotten that considerable speculation took place a little prior to the handing down of the budget, and although that is two months ago, the sugar purchased then has not yet been used up. As it is now, there is no confidence in the market. On Tuesday refiners in New York were willing to pay 311-16c for raws, but nothing was offering below 33½c. With the opening of navigation, and consumption increasing as soon as new fruits begin to arrive, the demand should be better.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	6 55
25 lb. bags	6 75
2 and 5-lb. carton	6 95
Yellow Sugars—	
No. 3	6 50
No. 1	6 25
Extra Ground Sugars—	
Barrels	7 05
50 lb. boxes	7 25
25 lb. boxes	7 45
Powdered Sugars—	
Barrels	6 95
50 lb. boxes	7 05
25 lb. boxes	7 25
Paris Lump—	
100 lb. boxes	7 40
50 lb. boxes	7 50
25 lb. boxes	7 70
Crystal Diamonds—	
Barrels	7 30
100 lb. boxes	7 40
50 lb. boxes	7 50
25 lb. boxes	7 70
Cartons and half cartons	8 05
Crystal Dominoes, cartons	8 15

DRIED FRUITS.—Greek-cleaned currants continue scarce. There may be

New York currants on the market of inferior quality. There are lots of raisins on the market, but the demand is poor. California fruits are being sold before the buds are off the trees, which, to say the least, is risky. However, at present the outlook is for good crops. California figs are firm. Apricots for 1915 will be lower in price than last year—about as reasonable as they have ever been. Prices for 1914 stock of peaches are low. Taken all round there is good supply. The danger of frost is over, although the danger of heavy rains is not. California olives are being offered in the market now.

EVAPORATED FRUITS.	Per lb.
Apples, choice winter, 50-lb. boxes	0 08
Apples, choice winter, 25-lb. boxes	0 08½
Apricots	0 15½ 0 17½
Nectarines, choice	0 11½
Peaches, choice	0 10 0 11
Pears, choice	0 13½

DRIED FRUITS.	Per lb.
Candied Peels—	
Citron	0 20 0 21
Lemon	0 13½ 0 14
Orange	0 13½ 0 14
Currants—	
Amalias, loose	0 07½
Amalias, 1-lb. pkgs.	0 08
Filiatras, fine, loose, new	0 07
Filiatras, packages, new	0 08
Vostizzas, loose	0 09
Dates—	
Dromedary, package stock, per pkg.	0 09
Fards, choicest	0 12½
Hallowee, loose	0 08
Hallowee, 1-lb. pkgs.	0 08
Figs—	
8 crown, 12 lb. boxes, fancy, layer, lb.	0 14
7 crown, 12 lb. boxes, fancy, layer, lb.	0 14
6 crown, 12 lb. boxes, fancy, layer, lb.	0 13½
1 lb. glove boxes, each	0 12
Prunes—	
30 to 40, in 25-lb. boxes, faced	0 14
40 to 50, in 25-lb. boxes, faced	0 13
50 to 60, in 25-lb. boxes, faced	0 12
60 to 70, in 25-lb. boxes, faced	0 11
70 to 80, in 25-lb. boxes, faced	0 10
80 to 90, in 25-lb. boxes, faced	0 09½
90 to 100, in 25-lb. boxes, faced	0 09
Raisins—	
Malaga, table box of 22 lbs., 3-crown cluster, \$2.50; 5-crown cluster	3 60
Muscateis, loose, 3 crown, lb.	0 09
Sultana, loose	0 10 0 11
Sultana, 1-lb. pkgs.	0 11½ 0 14
Valencia, selected	0 09 0 09
Valencia, 4-cr. layer	0 09½
Cal. seedless, 16 oz.	0 11
Seedless, 12 oz.	0 09
Fancy seeded, 16 oz.	0 10
Choice seeded, 16 oz.	0 09½

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

RICE.—Prices on Canadian milled rices are steady, but advices from Vancouver indicate that an advance is possible, as freights from the Orient have gone up a dollar per ton. An offer has been received from a broker here of 5,000 tons of Rangoon rice (No. 2), which would cost duty paid here \$3.19 per cwt. The price is considered reasonable, but there is little chance of the Canadian trade taking this quantity. This is for April shipment Rangoon. Patnas continue high, and are hard to obtain.

Rangoon Rices—	Per cwt.
Rangoon "B"	3 80
"C.C."	3 50
India bright	3 75
Lustra	3 85
Fancy Rices—	
Imperial Glace	5 50
Sparkle	5 70
Crystal	5 45
Ice drips	5 80
Snow	5 70
Polished	4 85
Pearl	5 95

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

Imported Patna—

Per lb.	
Bags, 254 lbs.	0 06 0 06½
Half bags, 113 lbs.	0 05½ 0 06
Quarter bags, 55 lbs.	0 05¼ 0 05½
Velvet head Carolina	0 09½ 0 10¼
Sago, brown	0 06½ 0 07

Tapioca—	
Pearl, lb.	0 06½ 0 07
Seed, lb.	0 06½ 0 07

MOLASSES.—No sales of new crop have been made yet, and the price for fancy f.o.b. Barbadoes remains at 25c. There has been a drop in choice since opening prices were announced. It was first quoted at 21½c f.o.b., and is now 19½c. Wholesalers, or at least some of them, are not considering new molasses as long as prices remain where they are. They all seem afraid that the war may end and prices come down.

Barbadoes Molasses—	Prices for Island of Montreal.	
	Fancy.	Choice.
Punchoons	.45	.41
Barrels	.48	.44
Half barrels	.50	.46

For outside territories prices range about 2c lower for fancy; nothing for choice.

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

Corn Syrups—	Per lb.
Barrels, per lb., 3½c; ¼ bbls., 4c; ½ bbls.	0 04¼
Pails, 38½ lbs., \$1.95; 25 lbs.	1 46
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
Maple Syrups—	
New, pure, per 8½ lb. tin	0 75 0 80
Pure, in 15 gal. kegs, 8c per lb. or, per gal.	1 15
Maple sugar, pure, per lb.	0 11 0 12

COFFEE.—A fair amount of business is being done, but there has been no change in the market for five or six weeks.

Coffee, Roasted—	Per lb.
Bogotas	0 26 0 30
Jamaica	0 23 0 24
Java	0 31 0 36
Maraicabo	0 22 0 25
Mexican	0 27 0 28
Mocha	0 33 0 36
Rio	0 17 0 20
Santos	0 21 0 23
Chicory, per lb.	0 10 0 12

NUTS.—New Brazils are selling two cents cheaper than opening prices. In California there is every prospect of a good crop of walnuts this year. Shelled almonds are high abroad, but there is no demand here. There is a fairly good demand for shelled walnuts from the wholesalers just now at 33-34c, one importer having disposed of 33 cases during the past week. Nuts in shell are quiet.

Almonds, Tara	0 16 0 18
Macobles, new	0 14 0 16
Macobles, new	0 16 0 16
Shelled walnuts, new, per lb.	0 34 0 37
Shelled almonds, 25-lb. boxes, per lb.	0 38 0 43
Sicily almonds	0 13 0 14
Filberts, shelled	0 23
Pecans, large	0 18
Brazils, new	0 13
Peanuts, No. 1, 12½c; No. 2	0 10 0 11½
Peanuts, No. 3	0 10

DRIED VEGETABLES.—A much firmer tone to the bean market was noticed this week, sales of 3-lb. pickers having been made on track from \$3 to \$3.10. The opinion has been held right along that beans were good property. Higher prices still may be asked, as it is a long while before the new crop comes in.

Beans—	Per bushel.
Canadian, 3-lb. pickers	3 00 3 15
Yellow, per bushel	3 25
Yellow eyes, per bushel	3 25
Lima, per lb.	0 07½ 0 08
Peas, white soup, per bushel	2 85 3 00
Peas, split, bag, 98 lbs.	5 25
Barley, pot, per bag	3 00
Barley, pearl	4 50

SPICES.—The market generally is more active, with lower values in peppers, due to the simultaneous arrival in New York of three cargoes. Foreign markets, however, are higher. Cloves,

CANADIAN GROCER

gingers, and cassias are all in active demand. Other lines are quiet. The market generally is expected to show all sorts of conflicting tendencies this summer, with wide fluctuations. The arrival of three shipments of peppers in New York means liberal replenishment of grinders' stocks, which had fallen to the lowest ebb on record. Cream of tartar is tending higher—higher than it has been.

	5 and 10-lb. boxes	¼-lb. pkgs. dozen	¼-lb. tins. lb.
Allspice	0 17	0 70-0 80	0 24
Cassia	0 23	0 78-1 05	0 31
Cayenne pepper	0 30	1 08-1 21	0 36
Cloves	0 41	1 21-1 31	0 48
Cream tartar-40c.			
Ginger, Cochin	0 18-0 24		
Ginger, Jamaica	0 23	1 00-1 15	0 31
Mace	0 30	1 00-1 15	0 31
Nutmegs	0 40	1 08-1 28	0 75
Pepper, black	0 25	0 90-1 00	0 31
Pepper, white	0 34	1 15-1 28	0 40
Pastry spice	0 23	0 95-1 20	0 31
Pickling spice	0 15	0 85-1 00	0 35
Turmeric	0 21-0 23		
Lower prices for palls boxes or ballers when delivery can be secured.			
Cardamon seed, per lb., bulk	2 00	2 30	
Carraway—			
Canadian			0 13
Dutch			0 15
Cinnamon, China, lb.			0 20
Mustard seed, bulk			0 19
Celery seed, bulk			0 38
Cayenne chillies			0 28
Shredded cocoanut, in palls			0 19 1/4

TEAS.—Ceylons and Indians here are still firm and scarce. There is a distinct improvement in demand here. Wholesalers who did not buy heavily at the time the budget came down are missing certain lines from their stock, and are replacing them. It is understood there is nothing in Colombo Pekoe Souchongs selling for less than a shilling.

CANNED FISH.—A Montreal wholesale house is offering a line of Fraser River red sockeye salmon, put up by the B.C. packers, at \$2 per doz., ex-warehouse, Montreal, and in 5-case lots at \$1.95 per doz., freight paid to every railway station in Quebec and Ontario. They claim that the same goods would cost the wholesaler \$2.20 to buy to-day.

The opening prices on 1915 pack lobsters, which were announced by a Montreal packer some time ago, were several dollars a case lower than those of last year. He has maintained his price so far. A factor in the lobster business this year will be the live lobster, which, owing to the low price of canned lobsters, will be pushed hard at much lower prices. Already the price of live lobsters has dropped to 18c—a drop of 2c per lb. Fish dealers announce a much better demand for canned fish. Owing to the early arrival of spring, holiday trade has opened up, and people are moving to the country earlier.

One Montreal firm has received word from their London agents that a bigger demand has been experienced for canned salmon, the reason given being that fresh fish from the North Sea has been scarcer. The agent says: "Prospects are more favorable, especially for steel-heads. There was little demand until Easter, but since then the demand has decidedly improved. We cannot say how long the demand will last, because fresh

salmon is at present considerably lower than is usual at this time of the year, and if it were to go lower, the trade might turn to the fresh article and forsake the frozen. Thus we recommend that supplies be shipped immediately."

ONTARIO MARKETS.

Toronto, April 29. — "Everybody's feeling better," said a jobber to Canadian Grocer this morning. This "better feeling" is all to the good (if that isn't putting the degree cart before the horse) and is real. The warm weather has bucked up trade because it bucked up optimism first. Collections have distinctly improved in the city, and, as before, the country remains sound. Trade is a little quiet, perhaps. The farmers are busy seeding and are not coming into the towns and cities just at present. The way to counteract this is for the retailer to solicit more strongly the business of the farmer. Canadian Grocer's Spring Number proved conclusively that the farmer had lots of those interesting documents known as greenbacks.

According to agricultural conditions at present we shall have a good crop, and goodness knows we need it. High prices on it will surely obtain, and the money, coupled with a good deal of money that is coming from the other side of the line—always supposing that it isn't going to let up summarily—will have a good effect on fall and winter business. That is looking ahead, but the spring and summer, we think, will turn out all right. Certainly they will be better than the corresponding months last year, besides the fact that conditions are fundamentally much more sound.

There is good business just now starting in summer drinks, lime juice, lemonade and grape juice. This latter is going particularly strong. Canada has taken to it very quickly, which may or may not be a tribute to W. J. Bryan (according to whether you admire him or no). The grape juice people, we hear, are doing very well in Canada and retailers are calling for their stuff.

As a corollary, cocoa is slowing off now. Coffee is being bought well right along. Tea, for some reason, has struck a dull patch, according to some wholesalers, though one or two concerns report a steadily increasing demand.

British jams, preserves and marmalades are conspicuous by their absence. One of the biggest jam people in England say they cannot send any more jams to Canada because the Government in Britain is taking all they have. This is likely to continue right along till the fall—and after that, unless they manage to Saint-Helena the Kaiser be-

fore that time. Stocks of British jams are small.

There is a new match on the market. It is manufactured by Eddy's and sells for \$4.85 a gross boxes. There are 500 to a box.

Teas are still further out of sight at the auctions. You tell what the price is by instinct now. The London auction on Monday—two days ago—saw an increase of a halfpenny on Indians, which makes a penny farthing in two weeks.

SUGAR.—There is a firmer feeling in New York. Cuban raws are stronger. Two centrals finished their crops, and others have been interrupted by rains, so that Cuba may have reached the height of its production. June shipments sold yesterday one-eighth of a cent over May. Futures are usually higher, however, and May shipments were made chiefly to England. European enquiries and some buying continues. Business in this market is quiet, with little demand. The reduction didn't do any good along the business-getting line. One sugar man says pertinently: "It never does."

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	6 71
20 lb. bags	6 81
10 lb. bags	6 85
2 and 5-lb. cartons	7 00
Nova Scotia refined, 100-lb. bags	6 61
New Brunswick refined, 100-lb. bags	6 71
Extra Ground Sugars—	
Barrels	7 11
50 lb. boxes	7 29
25 lb. boxes	7 41
Powdered Sugars—	
Barrels	6 91
50 lb. boxes	7 11
25 lb. boxes	7 31
Crystal Diamonds—	
Barrels	7 36
100 lb. boxes	7 45
50 lb. boxes	7 56
Cartons (20 to case)	8 11
Cartons (50 to case)	8 61
Crystal Dominoes, cartons	8 11
Paris Lump—	
100 lb. boxes	7 48
50 lb. boxes	7 56
25 lb. boxes	7 76
Yellow Sugars—	
No. 1	6 31
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

TEAS.—The day after Canadian Grocer went to press last week two important news items came to us. One was that a certain grade of Ceylon tea sold last week in Colombo at a price **thirteen cents** higher than in 1909. The second was that the market tendency in London was upwards, with the lowest teas at a shilling a pound. Monday's auction—two days ago—reported teas at a full halfpenny higher, and firm at that. There is no let-up. Week after week teas in London and Colombo go higher and higher. Thirteen cents difference between 1909 and 1915 is a remarkable fact.

We hear well-authenticated rumors that package teas—one or more of them—in Canada will advance next week. We cannot confirm this definitely, but our information is reliable. If it isn't next week, it cannot be long after. Canadian Grocer has pointed out to retailers for two months now that with tea prices to importers at present levels it is not probable that packers can sell to the trade at the same prices. Tea

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prices might very well have advanced to the trade ere this, had it not been that demand, since February, when the budget came down, has slumped considerably. Now looks like the time to buy.

DRIED FRUITS.—Prunes eased up in the primary market a few days ago, but firmed again and are generally a quarter of a cent higher now. Futures are being bought heavily again, although there is nothing doing in the case of most dealers in spot stuffs. We hear of one jobber, however, who is finding quite a good demand. Most people are pretty well cleaned up on spot stocks. Currants are quiet, despite the cable from Greece to which we referred last week offering Amalas at attractive figures. Valencia raisins are moving fairly well, what there are of them. Few dealers have any left, however. Peaches are moving slowly. Evaporated apples and candied peels are dull. Dried fruits generally are slow. Demand is only here-and-there, and orders are small in size as well as few in number. The end of the season seems to have come pretty abruptly.

