

**PAGES
MISSING**

CANADIAN GROCER

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

Vol. XXXII.

PUBLICATION OFFICE: TORONTO, MARCH 29th, 1918

No. 13

Welch's

"The National Drink"



The consumer has faith in Welch's. It's a common saying, "The merchant who serves you well serves you Welch's."

So when you stock and display Welch's you invite permanent customers, people who demand quality. Such folk do not "shop about." Once sure they are trading with a house that serves the best they make dependable customers.

With this assurance it would pay you to handle Welch's were there less profit in it. But, instead, there is a good profit, rapid turnover and moderate investment that comes from quick sales of an article with "standard" reputation.

Sold by Leading Jobbers

THE WELCH CO., LIMITED

ST. CATHARINES

ONTARIO

BUILD YOUR BUSINESS ON THE SURE FOUNDATION OF
STANDARD MERCHANDISE

IT pays to rely upon the staying-power and the selling-power of standard lines.

O-Cedar Products assure your customer of value, satisfaction and service.

Give your customers merchandise that represents the best in materials, and workmanship, and at the lowest price.



When you are asked for a Floor Mop, be able to say, "Yes, we have the O-Cedar Mop." If you are asked why you recommend it, point out how strongly it is made (all parts securely fastened and riveted) the fine grade of cotton fibre and drill used; how strongly it is sewn; the length and spread of the mop; the attractive lithographed container. But, above all, explain that it is treated with O-Cedar Polish, which is the big reason for its unique success.

O-Cedar Mop
Polish

CHANNELL CHEMICAL COMPANY, LIMITED
369 SORAUREN AVENUE, TORONTO

PROHIBITION
BY THE BRITISH GOVERNMENT

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

MUNITIONS OF WAR

This regulation precludes our manufacturing (for the present)

BOTTLE CAPS

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

BETTS & COMPANY, LIMITED

1 Wharf Road LONDON, N., Eng.

Cable Address: CHECKMATE, LONDON



With the Cream and Sugar too.

That they will please your customers

may be inferred from the fact that they have given unqualified satisfaction everywhere, even to the proverbial "hard-to-please."

The well-known Borden quality is so well embodied in

Reindeer Coffee and Reindeer Cocoa

that first purchasers invariably develop into profitable repeat orders.

When you sell Borden's Reindeer Coffee and Reindeer Cocoa you are selling lines of proven quality, lines that are bringing bigger profits to grocery dealers everywhere.

Is Your Stock Well Displayed?

Borden Milk Company

"Leaders of Quality"

MONTREAL

Branch Office: Arcade Building, Vancouver

ANNOUNCEMENT

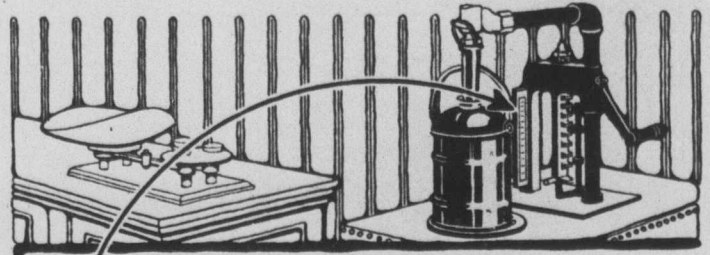
The growing demand for our high quality vinegars compelled us some time ago to materially increase the generator and storage capacity of our plant, and we are now in a position to supply under the "AVICO" label, thoroughly aged, smooth vinegars, that we produce under government supervision in our Bonded Factory, and guarantee to be absolutely pure.

The "AVICO" salesmen are now out covering the entire West, soliciting orders from the retail to be filled through the Wholesale Trade only.

We are also fortunate in having secured as our Special Wholesale Representative, Mr. John A. Cheyne, who is well and favorably known to the Trade throughout the four Western Provinces.

Acme Vinegar Co., Ltd.

Makers of Vinegar in Bond
WINNIPEG, CANADA



0-15
1-14
2-13
3-12
4-11
5-10
6-9
7-8
8-7
9-6
10-5
11-4
12-3
13-2
14-1
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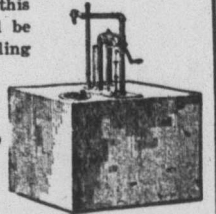
BOWSER

Oil Storage Systems

ACCURACY is the keynote found in the Bowser systems. By the automatic computer the merchant can easily measure 1c or 100c worth of oil. He protects himself as well as his customers by having the Bowser in his store. The ill-kempt oil department becomes a thing of the past.

Your oil department will be put on an efficient and profitable basis. In this day of rising costs all waste should be eliminated. Start now by installing a Bowser.

S. F. Bowser & Co.
Incorporated
Toronto, Ontario



A High Quality Favorite

Housewives who pride themselves on the excellent quality of their baking are strong for

COW BRAND BAKING SODA

You can't stock another line of Baking Soda so likely to please particular people.



Church and Dwight
LIMITED
Manufacturers
MONTREAL

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINES

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

SOLE AGENTS FOR CANADA

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



Brings Profitable Milk Business Into Your Store

Klim is separated milk in powder form. It is genuine. It is pasteurized. It has the natural taste of milk retained.

It is a profitable product for you to sell because it is quickly finding a place in every home, and your customers will order it regularly once they have used it.

Klim saves money. Keeps perfectly. No waste.

Your wholesale can supply you.

Canadian Milk Products, Limited

10-12 St. Patrick St., Toronto
10 Ste. Sophie Lane, Montreal, P.Q.

Also stocked by
W. H. Escott Co., Ltd., Winnipeg,
and Kirkland & Rose, Vancouver

The Profit Is Good



Babbitt's Cleanser is a line that every grocer will find worth while keeping well to the front. Active selling and generous profits invariably result from a Babbitt display.

Good housewives everywhere are convinced by experience that there is absolutely no better Cleanser than Babbitt's, and they like to deal with the grocer who features articles of such outstanding value.

Premiums Given for the Trade-Marks.

WM. H. DUNN
Limited

General Representatives
for Canada
MONTREAL

Dunn-Hortop, Limited
TORONTO
Special Agents

RAW SUGARS

It is necessary for wholesale grocers and manufacturers to obtain allocation notices from the Sugar Division of the Canada Food Board for their supplies of raw sugars for the current year.

We have limited stocks in Canada, or can arrange (subject to existing tonnage difficulties) for shipment from producing points—all sales to be strictly against allocation notices.

WEST INDIA CO., LIMITED

CORISTINE BUILDING, MONTREAL

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

Conservation of Food



Made in Canada



Made in Canada



DOMESTIC ECONOMY is impossible without FRUIT JARS. This is fully recognised by all Authorities interested in FOOD CONSERVATION and their PUBLICITY CAMPAIGN will undoubtedly stimulate the use of JARS this year and create a demand far above normal. RETAILERS should be ready to do their part by having JARS on hand when required.

REQUIREMENTS should be carefully considered and orders placed with WHOLESALERS as early as possible.

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

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

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

Adv. of Dominion Glass Company, Limited

Don't hide the fact that you sell

OCEAN BLUE

You never know how many sales you may have lost until you keep it prominently placed. Keep good stocks, and

Order from your Wholesaler.

HARGREAVES (CANADA), LTD.,

100-102, Wellington St. W., Toronto.

WESTERN AGENTS:—For Manitoba, Saskatchewan and Alberta — W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon—Creeden & Ivory, Rooms 5 and 6, Jones Block, 407 Hastings Street W., Vancouver, B.C.



MADE IN CANADA

Taylor & Pringle Co.

Limited

OWEN SOUND, ONTARIO

MANUFACTURERS OF

Pickles, Catsup, Sauces, Vinegar, Cider, etc. Queen Quality Pickles, Universal Fruit Sauce, Paragon Pickles, Catsup Relish.

Taylor & Pringle's Products are Good Products

CANADIAN DISTRIBUTORS:—The MacLaren Imperial Cheese Co. Ltd., Ontario, Quebec and the Maritime Provinces. Maclure & Langley Ltd., Western Provinces. Ed. Cutmore, Brantford. Fearman Bros., Hamilton.

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

DON'T FORGET

MR. GROCER
that for all seasons

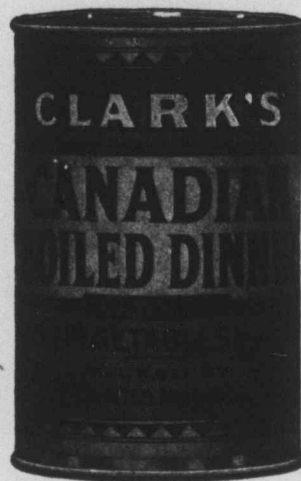
CLARK'S

have absolutely the finest assortment of PREPARED FOODS.

Soups (in all varieties.)

Spaghetti with Tomato Sauce and Cheese.

Irish Stew, Beef Steak and Onions.



Corned Beef, Roast Beef.

Ox Tongues, Potted Meats.

Loaf Meats, Mince Meat.

CANADIAN BOILED DINNER
PEANUT BUTTER
CLARK'S PORK AND BEANS

W. CLARK, LTD.



MONTREAL

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



"Over the Top"
for
1918

FROM COAST TO COAST

"NUGGET"
Shoe Polish

WILL BE ADVERTISED IN STREET CARS
 AND ON BILLBOARDS

*Good, strong, interest-compelling
 advertisements that sell goods*
WATCH FOR THEM

"NUGGET" IS MADE IN BLACK, TAN, TONEY RED AND DARK BROWN

THE NUGGET POLISH CO., LIMITED
 TORONTO

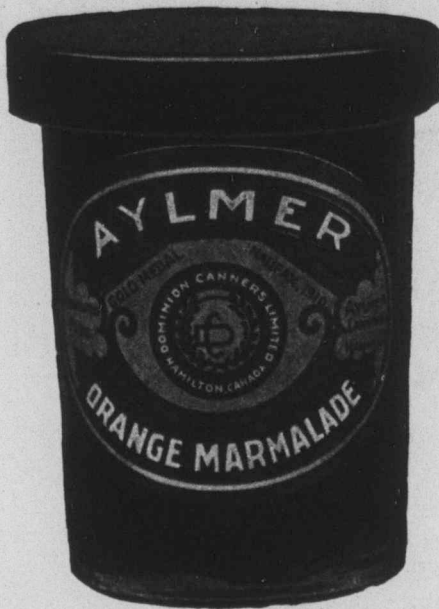
If any advertisement interests you, tear it out now and place with letters to be answered.

Aylmer Orange Marmalade

Always A Good Seller



"The Seal of Quality"



Your confidence in the quality of this line is well deserved. "The Seal of Quality" is your guarantee that its ingredients are carefully selected and properly prepared.

Aylmer Orange Marmalade is a big favorite with housewives. It sells readily on its reputation. The various sizes help to sell each other.

Keep a good stock of this particular brand on hand.

Dominion Canners Limited
Hamilton Canada

Perfection Computing Cheese Cutter

(IT IS ALL MADE IN CANADA)



It is a Cheese Cutter worth having

A REAL COMPUTER

and yet simpler than all others in construction and operation

Absolutely no figuring to do

It stands the test for durability, for it lasts a lifetime

A REAL PROFIT SAVER

Write for Prices and Terms

We have special combination prices with cabinets and pedestals

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

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

AMERICAN COMPUTING COMPANY
HAMILTON, ONT.

A little investment that will lead to big profits!

To put a box of Cobban's Herb Tablets on your counter is a matter of a very small investment, but it may open the way to a new and large source of profit.

COBBAN'S HERB TABLETS

are being well advertised and meet with ready sale. They are a new and better form of the old reliable herbal remedy in the shape of tablets. They do what is claimed for them, consequently are good "REPEATERS." Will please your trade. Packed in counter display boxes of one dozen cartons. Sold retail at 25 cents a box of 50 tablets, and every box guaranteed. Your profit is liberal. Write for our dealer proposition and get some of the business.



Muncey Supply Co.
Muncey, Ont.

WATSON & TRUESDALE
120 Lombard Street
Winnipeg
Distributors for
Canadian North-West

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

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

"Always On The Job"

The H. L. Perry Co., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE

DISTRIBUTING

FORWARDING

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

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

F. D. COCKBURN CO

Grocery Brokers
Manufacturers' Agents **WINNIPEG.**

MANUFACTURERS :

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

GEO. W. GRIFFITHS & CO., LTD.

Manufacturers' Agents and Commission
Brokers

402 Chamber of Commerce
Winnipeg - - Manitoba

Tell them where you
saw their advt.

Let us connect you with the Western Markets

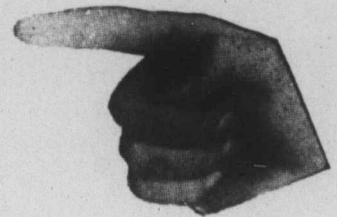
We cover the entire wholesale and retail trade through twelve aggressive men, nine of whom are doing retail work exclusively. Think what a success-making factor these men will be in marketing your product in the West!

May we send you full particulars?

SCOTT-BATHGATE COMPANY, Ltd.

Wholesale Grocery Brokers and Manufacturers Agents.

149 Notre Dame Ave. E., WINNIPEG



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

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WESTERN PROVINCES.

C. & J. JONES
WINNIPEG - VANCOUVER
Wholesale Commission Brokers and Importers

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

**205 CURRY BUILDING
WINNIPEG**

THE
Robert Gillespie Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS,
MANFS. AGENTS,
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

**WHOLESALE
GROCERY BROKERS**
*Manufacturers' Agents
Commission Merchants*

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

Est. 1907. Write us.
Correspondence Solicited.
Head Office and Warehouse, 181-183 Bannatyne Ave. E., Winnipeg, Can.

WATSON & TRUESDALE
Wholesale Grocery Brokers and Manufacturers' Agents

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

120 LOMBARD STREET - WINNIPEG, MANITOBA

Trackage
Storage
Distri-
bution

C. H. GRANT CO.
*Wholesale Commission Brokers and
Manufacturers' Agents,*

1206 McArthur Bldg., Winnipeg

We have the facilities for giving manufacturers first-class service.

MANITOBA

SASKATCHEWAN

ALBERTA

BRITISH COLUMBIA

TO MANUFACTURERS AND SHIPPERS

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

DONALD H. BAIN Co.

WINNIPEG

Head Office

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

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

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

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

TO
Manufacturers' Agents

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

R. D. STOREY & CO.
Manufacturers' Agents
and Importers
4 Brunner Road, Ealing, W.
London, England
We can make a big success of your agency, now or after the war. Write us. Good bank reference.

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

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

Coffee, Its History, Classification and Description
By Joseph M. Walsh
This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include:
Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.
This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of
\$2.00
It Will Pay You to Send at Once.
MacLean Publishing Co.
Technical Book Department.
143-153 University Avenue, Toronto.

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

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

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

Headquarters for
Evaporated Apples
In Gallons
and Beans
W. H. Millman & Sons
Wholesale Grocery Brokers
TORONTO

Canadian Grocer
143-153 University Ave.
TORONTO

WHEN WRITING TO ADVERTISERS
KINDLY MENTION THIS PAPER

EL ROI-TAN PERFECT CIGAR

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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**ROSE & LAFLAMME
LIMITED**

Commission Merchants
Grocers' Specialties,
MONTREAL TORONTO

QUEBEC

Complete Trade Connection.

JOHN E TURTON

Importer and Commission Merchant
55 St. Francois Xavier St. - Montreal
Wholesale and Retail

G. B. MacCALLUM & CO.

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

H. D. MARSHALL

Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

Oats—Peas—Beans—Etc.

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

FREEMAN and SHEELY

WHOLESALE GROCERY BROKERS
St. Nicholas Bld. - Montreal

DO YOU WANT TO BUY A BUSINESS? SEE PAGE 63

Let Canadian Grocer—the paper most interested in your business—help you in your Want Ad. Problems.

Its circulation is among Business Men, interested in the same way as you are. Consequently, any replies you received would be earnest enquiries after business. You would thus eliminate the curious.

Use the Want Ad. Page of Canadian Grocer frequently to fill your needs. It will pay you.

Higher Costs Call for Greater Protection

The cost of everything the packer of jam uses has increased to a great extent.

Now less than ever before can he afford to be indifferent to the condition in which his goods reach the trade.

Anchor Caps on your jams and jellies mean the most perfect protection obtainable. Anchor Caps mean that your goods reach the retailer in the same condition they left your factory, and that they will retain their freshness and flavor under the most difficult conditions.

The retailer has confidence in goods sealed with Anchor Caps. He knows they mean satisfied customers and put a stop to costly and troublesome returns.

Your sales will be easier, your profits greater and your returns from leakers and mould less when you seal your pack under Anchor Caps.

Have you seen our new C. style seal, our latest refinement of perfection?

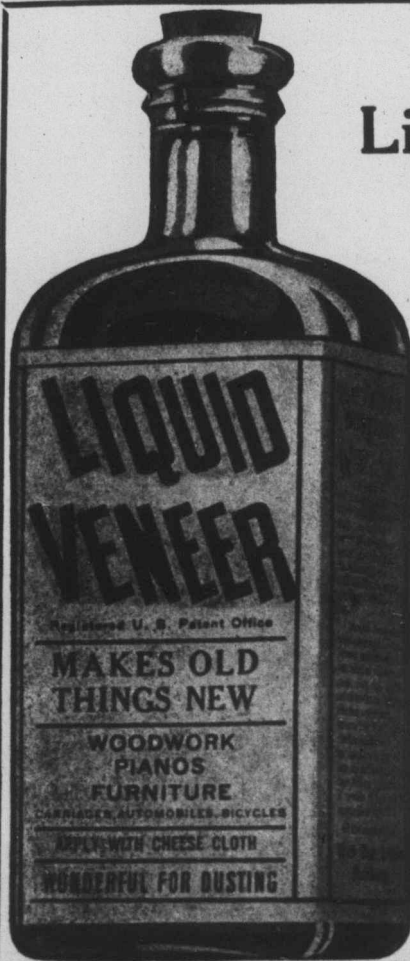
Anchor Cap & Closure Corporation

OF CANADA, LIMITED

FACTORY AND
GENERAL OFFICES



50 Dovercourt Road
TORONTO, ONTARIO



A Lifesaver!

With profits on many other lines cut to the bone, many dealers are concentrating on LIQUID VENEER, paying them 72% Profit on their investment and retailing at the same old prices, 25c and 50c.

Now is the time, with our big advertising campaign in full swing, for YOU to get your share. Shove LIQUID VENEER to the front.

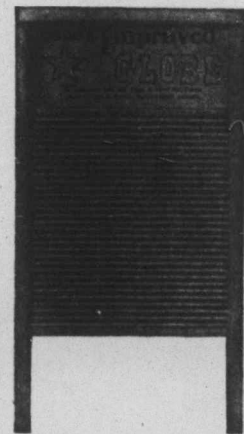
Buffalo Specialty
Co., Buffalo, N.Y.
Bridgeburg, Ont.

Sell Cane's Zinc, Tin and Glass Washboards

They're easily sold because both in appearance and value they are far ahead of the ordinary washboard.

The Zinc, Tin or Glass used is the very best obtainable for the purpose and the Basswood frames besides being better looking than the darker woods are entirely free from splinters and splinters.

A little showing of these washboards in your store will prove profitable. Order your supply to-day.



WM. CANE & SON CO.
LIMITED
NEWMARKET, ONT.



Made-in-Canada by
the All-Canadian
Condensed Milk
Company.

Not excelled anywhere

On the question of deliciousness and satisfaction-giving you will find it hard to equal Malcolm Milk Products and impossible to excel them. It is this delicious purity that has made the Malcolm lines such splendid quick sellers and such certain customer pleasers.

Dealers handling Malcolm's know what quick movers they are and the value of the repeats they produce.

Have you yet to realize what Malcolm popularity means? If so, write us to-day.

5-case lots delivered to any point in Ontario, Quebec or the Maritimes. Freight paid up to 50c per 100 lbs.

THE MALCOLM CONDENSING CO., LIMITED

The All-Canadian Condensed Milk Company

ST. GEORGE, ONT.

Particularly delicious and very
saleable

CHICKEN A LA KING Blue Seal Brand

Everyone of your customers will appreciate this wholesome and economical food. The cans are attractively labeled, making nice displays easy and always resultful.

Chicken a la King is a big repeater. Try it.

E. W. Jeffress, Limited
WALKERVILLE, ONT.

Century Salt

Best for
Table or
Dairy use

Pure, even crystals refined and packed with a degree of care that guarantees a quality unsurpassed—this is what the word "Century" signifies where salt is concerned.

Number yourself among the progressive dealers who are constantly displaying and pushing Century—the salt that satisfies.

At your wholesalers or direct from

THE DOMINION SALT CO. Limited
SARNIA - ONTARIO

Bristol, Somerville & Co.,

[Formerly Geo. E. Bristol & Co.]

Hamilton

In stock Extra Choice Morris' Margarine
Quality strictly high-class.

Bristol, Somerville & Co.

Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS
FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing $\frac{1}{4}$, $\frac{1}{2}$ or 1-lb. packets.

R. E. BOYD & COMPANY

Agents for the Province of Quebec

15 STE. THERESE ST. MONTREAL

DONALD H. BAIN CO.

AGENTS FOR THE CANADIAN NORTH-WEST

We manufacture the highest grade

CANNING BOXES

in Canada

Write for prices.

W. C. Edwards & Co., Limited
OTTAWA, ONTARIO

Furnivall's

FINE
FRUIT
PURE JAM

AGENTS—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto; H. J. Sykes, 736 Elgin St., Ottawa, Ont. Montreal—Geo. Hodge & Sons, Limited. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co., Ltd. Saskatoon—The H. L. Perry Co., Ltd. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

Furnivall's Jams are dependable sellers because their goodness appeals to the most particular people. Repeats are sure with Furnivall's. Are you selling them?

FURNIVALL-NEW, Limited
Hamilton Canada



Have No Hesitation

in choosing

'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 it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax · N.S.

YOU can help your customers to economize by drawing their attention to **Tartarine** which is guaranteed equal to cream of tartar for every baking purpose and conforms to all pure food laws. Tartarine costs less than $\frac{1}{3}$ the price of cream of tartar.

Litster Pure Food Co., Limited

1297 Queen Street West
TORONTO

ROLA
"QUALITY"
**EGG
POWDER**



Pure
Wholesome
Convenient
Economical

Guaranteed to be manufactured from Evaporated Fresh Eggs and other nutritious ingredients.

One tin, retailing @ 25 cents, does the work of 2 dozen eggs.

Put up in very attractive Counter Display Cartons each containing one dozen tins.

Ask Your Wholesaler for It.

SELLING AGENTS:
ROSE & LAFLAMME, LIMITED
MONTREAL - TORONTO

SUCCESS COMES THROUGH KNOWLEDGE

TO know all about your business means more profits and bigger business.

THE GROCERS' ENCYCLOPEDIA

was compiled by specialists who spent years of toil and spared no expense to make it worthy of a permanent place on your desk.

For information on practically every article handled by the grocery trade is given in such a manner that it is never forgotten. Contains a complete food dictionary in five languages: English, French, German, Italian and Swedish.

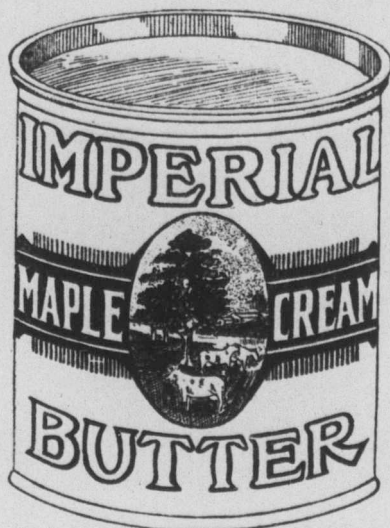
SEND FOR A COPY TO-DAY

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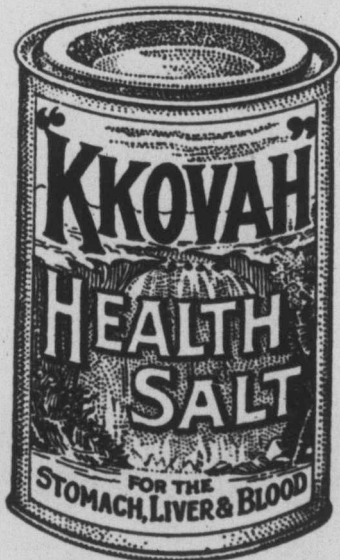
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WINE MEASURE AS IT AFFECTS SALE OF GEM JARS

Does the law respecting the wine measure have any effect on the sale of gem jars, wine measure?

W. W. Templeman,
Lovering, Ont.

Answer.—The law regarding wine measure operates only against goods sold under this standard where the contents purchased would be less than the purchaser has a right to expect. Any sized container can be sold as long as it does not purport to be something that it is not. The law does not prevent selling a wine quart as long as it is not des-

cribed as a quart. It is perfectly legal to sell these gem jars.

SELLING FLOUR IN BULK

Is there any law against selling farmers and others in the country a five pound bag of flour or more at one time? It has been the custom here for thirty years to do so.

W. Hay,
Falkenburg Station, Ont.

Answer.—There is no law prohibiting the sale of flour in any quantities in which the merchant may be able to sell it.

COUPON AGENTS

Can you give me the name and address of a reliable coupon premium agent operating in the Western provinces?

— Saskatoon, Sask.

Answer.—Under the Trading Stamp Act of Canada so many of these coupon schemes are actually illegal and liable to get the merchant into difficulties that we hesitate to suggest any names. If you have any such agent in mind send us copies of the literature sent out and we will be glad to advise you whether or no it is within the law.

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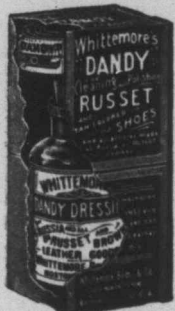
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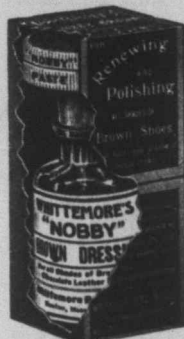
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CANADIAN GROCER

Vol. XXXII.

TORONTO, MARCH 29, 1918

No. 13

More Maple Products This Year

The Tree That Supplies Canada's National Emblem Must Help Win the War in 1918
by Helping Out Sugar Shortage—The Grocer Can Help Also in This
Connection by Encouraging Use of Maple Product

Written for Canadian Grocer by Norman Mackintosh.

SHORTAGE of cane sugar has encouraged the maple industry of Canada to greater productive effort. From the Food Control Department word went forth to the maple sugar and syrup makers that all the maple product they could make would be fully required in 1918. High prices have prevailed during the past year for maple sugar and syrup, and this has also had an encouraging effect. Even at the high prices prevailing the demand for maple products has been sufficient to reduce stocks to the vanishing point, and the 1918 season opens with very little old crop sugar or syrup to be found anywhere, and none that has had to seek a market. Even the blackest and strongest maple sugar made last season found buyers, and the No. 1 pure product sold like wildfire.

Emphasis on Production

Emphasis is laid this year on production in the maple sugar and syrup industry. This is in line with the whole spirit of the times. Food will win the war. Sugar is a food of high energy-producing value. Sugar is a fighter's food. The demand for maple sugar for the soldiers at the front has been immense. Big orders have been filled for the Y.M.C.A. supply depots by one of the largest firms in the maple product business in Montreal, and as a result of the widespread introduction of Canadian pure maple product in this way into France and England a much larger demand for maple sugar and syrup is developing over there than ever existed before. At the same time the stimulus to production of maple product this season is for home consumption—to help out the sugar shortage. Human beings need sugar to sustain life. Maple sugar is as fine a sugar as any consumer could wish for. There is nothing to prevent the use of maple sugar for every purpose to which refined cane sugar is used. Maple sugar can be refined to the same whiteness if desired, and even the characteristic maple flavor can be removed. This, however, is something which so far has been considered an essential feature in favor of pure maple sugar as a confection and something

which has even been deliberately imitated in the various substitutes for the pure article against which retailers and the Government are on their guard. But the fact that maple sugar can be made white and exactly like cane sugar is much honester and more patriotic to Canada than the fact that cane sugar can be made of the same tint and flavor as maple product by the use of adulterants.

Millions in Maple Industry

There is an opportunity this maple season for the retail dealer throughout Canada to do much towards the development of an important and very valuable industry for Canada, an industry which means the circulation in the Dominion of millions of dollars. The maple industry means more to Canadian business than this. It means the bringing into Canada of millions of dollars eventually, for maple product is a very exportable commodity, much in demand throughout the world, and Canada has virtually a monopoly of this delicacy and nourishing sugar food. Thus by encouraging the demand for maple sugar and maple syrup, and especially by cultivating the public taste for the pure all-Canadian article, every retailer in Canada can help develop the maple industry which is so essentially Canadian, and such an economic asset to the Dominion.

An Economic Asset

As pointed out only the other week in the *Financial Post*, the value of the Canadian dollar on exchange basis in the United States requires to be increased by the placing of American munition orders in Canada. There is a big United States demand for Canadian maple product, and the stimulation of the maple industry will have a healthy economic effect on exchange between Canada and the United States just the same as Canadian munition work for the United States. The main thing in getting international exchange right is to have a healthy trade balance—to have something to produce which the other country wants to buy. Maple product very perfectly fits in with that in the trade relations between Canada and the United States.

Much Room for Production

Production of everything eatable that Canada can produce is the watchword to-day. There is much room for more production of maple product. Millions of potential dollars, tons and tons of nourishing, energy-producing sugar food, and immense amounts of valuable natural resources of Canada are wasting every year in unworked sugar bushes. This is to say nothing of the waste that goes on in the sugar bushes that are worked. As a matter of fact the maple industry of Canada is still in its infancy, and the ever-increasing need of food-stuffs on the part of a hungry world will bring this particular industry before long to a vastly greater efficiency.

There are miles upon miles of maple bush throughout the province of Quebec and in Ontario also which are totally untapped. These sugar-maple trees would not be in existence to-day if maple lumber would float, but fortunately maple wood does not float, and therefore logging operations spared the sugar maple resources of Canada. Now with the growing need for foodstuffs sugar farming enterprise has its opportunity in these untapped sugar bushes. There are millions of trees. As they become accessible through the advance of civilization by force of need for greater production they will yield maple product and its money value to Canada which to-day are untouched. No fewer than 35,000 sugar bushes are known of in Quebec province alone, and in other provinces there are some 20,000 more. These are bushes that are "tapable." Millions of maple trees remain more or less out of reach, but making sap every season all the same.

Millions of Dollars in It

In 1916 the province of Quebec made by the maple harvest \$3,000,000 for Canada; this could be increased by several millions more. The stimulus given by the needs of the present year for sugar will increase the output of maple product this season. The encouragement of the Food Control Board will help. The retailer can help further in the manner indicated.

W. F. O'Connor Favors Wrapped Bread

Report on Bread Situation Objects to Action of Canada Food Board in Prohibiting Wrapped Bread — Windsor and Other Centres Protest Sale of Unwrapped Bread

THAT the regulation prohibiting the wrapping of bread conduces to waste and contributes to the high cost of living is contended in the January report of W. F. O'Connor, Cost of Living Commissioner on the cost of bread produced in the larger cities of Canada. The examination covering twenty-three cities and groups of cities shows that the cost of producing bread in January as compared with the previous month was practically stationary.

Records show that two or three cities in Canada have registered objection to the action of the Canada Food Board in prohibiting the sale of wrapped bread. A resolution has been adopted by the Border City's R. M. A. representing the city of Windsor, Sandwich and Walkerville, Ont., calling upon the Food Controller to give his reason for this regulation. Bakers declare that the return to the system of handling bread which has no outward protection is practically inviting disease. Many persons prefer, so it is said, to pay an extra cent for their bread rather than run the risk of contamination.

It is also pointed out that unwrapped bread dries much more rapidly and is consequently more likely to become wasted than bread properly encased in waxed paper.

W. F. O'Connor concludes his lengthy report on this subject as follows:

"Since I issued my last statement concerning Canadian bread conditions, the Canada Food Board has put into force a regulation which prohibits the wrapping of bread. This regulation, whether or not sought by the bakers, was welcomed by them and they seem quite content therewith, but in my judgment (admittedly fallible) it conduces to waste and contributes to make higher yet the cost of living. I therefore respectfully suggest that it should be rescinded. If the object of its being made was the reduction of the cost of bread to the consumer (I was not consulted so I do not know) that object has already signally failed. Some bakers have raised their prices. I know of none who has reduced them.

