

**PAGES  
MISSING**

In This Issue—Ontario Business Assessment Law Explained

# CANADIAN GROCER

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

Vol. XXX

PUBLICATION OFFICE: TORONTO, MAY 26th, 1916

No. 21



**“Pure  
Gold”  
Extracts**

**Favored  
by the  
Housewife**

## A Steady Increasing Demand

The consumer knows and favors Pure Gold Extracts, because experience has taught the housewife that the name

### **Pure Gold**

is an absolute guarantee of quality. This line is a ready-seller, needing no apology, no explanation, no argument. Its quality makes the sale. There is a steady growing increase for

## **“Pure Gold” EXTRACTS**

Make a display of this brand for your share of the summer trade.

**Pure Gold Manufacturing Company, Limited**

TORONTO

WINNIPEG



CANADIAN GROCER

# ORLANDO

(INVINCIBLE)



If you contemplate taking advantage of the no-license situation by adding cigars to your line, do not make the error of getting in wrong at the start. Be absolutely sure that you start with the right goods.

Webster's ORLANDO (Invincible) and Webster's Clear Havanas (in ten sizes), will start you right. Make us prove it.

**W. R. WEBSTER & COMPANY, LIMITED**  
SHERBROOKE, CANADA



# DREWRY'S

## DRY GINGER ALE

“THE BELFAST TYPE”

The only real Dry Ginger Ale in Western Canada. *Write To-day* for the price list of all our soft drinks. This is a line of the grocery trade that is growing fast,—why not get your share of it?

Remember our forty years' experience in pleasing the people's taste is at your service.

Write to Dept. B.

**E. L. DREWRY,**

**WINNIPEG**

# Serve Your Customers Right in "Riteshape"

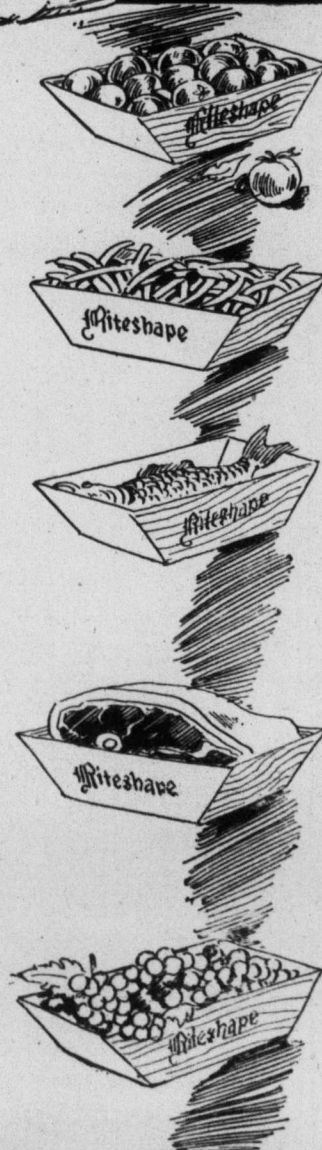


For summer stuff and for summer use there is no food container that gives the retailer and his customer the splendid service both get from the famous Riteshape line of bulk food containers. Garden truck, spring specials, fruits, picnic goods are displayed so much more effectively in Riteshapes. Such delicacies are packaged so much more satisfactorily in Riteshapes. Make a window display of foods in Riteshapes. Send out the goods in Riteshapes and you will feel the pride of well doing.

*Ask your jobber or*

THE VICTORIA PAPER &  
TWINE COMPANY, Limited  
TORONTO MONTREAL

THE OVAL WOOD DISH COMPANY  
MANUFACTURERS  
DELTA, OHIO, U.S.A.



*If interested, tear out this page and keep with letters to be answered.*



## Agnes C. Laut

In "Give America the Whole Truth," startles us with revelation after revelation of Germany's dirty work in the United States and Mexico—to breed strife, make America her vassal, gain a friend at the peace conference, inspire and muzzle the public press, interfere with the manufacture of munitions, and in other ways make America her dupe and fool. Miss Laut writes out of inside knowledge. She amazes us with her access to hidden things. "Give the facts to the public," she concludes, "the American voter will do the rest."

Miss Laut is a Canadian living in New York. Her genius, her vivid, virile style, her intimate acquaintance with those in high places, her mental breadth—these and other qualifications make publishers everywhere keen for her work. It is a veritable triumph for MACLEAN'S to have secured the series of war articles which she is now contributing to this magazine.

## Arthur Stringer

Begins in the June number a humorous, whimsical and wholesome romance, "The Anatomy of Love." Never has this versatile Canadian excelled this new story of his. MACLEAN'S is fortunate in securing the first rights to this superlatively good story for Canadians.

Have regard also for these other distinguished Canadian writers whose work appears in the June MACLEAN'S.

### Arthur E. McFarlane

contributes a mystifying detective story, "Behind the Bolted Door?"—the best detective story since Sherlock Holmes.

### Robt. W. Service

provides two poems written at the front — "The Odyssey of 'Erbert 'iggins" and "The Convalescent."

### Alan Sullivan

supplies a timely sketch, "The Romance of Cobalt"—a sketch of the camp, past, present and future.

# MACLEAN'S

MAGAZINE is getting the best Canadian writers to put their best work into articles and stories of particular Canadian interest. This is a deliberate policy on the part of MACLEAN'S publishers. Other Canadian writers of note whose work appears in MacLean's are:

Stephen Leacock      Nellie McClung      Arnot Craik  
L. M. Montgomery      H. F. Gadsby      Robert E. Pinkerton

Not the least appreciated feature of MACLEAN'S is its popular Review of Reviews Department, which condenses for busy readers the cream of the world's best periodical literature.

MACLEAN'S MAGAZINE maintains a clean and wholesome tone. Its advertising pages are censored to exclude all objectionable advertising. MACLEAN'S can be taken into your home without any hesitancy, to be read by any member of your family.

## JUNE NUMBER AT ALL NEWS STANDS 15c





# Borden's unimpeachable purity is your best guarantee

It is a guarantee of that customer satisfaction which is only secured by selling lines of unquestioned quality.

The stringent regulations that are observed in the processing of every Borden line ensure you this business building customer appreciation. When you push the Borden Products you KNOW you are backing the favorite of three generations—the lines that have made good with everyone everywhere.

Whether for picnics or regular home use you cannot recommend a better line than Borden's. Their great convenience and superior keeping qualities will prove a big boon during the warm summer days.

A Borden window display will not disappoint you. Get one up to-day, emphasizing Borden suitability for camper, cottager, picknicker, etc. Steady sales will result. Why leave all this trade to your competitors? Start right in now to secure your proper share of it.

## Borden Milk Co.

LIMITED

"Leaders of Quality"

MONTREAL

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



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





## Everyone is a satisfaction giver

The approval of the discriminating customer is only won by featuring and recommending lines of proven quality such as

### Brunswick Brand Sea Foods

Quality is the one big idea embodied in every Brunswick Brand Product. The ideal location of our modern plant and the scrupulous care exercised in the selection and processing of the fish positively guarantee against inferior quality.

Big sales are the rule where Brunswick Brand Sea Foods are featured. Following is our list and everyone is a reliable satisfaction giver.

- ¼ Oil Sardines
- ¼ Mustard Sardines
- Finnan Haddies (Oval and round tins)
- Kipperd Herring
- Herring in Tomato Sauce
- Clams
- Scallops

Are you getting your proper share of the Brunswick Brand demand?

**CONNORS BROTHERS**  
LIMITED  
BLACK'S HARBOR, N.B.



## The Reliable Salt

The Salt that your customers know is always just right.

Fine, even grain—full of savour—and pure as purity itself.

This is why practically every home in Canada uses Windsor Table Salt. Of course, you sell

**Windsor**  
**Table**  
**Salt**  
Made in Canada  
THE CANADIAN SALT CO. LIMITED

## Dwight's COW BRAND BAKING SODA

is a big seller and a repeater because it measures up to the good housewife's every requirement in quality baking soda.

It has been the leading household requisite since it was first turned out in 1846.

There is no other soda quite as popular as Cow Brand. Your wholesaler will supply you.

**CHURCH and DWIGHT**

Limited

Manufacturers  
MONTREAL



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

# Beans for Profits

A few selling points you should know.

Tell your Customer  
—that Simcoe  
Beans are Can-  
ada's Best, selected  
and finest flavored  
beans.

They are prepared in  
clean factories  
and by tasty pro-  
cess.



Plain, or with Tomato or  
Chili Sauce

Simcoe Beans are economical,  
costing much less than  
the raw white when you  
consider the trouble  
saved.

Simcoe Beans are prepared  
with Tomato or Chili  
Sauce, or Plain—and,  
Mr. Grocer, you make  
more than by selling raw  
white Beans.

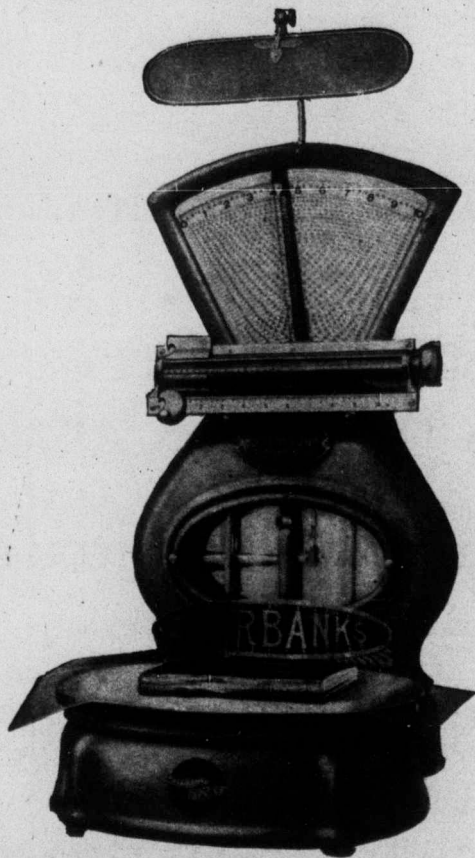
**DOMINION CANNERS  
LIMITED**

HAMILTON

CANADA

*If interested, tear out this page and keep with letters to be answered.*





## Save 20% on the Cost of a High-Grade Computing Scale—

The Fairbanks—a finely built Automatic Scale, at the price you can afford. The best value ever offered. Weighs your goods quickly and accurately.

Simply put the load on the platform, and read the value on the chart for ordinary weighing.

Handsome, Convenient, Sanitary. A scale that will add attractiveness to your store and bring you customers.

Write to our nearest branch for full details of this opportunity.

**The Canadian  
Fairbanks-Morse Co.  
Limited**

St. John  
Montreal  
Toronto  
Winnipeg  
Calgary  
Vancouver

Quebec  
Ottawa  
Hamilton  
Saskatoon  
Edmonton  
Victoria

CANADA'S  
DEPARTMENTAL  
HOUSE FOR  
MECHANICAL  
GOODS

## A FEW HOURS TIME Netted Him \$13.75

Arthur W. Rundle of Toronto recently read in one of our advertisements that we wanted to get into touch with young men to represent us. He applied in person for a position, was accepted, and has since qualified in every sense of the word—by making good, both for himself and for us.

During his first three days, he worked on an average of five hours a day. The results of his efforts netted him \$13.75 in Cash. We paid Mr. Rundle better than \$1.00 an hour, for every hour he worked. He came to us without previous selling experience; he had no first-hand knowledge of business, but he did have confidence in himself and in our plan. This is one of the **few** instances of how our boys are making good.

The results of Arthur W. Rundle's success can easily be duplicated in your town and by you. We want more young men who are possessed of lots of energy and an ambition to get ahead. We want to make an appointment right away in your community — who knows but what you are just the man we are looking for?

Anyhow write us and let us explain our plan to you. Simply say: "Show me how to make profits out of my spare time."

**The MacLean Publishing Co.  
Limited**

143-153 University Ave.

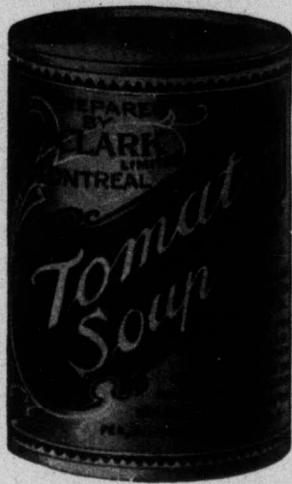
TORONTO

CANADA

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

# CLARK'S

## CONCENTRATED SOUPS



prepared from only the finest of materials and guaranteed absolutely pure.

### MADE IN CANADA

and without a rival in either home or imported Soups.

- |                   |                     |
|-------------------|---------------------|
| <b>TOMATO</b>     | <b>CHICKEN</b>      |
| <b>CELERY</b>     | <b>MOCK TURTLE</b>  |
| <b>PEA</b>        | <b>MULLIGATAWNY</b> |
| <b>VEGETABLE</b>  | <b>SCOTCH BROTH</b> |
| <b>etc., etc.</b> |                     |



Ask your jobber for prices or send us a post card, but **STOCK NOW.**

## W. CLARK, Limited, Montreal



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



# The Quality Trade



Grocers who do a particularly high-class trade are large buyers of

## Shirriff's True Vanilla

This extract is the ONE that appeals to discriminating people. It pays to feature such a line, because it attracts the trade of those with better-than-average buying power.

And there is a good margin of profit in each sale, too.

Think this over and we believe you will conclude to make Shirriff's True Vanilla one of your leaders.

## Imperial Extract Co., Toronto



### Have No Hesitation

in recommending to your best customer

### 'Bluenose' Butter

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

SOLE PACKERS.

SMITH & PROCTOR

HALIFAX, N.S.

**SMITH  
AND  
PROCTOR**

SOLE PACKERS

Halifax - N.S.

## Furnivall's FINE FRUIT PURE JAM

AGENTS: ONTARIO—MacLaren Imperial Cheese Co., Ltd., Toronto. MONTREAL—W. S. Silcock. 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. WINNIPEG—W. L. Mackenzie Co., Limited. CALGARY, ALTA.—MacLaren Imperial Cheese Co., Ltd. EDMONTON, ALTA.—Central Brokerage Co.

has the superior palate-pleasing flavor produced by using only selected, sun-ripened fruits and pure cane sugar.

Hence Furnivall's has won the unstinted approval of the most particular jam users.

Replenish your stock now.

**FURNIVALL-NEW, Limited**  
Hamilton Canada

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

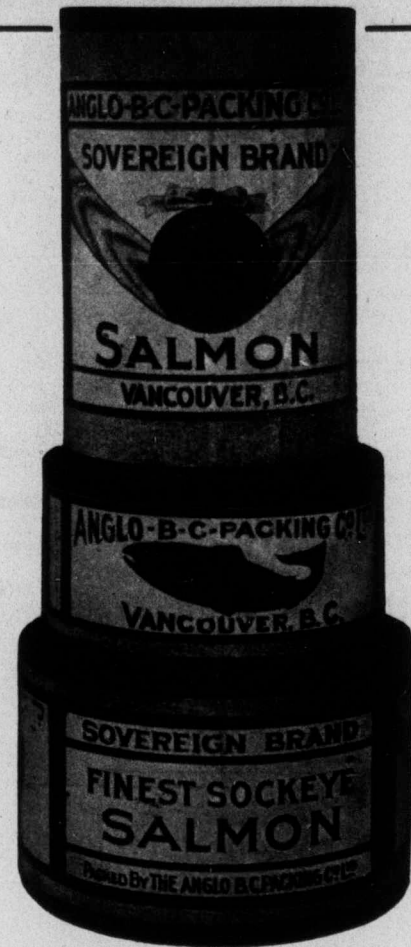
It is the superior quality that continually brings *new* buyers, and holds the trade of *old* customers if you stock

# OCEAN BLUE

Order from your Wholesaler.

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

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



## "KEYSTONE" BROOMS and BRUSHES

bring repeat orders from our customers. They make your brush trade a profitable end of your business.

Whether it is a shoe brush, a stove brush, a scrub brush, or a whisk, if it bears the "Keystone" trade mark it is the best you can offer at the price. And you can sell at a moderate price to net you a handsome profit.

Write for prices, etc.

**Stevens-Hopner Co., Limited**  
Port Elgin, Ont.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.



## Your Customers Need *Sani-Flush*

**Cleans Water-Closet Bowls**  
The reason is simple—it provides the only quick, easy and sure way to clean toilet bowls. This work must be done properly or the bowl becomes offensive and unsanitary. The least expensive and the easiest way to do it is with **Sani-Flush**.