Apricots—		
Standard, 25 lb. boxes	0 13	0 14
Choice, 25 lb. boxes	0 14	0 1 1/4
Apples, evaporated, per lb.	0 07 1/2	0 08
Candied Peels—		
Lemon	0 13	0 14
Orange	0 13	0 14
Citron	0 19	0 22
Currants—		
Fillatras, per lb.	0 07 1/2	0 08
Amalas, choicest, per lb.	0 08	0 08 1/2
Patras, per lb.	0 08 1/2	0 09 1/2
Vostizas, choice	0 09 1/2	0 10
Cleaned, 1/2 cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09 1/2	0 10
Fards, choicest, 60-lb. boxes	0 08 1/2	0 09 1/2
Package dates	0 08	0 08 1/2
Hallowees	0 07 1/2	0 07 1/2
Prunes—		
30-40s, California, 25 lb. boxes	0 14 1/2	0 15
40-50s, 25 lb. boxes	0 12 1/2	0 13 1/2
50-60s, 25 lb. boxes	0 12	0 12 1/2
60-70s, 50 lb. boxes	0 10 1/2	0 11 1/2
70-80s, 50 lb. boxes	0 09	0 09 1/2
80-90s, 50 lb. boxes	0 08	0 09
90-100s, 50 lb. boxes	0 07 1/2	0 08
25-lb. boxes, 1/2c more.		
Peaches—		
Choice, 50-lb. boxes	0 08	0 08 1/2
25-lb. boxes 1/2c more.		
Raisins—		
Sultanas, choice, new	0 12	0 13
Sultanas, fancy, new	0 14	0 15
Valencia	0 08 1/2	0 09
Seeded, fancy, 1 lb. packets	0 10 1/2	0 10 1/2
Seeded, choice, 1 lb. packets	0 09 1/2	0 10 1/2
Seeded, choice, 12 oz. packets	0 09	0 10
Seedless, 16 oz. packets	0 10 1/2	0 11
Seedless, 12 oz. packets	0 10	0 10

NUTS.—Trade is dull. Prices are attractive, but there is little demand for anything at all. Shelled walnuts and almonds are selling in small quantities.

In Shell—		
Almonds, Tarragona	0 17 1/2	0 18
Brazils, medium, new	0 10	0 11
Brazils, large, washed, new	0 12	0 13
Chestnuts, peck	1 75	2 00
Filberts, Sicily, new	0 15	0 14
Peanuts, Jumbos, roasted	0 12 1/2	0 13 1/2
Peanuts, hand-picked, roasted	0 11	0 11 1/2
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	0 15	0 16
Walnuts, Bordeaux	0 11	0 12
Walnuts, Marbots	0 13	0 14
Shelled—		
Almonds	0 37	0 40
Filberts	0 35	0 38
Peanuts	0 11	0 11 1/2
Pecans	0 58	0 62
Walnuts	0 38	0 40

SPICES.—Market is a trifle easier this week. Some relief has been afforded in the matter of firmness of peppers by the arrival in New York of the shipment which we noted last week. Market is

steady, however, and there is quite a good demand for both black and white peppers. Cassias and ginger are strong, and we should not be surprised to see higher levels at any moment. Cream of tartar is in consistently good demand. Spot stocks are none too high, and the trade is said to be slightly stocked on this.

Spices—		
Allspices, ground	Compound, per lb.	Pure, per lb.
Allspices, whole	0 10	0 15
Cassia, whole	0 21	0 26
Cassia, ground	0 14-0 16	0 21-0 26
Cinnamon, Batavia	0 35	0 40
Cloves, whole	0 28	0 33
Cloves, ground	0 18-0 22	0 28-0 35
Cream of tartar	0 25-0 35	0 40-0 45
Curry powder	0 35	0 40
Ginger, Cochin	0 14-0 17	0 20-0 23
Ginger, Jamaica, ground	0 17-0 20	0 24-0 27
Ginger, Jamaica, whole	0 24	0 27
Ginger, African, ground	0 18	0 21
Mace	0 30	0 35
Nutmegs, brown, 64s, 62c; 30s, 42c; 100c	0 25	0 30
Nutmegs, ground, bulk, 45c; 1 lb. tins	0 50	0 60
Pastry spice	0 22	0 25
Peppers, black, ground	0 14-0 18	0 19-0 22
Peppers, black, whole	0 20	0 22
Peppers, white, ground	0 19-0 24	0 30-0 33
Peppers, white, whole	0 30	0 33
Pickling spice	0 15	0 18
Turmeric	0 18-0 20	0 20-0 23

MOLASSES AND SYRUPS.—Market is dull and without feature. There are no price changes, and business is slack.

Syrups—		
2 lb. tins, 2 doz. in case	2 65	
5 lb. tins, 1 doz. in case	3 00	
10 lb. tins, 1/2 doz. in case	2 80	
20 lb. tins, 1/4 doz. in case	2 85	
Barrels, per lb.	0 03 1/2	
Half barrels, lb.	0 04	
Quarter barrels, lb.	0 04 1/2	
Pails, 35 1/2 lbs. each	1 85	
Pails, 25 lbs. each	1 40	
Molasses, per gallon—		
New Orleans, barrels	0 28	0 28
New Orleans, half-barrels	0 28	0 30
West Indies, half barrels	0 28	0 28
Barbadoes, fancy, barrels	0 48	0 48
Barbadoes, fancy, half-barrels	0 47	0 51
Maple Syrup—Pure—		
5 gallon cans, 1 to case	6 45	6 60
Gallons, 6 to case	6 60	6 80
1/2 gallons, 12 to case	6 95	7 25
Quarts, 24 to case, in glass	7 00	7 25
Pints, 24 to case	4 00	5 90
Maple Sugar—		
Pure, per lb.	0 12 1/2	
Maple Cream Sugar—		
24 twin bars	1 80	
40 and 48 twin bars	3 60	4 85
Maple butter, lb. tins, dozen	1 30	

COFFEE.—Maracaibo is firm at 26 to 28 cents, and may go higher. Rios and Santos are in good demand right along at present levels. Coffees generally are firm, and higher prices may be registered. There is a good deal of buying. Stocks are said to be low. Spot stocks in importers' hands are not too plentiful and the demand right along is brisk. Freights continue a difficulty.

Coffee—		
Standard Old Govt. Java	0 36	0 38
Plantation Ceylon	0 32	0 34
Java	0 35	0 40
Arabian Mocha	0 34	0 37
Guatemala	0 30	0 30
Bucaramanga	0 30	0 32
Mexican	0 30	0 32
Maracaibo	0 28	0 28
Jamaica	0 24	0 26
Santos	0 19	0 22
Rio	0 16	0 18
Chicory	0 14	0 14

RICE AND TAPIOCA.—Patnas continue in good demand. Rangoons are slightly easier. A report of increased freight rates will affect prices, it is said, particularly on Rangoons. No sign is visible as yet, however. Tapiocas continue steady and there is good business in them.

Rice—		
Rangoon "B," per cwt.	3 48	
Rangoon, per cwt.	3 50	4 00
Rangoon, fancy, per cwt.	5 00	

Patna, fancy	0 07 1/2	0 08
Tapioca—		
Pearl, per lb.	0 06	0 07 1/2
Seed, per lb.	0 06	0 07 1/2
Sago, brown, per lb.	0 06 1/2	

MANITOBA MARKETS.

Winnipeg, April 29.—Business is not as brisk as might be desired. There is a likelihood, however, that a good deal of contracting work will be commenced by the railways shortly, and if so this will have an effect in improving the demand.

Sugar, perhaps, is again supplying a feature to the market this week, being a very uncertain commodity at the present time. In Winnipeg city quotations considerably below those of a week ago are to be obtained, but this is not so to the same extent in the further points of Manitoba and in the further Western Provinces.

There have also been some changes in dried fruits, figs being put on a higher level, although of course the demand for these is not so great at this season. Rice continues its remarkable course by dropping somewhat.

SUGAR.—This market is upset at the present time. The quotations as given below are the list prices as they stand at present, yet it is undoubtedly true that sugar can be bought somewhat below these figures. A quite general quotation is \$6.95 per bag F.O.B. Winnipeg, for delivery in Winnipeg and shipment to local points around the city. For points in the further parts of Manitoba even these prices do not hold.

The sugar market is uncertain, but it is possible it may steady up almost any time.

As has been said, the following quotations cannot be regarded as absolutely fixed at present time.

Sugar, Eastern—		Per cwt. in sacks.
Standard granulated		7 20
Extra ground or icing, boxes		8 05
Extra ground or icing, bbls.		7 85
Powdered, boxes		7 85
Powdered, bbls.		7 65
Hard lump (100-lb. cases)		8 15
Montreal yellow, bags		6 80
Sugar, Western Ontario—		
Sacks, per 100 lbs.		7 10
Halves, 50 lbs., per cwt.		6 10
Bales, 20 lbs., per cwt.		5 15
Powdered, barrels		6 40
Powdered, 50s		5 75
Powdered, 25s		7 05
Icing, barrels		6 95
Icing, 50s		7 10
Icing, 25s		7 10
Icing, pails		7 00
Cut loaf, barrels		6 80
Cut loaf, 50s		7 05
Cut loaf, 25s		7 30
Sugar, British Columbia—		
Extra standard granulated		6 95
Bar sugar, bbls.		7 40
Bar sugar, boxes		7 60
Icing sugar, bbls.		7 60
Icing sugar, boxes		7 80
H. P. lumps, 100-lb. cases		7 90
H. P. lumps, 25-lb. boxes		8 15
Yellow, in bags		6 65
Corn Syrup—		
2s, per case 2 doz.		2 75
5s, per case 1 doz.		3 15
10s, per case 1/2 doz.		3 00
20s, per case 1/4 doz.		3 02
B. C. Cane Syrups—		
2-lb. tins, 2 doz. to case, per case		3 15
5-lb. tins, 1 doz. to case, per case		3 50
10-lb. tins, 1/2 doz. to case, per case		3 30
20-lb. tins, 3 tins to case, per case		3 25
(These prices prevail in Winnipeg, Calgary, Regina, Moose Jaw and Lethbridge. For Edmonton and Saskatoon they are 5c case higher.)		
Molasses—		Per gal.
Barbadoes		0 55
New Orleans		0 34

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Maple Syrups—	Per case.
Imperial quarts, case, 2 doz.	5 40
Imperial 1/2 gals., 1 doz.	5 55
New, pure, 1/2 gal. case	9 00
New, pure, 1/2 gal., quarts, case 2 doz.	9 70
New, pure, quart bottles, case 2 doz.	9 75

DRIED FRUITS.—As was predicted last week, a rise in apricots has come, choice 25's and choice 10's moving up 1/4c. Still, peaches are at their old low level. It is expected, however, that an upward movement here will not be much further delayed.

Dried currants have moved downward, being now quoted at 7 3/4c while washed are quoted at 1/4c down at 8 3/4c. In dates Hallowee in 1-lb. packages have moved up slightly to 7 3/4c. Fancy seeded Valencia raisins are quoted a little down at 11c.

In cooking and table raisins considerable changes have been struck in the last little while. It will be remembered that good sized stocks were carried over from the Xmas season. As things have developed, this is perhaps very fortunate for the chance of getting further supplies from Turkey for the holiday season seems poor. Figs which are being carried over are, of course, kept in cold storage, which naturally runs up their price. In view of the fact, however, that further supplies are uncertain, still higher prices than those quoted here may be confidently expected, before the heavy demand for this line arrives.

Apples, evaporated, new, 50's	0 08 1/4
Apricots, choice, 25's	0 13 1/4
Apricots, choice, 10's	0 14
Apricots, standard, 25's	0 12 1/2
Currants—	
Dry clean	0 07 1/4
Washed	0 08 1/4
1 lb. package	0 08 1/2
2 lb. package	0 17 1/2
Vostizzas, bulk	0 10
Dates—	
Hallowee, loose, per lb.	0 09
Hallowee, 1 lb. pkgs.	0 07 1/4
Fard dates, 12-lb. boxes	1 25
Peaches—	
Standard, 25-lb. boxes	0 07 1/4
Choice, 25-lb. boxes	0 07 1/4
Choice, 10-lb. boxes	0 08 1/2
Raisins, Muscatels—	
3 crown, loose, 25's	0 09
3 crown, loose, 50's	0 08 1/2
Raisins, Valentinas—	
Fine selected	2 40
Four crown layers	2 45
Choice, seeded, lb.	0 11 1/4
Fancy seeded, lb.	0 11
12-oz. packages, fancy	0 08 1/2
12-oz. packages, choice	0 08 1/2
Raisins, Sultanas—	
Corinthian Giants	0 13 1/4
Superfine	0 12 1/2
Finest	0 10 1/2
Fine	0 10 1/4
Prunes, in 25-lb. boxes—	
90 to 100	0 08 1/2
80 to 90	0 08 1/2
70 to 80	0 09 1/2
60 to 70	0 10
50 to 60	0 11
40 to 50	0 11 1/2
Table Layer Figs—	
1-crown, 3-lb. boxes, per lb.	0 15 1/4
5-crown, 10-lb. boxes, per lb.	0 15
5-crown, 10-lb. boxes, per lb.	0 13 1/4
4-crown, 10-lb. boxes, per lb.	0 13
3-crown, 10-lb. boxes, per lb.	0 12 1/2
Glove boxes, per doz.	1 00
Cooking figs, taps, about 25 lbs., lb.	0 07 1/4
Cooking figs, choice naturals, 25-lb. bags, per lb.	0 07

RICE AND TAPIOCA.—As was pointed out last week, Winnipeg prices have been so low that many have felt a mistake must have crept into rice and tapioca quotations. In view of this a further decline which has to be noted, is very interesting. No. 1 Japan rice is now being quoted locally at 4 3/4c—3 1/4c lower than a week ago. Patna, on the

other hand, is a little firmer now, generally being quoted at 6 1/2 to 7c. As a matter of fact, this line is almost impossible to secure, and its place is largely being taken by the 1st grade of Siam at the present time. Tapioca is strong at the quotations of 5 to 5 1/4c given last week. Within a few weeks it is certain to touch 5 1/2 to 5 3/4c. It is scarce at present.

Rice and Tapioca—		
No. 1 Japan, per lb.	0 04 1/2	0 04 1/2
No. 2 Japan, per lb.	0 04 1/2	0 04 1/2
Siam, per lb.	0 03 1/2	0 03 1/2
Patna, per lb.	0 06 1/2	0 07
Carolina, per lb.	0 08 1/2	0 08 1/2
Sago pearl, per lb.	0 04 1/2	0 04 1/2
Tapioca, pearl, per lb.	0 05	0 05 1/2

BRITISH COLUMBIA MARKETS.

(By Wire.)

Vancouver, April 29.—Business shows a steady improvement with country orders fair. Sugar is down ten cents here, standard granulated being now \$7.35. Gunnies are \$7.50. California cherries, first of the season, are \$3.75. California strawberries are arriving freely, 15 basket crate being \$2 and 20 basket \$3. New crop California turnips and carrots is here. Mexican tomatoes sell at \$6 for 30-lb. box. Butter is firm. N. Z. cubes being 35 1/2c and bricks 36c. Prairie eggs are arriving, strictly fresh at 25c. Extra selected are 21c. California dried fruits arriving freely. Flour is up 20 cents bbl. on hard wheat grades.

PRODUCE AND PROVISIONS.

Butter, creamery, per lb.	0 35
New Zealand cubes	0 33 1/2
New Zealand brick	0 36
Cheese, per lb., large	0 21
EGGS—	
Local fresh	23 c
Extra selected	21 c
Vancouver Island	26 c
Lard, 3's, per case	82 40
Lard, 5's, per case	8 32
Lard, 10's, per case	8 25
Lard, 20's, each	2 70

GENERAL.