"If the object was the prevention of waste that object has worse than failed, for the evil of waste has been accentuated. The wrapped loaf keeps fresh and sweet at least forty-eight hours longer than does the unwrapped loaf. All stale bread does not go to waste, but a very much larger percentage of stale bread than fresh bread goes to waste. As the unwrapped bread goes stale much new fresh bread is bought to replace it. The baker does not object, but, apart from the matter of conservation, all this costs the consumer more money.

"Meanwhile, not standing on hard-earned provincial sanitary laws, the one

article necessarily and universally used at our tables is delivered there under conditions which we have been taught to regard with disquietude if not with disgust. I submit that sanitary precautions are worth paying for. The sanitary requirements which surround the supplying of meat and milk add very materially to their cost, but these laws remain unimpaired. Why favor one more species of bacteria? Let us have them all. Why clean meat or milk, but dirty bread? Why not dirty water as well?

There is a Standard Price on Bran and Shorts Much Uncertainty Among the Trade on This Important Matter —The Price of Bran and Shorts Outlined, Also the Later Order Dealing With the Handling Profit Permitted

THERE seems to be a very considerable uncertainty on this matter, and a goodly number of merchants appear still to be unaware of the regulations regarding this question. From a Northern Ontario merchant the following letter has been received:

"I am informed that there is a price set for the retailing of bran and shorts. I am not aware of any; however, a man buys two bags of bran at \$2.10, gets a bill for it and then tells the clerk that we are open to a fine of \$500. Can this be possible?"

The standard price for shorts is \$29.50 and for bran \$24.50 a ton on a Fort William basis. For points east of Fort William, it is permitted to add \$6.30 for bags and bagging, and under the new rate \$4.60 a ton for freight, which makes the standard price for bran \$35.40 and for shorts \$40.40. Moreover, the handling charges are regulated by order No. 14 which reads as follows:

"That the amount which may be charged for bran and shorts from and after the nineteenth day of January, 1918, shall not be greater than is hereinafter set forth, namely:

"By dealers distributing ex-warehouses or premises to consumers, not more than 10c per bag of 100 pounds may be added to the cost (as set forth in Order No. 5 issued on 17th December, 1917), at the railway station where dealer takes delivery.

"Where delivery is ex-car by the purchaser from the dealer, not more than 5 cents per bag of 100 pounds may be added to the cost at the dealer's railway station.

"Where the miller sells at the mill direct to the consumer, in quantity or quantities less than 10 ton lots, not more than 5 cents per bag of 100 pounds shall be added to the price at which the miller is permitted to sell under Order No. 5.

"Where, however, the purchaser brings bags to the mill and such bags are filled at the mill, then not more than \$2.00 per

Thus could we save money and conserve supplies. Water systems receive anti-typhoid treatment at all times, while a baker's driver who happens to be a 'typhoid carrier' may infect a thousand loaves of bread per day. I refrain from imagining various other possibilities, they come all too easily to one's mind, but in view of the fact that the house fly will soon be abroad in the land, I suggest that at least those who wish to purchase wrapped bread should be at liberty to do so, whether or not the wrapping of all bread is again made compulsory.

"I think, however, that wrapping should be made compulsory. I think so, as I may lawfully and properly think, and think in this open fashion, because wrapped bread costs less than unwrapped bread. With such matters I am directly concerned."

ton shall be added to the price of bran and shorts in bulk, as directed by Order No. 5."

These regulations are of the most vital importance to the dealer in these commodities. There are many orders now published on many subjects dealing with the handling of food. Practically all these have appeared in CANADIAN GROCER. The merchant would be well advised to keep the copies in which these regulations appear for future reference, as by so doing he may save himself from serious difficulties.

INCREASED VALUE OF FISH CATCH

Canada's production of fish for the last fiscal year, according to the annual report of the Fisheries branch of the Department of Marine and Fisheries just issued, was valued at \$39,208,378, an increase of \$3,347,670, as compared with the previous year. There was an increase in the value of the catch in all the provinces with the exception of Ontario, where smaller catches of trout, whitefish, pike and pickerel resulted in a decrease of over half a million dollars. As usual salmon heads the list in value, with a total of \$10,882,431.

OPPOSES FOOD TRADE LICENSES

Mayor Todd and aldermen of the Victoria, B.C., city council have made representations to Dr. S. F. Tolmie, M.P., to lodge an objection to the plan of the board of food control in the matter of trade licenses. It is contended that the plan to collect license fees from dealers might create a dangerous precedent and that the object of the Food Board was to control the distribution of food and not to collect revenue.

A special drive is being made by various women's patriotic societies in New Brunswick to secure as much as possible of the maple sugar crop of the province for the overseas soldiers.

May Standardize Size of Macaroni Package

Persistent Rumor to the Effect That a Standard One-pound Package Will be Made Imperative — Market on Macaroni Products Exceptionally Strong

THERE is a rumor current in wholesale circles that there is the possibility of the Canadian Food Board taking up the matter of standardizing the size of the macaroni package. At present this product is sold in a variety of sizes that vary all the way from 8 to 16 ounces. If the regulation that is hinted at were to become effective, it would do away with everything but the 16-oz. size.

Of course if any such action were taken the merchant would be given ample time to dispose of packages in other sizes. The idea apparently is that the multitude of sizes is a disturbing element in the business, as there is no definite standard either for buying or selling. While there is nothing but a rumor to work on at the present time, there is a feeling that some such action might not be ill-timed, providing that ample time were given to dispose of stocks and materials of other sizes.

There is an exceptionally strong feeling in the macaroni market at the present time. The American export embargo on the product has affected the market in a measure, but more than that the higher wheat prices have had a tendency to put a materially stronger feeling into the

market. As a result of these conditions there is a strong possibility that there may be an advance in this product in the not very distant future.

NO GENERAL INCREASE IN SOAP PRICES EXPECTED

Large Soap Interests Feel that Price Is High Enough, and Do Not Anticipate Advances

There has been a general feeling that another increase in the price of soaps was well within the realms of possibility. J. E. Ganong, president of Lever Brothers, however, when questioned as to the likelihood of any advance, stated that they had none in contemplation, and moreover they did not think that at the present moment there was any need for advanced prices. There had been no material change in the raw material situation of late of sufficient moment to warrant increased prices and it was not likely that any change would take place, despite the fact that one manufacturer had made a slight advance in one of their lines. There was the possibility of some slight changes in toilet soaps, Mr. Ganong continued, but this would be in the nature of a re-

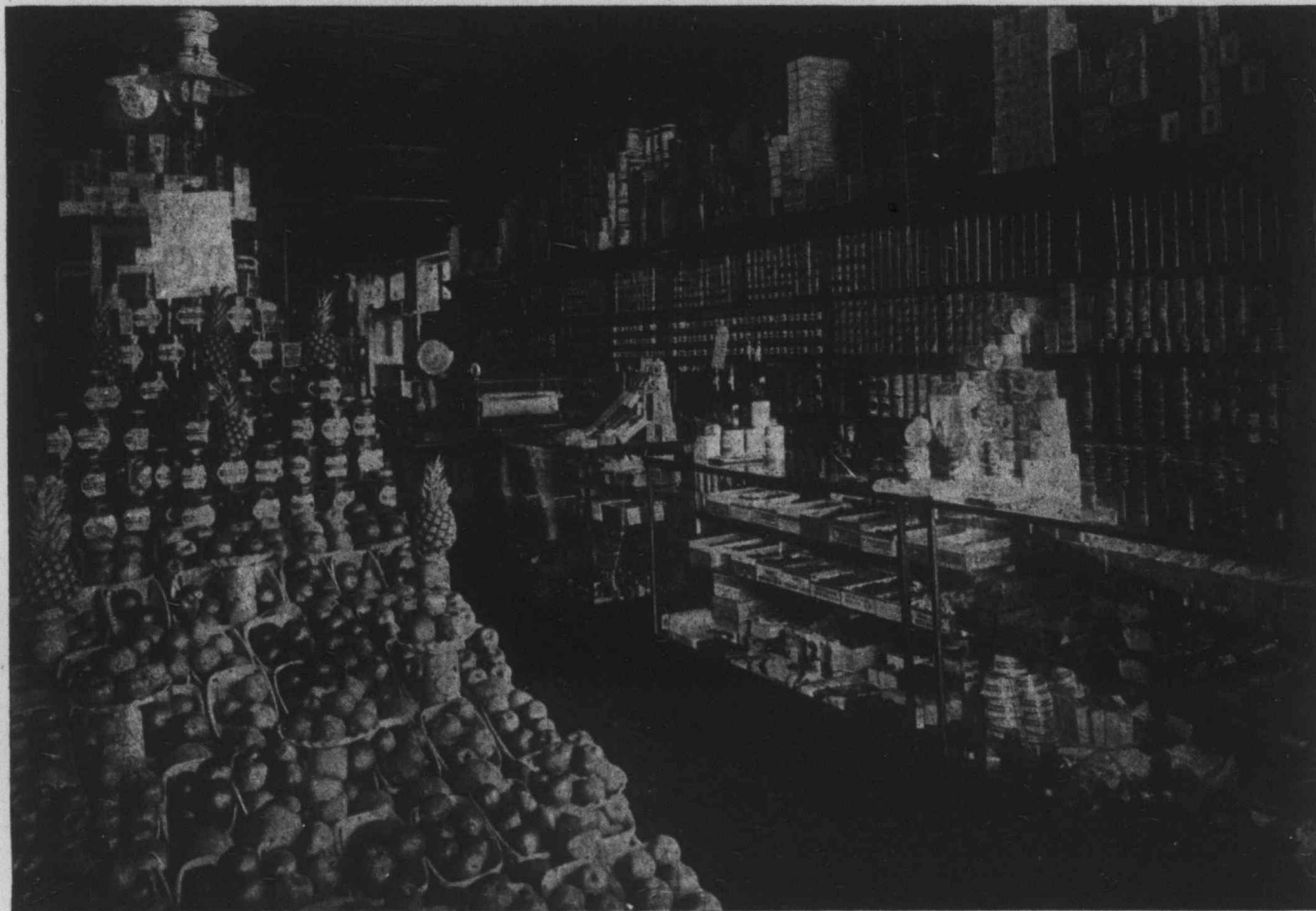
distribution of costs that might have a very slight effect on prices. The reason for this was merely that the quarterly investigation into the costs of manufacture might necessitate some slight variations in prices, but nothing that could be described as a price increase under the uncertain market conditions that are the rule at the present. Conditions might arise any day that might make increases necessary. But we know of nothing of the kind at the moment, nor do we expect anything of the kind, and we have not considered the question of increasing prices at the present time.

VEGETABLES AND EGGS BY WEIGHT

Sir George Foster, Minister of Trade and Commerce, has given notice of his bill to provide that vegetables may be sold by the pound and that a dozen eggs must weigh not less than a pound and a half. Control of the importation of goods into Canada is also provided for.

MUST NOT REQUIRE PURCHASE OF FLOUR

Millers throughout Canada have been warned that their licenses will be in danger of cancellation if they continue to insist as a condition in the shipment of feed for stock that flour also be purchased. The Canada Food Board has taken up this question with the Millers' Committee and a circular letter has been sent to all millers.



The handsome interior of the J. A. Debien Store, Park Avenue, Montreal. Note the fine fruit display that is always a feature of the store's trade. An account of the activity of the store appears in the Produce Department.

Many Views on Daylight Saving

Grocers from Coast to Coast Discuss the Effect of a Possible Daylight Saving Measure
—Opinions About Equally Divided For and Against—Some
Interesting Arguments Raised

WITH the signature last week of the President of the United States being set to the American Daylight Saving Bill that measure became a law in that country and on the last Sunday in March the clocks will be set forward one hour, and will remain so till the last Sunday in October, when they will be moved back again. By this measure there has been added another hour of daylight for work or recreation.

At the present time a Daylight Saving measure is before the Canadian Parliament and there is every indication that within the course of the next few weeks it will become effective. With this accomplished Canada will be in line with those other countries that have adopted this system—England, the United States and Newfoundland. Thus the greatest argument that has been urged against the system, its tendency to disorganize business through variable time conditions, is now an argument that must be used in favor of the bill rather than against it.

The Hon. John Anderson, general importer of St. John's, Nfld., who was the father of the Newfoundland Daylight Saving Bill, writes to THE CANADIAN GROCER regarding this matter as follows:

"From 1907 to the present time I have been a strong advocate of the scheme for the United States, Canada and Newfoundland. I shall look forward with pleasure to see it put into operation in the Dominion of Canada and United States this summer. For ten years I have been waiting to hear an argument against it.

"The Daylight Saving Bill for the British Isles will begin this year on the 24th March, and continue until the 29th September.

"Wishing you every success in your efforts to win more daylight, which means sunlight and fresh air for the people of your great country.

"Before the first April issue of your journal I hope the Federal Government of Canada will have passed the bill."

In view of the fact that this legislation would probably become effective in Canada this year, CANADIAN GROCER made some enquiries as to the opinions of merchants in various parts of the country as to the way it would affect them in the operation of their business.

The burden of opinion is pretty evenly divided between those who strongly champion the proposed change and those who are averse to the suggestion. It is to be noted, however, that, with the exception of one or two who feel that the farmers will be handicapped in shopping during the evening, nearly all those who object to the scheme are laboring under some misapprehension as to its scope. The law has

been already passed in the States and if it is passed in Canada it will be universal for this part of the continent. It will affect all railways, post offices, public offices of every kind, schools, churches, etc. One correspondent states that they have reverted to the old time in Great Britain. They only reverted to it for the winter, as we should do. It was so successful there last year that it is being adopted again this year.

These are the opinions of our readers on this important question:

W. W. Paynter, North Rustic, P.E.I.—"I don't think it would make any great difference to us, but if it would help the Allies out, go to it!"

Tignish Trading Company, Tignish, P.E.I.—"I do not think that any benefit would result to business nor any hardship accrue."

W. T. Browners, Bedeque, P.E.I.—"My opinion is that the saving of oil and light and fuel, especially in the winter months, would mean quite an economy."

The scheme is for summer not for winter.—Ed.

A. T. Morrison, Shippegan, N.B.—"The change would not afford any advantage in this section, nor would it be favored by our clerks. In a fishing section such as this the fishermen always begin work at daylight anyway."

A. A. Steewes, Dorchester, N.B.—"I do not think it would make any difference to business, but it would give me more time to work around my garden, or do anything else that I might wish to do."

Otto Hildebrand, Doaktown, N.B.—"I expect that the change will come in the United States and Canada should follow. It should affect many economies."

W. G. Palmer, Sarnia, Ont.—"The change is strongly favored by my clerks. For myself I cannot see what possible objection there can be to the scheme, and it would give me an hour more of daylight every day to devote to other affairs."

C. H. Crawford, Ingersoll, Ont.—"I do not think that the change would have any effect on my business."

Henry Widdifield, Cedar Valley, Ont.—"Is not one of those who favors the scheme. He opines that it is "no good" for business. "I think," he continues, "that if people would use their time and money for something else of use, God would look after the daylight."

W. H. Buckley, Niagara Falls, Ont.—"The clerks are satisfied. It will mean longer evenings for them. It is a splendid idea."

A. W. McFaul, Owen Sound, Ont.—"There will still be the same number of

hours from sunrise to sunset that have always prevailed. No legislation can produce more daylight in any given day and as far as I have been able to observe the majority of workers find seven o'clock about as early as they can get to their place of work or business."

B. F. Brown, Collingwood, Ont.—"It looks good to me from every standpoint and should be tested out. That is the only way to find out if it has advantages."

J. B. English Co., Plattsville, Ont.—"I think that business will be about the same. But I fail to see any great advantage from the change."

W. R. Dawson, Inwood, Ont.—"I cannot see that it would be of benefit, and do not think that such a change would be a good move."

A Concrete Objection

J. R. Roper, Milton, Ont.—"It would cause me to work later hours. In a farming community such as this the farmers work until dark and would come to town later at night, causing the merchants to keep open that much longer."

J. McFee, Appin, Ont.—"I am not in favor of the move. Confusion would no doubt result from such a change."

Reine Bros., Wellesley, Ont.—"I am not in favor of the change. It is not desirable unless universally adopted."

J. M. Bannister, Delhi, Ont.—"I am not in favor of this change. If there is any difference I would stand to lose. It's simply a fad. Nothing to be gained that I can see. We would only be trying to deceive ourselves."

J. J. Casey, La Salette, Ont.—"I have a post office and would consequently be open all the time anyway."

A Money Saving

W. T. Harris and Co., Owen Sound, Ont.—"I am in favor of it if the railways change their time accordingly. Our business would benefit. We would save in electric light \$75 a year."

A. Graham, Moffatt, Ont.—"I think the change would hurt far more than it would help, and I do not see how anyone could profit by it. It would hurt me very much as I do a lot of business after night fall as in the country the farmers cannot go to the store till night as they have their work to do in the day time. I think it absurd to try to get such a law passed. I earnestly hope that the effort may not succeed."

P. H. Copeland, Huttonville, Ont.—"I don't see as yet how any change would better things. Take from now on (Feb. 23), it is daylight enough from 7 or 8 o'clock a.m. until 6 p.m. or 7 p.m. for anyone to do enough business. I know

I can satisfy myself from 7 a.m. till 7 p.m. or so."

W. A. Birdsall, Sarnia, Ont.—"I am in favor of the proposed change. It will induce early shopping on the part of the people."

Wm. Beatty and Co., Ltd., Parry Sound, Ont.—"The change wouldn't affect business at all and it would leave more time in the evenings for recreation."

Hinds Bros., Barrie, Ont.—"I am in favor of the proposal. We would be expecting to get away earlier, and would put more energy into our efforts. We should at least try the change for one summer. It would make very little difference to some merchants who open about 6.30 a.m. and remain open to about 11 p.m., till you would think they had lost their door key."

T. A. Keyes, Colebrooke, Ont.—"Why change the clock? I know my clerks would be satisfied to come on one hour earlier during the summer if they are let off an hour earlier. It would mean a longer day for the business man as we could not get closed earlier unless there is a law passed to force all stores to close at six or seven. Country or town stores are kept open late, so I claim the merchant who has to open at six o'clock a.m. and stays open till 10 o'clock at night has a dog's life. I am in favor of a law making compulsory closing at a right hour."

Luxford Bros., Walkerville, Ont.—"At an earlier date we had sun time with Detroit. This was true at noon a few miles east of here and we think that the sun is a pretty good old clock. Detroit then went back to Central Standard to agree with the rest of the state, and we adopted Eastern Standard to fall in line with Ontario time. Detroit after a great hub-bub about it decided Eastern Standard was the proper ticket. It is very inconvenient here on the border to have a different time from that over the river or from the rest of the province and we hope that there will not be any change made. Personally we do not mind going to bed in the dark, but we do not like getting up in it."

George O. Werrett, Simcoe, Ont.—"I would favor it if it were universal in the United States and Canada. I cannot see how it would affect business one way or the other. Our clerks would certainly approve of the change."

W. Hern, Goderich, Ont.—"If the plan is putting the clock forward one hour, making it one hour or so earlier, opening and closing one hour or so earlier, I am not in favor of it."

Fuller Bros., Arkona, Ont.—"We cannot see where there would be anything gained by making the change and on the other hand it would be likely to cause a lot of trouble. We notice in England where they tried the experiment, they have gone back to the old system."

W. W. Hill, Lucknow, Ont.—"I am in favor of the move."

L. H. Fackrell, Port Robinson, Ont.—"I am in favor of daylight saving, and think if there was a stated time for

stores to open and close, say eleven hours a day excepting Saturdays, it would be a success. That would give the farmer a reasonable time to be able to get his shopping done. If the clock was put back one hour and the stores opened at 7 a.m. and closed at 6 p.m. I think that the clerks would also be better pleased. You will always notice that the more hours a store is open the later the customers are in doing their shopping. If all stores close and open at the same time I think there will be a gain and not any loss for any of them."

A. Sweet, Winchester, Ont.—"I would not favor daylight saving unless it took in a large area. Then I think it would be a good thing all around."

J. L. Gerow, Rossmore, Ont.—"I personally believe it to be one of the best of measures."

T. Hockin Co., Ltd., Dutton, Ont.—"I am not in favor of a change. The farmers believe the present system more convenient for them, and our clerks prefer a half-holiday weekly. The change would cause confusion unless railways, churches, schools and post offices adopted the same measure."

Anderson and Austin, Haliburton, Ont.—"I am in favor of the movement. Cannot see any point objectionable. Any reasonable system of hours can be introduced in any business and operated successfully."

A. G. McDowell, Dunnville, Ont.—"Regarding daylight saving system, if it is put into effect all over the country I think it would work out o.k. I think the system would be fine as it would give every one an extra hour in the evening to do any outside work he might wish to do. I can not see where it would affect business in the least as everyone would be in the same position and the people would have the same time to do their trading as before. So move old Ben ahead one hour on a certain date and everything will be fine. Make it plain that it applies to all."

Roy V. Hoshal, Cayuga, Ont.—"I am not in favor of the change. It will make no difference to our grocery business but will cut our ice cream trade at night."

A. C. Tummon, Selby, Ont.—"I do not think the scheme would affect our business."

T. H. Wigel, Ruthven, Ont.—"I think if it is universally applied it will be a grand scheme for everyone concerned. It would be a saving of both light and fuel, but as to being beneficial to my business I couldn't state until the scheme was tried and fully worked out, but if the farmers got used to it I think it would be a benefit to them same as the rural route system."

Of Benefit to Health

Hugh Fraser and Son, Winchester, Ont.—"We are in favor of the move. If universally adopted, the plan, as far as we can see, should not affect the grocery trade, or in fact any line of business, and would tend to promote bet-

ter health among those who are confined to offices, shops, factories, etc., during the day."

J. Clarke Bradley, Niagara Falls, Ont.—"I am strongly in favor of the move. I think too that it would affect business favorably. We would get an hour's earlier start in the morning, which is worth two in the afternoon."

A. McGillivray, Brechin, Ont.—"I am not in favor of such a system for the following reasons: (1) I am doing business entirely with farmers and they are up now as early as is possible to work, and in haying and harvest time the heavy dews keep the farmers from their work until the sun is well up, then they must work in the evening. Then, if they wish to do any business with early closing they can't do it, and as farm work and food production is all important I am against anything that might embarrass the farmer or cause him to think the city fellows had the better of him. (2) I believe no local system will be a success; in order to be useful it would have to be national, and international would be better. Oh, yes, our clerks would like the getting off earlier in the evening, but I am doubtful about their liking the morning stunt."

Mawhinney and Co., Burks Falls, Ont.—"We are not in favor of the proposal. If the idea is to stimulate food production the clock should be turned the other way, as the morning is the proper time for gardening. If more joy riding and pleasure seeking is the object in view, just change the clock as proposed and the scheme will prove a huge success."

W. Hanna & Co., Port Carling, Ont.—"We are in favor of the proposal, if it is general, taking in railways, post office, and all lines of business. Our summer business is largely with the cottagers, and much of it is done in the evening when they come in to meet the boats and get their mail and supplies. If the train and boat times were not changed, too, it would hurt our business. We think our clerks would favor it as it would give them a longer evening to get out on the lake, etc. Generally speaking, we think the change would be a wise one providing it was general all over the country. It would then really save daylight and benefit all classes in health, wealth and happiness."

W. H. Gillard and Co., Sault Ste. Marie, Ont.—"We favor the proposal. It would give better results from clerks who believe in utilizing the whole of the daylight."

J. M. Sanderson, Northport, Ont.—"I am not in favor of the change."

Why Favor the Vegetable Kingdom?

H. C. Pillely, North Bay, Ont.—"I am certainly in favor of the proposal. It should help production, which is of vital importance. If daylight is good for the vegetable kingdom it is also good for us."

Alf. Ducharme, Renfrew, Ont., replies tersely: "Leave well enough alone."

John McCorvie and Son, Chatham, Ont.—"We favor the daylight saving plan. For one thing it would mean that all

the homes in Canada would use one hour's less electricity. Also it would mean one extra hour in the garden now when production is so all important."

H. Mundy, Wingham, Ont.—"We believe it is a wise proposal. The great saving of artificial light must be a wise move."

C. B. Johnson, Port Bruce, Ont.—"I do not favor any change. I see no great benefit, and it causes great confusion to the travelling public by conflicting with the railroad time."

Wm. L. Leeson, Merritton, Ont.—"It should encourage food production and conserve electric power for factories."

A. J. B. Sammin, Swastika, Ont.—"I would certainly be in favor of daylight saving as I have already begun this saving for over a year past, and I find that I am not losing much by it, even if there are two opposition stores in our town, as my customers get accustomed to my closing early and they come to do their shopping through the day. I have been grinding here as our neighbor's store keeps open from 6 a.m. to 10 p.m. and sometimes 11 p.m., and after the war had started, clerks being hard to get and wanting such big pay, I found it was almost impossible to keep it up, and for over a year back I have set an hour for business from 8 a.m. to 8 p.m., and by shortening hours I could do my business with less help and in the summer I don't have to use any lights. It would be a blessing if all storekeepers would shorten hours of business as we storekeepers are worse than common laborers; they work eight hours a day and we work 16 hours, and especially

if they would keep their stores closed on Sunday, which is a practice here in the North."

C. F. Schutt, Schutt, Ont.—"We do not see that the change would do any good."

McQuakers, Ltd., Owen Sound, Ont.—"As far as we can see no particular advantage would come from the proposed change."

A Still More Drastic Suggestion

F. W. Christianson, Port Arthur, Ont.—"Yes, we favor the proposal. We would favor also a proposal to compel all stores to close two afternoons during each week or at least one, and no delivery to be allowed after 1 p.m. The consumer will listen to this if carried out to the letter. Anticipating the result of non-production we should not hesitate to accede to the trifling time set apart in aid of production. Even if everyone did aid in the work of food production a large percentage of the people would certainly help in that way."

D'Arcy Ellis, Creighton Mines, Ont.—"I am strongly in favor of the proposal. By getting an early start we would be able to get the bulk of the work done before the heat of the day."

John A. Fraser, Ltd., Quesnel, B.C.—"I see no wisdom in the proposed change. Anyone can get up an hour earlier if they want to."

The excise collections on tobacco and cigars for the month of February, 1918, for Kingston, Ont., were: cigars ex. factory, \$306.00; cigars ex warehouse \$244.50; raw leaf tobacco \$608.16.

INVADES THE U. S. MARKET

Canadian Firm Opens Offices in New York City

Harold F. Ritchie & Co., Ltd., manufacturers' agents, Toronto, have been incorporated under the laws of New York State under name of Harold F. Ritchie & Co., Inc. Offices have been opened at 171 Madison Ave., New York City, one block from the Waldorf Hotel.

Business methods adopted are along similar lines to those used in Canada; that is, they will work closely with the wholesale grocers and druggists. To start with there will be twenty salesmen with headquarters in the main centres. The intention is to gradually add on assistants to these field managers.

The Harold F. Ritchie Co., Limited, Toronto, have acted as agents for a number of United States manufacturers, some of whom are now placing their business through this new United States organization. In some cases a number of the sales staff of these U. S. firms have been engaged by Harold F. Ritchie & Co., Inc.

D. C. Nixon has been appointed manager of the new company, and E. B. Thuburn will be in charge of the office. Both these men are Canadians. Just at present there is great difficulty in securing British goods on account of the embargoes. The Harold F. Ritchie Co. represents a number of these in Canada and as soon as Great Britain permits exports these will be marketed in the United States as well. The management aims at maintaining the business as much a Canadian business as possible.

Yes, Yes, Prices Are Fierce!

I WENT into the butcher shop to get a hunk of meat, for folks to keep their systems up are simply forced to eat, no matter if on certain days we've got to take a reef in all our notions and our likes for bacon strips and beef.

I wandered o'er that butcher shop and poked things small and big, and sorted over odds and ends that once had been a pig.

I gazed at bacon and at pork, made eyes at wiggly veal, and sauntered to the butcher man to try and strike a deal. He said he had a little roast that was caught fresh that day—he knew the price would be about as much as I could pay.

"It's 35 cents for an ounce, we won't sell by the pound since prices took a notion for to fly up from the ground.

"And here's a piece of T-bone steak, the value is a cinch, we're sellin' this line cheap just now at 60 cents an inch. Perhaps you'd like a pork chop, too, to serve up for your lunch, for one of them will make a meal for quite a healthy bunch.

"I have a sausage here just now, it really is a find, they're not a-makin' more just now of this particular kind. This one will cost you 80 cents, and price is sure to rise, for pork and collie dogs is scarce and awful small in size."

He led me over to a roast, "the thing is cheap," he said, and then he took his pencil out and sharpened up the lead, and figured on the floor a while, and then upon the wall, and likewise on his pair of cuffs in figures long and tall.

Strong words they was what passed between that butcher man and I, when I told him that his figures was most outrageous high.

Oh, send us back them grand old days of meat both fat and thin—with liver sellin' for a dime and dog bones thrown in.—ARK.

Large American Grocery Firm Indicted

Charged With Using False and Misleading Methods — These Methods an Exact Duplicate of Methods Employed by Consumers' Association, Windsor, Ont.

THE action of the American Federal Trade Commission in taking action against Sears, Roebuck and Co., Chicago, marks a step forward in the campaign against the practice of price cutting on standard products to deceive the public and injure competitors. How serious a matter this is is evidenced in Canada by the activities of the Consumers' Association of Windsor, Ont., which has adopted these practices to a large extent in their bid for business.

In the case of the Sears, Roebuck Company one of the charges is that they had circulated through the various states and territories advertisements "offering for sale to the general public of sugar at prices from three to four cents a pound, and that said advertisements are false and misleading, in that they cause customers and prospective customers to believe that respondent, because of large purchases of sugar and because of quick moving stock, is able to sell sugar at a price lower than others offering sugar for sale; whereas, in fact, respondent is selling said sugar at a loss, and its offer to so sell is limited to a definite quantity of sugar and is made only upon the express condition that certain specific amounts of other groceries be purchased therewith, for which res-

pondent receives a price sufficient to give it a profit on the combined sale, including the sugar."

This method of business that has brought this large business house into difficulties is the identical method adopted by the Canadian activity referred to above.

The complaint also states that the advertisements of the company "are false and misleading, being calculated to lead the trade and general public to believe that respondent is selling its sugar at a price much lower than that of its competitors, and thereby imputing to its competitors the purpose of charging more than a fair price for their sugar."

They are also charged with attempting to destroy the trade of competitors and of stifling competition by selling certain of its merchandise at less than cost, on the express condition that the customer simultaneously purchase other merchandise upon which the respondent makes a profit.

The whole system that is under condemnation in this enquiry is duplicated in the operations of the Windsor concern. It is possible that somewhat similar action may be taken in this case before very long.

That Irrepressible Poultry Problem

Some Further Answers That Get the Same Results Though Reached by Different Routes

THE poultry problem answers continue to pour in. There are some interesting new methods demonstrated, therefore a few of the answers are reproduced herewith.

Manitoba Figures it This Way

I would like to know if there is a special way in getting at that question. Following is the answer:

88 chickens at 50 cents. . . . \$44.00
 2 geese at \$3.00. 6.00
 10 turkeys at \$5.00 50.00

100 fowl. \$100.00
 J. B. OBER.

Brandon, Man.

With the \$100.00 I bought
 2 geese at \$3 each. \$ 6.00
 10 turkeys at \$5 each. 50.00
 88 hens at 50c each 44.00

100 \$100.00
 ARCHIE SEELEY.

Douglas R. R. No. 2, Man.

Quebec Favors the Two Geese Method

Below you will find my solution:
 88 hens at 50c \$44.00
 2 geese at \$3.00. 6.00

10 turkeys at \$5.00. 50.00
 —————
 100 fowl. \$100.00

B. D. MORRISON.
 of D. Morrison & Son.

Rupert, Que.

Another Answer

I think the answer to the little problem in your last week's number would be 88 hens, 2 geese, 10 turkeys.

IRA EBY.

Horning's Mills, Ont.

Another Champion for the Turkeys

I enclose my answer to the problem: 88 hens, 2 geese, 10 turkeys, value \$100.

A. E. JOHNSTON.

Ont.