Find out for yourself by giving it a trial in your home or store. Then see how it appeals to economical housewives by making a display. Write us for assistance in selling **Sani-Flush**.

**Harold F. Ritchie & Co., Limited**

10-12-14 McCaul St., Toronto

If interested, tear out this page and keep with letters to be answered.



# Manufacturers' Agents and Brokers' Directory

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

## KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

THE FEDERAL REPORTER, 91-93 Wall Street, New York City

### ONTARIO

#### MACKENZIE & MORRIS LIMITED BROKERS

Groceries, Provisions and Produce  
C.P.R. Building, TORONTO

#### W. G. A. LAMBE & CO. TORONTO

Established 1885

SUGARS FRUITS

#### W. G. PATRICK & CO.

Limited

Manufacturers' Agents  
and Importers

51-53 Wellington St. W., Toronto

#### Maclure & Langley, Limited

Manufacturers Agents

Grocers, Confectioners  
and Drug Specialties

12 FRONT STREET EAST TORONTO

Can quote you low prices on evaporated apples and gallon apples, both first-class quality, subject to market changing, ex Toronto.

#### W. H. Millman & Sons

Wholesale Grocery Brokers

Toronto

Ontario

Established 1859

#### GEO. STANWAY & CO.

29 Wellington St. East. - TORONTO  
Agents for "Horseshoe," "Tiger" and  
"Sunflower" Salmon, Fred. L. Myers &  
Son, West Indian Products, Furuya  
& Nishimura, Japan Teas.

#### If you want the market on NEW BRUNSWICK POTATOES

Wire or phone

**HARRY WEBB, TORONTO**  
We specialize on potatoes, have warehouses at all buying points in the potato belt. Cars always loaded. New Brunswick, Montreal, Toronto, waiting orders.

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

**LEWIS WIGLE**  
LEAMINGTON, ONTARIO

### WESTERN PROVINCES

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

Wholesale Grocery Brokers  
and Manufacturers' Agents.

WINNIPEG REGINA

We solicit accounts of large and progressive manufacturers wanting live representatives.

#### O. F. LIGHTCAP

Wholesale Grocery Broker and Manufacturers' Agent. Domestic and Foreign Agencies Solicited.

O. F. LIGHTCAP.

179 Bannatyne Ave. - Winnipeg, Man.

#### WATSON & TRUESDALE

Wholesale Commission Brokers and Manufacturers' Agents

120 Lombard Street

WINNIPEG - MAN.

Domestic and Foreign Agencies  
Solicited

#### Geo. Adam & Co.

Grocery Brokers and  
Commission Merchants

We can put your goods on the Western market successfully, as we are in close touch with the Western wholesale grocery trade. Give us your line, and let us produce results for you.

Chambers of Commerce, Winnipeg

#### THE H. L. PERRY CO.

214-216 Princess Street, Winnipeg

We can make a success of your Agency. Our STORAGE, DISTRIBUTING and FORWARDING facilities are unexcelled.

Correspondence solicited.  
"Always on the Job"

### MARITIME PROVINCES.

#### J. N. COCHRAN

Manufacturers' Agent and Grocery  
Broker  
FREDERICTON, N.B.

I have a connection with both wholesale and retail trade throughout the entire Maritime Provinces.

### NEWFOUNDLAND

#### T. A. MACNAB & CO.

ST. JOHN'S - NEWFOUNDLAND  
MANUFACTURERS' AGENTS

and COMMISSION MERCHANTS  
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C., 5th edition and private.

#### MEN WITH SALES ABILITY.

We have a few desirable openings for men of this type to call on Grocers in connection with Star Egg Carriers and Trays. 63% of the grocers of the country are already using Star Equipment. To men with proven selling ability we can offer an exceedingly interesting proposition.

For particulars, apply

STAR EGG CARRIER & TRAY  
MFG. COMPANY

1113 JAY STREET ROCHESTER, N.Y.

British firm having a large connection among best buyers in Great Britain invites correspondence and offers from

Shippers and Packers of  
Pork, Frozen and other  
Meats, Dairy Produce,  
Canned Goods, etc.

CIF, FOB, and landed terms.  
Advances against consignments.  
References exchanged.

WM. THOMAS & CO.

General Provision Commission Merchants  
and Brokers

29 Tooley Street.

Telegraphic and Cable Address:—Prodairros. Tooley  
London, A.B.C. Code, 5th Edition.



Literature  
Art  
Language  
Traditions  
TRADE

# Links OF EMPIRE

Canada—Britain—Australia—South Africa—we are all links in one Imperial chain. On the battlefields and in the markets of the world, our strength is in unity and mutual support.

Canadians who buy British-made goods here at home are helping Canada as well as Britain, just as Canadians at the Front are fighting for Canada as well as the Old Country.

And there are no British-made goods which stand higher in reputation, both among Canadians at home and among Canadians in the trenches than Pascall's Candies and Chocolates. They stand for that quality, purity and integrity of manufacture which is one of the great assets of the Imperial Business Partnership. Ask your storekeeper for James Pascall's Candies and Chocolates—and do not be put off with any substitute.

**Representatives for Canada**

W. H. ESCOTT CO., LTD., 181-183 Bannatyne Avenue, Winnipeg.  
MESSRS. ANGEVINE & McLAUCHLIN, P.O. Box 72, St. John, N.B.; also P.O. Box 820, Truro, N.S.  
MR. C. H. COLE, 33 Front St. East, Toronto, Ontario.

## Pascall's

LONDON ENGLAND

# TEA

Cables from China report the Tael price of Congous about 15% under last year—an advance of 40% in exchange and the freight rate 3 cents per pound gross against \$1.80 last year—making laid-down cost about 20 to 25% higher than last Season. In view of this situation and the high prices ruling for Ceylon and Indians, Congous at 16 to 18 cents are a purchase.

## John Duncan & Co., Limited

Established 1866 MONTREAL

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



# Tartan BRAND

THE SIGN OF PURITY  
Phone Orders at our Expense

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

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

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

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

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

**BALFOUR, SMYE & COMPANY**  
HAMILTON, ONTARIO



**MILES AHEAD OF SOAP.**

**Biggest Value on the Canadian Market.**

10 ounces net weight, 10 cents retail; 16 ounces net weight, 15 cents retail. Wholesale price \$10.80, and \$14.40 a gross.

## GRE-SOLVENT

Instantly dissolves and removes from the hands all kinds of Machine-grease and Grime, Paint, Printers' Ink, etc., etc.

A great Comfort and Time-saver to all who have to face the cleaning-up problem.

It does not chap, roughen or otherwise injure even the most sensitive skin.

A strictly high-grade product prepared for those who want the Best.

Frequently imitated since its introduction in 1903 but never equalled for quality and satisfaction.

**ROBERTSONS LIMITED**

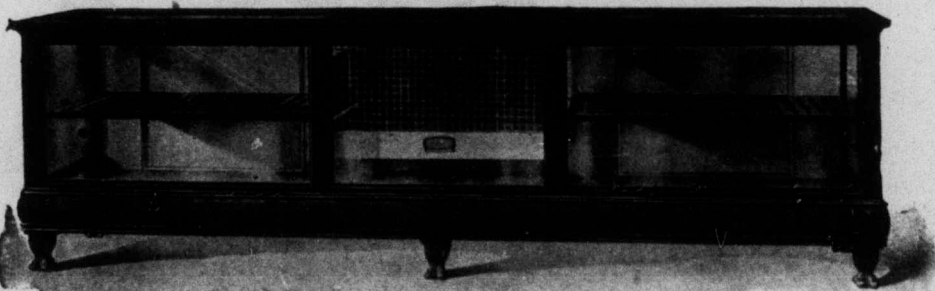
KINGSTON, ONT.  
SOLE CANADIAN DISTRIBUTORS.

## Maximum Efficiency at a Minimum of Cost

That is the big winning feature of the ARCTIC SILENT SALESMAN—a store fixture that not only preserves a stock of perishable goods in absolute security, but displays them so attractively as to create a quicker and more profitable turnover.

The ARCTIC SILENT SALESMAN may be used as a counter as well as a display case. The cost of installing the Arctic will be more than covered in a short time through the extra sales it will produce and the elimination of loss through spoilage. Send for the complete Arctic Catalog.

**John Hillock & Co., Ltd.**  
Toronto Ontario



## ADVANCE—OR RETIRE ?

There's no Standing Still in Business

It's lines like H.P. SAUCE that make for progress.

Good Value, Good Profit and Good Advertising—some of you are doing great things through H.P. Sauce. Now how about you?

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



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

# Perfection Computing Cheese Cutter

*(IT IS ALL MADE IN CANADA)*

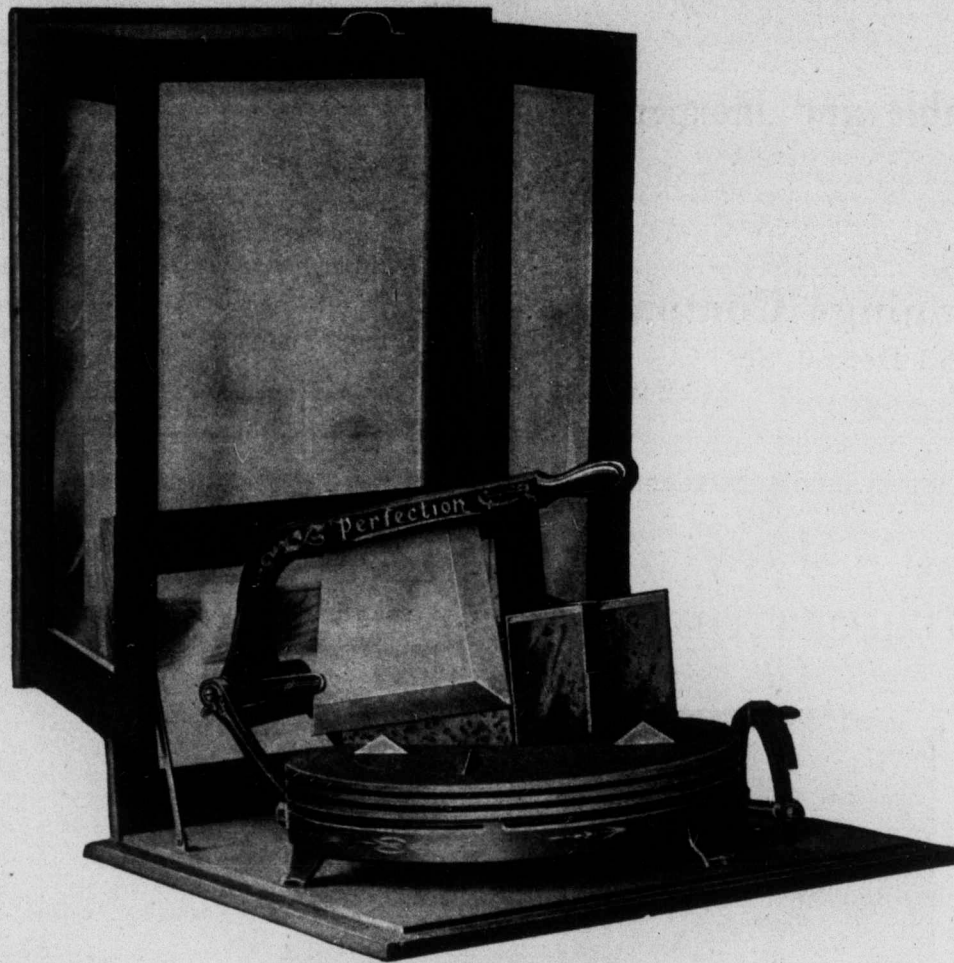
IT IS A CHEESE CUTTER WORTH HAVING

## A REAL COMPUTER

AND YET SIMPLER THAN ALL OTHERS IN CONSTRUCTION AND OPERATION.

ABSOLUTELY NO FIGURING TO DO.

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



**A REAL PROFIT-SAVER**

Write for Prices and Terms.

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

**American Computing  
Company**

**HAMILTON, ONT.**

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

**BUY IT NOW.**

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

**BUY IT NOW.**

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





# “WORKED HARD”

“Here is some very CHEAP tea, Mr.—. You can make a fine profit on it.”

This line of talk on behalf of ordinary cheap teas is being “worked hard” these days. But, with diminishing success.

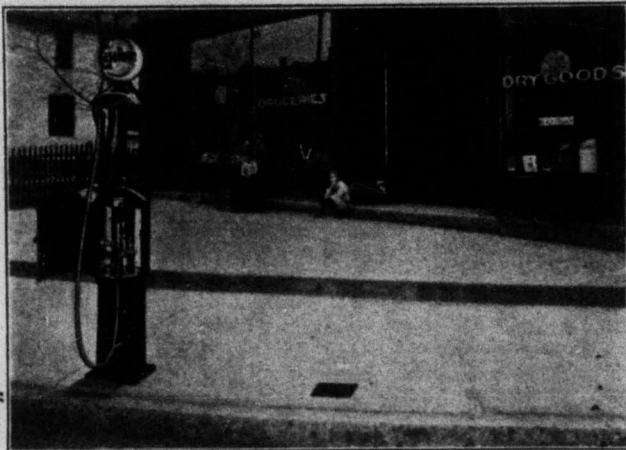
Grocers, who have made the greatest successes, know that it pays, in all lines, especially tea, to stick to goods of undoubted high quality.

Many have found that Red Rose Tea is a business-builder of the first rank. This master blend of high-grade Assam-Indian and Ceylon teas has such generously good QUALITY, and is such excellent value, that it is quite natural it has made good in a big way.

Just try recommending Red Rose Tea for a while and see if your tea sales do not show an increase.

# Red Rose Tea

“is good tea”



Autoists have long ago learned that a Bowser “Sentry” Pump is

### THE SIGN OF A PROGRESSIVE GROCERY STORE

the same as a clock, out in front, calls attention to the jewelers, or the striped pole signalizes the location of a barber shop,

In addition to their advertising value,

## BOWSER

outfits are money-makers. You make a profit on gasoline and on other sales made to those who would not otherwise stop.

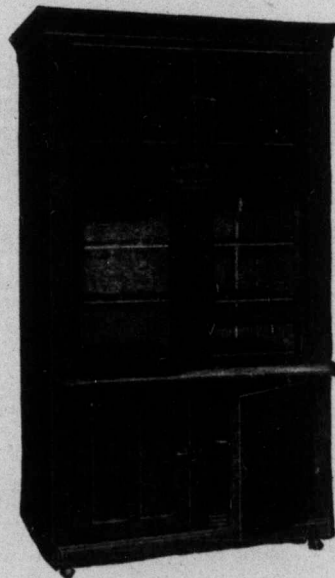
Buy gasoline in any quantities you want, store it safely underground where it can't evaporate or deteriorate, then pump any amount desired directly into your customers' cars, quickly, accurately measured and filtered.

The “Red Sentry” Equipment illustrated above is only one of many self-measuring pumps and storage systems we manufacture. We make outfits for handling kerosene, paint, lubricating and volatile oils of all kinds, and a request for descriptive matter and information concerning anything along this line won't obligate you in the least.

**S. F. BOWSER & COMPANY, Inc., FORT WAYNE, INDIANA**

Sales Offices in All Centres and Representatives Everywhere.

Our catalog will show you  
the refrigerator  
you are looking  
for.



We want to mail you a copy of this catalog so as to give you an idea of the perfect refrigeration principles that are embodied in every “Eureka.” A big majority of Grocers and Butchers have found the Eureka so entirely satisfactory that they will not trust their perishable goods to any other.

Eliminate risk of loss resulting from insecure refrigeration by installing the Eureka. Better do it now before the real warm weather comes.

May we send you the catalog?

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# CANADIAN GROCER

VOL. XXX

TORONTO, MAY 26, 1916

No. 21

## Ontario Business Assessment Rates

Enquiry From Reader Brings Out Clearer Understanding of the Act, Which Calls For Different Rates According to Population—When a Department Store is Not a Department Store—Exemption of Dwellings Over Stores.

THE Ontario Assessment Act is one with which not all merchants are intimately acquainted. Here is a letter which has formed the basis of a legal opinion by Walter H. Lear, a lawyer who is writing the series of articles in CANADIAN GROCER on Commercial Law:

The Editor CANADIAN GROCER,

(Service Department).