Almonds, shelled, lb.	0 45
Beans, Ontario, per lb.	0 5 1/2
Beans, Lytton	0 5 1/2
Cream of tartar, lb.	50 c
Cocunut, lb.	15 1/2
Cornmeal, ball	83 00
Evap. Apples, 50's	0 08 1/2
Flour, 49's, bbl.	8 75
Lemons, box	3 75
Potatoes, per ton	20 30
Rollod Oats, ball of 80 lbs.	3 85
Onions, lb.	0 2 1/4
Oranges, box	2 75
Rice, 50's, sack	1 90
Sugar, standard, gran., per cwt.	7 44
Sugar, yellow, per cwt.	6 70
Walnuts, shelled, lb., 40c; Almonds	42 c

CANNED GOODS.

Apples, gals, 6case	\$1 50
Beans, 2's	2 05
Corn, standard, per 2 dozen case	2 10
Peas, standard, per 2 dozen case	2 05
Plums, Lombard, 2's, case	2 60
Peaches, 2 1/2's, case	4 50
Strawberries and raspberries, 2's, case	4 80
Tomatoes, standard, per dozen, case	2 20

SALMON.

Sockeye, 1's, 4 doz. case	\$9 00
Sockeye, 1/2's, 8 doz. case	10 75
Cohoos, 1's, 4 doz. case	4 75
Humpbacks, 1's, 4 doz. case	4 00

DRIED FRUITS.

Apricots, per lb., 13 1/2c; Apples, lb.	08 1/4 c
Currants, per lb., 08 1/4c; Raisins, seeded, lb.	10 c
Prunes, 70-90, 25's, lb.	09 c
Peaches, per lb.	07 c
White Figs, per lb.	06 c

ALBERTA MARKETS.

By Wire.

Edmonton, April 28.—Trade in the north continues good. New cheese is

quoted at 19 1/2c on market and not selling readily. Cheese, September is 21 1/2c. Cheaper grades of coffee are firmer. Stocks of tea are low. Shortages are noticeable in imported macaroni, and Castile soap and Canadian manufacturers are making an effort to fill requirements. Lards are higher. Evaporated apples are 9c to 9 1/2c. Flour is higher at \$4.05 to \$4.15. Sugar granulated is lower at \$7.50 to \$7.60.

Produce and Provisions—

Cheese, per lb., old	0 21 1/2
Cheese, new, lb.	0 19 1/4
Butter, creamery, per lb.	0 39
Butter, dairy, No. 1, 29c; No. 2	0 25
Lard, pure, 3's, per case	8 70
Lard, pure, 5's, per case	8 55
Lard, pure, 10's, per case	8 55
Lard, pure, 20's, each	2 78
General—	
Beans, Ontario, per bushel	3 75
Beans, Japan, per bush.	3 90
Coffee, whole roasted, Rio	0 15
Evaporated apples, 60's	0 09
Potatoes, per bush.	0 65
Rolled oats, 20's, 35c; 40's	1 83
Rolled oats, ball, 4; 80's	3 60
Flour, 38's	4 05
Rice, per cwt.	3 95
Sugar, standard gran., per cwt.	7 50
Sugar, yellow, per cwt.	7 15

Canned Goods—

Apples, gals., case	1 50
Corn, standard, per two dozen	2 00
Peas, standard, 2 dozen	2 10
Plums, Lombard	2 20
Peaches	3 25
Strawberries, \$4.45; raspberries	4 00
Tomatoes, standard, per dozen	2 50
Salmon, sockeye, 4 doz. tall, case, 1s	7 50
Cohoos, 1's, \$5.75; humpbacks, 1's	4 35

Fruits—

Lemons	4 00
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SASKATCHEWAN MARKETS.

REGINA, April 29.—During past few days slight showers have occurred throughout the Province of Saskatchewan, which have been of great benefit to the grain already in the ground. Rain has not been heavy enough in most quarters to interfere seriously with seeding operations. More rain is needed. The ground in most localities is quite dry.

Changes in the sugar market all around, failed to affect the local market. Sugar is still strong at \$7.44. Eggs are still going up and are harder to secure. Rhubarb is coming in quite plentifully, and is wholesaling at 4 1/2 cents per lb. Oranges have advanced fifty cents per case, and are quoted at \$4.25. Apples are scarce and have advanced in price to \$1.75 per box. Butter continues to be scarce, and price remains about the same. Relief in the situation is looked for soon. Lard has advanced considerably.

Produce and Provisions—

Buttery, creamery, per lb.	0 35
Butter, dairy, No. 1	0 30
Cheese, per lb., large	0 20 1/2
Eggs, new laid	0 20
Lard, 3's, per case	9 00
Lard, 5's, per case	8 95
Lard, 10's, per case	8 90
Lard, 20's, each	2 35
General—	
Beans, Ontario, per bushel	3 90
Coffee, whole roasted, Rio	0 17
Cream of tartar, lb.	0 45
Cocunut, lb.	0 19
Cornmeal, ball	2 70
Evap. apples, 50's	0 08 1/2
Flour, 38's	3 95
Potatoes, Ont., bush.	0 78
Rolled oats, ball of 80 lbs.	3 50
Onions, Val.	5 10
Oysters, per gal.	2 50
Rice, per cwt.	3 90
Sugar, standard, gran., per cwt.	7 44

Imported Fruit Situation

Season Generally Good for Oranges, Lemons and Grapefruit—
Big Increase in Consumption of Latter in Canada
—Florida Tomato Prospects.

Sugar, yellow, per cwt.	7 04
Walnuts, shelled, .41; almonds	9 41
Canned Goods—	
Apples, gals., case	1 35
Broken beans, 2's	2 55
Beans	2 28
Corn, standard, per 2 dozen	2 28
Peas, standard, per 2 dozen	2 28
Plums, Lombard	2 15
Peaches	3 21
Strawberries, 4.33; Strawberries	4 73
Tomatoes, standard, per case	2 15
Salmon—	
Sockeye, 1's, 4 doz. case	9 85
Sockeye, 1/2's	12 35
Cohoos, 1's	6 00
Humpbacks, 1's	4 60
Fruits and Vegetables—	
Apples, fancy, box	1 75
Grapefruit, per crate	4 50
Sweet potatoes, per crate	4 50
Lemons	4 75
Oranges	4 25
Dried Fruits—	
Apricots, per lb.	0 12 1/2
Currants, per lb.	0 08 1/2
Prunes, 70-80, 25's, lb.	0 10 1/2

NEW BRUNSWICK MARKETS.

By Wire.

St. John, April 29.—The markets are unusually quiet, there being little of special interest. There is now no old cheese on the market, and new is getting lower in price, with good supplies. Price is 19c to 19 1/2c. Rice is 4c to 4 1/4c, there being an easier market. Leading staples are unchanged. Flour is firm. Sugar is uncertain. Eggs are plentiful, but there are slightly firmer prices. Butter is none too plentiful and quotations are firm. General business is good and collections have slightly improved.

Produce and Provisions—	
Bacon, breakfast, per lb.	0 20 0 23
Bacon, roll, per lb.	0 17 0 17
Beef, barrel	26 00 27 00
Beef, corned, 1's	2 75 3 35
Pork, American clear, per bbl.	25 00 26 00
Pork, domestic, per bbl.	25 00 27 50
Butter, dairy, per lb.	0 27 0 28
Butter, creamery, per lb.	0 31 0 32
Eggs	0 20 0 21
Lard, compound, per lb.	0 11 1/2 0 11 1/2
Lard, pure, per lb.	0 13 0 13 1/2
Cheese, new	0 19 0 19 1/2
Flour and Cereals—	
Commeal, gran.	5 75
Commeal, ordinary	1 85
Flour, Manitoba, per bbl.	9 05
Flour, Ontario	8 50
Rolled oats, per bbl.	8 00
Oatmeal, standard, per bbl.	8 50
Fresh Fruits and Vegetables—	
Lemons, Messina, box	7 60
Oranges, Val., case	4 00 5 50
Potatoes, bbl.	1 35 1 45
Sugar—	
Standard granulated	6 80
United Empire	6 70
Bright yellow	6 60
No. 1 yellow	6 30
Paris lumps	7 50
Lemons, Messina, box	3 45 3 50
Beans, hand-picked, bush	3 70 3 75
Canned pork and beans, per case	2 60 2 90
Molasses, fancy, 4c; Barbadoes	0 39 1/2 0 40
Cream of tartar, per lb., bulk	0 35 0 41
Currants, per lb.	0 08 1/2 0 09
Rice, per cwt.	4 00 4 25

DEATH OF "BILLY" COLVILLE.

William Colville, who for the past 20 years has been connected as a salesman with Dugsley-Dingman Co., the Comfort Soap people, died on Tuesday last at his home in Toronto. Mr. Colville, who was familiarly known among the travelers and the trade in general as "Billy," has not been in the best of health for several months. It will be remembered he was one of the travelers who "took in" the memorable trip around the world some years ago. He was also a member of the Drummers' Snack Club of Ontario travelers, and usually was to be found at the annual outing of the boys every midsummer.

READERS of Canadian Grocer, who have followed the market reports from week to week will have noticed that consistently the fruit and vegetable situation has been on the whole good. This is possibly more true of fruit than vegetables. Of course the fruit and vegetable business has suffered just as other lines have suffered from general business depression, effect of war and so forth, but not to anything like the extent that many other businesses have felt the shock.

The orange situation has been very firm indeed. Right through from week to week in our market report we have shown that people were buying a good many oranges, and that the season for this fruit has been exceptionally good. The crops both in the case of California and Florida have been heavy; the fruit has been good and on the whole cheap. There was a good Christmas demand for oranges and this has lasted right along up to the present time. Right now at this writing the market for oranges is firm at \$2.75 to \$3, which three or four weeks after Easter is a good price to get. Florida did not do so well in oranges this year but made up for it in other lines. California had great success with their navels, exceptionally strong advertising on the part of some firms and growers down there, coupled with the fact that the public seemed to demand oranges and coupled also with the fact that they were cheap and good fruit, made a really strong market.

Lemons have their usual trade. It has been neither better nor worse than former years. The crop was good. The fruit was good and the price right along has not been out of the way, they are selling now for \$2.75 to \$3.

Growing Consumption of Grape Fruit.

Grape fruit has had a particularly good season. There is a growing demand in Canada for this fruit and year by year there is a much greater consumption than the year preceding. The Florida crop of grape fruit was exceptionally good both from point of quality and point of quantity. The price too has been reasonably cheap right along and has held up fairly firmly. The increase in the consumption of grape fruit has been one of the features of the fruit market this season. Gradually it is becoming more and more common in Canada and Floridians are finding a better market up here for their product. It is

estimated by one importer that the consumption of grape fruit this year has been 50 per cent. heavier than last year.

Florida's Prices for Tomatoes.

Tomatoes have sold fairly well. Here again Florida has scored turning in some good new stuff, the best of which is selling for \$4.50 to \$5 a crate. Inferior quality may be had anywhere from a dollar to three dollars and a half.

With regard to the situation for the future there are one or two things of interest to note. We saw a letter from an investigator down in Lake Worth, a thriving, go-ahead fruit and vegetable district in Florida, dealing with the crops of tomatoes and cucumbers there. This letter says that at present in this district growers are getting prices of \$2.60 per crate of fancy stuff, and \$2.45 for seconds. The cost to each grower is only 40c per crate. This includes packing and hauling to the station and about 25 to 35 per cent. extra per crate for growing.

Cucumbers are in the same position. They are selling for \$8 per hamper F. O. B. station. The price of these to produce is possibly somewhere around 50 or 60c. At any rate the cost to the grower cannot be more than \$1, everything included.

The explanation of these exceptional prices is that the frost has touched most parts of Florida, and the people in Lake Worth district have escaped. Finding competition eliminated they have been able to make more or less their own prices. The crop of tomatoes and cucumbers down in this district is exceptionally heavy. It looks as if prices will not be very easy in this market for futures. We hear that early tomatoes are selling for \$4.50 to \$5 a crate and an inferior quality about \$3.50.

TOO MUCH WATER IN THE BUTTER.

Two wholesale butter firms of Vancouver were recently fined in the police court of the Pacific Coast city for selling butter with more than the ordinary amount of water in their produce. Six charges against retailers were withdrawn, the court agreeing that the wholesalers were mostly to blame. Several retailers said that they had no way of finding out if there was more than 16 per cent. of water in the butter, the maximum amount allowed by law.



FRUIT AND VEGETABLES



New Asparagus and Green Onions

Selling at Advantageous Prices—Season on These is Unusually Early — Strawberries are Cheaper—Pineapples Down—Lemons Easier in Montreal—Hot Weather is Fine Fruit Weather.

MONTREAL.

FRUITS.—Red Spanish pineapples are coming in riper, but generally pineapples are inclined to be green. The weather is hardly warm enough yet. As soon as the hot weather comes, ripe pineapples should be coming in. Prices range from 3.50 to 4.00. The price on smaller Cal. navel oranges has been advanced 25c, being now 3.25, while larger sizes—96-100 size—remain at 3.00 per box. Mexican also are unchanged. Bananas, while quoted the same as last week, are distinctly firmer. Now that steamships have begun to arrive, there should be a better demand for cranberries. Lemon market is easier, prices on fancy messinas 300 size being down to 2.75 per box. Two quotations on grapefruit—46-54-64 are 2.75, and 80-96 size are 2.50. Coconuts are being quoted as high as 5.00 per sack. Strawberries did not get as cheap as expected. Quotations this week are 16c for less than quart cups. There is still a good demand for apples.

Apples—	
Baldwins, No. 1, bbl.	3 75
Ben Davis, No. 1, bbl.	4 00
Spies, No. 1, bbl.	4 50
Starks, No. 1	4 50
Russets, No. 1, bbl.	4 50
Fameuse, No. 1, bbl.	6 00
McIntosh Reds, No. 1, bbl.	6 00
No. 2 varieties, 50c to \$1 less per barrel.	
Bananas, crate	2 25
Coconuts, sack	4 00 5 30
Cranberries, bbl.	5 00
Grapefruits, case	2 50 2 75
Grapes, Belgium hothouse, lb.	1 00 1 25
Lemons—	
Messina, Verdelli, extra fancy, 300 size	2 50 2 75
Limes, box	1 25
Oranges—	
Cal. Navel, 126-150-176-200-216-250-288.	3 25
Cal., 96-100 size box	3 00
Mexican, 126-150-176	2 25 2 50
Pineapples, 18-24 per crate	3 50 4 00
Strawberries per box	0 16

VEGETABLES.—New cabbages are down slightly, quotations being 3.50 to 3.75 per bbl. Old cabbage almost maintains its old price of 2.75 to 3.00 bbl. Grocers in Montreal are offering new cabbage at 8c per lb., which is rather high. A profit of 2c might be made selling for 6c. Wax and green beans continue too high for the average retailer, between 8.00 and 9.00 being asked. There are no leeks offering. Boston lettuce is up to 2.50 for boxes of 2 dozen

each. Cauliflowers which are getting scarcer every week, are now as high as 3.25 per dozen. Celery is down to 2.75. New carrots and beets are firmer, and have been offered this week at 1.50 per dozen bunches. Spanish onions are off the market practically, the few offering being at high prices. Good red onions are scarce, and quotations are 2.50 per sack. Asparagus is worth 5.50 for No. 1, and 4.50 for No. 2. The former should be down to 5.00 by the time this reaches the trade. Spinach has dropped considerably in New York, and is quoted here at 3.00 per bbl. There are some good tomatoes coming in, but inclined to be green. They are asking 4.00 for them.