A gentleman who signs himself with the portrait of a goose, but who otherwise leaves his identity unknown, gives his answer as

184 hens \$92.00
 1 turkey 5.00
 1 goose 3.00
 —————
 \$100.00

Another Torontonion Kills the Two Birds With One Stone

I would work out solution to problem as follows: Let x be the number of chickens, y the number of geese, and z the number of turkeys. Then

$$\begin{aligned} \frac{1}{2}x + 3y + 5z &= 100 \\ \text{Therefore } x + 6y + 10z &= 200 \\ \text{Also } x + y + z &= 100 \\ \text{By subtraction } 5y + 9z &= 100 \end{aligned}$$

eliminating x.

Having only the two equations, instead of three, we must here do a little guesswork, or rather reasoning.

The total 5y being a multiple of 5, 9z must also be a multiple of 5. And as the only such numbers between 1 and 100 into which 9 will divide without remainder are 45 and 90, z must be either 5 or 10, which leaves y either 11 or 2 respectively, and x either 84 or 88.

The answer therefore is:

Chickens 84 or 88
 Geese 11 or 2
 Turkeys 5 or 10
 respectively.

M. R. S.

Toronto.

An Arithmetical Solution

If all the fowl were hens, then
 \$100 × .50 = \$50.00

We paid
 \$100 - \$50.00 = \$50.00

more because instead of some of the hens we got turkeys and geese.

Each goose cost more than a hen:
 \$3.00 - .50 = \$2.50

Each turkey cost more than a hen:
 \$5.00 - .50 = \$4.50

The least common multiple of \$4.50 and \$2.50 is \$22.50.

By dividing
 \$22.50 ÷ \$4.50 = 5 turkeys

and we paid
 \$50.00 - \$22.50 = \$27.50 for the geese.

Therefore:
 \$27.50 ÷ \$2.50 = 11 geese.

Result:
 11 Geese \$33.00
 5 Turkeys 25.00
 84 Hens 42.00

100 Fowl \$100.00

GEO. SKULSKY,

Readlyn, Sask.

This is a very ingenious method of working it out without the use of algebra.

Carried a step further it will be seen that 45 is also a common multiple of \$4.50 and \$2.50, in which case the second result of 10 turkeys and 2 geese is arrived at.—Ed.

Correct replies were also received from N. T. Collette, California Assoc. Raisin Co., Calgary; W. F. Ellis, Owen Sound, Ont., and Alex. Milne, Campbellford, Ont.

Further answers to the oil question have been received from Frank Jones, Vancouver, B.C., and L. Choderkove, Edenwold, Sask.

Pointers re Turnover and Profit

It is Urged That Eliminating the Sales of Sugar and Bread and Similar Lines Would Not Materially Lessen Overhead Costs—Expense Ratio a Movable Figure That Varies Inversely to the Business Done

THE letter from "Grocer" of Sydney, N.S., in the last issue of CANADIAN GROCER, criticizing the article on a fair profit, affords the writer an opportunity of pressing home more forcefully the points he there endeavored to make clear.

Some of the points to which "Grocer" takes exception are but trivial, such for instance as his statement that 12c per pound for sugar would not show a profit of 25 per cent. but of 29 per cent. This is, of course, evident, but as a grocer cannot sell in fractions of a cent (11.38c. would show exactly 25 per cent. profit.) the 12c was taken as the lowest price chargeable which would cover the required 25 per cent.

Some points from his letter are, however, worth dealing with at length. He says:

"You cannot figure how much you are making or losing if you sell sugar at a gross profit of, say, 12 per cent. when your expenses are 20 per cent. and you do not get anything extra to make up for this on other lines.

Expense Not Necessarily Always the Same

The answer to this is: If you really know your expenses on sugar are 20 per cent. and you are only making 12 per cent. you know you are losing 8 per cent. But the point is, how do you know your expenses are 20 per cent.? If they are 20 per cent. when you are selling 100 pounds a week, they are less when you are selling 500 pounds, and still less when you are selling 750 pounds. And again, even if you are losing, you are not losing because you are not charging enough; you are losing because you are not doing enough business. If a certain percentage of profit does not cover your cost of doing business, you must sell more—more sugar if you like—but not necessarily sugar; soap will do just as well as long as you make more sales, take in more money over the counter, so that, with no further expense, you may make greater profits and thus reduce your cost of doing business.

Get out of your head the idea that you have to make a fixed profit percentage on everything you sell, and get it into your head that you have got to do a certain volume of business to cover your expenses.

If you cannot make the full percentage profit on sugar, butter and eggs, make it up, by all means, on other lines, not by charging more for those other lines, however, but by selling more of them. "Grocer" questions the possibility of increasing the sales of sugar, but the probability is that, with those grocers who are taking the trouble to push its sale, their turnover of sugar is already of such volume that they would be fully justified in debiting that commodity with a less percentage of

overhead expenses than they allot to their other sales. If, however, a retailer looks at the matter in the same light as "Grocer" appears to regard it and considers he is selling sugar at a loss and that the business is of no use to him, he is probably allowing the department store or his competitor who looks at the matter in a broader light to annex his share of the sugar trade. It was this very attitude on the part of a large number of grocers which was combated in the original article. If the grocer looks at it in a sensible light he will see that, although it does not give him a big profit, still while he is in the trade he may as well sell as much of it as he possibly can, seeing that he cannot reduce his expenses by not selling it. Again, "Grocer" says:

If a grocer sells \$100 worth of bread in a week at a profit of 10 per cent. while his expenses are around 20 per cent. and does not make up the deficit on something else, "Finis" will soon be written on his front door.

Does "Grocer" really contend that any retail merchant in his senses not at present dealing in bread but who knew for a certainty that by taking it up he could make \$10 a week profit with practically no additional expense attached would refuse to do so?

Does "Grocer" seriously mean to say that anyone in the trade who is at present selling \$100 worth of bread a week and making \$10 profit out of it should give up doing so if his overhead expenses amount to 20 per cent.? And is it "Grocer's" opinion that if any grocer is at present doing this 'Finis' will soon be written over that man's front door? Suppose such a man were to give up those bread sales and lose \$500 a year, would his light, fuel, rent, salaries, freight, etc., cost him any less. Would he not rather welcome adding as many more such lines as he could get? And if not, would he not richly deserve the legend suggested for his front door?

Expense Ratio a Movable Figure

"Grocer" does not appear to realize that this expense ratio or percentage is a movable figure and varies inversely according to the volume of business done as the following illustration will show:

A man starts in business for himself; he calculates that all his expenses, including salary for himself, will be \$4,000 a year, and he adds also a profit of \$1,200 a year which he thinks he ought to make, making \$5,200 in all. He estimates that on many articles he can make 25 per cent. profit on selling price; on others, however, such as sugar, he finds he can only make 15 or only 10%. On the whole he works it out that his average profit will be about 20 per cent. on sales and he sees

that he will have to sell \$20,000 worth of goods every year to bring him in this \$5,200 gross profit, that is 20 per cent. on sales, which is equivalent to 25 per cent. on invoice cost.

At the end of the first year the amount of business done totals \$15,000, his profit on which is \$3,000. That is to say he has been doing business at an overhead cost of about 26 per cent. and he has made a net loss of \$1,000,

The next year his business increases and he turns over \$20,000 which brings him in \$4,000 gross profit, just covering his overhead charges, which are now reduced to 20 per cent., but leaving him no profit beyond his salary.

The business continues to increase and at the end of the third year he has turned over \$26,000 with gross profit \$5,200 and overhead expenses now reduced to about 16 per cent., and he is now making his \$1,200 profit. He was prepared to deal with this amount of business the first year he had been able to get it, but now with three years' work he has succeeded in working up his business into a paying one. His overhead expenses are practically the same, that is to say, he pays the same for rent, taxes, salaries, phone, insurance, light, fuel, etc., as he did the first year. Yet the first year he made a loss on everything he sold (to use a popular expression), whereas now that loss is turned into a profit. And what is the explanation? Does he charge more for his goods now? Does he make more profit on sugar than he did three years ago? No. How is it, then, he is now making a fine profit instead of a heavy loss? The answer is simple. Volume of sales. It is the amount of his turnover that has reduced his overhead expenses and turned his loss into a profit.

Is it not, therefore, clear that in many cases when a man says he is not making a fair profit on a certain commodity he is wrong? And that the volume of his sales in that particular article makes his profit quite a fair one?

Let any man who considers his profits on sugar, butter, or eggs insufficient ask himself if he would be willing to give up selling these articles supposing he could do so without its affecting his other sales. Would he rather be without the business? Does he really think he is losing money in selling them?

Such a course of action would certainly be attended with a big drop in his receipts and profits with no corresponding drop in his overhead expenses.

And does not this tend to show that the grocers' mistake too often consists in saddling these quick-turnover articles with more than their fair share of overhead expenses?

(Continued on page 33.)

LETTERS TO THE EDITOR

FURTHER ARGUMENT ON THE FAIR PROFIT QUESTION

The Editor, Canadian Grocer:

I penned this epistle some time ago and delayed sending it, in fact forgot about it till I came across it to-day, but I really don't think it is too late after all as the subject is quite fresh yet.

Mr. Nairn's justification was certainly right. The retail grocery and provision business has a large part of its turnover made up of butter, eggs, cheese, sugar and such class of goods, and a large part of the balance in cereals, flour, tea, etc.

At no time was there ever a profit to speak of over the cost of doing business on the first named provisions. The profits on package cereals are set by the manufacturers and are always charged for by him to sell at 10c, 12c or 15c, with a profit that barely pays at present the cost of overhead expenses.

The grocery business was always a cut and slash occupation, with hard work and long hours. Mushroom concerns rise daily, start off with a flourish of so many pounds of sugar for a dollar, or so many bars of soap for a quarter and so on *ad libitum*. They live it is true but for a day, but there is always a new one that has \$50.00, sufficient to go into the grocery business and startle the community, and by selling some lines away below cost attempt to create a sensation that will pull trade. Sometimes the activities of these price cutters has the effect of making the public believe that the honest grocer who is selling his stuff at a living profit is a fakir as people find it hard to believe that the other fellow is fool enough to sell at or below cost.

I believe in times such as these, as at any other times, that you must have a fair, honest profit over the cost of doing business or the inevitable result will follow, and you will go under.

If my turnover is say \$30,000 and my cost of doing business is say 20 per cent. on sales and \$10,000 of my business is sugar, provisions, etc., that the Food Controller wants me to sell at from 5 to 15 per cent. over cost (first cost), how am I going to exist if I don't make up what will give the equal to 20 per cent. on my whole turnover out of the other 20,000 dollars? Most grocers to-day are barely getting a living wage from their business, that wage which is included in their cost of doing business as managers.

Many even forget to do that in their expense charges just as they forget to charge the business rent for the store because they own it, therefore figuring their cost of doing business much less than it really is and trusting to pot luck for a net profit at the end of the year.

The above to my mind shows no way

of getting over the difficulty. The trouble is with many of the Government appointees in many of the departments. They are not practical men for their various appointments. They think 3c per pound on this and 5c per pound on something else is a big profit simply because they have no idea of the actual cost of running a retail business.

What is 5c per pound on an article that retails at say 40c. It is only 12½ per cent.; what is the good of 12½ per cent. to a retailer who pays 20 per cent. as the cost of handling the article, and if he does business as above what is he going to do if he does not make up the shortage on profit as above on his other lines when his cost of doing business is figured as a percentage on his whole yearly turnover?

"A Down Easier,"
Antigonish, N.S.

THAT MATTER OF TURNOVER AND PROFIT

The Editor, Canadian Grocer:

I am taking the liberty of criticizing the article, "Turnover's Place in Judging Profits," in March issue, simply for the sake of self-education. I hope I will not offend your correspondent. I have profitably read many excellent articles and received splendid information through the CANADIAN GROCER, and greatly appreciate their help, so instead of going to the movies to-night I will argue, an Irishman's favorite pastime.

I will just note that in figuring up the selling price on the butter and sugar in the article under discussion, 52 per cent. was typed instead of 25 per cent., a simple enough error.

Now I do not agree with the percentage, 3,500 per cent. per annum, claimed to be made on bread. I take it that the percentage representing cost of doing business is based on the relation of a year's expense to a year's business or total sales. Therefore in this case, where 50c of bread is sold each day and \$3.50 each week, the year's sales in bread being \$182.00 and the margin on the year's sales being \$18.20, the gross profit remains the same, 10 per cent. At the end of the year you do not separate the capital involved (\$5.00) from the total sales (\$182.00), and figure your overhead expense just on the capital involved alone. If you did that with many lines your cost of doing business would greatly exceed 25 per cent., and if you figure the year's profit (\$18.20) in proportion to capital involved (\$5.00) you should deduct from the year's total sales the amount of sales over the \$5.00, and this would increase the overhead expense ratio and other-wise complicate matters.

I also contend that you must average up your profit by increasing the margin on other goods to offset the narrow margin on staples like butter, sugar, bread, etc. Let me illustrate with a crude example:

Surmise that on a \$12,000 business, sugar amounts to \$2,000.00, butter \$1,800.00, bread \$182.00, and miscellaneous items \$8,018.00; overhead expense is \$3,000.00, or 25 per cent.

Margin on sugar at 15 per cent.	
will be	\$300.00
Margin on butter at 13 per cent.	
will be	234.00
On bread at 10 per cent.	18.20

These three items total ... \$552.20

which leaves \$2,447.80 expense to be made up on the miscellaneous items, \$8,018.00. This \$2,447.80 amounts to over 30 per cent. of the miscellaneous items, therefore, if only 25 per cent. (\$2,000.00) was figured on the \$8,018.00, the business would show a loss of \$146.00. Any increase of volume of sales on any of these close-selling staples, if it takes a larger staff to handle the extra sales, only tends to throw more of the burden of the expense on to the miscellaneous items. The quick turnover is very fine for freshening goods and for getting returns on capital, but in my opinion, as long as we arrive at our cost of doing business by the proportion of expense to our year's total sales turnover will not affect our overhead to the extent claimed in the article. Of course additional sales up to the capacity of our staff lessens our overhead.

I hope your correspondent will point out my error for I respectfully wish him to show me.

ROSS FLEMING,
Nelson, B.C.

NO NEED TO BUY FLOUR WITH FEEDS

Can a man buy a car of mixed feed, bran and shorts without having any flour included?

GEORGE ALGUIRE,
Berwick, Ont.

Answer.—Many millers have been making it a practice to sell nothing but mixed cars. There is not, nor has there been any law making this compulsory; in fact, millers have been advised that their licenses will be in danger of cancellation if they insist on the practice. If your miller will not sell feeds without flour advise H. D. Thomson, Canada Food Board, Ottawa. You have a right to buy these goods according to your actual requirements.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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

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EDITORIAL BRIEFS

NOW that the Daylight Saving Bill is likely to become law in the United States, it will entail many awkward situations if Canada does not follow her example.

CANADA'S GROWING FISH BUSINESS

CANADA'S fish business is growing apace. The enormous catch of herring on the Pacific coast has made a sizable item and brings a great increase in the total production. The value of the fish products in first hands for the month of February was \$836,533, as compared with \$580,864 of the same month last year. Almost double. The supply is equal to the largest demands that Canadians can make upon it.

A HIGH HEART

THESE are sobering days indeed, days in which, whatever a man's duties may be his thoughts are turned across the sea to where the battle, that possibly may be the last great battle for democracy, is being fought. It is being fought, we believe, to a conclusion, and we cannot but believe that conclusion will be right.

On the soldiers of Britain and her allies there lies the obligation to meet this shock of battle. On us at home there lies the obligation to do what we can to aid; to conserve where conservation will assist, to lend our willing service in the enlargement of production, to attend to our own business with unselfishness and foresight, care and caution, for failure to do so can only mean, no matter how insignificant, a loss to the world at large; and

further in these days of stress to "carry on" with an assured optimism and a high heart. Probably this latter thing is the greatest service and the greatest tribute we can pay to the men who for our sakes have died to-day in France.

THE AGE OF THE TELEPHONE

THE telephone, an invention of the last half century, and a development of the last dozen years, is probably one of the greatest mechanical advances that has been made in any age. Its discovery and adoption has revolutionized trade. Every year makes the telephone more important in business. Recently published statistics show that in 1912 there was one telephone to every 19.3 persons. In 1917 despite the more stringent conditions that prevail, there was a telephone to every 13.4 persons. The merchant who neglects to make the most of the telephone as a selling element is certainly flying in the face of progress.

MAKING WAY FOR JOHN BARLEYCORN

THERE is a good deal of complaint among Ontario shippers at the failure of the express companies' services.

The reason for this failure is that these companies are so loaded up with booze shipments from outside points, destined for the thirsty souls who foresee a lifelong drouth descending upon them on April 1, and who are bent upon warding it off for as long as may be. So heavy has this business been that in some centres the express companies have not been doing their usual pick up business.

John Barleycorn will not suffer by delay. He might even be shipped by freight without great inconvenience. With butter and eggs, however, it is a different matter. Delays in shipment may be disastrous, yet they occur. One hundred cases of eggs were four days in reaching Toronto from Detroit, a journey that should have been readily accomplished in far less than a day.

Large corporations are always opportunists. The egg business will continue but the liquor business won't, so at the moment it is "Make way for John Barleycorn."

THE SPRING AND SUMMER NUMBER

THE Annual Spring and Summer Number of CANADIAN GROCER is at present in preparation, and an effort is being made to make this issue a record number for practical helpfulness. It will deal with many varied subjects but all will have their bearing on the spring and summer trade, and the methods whereby the grocer may make this trade the best in all his history. This is no small ambition, but we believe that every grocer will find in this number some item that will be of definite helpfulness in the actual conduct of his business.

Current Events in Photograph—No. 13



TRAFALGAR SQUARE, LONDON, IN WAR TIME

THOSE who have visited London, England, will hardly recognize Trafalgar Square. The bronze lions are almost the only familiar object. This was how the Square looked on the occasion of the campaign to raise £100,000,000. In the foreground is the giant Italian aeroplane which made the record flight from Turin, Italy, to London.

Matthews-Blackwell Co. Closes Montreal Retail Stores

Find They Cannot be Operated to Advantage—Affects 27 Stores—No Present Likelihood of Ottawa Retail Stores of the Company Being Closed

THE Matthews-Blackwell Company, who had a chain of some 28 retail stores in the city of Montreal until quite recently have decided to discontinue this business, already a goodly number of these stores have been closed, and it is expected that by the first of May the remaining stores will have discontinued business. The firm will in future confine itself strictly to the wholesale business in Montreal. The change has been brought about by changing trading conditions. The difficulty of getting supplies and competent labor, as well as the stringency of the government demands, have made it difficult to operate these stores in Montreal advantageously. In that city the company have apparently been faced with difficulties peculiar to the city, as word from the Toronto office of the company indicates that there is no present intention of discontinuing the

chain of stores maintained by the company in the city of Ottawa and Peterborough.

NO PROHIBITION AGAINST PACKAGING POWDERED SUGAR

The fact that the Canada Food Board has requested the sugar refineries to limit as far as is possible the sales of powdered sugars, has given rise in some quarters to the impression that action would be taken to prohibit the sale of these goods in cartons. This rumor was repeated in CANADIAN GROCER'S market report some little time ago. But further investigation indicates that the rumor, has no real foundation in fact, and that there has been no suggestion of the possibility of any such action from any source that would make the suggestion of any importance. There is every reason to believe therefore that powdered sugar will be sold in cartons

as has been the custom for years past.

In view of the importance of this question the Canadian Food Board was questioned regarding the matter. Their reply is as follows:

Re Icing Sugar in Packages

"In reply to your favor of the 21st inst., the Canada Food Board at present has no intention of prohibiting the sale of icing sugar in packages.

"CANADA FOOD BOARD,
(per H. Amphlett, director
of License Division)."

NEW BANKRUPTCY LAW

Mr. Henry Detchon, general manager for the Canadian Credit Men's Trust Association, was a visitor to Montreal last week. While here he conferred with the Quebec executive and others, and the important feature of his visit was the introducing of a proposal for a uniform bankruptcy law for the Dominion of Canada, at a meeting held in Freeman's Hotel, Friday last.

WHY SEARCH FARTHER?

Here is a story about a Kentucky colonel. "Colonel," a man asked him, "is there any cure for snake bite except whiskey?" "Who cares," snorted the colonel, "whether there is or not?"

CURRENT NEWS OF THE WEEK

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

Maritime Provinces

Keith & Co., grocers, St. John, N.B., are selling off stock to close business.

Norville P. Whelpley, traveller for the Swift Canadian Company, died in the St. John Hospital on March 23, his death following an operation for appendicitis.

John W. Mersereau, of St. John, provincial sales agent for the Robin Hood Flour Mills, is dead as the result of an attack of pneumonia. He was thirty-two years of age, and had made rapid progress with the company since entering its employ.

The closed season for Bay of Fundy shad has gone into effect as a result of the evidence secured by the International Fisheries Commission to the effect that the shad fisheries are in danger of depletion. The closed season will continue until February, 1922.

Owing to the difficulty in securing supplies of the new war standard flour the period during which the bakers in St. John may continue to use the white flour, which had been extended to March 15, has been further extended to April 1. As some of the bakers, especially the proprietors of the smaller establishments, have sufficient white flour on hand for six or seven weeks, they are inquiring of the department what they are to do with it after April 1.

Quebec

Farmers' Trading Co., Limerick, Sask., has dissolved.

H. F. Bedard, general store, Richmond, Que., is dead.

A. G. Gagnon, grocer, Quebec, Que., has suffered fire loss.

A. Marcell, of 412 Champlain Street, Montreal, has bought out the stock of E. Pellier.

J. A. Paulhus, of the D. Hatton Co., Montreal, is spending a couple of weeks' holidays at Atlantic City.

L. Bertrand et Fils, 118 Congregation Street, Montreal, have bought out the store and stock of J. A. Dionne.

Jos. Ganon, of Sorel, Que., visited Montreal last week. He conducts a fruit and vegetable business at Sorel.

O. Cousineau, grocer, has moved from 3051 Henri Julien Street, Montreal, to 343 Market Street, the same city.

J. A. Tardif has moved to a new location on the corner of Mount Royal Avenue and Mantana Street, Montreal.

A. C. MacVicar, sales manager for Gunn's, Limited, Toronto, was a visitor to the Montreal warehouses and office of Gunn-Langlois & Co., Montreal, last week.

Representatives of the wholesale, retail and transportation interests of Montreal have formed an organization known as the United Merchants and

Transport Companies of Montreal, to aid in stopping petty thieving in the city.

Ontario

C. Guthrie, grocer, Toronto, has sold out.

W. Newburn, grocer, Midland, Ont., is selling out.

A. Pinkerton, general store, Pinkerton, Ont., is dead.

L. Howe, general store, Rock Springs, Ont., has sold out.

Perry & Alport, general store, Orillia, Ont., have sold out.

Chevrier Bros., grocers, Cornwall, Ont., are dissolving partnership.

J. Roberts, general store, Actinolite, Ont., has suffered total loss by fire.

W. B. Clifton, grocer, Toronto, Ont., has been succeeded by H. T. Nott.

Ross & Howey, general store, Nanticoke, Ont., have been succeeded by J. F. Jackson.

R. H. Darling has purchased general store and will conduct business in Harrington, Ont.

Fenwick & Hendry, wholesale grocers, Kingston, Ont., have suffered fire loss estimated at \$60,000.

Fawthrop Bros., general store, Cornwall, Ont., have dissolved, A. Fawthrop continuing the business.

West Nissouri Cheese Company is arranging to erect a new factory to replace the one destroyed by fire at Thorndale, Ont.

Don and Wexford branches of the Toronto Milk Producers' Association have agreed that the winter price of milk for delivery to city dairies should be maintained throughout the summer.

Andrew Maitland, who for some time past was a member of the Sarnia police force, has purchased the W. A. Birdsall store and will conduct a grocery business.

Imperial Tobacco Company of Montreal are planning to construct a plant at Leamington which will make this town the headquarters for the leaf department in Ontario.

A daring robbery occurred at the store of J. Kelly, Woodstock when thieves smashed a side window, and entered the store, making away with about \$50 worth of butter and bacon.

A. S. May & Co., Board of Trade Building, Toronto, are the Canadian selling agents for the A. N. Christy Company, Newark, N.Y., manufacturers of concentrated flavorings.

Hon. John Webster, ex-M.P., Brockville, Ont., has been appointed to the Senate of Canada. Hon. Mr. Webster has for several years carried on a cheese and butter buying business in Brockville.

Ex-Ald. W. R. Stroud died at his home, Cobourg street, Ottawa, after a year's illness. The late Mr. Stroud came to Ottawa in 1880, and was engaged in the tea business from that year until three years ago, when he retired. He also had branch stores at Kingston, Toronto, and Peterboro for a number of years.

Christopher M. Webb, died recently at his home Spadina Road, Toronto, following a stroke of paralysis. In 1867 Mr. Webb engaged in a general business in Granton, where he was succeeded by his eldest son. In 1889 the family moved to Toronto where Mr. Webb was in the grocery business until retiring about ten years ago.

Western Provinces

A. Gasper, grocer, Regina, Sask., has sold out.

W. J. Gray, grocer, Calgary, Alta., has sold out.

E. Boitteaux, grocer, Wauchope, Sask., has sold out.

M. Greenberg, grocer, Regina, Sask., has sold out.

H. Latta, general store, Govan, Sask., has sold out.

A. C. McCorkell, grocer, Lucerne, B.C., has sold out.

J. Wilson, general store, Amazon, Sask., has sold out.

D. D. Friesen, general store, Laird, Sask., has sold out.

W. J. Moffat, general store, Keeler, Sask., has sold out.

N. J. McBride, general store, Red Willow, Alta., is dead.

Wm. McGinn, general store, Brownlee, Sask., has discontinued.

Fowler & Co., general store, Wetaskiwin, Alta., is closing out.

H. H. Sutton, general store, Rosebud Creek, Alta., has sold out.

Hamelin & Co., general store, Spring Valley, Sask., has sold out.

Edgeley Supply Co., general store, Edgeley, Sask., has sold out.

G. Haynes, general store, Badger Lake, Alta., has discontinued.

A. Espley, grocer, St. James, Man., has been succeeded by J. Wintrup.

A. Abrahamson, general store, Stony Mountain, Man., has discontinued business.

J. A. Kines, general store, Ceylon, Sask., has been succeeded by J. & R. Kines.

S. G. Phillips (Est. of) general store, Darmody, Sask., has sold stock to A. M. Boegal.

A. Lende, general store, Hoey, Sask., has sold to G. R. Russel.

L. A. Freedman, general store, Meyronne, Sask., has sold to J. Krivel.

Broderick Trading Co., general store.

Broderick, Sask., has been succeeded by Henderson & Philip.

Main Centre Trading Co., general store, Main Centre, Sask., has changed style to J. R. Froese.

J. H. Harder, grocer, Herbert, Sask., has added general lines and adopted style of Herbert Trading Co.

HONOR ROLL

Captain Percy C. Band, formerly an employee of the Maple Leaf Milling Company, Port Colborne, and son of the vice-president of that company, has won the Military Cross for gallantry in action.

DRASTIC ORDER RE FOOD SUPPLIES

"On Saturday morning last," stated John T. McBride, importer, of 189 St. James Street, Montreal, to CANADIAN GROCER, "an order was issued by the United States War Board stating that certain food supplies to the United States would be forbidden space on steamers plying between European ports and the United States." This would affect all shipments after April 15th.

This means that there will be some considerable shortage of certain supplies, Mr. McBride further continued.

"In the forbidden list are nuts of various kinds and I expect that shelled walnuts will reach as much as one dollar per pound. In any case, the French Government is forbidding the export of walnuts because she requires the extractable oil for use in her flying machines, and for which purpose it is well suited, though expensive. When I left New York on Saturday there was little inclination there to dispose of nut holdings."

The peanut crop has been very good, Mr. McBride states, and there will probably be ample to supply the demand. Huge warehouses have been used at various points to house this, and supplies will be available as the season progresses.

PROMISING OUTLOOK FOR MARI-TIME TRADE

"There has been a great deal better business, in a general way, since prohibition was enacted," said J. A. Marvin, president of J. A. Marvin, Ltd., biscuit manufacturers of Moncton, N.B., to CANADIAN GROCER, in Montreal this week. "People are beginning to buy a better class of goods and more of them, and we have found business to be better in every way. Bills are being paid. Renewals are less frequent and many are paying cash for their requirements."

"How will you meet the probable shortage in tins for your containers?" was asked. "We shall have to use the old-style box or some similar substitute," replied Mr. Marvin, "but this will not be a great hardship. The top and bottom of the boxes can be made of tin and the body of fibre or of cardboard. When this is lined with waxed paper there will be little difficulty in keeping the product in

good condition. The grocer will have to see that this stock is kept in the proper place."

"What about supplies of the various commodities required in the manufacture of your products, Mr. Marvin?" "We have been able to secure what we required up to this time and I think that we shall continue to secure what are needed. In New Brunswick there has been little interruption in deliveries, and these have been less interfered with than further West. Molasses is pretty scarce, but we were recently able to protect ourselves on a quantity bought locally."

SUDDEN DEATH OF WESTERN MILLER

John Taylor, managing director and founder of the Taylor Milling and Elevator Co., Lethbridge, Alta., died very suddenly recently at his office at the mills. He had been ill for some time.

The late Mr. Taylor came to Lethbridge about 1905 and founded the Taylor Milling Co. in which he was the chief shareholder, building up also a line of elevators, which he had disposed of only a few months ago. He was also heavily interested in Delany's Limited.

**NAVEL CROP ONLY 15 PER CENT IN SOUTHERN CALIFORNIA
SIZES WILL RUN HEAVILY, 126 AND LARGER
—Will Need to Adopt New Selling System**

The California Fruit Growers' Association has just issued a bulletin to the trade, announcing that there is only about 15 per cent of a normal navel orange crop in Southern California this year, and the fruit is running heavily to the larger sizes. In explaining the cause of these conditions and stating what the Exchange is doing to meet the situation the bulletin adds:

"The predominance of the larger sizes of navels is due to the extreme heat of last summer, which literally cooked and destroyed a large proportion of the young fruit. Because of this destruction of large quantities of oranges on every tree, the whole energy of each tree has been thrown into the development of the remaining fruit. For example, if 85 per cent of the fruit on a single tree is killed by heat, the entire 100 per cent. energy of the tree goes into the remaining 15 per cent. The result is a crop of unusually large oranges and a scarcity of small sizes."

"At the date of writing it is impossible to predict exactly how the sizes will run, but it is a foregone conclusion that 126's and larger will be common in all exchange shipments. Naturally, the prices will be higher than with a normal crop, and the per dozen price will seem exceptionally high because of the large sizes."

"For the dealer, the large sizes of oranges will be especially effective for display purposes."

"To the retail trade we are urging that they offer a certain number of oranges for 25c, 35c, or 50c instead of so much a dozen. It is the amount of meat and juice that counts and not the number of oranges. Merchants may also point out to housewives that navel oranges may well be served without sugar."

RECOVERED TIN USED IN SILK MANUFACTURE

Many people, hearing of the tin shortage, and noting the gradually increasing pile of tins in the ash barrel, have wondered to themselves why some use could not be made of these. The answer is that there is, and that the recovered tin helps to make that tie you wear or that silk evening gown, dear lady. The American *Metal Market*, New York, gives this interesting little sidelight on the matter: "One of the principal sources of tin in this country, at least, as far as American production is concerned, is the tin that can be recovered by detinners from tin plate scrap. Unfortunately, at the present time by far the largest percentage of this source of supply is devoted to the making of tin tetrachloride which contains about 50 per cent. tin and is used by the silk dyers for weighting and preparing silk. It is probable that at least 5,000 tons of metallic tin per year is thus lost in the manufacture of what must be considered at the present day unessential, and in view of the critical condition of the tin market it would seem wise and proper that the detinners be compelled to confine their operations to the production of pig tin which can be recovered from tin plate scrap equally as well as tin tetrachloride, except that tin tetrachloride brings a higher price relatively than pig tin. Not only is this tin used by the silk dyers in this country, but it has been exported to the silk dyers in France, which trade, apparently, from to-day's *Journal of Commerce* is enjoying exceptional prosperity."

FURTHER POINTERS RE TURNOVER

(Continued from page 28.)

It may seem to him that his competitors are cutting prices so low that there is not much profit left but if instead of worrying about securing a certain percentage of profit he will adopt the slogan, "More customers, more sales," he will soon find that he can sell quite as cheaply as anyone else, and at a profit.