Dear Sir—When I got the issue of CANADIAN GROCER for December 31, 1915, I noticed on page 25 reference to retailers' business tax, and I think that my case would come under the heading of exemption.

I rent a little store and live in rooms over same. The assessor has figured it out \$150 land, \$650 building, with a business tax of \$280. Kindly arrange to give me details of the exemption for business tax, viz: page, chapter, paragraph of the Assessment Act or date of amendment thereto; also the rate 25% of assessed value. It would look as though 35% has been figured. There are two stores at least in this town that advertise themselves as departmental stores. Should they be assessed at 50% in municipalities for business tax?

Any information you can give that will help me at the Court of Appeal will be greatly appreciated. I have appealed against the business tax on the strength of your article in the issue mentioned above.

ONTARIO DEALER.  
BUSINESS ASSESSMENTS

BY WALTER H. LEAR

The law relating to "Business Assessments" is found in Revised Statutes of Ontario (1914), chapter 195, section 10, the material part which relates to your question is as follows:

"10—(1) Irrespective of any assessment of land under this Act, every person occupying or using land for the purpose of any business mentioned or described in this section shall be assessed for a sum to be or used by him, as follows:—

(e) Every person carrying on the business of what is known as a departmental store, or of a retail merchant dealing in more than five branches of retail trade or business in the same premises or in separate departments or premises under one roof, or in connected premises, where the assessed value of the premises exceeds \$20,000 — for a sum equal to 50 per cent. of the assessed value.

(h) Every person carrying on the business of a retail merchant in cities having a population of 50,000 or over, for a sum equal to 25 per cent. of the assessed value; in other cities and towns having a population of 10,000 or over for a sum equal to 30 per cent. of the assessed value; and in all other municipalities for a sum equal to 35 per cent. of the assessed value.

(5) Where any person mentioned in Subsection I occupies or uses land partly for the purpose of his business and partly for the purpose of a residence, he shall be assessed in respect of the part occupied for the purpose of his business only; but this provision shall not apply to persons assessed under clause (f) of Subsection I."

I have read the article to which you referred and regret to have to tell you that it is not a correct statement of the law as you can see from the above parts of the Assessment Act. You should pay a business assessment of 35, not 25 per cent. of the assessed value. Merchants in country towns who do business under the name of a departmental store should be assessed only for 35 per cent. of the assessed value, unless they come within the above paragraph (e).

Editorial Note—The article referred to in issue of Dec. 31, 1915, which was published under the signature of an official of the Retail Merchants' Association, neglected to go into details re rate of assessment in centres under 50,000 population where, as the Act points out, a merchant can only be assessed at 25% of value of buildings and land. (Readers will please remember that any questions of law pertaining to their commercial transaction will be answered free of charge through CANADIAN GROCER).



# Manitoba R.M.A. Convention, June 6, 7, 8

Executive Have Arranged Splendid List of Subjects For Discussion — Many Manitoba Merchants Expected—The Second Annual.

**W**INNIPEG, May 25.—(Special).—June 6, 7 and 8 are the dates of the convention of the Manitoba branch of the Retail Merchants' Association. The slogan this year will be "Commercial Preparedness."

This is the second annual convention of the Manitoba Branch and it will be held in the Industrial Bureau, Winnipeg. The program, not yet completed, provides for the following:

Tuesday, 10 a.m.: Registration and reception of delegates.

2 p.m.: Addresses of welcome by Mayor Waugh of Winnipeg, president of Winnipeg Branch, and replies by Prov. President and others.

Tuesday:—Reports of provincial officers; Resolutions and Question Committee appointed; addresses by visiting Dominion and provincial officers and delegates.

8 p.m.: Address on "Commercial Preparedness."

Wednesday, 9 a.m.: Representatives from the wholesalers and the sales managers association will address the convention. A short conference will follow.

11 a.m.: Resolutions Committee report.  
12 a.m.: Photograph of delegates to be taken.

Wednesday, 2 p.m.: Address by W. H. Ault, Dept. of Agriculture, Ottawa, on "Marketing Eggs." 3 p.m.: Address by qualified speaker on "Marketing Butter." 4 p.m.: Question Box opened; nomination committee appointed; 6 p.m.: Banquet given by the Winnipeg Branch to visiting delegates.

Thursday: Address on "Community Development"; election of provincial officers.

The general and other convention committees are working with the idea that this convention should be one of the most successful ever held in the West. It is expected that hundreds of retail merchants will rally into Winnipeg and that the discussions will be full of interest.

Co-operation is the one word that will be given special attention at this convention. Other subjects which are likely to arise out of resolutions are: Trade building; Profitable Lines; Buying; Price and Service; Selling; Profits; Cash and Credit; Collections; Competition; Jobbers; Local Clubs; Merchant and Farmer; Association; Trade Papers; Insurance; Legislation.

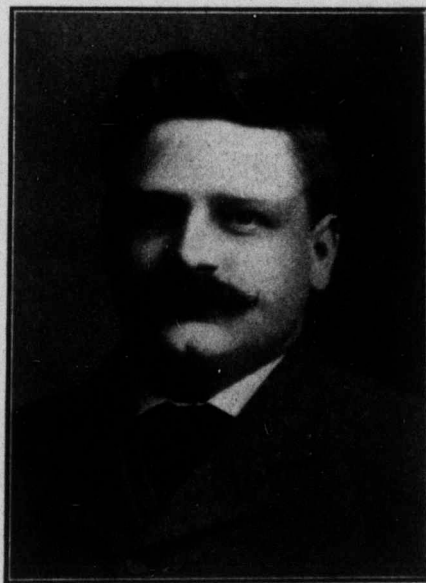
The various committees in charge of the convention are as follows:

General committee—Horace Chevrier, chairman; Messrs. Banfield, McCracken, Templeton, Rannard, Connell, Treleaven, McPherson, O'Hare, Devlin, Markle, Dudley, Kelly, Grassby, Burns, Whaley, Beliveau, Peace, Gynn, Hillhouse, Squires, Pugsley, Wilson, Roland, McCurdy, Adamson, Bruce, Campbell, Jarratt and Curle.

Reception committee and registration—To be composed of the entire general committee.

Program committee—Chairman, W. T. Devlin; Messrs. Banfield, Rannard, Chevrier and Markle.

Entertainment committee—Chairman,



HORACE CHEVRIER, Winnipeg, Man., Chairman of the general committee in charge of the Manitoba R.M.A. convention.

J. A. Banfield; Messrs. Devlin, Dudley, McPherson, Gynn and Squires.

Publicity committee—Chairman, C. F. Rannard; Messrs. Whaley, O'Hare, Wilson (Robinson & Co.), Pugsley (Hudson's Bay), McCurdy, Adamson and Roland.

Finance committee—Chairmen, Messrs. Connell and Markle; Messrs. Markle Connell, Kelly, Burns, Peace, Treleaven, Grassby McCracken, Osborne (Gas Stove Dept.), Stanwood, Chevrier, Rannard, Dudley, Biggs, Beliveau, Banfield, Bull, Humphries, Gynn, Orr, Hollingsworth, Osborne (Jaeger Co.), Lang, Kilgour, Strain and Campbell (Treleaven & Campbell).

## SERVICE DEPARTMENT

Editor Canadian Grocer.—Will you kindly give me the name of the manufacturer or distributor of Soldiers' Friend Brass Metal Polish.

MANUFACTURERS' AGENT,  
Nova Scotia.

Editorial Note.—We have not been able to find manufacturer of this polish. Can any of our readers supply this information?

## PORT STANLEY GETS LONDON GROCERS' PICNIC

At the last regular monthly meeting of the London, Ont., Retail Grocers Association, it was decided to have the Annual Excursion to Port Stanley this year on Wednesday July 19. This is the first time in the history of the association that it will go to Port Stanley. It will be more in the nature of an "Old Time Picnic". Other years the grocers ran an Excursion to Detroit, Toronto or Niagara Falls; then they would wind up the Wednesday half holidays with a picnic at Springbank. The games and sports will be carried on this year at Port Stanley. It is an ideal spot on Lake Erie, and the newly Electrified London and Port Stanley Railway will give an hourly service to the lake side, so those that cannot go down in the morning, can take the afternoon off. Committees were appointed to look after games, transportation, etc.

## MERCHANTS CHARTER BOAT FOR THE SUMMER

A novel idea following the organization of the Retail Merchants' Association in Pen-tanguishene has been worked out. The association in that town has chartered the passenger boat, "Electric," to look after their interests in connection with the summer tourist trade among the islands in Georgian Bay. This is something new for an association to undertake and it will certainly be interesting to follow the operation of this plan throughout the summer season.



# Why Laundry Soap Prices are Maintained

Large Canadian Manufacturer Points Out That Makers Are Getting Good Price For Their Glycerine, Which is a By-product—Raw Materials For Soap Are, However, Away Up—Tendency for Toilet Soaps to Advance is Greater.

**T**HERE has been considerable discussion of late among the trade in regard to advance in prices of raw materials used in the manufacture of laundry soaps, and it was the opinion of many that we might see an advance in this line.

Canadian Grocer took this question up with the president of a large manufacturing concern and quite an interesting situation is to be observed.

"Yes, it is true," replied this authority, "raw materials used in the manufacture of laundry soap have certainly been advancing lately. Tallow, grease, caustic soda and chemicals of various kinds have all advanced in price which means that it is costing us more to produce the soap. On the other hand, glycerine which is a by-product of soap and which is therefore manufactured in soap factories has also advanced greatly in price and this has sort of balanced matters in so far as actual profits on the soap are concerned.

"Glycerine is used for ammunition purposes and there has been such a demand for it since the war began that prices have gone up exceedingly high.

On the other hand the glycerine only represents about 10 per cent. of the manufactured product, the soap itself being 90 per cent. of the actual material used in the manufacture of both. But the high price of glycerine has tended to keep down laundry soap prices. Manufacturers realize that any advance they might make in soap would mean an additional 1c per bar at least to the consumer, and they believe this would disturb present conditions considerably. Therefore, we are doing our best at the present time to maintain present prices."

He added further: "While this pertains to the present and the immediate future, we cannot tell what is going to happen months ahead. For instance, caustic soda has advanced greatly in price but manufacturers to-day, or at least the majority of them, are using caustic soda bought on contract before the heavy advance and this is assisting them in turning out soap at a fairly reasonable price. When manufacturers have to go into the market again for this caustic soda it is going to mean a further rise in their manufacturing costs.

"With toilet soaps, the situation is somewhat different as we have to contend with heavy advances in price of wrappers, cartons and especially perfume, etc. Already several advances have been made in toilet soaps and the future is more uncertain than is that of laundry soap. In other words, there is a greater tendency among toilet preparations to advance than among the laundry soaps.

"Soaps made with carbolic acid are, of course, costing considerably more than before the war in view of the heavy demand for carbolic acid and the consequential very great rise in price."

A wholesale druggist tells us that carbolic acid has been no less than \$1.95 per lb. higher since the war started than before it. This represents an advance of about 700 per cent.

It was also pointed out by this soap manufacturer that Canada does not produce to-day sufficient tallow and raw materials for the manufacture of soap. This means that certain quantities have to be imported from Chicago and other large packing centres.

## What London Thinks of Tea Prices

Canadian Grocer Has Interview With Tea Man Who Recently Returned From Trip to Old Country—Heavy Consumption Forcing Up Prices—Future Yet Uncertain

**"Y**ES, there has been a monumental advance in the price of tea since the first of the year," pointed out P. C. Larkin, of the Salada Tea Co., who returned from a two months' business trip to London, England. "Common teas have advanced no less than 4d. or 8c since January 1, 1916, to date," added Mr. Larkin.

"Fine teas which are of course, not so dependable as a market index are nevertheless up from 4 to 5c. All teas are apparently en route for materially higher prices. London teamen talk of nothing else. Heavy as were last year's advances from time to time, they bid fair to be put in the shade by the market this year. There has been no less an advance than eight cents on common tea from January 1 to May 1. With seven months still to run, keeping up at that rate the tea market may be in a critical state by the end of the year."

"What is the reason?"

### Tea Consumption Expanding

"So far as one can see," replied Mr. Larkin, "tremendous consumption is the only reason. Teamen seem agreed about this. There is nothing new or unusual about the market. Certainly it is not in any way a speculative market. Speculation has indeed been eliminated. Legitimate expansion in tea consumption is the real reason. The public everywhere in all countries, is drinking more tea, and this is certainly true of England. All new teas as soon as they get to the London auction are eagerly snapped up. There is no diffidence at all on the buyers' part; the only question is whether enough tea comes forward or not. That buyers are able to take all that is offered and more is abundantly proven by the advances which take place, a farthing or a cent at a time, as the case may be."

"There was confidence on the part of a great many teamen in London that as soon as the last Budget was down and it

was found there was no tax on tea, the tea market would almost collapse, or at any rate, become materially lower in level. You know how the opposite has taken place. Although there was no tax on tea and all possibility of any being passed by the Budget coming down, the market held up absolutely firmly: more it continued to advance at every auction and it was difficult for buyers to get requirements. This is a staggering thing, all things considered to teamen. It has one effect. It proves beyond the peradventure of a doubt that there is no false or unusual prop to the tea market. Heavy consumption is the reason why it is as high as it is. I did hear one teaman remark that the Chancellor of the Exchequer, Mr. McKenna, recently stated something to the effect that 'tea might be attended to in July,' but I do not think even this has had any effect in bolstering up the market."

"A teaman in London made the state-



ment to me recently that within about a month in his estimation, we should see the commonest teas in London at 1/2 or 28c a pound at auction."

"What do you think of this, yourself?" Canadian Grocer asked.

"Well, I don't know. If the very commonest teas are going to be 28c within about a month's time, certainly the tea market is in a very unusual condition. It might happen of course. In fact there is no reason why not.

"What would be the effect on prices here; they surely could not remain at the same level?"

"Well, hardly," replied Mr. Larkin.

"If common teas were as high as 28c, what would fine teas be, and if that

were the London price they could scarcely be sold at the same level as at present in Canada?"

#### Possible Effect Here

"It must mean higher prices. Of course, the statement that common teas might go to 28c in London within a month is one man's opinion. I would not say it is my opinion. I would not even say it is the general opinion. As a matter of fact such strange things have happened recently in the tea market, along the line of advancing prices that everything is possible."

Nevertheless, if common teas were 28c at auction and taking into account the

extortionate freight charges, etc., the cheapest tea to the consumer would have to be about 50 cents.

Discussing the quality of teas, Mr. Larkin told Canadian Grocer that at the Ceylon auction three weeks ago the finest teas were offered there that were sent to auction for a period of six years. This was the general opinion.

"The quality of all teas coming just now is exceptionally good," he added. "Last year of course it was different. We were grumbling about poor quality stuff. This was reversed for a time this year. Quality at present offering to the auctions is tapering downward a little however."

## Difficulties in Cocoanut Supplies

Freights and Government Regulations Have Boosted Prices, Says a Canadian Cocoanut Authority—On Ceylon Nuts Freight Rate is Now 8 Cents Per Pound — West Indian Steamers Often Pass Up Cocoanuts and They Spoil on the Wharves

*From an authorized interview with J. H. McLean, Canadian Cocoanut Co., Montreal.*

FOR twenty years the cost of cocoanuts to the trade has remained the same while manufacturing costs were steadily mounting upward. Came the war and the inward pressure of distended costs could no longer be ignored and the shredded cocoanut which sold so long for 13c a lb. advanced to 16c with orders piling up so that it is hard to get at that.

The cost of sugar and packing material have aided in the increased costs but the principal cause goes deeper. The market is nearly bare. Manufacturers are buried in a landslide of orders and handicapped by a lack of supplies which at best are at greatly advanced prices. The root of the trouble is the irregularity of these supplies. And this again is chiefly due to a misguided effort on the part of our own government to aid the industry. Within a comparatively recent time the duty on the Ceylon product was lifted and the market flooded with goods from there to such an extent that the Canadian industry was threatened with extinction. Relief was applied for. The Ceylon duty of 1c a lb. was put back and the duty on West Indian cocoanuts of 25c a bag to Canada was lifted conditionally. This condition was that the goods be shipped in via Halifax on a semi-subsidized line of steamers that also required Government assistance. The result was not so bad until the war came and shipping rose to a premium, since which time the one West Indian-Halifax steamer has had so much choice of cargoes that a mere matter of cocoanuts spoiling in thousands on the wharves down there becomes of secondary importance. Ships are glutted with freight business and all but

choice cargoes must wait indefinitely for carriage.