Beets, new, doz.	1 25	1 50
Beets, bag	0 40	0 40
Beans, wax, basket	8 00	9 00
Beans, green, basket	8 00	9 00
Cabbage, per bbl.	2 50	3 00
Cabbage, red, per bbl.	1 50	1 50
Cabbage, new, bbl.	4 00	4 00
Carrots, bag	0 75	0 75
Carrots, new, doz.	1 25	1 50
Cauliflower, Florida-Cal., doz.	3 25	3 25
Cucumbers, fancy, doz.	1 50	2 00
Celery, Florida	2 75	2 75
Horseradish, lb.	0 12 1/4	0 12 1/4
Head lettuce, per box, 2 doz.	2 50	2 50
Curly lettuce, per box, 3 to 4 doz.	2 00	2 00
Mushrooms, 4 lbs., basket	2 25	2 25
Onions—		
Spanish, per case	5 50	5 50
Red, 100-lb. bags	1 75	2 00
Yellow, 100-lb. bag	1 75	2 00
Parsnips, bag		
Parsley, Canadian, doz. bunches	0 35	0 35
Peppers, green, 3/4-qt. basket	0 50	0 50
Potatoes—		
Montreal, bag	0 55	0 55
Green Mountain	0 65	0 65
New, bbl.	9 50	9 50
Potatoes, sweet, Jersey, hpr.	2 75	2 75
Radishes, doz.		
Rhubarb, hothouse, doz.	0 75	1 25
Spinach, American, in bbls.	3 00	3 00
Turnips, bag	0 75	0 75
Tomatoes, Florida, crate	4 25	4 25
Tomatoes, Bahamas, crate	3 00	3 50
Watercress, American, doz.	0 75	0 90
Watercress, Canadian, doz.	0 50	0 50

TORONTO.

FRUIT.—Some spies at \$2 a box are selling well. They are about the only apples getting any business at present. Grapes are pretty well all through, though a few tualagas are selling here and there. They are not really quotable however. Navels are higher still, with \$3 as outside price. They are firm and demand continues good. Strawberries are worth 40 cents a quart. Some are going for 35 cents. Pint baskets fetch around 18 cents. Pineapples, though

demand continues good, are lower again and we quote \$4 to \$4.50. Lemons are firm at ruling prices. Trade generally is good. Orders are of bigger extent.

Apples—	
Wagners	2 75
Greenings	2 75 3 25
Baldwins	2 50 2 75
Spies, box	4 50 5 00
Seeks	2 25 2 50
Canada Reds	2 50 2 75
No. 2s, 40-50c less.	
Bananas, per bunch	1 40 1 75
Coconuts, sack	4 00 4 25
Grapes—	
Malaga, barrel	4 50 6 90
Malaga, fancy, barrel	5 00 6 00
Grapefruit	2 75 3 00
Oranges—	
Florida	2 25 2 50
California navels	2 75 3 00
Lemons, Messinas	3 00 3 50
Lemons, California	3 00 3 50
Limes, per 100	1 25
Pears—	
California, box	3 25
Canadian, late varieties	0 25 0 30
Pineapples, Porto Rico, case	4 75 5 00
Strawberries, qt. box	0 35 0 40
Strawberries, pt. box	0 17 0 19

VEGETABLES.—Cabbage at \$1.50 a dozen is new stuff, and is getting good business. Canadian asparagus is in the market a couple of weeks' earlier than usual, and sells well for \$2.50 to \$2.75, while American stuff at \$5 to \$5.50 is firm and in good demand. Price is up 50 cents this week, though we hear of some going for \$4.50. Canadian spinach is moving quickly at a dollar a basket. Sweet potatoes are off, but new Florida stuff at \$3.75 is getting the business. Bermuda potatoes are worth a quarter more. Green onions are arriving now at 10 to 15 cents a dozen. They are nice and fresh and are selling well. Cucumbers remain firm at ruling levels. Celery is moving fairly freely at \$5 to \$6. Mushrooms for a high class trade are fetching 70 cents. Business is consistently good, and root stuff has started to move a little better.

Asparagus, Canadian	2 50	2 75
Asparagus, case	4 50	5 00
Beets, Canadian, bag	0 30	0 40
Beets, American	0 75	0 75
Cabbage, Canadian, dozen	0 50	0 75
Cabbage, new, doz.	1 50	1 50
Carrots, bag	0 50	0 75
Carrots, American	0 75	0 75
Citrons, doz.	0 45	0 45
Cucumbers—		
Slicing, hothouse	2 25	2 75
Crates	4 00	4 50
Celery, California, case	5 00	6 00
Celery, Florida	2 25	3 00
Mushrooms, per lb.	0 60	0 70
Water cress, 11-qt. basket	0 70	0 90

(Continued on page 45.)



FISH AND OYSTERS



Fresh Lake Trout Selling

Moving Well in Both Markets—Lobster Sells at Lower Levels—Lake Herrings Reduced in Price—Western Halibut Scarce.

MONTREAL.

FISH AND OYSTERS. -- Western fresh halibut remains scarce, while the eastern is coming in pretty freely at steady prices. Advices are arriving that some fish will be shipped during the present week either from Prince Rupert or from Vancouver, at a pretty stiff price. Included in this will be the first shipment of fresh salmon of the season. Of course, the price will be a novelty one—20-22c per lb. Eastern fishing continues satisfactory, and quite a good supply is expected this week. Canadian rivers and lakes are also producing heavily, and for a couple of weeks more, stocks will arrive in quantities sufficient to enable them to be disposed of at low prices. Lake trout and whitefish are arriving a little more freely, and are being sold at lower prices. A consignment of Holland herrings due here, is coming direct to this port, and will be one of the first steamships to reach Montreal. Trade in pickled, salted, and preserved fish is quiet, and prices are low. Live lobsters will be lower because of the lower price being asked for canned lobster. Producers will try to get rid of as much as they can in the fresh state. Live lobsters are 2c cheaper this week, being quoted at 18c per lb.

TORONTO.

FISH AND OYSTERS.—Fresh trout is in now from Georgian Bay, and is having a good sale at thirteen cents. Herrings—lake herrings—from the same place are moving fairly well. We quote ten cents. Whitefish continue a strong leader at 15 cents. Lobster is easier at 35 cents, and the reduction seems to have brought good business; there is a lot of lobster selling just now. Sea salmon is down a nickel, too. It is coming in more freely now. There is a big demand for smoked fish this week. Herrings are a couple of cents lower and get good business. So do ciscoes. Little necks and winkles are getting their ordinary call. Roe shad, for the people who can afford it, is a good seller. Halibut, cod and haddock have their ordinary business.

Trade is very good; better than usual at this time of year. Butchers claim that their trade is being injured, in some sort, by the competition from the fish men, and certainly these latter are doing more than they used to do. Oysters are more or less dead now, and show no sign of resurrection.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.07-.08	.10-.12
Haddies, 15-lb. and 30-lb. boxes, lb.	.07-.07½	.10-.12
Haddies, filets, per lb.	.08	.12
Haddies, Niobe, boneless, per lb.	.08½	...
Herring, Ciscoe, per lb.	.10	.10
St. John bloaters, 100 in box	1.10	1.20
Yarmouth bloaters, 60 in box	1.20	1.27
Smoked herrings, medium, box	1.20	...
Smoked boneless herrings, 10-lb. box	1.10	...
Kipper herrings, selected, 60 in box	1.50	1.25-1.60
Smoked salmon, per lb.	.25	.23
Smoked halibut	...	.20

FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—		
Gaspe, large, per lb.	.15	.21
Red, steel heads, per lb.	.12	.12-.13
Red, sockeyes, per lb.	.12	.10
Red, Cohoes or silvers, per lb.	.08-.08½	.10
Pale, qualla, dressed, per lb.	.07-.07½	.07½-.08
Halibut, white western, large and medium, per lb.	.07½-.08	.09
Halibut, eastern chicken, per lb.	.07½-.08	.10
Mackerel, bloater, per lb.	.07½-.08	.09
Haddock, medium and large, lb.	.08½-.09	.10-.12
Market codfish, per lb.	.08½	.04
Steak codfish, per lb.	.04-.04½	.10
Canadian soles, per lb.	.06	...
Blue fish, per lb.	.15-.16	...
Smelts	.09	.18-.20
Herrings, per 100 count	3.00	...
Round pike	.06-.5%	...
Grass pike	.06	.06½

DRIED AND PREPARED FISH.

Dried codfish, medium and small, 100 lb.	7.00	7.50
Dried hake, medium and large, 100 lb.	6.00	...
Dried pollock, medium and large, 100 lb.	6.00	...
Dressed or skinless codfish, 100-lb. case.	7.25	8.00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0.08	0.08
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0.07	0.07
Boneless codfish, strips, 20-lb. boxes	0.12	0.10
Shredded codfish, 12-lb. boxes, 24 cartons, a box	1.80	1.80
Boneless codfish, in 2-lb. and 3-lb. boxes	0.15	0.15

BULK OYSTERS, CLAMS, ETC.

Standard, solid meats, gal.	1.75	1.75
Standard, bulk, gal.	1.40	1.40
Selects, per gal., solid meat	2.00	2.80
Best clams, imp. gallon	1.60	...
Best scallops, imp. gallon	2.00	2.25
Best prawns, imp. gallon	2.25	...
Best shrimps, imp. gallon	2.25	...
Sealed, best standards, qt. cans, each	0.40	...
Sealed, best select, quart cans, each	0.50	...

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

Cape Cod shell oysters, per bbl.	8.00	...
Canadian cultivated oysters, bbl.	9.00	10.00
Clams, per bbl.	6.00	8.00
Live lobsters, small, lb.	0.15	0.35
Live lobsters, medium and large, lb.	0.18	...
Live lobsters, medium and large	0.18	...
Winkles, bush.	2.00	2.00
Little necks, per 100	1.25	1.60

FRESH SEA FISH.

	Montreal	Toronto
Halibut	10-12	0.12
Haddock, fancy, express, lb.	5-6	0.08
Steak, cod, fancy express, lb.	7-7½	0.10
Herrings, Gaspereaux	2	...
Flounders	6	0.14
Salmon, Western	0.22	0.25
Salmon, Eastern	0.50	...

FRESH LAKE FISH.

Carp, lb.	0.07	0.10
Pike, lb.	0.06	0.10

Perch, lb.	0.06	0.10
Suckers, lb.	0.05	0.07
Whitefish, lb.	0.14	0.15
Herrings, lb.	0.10	0.10
Lake trout, lb.	0.15	0.13
Dressed bullheads	0.10	...

FROZEN—LAKE AND RIVER.

White fish, large, per lb.	.08½-.09	.09
White fish, small tullibees, per lb.	.05½-.06	.07
Lake trout, large and medium, lb.	.08	.12
Dore, dress or round, lb.	.09	.08-.10
Pike, dressed and headless, lb.	.08-.08½	.07
Pike, round, per lb.	.06½-.08	.08-.09

PICKLED FISH.

Salmon, Labrador, tierces, 300 lb.	20.00	...
Salmon, Labrador, bbls., 200 lbs.	14.00	...
Salmon, Labrador, half bbls., 100 lbs.	7.50	...
Salmon, B.C., bbls.	13.00	14.00
Sea trout, Baffin's Bay, bbls., 200 lb.	13.00	...
Sea trout, Labrador, bbls., 200 lb.	13.00	...
Sea trout, Labrador, half bbls., 100 lb.	6.50	6.50
Mackerel, N.B., bbls., 200 lb.	12.00	...
Mackerel, N.B., half bbls., 100 lb.	7.00	...
Mackerel, N.S., pails, 20 lbs.	1.75	2.00
Herrings, Labrador, bbls.	6.00	6.25
Herrings, Labrador, half bbls.	3.25	3.25
Lake trout, 10-lb. kegs	6.00	6.00
Quebec sardines, bbls.	6.00	...
Quebec sardines, half bbls.	3.00	...
Tongues and sounds, per lb.	0.07½	...
Scottish herrings, imported, half bbls.	8.00	...
Holland herrings, imp'ted milkers, hf bbls.	8.00	...
Holland herrings, imp'ted milkers, kegs.	0.85	0.75-1.00
Holland herrings, mixed, half bbls.	7.00	...
Holland herrings, mixed, kegs	0.85	0.70-0.85
Lochfyne herrings, box	1.35	...
Turbot, bbl.	14.00	...
Green cod, No. 1, bbl.	10.00	10.00
Green cod, No. 2, bbl.	8.00	8.00

WINNIPEG.

FISH.—This is very much better between seasons in the fish market. Fresh lake fish is still unobtainable, and supplies of frozen fish are almost exhausted. There is a comparatively good demand for fresh salmon and halibut, also for whitefish. Other lines are not moving rapidly.

Fish—		
New fresh jackfish	0.05%	...
New tullibees	0.08	...
Fresh whitefish	0.08	...
Fresh pickerel	0.07½	...
Trout	0.10	...
Gold eyes	0.03%	...
Halibut	0.09	...
Frozen halibut	0.09	...
Salmon	0.16	...
Frozen salmon	0.10	...
Fresh cod	0.10	...
Fresh smelts	0.11	...
Oysters, per gal., Imperial	2.30	...
Carriers (4% Imperial gal.)	10.75	...
Shell oysters, per cwt.	1.75	1.85
Shell oysters, per bbl.	17.00	...
Haddies	0.09	...
Haddies, filets	0.12%	...
Bloaters, box	1.50	...
Kippers, per box	1.75	...
Ocean herring, lb.	0.08	...

W. A. Stonehouse, Steelton, Ont., grocer, has sold to D. Robertson.

J. R. Skinner & Son, have reopened the Palm Grocery, in West Lorne, Ont.

A. T. Bonathan has purchased the general store business of W. S. Mitchell, Paisley, Ont.



PRODUCE AND PROVISIONS



Advancing Market for Pork Products

Montreal Records Advances—Toronto Prices Firm—Egg Storing Begins Unusually Early—Is It Wise?—New Butter and Cheese Coming in Freely.

MONTREAL.

PROVISIONS.—Boiled hams were advanced to 26c per lb. on Wednesday. The tendency is up on several lines. Compound lard is not selling for less than 93 $\frac{1}{4}$ c, and there is a good demand for it. There are few demands for pure lard in tierces, but there is a good demand for 60-lb. tubs. Tierces are still quoted at 12 $\frac{1}{4}$ c.

Hams—		
Small, per lb.	0 18	
Medium, per lb.	0 17 $\frac{1}{2}$	
Large, per lb.	0 16	
Bacon—		
Plain, bone in	0 21	
Boneless	0 24	
Peameal	0 24	
Bacon—		
Breakfast, per lb.	0 20	
Roll	0 16	
Shoulders, bone in	0 14	
Shoulders, boneless	0 15	
Cooked Meats—		
Hams, boiled, per lb.	0 26	
Hams, roast, per lb.	0 28	
Shoulders, boiled	0 25	
Shoulders, roasted	0 26	
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	0 15 $\frac{1}{2}$	
Long clear bacon, 80-100 lbs.	0 14 $\frac{1}{2}$	
Flanks, bone in, not smoked	0 15 $\frac{1}{2}$	
Barrelled Pork—		
Heavy short cut mess	26 00	Per bbl.
Heavy short cut clear	28 00	
Clear fat backs	29 00	
Clear pork	27 00	
Lard, Pure—		
Tierces, 350 lbs., net	0 12 $\frac{1}{2}$	
Tubs, 50 lbs., net	0 13	
Boxes, 50 lbs., net	0 12 $\frac{1}{2}$	
Pails, wood, 20 lbs., gross	0 12 $\frac{1}{2}$	
Pails, tin, 20 lbs., gross	0 12 $\frac{1}{2}$	
Cases, 10-lb. tins, 60 in case	0 13	
Cases, 3 and 5-lb. tins, 60 in case	0 14 $\frac{1}{2}$	
Bricks, 1 lb., each	0 14 $\frac{1}{2}$	
Lard, Compound—		
Tierces, 375 lbs., net	0 09 $\frac{1}{2}$	0 10
Tubs, 50 lbs., net	0 10 $\frac{1}{2}$	0 10 $\frac{1}{2}$
Boxes, 50 lbs., net	0 10 $\frac{1}{2}$	0 10 $\frac{1}{2}$
Pails, wood, 20 lbs., net	0 10 $\frac{1}{2}$	0 10 $\frac{1}{2}$
Pails, tin, 20 lbs., gross	0 10 $\frac{1}{2}$	0 10 $\frac{1}{2}$
Cases, 10-lb. tins, 60 in case	0 11 $\frac{1}{2}$	0 11 $\frac{1}{2}$
Cases, 3 and 5-lb. tins, 60 in case	0 11 $\frac{1}{2}$	0 11 $\frac{1}{2}$
Bricks, 1 lb., each	0 12 $\frac{1}{2}$	0 12 $\frac{1}{2}$
Hogs—		
Dressed, abattoir killed	12 75	13 25

BUTTER.—In the country last week end, sales were made around 32c. This is a considerable drop compared with prices for the week before—about three cents. The retailer was paying 35c to wholesalers early in the week, but by the time this reaches the trade, the price should be down to 33c. The quality of the new butter being made is first class for fodder butter. Little old is left, and that is American which has been brought in here during the past few weeks. There is practically no more American butter coming in.