"The percentage on one pound of sugar is the same as on 20 pounds," says "Grocer." Granted, the percentage is the same but the profit is twenty times as great, and the expenses are practically the same, and if you can spend your time in keeping your expenses down to the same level while you increase your profits all the time, you will soon come out on the right side.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

DECIDED reductions have been made in many lines of vegetables during the week, potatoes, beets, parsnips, Canadian cabbage and turnips taking a downward turn. A car of Florida tomatoes reached the local market during the week. The first car of Louisiana strawberries is also reported in and they are selling for the pints at 21c per box. Declines in a number of grades of barreled apples have been made.

Package tea in some quarters has advanced 5c per pound and another source indicates that higher prices for their lines would not be altogether unexpected. Bulk teas continue to move freely though the higher grade are by no means any too plentiful.

A shipment of 2,000 boxes of Portuguese figs has arrived in the city. This is said to be the only lot of figs of any description which have come from Europe this year. Prunes are very firm and advances of from $\frac{1}{4}$ to $\frac{1}{2}$ c per pound are reported in some quarters. Evaporated apples have declined owing to Nova Scotia stock being offered more freely.

An advance in one line of package oats has been reported, new prices for the family size, 20s, reaching \$6.35 per case. The market on all package foods is firm though rolled oats is reported hard to get. Shipments of corn reaching the city during the week will result in back orders on cornmeal being largely cleaned up.

Little improvement is shown in the sugar situation, conditions remaining about the same as last year. Acadia has advanced 25c, making Extra Granulated now \$8.79 per 100 pounds.

A very good demand for canned vegetables exists and orders for the new pack are already being booked. New season's jams, marmalades, etc., are also being booked at open prices. Mill feeds have been affected by the new freight rates and an increase of 40c per ton has been put into effect. The market on all spices is firm and peppers and cassia are reported very scarce with advances anticipated. Many miscellaneous lines, including cotton twine, cotton clothes lines, bird seed and sweeping compound have registered advances.

QUEBEC MARKETS

MONTREAL, March 26.—There have not been a great many changes for the week, but with most lines the prices continue to rule firmly, with upward tendencies. Among the upward revisions are flypaper, coal oil (due to increased freights), soaps, mill feeds, package rolled oats, Japan teas, oranges, lemons and grapefruit, and a few odd lines of vegetables. Sugar is still scarce and raws coming to hand very slowly. Cotton twines and rope are firming. Walnuts will be \$1 per pound ere long, stated a large importer. There is a fair amount of business, and with the coming of Easter the retail trade will stimulate the jobbing business materially for a few days at least. Some canned goods are still passing out to Western points.

*Soaps, Fly Papers, Etc.,
Are Marked Up Some*

Montreal.
VARIOUS LINES.—Among the

changes of the week are advances for Pears' unscented soap, which has been raised to \$1.85 per doz., being an advance of 25c. Ivory soap is also firmer, and one jobber has named a new price of \$6.40 per case for this, an advance of 40c. Some have withdrawn prices on package ammonia. Flypapers are advanced about $7\frac{1}{2}$ c. Advances have also been made in another quarter for coal oil, and in instances where barrels are supplied by the dealer these are charged for in the gallonage, and prices range from 30c to 33c per gallon. This latter action is as a result of the recent freight readjustment.

Refiners Supply What Is Possible; Raw Sugars Slow

Montreal.
SUGAR.—The refiners are just able to keep going these days with what raws are received, but these are limited still and are coming to hand very slowly. They are confidently anticipating an improvement from now on, which will en-

able them to operate to better advantage and to take care of their trade. There has been a continued clamoring for supplies that were not available, and the refiners will be glad to see this eliminated when able to allot larger quantities to the trade. Prices are held unchanged, the range being as last week, from \$8.40 to \$8.65 per 100 lbs. Much confidence is placed in the probability of the commandeered Dutch shipping being used to carry the large Cuban crop, and if the shipping so diverted can be used even temporarily or at least a part of it for this purpose there will be much improvement ere long.

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

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

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

Western Buyers Take Stocks Canned Goods

Montreal.
CANNED GOODS.—There is still a considerable amount of selling of canned goods. This is particularly in evidence upon the part of Western buyers, and indicates the large sale that must have obtained there, making their markets much barer than usual. Prices are, of course, firm, and there is little likelihood of a decline at the present time, think the jobbers. Local demand is rather small, although this can be called seasonable. The large bulk of stock would seem to be in the hands of jobbers and retailers, the latter having reasonably large supplies in some instances, it is stated. In certain United States districts packers are reported to have named prices for the 1918 pack of tomatoes, and this is indicative at least of their desire to open up for bookings.

Salmon Soekeye—		
"Clover Leaf," $\frac{1}{2}$ -lb. flats.....	2 40	2 45
1 lb. flat	4 00	4 00
1 lb. talls, cases 4 doz., per doz.	3 75	3 75
$\frac{1}{2}$ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	1 50	1 50

Pinks, 1-lb. tails	2 40
Cohoos, 1-lb. tails	2 65
Red Springs, 1-lb. tails	2 70
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25
Canadian sardines (case)	6 75
Norwegian sardines, per case of 100 "1/4s"	7 00
20 00	
Canned Vegetables—	
Tomatoes, 1's	1 20
Tomatoes, 3s	2 60
Tomatoes, U.S. pack (2s)	2 10
Tomatoes, 2 1/2s	2 45
Peas, standards	1 75
Peas, Early June	1 90
Beans, golden wax	1 85
Beans, Refuges	1 85
Corn, 2s, doz.	2 35
Spinach (U.S.), 3s	3 00
Do., (U.S.), gallons	10 00
Corn (on cob, gal. cans), doz.	8 50
Red raspberries, 2s	2 90
Simcoes	2 75
Red cherries, 2s	2 60
Strawberries, 2s	3 00
Blueberries, 2s, doz.	1 35
Pumpkins, 2 1/2s	1 70
Pumpkins, 3s	1 75
Pumpkins (gallon), doz.	6 00
Carrots, sliced, 2s	1 45
Apples (gallons)	5 00
Peaches, 2s (heavy syrup)	2 00
Pears, 3s (heavy syrup)	2 45
Pineapples, 1 1/2s	2 25
Greengage plums (light syrup)	1 90
Lombard plums (heavy syrup), 2s	1 70

Walnuts Will Be \$1 Per Pound; Supply Cut Off

Montreal. — There will be a decided scarcity of certain kinds of nuts this fall, according to the report of a large importer given CANADIAN GROCER this week. Shelled walnuts will go to \$1 per pound, it is expected, and those who have supplies will do well to conserve the same. Filberts and almonds will probably be very high too, as these also will be unprocureable from Europe. It is stated that there is a good crop of peanuts, and that ample supplies of these will be forthcoming. Trade in the South is stated to be seasonably fair, while there is locally a good demand for peanuts.

Almonds (Tara), per lb.	0 20	0 24
Almonds (shelled)	0 42	0 43
Almonds (Jordan)	0 70	0 70
Almonds, Valencia, shelled	0 44	0 46
Almonds, soft shelled Tarragonas	0 21 1/2	0 22 1/2
Brazil nuts (new)	0 14	0 15
Brazil nuts (med.)	0 15	0 17
Filberts (Stiefly), per lb.	0 19	0 21
Filberts, Barcelona	0 17 1/2	0 18 1/2
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts, Bon Ton	0 15 1/2	0 16 1/2
Peanuts, "Diamond G"	0 15	0 16
Peanuts (coon), per lb.	0 12 1/2	0 13 1/2
Peanuts (Jumbo), per lb.	0 16	0 21
Peanuts, shelled, Spanish, No. 1	0 17	0 17
Peanuts, shelled, Virginia, No. 1	0 16	0 17 1/2
Do., No. 2	0 14	0 14
Pecans (new Jumbo), per lb.	0 21	0 25
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large		
Jumbo	0 40	0 40
Pecans (shelled)	0 20	0 20
Walnuts (Grenoble)	0 23	0 23
Walnuts (new Naples)	0 16	0 13
Walnuts (shelled)	0 61	0 63
Walnuts (Marbots), in bags	0 22	0 24
Walnuts (California), No. 1	0 24	0 24

Quieter Market For Lines Of Dried Fruits

Montreal. — DRIED FRUITS.—There is but a limited demand for various lines of dried fruits these days. Notwithstanding this the prices are very firmly held, and one jobber states that he was withdrawn certain quotations altogether for the time being. Three-cluster raisins are very

scarce, and the prices are consequently firm and high. Apples of the evaporated variety are perhaps the only item in the list that have shown any easing of price, and this was due to the lower prices for barrel and boxed apples. There are some supplies of raisins in the States, but these are of inferior quality, it is reported. Prunes, too, are moving somewhat. Prices are held unchanged here.

Apricots—		
Choice	0 28	
Fancy	0 30	
Apples (evaporated)	0 22	0 23
Peaches (fancy)	0 21	0 21
Drained Peels—		
Citron	0 35	
Lemon	0 27 1/2	
Orange	0 28 1/2	
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$3.25; 4-crown cluster, \$3.75; 6-crown	4 00	
Muscateles, loose, 2 crown	0 11	
Muscateles, loose, 3-crown, lb.	0 11 1/2	
Muscateles, 4-crown, lb.	0 12	
Cal. seedless, 16 oz.	0 14	
Cal. seedless (new)	0 16	0 16 1/2
Fancy seeded, 16 oz. pkgs.	0 13	
Choice seeded, 16 oz. pkgs.	0 12	
Montreal.		
Valencias, selected	0 11	
Valencias, 4-crown layers	0 11 1/2	
Currants, old	0 24	
Do., new	0 32	
Dates, Excelcor, per case	5 75	
Do., Dromedary	6 50	
Figs (new), 100 to case	11 00	
Figs (layer), 10-lb. boxes	1 90	2 50
Figs, Spanish (22-lb.)	0 20	0 20
Figs, Portuguese	0 18	
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)	1 75	
Pkgs. 10 oz. (12 pkgs.)	1 45	
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Prunes—		
30-40	0 17	
California, 40-50s	0 18 1/2	
25-lb. cases, 50-60s	0 13	
60-70s	0 12 1/2	0 13 1/2
70-80s	0 12	0 12 1/2
80-90s	0 11	0 12
90-100s	0 10	0 10
Oregon, 30-40s	0 15 1/2	
40-50s	0 15 1/2	
50-60s	0 12 1/2	

Both Tapioca And Rice Firm, But Unchanged

Montreal. — TAPIOCA AND RICE.—The advances that were made recently in rice have been held and the market is firm. There is no great surplus on spot, it is figured, and although trading is just fair, prices are expected to hold firmly. Tapioca prices are ruling firmly, and these will likely hold, if not stiffen. The local trade is normal and beyond the seasonable demand there is little feature of interest.

Carolina	11 50	12 50
"Texas," per 100 lbs.	9 50	9 50
Patna (good)	8 90	9 40
Siam, No. 3	8 50	9 00
Siam (fancy)	8 75	10 50
Rangoon "B"	8 50	8 50
Rangoon "B," 200-lb. lots	7 70	7 70
Rangoon OC	7 60	8 20
Mandarin	8 75	8 90
Packling rice	7 70	8 25
Tapioca, per lb.	0 15	0 16
Tapioca (Pearl)	0 15 1/2	0 16

Fancy Molasses Scarce; Demand For Corn Syrups

Montreal. — SYRUPS AND MOLASSES.—There seems to be a real scarcity of the fancy molasses, although some small deliveries have been made. It is stated that there has been a considerable delay upon the

part of jobbers in placing their orders, and that, notwithstanding this fact, there is a large portion of the available supply already sold. Prices are very firm, and these will probably continue to rule high. The same condition prevails in United States points, the offerings there not being equal to the demand and prices firming as a consequence. Prices on corn syrups in the West are being withdrawn in view of the fact that embargoes have interfered with supplies and mills are as a consequence confronted with a shortage of corn.

Corn Syrup—		
Barrels, about 700 lbs.	0 07	
Half bbls. or quarter bbls., 1/4c per lb. over bbls.		
Kegs	0 07 1/2	
2-lb. tins, 2 doz. in case, case	4 65	
5-lb. tins, 1 doz. in case, case	5 20	
10-lb. tins, 1/2 doz. in case, case	4 95	
20-lb. tins, 1/4 doz. in case, case	4 90	
2-gal. 25-lb. pails, each	2 15	
3-gal. 33 1/2-lb. pails, each	3 25	
5-gal. 65-lb. pails, each	5 25	

Prices for		
Fancy, Choice		
Barbadoes Molasses—		
Punchoons	0 92	0 95
Barrels	0 96	0 96
Half barrels	0 98	0 98
For outside territories prices range about 3c lower.		

Carload lots of 20 punchoons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given. Cane Syrup (Crystal Diamond)—

2-lb. tins, 2 doz. in case, per case	5 50
Barrels, per 100 lbs.	8 00
Half barrels, per 100 lbs.	8 25

New Maple Syrup Is Expected Soon; Will Sell

Montreal. — MAPLE PRODUCTS, HONEY.—There is but little of the old supply of maple syrup and sugar to offer, say the jobbers, and all are now anticipating early supplies from the bush. The weather conditions have been conducive to production, and this is expected to be particularly good this year if the weather continues favorable for a few weeks. It also is expected that there will be a fairly active demand for syrup, as well as for sugar as soon as it is available. Some farmers have been buying small kegs to use as containers in view of the scarcity of the usual tin cans. Honey sales are light and prices on this as well as those of maple products are held unchanged.

Honey—		
Buckwheat, 5-10 lb. tins, lb.	0 19	
Buckwheat, 60-lb. tins, lb.	0 16 1/2	
Clover, 5-10 lb. tins, per lb.	0 22	
Clover, 60-lb. tins	0 21	
Comb, per section	0 21	
Maple Product—		
Syrup, 13 lbs. Imp. meas., gal.	1 70	1 80
11-lb. tins	1 35	1 45
Sugar, in blocks, per lb.	0 19	0 20

Bean Demand Is Quiet But Prices Maintained

Montreal. — BEANS.—There is not as much activity in the bean market as there was some few weeks ago. Supplies are fair and, even allowing for the limited demand, there has been no weakening of prices. As a matter of fact these are well maintained, and likely will rule firmly in view of the greater demand that will probably absorb all the surplus stocks for seeding purposes. From some country points orders still are received,

but there is less activity all around than prevailed a few weeks ago.

Beans—

Canadian, hand-picked, bush..	9 50	10 50
Ontario, new crop, 3 to 4 lbs..	8 15	8 15
British Columbias	8 16	8 16
Do., in 100-lb. sacks, gross,		
per 100 lbs.	15 00	15 50
Canadian, 3-lb. pickers, per bu.	9 00	9 50
Canadian, 5-lb. pickers	7 40	8 00
Michigan, 3-lb. pickers	9 00	10 00
Michigan, hand-picked	9 50	10 50
Yellow Eyes, per lb.	0 14	0 14
Rangoon beans, per bush.....	7 00	7 50
Lima, per lb.	0 20	0 20
Chilean beans, per lb.	0 14 1/2	0 14 1/2
Manchurian white beans, lb...	0 15	0 15
South American	5 20	5 20
Peas, white soup, per bush.....	5 00	5 50
Peas, split, new crop, bag 98 lbs.	11 00	11 25
Barley (pot), per bag 98 lbs...	6 25	7 25
Barley, pearl, per bag 98 lbs...	7 50	8 00

Spice Markets Hold With Pimentos Higher

Montreal.
SPICES.—There is a fair amount of business locally, although, as before stated, this is confined to what business comes to hand voluntarily, broadly speaking. Jobbers and importers do not seem anxious to take on business on the present basis of prices. Pimentos are firmer in the New York markets, and this is a result of depleted supply. All around there is a fair demand for the various lines and prices are still ruling very, very firm.

	5 and 10-lb. boxes	
Allspice	0 16	0 18
Cassia	0 25	0 30
Cayenne pepper	0 28	0 35
Cloves	0 60	0 70
Cream of tartar	0 80	0 90
Ginger, pure	0 25	0 35
Ginger, Cochin	0 25	0 35
Ginger, Jamaica	0 30	0 35
Mace	0 80	1 00
Nutmegs	0 40	0 50
Pepper, black	0 38	0 40
Pepper, white	0 42	0 45
Pickling spice	0 22	0 25
Tumeric	0 21	0 23
Cardamon seed, per lb., bulk.....	2 00	2 00
Carraway, Dutch, nominal.....	0 75	0 75
Cinnamon, China, lb.	0 22	0 25
Cinnamon, per lb.	0 35	0 35
Mustard seed, bulk	0 25	0 25
Celery seed, bulk	0 46	0 46
Shredded cocoonut, in pails.....	0 21	0 23
Pimento, whole	0 12	0 14

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

Japan Teas Advanced 2 To 3c Pound

Montreal.
TEAS.—There is interest this week in the firmer position of the Japan tea market, which shows advances of from two to three cents per pound. This was a definite forecast in recent issues of CANADIAN GROCER. Even at this trade is still active and jobbers are fairly busy. Some late arrivals of tea are just to hand. These were delayed for many weeks, and the jobbers and importers seem glad to get them. Java teas, on the other hand, have been selling on an easier basis in United States points particularly, and this is explained by the greater desire to liquidate stocks. It is stated that there is a fairly active demand for these also in view of the fact that they are so much cheaper than the Japans. The demand is satisfactory, jobbers state.

Ceylon and Indias—

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

Javas—

Pekoes	0 31	0 34
Broken Orange Pekoes	0 33	0 36
Orange Pekoes	0 35	0 40

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Coffee Futures Firmer And Spot Prices Too

Montreal.
COFFEE.—There is a satisfactory demand for coffee, and this is about seasonable. Prices are still unchanged locally, although they are firmly held. The trading in New York markets is active and the situation on spot stocks is very firm, with advances made for such offerings as are taken up. This firm feature applies also to futures. In the cocoa markets the continued brisk demand is really remarkable, and there is a better request for this than usual. Prices hold unchanged.

Coffee, Roasted—

Bogotas, lb.	0 28	0 32
Jamaica, lb.	0 28	0 25
Java, lb.	0 33	0 40
Maracaibo, lb.	0 28	0 24
Mexican, lb.	0 28	0 29
Mocha, lb.	0 34	0 37
Mochas (genuine)	0 45	0 48
Rio, lb.	0 19 1/2	0 20
Santos, Bourbon, lb.	0 24	0 25
Santos, lb.	0 28	0 24

Cocoa—

Bulk cocoa (pure)	0 30	0 35
Bulk cocoa (sweet)	0 28	0 25

Package Oats Higher; Other Cereals Firm

Montreal.
CEREALS.—The feature of the week in so far as price revision is concerned is confined to package oats. Robin Hood oats have been advanced to \$6.35 per case for the family package, and for the smaller the new price is \$2.30. There is a firm undertone to the rolled oat market, although trading is somewhat easier. Rye flour is quite a scarce article, and it is rather impossible to quote a price that will cover the range of changes that are being made from week to week. In other lines there are no changes, excepting that cornmeal and corn flour continue to be scarce.

Barley, pearl	8 75	9 50
Barley, pot, 98 lbs.	6 75	7 50
Buckwheat flour, 98 lbs.	7 25	7 25
Corn flour, 98 lbs.	6 50	7 25
Cornmeal, yellow, 98 lbs.	6 50	6 60
Hominy grits, 98 lbs.	6 75	8 00
Hominy, pearl, 98 lbs.	7 50	7 75
Oatmeal, standard, 98 lbs.	6 25	6 60
Oatmeal, granulated, 98 lbs.	6 25	6 60
Peas, Canadian, boiling, bush.....	5 00	5 50
Split peas	10 25	11 25
Rolled oats, 90-lb. bags	5 60	6 00
Rolled oats (family pack.), case ..	5 75	6 35
Rolled oats (small size), case	2 05	2 30
Rye flour, small lots, 98 lbs.	7 20	7 20

Flours Selling Well With Feeds Still Scarce

Montreal.
FLOUR AND FEED.—There is a seasonably good demand for flours, and the mills seem better able to meet the same. The absorbing interest is that with respect to the feed situation, and this is one that gives many farmers and stockmen increasing anxiety. The greater

production campaign of the Government has served to stimulate a larger interest in hog and cattle raising, and as a consequence there is that continued clamoring for tons of feed that can in nowise be supplied. It is stated also that in view of the fact that farmers were able last season to get such a splendid price for their cheese and dairy products that many stall-fed their producing cows and found it profitable to do this against the feeding on grass at no cost per animal, broadly speaking. This used up the surplus supplies of mill feeds that are generally allowed to accumulate each fall, and which help the miller to take care of demand with this surplus supply while he mills more. In view of the increased freight rates feeds have been advanced 40c per ton.

War Standard, Graham and Whole Wheat Flours—

Car lots (on track)	11 10	
Car lots (delivered), Bakers... ..	11 20	
Small lots (delivered)	11 80	
Bran, per ton	35 40	
Shorts	40 40	
Crushed oats	69 00	73 00
Barley chop	78 00	87 00
Barley meal	78 00	78 00
Feed oats, per bushel	1 12	1 12

Oranges Go To \$9.00; Potatoes Take A Drop

Montreal.
FRUITS AND VEGETABLES.—The very firm position of oranges is reflected in the advance this week of \$1.75 per box and over for California navels. These are selling as high as \$9.50 per case in some instances. Porto Rico oranges are also advanced. There is a good demand for oranges, especially for the better grades. Apples are weakening in price as the season advances. Lemons are up to \$8.50 per crate for the best. Grapefruit is firmer also. New Florida pineapples are on the market at \$6.50. Among the vegetable changes of the week a drop in potatoes is registered in both Quebec and Green Mountain varieties. Cauliflower, cabbage and celery are firmer. New Florida tomatoes are to hand at \$9 per crate. Beets are selling as low as 75c per 60-lb. bag. Watercress and endive are quoted lower, and leeks are considerably higher to \$5. Parsley is still higher, and Spanish onions also show advances. Trade is somewhat better for certain lines, and is expected to be fair for the Eastertide.

Bananas (fancy large), bunch...	4 00	4 50
Oranges, Valencia lates	5 00	5 75
Oranges, Porto Ricos	5 50	5 50
Oranges, California navels	7 75	9 00
Oranges (bitter)	4 00	5 00
Oranges (Seville, bitter)	5 50	5 50
Grape fruit, Cuban	4 00	4 50
Grape fruit, California	5 00	6 00
Grape fruit, Florida	5 00	6 00
Lemons (fancy new Messina), as to, size	8 00	8 50
Lemons, California seedless	5 00	5 00
Grape fruit (fancy Jamaicans)...	3 25	3 75
Grape fruit (fancy Porto Ricos) 80, 96, 64	4 50	4 50
Grape fruit (fancy Porto Ricos) 54, 64	4 50	4 50
Grape fruit (fancy Porto Ricos) 36	4 00	4 00
Pineapples, Cuban, grate	5 00	5 00
Grapes, Malaga (keg)	7 00	7 50
Pineapples, Florida	6 50	6 50
Grapes, Malaga (heavy weights, tinted), per keg	12 00	12 00
Grapes, Malaga, medium	10 00	10 00
Cocoonuts (sack)	7 25	7 25

Apples, (bbis.)—		
Wealthy, No. 1	7 00	7 50
Fameuse	7 00	8 50
Ben Davis	3 25	4 00
Russets	4 50	5 00
Apples, boxed		2 75
Pears (eating), small lots only, doz.	0 30	0 60
Ontario Apples—		
Spys, No. 1, per bbl.	8 00	8 50
Do., No. 3 (special), bbl.	5 50	5 50
Do., No. 3, bbl.	4 50	4 50
Pewaukee, No. 1, bbl.	6 50	6 50
Do., No. 2, bbl.	5 50	5 50
Baldwin, No. 1, bbl.	6 00	7 00
Do., No. 3 (special), bbl.	4 50	4 50
Do., No. 3 (ordinary), bbl.	4 00	4 00
Stark, No. 1, bbl.	7 00	7 00
Do., No. 3 (special), bbl.	4 00	4 00
Do., No. 3 (ordinary), bbl.	3 25	3 25
Boxed apples (all sizes)	2 75	2 75
Rhubarb, doz.	1 50	1 75
Cauliflower (California), crate, 2 doz.	4 50	5 00
1 doz. crate	2 00	3 00
Cabbage, Montreal, per bbl.	2 50	3 00
Cabbage, Montreal, doz.	1 00	1 50
Cabbage (New Florida), crate.	4 50	4 50
Celery, Canadian, per doz.	0 50	1 00
Celery, Cal., 4, 5, 6 doz. case.	5 00	5 00
Celery (Wash.), doz.	1 50	1 50
Celery, Florida	2 75	3 25
Cucumbers (Boston), doz.	2 50	3 00

Horseradish (Can.)	0 20
Endive (Can.)	0 25
Endive (American)	0 40
Mint	0 60
Leeks	5 00
Onions, red, 100-lb. bag	2 50
Oyster plant	2 50
Parsley (American)	2 00
Parsley (Canadian)	1 00
Spanish onions, half cases	2 25
Spanish onions, large crate	4 50
Spanish onions, small crate	1 50
Potatoes (sweet), per hamper, as to size	2 50
Potatoes, bag	1 50
Potatoes (New Brunswick), bag.	1 75
Carrots, bag (3 doz.)	0 50
Beets, bag (60-lb. bag)	0 75
Farnips (60-lb. bag)	1 00
Turnips (Quebec), bag	1 00
Turnips (Montreal), bag	0 75
Tomatoes (hothouse), lb.	0 40
Tomatoes, Florida, crate.	9 00
Lettuce, curly (3 doz.)	2 50
Lettuce, curly, dozen	0 90
Lettuce, Boston, hothouse (2 doz. in box)	2 25
Lettuce (Florida), hamper	3 50
Lettuce, California, 5 doz.	2 75
Mushrooms (lb.)	6 50
Mushrooms (lb.)	1 00
Cranberries (Cape Cod), box.	5 50
Do., per gallon	0 90
Watercress (Can.)	0 40
Watercress (Amer.)	1 25

High Grade Molasses Reported Very Scarce

Toronto.
MOLASSES, SYRUP.—Indications point to a shortage developing in high grade molasses and when present stocks are exhausted it is stated there will be no more produced until the new crop arrives next November. The sugar shortage is said to have influenced larger sales of molasses and orders are now being taken subject to the manufacturers' confirmation. Receipts have been light and stocks of West India and Barbadoes are limited at the seaboard. Some shipments are reported in transit, but when they will arrive is by no means certain under transportation conditions now prevailing.

Corn and cane syrups show no disposition to change and prices are holding firm with a good demand reported. Stocks are in fair condition.

Corn Syrups—	
Barrels, per lb.	0 07
Cases, 2-lb. tins, 2 doz. in case	4 65
Cases, 5-lb. tins, 1 doz. in case	5 20
Do., No. 1 yellow	8 14
Half barrels, ¼c over bbis.; ¼ bbls., ½c over	
Cane Syrups—	
Barrels and half barrels, second grade, lb.	0 05
Cases, 2-lb. tins, 2 doz. in case	5 05
5 25	

Molasses—	
Fancy Barbadoes, barrels	0 98
Choice Barbadoes, barrels	0 88
West India, ½ bbls., gal.	0 55
West India, 10-gal. kegs	6 50
West India, 5-gal. kegs	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 75
Tins, 3-lb., table grade, case 2 doz., Barbadoes	6 40
Tins, 5-lb., 1 doz. to case, Barbadoes	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	5 20
Tins, 2-lb., baking grade, case 2 doz.	3 50
Tins, 3-lb., baking grade, case of 2 doz.	4 60
Tins, 5-lb., baking grade, case of 1 doz.	3 90
Tins, 10-lb., baking grade, case of ½ doz.	3 75
West Indies, 1½, 48s.	5 00
West Indies, 2s, 36s	4 00

ONTARIO MARKETS

TORONTO, March 27.—No radical changes have disturbed the market during the week though many miscellaneous lines are covered in the list of those to record an advance. A reduction in evaporated apples has been made and some varieties of barreled apples show a big decline. Citrus fruits are very firm and some lines of oranges are very hard to secure, those offering being held at very high prices. The higher grades of molasses are reported scarce and new stocks will not be available before next November. One brand of package tea recorded an advance of 5c per pound during the week. Rolled oats in packages also came in for revision upward by one manufacturer. Cotton twine, ivory soap and bird seed have all made advances. Business is reported good and increased movement of canned goods is becoming evident.

Little Change; An Advance Made

Toronto.
SUGAR.—Little change has been made in the sugar outlook during the week. From New York comes advice that arrivals of raw sugar during the past week were 70,124 tons, representing an advance. The increased arrival of raw sugar should enable refiners to increase meltings with a consequent addition to the refined sugar supplies. Hopes are held out that Dutch tonnage will be employed to move the accumulation of sugar at Cuban ports, but no definite arrangements have been completed as yet whereby this may be expected, so uncertainty as to the future must rule for a little while yet.

Effective March 25, 5 p.m.—Acadia sugar advanced 25c and quotations on extra granulated are now being made at \$8.79 per 100 pounds. Atlantic advanced another 25c to \$9.04. Other lines remain unchanged as follows:

Atlantic, extra granulated	9 04
St. Lawrence, extra granulated	8 54
Acadia Sugar Refinery, extra granulated	8 79
Can. Sugar Refinery, extra granulated	8 54

Cases, 10-lb. tins, ½ doz. to ea.	4 95
Dom. Sugar Refinery, extra granulated	8 54
Iceing sugar, barrels	8 74
Powdered, barrels	8 64

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

Ivory Soap Goes Higher; Cotton Twine Up

Toronto.
SOAP, COTTON TWINE.—An advance has gone into effect during the week on Ivory soap of 40c per case the 6-oz. cakes now selling at \$6.40 and the 10-oz. cakes at \$10.80 per case. No change in other lines has been made, though the situation is one of extreme firmness. An advance has been made in cotton twines of 2c per pound, new prices ranging around 65c per pound. Cotton clothes lines have also taken an upward trend and quotations being made to-day are for 30-ft., \$2.50; 40-ft., \$3.15; 48-ft., \$3.75; 50-ft., \$4.00; 60-ft., \$4.65; 72-ft., \$5.50 dozen hanks. Clothes pins at 10c higher are being quoted at from 90 to 95c per case. Bird seed has gone up 3c per pound to make quotations from 16 to 17c per pound. The new price is represented by 1's selling at about \$1.90 and ½s at about 95c per dozen. Bird gravel, 10c size, is selling at 95c dozen and 5c size at 48c dozen. Gold Dust washing compound, 50 medium, is selling at \$5.00 case or 10½c per package. So Clean sweeping compound reveals an upward tendency in prices as follows: 6-16 pound tins, \$9.00 dozen; 60-pound kegs, \$3.25 each; 125-pound kegs, \$5.50 each; 250 lb. (½ bbl.), \$9.50 each, and 300 pounds (bbl.), \$11.00 each.

Canned Vegetables Moving Freely; Prices Unchanged

Toronto.
CANNED GOODS.—The heavy consuming season for canned vegetables is rapidly approaching and this is manifesting itself in a good volume of orders moving out from wholesale stocks. Prices are being firmly maintained and no immediate change is anticipated. White spring salmon shows a firmer tendency and new prices issued during the week provide for a slight advantage. Quotations made on the 1's tallis in 4-dozen cases are \$2.35 in single case lots, and \$2.30 per dozen in five-case lots; ½s flats in 8-dozen cases are selling at \$1.35 in single case lots and \$1.30 per dozen in five-case lots. Goodwillies' preserved fruit has undergone a revision upward and is now quoted as follows: Strawberries, \$4.25; raspberries, \$3.40; peaches, \$3.40; red cherries, \$3.25 per dozen. Bookings are now being taken on new pack canned vegetables, new season's jams and marmalades, etc., subject to available supplies and at open prices which will be subject to confirmation by the retailer when determined by wholesalers.