#### Heavy Freights in Ceylon Goods

Ceylon goods are thrown out of this market by the duty and the vastly increased freights from there—now 8c a lb.—so that the whole load is transferred to the West Indian nut. It lies in many cases out on the wharves deteriorating in the weather.

And when a cargo is shipped, it is usually taken out of its course and exposed to all the rigors of the sudden transition from a tropical to a north Atlantic climate. If it were allowed to come by way of New York this feature would be obviated. And this the manufacturers would do if allowed to follow their own methods. But the Government dictates otherwise. The freezing of a cargo ruins it, and this often happens on the northern route. So the trouble as well as being one of a freight shortage that governmental regulations intensify, is increased by the damage to the raw nuts that prevents the manufacture of a first-class product. For the Government rules that if the nuts are brought in by way of New York the duty of 25c a bag is automatically reinstated. The duty on U. S. goods is such that no relief can be expected there. The Canadian manufacturer upon whom the trade in this country depends is at the mercy of conditions over which he has no control but which could easily be improved. The Government seeks to aid him as it might seek to feed a hungry man by leading him to a well laden table; after carefully tying his arms so that he could not help himself.

#### Big Advances Since the War

Previous to the war the nuts were laid down here at from \$2.90 to \$3 a bag; now they cost \$6.25 chiefly because of the advance in freight from Kingston, Jamaica, from the old rate of 77c to the present one of \$2.19 a bag. And prices have been asked of \$50 a thousand or \$5 a bag at Jamaica in addition to the freight of \$2.19, duty 25c and war tax 25c. Ceylon goods which were formerly laid down here for 4c a lb. are now subjected to a cost of 8c for freight alone.

A great change has occurred in the whole process of manufacturing. Originally the product was a patented article, marketed only in rough chunks that required soaking over night in milk preparatory to using, and strongly cured in sugar and starch preservatives. It was in '83 or '84 that the first shredded cocoanut was produced after the expiration of the old patents threw the industry open to competition in manufacturing. Now the product is offered in all its pristine softness and moistness of sweet milk and the small amount of sugar used is only for the purpose of bringing out the full flavor and in no sense as a preservative.

#### Requires Careful Attention

The keeping of the finished product is not the least factor in determining its quality on the table. It should be kept cool and dry and away from all odorous articles like mustard, spices, coffee, matches and coal oil. It is more susceptible than butter. An excess of dampness or of heat; even the glare of the sun in a show window will injure it beyond repair. Dryness and an even temperature are essential.



# Tables Used for Unit Displays

Crompton Grocery is Arranged to Make an Appeal Through Its Tasteful Arrangement and Cleanliness—Window Displays and Advertising of Few Special Lines on Certain Days Help Get People Into Store—Under Same Roof as Big Dry Goods Business.

*From special interview with Bert James, Brantford, Ont.*



The attractive looking Crompton Grocery store, Brantford, Ont., of which James Bros. are proprietors. Cleanliness and unit displays are the features.

**T**HE Crompton Grocery, Brantford, Ont. of which James Brothers are the proprietors, was fitted out with a view to presenting an attractive and clean store. This grocery store was opened last November at the time of the occupation of the large new store which E. B. Crompton & Co., built for their dry-goods stock. Space in the new store is leased by James Brothers who have been directing their efforts toward building up a business in keeping with the fine store building in which they are located.

Although the grocery is located in the basement, the lighting system has been so arranged as to make it just as desirable as if it were located on the ground floor. The store is a spacious one and care is taken to see that it has not a cluttered or crowded appearance. The basement is used on one side by the glassware and crockery department of the Crompton store and on the other side by James Brothers grocery. There is no dividing wall or partition between the two departments. The only divisions made are the round supporting pillars which are utilized to good advantage to make suitable display space for various articles in the store.

In the centre of the store is the

cashier's room and bookkeeping department. This is very handy to every part of the store. When the goods are purchased the counter checkbook form is handed to the customer who steps to the cashier's section and makes payment. One of the attractive features about the cashier's section is the blending with the other parts of the store. There is none of that cagework or grill work that reminds one of the interior of a bank, with all its wire network of cages and cashiers' coops. In the James grocery the cashier's section comprises a narrow counter, four-square, with approaches from all sides. In the interior and slightly lower is the cashier's desk which extends all around the interior of the compartment. The arrangement brings the customer at once into close touch with the salesman and the cashier as soon as the sale is made.

#### Tasteful Arrangement of Goods

The arrangement of the goods is most tasteful and advantageous both for the purpose of display and for convenience to get at. In the centre of the store are small tables on which special displays are made. The goods on these tables are changed from time to time. They are made of a reasonable size in order that they will not have a banked-up ap-

pearance. A few articles tastefully arranged will attract the eye more readily than many articles arranged imposingly on a larger table. There was one table for bread, another for lemons, one for maple syrup, another for canned goods and one for honey and seeds. Nuts, fancy cakes, peels, spices and commodities of like nature are arranged under the counters in drawers which have a special display end where the customers can see the article under glass.

James Brothers believe in the efficacy of good newspaper publicity as a means to get business. Their Friday advertisement for the Saturday campaign usually runs three-quarters of a page. They believe in the business-pulling power of live advertising and consequently take much pains to make an effective appeal. Their advertisements are well worded and the typographical arrangement is such as to make an effective appeal.

Since the firm has but recently taken up their new location, their methods must necessarily be suitable for the building up and establishing new trade lines. To this end they realize they must endeavor to get people into their store just for the purpose of seeing it and in order that they may get acquainted with their goods and methods.



# CANADIAN GROCER

ESTABLISHED 1886

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**THE MACLEAN PUBLISHING COMPANY**  
LIMITED.

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

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

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

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## LABELS NOT COMPLYING WITH LAW

**I**N conversation with Canadian Grocer the other day, H. J. Dagar, food inspector for Toronto district, pointed out more attention should be given to labels on foodstuffs, so as to bring the labels and the goods within the law, as laid down by the Adulteration Act. While the Adulteration Act permits compound and mixtures to be manufactured under certain conditions, yet it says that the package containing every such article of food manufactured and exposed for sale, "must be distinctly labelled as a mixture in conspicuous characters, forming an inseparable part of a general label, thereon bearing the name and address of the manufacturer." This applies to any articles of food (not injurious to health), when mixed together as a compound and offered for sale as such.

Mr. Dagar states, that labels are placed on compounds and mixtures which do not comply with the above regulation. For instance, he says, sometimes the word "mixture" or "artificial," is written in exceedingly small type so that it is very difficult to read. He maintains that this word should be printed in as large letters as the name of the article itself. In the case of some extracts which are compounds, he says the word "artificial" is so small that it can scarcely be seen.

## CANADA IS PROSPEROUS

**I**N conversation recently with three salesmen, one of pianos, the second a retailer selling jewelry, and the third an automobile salesman the statement was made by each that the last six months had been by far the best business period since the first half of 1912. The piano salesman said that within six

months he had more than doubled his sales. He is in the West.

The man who sells jewelry across the counter says that the last six months is almost to a dollar, one hundred per cent. better than the half year which preceded it. He is in an Eastern city. He makes the very important point that the people who are buying are not the rich folk, as we regard them. They are average people.

The automobile salesman has sold twice the number of autos within six months that he did in the six that went before.

These three testators all witness to a common fact—*Canada is prosperous*. The people are prosperous. War orders have cleaned up unemployment and set not only many manufacturers but their employees on their feet. The dark days of a year ago have vanished. Many workmen, whose business is the laboring end of iron and steel for munition purposes and wool and such for export purposes are well to do. They are spending their money; witness the three salesmen quoted above. Labor, too, is extraordinarily highly paid just now. So many men leaving the country has resulted in this condition. The worker to-day is at a premium. Therefore he receives more than usually satisfactory emolument.

The point in all this for the grocer is that Canada really is prosperous. Prosperity has come slowly and for a long time signs of its coming were hardly believed, for our faith was small. But it is here. Grocers are proving it by their order books daily. They should believe that prosperity is here and now, and take full advantage of the fact. When the feeling in the country is good, is no time for the salesman to slack. If trade is coming easily it is no reason why the trader should sit down and twiddle his thumbs and let things come to him. The fullest and completest benefit from Canada's prosperity will come to him who takes active advantage of it. It is not enough to hustle when times are bad. Hustle now, when times are good. Cash in on Canada's prosperity.



### OUR LOBSTER TRADE

HERE is consternation in the lobster circles in the Maritime Provinces because it is learned that the French Government has prohibited the importation into France of lobsters, declaring lobster to be a luxury. For some time there have been various rumors that some such action would be taken by the British Government. Fortunately, this has not materialized, and nothing is heard immediately to the effect that it will.

The trade in exporting lobsters is largely handled by the Maritime Provinces. It is an extensive business, amounting to over three millions a year. Great Britain takes a large part of what is exported. France's share is about 40,000 cases, which is worth about 800,000 dollars annually. This loss by French governmental action is serious. It is claimed it cannot be made up in Britain or America without demoralizing prices in both these markets. Such a loss is considerable, from the point of view of the Maritime fisherman, who depends upon lobster fishing for his living.

Here is a case for the Trade and Commerce Department at Ottawa. Negotiations with the French Government should be opened, with a view to getting the latter to nullify its embargo. At the same time Canadian people themselves are not familiar enough with the lobster. This is particularly true of Upper Canada, and the Western Provinces, at a distance from the eastern home of this famous Canadian fish. Retailers have a splendid opportunity now of pushing sales in this particular line, and of familiarizing their customers with this appetising and wholesome food. The trade should endeavor to make it a staple article in Canada, rather than a luxury, or at most a semi-luxury.

### "HOUSEWIFE'S" PRESIDENT CENSURED

THE enquiry into the affairs of the National Housewife's League of the United States, has resulted in strong censure of the president, Mrs. Julian Heath, of New York.

"A careful and impartial reading of the testimony," says the Deputy Attorney General, "shows that much that Mrs. Heath has done is open to criticism, to censure at once severe and merited. Her methods have been arbitrary and high handed; her conduct ingenious rather than ingenuous; her attitude toward the respondent corporation one of absolute control of ownership rather than of service.

"There may even be a grave question as to her good faith in creating or causing to be created various corporate bodies, which, while bearing names so similar to that of the respondent as to be calculated to deceive the unwary, yet possessed powers and conferred rights much more extensive than any which the respondent might assert under its charter."

These other corporate bodies are the Housewives' League Magazine, Inc., the National Housewives'

League Education Committee, Inc., and the National Housewives' League in New Jersey. The report continues:

"Nevertheless, it may well be doubted whether all these acts now under examination have in any single instance represented more than Mrs. Heath's conception and belief of proper official duty, and fairness compels the finding that of actual and intentional malfeasance in office on her part the record is bare. Concerning the lesser officers of the respondent there is no need for separate comment. A finding in Mrs. Heath's favor of necessity involves a similar ruling for them."

The plea for the dissolution of the league cannot be entertained, since no grounds to justify such a proceeding were brought out at the hearings, Mr. Obermaier declares. He adds:

"As a matter of fact, the hearing brought out clearly the desire on the part of the complainant petitioner and of her supporting witnesses who were members of the respondent corporation, that it should not be dissolved, but on the contrary should be permitted to continue in existence for the performance and furtherance of its concededly laudable aims and purposes."

It would be interesting to know what these "concededly laudable aims and purposes" are.

### EDITORIAL NOTES

THE financial statement is essential in the relationship between creditor and debtor.

\* \* \*

CUTTING prices is certainly a queer way of increasing profits and yet it is generally resorted to with that end in view.

\* \* \*

THE NATIONAL Housewife's of the United States League has had a somewhat stormy passage. The trouble all arose from the president attempting to run things—an "unusual" trait in woman's character.

\* \* \*

ONE of the greatest troubles of the retail trade has been a misunderstanding of the word "competition." It has occurred to a few that the word could mean something else besides "price"—that there could be such a thing as competition in service, in quality, in suggestion, in originality; but to the great body of merchants, both large and small, it has meant only "price."

\* \* \*

THE INCREASE of interest in Canadian maple sugar in Britain is a remarkable illustration of the growth and development possible to a small industry in these war times. The last two years have shown a steady growth in this respect. Starting from nothing, last year there were 40 tons sent over. This year promises much more and what is of greater importance—the building up of a permanent export trade in this unique product.



## Conclusion of Saskatchewan R.M.A. Convention Report

### Co-operation for Credits and Cash

Speaker Claim: Credit Business is Profitable if Credits Are Intelligently Handled—A New Channel of Distribution—Retailers Should Form Credit Bureau.

A LARGE number of members were present Tuesday evening to hear an address by H. O. Roberts on the different phases of business life. Mr. Roberts treated several subjects as follows:

The catalogue house people were in business to make money. They had unlimited capital. One firm in Chicago did \$120,000,000 worth of business last year, he was told. The speaker explained how their business was conducted. The catalogue house of this size had \$5,000,000 on hand every week of the customers' money with which to buy goods, owing to the length of time it took to transact business. The catalogue house did business with merchandise which has more than overhead expenses, and with cash customers. He sold goods in the towns with a reputation which satisfied him. They knew where to ship a carload of catalogues. They did not spend money recklessly advertising.

"When you go home watch your depot for at least thirty days and you will find goods on the platform for cash customers," continued the speaker. "Find the names to whom goods are being shipped."

The speaker said he had a little rule which worked out well in Minnesota. A town of 5,000 would have \$500,000 on their books. That rule had worked out in this state at any rate. It might be a fine thing if everyone did a cash business. But there were many people who preferred the credit business.

It had been figured out that 98 per cent. of the entire business of the United States was done on credit. Credit was the largest leak in retail business to-day, yet credit business was the greatest opportunity offered the retail business to-day. This seemed to be contradictory, but the speaker believed it to be true. There was necessity for a plan whereby he could intelligently extend credit, and to do this the merchant needed co-operation. In the States they had credit bureaus, and in many cases their usefulness was through when they were organized, and when they got the merchants' money. In the United States last year there were 22,000 failures, of which 21,000 were small retailers and small manufacturers, and the large percentage failed because of the way they extended credits.

#### The Jobber

Between the manufacturer and the consumer there was the jobber and the merchant. The merchant had been a little slow, but the jobber and the merchant were waking up because of the catalogue house. But there was a new channel, and that was direct from manufacturer to merchant. The catalogue house had done more than anything else in helping the merchant in many ways. It had created in the mind of the consumer a number of things entirely new. The live merchant had found that out, and was trying to supply the demand.

The rules in baseball had been changed. The retail business also was an entirely different game to-day to what it was. The whole problem was that of knowing how to finance the game. There was a certain amount of money required to keep any concern going. A man who hadn't learned this should get out of the game. He was selling all his goods on account and buying all his goods on account. The farmer knew who was doing the reckless and careless business. He wouldn't sell you a horse or load of wood without getting something for it.

#### Credit Men

All jobbers had their credit departments and they got together and knew to whom to sell goods. If one man left the firm another man could be secured within 24 hours who knew the credit business from top to bottom. It was necessary for retail merchants to get together and organize a Credit Bureau.

Retail merchants were doing more to make dead beats than anyone else. The

Credit Bureau was one way of helping a man out of difficulty. But a Credit Bureau was not a dead beat list. Minnesota retailers had on their books \$50,000,000, he believed. No one else would be so generous as the retailer. The man who did not discount his goods was the man who was falling behind to-day. Through the Credit Bureau each merchant helped the other to collect his accounts.

#### Paid Up Business

One Bureau reported that 40 per cent. of the business had been paid up, some of them running away back to 1910. He advocated a Provincial Bureau for Saskatchewan, accounts to be checked up frequently. It would discover good customers, many of whom were better able to carry an account than the merchant. It would find the customer who was running up too many accounts. He would advocate merchants getting together and checking up the list every couple of weeks.

If retailers would only get together and talk over affairs, it would result in better business. The purpose of the Bureau was to secure credits when they were due. The speaker did not understand how a merchant with \$5,000 capital could extend credit to a farmer for a year.

A Credit Bureau was only the beginning of co-operation. As a rule it was money well spent. It generally developed into a sort of a public interest league, and into co-operation along other lines, advertising, delivery, and so on. It would be possible to co-operate in warehouse space, with one general warehouse for a small town. It was good to get together in a "Paint-up and clean-up week." In some towns they had a pay-up week. In fact, there was no end of what could be done through co-operation. The bureau system helped the customer as well as the merchants.