Butter—	
Finest creamery	0 33
Dairy prints	0 28
Dairy, solids	0 28
Dairy, solids	0 28
Separator prints	0 28
Bakers'	0 24

CHEESE.—The price for new made

in the country is down to a little over 15c, but wholesalers in the city are getting the old price—from 18 to 19c. The reason for this high price being maintained is that there is little old left, and little being made as yet.

Cheese—		
Old make	0 18	0 19
New make	0 17 $\frac{1}{2}$	0 18
Old specials, per lb.	0 20	0 20
Stilton	0 19	0 20

EGGS.—The following were the quotations early this week: No. 1's 23c; selects 24c; stamped eggs 25c. These are higher prices than have prevailed for several weeks, but the price in the country has been high for two weeks, very high in fact, considering the questionable outlook for eggs. The sales of eggs are much below what they were last year at this time, and have been lower for some time.

Eggs, case lots—		
Stamped	0 25	
Selects	0 24	
No. 1's	0 23	

POULTRY.—Live ducks are considerably cheaper this week, dealers having difficulty in securing more than 24c for them, so that much lower prices are likely. There are few available, and demand is small. They are hardly worth quoting. Fowls move very slowly, and the price remains about the same. Farmers are holding on to their stock. Spring chickens are not expected in for another month or more. Demand for turkeys is only light. Live geese are bringing about 10 to 13c. Generally speaking, the demand for frozen poultry continues good.

Fresh Stock—		
Fowl, 5 lbs. and over	19	17-18
Fowl, small	16	14-16
Spring chicken	21-25	20-25
Turkeys, fancy	20-25	20-25
Ducks	22-24	18-18
Geese	10-13	15
Pigeons, pair	30-35	
Squab pigeons, pair	50-60	

TORONTO.

PROVISIONS.—Hogs are higher, and for that reason all pork products are firmer, though not actually higher this week. They were advanced last week. They are always up as summer comes along, and a half a cent to a cent advance is registered at intervals. Lard, particularly pure, is firm and market is advancing.

Hams—		
Light, per lb.	0 17 $\frac{1}{2}$	0 18

Medium, per lb.	0 16 $\frac{1}{2}$	0 17
Large, per lb.	0 15	0 15 $\frac{1}{2}$
Bacon—		
Plain, per lb.	0 20	0 21
Boneless, per lb.	0 23	0 24
Pea meal, per lb.	0 24	0 24
Bacon—		
Breakfast, per lb.	0 18 $\frac{1}{2}$	0 22 $\frac{1}{2}$
Roll, per lb.	0 14	0 15
Shoulders, per lb.	0 13 $\frac{1}{2}$	0 14 $\frac{1}{2}$
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 13 $\frac{1}{2}$	0 14
Cooked Meats—		
Hams, boiled, per lb.	0 23	0 24
Hams, roast, per lb.	0 24	0 25
Shoulders, boiled, per lb.	0 21	0 22
Shoulders, roast, per lb.	0 21	0 22
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 11 $\frac{1}{2}$	0 11 $\frac{1}{2}$
Tubs, 60 lbs.	0 12	0 12 $\frac{1}{2}$
Pails	0 12 $\frac{1}{2}$	0 12 $\frac{1}{2}$
Tins, 3 and 5 lbs., per lb.	0 13	0 13 $\frac{1}{2}$
Bricks, 1 lb., per lb.	0 13 $\frac{1}{2}$	0 13 $\frac{1}{2}$
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 09	0 09 $\frac{1}{2}$
Tubs, 50 lbs., per lb.	0 09 $\frac{1}{2}$	0 10
Pails, 20 lbs., per lb.	0 10	0 10 $\frac{1}{2}$
Hogs—		
F.O.B., live, per cwt.		7 45
Live, fed and watered, per cwt.		7 75
Dressed, per cwt.	10 00	10 50

BUTTER.—There is an easier tone to the market. Receipts are increasing, and we quote creamery prints for storage at a slightly wider range, 31 to 33 cents. There is considerable selling at the lower figure. The new stuff is coming right along now, and as the rains come and the grass grows there will be more milk and lower prices. Fresh made is down a cent too. Lower grades remain steady at prices which obtained last week. The more domestic stuff we get the less American butter will be used. The slight decline that we predicted last week is materializing. It should go further as weeks go on.

Butter—		
Creamery print, storage	0 31	0 33
Creamery prints, fresh made	0 33	0 34
Separator prints	0 27	0 28
Dairy prints, choice	0 26	0 27
Dairy, solids	0 22	0 24
Bakers'	0 19	0 23

CHEESE.—New stuff is coming in right along now, and gradually prices will ease up. We quote 17 to 17 $\frac{1}{2}$ for large; there is a lot to be had at 17 cents. Old stuff is getting pretty well cleaned up at the high figures which have ruled all winter. Nobody is sorry to see new cheese at reasonable prices.

Cheese—		
Old, large	0 19	0 19 $\frac{1}{2}$
Old, twins	0 19 $\frac{1}{2}$	0 19 $\frac{1}{2}$
New, large	0 17	0 17 $\frac{1}{2}$
New, twins	0 17 $\frac{1}{2}$	0 17 $\frac{1}{2}$

EGGS.—There are no price changes to report this week. Prices should ease up right along now, though. Receipts of new laids are very large. We are be-

CANADIAN GROCER

ginning the two or three weeks of heaviest production. Prices remain firm owing to the heavy storage demand. This is unusually early for storing, two or three weeks before usual. In a letter to a concern here a prominent egg man in New York expresses his surprise at the early start, in view of the heavy production and the fact that prices will cheapen. He says that egg men surely have a lot of nerve to store new laids at these present levels.

Eggs—		
New laid, in cartons	0 23	0 24
New laid	0 21	0 22
Cracked eggs	0 18	0 19

POULTRY.—There is hardly anything coming. There hasn't been a live bird on the Street this week, and it would be a shock if one were to appear. Provision men would think it was a wraith. Prices aren't quotable. There is a wide range and such a variety. Spring chicken is in good demand, and what there is gets anywhere from 11 to 16 cents. General average is around 13c. Demand for frozen stuff keeps good.

Fresh Stock—	Live.	Dressed.
Fowl	12-15	13-15
Spring chicken, lb.	12-16	15-18
Fancy, crate-fed chicken, 5 lbs.	16-18	18-20
Turkeys, fancy		20-24
Turkeys, old Tom	15-16	18-20
Ducks	12-14	15-17
Geese	10-12	10-13

WINNIPEG.

PRODUCE.—On the whole business is reported satisfactory. There have been no changes whatever in price of cured meats, and lard still remains at the advanced prices struck a little time ago. The market for lard is strong.

Cured Meats—	
Hams, per lb.	0 20
Shoulders, per lb.	0 15
Bacon, per lb.	0 25
Long clear, D.S., per lb.	0 14
Mess pork, bbl.	21 00
Lard—	
Tierces	13 00
Tubs	7 95
Pails	2 73
Cases, 5c	8 32
Cases, 3c	8 40

BUTTER.—It is expected that prices here should come down before long. Butter, of course, is exceedingly high for this time of year, due to the fact that there is little or no storage butter left, but this is perhaps due to some exporting during last fall and winter, also to the fact that there really was not the butter in the country. The spring weather is certain to result in more milk going to the creameries, and a drop in price may be expected at any time.

Butter—	
Creamery, Manitoba	0 35
Dairy	0 27
Cooking	0 22
Bricks, 1 lb., per lb.	0 13

CHEESE.—New stock is being received. This is not coming in any great quantities, however, and prices remain at the old quotations.

Cheese—	
New, large	0 20
New, twins	0 20 1/2

EGGS.—Good supplies are being received, and eggs are going extensively into storage. The impression is that

these are now about as low as they will go, although in June and July there may be a great quantity thrown on the market, since it is felt the difficulty in financing will prevent a number storing eggs who formerly have done so. This week prices are generally quoted at from 17 to 19c.

Eggs, new laid, doz.	0 17	0 19
---------------------------	------	------

POULTRY.—Perhaps because of the rather high price for meat, a good demand is being felt for this time of year. Chickens especially are wanted.

Fresh Stock—	
Turkeys, per lb.	0 18
Ducks, per lb.	0 10
Chickens, per lb.	0 15
Geese, per lb.	0 15

FRUIT AND VEGETABLES.

(Continued from page 42.)

Onions—		
Spanish, big crate	4 25	4 50
Can., 75-lb. bags	1 25	1 50
Can., 100-lb. sacks	2 50	2 75
Green peppers, basket	0 65	0 70
Potatoes, Delaware	0 60	0 65
Potatoes, Canadian, bag		3 75
Potatoes, Florida, new bush.		4 00
Potatoes, new, Bermudas	0 30	0 35
Parsley, basket, 11-qt.		0 75
Parsley, American		0 30
Pumpkins	0 25	0 30
Tomatoes, hothouse, lb.	4 00	4 50
Tomatoes, Florida, crate		0 30
Turnips, bag	0 20	0 30
Lettuce, leaf	2 30	2 75
Lettuce, Boston, head, small	0 55	0 65
Parsnips, Canadian, bag		2 50
Persimmons, California, crate		0 75
Pomegranates, doz.	3 00	3 25
Pomegranates, crate	0 90	1 15
Rhubarb, hothouse		1 00
Spinach, bushel		

WINNIPEG.

FRUIT AND VEGETABLES.—The week has seen a number of changes both in price and in lines which are upon the market. Barrel apples are practically off. Same is true of grapes. California lemons have risen materially, being now quoted at \$4.25 per case, and they are sure to go higher. The demand is getting heavier and with the summer comes the necessity of icing cars—itsself costing 25c per box, and also the necessity of making allowance for waste.

Navel oranges are strong at \$3.50 and are likely to go higher. When they go above \$4 it will almost result in the introduction of Valencia oranges. Mediterranean sweets are soon expected to be here. Pineapples are now coming in from California, being quoted at \$6 per case. Demand is fair. Cubans are expected in few months' time, and then prices will be materially lower. It is expected that they will be low enough towards the end of May to make preserving possible. For strawberries there is a fair demand. Owing to rather uncertain quality and crop it has been necessary to express a lot of these berries in order to get them here in good shape. These express berries have been selling at \$6 per crate, at which price the demand is weak. Some coming by car express sold on Monday at \$5. They moved well. With bananas are coming in cocoa-

nuts, which are being quoted at \$1 per dozen.

Apples—	
Washington	1 60
B. C., box apples	1 50
Bananas, lb.	0 44 1/2
Cranberries, case	0 75
Cocoanuts, doz.	1 00
Grape fruit	3 25
Lemons—	
California	4 25
Oranges, California Navels	3 50
Pineapples, per case	6 30
Strawberries—	
Express, per crate	6 00
Car express, per crate	5 00

VEGETABLES.—Many new lines are on the market this week, and local stuff coming has resulted in some Southern lines being practically forced off.

Leaf lettuce is being peddled locally by market gardeners, with the result that the price in this has dropped to 40c per dozen. Valencia onions are off the market. The week has seen the arrival of a splendid car of Oregon yellow onions and these at \$3.25 per bag have moved rapidly. Local handlers have received information that some buyer in Winnipeg has an order for foreign delivery. It is supposed that this supply must be wanted for military purposes. There will be considerable difficulty experienced, however, in getting the goods. Washington rhubarb has dropped 25c, being now quoted at \$2 per case. California green peas are now arriving, selling at 15c per lb. New carrots with tops, and beets are selling at \$1 per dozen bunches. Asparagus, too, is moving well; California stock weighing about 25 to 35 lbs. per case is selling at \$5.50 and Washington grass, weighing about 20 lb. per case, is quoted at \$2.50.

Asparagus—	
Washington, per case (about 20 lbs.)	2 50
California, per case (about 25-35 lbs.)	5 00
Celery, Florida (about 4 doz. to case)	4 00
Texas cabbages	0 04 1/2
Cauliflower, per doz.	2 00
Head lettuce, California, per doz.	1 00
Leaf lettuce, doz.	0 40
Onions—	
Oregon, 100-lb. sacks	3 25
Potatoes, new, Louisiana, per lb.	0 08
Parsley, per doz. bunches	0 40
Rhubarb, Washington, 40-lb. crate	2 00
Sweet potatoes, per lb.	0 06
Spinach, Washington, 20-lb. crate	1 75
Tomatoes, Florida, per case	6 00
Honey, comb, per case (24 sections)	5 50
Green peas, California, per lb.	0 15
Carrots and beets, California, doz. bchs.	1 00

FINED UNDER TRADING STAMP ACT.

The International Scrip Co. of Western Canada were fined \$100 and costs in a Calgary (Alta.) court recently for contravening the Trading Stamp Act. Some time ago Canadian Grocer showed how these "scrip" people were operating in the West and hinted that it was possible their methods were not in accordance with the Trading Stamp Act. The so-called "scrip" in which they dealt was sold to the merchants, who in turn handed it out to purchasers. By collecting it customers could use it in traveling on the railways and steamboats.



FLOUR AND CEREALS



Will Flour Go Still Higher?

Feelings in Large Markets is in Affirmative—Cereals Mostly Quiet—Good Demand for Feeds—Prices on May Wheat 'Way Up—Manitoba Flour for Export.

MONTREAL.

FLOUR.—A strong feeling has characterized markets for spring wheat flour during past ten days, but no further advance has taken place since those announced in last issue, amounting to 40c. This brought price of first patents up to 8.20, seconds to 7.70, and strong clears 7.50. This price established a new record for spring wheat flour in Canada, this being the highest price for a good many years. This action the millers claim was justified on account of the high price reached by wheat. It would not surprise the trade here if prices went still higher. In sympathy with the advance in spring wheat flour, a slight advance took place in winter wheat flour, but there is no improvement in the demand which amounts only to hand to mouth. The demand for spring wheat flour is considerably better.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	8 20
Second patents	7 70
Strong bakers	7 50
Flour in cotton sacks, 10 cents per barrel more.	
Car	Small
lots.	lots.

Winter Wheat Flour—	Per 96-lb. sack
Fancy patents	7 55
90 per cent., in wood	7 20
90 per cent. in bags	3 25

CEREALS.—The market for rolled oats is considerably firmer owing to a fairly good demand for supplies for export. On the other hand, demand from home is quiet, being principally for small lots. There is little change in prices.

Commeal—	Per 96-lb. sack
Gold dust	2 50
Unbolted	2 25

Rolled Oats—	90's in jute.
Small lots	3 45
25 bags or more	3 40
Packages, case	4 75
Rolled oats in cotton sacks, 5 cents more.	

Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.	100-lb. bbls.
Small lots	3 80
Hominy, per 96-lb. sack	2 75
Corn flour, bag	3 05
Rye flour, bag	3 30
Barley, pot	2 75

FEEDS.—There has been little change in prices for two months or so, sales of bran still being made at \$26, and of shorts at \$28. Middlings are bringing from \$33 to \$34 per ton. There has been a demand from the United States for bran, but prices the Americans are willing to pay are too low.

Mill Feeds—	Per ton
Bran	25 00
Shorts	25 00
Middlings	30 00
Wheat moulee	30 00

Feed flour, bag	2 55
Mixed chops, ton	41 00
Crushed oats, ton	43 00
Barley, pot, 96 lbs.	2 85
Oats, chop, ton	43 00
Barley chop, ton	37 00
Feed oats, cleaned, Manitoba, bush.	0 75
Feed wheat, bag	2 35

TORONTO.