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

Salmon—		
Soekeye, 1s. doz.	4 00	4 50
Soekeye, 1/2s. doz.	2 40	2 50
Alaska reds, 1s. doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., 1/2s. doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., 1/2s. doz.	1 35	1 50
Cohoos, 1/2-lb. tins	1 85	1 90
Cohoos, 1-lb. tins	3 45	3 75
Red springs, 1-lb. talls	3 15	3 65
White springs, 1s. dozen	2 30	2 35
Lobsters, 1/2-lb. doz.	3 10	3 25
Canned Vegetables—		
Beets, 3s	1 50	2 30
Tomatoes, 2 1/2s	2 65	2 75
Peas, standard	1 95	2 25
Peas, early June	2 00	2 32 1/2
Beans, golden wax, doz.	1 85	2 10
Beans, Midget, doz.	2 25	2 45
Asparagus tips, doz.	3 25	3 65
Corn, 2's, doz.	2 40	2 50
Pumpkins, 2 1/2s	1 90	2 10
Spinach, 2s, doz.	1 80	2 40
Succotash, No. 1, doz.	2 00	2 25
Pineapples, 2s	3 00	3 25
Cherries, 2s	2 60	2 90
Peaches, 2s	2 10	2 40
Pears, 2s	1 85	2 00
Plums, Lombard, 2s	1 75	1 95
Plums, Green Gage	1 80	1 95
Raspberries, 2s, H.S.	3 00	3 25
Strawberries, 2s, H.S.	3 00	3 40
Jam, raspberry, 16 oz., doz.	2 90	3 30
Do., black currant, 16 oz.	2 90	3 30
Do., strawberry, 16 oz.	3 00	3 40
Do., raspberry, 4-lb. tin.	0 77	0 90
Do., black currant, 4-lb. tin.	0 77	0 88
Do., strawberry, 4-lb. tin.	0 83	0 90
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Plums, Greengage, doz.	2 40	2 95
Do., Lombard, doz.	2 25	2 90
Do., Blue, doz.	2 25	2 90
Black currants, doz.	3 45	3 45
Red currants, doz.	3 40	3 60
Raspberries, doz.	3 40	3 60
Strawberries	3 60	4 40

Evaporated Apples Show Weaker Tendency

Toronto.

DRIED FRUITS.—Evaporated apples have developed a decidedly weaker tendency during the week. This is owing to Nova Scotia stock being offered more freely, but it is said the quality is fully 4c lower than Ontario stock. Quotations now range from 21 to 22c per pound with supplies ample for demand. Dromedary dates are reported on the way and indications are that new prices will be up about \$2.00 on both Excelsior and Dromedary. The latter line will have to sell around \$8.00 case, marking a new high level. The range of raisins being offered has narrowed still further. All seeded have been sold and there is little for which business is being taken. Prices on prunes show a firmer tone and advances in some quarters show 1/4 to 1/2c per pound up on high prices of last week. A somewhat firmer tone is apparent in peaches, though the range on choice, 25-pound boxes, now runs from 17 to 19c per pound. The demand on all lines available is very good.

2,000 22-lb. boxes of selected figs arrived from Portugal this week. This is claimed to be the only lot of figs of this description which have come from Europe this year. The same vessel brought a further supply of Camadre figs in mats, which have all been sold to arrive. It is understood the selected figs in boxes will be able to go over the retail counter at 25c per pound.

Apples, evaporated	0 21	0 22
Apricots, unspiced	0 16 1/2	0 16 1/2
Do., fancy, 25s	0 20	0 20

Do., choice, 25s	0 25	0 27
Do., standard, 25s	0 24	0 26
Candied Peels, American—		
Lemon	0 26	0 30
Orange	0 28	0 30
Citron	0 35	0 36
Currants—		
Grecian, per lb.	0 29	0 32 1/2
Australians, lb.	0 30	0 35
Dates—		
Excelsior, pkgs., 3 doz. in case	4 50	4 75
Dromedary dates, 3 doz. in case	6 00	6 00
Figs—		
Taps, lb.	0 12	0 12
Malagas, lb.	0 12	0 12
Comadre figs, mats, lb.	0 12	0 12
Cal., 6 oz., doz.	1 45	1 45
Cal., 10 oz., doz.	1 45	1 45
Prunes—		
30-40s, per lb., 25's, faced	0 17	0 18
40-50s, per lb., 25's, faced	0 17	0 17 1/2
50-60s, per lb., 25's, faced	0 16	0 16 1/2
60-70s, per lb., 25's, faced	0 14	0 15 1/2
70-80s, per lb., 25's, faced	0 13	0 14
80-90s, per lb., 25's, unfaced	0 12 1/2	0 13 1/2
90-100s, per lb., 25's, unfaced	0 12	0 12
Peaches—		
Standard, 25-lb. box	0 15 1/2	0 17
Choice, 25-lb. boxes	0 18 1/2	0 19
Fancy, 25-lb. boxes	0 22	0 22
Raisins—		
California bleached, lb.	0 14	0 14
Valencia, Cal.	0 10 1/2	0 10 1/2
Valencia, Spanish	0 11 1/2	0 13
Seeded, fancy, 1-lb. packets	0 11	0 12 1/2
Seedless, 12-oz. packets	0 11	0 12 1/2
Seedless, 16-oz. packets	0 14 1/2	0 15 1/2
Seedless, screened, lb.	0 12	0 12

Some Package Teas Higher; Demand Good

Toronto.

TEAS.—The primary markets on all the better grades of tea are decidedly high, as pointed out in these columns last week, and on to-day's basis in the primary prices locally on all teas are very low. It is said that heavy stocks of earthy Javas of very poor quality are on the market, and this grade would seem to be a very poor tea to speculate in. An advance of 5c per pound has been made in Salada teas, due to increased costs as regards supplies and labor. Brown Label to retail at 60c in 1/2's and 1's is selling to the trade at 50c per pound; Blue Label retailing at 70c costs the retailer 57c per pound; Red Label selling at 80c costs the retailer 63c per pound; Gold Label retailing at 90c costs the retailer 71c per pound. In discussing the situation with the Lipton Tea Co., it was stated that an advance in their teas would not come as a great surprise. Increased costs all the way around would justify an advance, it was intimated, though no action had been taken as yet. Other package tea dealers were non-committal. Spot prices on bulk teas show a firming tendency, and the movement has been very free. Prices show no change in quotations given below:

Ceylon and Indias—		
Pekoe Souchongs	0 36	0 38
Pekoes	0 38	0 46
Broken Pekoes	0 46	0 48
Orange Pekoes	0 48	0 50
Broken Orange Pekoes	0 50	0 52
Javas—		
Broken Pekoes	0 35	0 38
Japans and Chinas—		
Early pickings, Japans	0 40	0 40
Second pickings	0 30	0 35
Hyson Thirds, lb.	0 30	0 35
Do., Seconds	0 40	0 45
Do., Sifted	0 40	0 52

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

Supplies Of Spot Coffee None Too Heavy

Toronto.

COFFEE.—A good movement has been evident in coffee during the week, and spot stocks are being called upon heavily by retailers. The market has held very firmly, though unchanged at the prices shown herewith:

Coffee—		
Bogotas, lb.	0 28	0 30
Guatemala, lb.	0 24	0 25
Maracaibo, lb.	0 25	0 29
Mexican, lb.	0 27	0 31
Jamaica, lb.	0 26	0 30
Blue Mountain Jamaica	0 26	0 40
Mocha, Arabian, lb.	0 19	0 23
Rio, lb.	0 19	0 23
Santos, Bourbon, lb.	0 25	0 26
Chicoory, lb.	0 20	0 20
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 18	0 20

Peppers Very Scarce, Cassia Too; May Advance

Toronto.

SPICES.—Indications are that peppers are very scarce, and cassia is reported in similar condition. With the heavy demand that exists and shortage of available supplies it is felt prices are almost sure to advance; in fact, in some quarters black and white peppers show a somewhat narrower range. Reports from New York indicate a very feverish market there, showing an upward trend. A heavy demand exists, and all signs point to scarcity, which would indicate that higher prices are almost unavoidable. Futures are being sparingly dealt with, and the immediate future would seem to hold promise of advances being made. This condition is being reflected to some degree in the local market, and most certainly declines will not be registered under the present outlook.

	Per lb.	
Allspice	0 16	0 18
Cassia	0 30	0 38
Cinnamon	0 40	0 50
Cayenne	0 30	0 35
Cloves	0 70	0 85
Ginger	0 25	0 35
Herbs — sage, thyme, parsley, mint, savory	0 40	0 60
Mace	0 90	1 10
Pastry	0 25	0 32
Pickling spice	0 22	0 25
Peppers, black	0 38	0 40
Peppers, white	0 40	0 48
Paprika, lb.	0 35	0 45
Nutmegs, selects, whole, 100's	0 40	0 50
Do., 80's	0 55	0 60
Do., 64's	0 30	0 40
Mustard seed, whole	0 40	0 50
Celery seed, whole	0 28	0 35
Coriander, whole	0 90	1 00
Caraway seed, whole	0 90	1 00
Cream of Tartar—		
French, pure	0 90	0 96
American high test	1 45	1 45
2-oz. packages, doz.	2 60	2 80
4-oz. packages, doz.	5 45	5 45
8-oz. packages, doz.	5 06	6 00
3-oz. tins, doz.	0 21	0 21
Tartarine, barrels, lb.	0 25	0 25
Do., kegs, lb.	0 25	0 25
Do., pails, lb.	0 90	0 90
Do., 4 oz., doz.	1 75	1 75
Do., 8 oz., doz.	3 25	3 25

Almonds And Brazils Up 1c; Walnuts Coming

Toronto.

NUTS.—New Tarragona almonds have registered an advance of 1c per pound, and now show a range of from 21c to 23c

per pound in sack lots. Brazils are also 1c higher, and are being quoted at 15c per pound in sack lots. Sales during the past couple of weeks have been heavy owing to the festive season approaching, when the Jewish demand is large and stocks in wholesalers' hands have been materially reduced. A shipment of new shelled walnuts is expected about April 15, and orders are being taken for delivery after that date at 68c to 70c per pound. Shelled filberts are expected to reach the market at the same time. Quotations now prevailing are:

In the Shell—		
Almonds, Tarragonas, lb.	0 21	0 23
Walnuts, Bordeaux	0 25	0 26
Walnuts, Grenobles, lb.		
Walnuts, Manchurian, lb.		
Filberts, lb.	0 18	0 22
Peanuts, lb.	0 25	0 27
Peanuts, Jumbo, roasted	0 22	0 23
Do., No. 1 Virginia, roasted	0 21	0 22
Brazil nuts, lb.	0 15	0 16
Cocoanuts, per 100		7 50
Shelled—		
Almonds, lb.	0 40	0 45
Filberts, lb.	0 35	0 40
Walnuts, lb.	0 68	0 75
Peanuts, Spanish, lb.		0 19
Do., Chinese, Japanese, lb.		0 17

Situation In Beans Remains Unchanged

Toronto.
BEANS.—Little of interest has marked the situation in beans. Domestic are in light supply, and no foreign are being offered. Limas show an advance of from ½c to 1c in sack lots at 18½c and 19c per pound. The demand for available stocks is reported good.

Ontario, 1-lb. to 2-lb. pickers, bu.	8 50	9 00
Do., hand-picked	9 00	9 25
Can. white kidney beans, bush.		9 00
Rangoons, per bush.	6 60	7 00
Yellow eyes, per bushel.		
Japanese Kotenshi, per bush.		8 00
Limas, per pound	0 18½	0 22

Odd Shipments Of Rice Reaching Market

Toronto.
RICES.—Odd shipments are reaching the city, but not in sufficient volumes to place stocks in what might be termed abundant quantities. It is intimated that California rice is being used largely in making flour, selling as a substitute for wheat flour. Eastern rices may be diverted to Russia to relieve conditions, which are reported to be bordering on starvation. If that happens, the position locally on these will not be hard to define. The lowest price offering on Japans, fancy, is now 10½c per pound, ½c up from last week's low figure. Chinese XX in some quarters are being quoted at 9c and 9½c per pound.

Texas, fancy, per 100 lbs.	11 50	12 00
Blue Rose Texas	11 00	11 50
Honduras, fancy, per 100 lbs.	12 00	12 50
Siam, fancy, per 100 lbs.	9 00	9 50
Siam, second, per 100 lbs.	8 50	9 25
Japans, fancy, per 100 lbs.	10 50	12 00
Japans, second, per 100 lbs.	9 50	9 75
Chinese XX, per 100 lbs.	8 25	9 50
Do., Simiu	11 00	11 50
Do., Mujin, No. 1	10 25	10 50
Tapioca, per lb.	0 14½	0 15

Advance Recorded In Rolled Oats

Toronto.
PACKAGE GOODS.—An advance has been made in Robin Hood oats during the week, the round, family size, 20's, selling

at \$6.35 per case, and regular 18's at \$2.30 per case. In some quarters rolled oats are reported very scarce, and supplies are not coming forward rapidly enough to take care of the demand. No change in other lines has been made, though a narrowing tendency is noticeable in range of prices. Business generally is said to be splendid.

Cornflakes, per case	3 90	4 25
Rolled oats, round, family size, 20s		
20s	5 75	6 35
Rolled oats, round, regular 18s, case	2 05	2 30
Rolled oats, square, 20s		5 80
Shredded wheat, case	4 25	4 25
Cornstarch, No. 1, pound cartons	0 11	0 11
No. 2, pound cartons		0 10
Starch, in 1-lb. cartons	0 11	0 11
Do., in 6-lb. tins		0 12½
Do., in 6-lb. papers		0 09½

New Maple Syrup Expected Soon

Toronto.
HONEY, MAPLE SYRUP.—New crop maple syrup is expected to be available shortly, and reports intimate that prices may be somewhat higher. Changes in a couple of lines have been made as follows:—Small's maple syrup, 16-oz., is being quoted at \$7 case, and 32-oz. at \$6.30 case. Quebec, 16-oz., has advanced to \$5 case, and 32-oz. to \$4.30 case. Honey continues unchanged, with fair demand existing.

Honey—		
Clover, 5 and 10-lb. tins	0 22	0 23
Do., 54s, case		
60-lb. tins		
Buckwheat, 60-lb. tins		0 13
Comb, No. 1, fancy, doz.	3 50	3 60
Do., No. 2, doz.	3 00	3 25
Jars, 7-oz., doz.		
Do., 10oz., doz.		
Do., 12-oz., doz.		
Do., 16-oz.		
Maple Syrup—		
No. 1, gallon tins, 6 to case ...	11 70	12 60
No. 2, half gal. tins, 12 to case ..	12 25	14 20
No. 3, quart tins, 24 to case ..	12 25	15 55
No. 3, quart bottles, 12 to case ..	5 50	7 00
N.B.—Above are wine measure.		
Gallon tins, Imperial, 6 to case ...		13 50
5-gallon tins, Imperial, per tin ..	9 25	10 50
Barrels, 25 or 40 Imp. gals., gal.		2 00

Big Decline In Apples; Strawberries Arrive

Toronto.
FRUIT.—Both Ontario and Nova Scotia apples, winter varieties, straight No. 3, registered big declines during the week. Heavy stocks and a desire to unload before a complete loss might be sustained have been factors in the revised prices, which now range for Ontarios from \$2 to \$3 and Nova Scotia from \$1.50 to \$2.50 per barrel. The first car of Louisiana strawberries has reached the local market, and these are reported to be an excellent quality. The prices for pink 24's is 21c per box. Prices on Porto Rican pineapples are very high in the New York market, and this is reflected locally, where quotations on 24's and 30's are \$8 case. Further shipments are moving towards this market. Prices on California navels have been withdrawn in some quarters, and those available show a firmer tone, as noted below. Florida oranges in the primary markets have attained very high levels, and with prices being offered in the New York market very limited supplies are expected to be offered locally. California seedlings, 150's, 176's, 200's, 216's and 250's, are be-

ing sold at \$7.75, and 288's, 324's and 360's at \$7. Florida grapefruit are light in supply and exhibit a firmer trend, though the range on 36's and 46's from \$4.50 to \$5.25 case shows a lower price than that offered last week. Porto Rican are higher in New York. Shipments of Cuban and Florida are reported on the way to the local market. Boxed apples are coming in freely and a good consumption is reported.

Apples—		
Boxes, Spitzenberg	2 75	3 25
Winesaps, box	3 00	
Rome Beauty, box	2 90	3 25
Ontario—		
Baldwins, No. 1, bbl.	6 50	
Greenings, No. 1, bbl.	6 50	7 00
Northern Spys, tree runs.	5 50	
Mann, No. 1, bbl.		6 00
Do., No. 2, bbl.		5 00
Pewaukee, No. 1, bbl.	5 00	6 00
Do., No. 2	4 00	6 00
Starks, No. 1, bbl.	5 00	6 00
Do., No. 2	4 00	5 50
Ben Davis, No. 1, bbl.	4 00	6 00
Do., No. 2, bbl.	3 50	4 00
Spys, No. 3	4 00	5 00
Winter varieties, straight No. 3	2 00	4 00
Nova Scotia—		
Baldwins, No. 1		5 50
Do., No. 2		4 50
Wagner, No. 1	5 00	6 50
Do., No. 2	4 00	6 00
Starks, No. 1	5 00	5 50
Do., No. 2	4 50	5 00
Winter varieties, straight No. 3	1 50	2 50
Bananas, yellow, bunch	3 50	4 00
Grapefruit—		
Jamaica, 46s, case		
Do., 64s, 96s, case		
Do., 80s		5 25
Florida, 36s, 46s, case	4 50	5 25
Do., 54s, 64s, 80s, 96s.	5 00	5 50
Cuban and Porto Rico, 54s, 64s, 80s, 96s	5 00	5 25
Oranges—		
California Navels—		
80s	5 00	6 00
96s	6 00	
100s	5 50	6 00
126s	6 50	7 00
150s	7 50	8 00
176s, 200s, 216s, 250s	8 00	8 50
Florida Oranges—		
80s, 96s, 100s		7 50
126s		8 00
150s		8 00
176s, 200s, 216s, 250s		8 00
Lemons, Cal., case		7 50
Do., Messinas, box		6 50
Pears, Cal., box		
Pineapples, Porto Rican, cs. 24-30s ..		3 00
Rhubarb, dozen	1 35	1 50
Malaga grapes, keg		10 00
Strawberries, pints, 24s.		0 21

Potatoes, Beets And Parsnips Decline

Toronto.
VEGETABLES.—A further decline of 15c in Ontario and 20c in N. B. Delaware potatoes occurred during the week, bringing lowest quotations on the former to \$1.75 and the latter \$1.80 per bag. A big drop in beets and parsnips has been registered, the low quotations on each being \$1 per bag. Turnips are lower, being quoted at from 50c to 65c per bag; while Canadian cabbage in barrels is selling from \$3 to \$3.50. The first car of Florida tomatoes reached the city during the week, 120's, 144's and 180's being quoted around \$9 case. Domestic green onions show an upward trend in quotation of 30c dozen over 25c prevailing last week. The first car of celery is reported in, and is selling at \$3 crate. California, in light supply, shows a range of from \$5 to \$6.50 case. Prices ranging on all lines are given herewith:

Beets, bag	1 00	1 35
Brussel sprouts, quart		

Cauliflower, Cal., standard crates	4 00	....
Cauliflower, Cal., pony crates	1 75	2 50
Cabbage, Canadian, barrel	3 00	3 50
Carrots, bag	0 50	0 60
Celery, Ontario, doz.	.....	.....
Do., California, case	5 00	6 50
Cucumbers, Boston, doz.	3 00	3 25
Lettuce, leaf, doz. bunches	0 25	0 35
Do., head, hampers	2 00	3 75
Mushrooms, basket	2 75	3 50
Onions—		
Spanish, crates	4 00	4 50
Spanish, half crates	2 40	2 50
Do., Canadian, 75-lb.	1 25	2 00
American, 100-lb. sacks	2 00	2 75
Potatoes—		
New Ontario, bag	1 75	1 90
N.B. Delawares	1 80	2 00
P.E.I., bag	.....	1 75
Sweet, hamper	.....	5 00
Spinach, box	0 60	0 75
Tomatoes—		
Floridas, 120s, 144s, 180s, case	.....	9 00
6-basket crate, per crate	.....	11 00
Parsnips, bag	1 00	1 35
Parsley, doz. bunches	0 75	1 00
Peppers, green, dozen	0 50	1 25
Turnips, bag	0 50	0 65

No New Developments In Flour Situation

Toronto.
FLOUR.—No new developments have marked the week in respect to flour, but the general feeling existing is easier as regards supplies. Railways continue to make improvement in moving grain to milling centres, and the output of flour is steadily gaining. The higher freight rates have made no change in prices.

War grade, 74% extraction—		
Manitoba spring wheat	11.10	11.30
Ontario winter wheat	10.60	11.10
Blended, spring and winter	10.85	11.20

Freight Rates Result In 40c Advance In Mill Feeds

Toronto.
MILL FEEDS.—It is understood that the 40c advance made in mill feeds, bringing bran to \$35.40 and shorts to \$40.40 per ton, has received the approval of the Food Control Board. New prices have been adopted on this basis. The demand still continues heavy, but some increase in output is reported owing to larger receipts of grain and a consequent speeding up of mills.

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

Receipts Of Corn Reported; All Lines Steady

Toronto.
CEREALS.—Corn has reached the city during the week, which, it is said, will enable millers to at least clean up back orders, even if they are unable to undertake much new business. Gold Dust cornmeal is being quoted at \$6.50 per 98-lb. bag in some quarters. Pearl and pot barley have been advanced by some wholesalers, the pearl being quoted at \$9 per bag in full bags and \$9.50 in smaller quantities; while the pot has gone to \$7 per bag in full bags and \$7.50 in smaller lots. Graham flour shows a slightly higher tendency in quotations of \$6.25 per bag in full bags and \$7 in small lots.

	Five Bag Lots	Single Bag Lots
	Delivered	F.o.b. Toronto
Barley, pearl, 98s	\$7.35-\$7.95	\$ 9.50
Barley, pot, 98s	6.00-6.50	6.00-7.50
Cornmeal, 98s	6.50-7.00	7.00-7.25
Corn flour, 98s	.....	6.50-7.35
Farina, 98s	.....	7.00-8.00
Graham flour, 98s	5.50-.....	6.00-7.00
Hominy grits, 98s	.....	6.50-6.60

Hominy, pearl, 98s	6.50-6.60
Rolled oats, 90s	5.75-5.90
Oatmeal, 98s	6.50-7.00
Rolled wheat, 100-lb. bbl.	6.50-7.00

Wheatlets, 98s	7.00-8.00
Peas, yellow, split	9.50-10.00
Blue peas, lb.	0.13-0.15

Above prices give range of quotations to the retail trade.

MANITOBA MARKETS

WINNIPEG, March 27.—Jobbers continue to draw attention to the difficulty they are having getting goods, and talk as though before long the situation will be more serious. While there have been no more embargoes placed by the American Government lately, the situation as regards California raisins is an example of what is likely to take place in any line. California raisins are practically withdrawn with the exception of a few lines that are not big sellers. Many lines of nuts are practically off the market. Japan rice has been withdrawn this week.

Some mills have advanced price 50c to 75c per sack on barley due to short supplies. A big demand has opened up with the arrival of spring for canned vegetables and fruits, stocks are light and markets are very firm, especially on tomatoes and corn. Dried peaches are very scarce. The sugar situation has not improved much.

Little Improvement In Sugar Situation

Winnipeg.
SUGAR.—There has been no improvement in the situation as yet, and refineries are still away behind filling orders, and cannot say much yet when they will be able to fill.

Evaporated Apples May Decline Even Further

Winnipeg.
DRIED FRUITS.—Portuguese figs have arrived on the market selling at a very high figure. Dealers may look for higher prices on California figs as well, as they are very hard to get. Evaporated Apples.—A startling decline has taken place in the market for apples, which are selling here to-day at 19½c in 50 lb. boxes, and will go lower than that before very long. The obvious reason for this decline is the fact that evaporated apples have not been selling on account of the high price, and shippers who have been holding them down East for higher prices have had to unload. This was expected, as the consumption of evaporated apples has been curtailed, and it is believed here that the export sales have also dropped off on account of the difficulty getting tonnage. Raisins.—Mention was made last week of difficulty getting seedless raisins from California. The difficulty is worse this week as California raisins are practically withdrawn with the exception of a few lines which are not big sellers here. However, the fact must not be lost sight of that good stocks are held in Winnipeg.

Santa Clara Prunes—	
90-100s, 25-lb. boxes, per lb.	0 10

80-90s, 25-lb. boxes, per lb.	0 10½
70-80s, 25-lb. boxes, per lb.	0 11½
Apples—	
Choice, 50-lb. boxes, lb.	0 19½
Pears, choice, 10-lb. bxs., faced, lb.	0 15½
Apricots—	
Choice, 25's	0 23¾
Choice, 10's, per box	2 48
Peaches—	
Choice, 25-lb. boxes	0 15
Currants—	
Fresh cleaned, half cases, lb., Australian	0 21
Dates—	
Hallowee, 68-lb. boxes	0 20
Fards, box, 12 lbs.	2 30
Raisins, California—	
16 oz. fancy, seeded	0 11¾
16 oz. choice, seeded	0 11
12 oz. fancy, seeded	0 09¾
12 oz. choice, seeded	0 08¾
Raisins, Muscates—	
3 crown, loose, 25's	0 11
3 crown, loose, 50's	0 10½
Raisins, Cal. Valencia—	
3 crown, loose, 25-lb. boxes	0 10½
3 crown, loose, 10-lb. boxes	0 11
Figs—	
California, white figs, 25s	0 12¾
Peel—	
Candied lemon, boxes, lb.	0 23½
Candied orange, boxes, lb.	0 26½
Candied citron, boxes, lb.	0 30
Cut mixed, 7-lb. boxes	0 28½

Corn Syrup And Starch Very Scarce

Winnipeg.
CORN PRODUCTS.—Corn syrup is said to be very scarce as well as corn starch and while an advance has not gone into effect yet, it is stated that there may possibly be one before long. The corn situation is not improving much. Cornmeal is very hard to get. Jobbers state that some syrup manufacturers will not take orders except at open prices and subject to delay. Now that one of the biggest sellers of cane syrup is temporarily off the market it is expected that the demand for corn syrup will be unusually heavy.

Walnuts Firm And Very Scarce

Winnipeg.
NUTS.—Practically all nuts are hard to get and markets are firm, particularly on walnuts and peanuts. A jobber stated to-day that he expected before many months that there would be no peanuts offered at all in the primary market. Some jobbers advise that they are out of walnuts in shell altogether, and prices being asked on shelled walnuts are very high, and are expected to go higher. If jobbers bought on to-day's market they would pay more than the price they are selling at.

Siam Rices Up; Japan Rice Withdrawn

Winnipeg.
RICE.—Another advance has taken place in the primary market on rice, Siam advancing \$5 per ton, and Japanese rices having been withdrawn from

the market altogether. It is believed this is due to the fact that Japan is contemplating an advance into Siberia; if she does, it is natural to expect that she will place embargoes on her food products just as the United States did when she entered the war. Siam rices based on to-day's prices would cost more than what the retailer is paying. To be exact the cost to-day is \$8.30 per cwt. for first quality Siam rice.

Higher Freight Rates Send Canned Goods Up

Winnipeg.
CANNED GOODS.—Jobbers here have advanced quotations five and ten cents per case on canned vegetables because of the recent increase in freight rates. They report the canned goods market very firm, particularly on tomatoes and corn.

Big Decline In Potatoes Expected

Winnipeg.
FRUIT AND VEGETABLES.—Potatoes continue to be quoted at \$1.00-\$1.10 per bushel, but there are lots in the hands of farmers being held for higher prices. The trade are confidently expecting a decline before long. New Florida tomatoes are expected this week to sell around \$7 to \$8 per case. Imported leaf lettuce has arrived at 50c per doz. Cucumbers are selling at \$6.50 per box or \$3.50 per dozen. Florida celery is beginning to arrive, and will bring about \$4.50 for 4 doz. crates. Imported parsley has dropped to 50c per doz. Parsnips are now selling at \$4 per cwt. Rhubarb has jumped to 18c per lb. due to shortage. Fruit.—There has been a decided falling off in the demand for apples no doubt due to the higher prices being asked. This usually takes place about this time of the year and lasts for about a week, after which the public return to apples, and the demand is heavier than it was before. Louisiana strawberries arrived last week and were cleaned up very quickly; fresh supplies are in this week bringing \$5.50 per case of 24 pints. Poor crop of Valencia oranges has resulted in a very firm market, new arrivals bringing \$7-\$8 per case. Messina lemons are down to \$7 per case, and Californias \$8.50. Grapefruit has dropped to \$5 per

Artichokes, doz.	2 50
Cabbage, lb., local	0 05
Cabbage, imported	0 50
Cauliflower, Cal., doz.	2 50
Celery, Cal., crate 100 lbs.	6 00
Potatoes, Albertas	1 00
Potatoes, sweet, hamper	6 00
Carrots, cwt.	2 50
Carrots, new, doz.	1 25
Turnips, cwt.	2 00
Head lettuce, Cal., doz.	1 00
Head lettuce, Cal., case 4 doz.	3 50
Tomatoes, Cuban, 6-bkt. crate.	10 12
Onions, Valencias, large case.	6 00
Onions, yellow and red, cwt.	3 00
Radishes, doz.	0 70
Parsley, imported, doz.	0 50
Parsnips, cwt.	4 00
Brussels sprouts, lb.	0 20
Rhubarb, lb.	1 00
Shallots, doz.	1 00
Fruits—	
Apples	2 25
Oranges, Porto Rico	5 50
Oranges, navels	7 50
Lemons, Messinas	7 00
Lemons, Cal.	8 50
Bananas, lb.	0 07
Grapefruit, Florida, case	5 00
Strawberries, box	0 70

Need of Increased Poultry and Egg Production

Canada at Present Not Producing Her Own Requirements— Urgent Need for Government Aid and Instruction to Improve Production

WHAT is the exact situation with regard to the poultry and egg production in 1918? In an interview with a large produce man in Montreal this week, CANADIAN GROCER was very much impressed with the possibilities of small poultry raisers decreasing their flocks which would result in a serious situation.

"Canada is not producing her needs at the present time," said this informant, either in eggs or poultry. "The Government," he continued, "should take an interest in the small producers by giving a prize in each district, either a cash prize or an offer of some high-grade stock that would not only stimulate interest in these centres, but serve to advance the poultry business and gradually place it upon a better basis."

It is really remarkable to what an extent the poultry business is in the hands of and dependent upon the activities and the interest of "back-lotters" and small farmers. Indeed, if we assume that in a district served by a town of say 5,000, there are the average number of people that take an interest in keeping from 25 to 150 fowls each, we are safe to estimate in a neighborhood of this kind from 100 to 200 keepers of poultry. Supposing them to keep an average of 35 hens each we have a total ranging from 3,500 to 7,000, and this is probably a very low estimate. In any case it will answer. We see that in ten districts of this kind we would have anywhere from 35,000 to 70,000 hens, and their producing power is readily understood.

At the present time feed is really obtainable only at a prohibitive price. It was clearly indicated in this interview, from the knowledge of the informant, that many workers who had kept hens previously had ceased to keep them simply because they could not buy feed in the open market and continue to keep their flocks on a paying basis.

The main feature that seems to be substantiated is that the great portion of the available egg and poultry development of Canada is in the hands of the small producer, and a very large percentage of this creditable to the worker, the wage-earner, who has kept poultry, both as a hobby and as a means of supplying himself and his household with eggs, and with a nice surplus to sell.

"Would you think it possible for some of these people to agree upon a plan of getting a few acres of land and raising the wheat necessary to feed their flocks?" asked CANADIAN GROCER. "Yes, this should be possible, and it would give the feed to those undertaking this plan at a fair and probably at a satisfactory price."

The matter of getting egg production rests with the keeper of poultry, but our informant felt that the Government

could do much to help the production if they would give simple, direct suggestions at the proper time regarding the feeding of hens for production.

It is unquestionable if the matter of increasing production is seriously undertaken, and the small producer realized as such a big factor in the present great need for foodstuffs that much good can be done, and probably many producers that have grown weary of endeavoring to make the poultry business "go," will be won back.

FRUIT PROFITS TO BE FIXED

Fruit prices for next season and the labor problem were two of the foremost subjects discussed at the recent annual convention of the Ontario Fruit-Growers' Association held in Toronto.

Daniel Johnston, of the Food Control Department, states that the Food Controller will no doubt have a great deal to do with the distribution of the fruit crop this year. The dealers' profits will be defined and extra handling of fruit with a view to making added profits will be prohibited. The speaker pointed out that the food control authorities have always tried to see that both producer and consumer are fairly treated. He deprecated the idea of a fixed price for fruit, claiming that such action would not tend toward the conservation of food.