### Insurance Department Making Progress

Report of Association's New Department Submitted—Discussion on Business Methods of Merchants' Consolidated and Canadian Supply Co.

A GREAT portion of Wednesday was devoted to a discussion on two Western Canada firms, who are soliciting business from the retailers. Details are given in this article.

The report of the insurance branch of the association was also submitted and the work of the department was favorably passed upon by the members present.

#### Preventing Waste of Eggs

At the Wednesday morning session, a meeting of the Grocers' Trade Section of the association was held. Addresses were delivered by Prof. R. H. Baker, of the University of Saskatchewan, and W. H. Ault, of the Department of Agriculture, Ottawa, on the handling and marketing of eggs.



Professor Baker stated that the farmers and merchants of Canada lost huge sums of money each year through eggs deteriorating in value. Much of the loss resulted from thoughtlessness on the part of retail merchants who were often not particular about their methods of storing the eggs until they could be removed to a storage warehouse. Mr. Baker stated that eggs should not be placed where the temperature is 75 degrees or over.

Professor Baker said the railways also needed educational instruction regarding the handling of eggs and that station agents were often careless in allowing crates of eggs to remain in warm places or where the sun was beating down upon them. When eggs are stored in a room where the temperature is over 75 degrees they will deteriorate quickly. He stated, however, that infertile or sterile eggs will keep almost indefinitely. Prof. Baker also referred to the fact that few people in the province make a practice of preserving eggs. If the eggs are carefully candled there is no reason why they cannot be successfully preserved. Water glass, used as a preservative, is silicate of soda and you can get it at the soap works at prices ranging from 40c to 60c per gallon.

Mr. Ault, of the Department of Agriculture, Ottawa, stated that according to figures supplied by the poultry division, Department of Agriculture, at Washington, it was shown that losses on eggs occurred as follows:—69 per cent. occurred on farms, 17 per cent. in country and city stores and 14 per cent. during transportation. He was of the opinion that the same figures would also apply in this country.

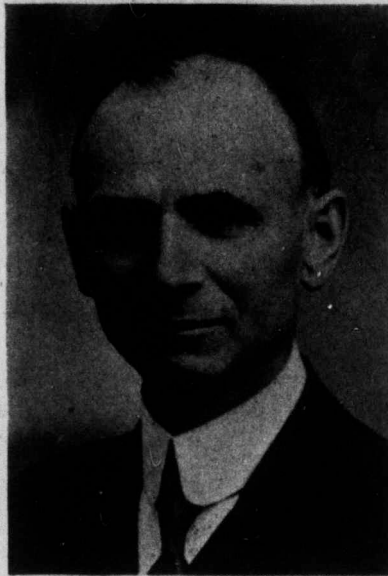
"Much of this waste can be eliminated," said Mr. Ault, "and the department is carrying on an educational campaign to remedy the faults which exist at present. Retailers are asked to cooperate and assist in placing the egg business on a more profitable basis."

#### Merchants' Consolidated Discussed

At the afternoon meeting an opportunity was given representatives of the Merchants' Consolidated, Winnipeg, and of the Canadian Supply Co., Saskatoon, to place their propositions before the members of the association. This portion of the proceedings was closed to all except members in good standing, and the trade press representatives.

The representatives of the first named company was put through a severe examination by some of the members present, who claimed to have paid money towards a company with which the representative had formerly been associated and which as far as they knew went out of business. The representative answered the questions to the evident satisfaction of a number of the members. Some of whom freely admitted that they were

directly interested in the Merchants' Consolidated. The objects of the company and its co-operative buying policies were outlined to those present. Details were given regarding the capitalization of the company and the manner in which it sells stock. Of the nine directors of the company six are said to be retailers. The managing director of the company is a former hardware merchant. According to the representative of the company, it is a limited liability company, incorporated under the Joint Stock Companies Act of the Province of Manitoba. The authorized capital is \$250,000, divided into 2,500 shares of one hundred dollars each. The shares, it is said, are sold to the retail merchants of the three provinces at par. The company, it is



A. A. EVANS,

Outlook, Sask., newly elected President of the Retail Merchants' Association of Saskatchewan.

claimed, has been organized solely in the interests of western retailers to enable them to consolidate their purchasing power direct with the manufacturer and thus obtain better prices on all merchandise.

Several passages at arms occurred regarding statements alleged to have been made regarding the Saskatchewan Retail Merchants' Association in the M—Cee—L, a four-page monthly publication issued by the Merchants' Consolidated.

Figures were quoted to show the amount of business transacted by the company during the four months from January to April. Some details were also given regarding the number of merchants who are patronizing the company.

#### Canadian Supply Company Discussed

J. L. S. Hutchinson, president and managing director Canadian Supply Co., Saskatoon, was then called upon to address the meeting regarding the progress he had made along lines suggested at the convention a year ago. Mr. Hutchinson

outlined what had taken place at the convention a year ago when he was authorized to investigate and see what could be done towards securing goods which the retailer could sell at the same price as the large mail order houses.

After a great deal of study and careful investigating a plan was submitted in the form of a wholesale company, which was endorsed by the executive. No one man can hold more than \$1,000 stock. We sell shares at \$100 each. We are trying to compete with the mail order houses. In order to show how one large mail order firm is going ahead I am going to quote figures which I recently clipped from a paper stating that this company's turnover last year was \$75,000,000, of which approximately \$50,000,000 was done in the West.

You may also be surprised to know what a large mail order house is doing in Saskatoon. On March 1 of this year they opened a distributing warehouse at Saskatoon, and for 90 days average five cars of goods sent out daily. To be exact they sent out 460 cars of goods in 90 days. They have already made the statement that their business from March 1, to date, has exceeded what they had expected to do for the whole year. And what is more they are selling retail at their Saskatoon branch.

We must take off our hats to these people even though they are unfair competitors. We are all live merchants catering to a consuming public. Don't you suppose that if we get together and form our wholesale company we can compete with these people. The only thing between us and the public to-day is the question of high prices. More retailers to-day are able to pay cash for their goods than ever before, and if we want to do business successfully we must have cash.

At this juncture it was announced that time for adjournment had arrived, and it was decided that Mr. Hutchinson again take the matter up at 9 o'clock in the evening following Mr. Roberts' address on "Community Interests."

At 9 o'clock to a closed meeting Mr. Hutchinson outlined the plans along which the company hoped to work, how dividends would be paid, etc. He outlined the progress made along the lines suggested by the association's executive a year ago. A number of members told how they had bought goods, and quoted figures to show how they had made money by buying through the company.

At 12 a.m. the meeting was still in progress with about 200 members present. When Mr. Hutchinson had finished his address the association by a unanimous vote endorsed the Canadian Supply Co., and a number of members proceeded to take stock in order to equip the company.

(Continued on page 35.)



## Changes in Nicholson & Bain Firm

Mr. Nicholson Retires and Donald H. Bain Becomes Head—  
Branch Managers All Retained—History of This Firm.

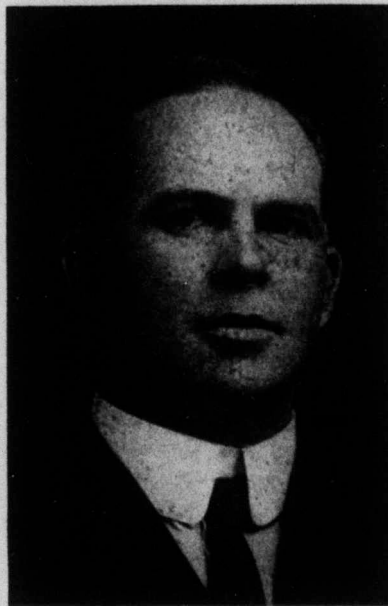
WINNIPEG, May 25.—(Special). Manufacturers, jobbers and brokers connected with the grocery trade will read with interest of a change which occurred recently in one of the largest wholesale grocery commission houses in Canada—Nicholson & Bain of Winnipeg with branches in Regina, Saskatoon, Edmonton, Calgary and Vancouver. The partnership existing between Donald H. Bain and Edward Nicholson has been dissolved, Mr. Bain having purchased all the interests of the latter. The name of this firm will, in the course of the next sixty or ninety days, be changed to Donald H. Bain Co. The change in the personnel of this business will in no way affect its operation as for some time Mr. Nicholson has not been actively connected with the firm, its interests being looked after by Mr. Bain and the firm's various branch managers throughout the West. The organization of Nicholson & Bain remains the same, with the exception of the withdrawal of Mr. Nicholson.

This is one of the oldest grocery commission firms in western Canada. It came into existence in 1885 under the style of W. F. Henderson & Co., and when Mr. Henderson died in 1900, Nicholson & Bain succeeded. Both Mr. Bain and Mr. Nicholson started as young men in the Henderson business.

Mr. Bain will have associated with him the branch managers and staffs of the former company. Most of Nicholson & Bain's western managers have graduated through the home office in Winnipeg. The sales end of the Winnipeg office will be looked after by Frederick Archibald, who has been associated with the firm for some fifteen years, and F. Newson; while the office will be in charge of L. C. Powell. The various western branches of the firm will be in charge of the following: Regina manager, J. A. Rollo, assistant manager, George Dent; Saskatoon, Arthur Higebottam; Edmonton, B. M. Henderson; Calgary, H. C. Andrew; Vancouver D. C. Boyce.

Donald H. Bain the new head has spent practically all his life in Western Canada, and, as already stated, started with W. F. Henderson & Co., as a boy. This has been his life work. In addition he is prominently known throughout Canada as being an exponent of clean amateur sport. At some time or other he has held Western Canadian championships in skating, bicycling, trap-shooting, gymnasium work, and has acted as captain for various football and lacrosse teams during his school and

college days. He was for a number of years, Captain of the famous Victoria Hockey team, which held the championship of the world for some years, this team having been composed of young business men in Winnipeg who to-day have shown the good results of their training in athletics, and are now heads of some of the most important firms in Western Canada. Mr. Bain has travelled extensively in Europe and elsewhere in the business interests of his firm.



DONALD H. BAIN, Winnipeg.  
Head of the Donald H. Bain Co., successors to Nicholson & Bain, commission agents, Winnipeg.

## Letters to the Editor

### GOOD EXAMPLE OF PROFIT FIGURING

Editor Canadian Grocer:

Dear Sir,—Your article in the issue of May 5th, entitled "Figuring Profits Correctly," is very good, but might be made clearer with an example for the guidance of many merchants who are not figuring correctly.

The following is a method which I clipped from "System" last year and gives all details:

Selling price always taken as 100 per cent.

Cost to do business, 20 per cent.

Net profit desired, 10 per cent. to 30 per cent.

Cost \$1, equals 70 per cent. of selling price.

Dividing the cost \$1 by 70 gives the selling price of \$1.54.

Yours truly,  
Redcliff, Alta. H. A. IRELAND.

### U.S. TEA CONSUMPTION

Toronto, May 13th, 1916.

Editor Canadian Grocer:

Dear Sirs,—In a recent issue (clipping from which we enclose) you quoted the United States as being the third largest tea drinking nation, and its consumption to be 7 lbs. per head, per annum. We are quite sure that with your knowledge of the tea trade, this must have passed you by mistake.

"As a matter of fact the United States consumes about 1 lb. per head, per annum, and uses very little tea when one considers that its near neighbor, Canada, consumes nearly 5 lbs. per head per annum."

"TEA PACKERS."

### FOR CREDIT APPLICANT INFORMATION

Editor Canadian Grocer:

Dear Sir,—Referring to your article on "Daily Battle Around Bad Accounts," in issue of April 28 (Spring and Summer Sales Number), which we have read with considerable interest, we

### CREDIT ENQUIRY FORM

Issued by the Retail Merchants' Association of Canada—  
CALGARY BRANCH

My full name is .....

Present Address .....

Last Address .....

Tenant or Owner? .....

My (husband's) present occupation is .....

Where Employed .....

How long Employed .....

I will pay in full on the.....day of each month

Amount of credit wanted, \$.....

At what stores did you last trade on credit .....

Bankers, if any .....

Give other references .....

I do not owe any past due accounts elsewhere: I make the foregoing declaration for the purpose of obtaining credit, and I declare it to be true in every particular.

Signed.....

Date.....  
Form adopted by the R. M. A. Calgary branch, for looking after new credit customers.

enclose a credit enquiry form which is issued by the Retail Merchants' Association of Canada, Calgary branch, which has helped us considerably in obtaining information from prospective charge customers. This enquiry form seems to us to cover the ground more fully than either of the specimens shown in the article alluded to, and some of your readers, outside of this city, might wish to copy it.

Yours truly,  
S. G. FREEZE. (per W.H.C.)





## THE CLERKS' PAGE



### Why the Junior Was Fired

By E. A. Hughes

I WAS in a store the other day and benefited by an object lesson along the lines of the necessity for accuracy and care in detail.

This grocer—let's call him Smith, it's such an unusual name—called the junior to him. I would judge the latter was a boy about seventeen.

"Don," he said, "here's an order just come in. It's for Mrs. Strict, down on the Jamieson Block. She's the woman who was sore on us the other day for leaving out the jellies from her parcel. Remember, Don?"

Don looked very solemn. "I think someone did forget something from her order," he murmured.

Smith's eye twinkled. "I seem to remember it too, Don," he replied. "However, you can handle this O.K. Here's the list, I took it down over the 'phone, and read it off to her. Pack it up, and for the land's sake be careful. When Mrs. Strict is going to call on someone, I'd rather she'd choose somebody else. Don't make a mistake, Don."

Don went about his work whistling "Good Luck to the Boys of the Allies." Every now and then he would break off. "Two cans of salmon," he murmured, as he worked his way down to the bottom of the order. And, again, "Ten pounds of sugar" and "cloves," and so on, noting each one.

He got a soap box such as the store used for fairly big orders and put in one after the other Mrs. Strict's groceries. He got them all in, when one of the other clerk's asked him to slip across the road to the cigar store and get change for a ten spot. Don went and brought back the change, handed it to the other clerk, and stood whistling in front of Mrs. Strict's order again.

"Now, let me see. I went over those things," he said to himself, "before I went across the street. Guess I don't need to go over them again. They're all right."

"I don't know, Don," suggested something inside him, "I don't know whether it wouldn't be just as well to run over them again and make sure."

"Oh, blow that," said Don in reply to himself. "The order's all right." With

which he put it on his shoulder and took it out to the delivery wagon, and himself drove round to Mrs. Strict's.

That somewhat austere and frowning madam expressed the hope that everything was there.

"Oh, yes," replied Don, certainly. "Oh, yes; I made up the order myself," he added as an extra guarantee.

Well, to cut a story short, Mrs. Strict called up about half an hour later and raised Hail Columbia with Smith, the grocer.

"Where the blank blank," she said (only, of course, in those feminine words and tones which the gentler sex always uses) "is my jellied tongue and pressed beef?"

When she got through talking, Smith was next door to deaf, and not unnaturally annoyed.

He sent for Don, and he told him what had happened.

Then he fired him!

"Sorry, Don, but there it is, in a nutshell. You're not careful. I'd rather you were longer about a job, and took more pains about it. But you're always so infernally careless that you're losing me customers. If I keep you, I'll lose them. If I let you go, maybe I'll be able to keep them. For the land's sake, my boy, take yourself out of yourself and give yourself a lecture on the importance of taking pains. You'll lose many a job if you don't."

Poor Don! I was sorry for him. But maybe it taught him pretty early in the game the necessity for taking pains. And though he lost a job, if he learnt that lesson, he's well off!

#### HOW DO "PINES" GROW?

Recently, there was a discussion going on among two or three grocers in Toronto as to whether pineapples grew in the ground or on trees. A number of grocers and lots of other people probably couldn't be exactly sure of the answer if you asked them.

Of course, they grow on the ground, in a patch. The encyclopaedia says:

The pine apple takes its name from its resemblance to the pinecone, but the title is misleading for it grows on a low, spreading plant. Its native home is tropical South America, but from there it was long ago carried to every tropical and semi-tropical country, and is in Northern Europe raised under glass for wealthy private trade. It is one of the most satisfactory of sub-tropical crops, bearing freely, having few insect enemies and being particular only in the matter of moisture—too much rots the roots and too little reduces the size and juiciness of the fruit.