FLOUR.—There is no change in prices this week. The advance of forty cents last week did not make any material difference to trading. Business at home is quiet, though export has looked up some this last few days. There was a big parcel of Manitoba flour went forward to Britain last week-end at the advanced price. Ontario flour, notwithstanding the fact that it did not share in the advance last week, is dull, and there is little call at time of writing. Notwithstanding the slow market, however, as we prophesied last week, another increase is in the offing. It has not materialized at this date, but it will not be long delayed. The reason, as before, is the extraordinary price of wheat. Chicago wheat is worth \$1.65, and Winnipeg wheat \$1.64. This latter shows a gain for the week of nearly three cents a bushel, and there is no indication that this will be the last upward movement. There is an excessive demand both for American and Canadian stuff, particularly for European buying, and with wheat where it now stands flour prices are low. We pointed out last week that, despite increase in flour levels Manitoba was, according to millers, still thirty cents below the market. Ontario is even lower. Advances in both are a likelihood.

Manitoba Wheat Flour—	Small lots.	Car lots.
First patents	8 30	8 10
Second patents	7 80	7 60
Strong bakers	7 60	7 50
Flour in cotton sacks, 10c per bbl. more.		

Winter Wheat Flour—	Small lots.	Car lots.
Fancy patents	7 40	7 20
90 per cent.	7 20	7 00
Straight roller	7 00	6 80
Blended flour	7 00	7 50

CEREALS.—Rolled oats are quiet again, and little business is being put through. Barley displays some activity of the spasmodic kind, but is not steadily firm. The end of the season has come

for split peas, and they are in good demand because of the scarcity. Cornmeal is easier. So is whole wheat flour.

Barley, pearl, 96 lbs.	5 00
Buckwheat grits, 96 lbs.	4 25
Corn flour, 96 lbs.	3 00
Cornmeal, yellow, 96 lbs.	2 25
Graham flour, 96 lbs.	3 70
Hominy, granulated, 96 lbs.	3 00
Hominy, pearl, 96 lbs.	3 00
Oatmeal, standard, 96 lbs.	3 92½
Oatmeal, granulated, 96 lbs.	3 92½
Peas, Canadian, boiling, bush.	2 80
Peas, split, 96 lbs.	5 25
Rolled oats, 90-lb. bags	3 35
Rolled wheat, 100-lb. bbl.	3 85
Rye flour, 96 lbs.	3 10
Whole wheat flour, 96 lbs.	3 75
Wheatlets, 96 lbs.	4 00

MILL FEEDS.—Feeds continue very scarce, and there is a good demand for what there are. There will be lots of feed wanted yet, and we see no reason for lower prices for some time. There is quite a good deal of export business going on.

Mill Feeds—	Mixed cars, per ton
Bran	26 00
Shorts	28 00
Middlings	30 00
Wheat moulee	30 00
Feed flour, per bag	1 85

Oats—	per ton
No. 3, Ontario, outside points	0 55
No. 3, C.W., bay ports	0 67

WINNIPEG.

FLOUR AND CEREALS.—It was indicated last week that if wheat touched \$1.60 mark there would certainly be an upward movement in the price of flour. In the first week after the re-opening of navigation wheat did rise remarkably, going well over \$1.60 and staying near that point. As a result millers have advanced their prices 20c. The market is exceedingly quiet at present. Farmers are staying on the land and no great supplies of wheat are being brought in nor is there any country ordering for flour. This is also true of rolled oats. If wheat should drop materially, flour also will go down.

Manitoba Wheat Flour—	Per bbl.
Best patents	7 50
Second patents	7 00
Low grades	5 50
Rolled oats, 90's	3 20
Standard oatmeal, 96 lbs.	6 15
Commeal, 96's	3 80

Frank Nilan, grocer, St. James, Man., has sold to John Carter.

Edward O'Donnell has opened a grocery business in Fort William, Ont.

On Dress Parade

OUR NEW ATTRACTIVE PACKAGE

“SCOTCH” HEALTH BRAN

IS READY FOR YOUR APPROVAL. ASK YOUR WHOLESALE GROCER.

“SCOTCH” FINE CUT OATMEAL

IS ALSO MEETING WITH A BIG DEMAND.



Quality—

Then Price

A MARK OF QUALITY

TILLSON'S ROLLED OATS

A FOOD—

NOT A FAD

Write us for quotations on Rainbow Flour, Bran, Shorts, Pearl Barley, Split Peas, Oatmeal, Goldie's Star Flour, King of Patents and Gold Seal Flour.

Canadian Products **MADE IN CANADA** By Canadians.

Canadian Cereal and Flour Mills, Limited, Toronto

WHY NOT?

It's Common Sense

WHEN Canada can produce an article, not only better, but cheaper than a similar imported article, there is every reason why it should, and no logical reason why it shouldn't be given the preference. Canada produces the finest wheat in the world. In a most modern plant this wheat is used to manufacture

L'ETOILE

(Star)

and

Hirondelle

(Swallow)

macaroni, which is the very best quality.

THERE IS A DEMAND

for these goods, created by the quality of the goods and a vigorous advertising policy.

Mr. Grocer, it is your duty to yourself to sell these goods—because they will sell and give your customers perfect satisfaction.

Order from 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.

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.	65
6 oz. Tins, 4 doz. to case, weight 25 lbs.	90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 60
16 oz. Tins, 4 doz. to case, weight 70 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 80 lbs.	9 50

COOK'S FRIEND BAKING POWDER.

W. D. McLaren, Limited.

In Cartons—	Per doz.
No. 1 (25c size), 4 doz. cs. \$ 2 25	
No. 1 (25c size), 2 doz. cs. 2 30	
No. 10 (20c size), 4 doz. cs. 1 80	
No. 10 (20c size), 2 doz. cs. 1 85	
No. 8 (15c size), 4 doz. cs. 1 30	
No. 2 (10c size), 6 doz. cs. 0 80	
No. 2 (10c size), 3 doz. cs. 0 85	
No. 3 (5c size), 4 doz. cs. 0 45	

Also in tins. Prices on application.

ROYAL BAKING POWDER.

Size	Per doz.	Bbl. lots Less than or 10 cases 10 case lots and over	Per doz.
Dime	\$.95		\$.90
4-oz.	1.40		1.35
6-oz.	1.95		1.90
8-oz.	2.55		2.50
12-oz.	3.85		3.75
16-oz.	4.90		4.80
2 1/4-lb.	11.60		11.35
3-lb.	13.60		13.35
5-lb.	22.35		21.60

Barrels—when packed in barrels one per cent. discount will be allowed.

FOREST CITY BAKING POWDER.

6-oz. tins	\$0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb.	\$0 17
In 10-lb. lots or case	0 16

COUPON BOOKS — ALLISON'S.

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

UN-NUMBERED.

100 books and over, each	0 03 1/2
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, 1/2 cent.

CEREALS.

	Per case
Biscuit Flour (Self-rising), 2 doz. to case, weight 70 lbs.	\$3 00
Buckwheat Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00

	Per case
Pancake Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
Breakfast Food, 2 doz. to case, weight 85 lbs.	4 50
King's Food, 2 doz. to case, weight 95 lbs.	5 50
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

DOMINION CANNERS, LIMITED.

Aylmer Pure Jams, 16 oz. Jars.	Per doz.
Strawberry, 1914 pack	\$2 20
Raspberry, red, heavy syrup	2 10
Black Currant	2 10
Red Currant	2 10
Peaches	2 10
Pear, Bart.	2 10

Aylmer Pure Jellies.

Red Currant	2 10
Black Currant	2 10
Crabapple	1 45
Raspberry and red currant	2 10
Raspberry and gooseberry	2 10
Plum jam	1 85
Green Gage plum stoneless	1 85
Gooseberry	1 85
Grape	1 85

Aylmer Marmalade

Orange Jelly	1 60
Lemon	1 60
Pineapple	1 90
Ginger	2 25

Aylmer Pure Preserves—Bulk

	5 lbs. 7 lbs.
Strawberry	0 72 1 00
Black currant	0 65 0 85
Raspberry	0 65 0 85

Aylmer 14's and 30's per lb.

Strawberry	0 14
Raspberry	0 14

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, 1/2-lb. tins, doz.	2 40
Perfection, 1/4-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble bulk, No. 1, lb.	0 20
Soluble bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

(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 60
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

The sale of ordinary Coffee is pound by pound—each sale a separate task. But you need sell a customer one pound only of

CHASE & SANBORN'S Coffee

He will buy it after that of his own choice.

Chase & Sanborn, - Montreal HIGH-GRADE COFFEES

There are 30 Years of Unqualified Success Behind Dr. Cassell's Tablets

In "Old England" these tablets have become famous for their curative effects on all nerve disorders—the most common ailment in the human race to-day.

We are now spending \$60,000 in consumer advertising to tell All Canada about Dr. Cassell's Tablets and to assist the dealers from coast to coast in adding to their 1915 revenue with a 50% profit on extra sales and laying a solid foundation for steady future business.

Keep Dr. Cassell's Tablets in a prominent display and sales will come readily.

Order your stock to-day.

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

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



Pickling Spices!

Every retailer knows that there are as many grades and qualities of whole spices as there are of the regular spice line.

A combination may be made up for a very low price per pound, and the customer might think she had a bargain—until she had tried her pickles, then!!

Our Quality Slogan applies to Pickling Spices almost more than to any other line, that is:

Quality Counts! Costs More! Worth It!

You have to rely to a much larger extent upon the manufacturer in this line, as Pickling Spices must combine a great many different kinds of whole spices. In **WHITE SWAN** every Berry, Seed and Leaf necessary to produce a rare, appetizing flavor that the cook can boast of, is included.

Every package guaranteed with the Government Warranty.



Window Front. 4-oz. pkgs., 4 doz. to case, 75c per doz.

Order from your wholesaler, or direct.

White Swan Spices and Cereals, Ltd.
156 Pearl St., TORONTO

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 doz. in box, per doz.	1 00
Chocolate Confections Per lb.	
Maple buds, 5-lb. boxes	0 37
Milk medallions, 5-lb. boxes	0 37
Chocolate wafers, No. 1, 5-lb. boxes	0 31
Chocolate wafers, No. 2, 5-lb. boxes	0 26
Nonparell wafers, No. 1, 5-lb. boxes	0 31
Nonparell wafers, No. 2, 5-lb. boxes	0 26
Chocolate ginger, 5-lb. boxes	0 31
Milk chocolate wafers, 5-lb. boxes	0 37
Coffee drops, 5-lb. boxes	0 37
Lunch bars, 5-lb. boxes	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, 1/4's, 6-lb. boxes, lb.	0 37
Nut milk chocolate, 1/4's, 6-lb. boxes, lb.	0 37
Nut milk chocolate, 5c bars, 24 bars, per box	0 85
Almond nut bars, 24 bars, per box	0 85

JOHN P. MOTT & CO.'S.

Miss N. Estabrook, St. John, N. B.; J. A. Taylor, Montreal; P. O.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Perse, Calgary, Alta.; Russell, Johnson, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) doz.	0 30
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
Breakfast cocoa, 1/4's and 1/2's	0 36
No. 1 chocolate	0 30
Navy chocolate, 1/2's	0 26
Vanilla sticks, per gr.	1 00
Diamond chocolate, 1/4's	0 24
Plain choice chocolate liquors	20 30
Sweet chocolate coatings	0 20

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved	Per case
Eagle Brand, each, 4 doz.	\$6 25
Reindeer Brand, each, 4 doz.	6 25
Silver Cow Brand, each 4 doz.	5 75
Gold Seal Brand, each, 4 doz.	5 60
Mayflower Brand, each 4 doz.	5 60
Purity Brand, each 4 doz.	5 60
Challenge Brand, each 4 doz.	4 85
Clover Brand, each 4 doz.	4 85

Evaporated (Unsweetened)—	
St. Charles Brand, small, each 4 doz.	2 00
Peerless Brand, small, each 4 doz.	2 00
St. Charles Brand, Family, each 4 doz.	3 90
Peerless Brand, Family, each 4 doz.	3 90
Jersey Brand, Family, each 4 doz.	3 90
St. Charles Brand, tall, each 4 doz.	4 50
Peerless Brand, tall, each, 4 doz.	4 50
Jersey Brand, tall, each, 4 doz.	4 25

St. Charles Brand, Hotel, each, 2 doz. 4 50

Peerless Brand, Hotel, each, 2 doz.	4 25
Jersey Brand, Hotel, each, 2 doz.	4 25
St. Charles Brand, gallons, each, 1/2 doz.	4 75
"Reindeer" Coffee and Milk, "large," each, 2 doz.	4 80
"Reindeer" Coffee and Milk, "small," each, 4 doz.	5 50
"Regal" Coffee and Milk, each, 2 doz.	4 50
"Reindeer" Cocoa and Milk, each, 2 doz.	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN.

1 lb. tins, 4 doz. to case, weight 80 lbs.	36
1 lb. tins, 2 doz. to case, weight 35 lbs.	20

Add one-half cent per pound to the above.

ENGLISH BREAKFAST COFFEE.

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

MOJA.

1/2 lb. tins, 2 doz. to case, weight 22 lbs.	32
1 lb. tins, 2 doz. to case, weight 40 lbs.	30
2 lb. tins, 1 doz. to case, weight 40 lbs.	30

PRESENTATION COFFEE.

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

MINTO BROS.

MELAGAMA COFFEE.

Whol. Ret'l.

1s, 1/4s, Grd.	25	30
1s, 1/4s, B. & G.	32	40
1s only, B. & G.	35	45
1s, 1/4s, B. & G.	38	50

Packed in 30 and 50-lb. cases. Terms net 30 days prepaid.

MINTO COFFEE (Bulk).

M. Bean or Gr.	38
1 Bean or Gr.	35
N Bean or Gr.	32
T Bean or Gr.	30
O Bean or Gr.	28
Spec. Grd. Compound	25

Packed in 25 and 50-lb. tins.

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. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLINE.

Special Delivered Price for Canada.

Per doz.	
1 1/2-oz. (4 doz. case), weight 9 lbs., retail each 15c.	\$ 1 40
1 oz. (4 doz. case), weight 14 lbs., retail each 30c.	2 55
2 oz. (3 doz. case), weight 15 lbs., retail each 50c.	4 40
4 oz. (2 doz. case), weight 17 lbs., retail each 90c.	7 00
8 oz. (1 doz. case), weight 17 lbs., retail each \$1.50.	13 00
Pint (1 doz. case), weight 29 lbs., retail each \$3.	25 00
Quart (1 doz. case), weight 53 lbs., retail each \$5.50.	47 75
Gallons, each, retail each \$20.	17 15

GELATINE.

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

ENGLAND'S MOST POPULAR SAUCE

is now selling freely over here—nearly all the leading grocers make a leading line of H.P., and obtain the full benefit of the money we are spending in advertising.

Wouldn't it be worth your while to stock

H.P. SAUCE

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

"Just pure Coffee, refined like sugar. Use it as you do sugar, $\frac{3}{4}$ of a teaspoonful to a cup and pour on boiling water. Sugar and cream to taste—dissolves instantly—no sediment—the flavor is always perfect—you control the strength. Sold only in air-tight tins. A child can make as good coffee as a chef with

G. Washington's
INSTANT Coffee

Now You Can Drink All
The Coffee You Want

FOR SALE BY

Canadian Wholesale Grocers



G. WASHINGTON COFFEE SALES CO., 79 Wall St., New York

Write for literature telling of Mr. Washington's Wonderful Refining Process, which gives us this 100% Pure Refined Coffee.

Canadian Sales Agent:

Edmund Littler
169 William Street
MONTREAL, CANADA

More than five million families annually testify to their superiority.

For twenty years the standard of clean, wholesome, natural, sun-cured, seedless raisins.



May be purchased from any wholesale grocer in Canada.