Frank Hart, of the markets branch of the Provincial Department of Agriculture, pointed out the necessity for local fruit associations maintaining their organization, so that if a big crop occurs this year they will be in position to handle it to advantage. He advised making full use of facilities for preserving fruit, and said that there are 150 evaporating plants and 100 canning factories in Ontario that ought to be kept busy next season if possible.

HOW ARE THE MIGHTY FALLEN

The fact that shark meat has been added to the food menu has inspired a writer in the N.Y. "World."

You who have torn all ties of brotherhood
And big and little gods to atoms battered,
O war! you've gone and left another good
Old idol shattered.
The shark, mad monster of the seas afar,
Who left the water to a red froth beaten,
Instead of eating up the lone jack tar,
Is being eaten!

Has the swift fin that slithered seas
aslant,
And left the basking turtles all unquiet,
Become to-day a mere concomitant
Of Boston diet?

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, March 26.—Margarine is back on the market again and is selling at 39 cents. It has had no effect on butter prices, which are firm and even indicate a tendency to advance, while on the face of it lard has gone up to 29½c and compound to 27½c. Fresh eggs have slipped down to 47c. Many are going into storage at that figure, and some experts claim the market will not go below 40c this year. Local potatoes have been coming in during the last week, and have been selling at \$24 to \$25 a ton. High grades remain firm at \$35. The last car of navel oranges is rolling. They will sell at \$8.75 a box. Seedings and Mediterranean sweets will now be coming, one car of latter is already rolling and will sell at \$7. Stocks of rice are very low and there is almost a famine situation in honey.

VANCOUVER, B.C.—

Sugar, pure cane, gran., 100 lbs.	9 45
Flour, war grade, Manitoba, per bbl., in car lots	10 85
Rice, Siam, No. 1, per ton	165 00
Do., Siam, No. 2	150 00
Beans, Japanese, per lb.	0 14½
Beans, B.C., white	0 18
Potatoes, per ton	24 00
Lard, pure, in 400-lb. tierces, lb.	0 29½
Lard, compound	0 27½
Butter, fresh made creamery, lb.	0 53
Margarine	0 39
Eggs, new-laid, in cartons, doz.	0 47
Eggs, California	0 59
Cheese, new, large, per lb.	0 25
Oranges, box	7 00
Salmon—	
Sockeye, halves, flat case	18 50
Tail, case	14 00
Pinks, case	8 25
Cohoos	11 00
Chums	7 50

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, March 26.—Sugar has advanced 15 cents a sack. Roger's syrups advanced 10c a case, while prices on corn syrup have been withdrawn. Rolled oats dropped 25c making 80's, \$5. Siam rice is selling at 9c; No. 1 China, \$4.50; No. 2, \$4.15. Ivory soap has advanced 85c a case, and advances on other lines are expected. Pears' soap now sells at \$1.80 a doz. All smoked meats are ½ cent higher. Lemons are selling at \$8. Oranges, \$6-\$5.50, evaporated apples at 24c. Eggs are at \$12 a case. Peanut

butter, flax seed, linseed meal and pure gold puddings are all higher this week.

CALGARY:

Beans, small Burmah, lb.	0 11
Flour, 98s, per bbl.	10 45
Molasses, extra fancy, gal.	1 05
Rolled oats, 80s	5 00
Rice, Siam, cwt.	9 00
Rice, China, per mat, No. 1	4 50
Do., No. 2	4 15
Tapioca, lb.	0 14½
Sago, lb.	0 14½
Sugar, pure cane, granulated, cwt.	10 35
Cheese, No. 1 Ontario, large	0 25
Butter, creamery, lb.	0 50
Do., dairy, lb.	0 40
Lard, pure, 3s, per case	17 70
Eggs, new laid, case	12 00
Candied peel, lemon, lb.	0 30
Tomatoes, 2½s, standard case	4 90
Corn, 2s, standard case	5 25
Peas, 2s, standard case	4 00
Apples, gals., Ontario, case	2 50
Strawberries, 2s, Ontario, case	6 50
Raspberries, 2s, Ontario, case	6 50
Apples, evaporated, 50s, lb.	0 24
Apricots, evaporated, lb.	0 26½
Peaches, evaporated, lb.	0 16
Peaches, 2s, Ontario, case	4 75
Salmon, pink, tall, case	9 50
Salmon, Sockeye, tall, case	16 25
Do., halves	18 25
Potatoes, per ton	36 00
Navel oranges, case	6 00
Lemons, case	8 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., March 26—Eggs are coming in well and have about reached the point where local consumption will not take care of the supply, consequently prices are declining 36c was the price quoted to-day for new laids. There were 402 cases purchased by Regina firms during the past week, and several firms expect to start packing for export butter within a few days.

There is no poultry of any description on the market. Ivory soap has advanced 25c a case. Siam rice is quoted at \$8.25. Spring has opened up exceptionally early, and seeding has commenced at some points.

REGINA—

Beans, small white Japans, bu.	7 50
Beans, Lima, per lb.	0 22
Flour, standard, 98s	5 27½
Molasses, extra fancy, gal.	0 70
Rolled oats, balls	4 95
Rice, Siam, cwt.	8 25
Sago and tapioca, lb.	0 15½
Sugar, pure cane, gran., cwt.	10 07
Cheese, No. 1 Ontario, large	0 25½
Butter, creamery	0 50
Lard, pure, 3s, per case	18 00
Bacon, lb.	0 42
Eggs, new-laid	0 36
Pineapples, case	5 75
Tomatoes, 3s, standard case	5 25
Corn, 2s, standard case	4 60
Peas, 2s, standard case	4 20
Apples, gal., Ontario	2 90
Apples, evaporated, per lb.	0 21
Strawberries, 2s, Ont., case	6 30
Raspberries, 2s, Ont., case	6 85
Peaches, 2s, Ontario, case	4 30

Plums, 2s, case	3 40
Salmon, finest sockeye, tall, case	15 50
Salmon, pink, tall, case	9 00
Pork, American clear, per bbl.	40 75
Bacon, breakfast	0 41
Bacon, roll	0 23
Potatoes, per bush.	0 24
	1 50

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, March 26.—Sugar shows an advance of 30c in all grades, Manitoba flour is a trifle easier. Molasses is quoted at \$4.50. Eggs are becoming decidedly more plentiful and are quoted 4c-6c lower selling from 49c-51c. Butter also is somewhat easier in price. Bacon too shows a noticeable decline; while potatoes are quoted at \$3.75 a decline of 25c for the week. Oranges are very high in price, but lemons are slightly easier.

ST. JOHN, N.B.

Flour, No. 1 patents, bbls., Man.	12 05
Ontario	11 95
Cornmeal, gran., bbls.	14 50
Cornmeal, ordinary, bags	4 75
Molasses, extra fancy, gal.	0 87
Rolled oats, bbl.	12 50
Beans, yellow-eyed	10 25
Beans, California white	10 00
Beans, British Columbia white	9 75
Rice, Siam, cwt.	9 00
Sago and tapioca, lb.	0 17

Sugar—

Standard granulated	8 00	8 95
No. 1 yellow	5 40	8 45
Cheese, N.B., twins	0 24	0 25
Eggs, new-laid	0 49	0 51
Eggs, case	0 52	0 52
Breakfast bacon	0 38	0 40
Butter, creamery, per lb.	0 40	0 45
Butter, dairy, per lb.	0 40	0 42
Butter, tub	0 38	0 40
Margarine		
Lard, pure, lb.	0 32	0 32½
Lard, compound	0 27	0 27½
American clear pork	67 00	70 00
Beef, corned, ls	4 25	
Tomatoes, 3s, standard, case	5 40	5 40
Raspberries, 2s, Ont., case	6 20	6 45
Peaches, 2s, Ontario, case	4 40	4 40
Corn, 2s, standard case	5 00	5 00
Peas, standard, case	4 00	4 00
Apples, gals., N.B., doz.	4 50	4 50
Strawberries, 2s, Ont., case	6 00	6 20
Pork and beans, case	4 00	5 50
Salmon, Reds		15 50

Potatoes—

New, native, barrel	3 75
Onions, Canadian, 75 lbs.	2 50
Lemons, Cal., Messina, case	8 00
Oranges, California, case	8 00
Grapefruit, case	6 50

A SPLENDID INVESTMENT.

The MacLean Publishing Co., Ltd.

Dear Sirs,—Enclosed please find cheque for \$3 for year's subscription to CANADIAN GROCER. I feel that this is the best \$3 I have ever spent. I am confident that it has come back one hundred fold.

M. A. BARKLEY.

Bouck's Hill, Mar. 4, 1918.

PRODUCE AND PROVISIONS

Higher Prices by Better Service

J. A. Debien, Montreal, Maintains Meat Department on Paying Basis—A Growing and Profitable Department—Many Points of Interest in the Activities of the Store

DESPITE the fact that I have two competitors within a few doors, and one of these is on the opposite corner; notwithstanding this I am able to get from three to four cents a pound more for the meat that I sell than these stores get for theirs," said J. A. Debien, a Park Avenue grocer of Montreal, to CANADIAN GROCER. "How do you account for this, and how are you enabled to secure this advantage?" was asked. "Well, we think it is because we give the people the service they desire, in surroundings that appeal to them," said Mr. Debien, and the fact that seven men are required to look after the business of the meat department alone connected with this store would indicate that this is the case. In addition to this the very best meats are carried in stock.

The Store's Watchwords

There are three distinct policies that

have been followed here with success. That the management has proven its wisdom in adopting these would appear from the fact that they have contributed in making the turnover sixfold more than it was ten years ago. And of the total business done in both meat and grocery departments the meat turnover claims one-third.

Prompt, Quick Delivery

"My first policy is that of prompt and quick delivery," said Mr. Debien. "This includes prompt attention to telephone calls, of which there are many, as well as the necessity of getting the goods to our customers as quickly as possible." In the case of immediate delivery of items being desirable, a boy is despatched as soon as the order is received and the goods wrapped. As an instance of how this works out, it was cited that calls would come in at the dinner hour

for a pound of ham, a tin of vegetables, or some specialty, as the item had been overlooked, and asking if delivery could be made then. This was always done, and in the long run this policy had proven satisfactory.

To Have the Goods Wanted

The second policy has been that of always having a comprehensive stock of what may be called for. By careful attention to the tastes of customers it has been possible to provide for the needs that will arise, and in this way to give an exceptionally good service. "When a new article comes on the market I always try it out," said Mr. Debien, "and if it is all right it usually is kept in stock regularly."

The Clerks' Part in the Matter

Just here a very interesting point was made. The salesmen are required to



A view in the Meat Department of the J. A. Debien Store, showing the attractive appearance, which is one of the most effective means of building trade.

state each week just what lines are selling and those that are not, and steps are taken to regulate the purchases accordingly for the following week or month. With each salesman responsible for a given number of lines this matter is easily and systematically handled, and in addition the stock is kept fresh and saleable at all times.

The All-Essential Quality

The emphasis placed upon quality is borne out very decidedly in the meat department of this store. As stated before, meat prices here are not governed in any wise by those obtaining in the near-by competitive shops. Montreal is a place where a great percentage of the population insist upon having the choicer cuts of meats and the finest grades of poultry and cured meats. In accordance with the firm's policy, therefore, to offer reliable and acceptable meats, they have found that adherence to this matter of quality has enabled them to secure a fair price, and consequently a reasonable margin of profit, which some stores claim they cannot maintain. One man alone does all the buying of meats.

Attention to Juvenile Customers

"Please the child and you please the mother," said Mr. Debien. This is something that has been given more than ordinary consideration here, and the smallest customer entering the store is served just as promptly and as carefully as her parents would be. In fact it was stated in the course of this interview that if a child came into the store before an adult customer, service would be rendered first. This is one point which many storekeepers do not emphasize, and it might be well to think over its importance. Any surplus change is carefully wrapped and returned by being placed inside the outer wrapping. Every single parcel or bundle of parcels is carefully wrapped and this is considered good business.

The Telephone System

Since most, or a very large percentage of orders come by telephone, it has been found necessary to use the exchange system here. Calls for the meat department often designate a particular clerk. These calls come into the exchange girl and immediate service is afforded the party on the telephone with the clerk who usually fills her orders and who knows what she prefers in the way of different cuts. The men are called to the telephone through one, two, three, or four rings being given, each clerk having his own number. On busy days such as Saturday, a boy is kept on the telephone to save the clerk's time and ensure more promptness.

The Delivery System

One light automobile is made use of for delivering to most distant parts of the district served by the store. This eliminates delay and is found to be better than the lighter rigs used for close-in deliveries, and of which there are three or four. The latter are used because they have served the close-in trade better, and the cost of upkeep is reasonable. Deliveries are maintained between 8 a.m. and 7 p.m.

Asked as to the C.O.D. system, which many have discouraged and do not like, Mr. Debien stated that it worked satisfactorily, and especially with his meat department. If the woman of the house were out she usually left the money with the janitor of her apartment.

This has also been made possible through the maintenance of careful supervision over accounts. Mr. Debien checks over his accounts carefully from week to week, and in this way he has been enabled to tabulate the good and the undesirable customers and retain only the former for credit terms. Such close attention to this part of the business furnishes useful knowledge of those who are usually C.O.D. buyers.

Fish Sales Increase 50 Per Cent.

In these days of conservation much can be done to educate the buyer, and in this the purposes of food conservation are advanced. A good supply of fresh and frozen fish is carried, and through the maintenance of good stock the fish turnover has been increased by 50 per cent. This is stimulated through the present high prices for all kinds of meat, and by displaying the fish attractively in a refrigerator. The large increase in fish sales has been made in the fresh varieties such as halibut and salmon, dore and fresh cod.

The fish are kept in a separate refrigerator, and this eliminates all chance of contamination with other meats or products carried. It also keeps the fish in prime condition. Mr. Debien stated that he had also found the frozen varieties to sell better, and they could recommend these to their customers as being fully of the flavor and soundness of the fresh caught fish. It was a matter of treating them properly—thawing them out just before wanted in cold water, and then preparing for use before they had been allowed to lose the freshness preserved in them while in the frozen state.

Mr. Debien feels that he has given his customers that degree of service which has served to greatly increase his trade, and the remark is often heard, "Go to Debien's, you can get it there." The buyer of to-day likes to purchase where there is the best variety of dependable goods.

THE NEW REGULATION REGARDING STORAGE EGGS

The Actual Terms of the Order Regarding the Actual Storing and Selling of Eggs

The handling of eggs should be arriving at a comparatively safe and sure basis. So many regulations have been formulated relative to the handling and sale of eggs that there apparently remains little hope for the bad egg. If these regulations result, as it is hoped, in better handling conditions and as a protection against the enormous wastage in handling that has been in evidence all along from the producer up, then they will have achieved something eminently worth while.

The latest order on the subject known as Order No. 24 reads as follows:

"And whereas it is advisable to prevent, as far as possible, eggs from spoiling and to prevent the sale of spoiled eggs:

"Therefore, the Canada Food Board doth order that:—

1. No person operating any cold storage plant shall receive eggs for storage or shall store eggs therein without an accompanying certificate in writing from the owner of such eggs, certifying that said eggs have been candled and all bad and unsound eggs removed.

2. No person dealing wholesale in eggs shall receive or demand payment for bad eggs in excess of a margin of allowance of one per cent. on the total of each transaction.

3. This Order shall take effect on and after the sixteenth day of March, 1918.

Canada Food Board

HENRY B. THOMSON,
Chairman.

FISH DESTROYED IN MONTREAL

There was a considerable quantity of fish destroyed after seizure recently in Montreal. This was confiscated by the authorities and, as it was unfit for consumption, it was sent out to make fertilizer or to be otherwise disposed of.

CANADIAN GROCER is informed that this fish was the accumulation of odd lots that are usually sent in from small dealers who cannot sell the quantities they have ordered and return to the wholesale fish merchant in the hope that he can dispose of it for him. Due to delays this fish often becomes spoiled. There also are shipments from time to time from the producing points, and these are quite often delayed until they are in bad condition.

All are put into cold storage, stated a large importer, and this is done until claims, which are subsequently made, are disposed of. In the meantime an inspector may come along, and as he has the right always to examine the cold storage plant and its contents, he orders the disposition of any and all supplies that are considered unfit for use. It is stated that this is the condition each season, and that the accumulation of certain small lots cannot be avoided.

A GOOD COMBINATION.

The MacLean Publishing Co., Ltd.

Dear Sirs,—I read three of your publications — CANADIAN GROCER — "MacLean's"—"Post," and they pay me for time spent on their perusal. The GROCER, one can't get along without. "MacLean's" I appreciate because of it being "up to the minute" on the swiftly changing conditions of to-day. "The Post" I have read for several years, and it has made money on my investment.

A party came in to-day and asked my opinion on Steamship preferred (he knew I read the "Post"). I told him to let me send in his subscription for "Post" and he would get his information first hand without my own construction on it. I told him it would give him a broader insight into the investment field and might possibly help him to hold on to what he now has.

J. H. WELLS.

Grimsby, Ont., Mar. 5, 1918.

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

NEW high levels were established on live hogs during the week at \$21.00 per 100 pounds, fed and watered. This is the highest price yet recorded for these on this market and is about \$3.00 higher than the United States market.

Dressed meats are in very strong tone and have registered advances on practically all lines averaging 2c per pound. The demand even at high prices shows some improvement during the week.

Increased production marks the egg situation and imports of United States eggs show a falling off. The tendency is towards lower prices and at some points this result has been attained.

The margarine situation still remains somewhat in doubt. It had been thought permits would have been signed and in the shippers' hands before now but buyers are advised that these are still being held up. Butter is firmly maintained, though storage creamery shows a narrower tendency in some quarters. Fish is firmly maintained in all quarters and the biggest week's business in the year is anticipated.

Hog Prices Firm; Hams and Bacon Firm

Montreal.

PROVISIONS.—The delivery of hogs to the abattoir companies is still light and the prices have consequently ruled high. Sales have been made as high as \$22 per hundredweight, as predicted definitely in last week's CANADIAN GROCER. They are seemingly scarce, from all the sources of information that can judge of the likely supply. Feed scarcity will serve to prevent a great deal of increase in the output, it would seem, for there are many farmers who seem unable to get the feeds that they are so much in need of to condition their hogs. Cured meats are firm and hams are up one cent per pound. Bacon prices are firm but unchanged. Trade is expected to rule actively this week and there has already been a good enquiry. Dressed hogs are higher, in view of the situation, and prices are from \$28 to \$29 per cwt.

Hogs, dressed—		
Abattoir killed	28 00	29 00
Hogs, live	21 00	22 00
Hams—		
Medium, smoked, per lb.	0 33½	0 34½
Large, per lb.	0 30½	0 31
Backs—		
Plain	0 41½	0 42½
Boneless, per lb.	0 44½	0 45½
Bacon—		
Breakfast, per lb.	0 40½	0 42½
Roll, per lb.	0 32½	0 33½
Dry Salt Meats—		
Long clear bacon, ton lots.	0 27	0 29
Long clear bacon, small lots.	0 28½	0 29½
Fat backs, lb.	0 27	0 28
Cooked Meats—		
Hams, boiled, per lb.	0 47	0 48
Hams, roast, per lb.	0 47	0 47
Shoulders, boiled, per lb.	0 40	0 40
Shoulders, roast, per lb.	0 42	0 42

Lard Differential Reflects In Prices

Montreal.

LARD.—There is a firm undertone to the lard market this week again and the

differentials have been changed as a result of higher prices for containers. The tub lard price is ½c advance over that of the tierces and the pails ¼c advance. A price of 32¾c is asked for the bricks. Trading is fair and will probably be so during Easter week. The shortage of hogs will probably tend to keep prices very firm.

Lard, Pure—	
Tierces, 400 lbs., per lb.	0 31
Tubs, 60 lbs.	0 31½
Pails	0 31¾
Bricks, 1 lb., per lb.	0 32¾

Prices On Shortening Hold And Trade Good

Montreal.

SHORTENING.—Demand for this product is still good and sales are made on the basis of held prices, with the advance for differentials on containers making a slight advance. Thus, tubs are now selling at 26½c per lb. and pails at 26¼c. For bricks 27¼c is being asked. The delivery of cottonseed oil is improved and this will serve to have a stabilizing effect on the prices.

Tierces, 400 lbs., per lb.	0 26
Tubs, 50 lbs.	0 26½
Pails, 20 lbs., per lb.	0 26¾
Bricks, 1 lb., per lb.	0 27¾

Little Live Poultry But Ample For Demands

Montreal.

POULTRY.—There is very little live poultry to hand these days and the market is much barer than it usually is for the season. The demand for frozen poultry is fair, and while there is less of this also, there is ample to meet the needs of the trade. The consumption is stated to be lighter than a year ago and the jobbers state that, in view of this, it is just as well. There will likely be a better demand for the Easter trade, particularly for the better varieties. Prices are held unchanged.

Poultry—		
Old fowls	0 32	0 33
Dressed		

Chickens (milk-fed)	0 39	0 40
Roasting chickens	0 37	0 37
Young ducks	0 32	0 32
Turkeys (old toms), lb.	0 38	0 38
Turkeys (young)	0 40	0 40
Geese	0 30	0 30

Eggs Slightly Easier And Will Come Lower

Montreal.

EGGS.—The egg situation is one of improvement. Deliveries of new lays are limited from the Eastern parts of the province and from the Maritime districts also. This is because of colder weather prevailing there. The supply has been augmented from Western points—particularly from Western Ontario. Prices are a trifle easier and it is stated that these will ease still more if the present good deliveries are maintained. Absorption of stocks is readily effected through the active demand and this will improve in view of the heavy Easter trade. Receipts last week were about 7,000 cases against 6,581 a year ago.

Eggs—	
New-laid	0 47

Margarine Licenses Are Slow; Is Expected Soon

Montreal.

MARGARINE.—There is a fairly good demand for margarine. Those jobbers who are buying the Canadian-made product are still able to take care of their trade in a fair way and those who depend upon the U.S. makes have hopes that the essential licenses will be soon issued. Delays have been occasioned since the announcement that a fixed allotment had been made, which will defer shipments beyond the date expected. Prices hold unchanged as follows:

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

Butter Unsettled But Prices Unchanged

Montreal.

BUTTER.—There is a continued good demand for butter and the supply is estimated in various quarters as being ample and in others as not being too great. In any case some uneasiness is expressed as to the holdings of butter that is of old make, for when the new butter comes in there is a general demand for the fresh-made. Prices may be shaded in the near future, some assert, and probably the larger offerings of margarine may have an easing effect on the market.

Butter—		
Creamery prints, storage	0 50	0 51
Creamery solids, storage	0 49	0 50
Creamery prints (fresh made)	0 50	0 52
Creamery solids (fresh made)	0 51	0 51
Dairy prints, choice	0 41½	0 44
Dairy, in tubs, choice	0 39	0 39

Quebec Using Cheese; Receipts Are Lighter

Montreal.

CHEESE.—There is a good demand for cheese from the Quebec district, where many make greater use of the same during the Lenten season. For the past week receipts were light and only 147 boxes were received as compared with 1,278 for the corresponding week of 1917. Few factories would therefore appear to be operating and it is probable that there will be an increase in the number making the product ere many weeks. Prices hold unchanged as follows:

Cheese—		
Large, per lb.	0 22½	0 23½
Twins, per lb.	0 22½	0 24
Triplets, per lb.	0 22½	0 24
Stilton, per lb.	0 25	0 28
Fancy, old cheese, per lb.	0 30	0 31

Fish Demand Expected Active This Week

Montreal.

FISH.—Trade has been somewhat smaller for the past couple of weeks. For this week it is expected there will be a fairly good demand and with three successive fast days this will probably be the case. In addition to the regular fast days preceding Easter, the Jewish holidays come early this year, and begin this week also. The earliness of Easter will mean that little or no fresh lake fish will be available although there will be a good supply of the frozen varieties. Lobsters have perhaps reached their limit at 75c to 80c per lb. Such supplies as are needed are now coming to hand more freely, although the demand has admittedly been smaller. Smoked haddies, green cod, pickled turbot are all easier, with new quotations, while fresh haddock, dores, pike, halibut and whitefish are higher, due to the dearth of supply.

SMOKED FISH.

Haddies (fresh cured)	0 16	0 17
Haddies (frozen)	0 14	0 15
Haddies, fillet	0 19	0 20
Smoked herrings (med.), per box	0 22	0 23
Smoked cod	0 15	0 15
Bloaters, per box 60/100	1 50	1 75
Kippers, per box 40/50	2 40	2 50

SALTED AND PICKLED FISH.

Haddock	0 07	0 07
Herring (Labrador), per bbl.	12 00	12 50
Herring (Labrador), ½ bbls.	6 75	7 00
Do., half barrels	7 00	7 00
Herring, No. 1 lake (100-lb. keg)	5 25	5 25
Salmon (Labrador), per bbl.	24 00	24 00
Do., tierces	34 00	34 00
Salmon (B.C. Red)	25 00	25 00
Sea Trout, red and pale, per bbl.	19 00	20 00
Sea trout (½ bbls.)	10 00	10 50
Green Cod, No. 1, per bbl.	14 00	14 00
Green Cod (large bbl.)	15 00	15 00
Mackerel, No. 1, per bbl.	22 00	22 00
Mackerel (½ bbls.)	12 00	12 00
Codfish (Skinless), 100-lb. box.	12 00	12 50
Codfish, 2-lb. blocks (24-lb. case)	0 17	0 17
Codfish (Skinless), blks. "Ivory" Brd., lb.	0 15	0 15
Codfish, boneless, lb. (according to package)	0 14	0 18
Codfish, Shredded, 12-lb. box.	2 20	2 25
Eels, salted	0 12	0 12
Pickled turbot, new, bbls.	15 00	15 00
Do., half barrels	7 75	7 75
Cod, boneless (20-lb. boxes), as to grade	0 14	0 18
Cod, strip (30-lb. boxes)	0 16	0 16

SHRIMPS, LOBSTERS

Lobsters, medium and large, lb.	0 55	0 60
Prawns, lb.	0 30	0 30
Shrimps, lb.	0 30	0 30
Scalops	4 00	4 00

FRESH FROZEN SEA FISH.

Herring, large sea, lb.	0 00	0 00
-------------------------	------	------

Herring, frozen lake, lb.	0 06	0 06
Halibut	20	21
Haddock	9½	10
Mackerel	17	18
Cod—Toms	3 00	3 00
Cod steak, fancy, lb.	09½	10
Salmon, Red	18½	20
Salmon, pale	14½	15
Salmon, Gaspe	26	26

FRESH FROZEN LAKE FISH

Pike, lb.	0 10	0 11
Perch	0 12½	0 13
Whitefish, lb.	0 12	0 13
Lake trout	0 18	0 19
Eels, lb.	0 12	0 12
Dore	0 12½	0 13
Smelts, No. 1	0 18	0 19
Smelts, No. 2	0 11	0 12
Smelts, No. 1 large	0 24	0 24

Oysters—		
Ordinary, gal.	1 60	1 75
Malpeque oysters, choice, bbl.	10 00	10 00
Malpeque oysters (med.) bbl.	9 00	9 00
Cape Cod shell oysters, bbl.	11 00	11 00

Cape Cod Shell Oysters—		
5 gal. (wine) cans	10 00	10 00
3 gal. (wine) cans	6 50	7 50
1 gal (wine) cans	2 10	2 25
Oyster pails (pints), 100.	1 50	1 50
Oyster pails (quarts), 100.	2 10	2 10
Clams, med., bbl.	9 00	9 00
Clams (med.), per bbl.	9 00	9 00

FRESH FISH

Haddock	0 09½	0 10
Steak cod	0 12	0 13
Market cod	0 08½	0 09
Carp	0 12	0 13
Dore	0 16	0 17
Lake trout	0 18	0 20
Pike	0 12	0 13
B. C. Salmon	0 22	0 24
Gaspereaux, each	0 07	0 07
Western Halibut	0 30	0 30
Eastern Halibut	0 30	0 30
Flounders	0 08	0 10
Perch	0 09	0 10
Bullheads	0 15	0 15
Whitefish	0 13	0 16
Whitefish (small)	0 09	0 09½
Eels	0 12	0 12
Mackerel (large), each	0 20	0 20
Mackerel (medium), each	0 18	0 18
Mackerel, per lb.	0 14	0 14

Live Hogs Have Reached \$21 Level

Toronto.

PROVISIONS.—Live hogs, fed and watered, reached a new high level of \$21 during the week. Shipments continue to come in slowly and eager buyers are ready to bid for all that are offering. Some improvement in receipts is anticipated when country roads are free from ice and mud and farmers can get to shipping points, but there is said to be a limited quantity available throughout the country, so prices are expected to remain at a high point.

Dressed meats have been influenced by the high prices on hogs and are being quoted on an average of about 2c per pound higher than prices prevailing last week. The demand is showing improvement. Prices now ruling are given here-with:

Hams—		
Medium	0 36	0 38
Large, per lb.	0 28	0 35
Bacon—		
Plain	0 43	0 48
Boneless, per lb.	0 46	0 52
Bacon—		
Breakfast, per lb.	0 40	0 43
Roll, per lb.	0 34	0 36
Wiltshire (smoked sides), lb.	0 38½	0 42½
Dry Salt Meats—		
Long clear bacon, lb.	0 29	0 31
Fat backs	0 32	0 32½
Cooked Meats—		
Hams, boiled, per lb.	0 47	0 49
Hams, roast, without dressing, per lb.	0 48	0 50
Shoulders, roast, without dressing, per lb.	0 45	0 47

Barrel Pork—		
Mess pork, 200 lbs.	56 00	58 00
Short cut backs, bbl., 100 lbs.	60 00	63 00
Pickled rolls, bbl., 200 lbs.	55 00	58 00
Hogs—		
Dressed, 70-100 lbs. weight.	29 00	29 00
Live, off cars	21 25	21 25
Live, fed and watered	21 00	21 00
Live, f.o.b.	20 25	20 25

Supplies of Shortening Now Available

Toronto.

SHORTENING.—Shortening is now available in quarters which hitherto had been rather bare of supplies, and the range, in tierces, is down ¼c pound over last week's figures. A very firm undertone, however, is apparent and a good demand is being experienced. The demand is said to be improved on this commodity owing to the high prices now ruling on lard. There is a big spread in the prices between these two items, which has largely brought about the increased inquiry for shortening.

Shortening, tierces, 400 lbs., lb. 0 26 0 26½
In 60-lb. tubs, ¼c per lb. higher than tierces; pails, ¼c higher than tierces, and 1-lb. prints, 1½c higher than tierces.

Wider Range Apparent in Lard; Advances Made

Toronto.

LARD.—Higher prices have reached the market on lard, and the general basis of quotations on pure in tierces is from 31c to 32c per pound. Pails take a ½c extra, or 31½c to 32½c per pound, but in some quarters pure in 20-lb. pails is being quoted at 30c per pound. Quotations on 1-lb. prints show a wide range of from 32c to 33½c per pound. No surplus stocks are reported, but supplies are equal to demands and orders are being filled in good time.

Lard, pure tierces, 400 lbs., lb. 0 31 0 32
In 60-lb. tubs, ¼c higher than tierces; pails, ¼c higher than tierces, and 1-lb. prints, 1½c higher than tierces.

Shipments of Margarine Still Being Held Up

Toronto.

MARGARINE.—Shipments of margarine, which it had been hoped would be rolling towards Canada ere this, are awaiting the final O.K. of the powers that be, and no hope of any receipts for March are held out. No permits have yet been O.K'd releasing shipments, but the feeling exists that shipments may be expected about April 10. Of course, uncertainty has marked the course of margarine as regards imports and nothing definite can be expected until the permits are signed and delivered to the shippers. Even then the railroads may hold up shipments somewhat, but the greatest concern of the buyers just now is having the permits issued for the release of their orders.

Margarine—

1-lb. prints, No. 1	\$0 32	\$0 33
Do., No. 2	0 30	0 31
Do., No. 3	0 27	0 27
Solids, 1c per lb. less than prints.		

Butter Holding Firm; Good Demand Continues

Toronto.

BUTTER.—Little change has been apparent in butter during the week, though

a somewhat firmer undertone is evident. The range on creamery storage shows a narrower tendency in some quarters, prints being quoted at 49c to 50c per pound, and solids 48c to 49c per pound. Other figures show prices on prints as high as 52c and solids 50½c per pound. No change over last week's quotations on fresh-made creamery has been made, and dairy is also held steadily. The demand is very good, though some difficulty in getting express shipments away is reported owing to heavy demands on express companies to handle shipments of liquor, which are coming through in big volume.