A new pineapple patch is set out in the ground, with slips, either the crown cut from the ripened fruit or the shoots which grow directly under it. The new plant takes from eighteen to twenty-two months to ripen its first fruit. When the pines are cut, the plants send out new suckers which produce a second crop, the same process giving generally a third crop. The plants are seldom allowed to bear after the third time, as the fruit then begins to deteriorate.

The first sign of a fruit is the appearance of a tiny "crown," which develops slowly into a miniature of the matured pineapple. The flower has but little odor, and even a field of fully ripened pines has less fragrance than would be expected from a fruit so pungently sweet. With miles of pineapples ready to be harvested there is really little perfume unless one happens to be bruised or injured.

In the West Indies, the source of many of our fresh pineapples, there is a well-recognized division of the product into "field pines"—the little hard, reddish fruit which sell from ten cents up on city fruit stalls—and "garden pines," which are to be found in fancy fruit stores at considerably higher prices.

Most of the Florida fresh fruit is very good in quality and is improving every year, but the total possible crop there is comparatively small.

In buying fresh fruit for immediate consumption, select those which look yellowish on the smooth surface, though this is not conclusive proof of ripeness. If one of the lot proved unripe set the remainder aside and hold them a few days—they are not likely to spoil and will soon mellow. Ripening storage room must be kept at an even temperature of about 65 degrees to 70 degrees Fahr. It is a good idea to wrap each fruit in thick paper when setting to ripen.





## CURRENT NEWS OF WEEK

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



### Quebec and Maritimes

Emile Ste. Marie, of Dupuis and Marie, grocers of St. Lambert, Que., died recently.

Woods & Parks, Bridgetown, N. S., have dissolved, and C. L. Wood will carry on the business.

J. A. Ruddick, Dairy Commissioner of Ottawa, was in Montreal during the week.

At a recent meeting of the Eastern Townships Dairymen's Exchange it was decided to oppose the tax placed on creameries of Quebec province to help pay the expenses of Government inspectors.

Arthur Le Rocque of Lachute, P.Q., has given up his hotel business on account of prohibition restrictions, and will carry on a wholesale and retail flour and feed business.

John Donaldson, buyer in Calcutta for John Duncan & Co., accompanied by his wife, is in New York en route to Montreal and Scotland, at which latter place he will visit his parents and old home.

The department store business of James A. Ogilvy & Sons of Montreal has been purchased by Murray-Kay of Toronto. The new management expects to introduce a grocery and provision department in the fall.

The following were introduced on the Montreal Board of Trade during the past week: J. Martin, New York; J. Friedman, Ottawa; J. R. Pearson, Asbestos; A. G. Watson, Halifax; T. W. Young, Revelstoke, B.C.; E. R. MacDonald, Sudbury.

The following were introduced on the Montreal Board of Trade during the past week: E. R. MacDonald, Sudbury; N. J. Brogan, Chicago; Capt. Webb, London, Eng.; J. A. Walsh, New York; J. E. Furness, Halifax; S. Antonion, Liverpool; Geo. Clarke, New York; L. G. Nickles, Toronto; E. M. Wolcott, Demerara.

J. E. Bailey, bookkeeper for ten years for D. Hatton & Co., wholesale fish merchants, of Montreal, passed away last week, and was buried at Hawthorne Cemetery. The late Mr. Bailey was born in London, Eng'and, and was in the fish business in Folkestone before coming here.

James McMaster, who has conducted a grocery business in Fredericton, N.B., for the past year, is closing his store and will leave for his former home at St. George, where he has accepted a position as head clerk with John Dwyer & Sons. During Mr. McMaster's stay in Fredericton he

was employed with John Gibson & Son for a number of years.

The death is announced of one of the best known and highly respected wholesale fruit merchants, namely, John Caldwell, of John Caldwell & Co., Montreal, Que. Starting in the retail business thirty-five years ago, and gradually increasing his business until the time of his death, Mr. Caldwell built up a large wholesale fruit and produce commission business. He leaves a widow and a grown-up family of four sons and two daughters. The widow with the assistance of her sons and the same staff will continue the business under the same name.



THE LATE JOHN CALDWELL.

Mr. Caldwell was a wholesale fruit merchant in Montreal for many years. He passed away recently.

The Workmen's Store Company, a co-operative concern in the mining district of Cape Breton, is taking steps to enable it to borrow money either by mortgaging its whole undertaking, including real and personal property or on promissory notes, or on bonds and debentures of the company, and securing payment by mortgage of all its property, real and personal, or any part of it. The company also asks the legislature for power to sell the whole undertaking, but it is provided that this power shall not be exercised without the sanction of a majority vote of the shareholders present at a special meeting.

### Ontario.

Chas. Bluson, of Hamilton, grocer, has sold to Alvin Chase.

John Taylor, of Hamilton, grocer, sold to F. W. Vanluven.

William Elliott, head clerk for T. A. Rowat & Co., London, Ont., has undergone an operation for appendicitis.

J. J. Alexander, London, Ont., has removed across the street from his old store on the Hamilton Road.

A new canning factory is being erected on the Fifteen Hill near St. Catharines, Ont., on the Haven's farm.

J. S. Donaldson & Co., grocery brokers, have removed from Front street to 16 Wellington street, east, Toronto.

All retail merchants of Simeoe have agreed to close their stores every Thursday at 12 o'clock noon, during June, July and August.

Charles W. Strong, for many years a resident and merchant of Wolfville, Ont., and a grocer there, died after an illness of several months.

Welland merchants will close their stores on Wednesday afternoon during June, July, August and September. A petition was sent to the different merchants and all signed but one.

Ald. A. W. Palmer, grocer, on the Hamilton Road, London, Ont., was made chairman of the Board of Works, lately. The city roads will be well looked after by Adam—he drives a car.

The retail merchants of Preston were addressed in the Council Chamber by Provincial Secretary W. C. Miller of Toronto, who outlined the work accomplished by the Retail Merchants' Association in the past and the good which might be done. Those merchants present signed up for membership and Mr. Miller has been busy since getting the remaining merchants of the town to sign up. A meeting will be held in the near future when officers will be chosen.

### Western Canada

C. A. Shier, of Colonsay, Sask., is succeeded by C. A. Shier & Co.

W. H. Escott., of the W. H. Escott Co., Winnipeg, returned last week from a business trip to Minneapolis.

Mrs. Tilly Deroche has purchased the Crown Grocery, 412 Burrows Ave., Winnipeg.

David McLay, formerly with Nicholson & Bain, Edmonton, has been appointed head bookkeeper for the W. H. Escott Co., Winnipeg.

The Kerrobert Mercantile Co. has succeeded the Rex Fruit Co. in Kerrobert, Sask., and will enter the wholesale trade.



Biggar, Sask., has a new store in the Empire Store, operated by Mr. Perilmuter. It is a departmental store, and will carry a line of groceries.

Charles Halfacre of Lumsden, Sask., has gone to Loverna, Sask., where he has accepted a position in L. P. Kincaid's general store.

The general merchandising business of P. J. Kehler & Co. at Blumenhoff, Sask., has been purchased by F. D. Peters and J. C. Nickel, who will conduct the business under the name of the Blumenhoff Trading Co.

The Similkameen Fruit Land Company of Headley, B.C., have secured a canning factory on their property at South Kere-meos. Clayton Orser of Colborne, Ont., is building a factory and the plant will pack only tomatoes this season.

The branch managers of Campbell Bros. & Wilson, wholesale grocers, Winnipeg, met at head office for a convention, which was in session the whole of last week. Among those present was R. J. Campbell, who is a resident of London, England.

John Hill, for the past three years credit manager for the Weyburn Grocery Co., Weyburn, Sask., has severed his connection with that concern, and leaves for Kelowna, B.C., where he has accepted a position with Sterling and Pitcairn, the fruit growing and shipping firm.

John Paterson, who owns several stores in Winnipeg, and is one of the oldest established grocers in that city, has formed a partnership with James Black. The new firm will be known as the P. & B. Cash Stores, Ltd., and will open up in different sections of the city a chain of cash grocery stores.

Brig.-General John Hughes has announced that permission will be granted a few wholesale houses to be represented at Camp Hughes, Manitoba, this year, and one or two military tailors would be allowed stands, but no retail establishments of any kind would be permitted on the grounds.

The associated Boards of Trade of Southwestern and Southeastern British Columbia held its annual convention at Vancouver last week. A resolution was introduced by Vancouver with a view to effecting a provincial organization, and one by Nanaimo in regard to daylight saving.

R. W. Armstrong, of Camrose, this week takes the local managership of the Red Deer (Alberta) Grocery Co., in succession to Wm. Colquhoun, who assumes a similar position at Weyburn, Sask. D. Smith, credit manager since the institution of the warehouse, has been promoted to Medicine Hat. He is succeeded by F. Symington of Edmonton.

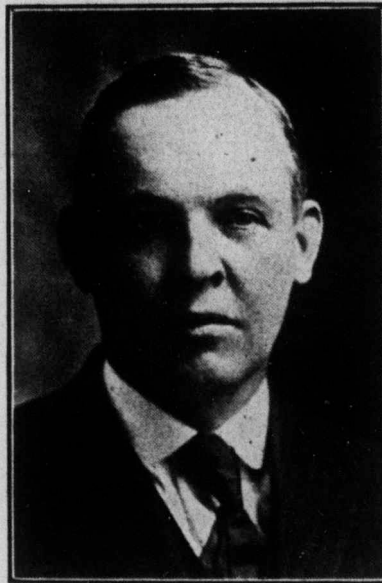
The store of David Levene, grocer and butcher, 481 Talbot avenue, Winnipeg, was threatened with destruction by fire recently, the origin of which could not be

traced, there being no stove or furnace lighted in the building at the time of the outbreak. Two counters and a quantity of goods were destroyed and the ceiling was badly scorched. Mr. Levene was insured.

**—•—**  
**TURNOVER INCREASES \$65,000**

**Chas. M. McCollum Retires From Business in Brampton, Ont.**

The man who makes good is the one who intelligently toils and faithfully perseveres. An example of such is furnished by Chas. M. McCollum, who has disposed of his business in Brampton, Ont., to A. G. Pearen and retires at the end of May. Born at Hawkesville, Waterloo County, in 1872, he was a son of Mr. and Mrs. R. J. McCollum. After a short time in that county the family removed to Campbell's Cross and thirty years ago came to Brampton. As a mere lad Mr. McCollum manifested



CHAS. M. McCOLLUM,  
Brampton, Ont., who has retired from business after many years' service.

evidences of that business ability which developed in recent years. In October, 1887, he was employed by Mr. McDevitt. He worked, he studied, he learned the needs and also the moods of the people. After serving Mr. McDevitt faithfully for 15 years he purchased the business. Steady and continued success has accompanied his efforts from year to year. Soon after purchasing the grocery business he secured the flour and feed store of Mr. Kellam, and made it a part of the general store.

From a turnover of less than \$15,000 the business increased to \$80,000 a year. This increase represented a steady growth in the different lines carried, that of farm produce being exceptionally good, as shown by the fact in one

year 6800 bags of potatoes were sold. Mr. McCollum won and retained the confidence of the people of Brampton and of the County of Peel. His retirement from business for a time is made necessary by the serious illness through which he passed a year ago, and from which he has not fully recovered. A year's complete rest will no doubt result in his return to health.

Mr. McCollum was well known to the wholesale trade and to many retailers too. Speaking of him to Canadian Grocer a traveller said: "McCollum's was always a cheery place to drop in at the end of the week. There was always a cheerful word waiting one."



**Jack Hanson.**—After a lapse of more than a year definite information has been received in Port Arthur of the fate of Private Jack Hanson, who left with the first contingent for overseas service in August, 1914. Private Hanson was killed April 25, 1915, in the battle of St. Julien. A letter from a chum states that "Jack was killed April 25, just ten yards from me." Private Hanson before enlisting was a grocer's clerk employed with Campbell & Gibbon, Port Arthur.

**Alexander Thompson.**—Mr. John Thompson, 116 Wellesley street, Toronto, has received word that his son, Pte. Alexander Thompson, of the 4th Battalion, has been accidentally wounded in the thigh, and admitted to No. 6 Red Cross Hospital at Etaples. Private Thompson went overseas last March, and has been in the trenches since March. He is 18 years of age, and a native of Preston Pans, Scotland. The family have been six years in the city. Before enlistment he worked with the Salada Tea Company.

**Raymond McConachie.**—Signaller Raymond Hill McConachie, wounded in the head April 19, died two hours after admittance to Casualty Station 17. His father, Robert McConachie, died two months ago in Napanee. His nephew, the late Pte. John A. McConachie, was shot in the head March 7. The two were almost the same age, twenty-one years and five months. Raymond McConachie, previous to enlisting, travelled for Daly Tea Co., Napanee. Two brothers are at the front. His mother and three sisters live at Napanee. His brother, R. McConachie, lives at 4474 St. Catharine street, Westmount, Montreal.



# Canned Vegetable Prices Advancing

Tomatoes, Peas and Corn Are Good Buys—Future Prices on Raisins Infer High Levels Later on—Indian Teas Firm in London.

Office of Publication Toronto, May 25, 1916.

**T**HESE are the days when dried fruits are giving place so far as the trade and public alike are concerned to fresh fruit. The latter is coming in freely and in ever-increasing quantities, so that the price, week by week, usually goes down. This also applies to vegetables. Price changes along this line this week have been a declension in the price of navel oranges, some lines of tomatoes, lettuce, parsley, strawberries, and so on. On the other hand, owing to some congestion on country roads, some domestic products in the fruit and vegetable field are belated and do not arrive.

With regard to dried fruits, which are, generally speaking, slow, there is some interest felt in raisins and much speculation as to what the price will be later on in the year. This arises from the fact that out at the Coast some business was booked before prices were made and now the packers will not take any more orders, owing to the fact that the crop will not be so large as they had foreseen. It is still somewhat early to prognosticate as to price of seedless varieties in this market, but one or two factors must be borne in mind. The first is that currants will probably be as strong this year as last and just as scarce and this will mean a boom in raisins. There will be no Sultanias, of course, except California Valencias and altogether, next season, and indeed as long as the war lasts, raisins, one would think, would be high.

Now that storing is on the decline, market for new-laid eggs should drop some. In some quarters it is said a price of 20c will be reached. This will mean a decline of about 5c and frankly it does not look probable. Present values are inflated and now that storing demands are easing up, there is no reason why new-laid should hold up at the present levels. The fact of the matter is that there is much bidding by egg men, one against the other, and this competition tends to create a false value. Were this competition in bidding eliminated, we should probably see a drop of 2 or 3c in the price of new-laid. A drop of 5c, however, is frankly too much to expect.

There has been another advance in price of cheese and levels are about  $\frac{1}{2}$ c higher than this time last week. It is noteworthy that a good deal of milk is being diverted to the cheese market rather than for butter; but notwithstanding this fact and no matter to how large an extent, cheese values are high. The fundamental reason is, of course, large export demand. Cheese prices in England are all quoted very high and there is an unprecedented demand from the British Isles at this minute. Doubtless huge quantities are being consumed in the trenches and elsewhere. Domestic demand in Canada alone would certainly not create the high levels which are recorded.

## Quebec Markets

Montreal, May 25.—General satisfactory condition of market continues to be feature of grocery trade with a fairly active demand that is based on exhausted stocks and actual needs and free from speculation. Collections continue to show the improved character notice-

able the past few months and a healthier tone to a better trade than existed last year at this time has become a matter of general comment. This is centered on the high level of prices that has been reached and continues to grow, although some observers pretend to foresee a change in this respect. A feature of the trade is that in spite of high prices, quality of goods is more than ever a deciding factor in buying.

Dried fruits are firmer. Tea con-

## MARKETS IN BRIEF

### QUEBEC MARKETS.

#### FRUIT AND VEGETABLES—

Tomatoes and cabbage higher.  
Beans decline.

#### FISH AND OYSTERS—

Fresh fish plentiful and lower.  
Fresh salmon and halibut lower.

#### FLOUR AND CEREALS—

Flour unchanged.  
Mill feeds active.

#### PRODUCE AND PROVISIONS—

Hams 1c higher.  
Butter and eggs firmer.  
Sugar and syrup arriving freely.

#### GENERAL MARKETS—

Sugar declines 15c.  
Dried fruits firmer.

### ONTARIO MARKETS.

#### FLOUR AND CEREALS—

Ontario flour down.  
No change in Manitobas.  
Split peas strong.  
Ontario oats up.

#### FISH AND OYSTERS—

Lake fish coming better.  
Sea fish in demand.  
Drop in flounder prices.