Canadian Agents:
Nicholson & Bain,
Winnipeg, Edmonton,
Saskatoon, Regina.

Eugene Moore,
Toronto.

Universal Importing
Company,
Montreal.

11 x 22 six-color display card
mailed on application.

Always sold in this package.

AMERICAN VINEYARD COMPANY, Growers and Packers

TWO CENTS PER WORD

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

At Last
a GOOD LIGHT Broom
THE
"Nugget" Broom

Broom makers have always made good brooms only in the heavier weights. Light brooms have always been of the poorer grades.

But now comes the "NUGGET" broom—sure to make a hit with every housewife.

A light broom—made of the best corn, no stems or seeds, handle finished golden yellow, handsomely trimmed in yellow velvet and sewed with four rows of yellow string.

Each "NUGGET" broom bears its name and trade-mark irremovably fixed on its handle and comes in an individual wrapper.

For prices, etc., write
**Stevens - Hepner
Company, Ltd.**
Port Elgin, - Ontario

*The "Nugget" broom is
only one of the famous
Keystone Brand
Brooms and
Brushes.*



Do You Want More Money?

Of course you do and are willing to make use of your spare hours in a way that will net you the biggest returns. Many others like yourself have had the same desire to turn their spare time into money and profitable experience. They are now making from \$5 to \$20 a week, according to the time given.

IF YOU ARE NOT AFRAID OF WORK you can make \$5 a week, giving 3 hours a week to taking subscriptions to

MacLean's Magazine

We supply you with all you need to take subscriptions except the determination. We allow a definite, liberal commission on both new and renewal subscriptions.

THE coming months are the most pleasant in the year for the work. If you write at once we can appoint you as our local representative.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10%
Tubs, 60 lbs.	0 10%
Palls, 20 lbs.	0 10%
Tins, 20 lbs.	0 10%
Cases, 3 lbs., 20 to case ..	0 11%
Cases, 5 lbs., 12 to case ..	0 11%
Cases, 10 lbs., 6 to case..	0 11

F.O.B. Montreal.

MUSTARD.

COLMAN'S OR KEEN'S.

Per doz. tins	
D. S. F., ¼-lb.	\$ 1 50
D. S. F., ½-lb.	2 68
D. S. F., 1-lb.	5 36
F. D., ¼-lb.	0 95
F. D., ½-lb.	1 63
Per jar	
Durham, 4-lb. jar	0 87
Durham, 1-lb. jar	0 28

JELLY POWDERS.

WHITE SWAN SPICES AND
CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz.	\$ 0 90
--	---------

List Price.

JELL-O.

Assorted case, contains 2 doz.	1 80
--	------

Straight.

Lemon, contains 2 doz.	1 80
Orange, contains 2 doz.	1 80
Raspberry, contains 2 doz.	1 80
Strawberry, contains 2 doz.	1 80
Chocolate, contains 2 doz.	1 50
Cherry, contains 2 doz.	1 80
Peach, contains 2 doz.	1 80
Weight, 8 lbs. to case, Freight rate, 2nd class.	

JELL-O ICE CREAM POWDER.

Assorted case, contains 2 doz.	2 50
--	------

Straight.

Chocolate contains 2 doz. ..	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50
Weight, 11 lbs. to case, Freight rate, 2nd class.	

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20
30 days.	

RICHARDS' PURE SOAP.

Richards' Quick Naptha Soap. Packed 100 bars to case.	
5-case lots (delivered), \$4.15 each with 20 bars of Quick Naptha as a free premium.	

FELS NAPTHA.

Prices—Ontario and Quebec:	
Less than 5 cases	\$ 5 90
Five cases or more	4 95

WHITE SWAN LYE.

Single cases, 4 doz.	\$ 3 50
5 case lots, 4 doz.	3 55
Shipping weight 50 lbs. per case.	

THE CANADA STARCH CO., LTD., EDWARDSBURG

BRANDS and

BRANTFORD BRANDS.

Laundry Starches— Boxes.	Cents.
40 lbs., Canada Laundry ..	.06%
40 lbs., boxes Canada white gloss, 1 lb. pkg. ....	.06%
48 lbs. No. 1 white or blue, 4 lb. cartons .....	.07%
48 lbs. No. 1 white or blue, 3 lb. cartons .....	.07%
100 lbs., kegs, No. 1 white	.06%
200 lbs., bbls., No. 1 white	.06%
30 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs.	.07%
48 lbs. silver gloss, in 6-lb. tin canisters .....	.08%
36 lbs., silver gloss 6-lb. draw lid boxes .....	.08%
100 lbs., kegs, silver gloss, large crystals .....	.07%
28 lbs., Benson's Satin, 1-lb. cartons, chrome label ...	.07½
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 60

Culinary Starch.

40 lbs. W. T. Benson & Co.'s prepared corn .....	.07%
40 lbs. Canada pure corn starch .....	.06½
(120-lb. boxes ¼c higher.)	
Casco Potato Flour, 20-lb. boxes, per lb. ....	.10

BRANTFORD STARCH.

Ontario and Quebec.

Laundry Starches— Carada Laundry— Boxes about 40 lbs. ....	.06
Acme Gloss Starch— 1-lb. cartons, boxes of 40 lbs. ....	.06%

First Quality White Laundry—

3-lb. canisters, cs. of 48 lbs.	.07%
Barrels, 200 lbs. ....	.06%
Kegs, 100 lbs. ....	.06%

Lily White Gloss—

1-lb. fancy carton cases 30 lbs. ....	.07%
8 in case .....	.08
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ...	.08%

Kegs, extra large crystals, 100 lbs.07%
--	------

Canadian Electric Starch—

Boxes, containing 40 fancy pkgs., per case	3 00
---	------

Celluloid Starches—

Boxes containing 45 cartons, per case	3 60
--	------

Culinary Starches—

Challenge Prepared Corn— 1-lb. pkts., boxes of 40 lbs.	.06%
Brantford Prepared Corn— 1-lb. pkts. boxes of 40 lbs.	.07%
"Crystal Maize" Corn Starch— 1-lb. pkts., boxes of 40 lbs.	.07%
(20-lb. boxes ¼c higher than 40's)	

UPTON'S CLOVER HONEY

Have you seen our
new package?

Write us for price list.

The T. Upton Co., Limited
ST. CATHARINES

Factories at Hamilton and St. Catharines

TOMATOES

Every one hard, ripe, ready to sell and free from spots.

CELERY

Fancy, Bright, Crisp Stocks. Prices much lower.

GRAPE-FRUIT

Extra Fancy Florida. Bright, Heavy Fruit. It costs a little more, but it's worth it.

BANANAS

Big, Bright, Fat Fruit. The Best Imported. The kind that brings you trade.

THE HOUSE OF QUALITY

Hugh Walker & Son
GUELPH and NORTH BAY



Habit is one of the big forces in sales it pays well to link up to. So well has Wonderful Soap satisfied so many housewives for years they have formed the strong habit of buying it continually. Better link up to this Wonderful Soap habit by putting in an attractive display occasionally. Stock up to-day.

Guelph Soap Co.
Guelph, Ont.

Our Tiger (50 cent line) Brooms

are superfine carpet **BROOMS** on **polished** handles. Offer them to your customers and secure business that stays. Splendid value in 35c, 40c, 50c, 60c lines. Try a sample shipment and be satisfied.

We make **Factory Brooms**.

Walter Woods & Co.
HAMILTON

Stock a *real* trade
satisfier
in your
fish
dept.



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

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

Brunswick Brand signifies wholesome quality seafoods at a moderate price.

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

Our Chief Sellers:

- | | |
|--------------------------------------|-------------------------|
| 1/4 Oil Sardines | Herring in Tomato Sauce |
| Finnan Haddies (oval and round tins) | Clams |
| Kippered Herring | Scallops |

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

OCEAN MILLS, MONTREAL.

Chinese starch, 16 oz. pack., 4 doz. per case, \$4; Ocean Corn Starch, 16 oz. pack., 4 doz. per case, \$3.60; King Corn Starch, 16 oz. pack., 4 doz. per case, \$3.12; Ocean Blanc Mange, all flavors, 8 oz. pack., 4 doz. per case, \$4; Ocean Borax, 8 oz. pack., 4 doz. per case, \$1.80; Ocean Baking Soda, 8-oz. package, 120 packages, per case, \$3; Ocean Baking Soda, 16 oz. pack., 60 pack. per case, \$3; Ocean Baking Powder, 1 lb. pack., 3 doz. per case, \$6.75; Ocean Baking Powder, 8 oz. pack., 5 doz. per case, \$6.50; Ocean Baking Powder, 4 oz. pack., 4 doz. per case, \$3; Ocean Baking Powder, 3 oz. pack., 4 doz. per case, \$1.60; Ocean Baking Powder, 5 lb. tin, 10 tins per case, \$7.50; Chinese Washing Powder, 8 oz., 120 pack. per case, \$4.25; retail at 5c per doz., 45c; Ocean Extracts, all flavors, 2 oz., 6 doz. per case, \$6; Ocean Mustard (French Mustard, quart size, 2 doz. per case, \$4.80; Ocean Mustard (French Mustard), pint size, 2 doz. per case, \$4; Ocean Liquid Blue, pint bottles, 2 doz. per case, \$1.80; Petrolatum, 2 oz. jars, 12 doz. per case, \$5.40; Petrolatum, 5 oz. jars, 6 doz. per case, \$5.40; Ocean Cough Syrup, 8 oz. bottle, 3 doz., per case, \$7.20.

COW BRAND BAKING SODA
In boxes only.

Packed as follows:
5c packages (96) \$ 3 20
1 lb. packages (60) 3 20
1/2 lb. packages (120) 3 40
1 lb. 30 } Packages, Mixed 3 30
1/2 lb. 60 }

SYRUP.

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

2-lb. tins, 2 doz. in case \$2 65
5-lb. tins, 1 doz. in case 3 00
10-lb. tins, 1/2 doz. in case 2 90
20-lb. tins, 1/4 doz. in case 2 85
Barrels, 700 lbs. 3 3/4
Half barrels, 350 lbs. 4
Quarter barrels, 175 lbs. 4 1/4
Pails, 38 1/2 lbs. 1 95
Pails, 25 lbs. each 1 40

LILLY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case ... 3 00
5-lb. tins, 1 doz. in case ... 3 35
10-lb. tins, 1/2 doz. in case... 3 25
20-lb. tins, 1/4 doz. in case... 3 20
(5, 10 and 20-lb. tins have wire handles.)

ST. LAWRENCE SUGAR REFG. CO.

Crystal Diamond Brand Cane Syrup.
2-lb. tins, 2 doz. in case... \$2 65
Barrels 0 03 3/4
1/2 barrels 0 04

CANNED HADDIES, "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.
Cases, 4 doz. each, flats, per case \$5 40
Cases, 4 doz. each, ovals, per case 5 40

INFANTS' FOOD.

Robinson's patent barley, 1/2 lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, 1/2-lb. tins, \$1.25; 1-lb. tins, \$2.25.

BEAVER BRAND CORN AND MAPLE SYRUP.

Quart tins (wine measure), 2 doz. in case, per case... 4 70

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.
Gingerbread Brand.
2s, Tins, 2 doz. to case.
Quebec, per case \$1 85
Ontario, per case 1 30
Manitoba, per case 2 30
Saskatchewan, per case 2 60
Alberta, per case 2 70

DOMOLCO BRAND.

2s, Tins, 2 doz. to case.
Quebec and Ontario, per case 2 95
Manitoba, per case 3 40
Saskatchewan, per case 3 65
Alberta, per case 3 75
British Columbia, per case. 2 40
British Columbia, per case. 3 55

SAUCES.

PATERSON'S WORCESTER SAUCE.

1/2-pint bottles, 3 and 6 doz. cases, doz. 0 90
Pint bottles, 3 doz. cases, doz. 1 15

H. P.

H. P. Sauce— Per doz.
Cases of 3 dozen 1 50

H. P. Pickles—

Cases of 2 doz. pints 3 25
Cases of 3 doz., 1/4 pints ... 2 20

STOVE POLISH.

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

NUCKET POLISHES.

Doz.
Polish, Black and Tan 0 85
Metal Outfits, Black and Tan 3 65
Card Outfits, Black and Tan 3 25
Creams and White Cleanser 1 10

TEAS.

THE SALADA TEA CO.

East of Winnipeg.

Whole-sale, R't'l.
Brown Label, 1s and 1/2s .29 .35
Blue Label, 1s, 1/2s, 1/4s, and 1/8s35 .45
Red Label, 1s and 1/2s .. .41 .55
Gold Label, 1/2s49 .65
Red-Gold Label, 1/2s55 .80

ORANGE MARMALADE. "BANNER BRAND" PURE

FRUIT PRODUCTS.

JAMS AND JELLIES.
2's \$ 2 15
4's 0 35
5's 0 42
7's 0 60
30's, wood 0 08
12-oz. glass jar 1 15
Tumbler, glass 0 85

MARMALADE.

2's, per doz. \$ 2 30
4's, per pall 0 40
5's, per pall 0 45
7's, per pall 0 65
30's, wood, lb. 0 08 3/4
12-oz. glass jar, doz. 1 20
Tumbler, glass, doz. 1 00
Prices subject to change without notice.

MINTO BROS., Limited,

Toronto.

We pack in 60 and 100-lb. cases All delivered prices.

MELAGAMA TEA.

	Whol.	Ret.
Red Label, 1s or 1/2s	0 20	0 35
Green Label, 1s, 1/2s, 1/4s	0 32	0 40
Blue Label, 1s, 1/2s, 1/4s	0 37	0 50
Yellow Label, 1s, 1/2s, 1/4s	0 42	0 60
Purple Label, 1/4s only	0 55	0 80
Gold Label, 1/4s only	0 70	1 00

MINTO TEA.

	Whol.	Ret.
Green Bag	0 20	0 35
Red Bag	0 32	0 40
Yellow Bag	0 37	0 50
Purple Bag	0 42	0 60

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c pks... 1 20
IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRANCH.

Black Watch, 8s, butts 9 lbs., boxes 6 lbs. \$0 60
Bobs, 6s and 12s, 12 and 6 lbs. 0 40
Currency Bars, 12s, 1/2 butts, 12 lbs., boxes 6 lbs. 0 46
Currency, 6s, 1/2 butts, 9 lbs. 0 40
Stag Bars, 6 1/2s, butts, 11 lbs., boxes 5 1/2 lbs. 0 48
Walnut Bars, 8 1/2s, boxes 7 lbs. 0 64
Pay Roll, thick bars, 8 1/2s, 6 lb. boxes 0 68
Pay Roll, thin bars, 8 1/2s, 5 lb. boxes 0 68
Pay Roll, plug, 8 1/2s, 12 and 7 lb. caddies 0 68
Shamrock, plug, 7 1/2s, 1/2 butts, 12 lbs., boxes 6 lbs. 0 67
Empire, 7s and 14s, caddies 15 lbs., 1/4 caddies, 6 lbs. 0 56
Great West, pouches, 9s ... 0 72
Forest and Stream, tins, 11s, 2 lb. cartons 0 80

Come to the Grocers' Convention



NEXT MONDAY, TUESDAY AND WEDNESDAY, May 3, 4 and 5, there will be many of the best minds in the Ontario grocery trade assembled at London.

Will you be found among them? Don't forget to visit the booth of The Canadian Grocer, in the convention building. The "Welcome" sign will be hanging out for all. Bring along your suggestions.

We believe the 1915 convention of the Ontario Grocers' Section of the Retail Merchants' Association is going to be a hummer—come along and get all the good that's going.

THE CANADIAN GROCER
143-153 University Ave.
Toronto

Are You Interested

In Buying a Business?
In Selling a Business?
In Engaging a Clerk?
In Securing a Position?
In Securing a Partner?
In Disposing of Second-hand Fixtures?

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

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

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

No Other Paper Reaches
All These Men.

RATES:
(payable in advance)

2c per word, first insertion.
1c per word, subsequent insertions.
5c extra per insertion when replies are to be addressed c/o Canadian Grocer.