Creamery prints, fresh made....	0 52	0 53
Creamery solids, fresh made....	0 49	0 50½
Creamery prints, storage.....	0 49	0 52
Creamery solids, storage.....	0 48	0 50½
Dairy prints, choice, lb.....	0 40	0 46
Dairy prints, lb.....	0 36	0 40

Eggs Slightly Easier;

Improvement in Supply

Toronto.

EGGS.—A somewhat easier feeling exists in the egg market, the continued fine weather resulting in greatly increased production of Canadian eggs, and a decline in imports from the United States is reported. Prices show no change over last week's quotations, but further declines are not unexpected. The bad roads are keeping producers from marketing eggs as freely as might otherwise be the case, and difficulty in getting shipments handled by the express companies is being experienced. It is reported that 100 cases of eggs coming from Detroit took four days to reach destination, whereas under normal conditions 14 to 24 hours at the outside is all the time required. Eggs held up till Thursday when there was a decline to 45-46c per doz. loose. It is understood dealers have enough for holiday trade. The buying price for next week has declined 3-4 cents. Prices prevailing are as follows:

Eggs—		
New-sets, in cartons.....	0 45	0 46
Do., loose, doz.....	0 46	0 48

Cheese Market in Favor of Buyer This Week

Toronto.

CHEESE.—A big movement of cheese is anticipated for this last week of the month, and a market distinctly in favor of the buyer is reported. To stimulate the demand and unload heavy stocks to the level prescribed by the Food Control Board, prices have declined about ¼c in some quarters, making the range in new large cheese from 22c per pound up. Prices are expected to react to former levels once the objective aimed at has been attained.

Cheese—		
New, large.....	0 22	0 23½
Old, large.....	0 23½	0 24½
Stilton (new).....	0 25	0 27
Twins, ¼c lb. higher than large cheese. Trip-lets ½c lb. higher than large cheese.		

Quiet Marks Poultry

Market; Receipts Light

Toronto.

POULTRY.—Nothing of moment marks the poultry market, quiet prevailing both as regards receipts and sales.

Little live poultry is coming to hand. Live geese show a somewhat higher tendency in prices being paid in the range from 15c to 18c per pound, dressed remaining firm at 22c to 24c per pound.

	Live	Dressed
Ducks.....	\$0 24-0 25	\$0 25-0 27
Geese.....	0 15-0 18	0 22-0 24
Turkeys.....	0 20-0 22	0 30-0 35
Roosters.....	0 20-0 22	0 22-0 24
Hens, over 5 lbs.....	0 25-0 30	0 25-0 30
Hens, under 5 lbs.....	0 22-0 27	0 24-0 28
Chickens, 4½ lbs. up.....	0 25-0 27	0 25-0 33
Chickens, under 4½ lbs.....	0 22-0 25	0 26-0 30
Squabs, dozen.....	4 60	.....
Prices quoted to retail trade:		
Hens.....	0 28-0 35	0 30-0 32
Ducks.....	0 30-0 32	0 33-0 38
Chickens.....	0 35-0 39	0 35-0 39
Do., milk-fed.....	0 39-0 45	0 20-0 27
Turkeys.....	0 39-0 45	0 20-0 27
Geese.....	0 20-0 27	.....

Heavy Demand Manifest in All Lines Fish

Toronto.

FISH, OYSTERS.—A heavy demand exists for all lines of fish, and orders are going forward in good volume. Express shipments are being held up somewhat owing to heavy demands on express companies to take care of liquor orders, but the extension of time granted for delivery of these orders should benefit dealers in other lines in getting away their goods to the retailer. Supplies of fresh steak cod at 11c, fresh market cod, headless, at 10c, and fresh haddock at 10c per pound are available for the Easter trade. Practically no change in prices has been made over those prevailing last week, though a quotation on red spring salmon 2c lower than the lowest price ruling then shows a wider range now from 19c to 25c per pound. Quotations being made to the trade during the week are:

SMOKED FISH.		
Haddies, per lb., new cured.....	0 12	0 18
Chicken haddies, lb.....	0 10½	0 13
Haddies, fillets, per lb.....	0 14	0 17
Ciscoes, per lb.....	0 16	0 17
Kipper herring, per box.....	1 75	2 25
Digby herring, skinless, 10-lb.....	2 20	2 25
PICKLED AND DRIED FISH.		
Acadia cod, 20 1-lb. blocks.....	3 40	
Acadia cod 12-2-lb. blocks.....	4 25	4 50
Strip cod, lb.....	0 12	0 16
Quail on toast, 24 1-lb. blocks, lb.....	0 12½	0 13
Skinless cod, 100-lb. boxes, lb.....	0 11	0 12
Halifax shredded cod, 24s.....	2 20	
Salt mackerel, kits, 20 lbs.....	4 50	
Labrador salt herring, barrels.....	11 00	11 50
Do., half barrels.....	5 50	6 00
Herring, pickled, keg 100 lbs.....	6 00	6 50
FRESH FROZEN SEA FISH		
Halibut, frozen.....	0 19	0 20
Salmon, Qualla, lb.....	0 12½	0 15
Do., red spring.....	0 19	0 25
Do., Cohoe.....	0 20	0 20
Do., Restigouche.....	0 27	
Haddock, headless and dressed, lb.....	0 07	0 10
Herrings, frozen.....	0 09	0 10
Steak cod, lb.....	0 08	0 10½
Haddock, market, lb.....	0 7	0 08½
Cod, market, heads on, lb.....	0 06	0 08½
Mackerel, frozen, lb.....	0 10	0 12
Flounders, frozen.....	0 07	0 10
Tullbees, lb.....	0 08½	0 09
Smelts, extras, lb.....	0 12	0 22
Do., No. 1, lb.....	0 12	0 16
Do., No. 2, lb.....	0 12	0 12
FRESH FROZEN LAKE FISH		
Herring, Lake Superior, bags, lb.....	0 08½	0 10
Herring, Lake Erie, pan frozen.....	0 10	0 11
Pike, dressed.....	0 08½	0 09½
Do., round.....	0 12½	0 13
Whitefish, frozen.....	0 15	0 16
Trout, lb., frozen.....	0 06	0 07½
Mullets, frozen, lb.....	0 12½	0 13
Yellow pickerel, frozen, lb.....	2 60	3 25
Oysters, per gal.....	11 00	
Blue points, bbl.....	14 00	
Malpeque, bbl.....		
Shrimps—		
No. 1, cans.....	1 60	
No. 2, cans.....	3 10	
No. 4, cans.....	6 00	

Eggs Falling Fast, Expect to Touch 35c.

Winnipeg.

PRODUCE AND PROVISIONS.—The hog market stands at 20c, and the trade here consider this price in harmony with the Eastern market. They do not look for much variation in this price just now. Runs have been fairly liberal. There has been no radical change in provision prices, although packers state there should be an advance owing to the higher cost of hogs. Eggs.—Prices are getting lower every day. It is very possible that this week the market will remain steady because of Easter, but they look for a decline to around 35c before many days. Last weekend the trade were paying 38c-40c for fresh eggs. American eggs are off the market, the supply of Canadian eggs being very liberal. A car arrived in Winnipeg last week from Alberta. Creamery butter weakened last week, No. 1 selling at 48c, and No. 2 at 46c. Price will drop further with the increase in production. Fresh make is already coming along fairly well and is having its effect on the market. Dairy butter market is very weak on a packing stock basis; there is no Eastern demand. Margarine.—Sales of margarine are very heavy, and are having their effect on consumption of creamery butter. Prices for No. 1 margarine vary from 32½ to 34c.

Fresh Salmon Expected Before Long

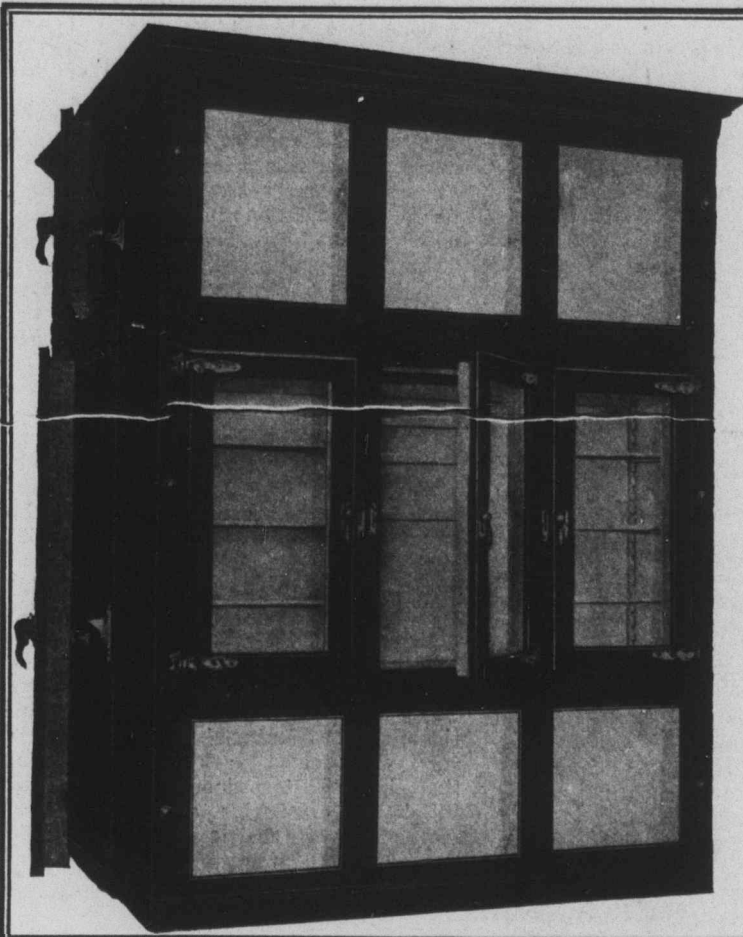
Winnipeg.

FISH AND POULTRY.—Fresh cod began to arrive last week, but quantities are still very limited. It is selling at 12c per lb., the same as frozen. There is plenty of frozen salmon on hand, but no sign of fresh salmon yet, although it is expected almost any day. All lines of fish are fairly plentiful. Kippers are now bringing \$2.40 in boxes, bloaters \$2.30. Skate wing is selling at 10c per lb. There is practically nothing doing in fresh poultry. One of the largest dealers states that he receives only about one coop a month, and suggests that farmers are keeping their hens for production purposes. This condition has been going on since early winter.

INCREASE PINEAPPLE CANNING IN BAHAMAS

Shipments of tinned pineapple in 1916 from the Bahama Islands were almost double those of the previous year. This export amounted to 38,807 cases during 1916, with a value of \$53,575, compared with 21,756 cases, worth \$27,073, in 1915. The flavor of the Bahaman pineapple is considered to be very choice.

Tinned pineapples were packed and exported in the following quantities and values during the last five years: In 1912, 27,536 cases, valued at \$25,244; 1913, 31,192 cases, \$30,283; 1914, 33,070 cases, \$36,746; 1915, 21,756 cases, \$27,073; and 1916, 38,807 cases, \$53,575.



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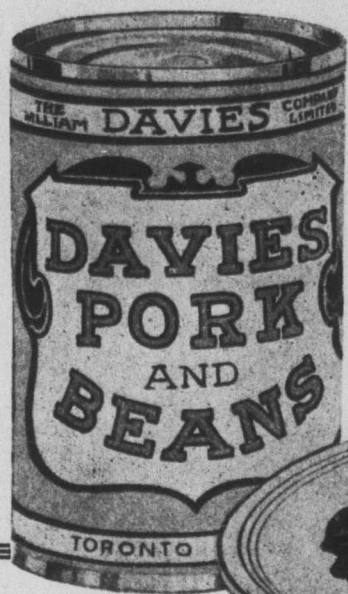
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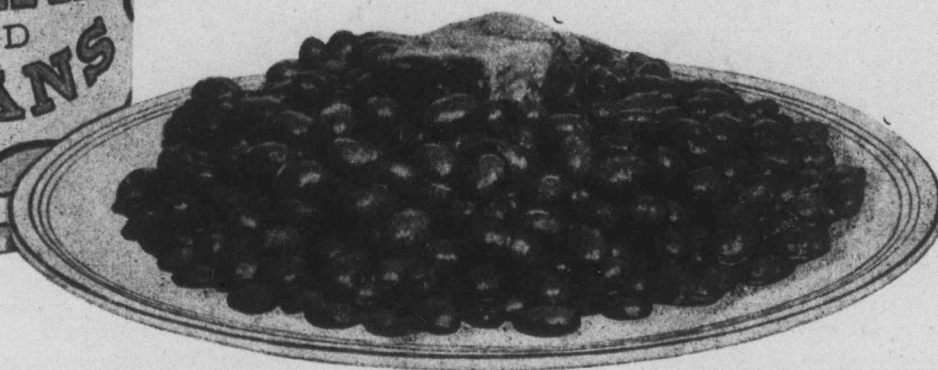
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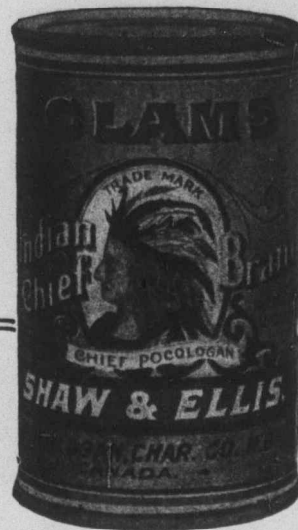
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The "tang" of the Sea
EASTERN BRAND LOBSTERS

Boost your Fish sales and help win the War. Boost EASTERN BRAND Lobster and win satisfied customers.

The Boys at the Front look for EASTERN BRAND Lobster Paste—It's great.

If your wholesaler hasn't a stock, write to-day to

Eastern Canada Fisheries, Limited
CORISTINE BLDG., MONTREAL



MAPLE

Paris



1900

Smalls Maple Butter, Molasses and Maple Syrup are standard in the markets of the world for nearly one hundred years.

ALL JOBBERS

SMALLS LIMITED
MONTREAL

The above is actual size of Tin—\$2.40 per dozen to retail at 25c. or 30c.

Get the "Grocers' Encyclopedia"—

A large, handsomely bound volume, with scores of fine half-tone and color illustrations about the goods you buy and sell.

A book that you will be proud of—that you will like to see always on your library table—full of the very information you want in your business.

Price Prepaid \$10.50.

Technical Book Dept.— MacLean Publishing Company
143-153 University Ave. - Toronto

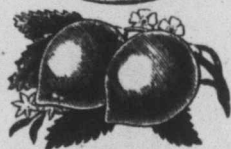
If any advertisement interests you, tear it out now and place with letters to be answered.

A Good Repeater —
Holbrook's
 Imported
Worcestershire
Sauce

We can still supply our patrons with this delicious sauce at prices based on pre-war conditions.

Why not order a stock now? Its quality will satisfy particular people.

We also supply:—
 Imported English Malt Vinegar, Sardines, French Olive Oil, Custard Powders and Flavor, Health Salts, Ground Rice, Rice Flour and Potato Flour.



ROSE'S
LIME JUICE

The Original and Genuine Brand

Here is a grand line to push during the coming summer. The demand for good temperance drinks will be bigger than ever. Rose's Lime Juice has been a leader and a favorite for over half a century.

And it is a good money-maker.

Holbrooks, Ltd.
 Toronto and Vancouver

FISH

Lake Superior
 Herring in kegs
 half-kegs and
 pails.

APPLES

Nova Scotia stock
 and Georgian Bay
 brand, Ontario
 stock.

Write us to-day

Lemon Bros.
 OWEN SOUND, ONT.

VOL-PEEK

Mends holes in all kinds of Pots and Pans, Graniteware, Aluminum, Enamelledware, Tin, Iron, etc. Easily applied with the fingers; no tools required; article ready for use in two minutes.

A popular War Time Specialty that gives you a good profit, put up in attractive display stands.

From your wholesaler, or write us direct.

H. NAGLE & CO.
 Box 2024, Montreal

When answering
 Advertisements please mention
 Canadian Grocer

Imports may be restricted from States

American made luxuries may not be allowed into Canada—Business Must be prepared for Adjustments.

"Relations with the United States are a vital factor in the business situation at the present time. The exchange problem has become one which is receiving the serious consideration of the Government."

Late reports from Ottawa indicate that in order to right our balance of trade, steps may be taken to curtail shipments of luxuries from the States into Canada.

Canada's Dollar at a Discount

These important points are from the front page of THE FINANCIAL POST this week. In another important article on the same page the statement is made that a minus balance of 428 million dollars is a prime cause for the existing heavy discount on the Canadian Dollar in the United States. In both articles, and in many other important business articles in THE FINANCIAL POST this week, the inevitable need for far-reaching readjustments in business, and the paramount necessity for more production in the Dominion are emphasized. For the business man anxious to keep pace with and profit by the unusual and rapid developments now taking place THE FINANCIAL POST at \$3.00 per year, is the right paper to read.

Business News of the Week

In this week's issue of THE FINANCIAL POST you will find in addition to the important matters mentioned above, these other business news articles. All are written to give you the most and latest facts quickly and with the least effort in reading. These are merely a few of the news matters dealt with:

Would Scrap Management of Toronto Rails Big Profits for Canadian Car Co. This Year

C.P.R. Assets Pass Billion Dollar Mark
 Farm Products Are on Higher Price Levels
 Eastern Steel Made No Profit on Munitions

Developments re the Dominion Permanent
 Supremacy of the Bank of Montreal
 Maintained

Bank Clearings Show Improvement
 Bank Plans re Conscription Being
 Discussed

Edmonton Not Allowed to Recalculate
 Sinking Fund
 Winnipeg Rails Showed Only 1 Per Cent.
 on Common

The business man able to give an opinion from knowledge of the facts of these matters and many others of immediate business interest which are contained in this week's FINANCIAL POST would be recognized at once as an alert man of affairs. You can be that man every week in the year if you take the right step now by signing this order for THE FINANCIAL POST:

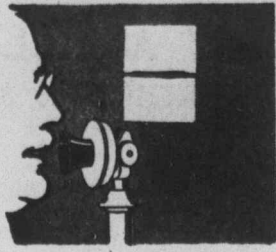
The MacLean Publishing Co.,
 153 University Ave., Toronto.

Send me THE FINANCIAL POST each week till further ordered. I will send subscription price (\$3.00 per year) on receipt of bill, or you may draw on me for this.

Name

Address

C.G. 3E

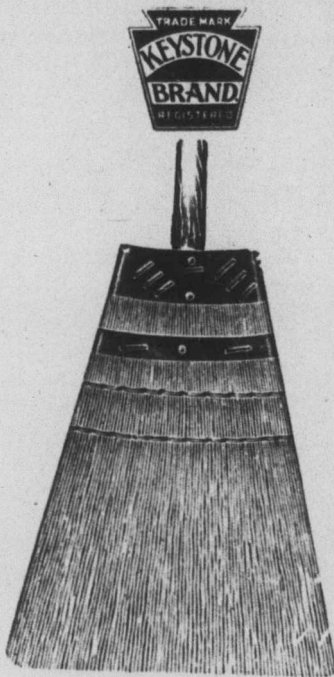


Face Your Telephone

and speak distinctly and directly into the mouth-piece. The person you are speaking to will have no trouble in hearing and understanding you no matter how far away he may be.

The Bell Telephone Co. of Canada

"Good Service . . . our true intent."



8 Styles to choose from

We build the Keystone Metal Case Broom with a thorough knowledge of what is required in factories, railways, foundries, etc.

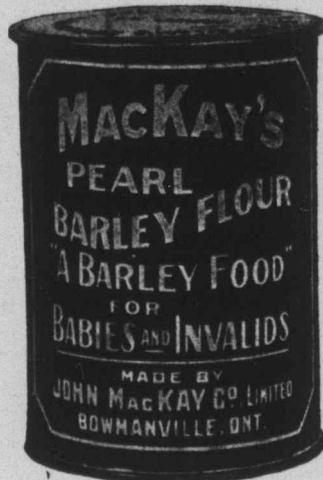
Keystone Brand

Made in various weights, all corn, or corn and bamboo. Cannot be pulled or broken from the heavy Maple handle.

Write for prices, etc., to

STEVENS-HEPNER CO., LIMITED
Port Elgin, Ontario

The "Metal Case" Broom is only one of the famous Keystone Brand Brooms and Brushes.



Are you selling Mackay's Pearl Barley Flour?

It's the Canadian-made "Barley Food" that everybody is talking about. The ideal, easily-digested food for Infants, Invalids, Aged People, and Nursing Mothers.

IT'S THE REAL MACKAY

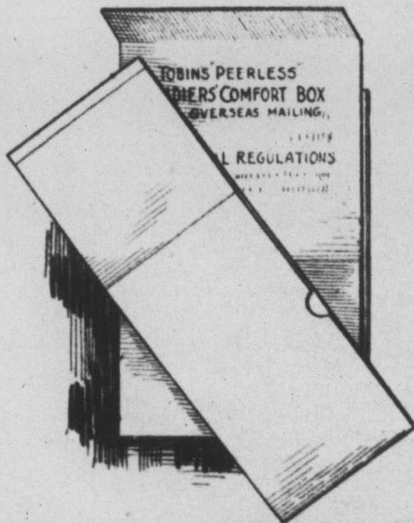
For flavoring soups and gravies it is without any equal whatever. Dr. McGill, the Dominion Chemical Analyst at Ottawa, recommends Mackay's very strongly.

Consumer advertising is boosting the demand. Get your share now. Order from your wholesaler or direct from

John MacKay Co., Limited

BOWMANVILLE, ONT.

Only Exclusive Pot and Pearl Barley Mill in Canada



HIGH-GRADE SPECIALS IN OVERSEAS TRADE

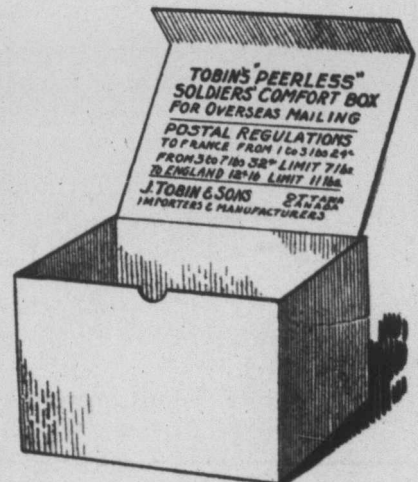
Tobin's "Peerless" Overseas Mailing Boxes, etc., etc.

FRIENDS and RELATIVES know these boxes so well that they buy them in thousands every day. They have stood the test so many times, and brought back scores of souvenirs of the battlefield, that they have become a by-word of excellence, and nothing else will do.

They are the best mailing boxes on the market. They are "TOUGH AS LEATHER — LIGHT AS A FEATHER." Strongly recommended by our postal authorities, because they are so easily packed and examined if necessary. AND — the boys get these boxes. 2 sizes, France and ENGLAND.

Are you getting any of this trade, Mr. Merchant. If not, GET BUSY and write J. TOBIN & SONS, OTTAWA, ONT. They are keenly alive to your wants or enquiries, whether by mail, phone or wire. Circular for the asking, with other trench specialties.

J. TOBIN & SONS, Ottawa, Ont.



Saves Money
Saves Time
Saves Waste
Better than Eggs

POPULAIRE'S EGG POWDER

Good Profits
Steady Sales
Pleased Customers
No Loss

The Imperial Co. Reg'd
645 St. VALIER STREET, QUEBEC, P.Q.

What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow Grocers.

Perhaps you need a clerk. The best of them read Canadian Grocer and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a grocery business. Canadian Grocer's subscribers are the best prospects in Canada. Talk to them through our columns with a want ad.

Or do you want to sell or exchange some surplus stock? Here again the Want Advertisement can help you.

Cost: 2 cents per word for first insertion; 1 cent per word for subsequent insertions of the same ad. Box Number 5 cents extra.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$65
PER INCH PER YEAR

BAKING POWDER

Size	Less than 10-case lots Per doz.
Dime	\$ 1 15
4-oz.	1 65
6-oz.	2 45
8-oz.	3 10
12-oz.	4 65
16-oz.	5 90
2½-lb.	14 60
5-lb.	27 35

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

	Per doz.
Screw Vac top Glass Jars, 16 oz. glass 2 doz. case.	
Blackberry	\$2 95
Currant, Black	3 05
Plum	2 85
Pear	2 85
Peach	2 85
Raspberry, Red	3 15
Raspberry and Red Currant	2 75

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts. Delhi Epicure	\$1 75
½ Pts., Red Seal, screw tops	1 40
Pts., Delhi Epicure	2 75
Pts., Red Seal	1 90
Qts., Red Seal	2 85
Qts., Lynn Valley	2 75

BAKE DBEANS WITH PORK

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	\$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1½'s (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
2½'s Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20
Family, Plain, \$2.35 doz.; Family, Tomato Sauce, \$2.80 doz.; Family, Chili Sauce, \$2.80 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), \$12; plain, \$10.	

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	\$1 90
12-oz. Glass, Screw Top, 2 doz. in case	2 25
16-oz. Glass, Screw Top, 2 doz. in case	2 75
16-oz. Glass Tall, Vacuum 2 doz. in case	2 75
2's Tin, 2 doz. per case	3 90
4's Tin, 12 pails in crate, per pail	0 68
5's Tin, 8 pails in crate, per pail	0 84
7's Tin or Wood, 6 pails in crate	1 15
7's Tin or Wood, 4 pails in crate, per lb.	0 16
30's Tin or Wood, one pail crate, per lb.	0 16

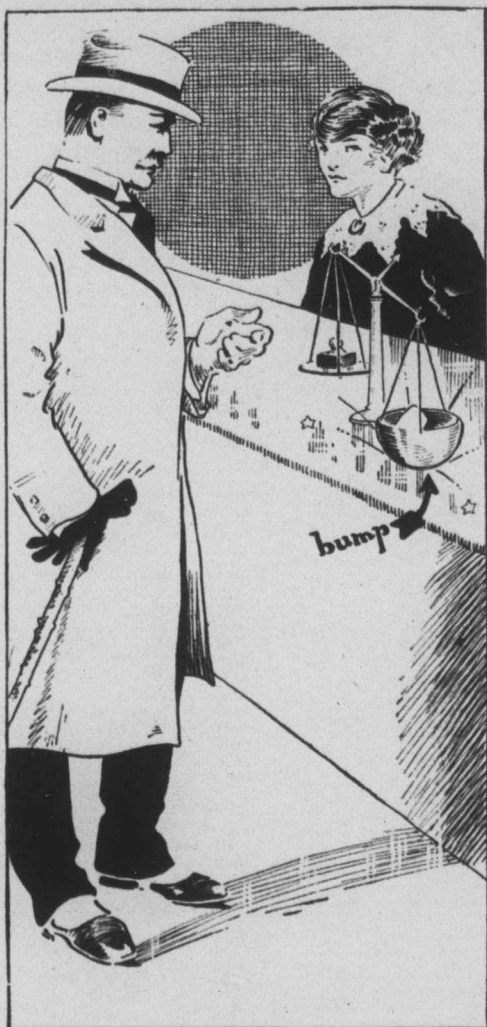
BLUE

Keen's Oxford, per lb.
In cases 12—12 lb. boxes to case

COCOA AND CHOCOLATE THE COWAN CO., LTD. COCOA

Empire Breakfast Cocoa, 2 doz. in box, per doz.	\$2 45
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 36
Perfection, 10c size, doz.	95
Perfection, 5-lb. tins, per lb.	37
(Unsweetened Chocolate)	
Supreme Chocolate, 12-lb. boxes, per lb.	36
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	90
Sweet Chocolate— Per lb.	
Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 80
Diamond Chocolate, 7's, 4-lb. boxes	1 15
Diamond, 6's and 7's, 8 and 12-lb. boxes	0 20
Diamond, ¼'s, 6 and 12-lb. boxes	0 20
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in ¼lb. packages, 2 and 4 doz. in box, per doz.	1 30
Chocolate Confections— Per doz.	
Maple Buds, 5-lb. boxes	40 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 39
Chocolate wafers, No. 2, 5-lb. boxes	0 35
Nonpareil wafers, No. 1, 5-lb. boxes	0 33
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 42
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Royal Milk Chocolate, 5c cakes, 3 doz. in box, per box	0 95
Nut milk chocolates ¼'s, 6, lb. boxes, lb.	0 39
Nut chocolate squares (20 divisions to cake), packed 2 and 3 cakes to a box, per cake	0 75
Almond nut bars, 24 bars, per box	0 95

The Widow's Mite



or why she nearly failed.

Mr. Harding was a wholesale grocery traveller. He died. After his estate was settled up his widow had about \$1,400 in hand.

Upon her request Harding's late employers assisted her in opening up a small but nicely stocked grocery.

Trade developed. Her stock moved more briskly month by month—yet at the end of two years Mrs. Harding was facing bankruptcy.

The wholesale grocer was interested sufficiently to try and help her. He sent an expert to study her methods.

In a week he found and stopped the leak. It was simple. **Mrs. Harding was guessing at the weight.**

Often when a customer came for half a pound of something she would weigh from a quarter to half an ounce overweight and never charge for it.

In fact she couldn't charge because she didn't know how much overweight she was giving.

Gently and firmly, however, the expert showed her why she was failing, ordered a Dayton Automatic Scale for her and showed her how to use it, for her customers' as well as her own benefit. To-day she has a thriving and profitable business.

Dayton Automatic Scale

Just ask yourself—how much overweight are YOU giving away each week—and make up your mind to stop it.

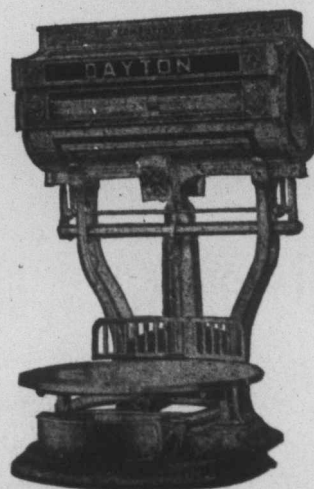
The Dayton Automatic shows you the absolutely correct weight and price instantly. You need that information a hundred times a day.

Send for our latest folders.

Dayton Computing Scales

Royce and Campbell Avenues, TORONTO, ONT.

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



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

Don't Let Her Go Elsewhere for Them

Right in line with your trade are these soap dyes which clean and dye at the same time. They are in great demand wherever displayed, for every patriotic woman is doing her best to save wool and save cotton—is making the most of her old clothes by cleaning and dyeing them.

Sunset Soap Dyes

will add a generous profit and quick turnover to your business. These dyes can be used on any cotton, linen, silk or wool fabric and come in all popular colors, so that they find many uses in any home. They retail at a popular price and you can order a gross (assorted colors) with the assurance that a small counter display will sell them.

For prices and trade discounts write—

Canadian Distributors:
HAROLD F. RITCHIE & COMPANY
 LIMITED
 TORONTO : ONTARIO

Manufactured by
SUNSET SOAP DYE CO., Inc.
 NEW ROCHELLE, NEW YORK

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES DEL MONTE BRAND

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

YUBA BRAND

- 2½-quart Tall Cylinder Can..
 No. 1 Pint Cylinder Can.....
 No. 10 Can.....
 Picnic Can.....

BORDEN MILK CO., LTD. CONDENSED MILK

- Terms net 30 days
 Eagle Brand, each 48 cans..\$8 75
 Reindeer Brand, each 48 cans 8 45
 Silver Cow, each 48 cans.... 7 90
 Gold Seal, Purity, each 48 cans 7 75
 Mayflower Brand, each 48 cans 7 75
 Challenge Clover Brand, each 48 cans 7 25

EVAPORATED MILK

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

CONDENSED COFFEE

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

CARNATION MILK PRODUCTS CO., LTD.