#### PRODUCE AND PROVISIONS—

No change in hogs.  
All products firm.  
Butter's peculiar situation.  
New laids to be lower.  
Cheese prices up.

#### FRUIT AND VEGETABLES—

Tomatoes much higher.  
New cabbage coming.  
Florida celery up.  
So are radishes.  
Drop in navels.

#### GENERAL GROCERIES—

Seedless raisins to be high?  
Decline in one sugar line.  
Teas firm in London.  
No change in spices.  
Canned goods advancing.

### MANITOBA MARKETS.

#### FLOUR AND CEREALS—

An easier wheat market.  
Flour quotations unchanged.  
Rolled oats market quiet.  
Feed market very firm.  
Package oats still \$3.75.

#### PRODUCE AND PROVISIONS—

Heavier hog receipts.  
Cheese quotations up.  
Eggs still very firm.  
Easier hog market.  
Decline in butter prices.

#### FISH AND POULTRY—

Fish business flourishing.  
Fresh halibut 11c; salmon, 16c.  
Several frozen lines scarce.  
Live fowl arriving.  
Other poultry very scarce.

#### FRUIT AND VEGETABLES—

Strawberries plentiful.  
Higher prices on tomatoes.  
Potatoes are looking up.  
Texas onions expected, \$2.75.  
Asparagus up to \$6.

#### GENERAL GROCERIES—

Santos and Rios firmer.  
More package teas advance.  
Cream of tartar higher.  
Canned goods market firm.  
Dried beans are firmer.  
Sugar quiet, but firm.



tinues to retain interest of buyers and canned goods are still feature of interest in market. Fish lines show weakness and vegetables on the whole are easier, flour is quiet and firm and provision lines show less activity and lard is easier. French and Spanish lines have advanced 10c per gal.; American coal oil 1/2c and is now selling at 16c and 19 1/2c as per grade. Canadian jams have advanced 1/2c per lb. because of high price of sugar and Canadian sardines are up 15c a case.

**SUGAR.**—One refiner has dropped 15c, so their extra granulated in bags is now offered at \$8.15 per 100 lbs. Others retain old prices. Volume of business has fallen off considerably as result of uncertainty prevailing as result of this action so that only immediate requirements of a hand to mouth order are being attended to. In spite of this the undertone to market is decidedly firm and no sign of basic weakness evident. New York prices for refined remain unchanged although raws are slightly easier and sales for prompt shipment have been recorded at 5 3/8 and firmly held at that. It is pointed out that sales at these figures have been made only by speculators who were temporarily in market for quick turnover and that original holders of stocks continue to hold on. Continuation of strike in New York helps to add to firmness of feeling.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	8 20
20 lb. bags	8 30
2 and 5-lb. bags	8 50
<b>Extra Ground Sugars—</b>	
Barrels	8 65
50 lb. boxes	8 75
25 lb. boxes	8 95
<b>Yellow Sugars—</b>	
No. 1, 100 lb. bags	7 80
Dark yellow, 100 lb. bags	7 60
Bright yellow, bbls. only, cwt.	8 05
<b>Powdered Sugars—</b>	
Barrels	8 35
50 lb. boxes	8 55
25 lb. boxes	8 75
<b>Paris Lump—</b>	
100 lb. boxes	8 80
50 lb. boxes	8 90
25 lb. boxes	9 10
<b>Crystal Diamonds—</b>	
Barrels	8 80
100 lb. boxes	8 90
50 lb. boxes	9 00
25 lb. boxes	9 20
Cartons	9 45
Half cartons	10 15
Crystal Dominoes, cartons	9 65

**MOLASSES AND SYRUPS.**—Prices remain unchanged and are firmly maintained as result of the bareness of the market which has now become habitual although this condition has shown some slight improvement during past week with the arrival of some larger lots than usual. Arrivals continue to go into immediate consumption and future possibilities continue to depend on erratic shipping conditions prevailing.

Corn and cane syrup continues unchanged in price on an active market that is partially caring for molasses shortage and firmness rules in all lines. Starch products continue to show activity.

	Prices for	
	Fancy.	Choice.
Barbadoes Molasses—		Island of Montreal.
Punchoons	0 59	0 51
Barrels	0 62	0 54
Half barrels	0 64	0 56

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.

Corn Syrups—	
Barrels, per lb., 3 3/4; 1/2 bbls., 4c; 1/4 bbls.	0 04 1/2
Pails, 8 3/4 lbs., \$1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case	2 65
Cases, 5 lb. tins, 1 doz. in case	3 00
Cases, 10 lb. tins, 1/2 doz. in case	2 90
Cases, 20 lb. tins, 1/4 doz. in case	2 85
<b>Cane Syrups—</b>	
Barrels, lb., 5 1/4; 1/2 bbls.	0 05 1/2
Cases, 2 lb. tins, 2 doz. in case	4 80

**DRIED FRUITS.**—Currants are advancing for fall delivery and all independent Coast packers have advanced 1/2c in nearly all lines of dried fruits since their last sales although the association has not yet named its prices for coming season so that feeling of local market has been strengthened although prices and other factors of importance remain unchanged. It is expected that prices on dried peaches and apricots will be 6c and 10c on a bulk basis and that f.o.b. Coast prices for choice quality 25lb. faces will be 7/8c higher than that. Spot stocks continue to be low in most cases in consequence of which prices are well maintained. Advice on prunes from Coast are very strong and seeded raisins are in good demand for spot stocks.

EVAPORATED FRUITS.	Per lb.
Apples, choice winter, 25-lb. boxes	0 08 1/2
Apples, choice winter, 50-lb. boxes	0 09
Apricots	0 14
Nectarines, choice	0 11 1/4
Peaches, choice	0 08
Pears, choice	0 13 1/2

DRIED FRUITS.	
<b>Candied Peels—</b>	
Citron	0 24 0 25
Lemon	0 20 0 21
Orange	0 19 0 20
<b>Currants—</b>	
Filiatras, fine, loose, new	0 12 1/2
Filiatras, packages, new	0 13
<b>Dates—</b>	
Dromedary, package stock, old, 1-lb. pkg.	0 10
Faria, choicest	0 12 1/2
Hallowee, loose, new	0 09 1/2
Hallowee, 1-lb. pkgs.	0 09
<b>Figs—</b>	
8 crown, 12-lb. boxes, fancy, layer, lb.	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	0 11 1/2
1 lb. glove boxes, each	0 12
Cal. bricks, 16 oz.	0 09 1/2
Cal. bricks, 16 oz.	0 10
Cal. layers	0 10
Cal. fancy, table, 10 lbs.	1 80
<b>Prunes—</b>	
30 to 40, in 25-lb. boxes, faced	0 11 0 12
40 to 50, in 25-lb. boxes, faced	0 10 0 10 1/2
50 to 60, in 25-lb. boxes, faced	0 10 0 10
60 to 70, in 25-lb. boxes, faced	0 09 1/2 0 09 1/2
70 to 80, in 25-lb. boxes, faced	0 09 0 09
80 to 90, in 25-lb. boxes, faced	0 08 1/2 0 08 1/2
90 to 100, in 25-lb. boxes, faced	0 08 0 08

Raisins—	
Malaga, table box of 22 lbs., 3-crown cluster, \$2.80; 4-crown cluster	3 75
Muscateis, loose, 3-crown, lb.	0 09
Muscateis, 4-crown, lb.	0 09 1/2
Cal. seedless, 16 oz.	0 12 1/2
Fancy seeded, 16 oz. pkgs.	0 10 1/2 0 11
Choice seeded, 16 oz. pkgs.	0 10 1/2 0 10 1/2
Valencias, selected	0 11
Valencias, 4-crown layers	0 11 1/4

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

**SPICES.**—Prices remain unchanged and firmly maintained except for inferior grade gingers on a quiet steady market which shows no changes of importance record. Trade remains quiet and steady with grinders complaining at disparity existing between going prices and first costs.

	5 and 10-lb. boxes	1/2-lb. pkgs. dozen	1/4-lb. tins lbs.
Allanice	—0 16	—0 09	—0 23
Casia	—0 29	—0 85	—0 35

Cayenne pepper	—0 38	—0 35
Cloves	0 30—0 32	—0 30
Cream tartar—55 to 6c.		—0 39
Ginger, Cochin	—0 28	—0 29
Ginger, Jamaica	—0 25	0 9—1 00
Mace	—0 80	—1 00
Nutmegs	0 45—0 45	—0 45
Peppers, black	—0 28	0 85—0 90
Peppers, white	—0 35	1 15—1 20
Pastry spice	—0 12	0 95—1 20
Pickling spice	0 16—0 18	—0 29
Turmeric	0 21—0 23	—0 23

Lower prices for pails, boxes or ballers when delivery can be secured.  
Cardamon seed, per lb., bulk 2 00 2 50  
Caraway—  
Canadian 0 13  
Dutch 0 20 0 22  
Cinnamon, China, lb. 0 14 0 16  
Mustard seed, bulk 0 19 0 23  
Celery seed, bulk 0 36 0 46  
Shredded coconut, in pails 0 21 0 23  
Pimento, whole 12-15

**RICE AND TAPIOCA.**—Rice remains unchanged in price and other factors of importance that continue to give to line an undertone of strength which is aided by a good demand and evidences of artificial price restriction in some quarters. Tapioca continues to be firm, scarce and in good demand.

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

Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12 1/2 lbs.).

Imported Patna—	Per lb.
Bags, 24 lbs.	0 06
Half bags, 11 1/2 lbs.	0 06 1/2
Quarter bags	0 06 1/4
Velvet head Carolina	0 08 0 09
Sago, brown	0 06 1/2 0 07
<b>Tapioca—</b>	
Pearl, lb.	0 11 0 12
Seed, lb.	0 10 1/2 0 11

**DRIED VEGETABLES.**—Market remains unchanged in price and other features of importance but a slightly stronger feeling is evident in beans especially for hand picked as a result of short supplies and an active demand that has been stimulated by advance in other lines although poor quality stuff remains a drug on the market. Peas are quiet and in nominal demand only.

Beans—	
Canadian, 3-lb. pickers, per bushel	4 30 4 45
Canadian, hand-picked	4 90 5 10
Canadian, 5-lb. pickers	4 10
Yellow eyes, per bushel	4 20
Lima, per lb.	0 08 0 08 1/2
Peas, white soup, per bushel	3 00 3 25
Peas, split, bag, 95 lbs.	3 00
Barley, pot, per bag	3 00
Barley, pearl, lb.	0 04 1/2 0 05

**TEA.**—Market remains unchanged in a general way from factors outlined last week other than that effect of same continues to be more apparent with passage of time. Market is in fluid state with strong upward tendency uppermost as result of general primary and shipping conditions which is being added to by reports of Russian buying of blacks at advanced prices and higher quotations for new crops in general. Blacks have advanced 6c since April: Japans are now reported higher than last year and quality the same. Formosa reports are of an active market and firm prices which are made erratic by freight uncertainty that causes as high as 1c a lb. difference in freights alone. High grade Chinas are 15 per cent. under last year but this



is more than offset by an advance of 40 per cent. in exchange. Demand continues good locally in both wholesale and retail way.

**COFFEE.**—Demand continues good on a quiet, steady market that shows no changes locally although fluctuations of an upward tendency are reported, from outside points.

Coffee, Roasted—		
Bogotas, lb. ....	0 27	0 31
Jamaica, lb. ....	0 22	0 24
Java, lb. ....	0 33	0 38
Maracaibo, lb. ....	0 22	0 23
Mexican, lb. ....	0 27	0 28
Mocha, lb. ....	0 33	0 36
Rio, lb. ....	0 18½	0 21
Santos, lb. ....	0 21	0 23
Chicory, lb. ....	0 12	0 14

**NUTS.**—An active trade continues to be feature of an otherwise unchanged market with prices ruling firm and steady particularly in walnuts following recent strong reports from France.

Almonds, Tara, new .....	0 15	0 15½
Grenobles .....	0 16	0 16½
Marbots .....	0 13½	0 14
Shelled walnuts, new, per lb .....	0 33	0 34
Shelled almonds, 28-lb. boxes, per lb .....	0 40	0 42
Sicily filberts .....	0 14½	0 15
Filberts, shelled .....	0 32	0 34
Pecans, large .....	0 18	0 19
Brazils, new .....	0 15	0 16
Peanuts, American, roasted .....	0 08¼	0 12½

**CANNED GOODS.**—All lines remain unchanged in price but tomatoes are firm with stocks insufficient in some quarters to meet current demand which fact tends to give erratic character to some large sales. No weakness is evident in any line and peas are reported as a short crop in the planting because of wet ground restricting acreage and are stronger in consequence.

Firmness is well maintained in fish lines and Canadian sardines have advanced 15c a case.

## Ontario Markets

Toronto, May 25.—The firmness in the flour market which last week turned into an advance has been somewhat affected by the slump in wheat values which has taken place since the first of this week. It should be understood, however, that this does not really affect the inherent strength of the flour market, if the latter be considered from the world standpoint upon which last week's advance was undoubtedly based. The fundamental fact in the flour situation is crop prospects plus world demand; on that basis flour must remain strong, despite occasional and temporary breaks in wheat values. All this is by way of explanation of the market report on flour to be found in its accustomed place.

The feed market is now easing off because in most sections grass is being used. This is not altogether true; there are some districts where it does not apply, where farmers have not turned stock out yet. But in the main farmers are not buying much feed, and the weak-

ness in the market is a seasonable one. Western oats are scarce as far as available supplies are concerned. It will be remembered that we had a very large crop of oats in Canada last year, but this seems to have been well absorbed by demand, and spot stuff right now is at a premium.

The position of butter is interesting. There seems to be a diversity of opinion as to which way the cat will jump; whether high, or low. It should be remembered that up to now there has been a lot of poor quality creamery. That tended to keep prices down. It has been eliminated, however, and some people seem to think that the market should strengthen as a result of that elimination alone. Personally, it is not our opinion. Delivery is heavy enough and demand is by no means unusual or unprecedented. Why should butter suddenly fly sky high? There is perhaps just one possible reason. That is the trend to divert milk to cheese markets rather than butter, which might be evidenced by the number of packages received compared with those last year. This, though, is more evident in Quebec than in Ontario. Butter will probably remain steady and if it moves at all will likely shade off slightly.

**SUGAR.**—The market remains firm so far as refined is concerned, though no advance has been registered. In New York, raws are somewhat easier. For the time the British Commission has ceased buying, and speculation seems to be temporarily less. Refined remains steady. It is felt that when demand for raws strike a heavy gait again the market will again advance.

Locally \$8.20 is basis for refined except in the single case of the Atlantic Refiners whose sugar is reduced 15c to \$8.11.

Extra Granulated Sugars, Montreal Refined—per 100 lbs	
100 lb. bags .....	8 26
20 lb. bags .....	8 26
10 lb. bags .....	8 41
2 and 5-lb. cartons .....	8 41
Nova Scotia refined, 100-lb. bags .....	8 16
New Brunswick refined, 100-lb. bags .....	8 11
Extra Ground Sugars—	
Barrels .....	8 26
50 lb. boxes .....	8 66
25 lb. boxes .....	8 96
Powdered Sugars—	
Barrels .....	8 26
25 lb. boxes .....	8 96
Crystal Diamonds—	
Barrels .....	9 81
100 lb. boxes .....	8 91
50 lb. boxes .....	9 01
Cartons (20 to case) .....	9 86
Cartons (50 to case) .....	10 96
Crystal Dominoes, carton .....	10 21
Paris Lumps—	
100 lb. boxes .....	8 91
50 lb. boxes .....	9 11
25 lb. boxes .....	9 11
Yellow Sugars—	
No. 1 .....	7 86
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

**SYRUPS AND MOLASSES.**—Molasses keeps firm with no change ruling in demand conditions. As stated before this market does not take much molasses. Speaking of this recently a molasses importer remarked jocularly that it was just as well; there wasn't much for

Ontario, anyway. Supplies on spot are still very short, and boats leaving West Indies in the near future are looked for eagerly. About the end of May fresh shipments are expected in Canada.

Syrup market, both cane and corn, is characterised by no change. Supply and demand work in one with the other.