Canadian Grocer
143-153 University Ave., Toront.

Daily arrivals of
fine, fresh, frozen

Lake Trout and Herring

also Pickled Herring.
Just the thing for
deliciously appetizing
and economical
meals. Big margin
for the dealer.

¶ Only few hundred
barrels Georgian Bay
Apples left. Rush
your order through
—NOW.

Lemon Bros.
Owen Sound, Ont.

Lemons

under these brands
are the best:

"St. Nicholas"
"Home Guard"
"Puck"
"Queen City"
"Kicking"

J. J. McCABE
Agent
Toronto

Buyers' Guide

WRITE TO
10 Garfield Chambers, Belfast, Ireland.
for Sample Copy of the
**Irish Grocer, Drug, Provision and
General Trades' Journal**
If you are interested in Irish trade.

We are buyers of evaporated and
farmers' dried apples. Prices and tags
on application.
O. E. Robinson & Co.
Ingersoll Ontario

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

SUCHARD'S COCOA
The Highest Quality
Most Reasonably Priced
"Quality" Cocoa
On Sale Anywhere.
FRANK L. BENEDICT & CO.
Agents Montreal

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

ST. MARC COFFEE
Gives all users entire
satisfaction.
AUGUSTIN COMTE & CO., LTD.



TANGLEFOOT



The Non-Poisonous Fly Destroyer

Destroys Billions of Flies every year—vastly more
than all other means combined. Absolutely Sanitary.

STORAGE IN OTTAWA

BOND AND FREE
Direct Railway connection. Car distri-
bution. Write for rates.
Dominion Warehousing Co., Ltd.
Phone R54. 46 to 56 Nicholas St.,
Ottawa.

Mathieu's Nervine Powders



are a simple but effective remedy
in all forms of headaches — a
remedy which every merchant can
recommend as a quick and sure
cure.

Try *Mathieu's Nervine Powders*
yourself at our expense as per cou-
pon attached, if you don't know
them and are a sufferer from head-
aches.

As a remedy for colds and bronchial troubles Mathieu's Syrup of
Tar and Cod Liver Oil has become famous and this sister preparation
—Nervine Powders—is rapidly winning its way.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Ner-
vine Powders to the following address:—

Name
With (Name of firm)
Street
City or townProv.....

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.

TWO CENTS PER WORD

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

The
**CONDENSED AD.
PAGE
WILL INTEREST YOU**

CANADIAN GROCER

CLASSIFIED ADVERTISING

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

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

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

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

FOR SALE

FOR SALE—A GROCERY, FLOUR AND feed business in a good town. Corner store. Stock and fixtures \$3,500. A bargain. Apply to Box 88, Canadian Grocer, Toronto. 52015

FOR SALE—GENERAL STORE SITUATED 21 miles west of London. Turnover \$15,000.00. Stock \$5,500.00. Good opening for energetic man. Will sell or lease store. Proprietor wishes to retire. Write to Box 87, Canadian Grocer, Toronto, Ont. 61115

REFRIGERATOR FOR SALE — ALMOST new. Suitable for grocer or butcher business. Will sell cheap; good terms to responsible party. Apply E. W. Hibbard, 551 8th St., Brandon, Man.

FOR SALE — AT NELSON, B.C. SMALL grocery business in good position. 45% cash business, balance monthly accounts. For terms and particulars apply W. R. Allen, P.O. Box 1140, Nelson, B.C.

FOR SALE — SECOND-HAND McCASKEY Register, in perfect condition. Having placed my business on cash basis I have no use for same. My highest recommendation goes with it. Box 82, Canadian Grocer, Toronto

CHOICE DAIRY BUTTER—WOULD DEAL direct with retail grocers. J. B. Fletcher, R. R. No. 3, Lucknow, Ont.

WANTED

WANTED—SITUATION IN GROCERY STORE as branch manager or assistant. Thoroughly experienced. Office work, tea-taster. Box 86, Canadian Grocer, Toronto. (0)

TRAVELLER, HAVING GOOD CONNECTION with grocery, feed and confectionery trade in Halifax and district, and able to furnish first-class references, will be pleased to hear from any manufacturer desiring representation in the territory mentioned. Address Traveller, Canadian Grocer. (43015)

WANTED—AN EXPERIENCED CLERK FOR General store. One who can speak English and French preferable. First-class references required. Apply Box 113, Comber, Ont.

WANTED — TO REPRESENT CANADIAN manufactured goods in Montreal or Province of Quebec. Highest credentials. X. Y. Z., care of Canadian Grocer, Montreal.

WANTED—ENERGETIC MAN TO SECURE subscriptions and renewals to MacLean's Magazine and The Farmer's Magazine. Good income guaranteed to capable person. Apply by letter, stating qualifications, to The MacLean Publishing Company, Limited, 143-153 University Ave., Toronto, Canada.

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

WANTED—BY EXPERIENCED MANAGER, position as buyer or partnership in progressive business. Successful record. Qualified accountant. Box 79, Canadian Grocer, Toronto.

ESTABLISHED PACKING HOUSE HAS ATTRACTIVE proposition for travelers calling on right class of trade in following territories: Ground bordered by C.P.R., Toronto to Owen Sound, and the old Grand Trunk, Toronto to Sarnia; on ground north from Orillia and Midland to the Soo; on ground from Belleville and Peterboro to Ottawa and Montreal. Write Box A B C, Canadian Grocer.

MISCELLANEOUS

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

ACCURATE COST-KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination — employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

A SEED DEPARTMENT

will add to your profits

*Kelway Langport
England*

grow and sell

SEEDS OF ALL KINDS

for Traders

Write to the actual wholesale growers for rock-bottom prices and illustrated catalogue.

Buy well ahead to secure
LOWEST PRICES. WRITE TO-DAY

Attention! Eyes Front!

BEAR IN MIND

THE
SECOND ANNUAL
CONVENTION

OF THE

Saskatchewan Branch

OF

The Retail Merchants'
Association of Canada
(Incorp.)

TO BE HELD AT

SASKATOON

On May 11th, 12th
and 13th, 1915

Convention Railroad Rates will apply on all lines. Ample Accommodation in First-class Hotels.

Saskatoon Extends a Hearty
Welcome.

MR. UP-TO-DATE

you should always
carry a stock of

MAPLEINE

The last word in
flavors.

Order from

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

Mason & Hickey

287 Stanley St., Winnipeg, Man.

CRESCENT MFG. CO.

SEATTLE, WASH.



OAKLEY'S KNIFE POLISH



JOHN OAKLEY & SONS, LIMITED,
LONDON, ENGLAND.

AGENTS:

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

ALLISON COUPON BOOKS

Minimize the Risk of Loss on Credit Accounts and bring in the money quicker—two mighty good arguments. Installing the Allison Coupon Book System in a store that has credit gives the same result as adding more capital to the business—and Allison Coupon Books cost almost nothing.

HOW THEY WORK:

When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect his note or extend credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.



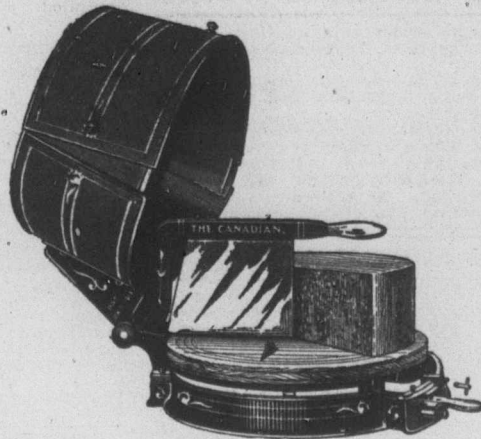
For sale by the jobbing trade everywhere.
Manufactured by
ALLISON COUPON COMPANY
Indianapolis, Indiana, U.S.A.

HERE ARE A FEW OF
McVitie & Price's
BISCUITS

established favourites from the Old Country, which every grocer should stock:

- | | |
|----------------------------|---|
| DIGESTIVE. | "The Premier Biscuit of Britain." Finest wholemeal. |
| SCOTTISH ABERNETHY. | The Scottish favourite. |
| ACADEMY CREAMS. | Rich cream-filled short-bread biscuit. |
| CREAMY CHOCOLATE. | Chocolate biscuit filled with cream. |
| OSBORNE. | The standard Old Country biscuit, delightful flavour. |
| RICH TEA. | Popular Scottish tea biscuit. |
| SMALL PETIT BEURRE. | Fine butter flavour. |
| CORONATION. | Rich shortcake. |
| BUNTY CREAMS. | Butterfly shape, cream sandwich, almond flavour. |
| BUTTERETTE. | Light short-eating cracker. |
| ROYAL SCOT. | Ideal tea or coffee biscuit. |

Recognized Official Agents in the following cities:—
 Halifax, Montreal, Toronto, Winnipeg, Calgary,
 Edmonton, Lethbridge, Vancouver and Victoria.



The CANADIAN Open.

Every Jobber is glad to give preference to Canadian Goods.

**The Only Cheese Cutter
 Made in Canada
 WITH CABINET ATTACHED TO CUTTER.**

The Price is Right.

**Computing Cheese Cutter Co.
 Windsor, Ont.**

**Appearance Counts—Quality
 Wins in "Queen" Quality
 Pickles and Catsup**



with our most modern plant, up-to-the-second equipment and methods, the finest ingredients and best experience, there can be only one result—quality goods. "Queen Quality" goods have the appearance and quality that stands for bigger business, satisfactory business.

Write for quotations on

- Queen Quality Pickles.
- Sweet Mixed and Chow.
- Bulk Pickles, in pails.
- English Chow Chow, in pails.
- Pure Tomato Catsup, bottled or in bulk.
- Worcester Sauce, bottled or in bulk.
- Queen Quality Universal Sauce.

Put up in 10 and 20 ounce bottles. Brisk Business with "Queen Quality."

Taylor & Pringle Co., Owen Sound, Ont.

COIN PURSES

(Our new penny piece)

- NIGHT STICKS**
- WHISTLES**
- FLEXIBLE STICKS**
- CIGARETTES**

and a full line of attractive and quick-selling Licorice Specialties.

Order from your Wholesaler

Everything in Licorice for Grocer,
 Druggist and Confectioner

MADE IN CANADA

**National Licorice Company
 MONTREAL**

When you sell
HEINZ
57
VARIETIES
 PURE FOOD PRODUCTS

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

H. J. HEINZ COMPANY

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

Cleave's
 CELEBRATED
 DEVONSHIRE CREAM
Chocolate

A high-grade and up-to-date article,
 showing an excellent profit and giving
 increasing satisfaction.

THE CHOCOLATE THE PEOPLE WANT.

Also other new and attractive
 5 cent lines.

AGENTS:

MONTREAL—F. Davy & Co., 6 St. Sacramento St.

TORONTO Mason's Ltd., 25 Melinda St.

WINNIPEG—Hamblin & Brereton, Ltd., 149 Notre Dame Ave. E.

VANCOUVER—Hamblin & Brereton, Ltd., 842 Cambie St.

JOHN CLEAVE & SON, LIMITED
 CREDITON, DEVON, ENGLAND

"Made in
 Canada"



**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 prefer-
 ence 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.

IN THE FRUIT SEASON

The housewife would almost as soon be without sugar
 or potatoes as not to have

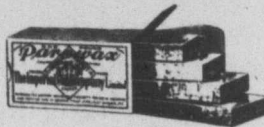
Parowax

always on hand. For sealing preserves, jams and
 jellies, Parowax is a staple.

Parowax is also largely used for loosening dirt when
 washing clothes. Women like it because it makes
 washing easy, and does away with all the hard rub-
 bing.

Our advertising this
 year will again stir up a
 good demand for Paro-
 wax. Be ready for it.
 Put up in ¼-lb. cakes,
 packed 4 in a carton, 20,
 40 or 100 cartons in a
 case.

MADE IN CANADA



**THE IMPERIAL
 OIL COMPANY**
 Limited

BRANCHES IN ALL CITIES



TEA

We have for sale China Hysons and Young Hysons which we venture to say show better value than has been offered to the trade in Canada for years past. Send us your name and we will mail you a sample at ten, twelve, fourteen and sixteen cents per pound, specially selected for value.

John Duncan & Co.

Established 1866

MONTREAL

**No persuasion—no explanation
is needed to sell**

***Redpath* Sugar**

Quality that has never been surpassed—

Absolute purity, fully protected—

A reputation of Sixty Years' standing as Canada's favorite sugar—

A complete range of INDIVIDUAL PACKAGES—2 and 5-lb. Cartons, and 10, 20, 50 and 100-lb. Cloth Bags—

These are some of the reasons why REDPATH Sugar does so much toward changing mere shoppers into permanent customers.

Canada Sugar Refining Company, Limited, Montreal

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It Will Pay You

To wait for our salesman; he has an interesting proposition for you on Canada's finest fruits and vegetables, 1915 pack.

"VICTORIA" Canned Goods

Not the cheapest; but the very best packed—the kind your customers want again and again.

Every Tin Guaranteed

You are authorized to refund full purchase price for any "Victoria" Goods returned and we will reimburse you in full.

If not on our regular visiting list, let us hear from you and our traveler will call.

Rock-Bottom Prices
Courteous Service
Prompt Delivery

Laporte, Martin, Limitée

568 St. Paul Street, MONTREAL

Take Advantage of This Service

Every week we have enquiries from readers in all parts of Canada asking trade questions. CANADIAN GROCER is in a position to answer these enquiries from its wide connection with the trade in all the large Canadian centres.

Do you want to know

- The name of a manufacturer of any line?
- The Canadian agents of an imported line?
- The answer to a question of law?
- The regulations regarding any food stuff?
- The method of manufacture of any article of food?

Our services are at your disposal. As a subscriber to CANADIAN GROCER you are entitled to them.

Send in your enquiries to the

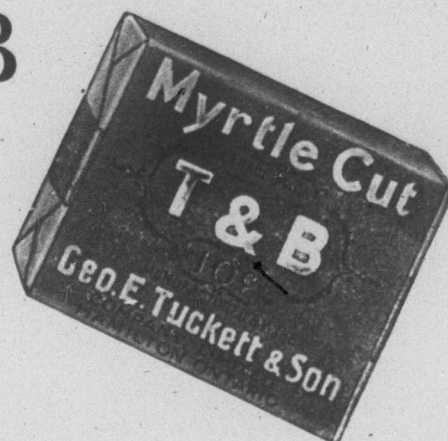
Service Dept., Canadian Grocer

143-153 University Ave., Toronto

Ye Olde Time T & B

It's over half a century since T. and B. Myrtle Cut was first introduced to the now-old men of Canada. For over fifty years this tobacco has never varied one iota from its original high quality—it's still the sun-cured, mellowed, Virginia leaf. It's real tobacco and your wholesaler carries it. **Stock up now.**

When the quality of T. and B. Myrtle Cut changes it will be when there's no more Virginia tobacco.



Tuckett, Limited

HAMILTON



All Canada is Aglow with the Made-in-Canada Fever

How is it Affecting You?

This idea is gathering momentum daily and the grocer who makes the best of it is the one who will win out with a full cash drawer and a growing business.

The five Made-in-Canada lines here shown represent the leaders in their respective fields—Condensed Milk and Coffee. Their value as sales-producers and repeat business-getters is thoroughly established in the trade. Don't be content to stock them, but get them in the limelight by displaying and pushing them as Canada's original products.

We deliver 5-case lots to any point in Ontario, Quebec and Maritime Provinces, prepaying freight up to 50c per 100 lbs.

Note these prices:

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	5.25
Princess Condensed Milk, 4 doz. in case	4.50
Premier Skimmed, 4 doz. in case	

ORDER NOW.

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

SUN-KIST
BRAND

REG. U.S. PAT. OFF.

CONTENTS
1 LB. 14 OZ.

CALIFORNIA

YELLOW CLING PEACHES

A DISTINCTIVE BRAND
A DISTINCTIVE LABEL
A DISTINCTIVE QUALITY