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

EVAPORATED MILK

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

GELATINE

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

W. CLARK, LIMITED

MONTREAL

- Assorted meats, 1s, *\$4.25.
 Compressed Corn Beef—½s, *\$2.99; 1s, *\$4.25; 2s, \$9; 6s, \$34.75; 14s, *\$75.
 Lunch Ham—1s, *\$4.25; 2s, \$8.
 Ready Lunch Beef—1s, *\$4.25; 2s, \$9.
 English Brawn—½s, \$2.50; 1s, \$3.50; 2s, \$5.50.
 Boneless Pigs' Feet—½s, \$2.50; 1s, \$3.50; 2s, \$5.50.
 Roast Beef—½s, \$2.99; 1s, \$4; 2s, *\$8.85; 6s, \$34.75.
 Boiled Beef—1s, \$4; 2s, \$8.85; 6s, \$34.75.
 Jellied Veal—½s, \$2.99; 1s, \$4.25; 2s, \$9.
 Corned Beef Hash—½s, \$2; 1s, \$3.50; 2s, \$5.50.
 Beefsteak and Onions—½s, \$2.99; 1s, \$4.25; 2s, \$5.50.
 Cambridge Sausage, 1s, \$4; 2s, \$8.
 Lamb's Tongues, ½s.

Sliced Smoked Beef, tins, ½s, \$2.25; 1s, \$3.25; 4s, \$20.

Sliced Smoked Beef, glass, ¼s, \$1.75; ½s, \$2.75; 1s, \$3.50.
 Tongue, Ham and Veal Pate, ½s, \$1.95.

Ham and Veal Pate—½s, \$1.95.
 Potted and Devilled Meats, tins—
 Beef Ham, Tongue, Veal, Game, Beef, Meats Assorted, ¼s, 70c; ½s, \$1.35.

Potted Meats, Glass—Chicken, Ham, Tongue, Venison, ¼s, \$2.
 \$7.50; 1½s, \$12; 2s, \$16.50; 2½s, \$17.50; 3s, \$19.00; 3½s, \$20.50; 6s, \$45.00.

Mince-meat, in tins, 1s, \$2.70; 2s, \$3.80; 5s, \$12.
 In Pails, 5 lbs., \$20; 10 lbs., 19½c; 25 lbs., 17c lb.

In 50-lb. Tubs, 17c lb.
 In 85-lb. Tubs, 16½c lb.

Clark's Peanut Butter—Glass Jar, ¼, \$1.22; ½, \$1.70; 1, \$2.25.
 Clark's Peanut Butter—Pails, 5 lbs., 27c; 12-lb. pails, 25c; 24-lb. pails, 24c.

Clark's Tomato Ketchup, 8-oz., \$2.25; 12-oz., \$2.80; 16-oz., \$3.50.
 Pork and Beans, Plain (pink label), Talls, ind., 85c; 1s, \$1.15; 1½s, \$1.60; 2s, \$1.75; 3s flat, \$2.45; 3c, talls, \$2.75.

Pork and Beans, Tomato Sauce, blue label, Individuals, 95c doz. 1s, \$1.25; 1½s, \$1.85; 2s, \$2; 3s talls, \$3.20; 3s flat, \$2.90.

Pork and Beans, Chili (red and gold label), individuals, 95c; 1s, \$1.25; 1½s, \$1.85; 2s, tall, \$2; 3s, flat, \$2.90.

Vegetarian Baked Beans, Tomato Sauce, 2s, talls, \$2.
 Clark's Chateau Chicken Soup, \$1.75.

Clark's Chateau Concentrated Soups, Vegetable, Mulligatawny, Oxtail, Scotch Broth, Mock Turtle, Consommee, Tomato, Mutton Broth, Pea, Julienne, Vermicelli Tomato, Green Pea, Celery, \$1.25.

No. 1 assorted, \$1.30; No. 2 assorted, \$1.30.

Spaghetti with Tomato and Cheese, ½s, \$1.30; 1s, \$1.75; 3s, \$2.90 doz.

Fluid Beef Cordials, 28-oz. bottles, 1 doz. per case, at \$10 per doz.; 10-oz. bottle, \$5.

Canadian Boiled Dinner, 1s, \$2.50; 2s, \$5.95.

English Plum Pudding—½s, 1s, 2s.
 Ready Lunch Veal Leaf—½s, \$1.95; 1s, \$3.90.

Ready Lunch Beef Ham Leaf—½s, \$1.95; 1s, \$3.90.
 Ready Lunch Beef Leaf—½s, \$1.95; 1s, \$3.90.

Ready Lunch Assorted Leaves—½s, \$2.00; 1s, \$3.95.
 Geneva Sausage—1s, \$4.25; 2s, \$8.25.

Roast Mutton—1s, 2s, 6s.
 Boiled Mutton—1s, 2s, 6s.
 Cooked Tripe—1s, \$2.50; 2s, \$4.25.

Stewed Ox Tail—1s, \$2.50; 2s, \$4.50.
 Stewed Kidney—1s, \$4.00; 2s, \$7.00.
 Mince'd Collops—½s, \$2.00; 1s, \$3.25; 2s, \$6.00.

Sausage Meat—1s, \$3.50; 2s, \$6.50.
 Jellied Hocks—2s, \$3.00; 6s, \$25.00.
 Irish Stew—1s, \$3.50; 2s, \$6.50.
 Boneless Chicken—½s, \$6.00; 1s, \$9.00.

Boneless Turkey, ½s, \$6.00; 1s, \$8.95.
 Lunch Tongue—½s, 1s, 2s.
 Tongue, Lunch—1s.

Ox Tongues, in tins, ½s, \$3.75; 1s, \$7.50; 1½s, \$12; 2s, \$15.50; 2½s, \$17.50; 3s, \$19; 3½s, \$20.50; 6s, \$45.

Chateau Brand Pork and Beans, Tomato Sauce—Individual, \$1.10; 1s, \$1.60; 2s, \$2.30; 3s, \$3.50; individual, 95c; 1s, \$1.50; 2s, \$2.05; 3s, \$3.25. Plain Sauce.

Smoked Sausage, Vienna style—½s, \$1.95.
 Pate de Fois—¼s, 65c; ½s, \$1.30.
 Lunch Tongue, in glass, 1s.
 Ox Tongues, glass, 1½s, \$14; 2s, \$17.

Mince-meat, in glass—1s, \$3.25.
 Bricket Beef, in glass—1s.
 Chicken Breasts, in glass—1s.

COOLMAN'S OR KEHN'S MUSTARD.

Per doz. tins
 D. S. F., ¼-lb. \$ 2 20
 D. S. F., ½-lb. 4 20
 D. S. F., 1-lb. 8 10
 F. D., ¼-lb. 1 40

Per jar
 Durham, 1-lb. jar, each..... 9 50
 Durham, 4-lb. jar, each..... 1 75

PROF. JOHN M. SMITH of Grinnell College

Writes from the trenches:

"From my shelter, I might say from the Rats' Club, but I do not want to put on airs, I am very happy despite the rats, the rain, the mud, the draughts, the roar of the cannon, and the scream of the shells, 'like the last wail of lost souls.'

"My underground dwelling lacks light and above all a stove. I sleep on a stretcher hung from the ceiling over which runs a road whereon all night long troops march, munition trains, and great guns roll, creaking and grinding over the stones of the way. Nevertheless, I sleep very well, provided a stretcher bearer does not call me because some poor 'poilu' must be taken to the hospital, or the rats do not grow too noisy.

"It takes only a minute to light my little oil heater and make some G. Washington's Coffee. If I knew the name and address of the good man who invented the coffee I should write him a letter of thanks and another to Mr. Campbell who makes the soups. Every night I offer up a special petition to the health and well being of both, thanks to whom I go to sleep warm and comfortable."

Many others write "G. Washington's Refined Coffee is worth its weight in gold."

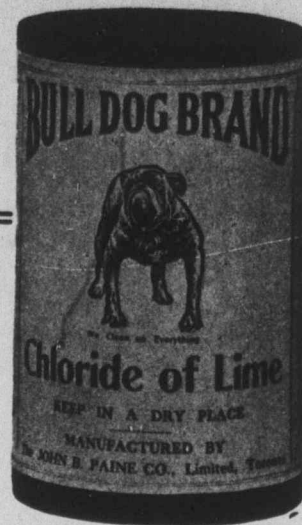
G. Washington's Refined, Soluble Coffee, adds to the comfort and relieves the fatigue of the men in the trenches. Please feature it to those having relatives and friends in the service.

Write

Edmund Littler

169 William Street, Montreal, Quebec

for particulars and advertising matter.



There's Quality and Quantity in "BULLDOG" CLEANERS

The exacting chemical supervision under which they are produced is a thorough guarantee of good quality in every "Bulldog" Cleaner.

Attractively labeled generous sized packages attract attention and make sales easy. And every sale is a "repeat" getter.

Grocers everywhere are making good profits pushing the 19 "Bulldog" Cleaners.

Be one of them.

The John B. Paine Co., Limited

MANUFACTURERS

Factories at Toronto and Winnipeg



An increasing call

for Marsh's Grape Juice bears evidence to the fact that this Pure Concord Product merits the public's favor.

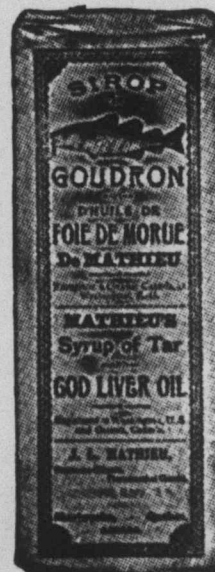
You should keep your stock displayed and get your share of the demand.

**The Marsh Grape
Juice Company**

Niagara Falls - Ontario

MacLaren Imperial
Cheese Co., Ltd.
Ontario

Rose & Laflamme, Ltd.
Montreal, Que.



Are you selling them?

MATHIEU'S Syrup of Tar and "Nervine Powders"

are thoroughly dependable. They always give excellent results—their quality reputation backs up your selling efforts.

A trial supply displayed in your store will connect you with this profitable extra business.

Recommend the Mathieu lines always.

J. L. MATHIEU CO.

PROPRIETORS
SHERBROOKE, QUEBEC

A big summer favorite—

ROYAL SALAD DRESSING

Though a good seller the year round, this delicious Salad Dressing is particularly popular during the Summer months.

Look over your stock now and be sure you are well supplied.

Royal Salad Dressing is guaranteed to keep good down to the last drop.

Horton-Cato Mfg. Co.
WINDSOR, ONT.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



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

JELL-O

GENESEE PURE FOOD CO.

- Assorted case, 4 dozen.....\$4 00
- Lemon, 2 dozen 2 00
- Orange, 2 dozen 2 00
- Raspberry, 2 dozen 2 00
- Strawberry, 2 dozen 2 00
- Chocolate, 2 dozen 2 00
- Cherry, 2 dozen 2 00
- Vanilla, 2 dozen 2 00
- Weight 4 doz. case, 15 lbs.; 2 doz. case, 8 lbs. Freight rate, 2d class.

JELL-O ICE CREAM POWDERS.

- Assorted case, 2 dozen.....\$2 70
- Chocolate, 2 dozen 2 70
- Vanilla, 2 dozen 2 70
- Strawberry, 2 dozen 2 70
- Lemon, 2 dozen 2 70
- Unflavored, 2 dozen 2 70
- Weight, 11 lbs. to case. Freight rate, 2d class.

KLIM

- Hotel size, 6 10-lb. tins to case\$15.50
- Household size, 1-lb., 24 to case 6.20
- Sample size, 4-oz., 48 to case 4.50

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and

BRANTFORD BRANDS

- Laundry Starches—**
- Boxes Cents
- 40 lbs. Canada Laundry.... .09½
- 40 lbs., 1 lb. pkg., White Gloss10
- 48 lbs., No. 1 White or Blue Starch, 3-lb. cartons..... .10½
- 100-lb. kegs, No. 1 white.. .10
- 200-lb. bbls., No. 1 White.. .10
- 30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs... .11
- 48 lbs., Silver Gloss, in 6-lb. tin canisters12½
- 36 lbs. Silver Gloss, in 6-lb. draw hd boxes12½
- 100 lbs., kegs, Silver Gloss, large crystals10½
- 40 lbs., Benson's Enamel, (cold water), per case.... 3.25
- 20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.15
- Celluloid, 45 cartons, case.. 4.50
- Culinary Starch.**
- 40 lbs., W. T. Benson & Co.'s Celebrated Prepared11
- 40 lbs. Canada Pure Corn.. .10
- 20-lb. Casco Refined Potato Flour, 1-lb. pkgs.18
- (20 lb. boxes, ¼c higher, except potato flour)

BRANTFORD STARCH

Ontario and Quebec.

- Laundry Starches—**
- Canada Laundry\$0 09½
- Acme Gloss Starch—**
- 1-lb. cartons, boxes of 40 lbs. 1 10
- First Quality White Laundry—
- 3-lb. canisters, cs. of 48 lbs. 0 10½
- Barrels, 200 lbs..... 0 10
- Kegs, 100 lbs..... 0 10
- Lily White Gloss—**
- 1-lb. fancy carton cases, 30 lbs. 0 11
- 8 in case..... 0 12½
- 6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case.... 0 12½
- Kegs, extra large crystals, 100 lbs. 0 10½
- Canadian Electric Starch—**
- Boxes containing 40 fancy pkgs., per case..... 3 25
- Celluloid Starches—**
- Boxes containing 45 cartons, per case 4.50

Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs. 0.10

SYRUP

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

- Perfect Seal Jars, 3 lbs., 1 doz. in case\$4.25
- 2-lb. tins, 2 doz. in case.... 4.65
- 5-lb. tins, 1 doz. in case.... 5.20
- 10-lb. tins, ½ doz. in case.. 4.95
- 20-lb. tins, ¼ doz. in case.. 4.90

(Prices in Maritime Provinces 10c per case higher).

- Barrels, about 700 lbs.....\$0.07
- Half bbls., about 350 lbs... 0.07½
- ¼ bbls., about 175 lbs.... 0.07½
- 2-gal. wooden pails, 25 lbs. 2.15
- 3-gal. wooden pails, 28½ lbs. 3.25
- 5-gal. wooden pails, 65 lbs. 5.25

LILY WHITE CORN SYRUP

- 2-lb. tins, 2 doz. in case....\$6.15
- 5-lb. tins, 1 doz. in case... 5.70
- 10-lb. tins, ½ doz. in case. 5.45
- 20-lb. tins, ¼ doz. in case. 5.40

ST. LAWRENCE SUGAR REFINING CO.

- Crystal Diamond Brand Cane Syrup**
- 2-lb. tins, 2 doz. in case.....\$5 50
- Barrels, per 100 lbs..... 8 00
- ½ barrels, per 100 lbs..... 8 25

INFANTS' FOOD

MAGOR, SON & CO., LTD.

- Robinson's Patent Barley—** Doz.
- 1 lb.\$4 00
- ½ lb. 2 00
- Robinson's Patent Groats—**
- 1 lb.\$4 00
- ½ lb. 2 00

NUGGET POLISHES

- Polish, Black, Tan, Toney** Doz.
- Red and Dark Brown..... 20
- Card Outfits, Black and Tan. 3.50
- Metal Outfits, Black and Tan. 4.50
- Creams, Black and Tan 1.25
- White Cleaner 1.25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRANCH

- Black Watch, 2½s, 2b.....\$ 0 65
- Bobs, ¼s 0 64
- Currency, 8s 0 62
- 3tag Bar, 8s, boxes 5 lbs.... 0 61
- Pay Roll, thick bars, 1-10s.. 0 50
- Pay Roll, plug, 10s and 6-lb. caddies 0 50
- Shamrock 9s, ½ ends.. 12 lbs., ¼ cads., 4 lbs..... 0 70
- Great West Pouches, 10s, 3-lb. boxes, ½ and 1-lb. lunch boxes 0 50
- Forest and Stream, tins, 12s, 3 lb. cartons 0 55
- Forest and Stream, ¼s, ½s and 1-lb. tins 0 55
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- Master Workman, 10s, 2 lb. cartons 0 50
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- Derby 2½s, ½ butts, 2½-lb. boxes 0 70
- Golden Rod, 8s..... 0 64
- Ivy, 8s, ½ butts, 9 lb. boxes 0 64
- Old Virginia, 10s 0 57
- Fig Leaf, 8s..... 0 64
- Old Kentucky (bars), 6½s, boxes, 6 lbs..... 0 50
- Queen's Navy (bars), 6½s, 5½-lb. boxes 0 72
- Walnut, 8s 0 70

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

“It Looks Like a Real Famine”

NOT a food famine, Mr. General Merchant—a needle famine. Sewing needles, knitting needles, even pins are getting so scarce that dealers are strongly advised to secure all the supplies they can and even to limit sales of needles to a very few to each customer. The war's effect on the steel markets is of course at the root of this needle shortage.

MAY AFFECT DRESS GOODS DEMAND

Though needles don't bulk very largely in your turn-over, still the shortage of needles has a serious bearing on your merchandising business. If women can't get the sizes of needles they like to use, the dress goods and piece goods counter returns may suffer. Therefore take care of your needles—both orders and sales—from now on, for as the Market Editor of DRY GOODS REVIEW says, “It looks like a real famine in needles.”

STYLE NEWS, STYLE VIEWS, MARKET FACTS

Many merchants throughout Canada contribute to the March number of DRY GOODS REVIEW their practical experiences in settlement of “short-shipments” and similar delivery problems.

The way to get the best results from newspaper advertising (with examples of ads.) forms another feature.

First rate expert aid in preparing Easter show cards, Easter window trims, Easter displays within the store is provided for you. Spring Openings in Fashion's centres are fully described and illustrated.

The ready-to-wear department is notably interesting—early Summer styles are indicated. The whole range of the dry goods market is thoroughly dealt with in up-to-the-minute manner giving facts that mean money to the retail merchant running a dry goods business.

“DRY GOODS REVIEW IS MOST HELPFUL TO US”

I. L. Matthews & Co., Dept. Store, Port Arthur, Ont., write:—“We consider that it is essential for every merchant to take at least one trade journal, and the one that has been most helpful to us is DRY GOODS REVIEW. Each month we receive therein very valuable suggestions along lines of daily experience; and by keeping well posted on the markets, and closely following the manufacturers who advertise with you, we are enabled to buy at distinct advantage from year to year.”

DRY GOODS REVIEW WILL BE MOST HELPFUL TO YOU

This advantage for you in buying for your dry goods department is well worth having in these days. You know how CANADIAN GROCER market news helps. DRY GOODS REVIEW is every bit as helpful for the dry goods and ready-to-wear dept. of your business. DRY GOODS REVIEW (monthly) costs only \$2.00 a year. To make this paying investment of a very small sum you have only to fill up the coupon below.

THE MACLEAN PUBLISHING COMPANY,
153 University Avenue, Toronto.

Send me DRY GOODS REVIEW every month, beginning with the March (EASTER) number. I will pay you subscription price, \$2.00 per year, on receipt of bill.

Name.....

C.G. 3D. Address.....

Mail in Open Envelope for One Cent.

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

ESTABLISHED 1902

Phones:

Office, Main 1769

Shipping Dept.
Main 1769

McBRIDE BROS. Our Motto:
35 Church Street, Quality First
TORONTO

Wholesale dealers in all kinds of foreign and domestic fruits—Oranges, Lemons, Grapefruit, Bananas, etc.

Our shipping department, which has been under the supervision of our Mr. O. E. Stringer for the past week is now up-to-date in every respect. You can rest assured that your order will be filled with the greatest care.

We have been fortunate in securing for this week's business a car of Florida Valencias which are, we think, better than Navels. For price see our weekly list.

Write us. Or phone at our expense,
your order. Satisfaction guaranteed.

WETHEY'S MINCE MEATS

WHETHER IN

Bulk or Cartons

ARE THE

**Best Values on the
Market**

Order from your jobber



**Give
Little Miss Vi
a Welcome.**

Little Miss Vi has come to Canada as the representative of Vi-Cocoa. She is known in millions of homes in the British Isles, and a great desire for her beneficial

beverage is springing up all over the Dominion.

Give her a prominent place on your counter; she will attract many customers to your Store and take a prominent place on the credit side of your balance sheet. Vi-Cocoa is a ready seller showing substantial margin for the retailers.

Vi-Cocoa

has been known for years as the food beverage of the people—it is the super-cocoa, far more nourishing and palatable than ordinary cocoa, and is made under ideal hygienic conditions in one of the best factories in the world.

Write for trade terms and particulars to the
Watford Mfg. Co., Ltd., Delcotaland, Watford, England.

438

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

Strawberries

Tomatoes

Now arriving from the South in car lots

Cabbage - Celery - Cauliflower

WHITE & COMPANY, LIMITED

Toronto

Arriving This Week

One Car

Fancy California Lemons.

Fresh Cars

Finest California Celery.

New Florida Cabbage.

Full Supply California Navels.

Florida Pineapple and Valencia Oranges.

Fresh Arrivals

Fancy Western Box Apples.

Also Several Cars Nova Scotia Apples in Barrels
at Attractive Prices.

Fish for Friday

All the Best Varieties: Fresh, Frozen, Salted,
Smoked.

Rhubarb, Lettuce, Tomatoes and other Green
Stuff for Easter.

DUNCANS LIMITED

North Bay, Sudbury, Cobalt, Timmins

Extra Fancy

Florida Cabbage

California Celery

Florida Grape Fruit

Bananas

STRAWBERRIES

and all other kinds of Early
Fruits and Vegetables
Arriving Daily.

Send us your orders.

HUGH WALKER & SON

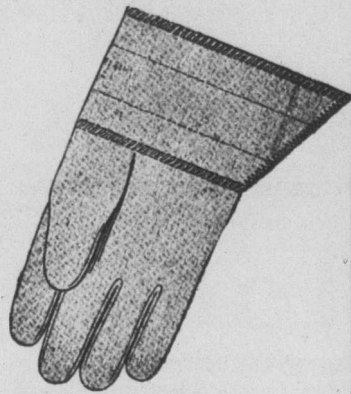
GUELPH, ONTARIO

Established 1861

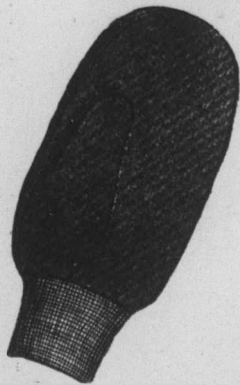
If any advertisement interests you, tear it out now and place with letters to be answered.

Every Man In Your Town

is a good prospect
when you display
the comfortable,
carefully made
TAPATCO
Glove line.



TAPATCO
REGISTERED BRAND TRADE MARK



Ask Your Jobber

TAPATCO Gloves
are made in many
styles and weights
to meet the re-
quirements of the
many. See how
well they'll sell in
your store.

The American Pad and
Textile Company.
Chatham, Ontario

LICORICE

Owing to the critical situation in the Licorice industry occasioned by the scanty importations of Licorice Root and the unparalleled advances in the cost of same, due to war conditions, we have found it necessary to conserve our stocks and confine the sale of our Y & S brand of STICK LICORICE to the new 10c carton package *only*. These will contain 30 individual cartons to box; 20 and 32 boxes to case. Deliveries beginning about the middle of December.

National Licorice Company
MONTREAL, CAN.

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Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent. Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc. Contractions count as one word, but five figures (as \$1,000) are allowed as one word. Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

BUSINESS FOR SALE

FOR SALE—GROCERY BUSINESS; ABSOLUTELY the most up-to-date store in Western Ontario city with population of about 15,000, doing a good business. Owner has other interests. Apply Box 286, Canadian Grocer.

A NO-CREDIT GENERAL STORE BUSINESS of 23 years' establishment, with store, house, stable and warehouse all about or good as new. Situated in Annapolis Valley, Nova Scotia. Address Box 288, Canadian Grocer.

GENERAL STORE BUSINESS — WESTERN Ontario village; \$7,000 stock in best condition, 95c; brick store. Have been in business here for 25 years. Steady, comfortable living. Apply Box 284, Canadian Grocer.

GENERAL STORE BUSINESS IN ALGOMA District, on shore of North Channel; 27 years' standing. Good, clean, up-to-date stock of about \$8,000. Good country trade. Owners have other interests. Apply Box 291, Canadian Grocer.

ONE OF THE FINEST GENERAL STORE businesses in the Province of N.B., located on main line of railway, in best farming district; nice village; big business. Reason for selling, closing up an estate. Address Box 44 M.G., care Canadian Grocer, Toronto.

AGENCIES WANTED

TO MANUFACTURERS—WE SELL ON COMMISSION: (1) Direct and exclusively to wholesalers; (2) Direct to the retailers. Our territory is the Eastern Townships of Quebec, with office in Sherbrooke. If interested in a good selling organization, write us. The Johnston Brokerage & Drayage Company, P.O. Box 357, Sherbrooke, Que.

AGENTS WANTED

TRAVELLERS—GOOD SIDE LINE, SOLICIT from merchants accounts for us to collect. Reliable agency. Nagle Mercantile Agency, Westmount, Que.

SITUATIONS WANTED

RETURNED SOLDIER WHO HAS HAD 9 years' grocery experience, desires position. Can furnish first-class references. Apply Box 287, Canadian Grocer.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 115 Sumach St., Toronto.

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

MISCELLANEOUS

GROCERS — INCREASE YOUR PROFITS selling Neal's Bread; shipping service unexcelled (Western Ontario delivery only); four factories: Windsor, London, Sarnia, St. Thomas. Neal Baking Co.

HAVE YOU KNOWLEDGE ALONG SOME special lines useful in the grocery business, such as Window Display, Card-Writing, Tea Blending, etc.? Men who are experts in any line are always in demand. Use Want Ad. page of The Canadian Grocer, with its Dominion-wide distribution, as the medium through which you offer your services. Try a condensed ad. Rates, payable in advance, are 2 cents per word first insertion, and 1 cent each additional, with charge of 5 cents extra per insertion for Box Number

YOU MAY BE ENLARGING YOUR STORE and probably have some fixture which will be of no further use to you, but could be used by someone else. Do not let the value of them be lost to you. Describe the article you have for sale as condensed ad. in Canadian Grocer. Rates, payable in advance, 2 cents per word first insertion and 1 cent per word for each subsequent insertion with 5 cents per insertion extra for box number.

MAYBE YOU HAVE A GOOD, WORTHY line which hasn't just the distribution that you think it should have, and would have, if introduced properly. One way to introduce it is to appoint some well-known hustling men in each locality to represent you. But it's sometimes difficult to get the right men. A condensed ad. in CANADIAN GROCER may be just the thing to help you secure these men. Rates payable in advance, are 2 cents per word first insertion, and 1 cent per word each additional, with charge of 5 cents extra per insertion for Box Number.

ARE YOU OVERSTOCKED IN SOME LINES which do not move rapidly in your locality and you desire to clear them out? There may be some other locality where these goods are selling. Canadian Grocer has thousands of good grocers on its list, and here is the chance to speak to them at a very low cost. Try a condensed ad. in Canadian Grocer. Rates payable in advance, 2 cents per word first insertion and 1 cent per word each subsequent insertion, with 5 cents per insertion extra for box number.

EXPERT TEA MAN WANTED

by New York tea packer. One with practical experience in the blending of Ceylon and India tea. Give business record fully; also essential personal information including nationality, age and draft liability.

ADDRESS

Tea Packer, Canadian Grocer
153 University Ave., Toronto, Ont.

Buyers' Guide

FOR SALE

CHOICE DRESSED POULTRY,
SELECTED EGGS, OLEOMARGARINE,
CHOICE DAIRY BUTTER.

C. A. MANN & CO.
78 KING ST. LONDON, ONT.

BARRELS

(The best shipping package.)

We make them all sizes and for all purposes. For apples, green or dry; Cereals, Cracker, Bottles, Candy, Spices, Hardware, Meat, etc. Get our prices.

THE SARNIA BARREL WORKS, SARNIA, ONT.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
1/2-INCH CUSHION FILLERS
CORRUGATED FLATS

THE TRENT MFG. CO., LTD.
TRENTON ONTARIO

HO-MAYDE BREAD IMPROVER

Makes bread of better color and quality. Means a larger loaf. It makes the sponge rise sooner, even if chilled.

We are inundated with letters from housewives who want it. YOU supply them. Sells in 15c packets.

Makers Western Agents
Ho-Mayde Products Co. C. & J. Jones
TORONTO WINNIPEG

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.

FRANK L. BENEDICT & CO.
Agents Montreal

Make Your Own Paper Money



Paper you are burning or throwing away is worth money when baled. Left laying around, it is a nuisance and a danger. It can be turned into dollars with a

Perfect PAPER Balers

Strongest, simplest, most efficient and easiest to operate—Full particulars from SPIELMANN AGENCIES 604 49 St. Alexander St., Montreal.

WRITE TO-DAY



PAPER BALERS

All-Steel
"Fireproof"

Made in 12 sizes.

Send for catalog.

Climax Baler Co.
Hamilton Ontario



TANGLEFOOT



The Non-Poisonous Fly Destroyer

Safe, Sanitary, Sure. Catches 50,000,000,000 Flies each year

OAKLEY'S
KNIFE POLISH
20-102-2102



JOHN OAKLEY & SONS, LIMITED
LONDON, S.E. 1, ENGLAND

AGENTS

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

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

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

It will not cost you one cent unless we collect



Your old accounts can be collected.

The money is yours and you should have it in your business. Why not let us collect it for you? We make no charge unless we collect.

Our proposition is a good one. WRITE FOR FORMS AND FILL THEM IN RIGHT AWAY.

The Nagle Mercantile Agency
Westmount, Que. (Montreal)

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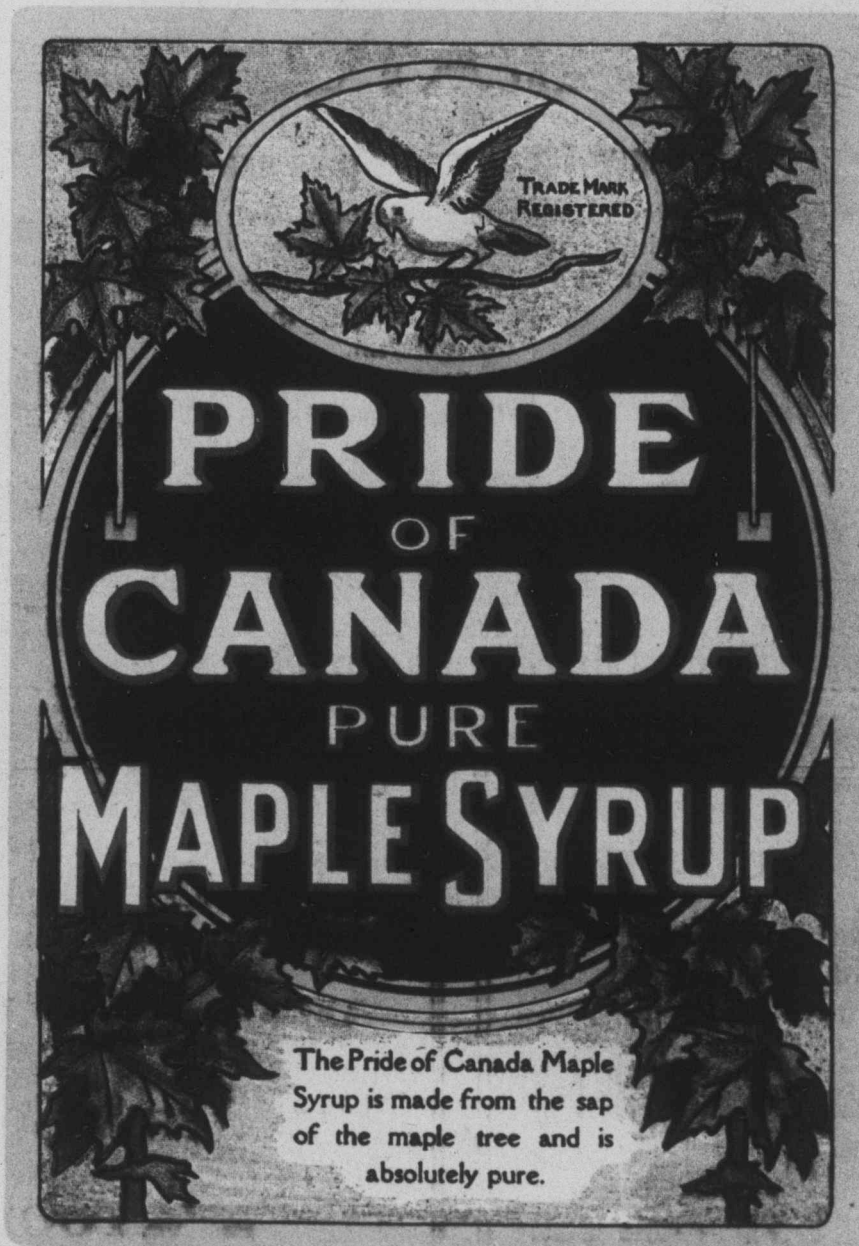
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