Corn Syrup—	
Barrels, per lb., 4c; ¼ bbls., 4½c; ½ bbls. ....	0 04½
Pails, 38½ lbs., \$1.95; 25 lbs. ....	1 50
Cases, 2 lb. tins, 2 doz. in case .....	2 75
Cases, 5 lb. tins, 1 doz. in case .....	3 15
Cases, 10 lb. tins, ½ doz. in case .....	3 05
Cases, 20 lb. tins, ¼ doz. in case .....	3 00
Cane Syrups—	
Barrels, lb., 4½c; ¼ bbls. ....	0 05½
Cases, 2 lb. tins, 2 doz. in case .....	4 80
Molasses—	
Fancy, gallon .....	0 60 0 65
West India, bbls. ....	0 35 0 38

**TEA.**—The Indian auction in London on Monday was very firm, though not actually higher. No cable on Ceylon auction is yet to hand.

The Hankow market has opened, and it is learned that the Russians are buying Kee Muns at very high prices. While these latter are not mentioned, it is said they are much higher than at last year's opening. It is said that if Russia is to buy heavily, regardless of price, there will be a strong market for black teas all season.

Teas locally are quiet. Jobbers are selling in ordinary amounts only.

**DRIED FRUITS.**—The market, speaking generally, is dull and featureless locally. Buying is restricted in all lines except possibly prunes, which continue to sell fairly well. At the Coast, futures are firm, with nothing now offering below 5c. Crop conditions at the Coast make packers bullish, but buyers can't see reason. There is a distinct tendency to wait and see. Spot stuff is not moving much in New York, a fact which would seem to corroborate this.

A very unusual situation has developed at the Coast recently in regard to raisins, and it is important to the trade here. Offerings of raisins have been withdrawn before prices have been announced. Liberal sales have been made of Sultanas and unbleached Thompsons in anticipation of opening, and the orders so booked have put a stop to any more, because crop conditions, it is claimed, are not yet definite enough to form any price opinion with accuracy.

Spot apricots move slowly. Demand is merely hand-to-mouth. Nevertheless there is a firmness to the market on account of short supplies. There are few around. With regard to futures, there is little or no business being done in New York, because, as with raisins, crop estimates are very uncertain, and may be materially altered.

Currants are firm, with small demand only. Here again it is the supply end that imposes strength. New York is reported firm, but small business doing.

Apples, evaporated, per lb. ....	0 00½
Apricots—	
Std., 25's, faced .....	0 12 0 12½
Choice, 25's, faced .....	0 13½ 0 14
Extra choice, 25's, faced .....	0 14½ 0 15
Fancy, 25's, faced .....	0 16½ 0 16



<b>Candied Peels—</b>		
Lemon .....	0 18	0 20
Orange .....	0 18	0 20
Citron .....	0 23½	0 25
<b>Currants—</b>		
Filiatras, per lb. ....	0 13½	0 14½
Amalas, choicest, per lb. ....	0 14½	0 15½
Patras, per lb. ....	0 14	0 15
Vostizzas, choice .....	0 14½	0 15½
Cleaned, ¼ cent more.		
<b>Dates—</b>		
Fards, choicest, 12-lb. boxes .....	0 09½	0 10
Fards, choicest, 60-lb. boxes .....	0 09	0 09½
Pa.ckage dates .....	0 10	0 10½
Halloweys .....	0 08½	0 09
<b>Prunes—</b>		
30-40s, California, 25-lb. boxes .....	0 13	0 13½
40-50s, 25-lb. boxes .....	0 10½	0 11
50-60s, 25-lb. boxes .....	0 09½	0 10
60-70s, 50-lb. boxes .....	0 09½	0 09½
70-90s, 50-lb. boxes .....	0 08½	0 08½
80-90s, 50-lb. boxes .....	0 08½	0 08½
90-100s, 50-lb. boxes .....	0 08	0 08½
25-lb. boxes, ¼ cent more.		
<b>Peaches—</b>		
Choice, 50-lb. boxes .....	0 07	0 07½
Std.s, 50-lb. boxes .....	0 06½	0 07
Choice, 25 lbs., faced .....	0 07½	0 07½
Extra choice, 25 lbs., faced .....	0 07½	0 08
Fancy, 25 lbs., faced .....	0 08½	0 09
<b>Raisins—</b>		
Valencia, Cal. ....	0 09	0 09½
Seeded, fancy, 1 lb. packets .....	0 10	
Seeded, choice, 1 lb. packets .....	0 09½	0 10½
Seeded, choice, 12 oz. ....	0 08	
Seedless, 16 oz. packets .....	0 11½	0 12
Seedless, 12 oz. packets .....	0 10	
Raspberries, black, dried, 25-lb. boxes....	0 40	0 42
<b>NUTS.—</b> Some activity keeps up in shelled walnuts, which are quoted about 35c and 36c. Buying is limited. Same applies to almonds. Only a hand-to-mouth demand is discernible. Shelled stuff moves a little more quickly, but this market has no interest for buyers at this time of the year. Business turned over is small.		
<b>In Shell—</b>		
Almonds, Tarragona .....	0 15½	0 16½
Brazils, medium, new .....	0 16	0 18
Brazils, large, washed, new .....	0 20	0 22
Chestnuts, peck .....	1 75	2 00
Filberts, Sicily, bags 110 lbs. ....	0 14	0 14½
Peanuts, Jumbos, roasted .....	0 13½	0 14½
Peanuts, hand-picked, roasted .....	0 11	0 11½
Peanuts, fancy, roasted .....	0 09	0 10
Pecans .....	0 17	0 18
Walnuts, Grenoble .....	0 14½	0 15½
Walnuts, Bordeaux .....	0 11	0 12
Walnuts, Marbots .....	0 12½	0 13½
<b>Shelled—</b>		
Almonds .....	0 40	0 42
Filberts .....	0 36	
Peanuts .....	0 11	0 11½
Pecans .....	0 60	0 65
Walnuts, new, halves .....	0 34	0 37
Broken .....	0 31	0 32

**RICE AND TAPIOCA.**—Market is firm for all kinds of rice, and a good demand all round exists in local trade. Dealers are aware that stocks are none too easy of replenishment, and hence are inclined to ask for full value. Export demand is affecting the New York situation; it is noticeably stronger.

Tapioea is shade easier, and cables from primary market report "steady." Trade here is somewhat lethargic; evidently retailers stocked up during the recent period when market was advancing.

**Rice—**

Rangoon "B." per cwt. ....	4 50
Rangoon "CC." per cwt. ....	4 40
Rangoon, fancy, per cwt. ....	4 38
Patna, fancy .....	0 07½

**Tapioea—**

Pearl, per lb. ....	0 11	0 12
Seed, per lb. ....	0 11	0 13

**BEANS.**—Primes remain around \$4.50, and show no sign of decrease. Demand is only fair to middling, but now, as previously, stocks are slender, and what there is naturally much sought after. Split peas are in good demand, with fair stocks offering. They are not quotably changed.

Beans, choice primes, bush.....	4 40	4 50
Beans, hand-picked, bushel .....	4 40	4 75
Peas, blue, bushel .....	3 50	3 60
Split, lb. ....	0 06	0 06½

**SPICES.**—There is a good steady demand for all lines. Black and white peppers are firm at prevailing figures. All-spice has been coming in for good trade latterly.

Spices—	Compound, per lb.	Pure, per lb.
Allspice, ground .....	0 20	0 17-0 19
Allspice, whole .....		0 15-0 15
Arrowroot .....		0 15-0 20
Bay leaves .....		0 20-0 20
Bicarb. soda .....		0 23½
Caraway seeds .....		0 25
Cassia, whole .....		0 26-0 32
Cassia, ground .....	0 16-0 18	0 26-0 34
Cayenne .....		0 30-0 35
Cayenne, Jap. chillies .....		0 40
Celery seed .....		0 45-0 50
Celery salt .....		0 30-0 35
Celery pepper .....		0 30-0 35
Cinnamon, Batavia .....		0 30-0 40
Cloves, whole .....		0 40-0 45
Cloves, ground .....	0 18-0 22	0 35-0 45
Coriander seed .....		0 12-0 13
Cream of tartar .....	0 25-0 30	0 48-0 52
Curry powder .....		0 30-0 35
Ginger, Cochin .....	0 15-0 17	0 22-0 25
Ginger, Jamaica, ground .....	0 18-0 21	0 25-0 30
Ginger, Jamaica, whole .....		0 28-0 30
Ginger, African, ground .....		0 14-0 18
Mace .....		0 35-1 00
Mustard, pure .....		0 28-0 30
Mustard seed .....		0 20-0 25
Nutmegs, brown, 64s, 55c; 80s, 45c; 100s .....		0 35-0 40
Nutmegs, ground, bulk, 30-35c; 1 lb. tins .....		0 37-0 42
Pastry spice .....		0 25-0 30
Paprika .....		0 35-0 40
Peppers, black, ground .....	0 14-0 18	0 25-0 30
Peppers, black, whole .....		0 35-0 40
Peppers, white, ground .....	0 19-0 24	0 24-0 29
Peppers, white, whole .....		0 30-0 35
Pickling spice .....		0 18-0 23
Sage .....		0 45-0 50
Saltpetre (chilli) .....		0 10
Thyme .....		0 25
Turmeric .....		0 20-0 22

**CANNED GOODS.**—All vegetables are very strong. Peas are quoted firm, and are liable to advance. The weather is bad, of course, and that will have an appreciable effect. Moreover, labor is scarce. These two contributory factors mean high prices for canned goods later on, and tomatoes, corn and peas are all good buys at present prices. It is generally regarded as certain that prices will move up pretty soon.

## Manitoba Markets

Winnipeg, May 25.—Retailers are now displaying maple syrup in their stores. The price they are paying is about the same as last year. In the case of both syrup and sugar, the quality is exceptionally good and of a nice color. The flavor is also said to be better than usual. Brokers are expecting that sales will be in advance of last year, but it is too early yet to size up the situation. No reports have been received here as to size of the crop. It will be remembered that last year the crop was almost a failure.

A number of market changes have taken place. Coffees are firmer, especially Santos and Rios. Advances are announced in a number of package teas, which are expected. The high cost of tea in addition to the increased cost of paper and labor, has made this necessary. An advance is noted in cream of tartar. All kinds of flavors and essences are going

up. For the first time in a long while, a change is noted in cheese; the market is firmer. There is a slightly weaker undertone to the hog market. Unless the cattle get on the grass very soon, there will likely be an advance in feeds, as the demand is heavy east and west. Rolled oats, which advanced a week ago, have since eased off somewhat. There is increasing evidence of firmness in the canned goods market, especially on strawberries, plums and tomatoes. In the dried fruit market, peaches are attracting attention on account of an association having been formed in California to control supplies. As stocks held by Winnipeg wholesalers are fairly large, there will not likely be any change in quotations to the trade. The market for beans is firmer. The raw sugar market has been quiet during the past week due to refiners holding off.

**SUGAR.**—The raw market has been quieter during the past week, but holders are confident that higher prices will be seen yet. Some refiners so far have only bought a small portion of their June requirements, and as the summer demand will set in before long, they cannot afford to let their socks run too low. Producers of raw sugar in Cuba are in such a strong position financially, they can almost name their prices. Not a single American refiner bought raw sugar in the past fortnight, but the price has, nevertheless, remained firm. The feeling locally is that the market will go higher. In the meantime Western Jobbers are not buying, as they bought heavily before the last advance and have ample supplies. The retail trade, too, seem to be pretty well fixed as regards stocks, but the demand from this source keeps up pretty well, and it is expected to, as the big demand will open up as soon as fresh fruit begins to arrive.

Sugar, Eastern—	in sacks, Per cwt.
Standard granulated .....	8 80
Extra ground or icing, boxes .....	9 65
Extra ground or icing, bbls. ....	9 35
Powdered, boxes .....	9 45
Powdered, bbls. ....	9 25
Hard lump (100-lb. case) .....	9 75
Montreal yellow, bags .....	8 40
<b>Sugar, Western Ontario—</b>	
Sacks, per 100 lbs. ....	8 75
Halves, 90 lbs., per cwt. ....	8 85
Bales, 20 lbs., per cwt. ....	8 85
Powdered, 50s .....	9 40
Powdered, 5s .....	9 65
Icing, barrels .....	9 40
Icing, 50s .....	9 60
Cut loaf, barrels .....	9 70
Cut loaf, 50s .....	9 90
Cut loaf, 25s .....	9 95
<b>Sugar, British Columbia—</b>	
Extra standard granulated .....	8 80
Bar sugar, bbls. ....	9 25
Bar sugar, boxes, 50s .....	9 35
Icing sugar, bbls. ....	9 35
Icing sugar, boxes, 50s .....	9 65
H. P. lumps, 100-lb. cases .....	9 75
H. P. lumps, 25-lb. boxes .....	10 00
Yellow, in bags .....	8 40

**SYRUPS.**—The big syrup season, which is usual in March and April, is practically over. It came rather late this year on account of the cold weather, which lasted to the middle of May. As the demand for syrups has fallen off, no further advances are expected in corn



or cane syrups unless a big change in the market warrants it. Molasses is still firm, freights appearing to be the dominating feature.

Corn Syrup—	
2s, per case 2 doz.	2 88
5s, per case 1 doz.	3 23
10s, per case, 1/2 doz.	3 11
20s, per case 1/2 doz.	3 12
1/2 barrels, by the lb.	4 65
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	4 05
5-lb. tins, 1 doz. to case, per case	4 75
10-lb. tins, 1/2 doz. to case, per case	4 45
20-lb. tins, 3 tins to case, per case	4 35
(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)	
Molasses—	
Barbadoes, 1/2 bbls., per gal.	0 65
New Orleans	0 28
Tins, 2s., \$3.50; 2 1/2s., \$3.10; 5s., \$3.05; 10s., \$2.75.	

**DRIED FRUITS.**—Higher prices are expected on peaches following the formation in California of an association to control stocks. This may be confidently expected, as peaches have been selling on a small margin in the past. However, stocks held in Winnipeg or bought to arrive, will enable jobbers to offer peaches at the old figures. The currant market will go still higher, as it is stated on good authority that no good currants are available in Greece. Advices have been received here to the effect that currants now in transit were so badly rain damaged, they were unable to stand the long haul from the Coast to Winnipeg. The raisin market remains about the same. Evaporated fruits remain at the low level touched some time ago. Ontario jobbers, it is stated, are not anxious to put their stocks into storage. Brokers have closed up their business on peels for next season, and from the prices paid by jobbers, it is estimated that the retailer will be paying 50 per cent. more this year than he did last. There will be both English and American peels on the market, supplies being about half-and-half.

Dried Fruits—	
Evaporated apples, choice, 50's	0 08 1/2
Evaporated apples, choice, 25's	0 08 1/2
Pears, choice, 25's	3 12 1/2
Apricots, choice, 25's	0 13 1/2
Apricots, choice, 10's	0 14 1/2
Peaches—	
Choice, 25-lb. boxes	0 07
Choice, 10-lb. boxes	0 08
Currants—	
Filiatras, fresh cleaned	0 13
1 lb. package Amalias	0 13
2 lb. package	0 26
Dates—	
Hallowee, loose, per lb.	0 09
Hallowee, 12-oz. pkgs.	0 08 1/2
Raisins, California—	
16 oz. fancy, seeded	0 10 1/2
16 oz. choice, seeded	0 09 1/2
12 oz. fancy, seeded	0 08 1/2
12 oz. choice, seeded	0 07 1/2
Raisins, Muscatels—	
3 crown, loose, 25's	0 08 1/2
3 crown, loose, 50's	0 08 1/2
Raisins, Sultanas—	
California, 50's, fancy bleached	0 16 1/2
California, 25's, fancy bleached	0 17
16-oz. pkgs.	0 17 1/2
Raisins, Cal. Valencias—	
25-lb. boxes	0 09
50-lb. boxes	0 09 1/2
Prunes—	
90 to 100, 25s	0 07 1/2
80 to 90, 25s	0 07 1/2
70 to 80, 25s	0 08 1/2
60 to 70, 25s	0 09
50 to 60, 25s	0 09 1/2
40 to 50, 25s	0 10 1/2
Peels—	
Orange, lb.	0 18 1/2
Lemon, lb.	0 18
Citron, lb.	0 21 1/2

**DRIED VEGETABLES.**—There appears to have been a considerable firming up on the bean market. The heavy demand for military camps has had con-

siderable to do with this. Ontario beans are being supplied to the soldiers; they are alright for this purpose, as the quality is good, and it is only their appearance which makes it difficult to sell them in the store. Difficulty is experienced by jobbers securing Japanese beans, and practically all available now are in jobbers' hands. Supplies are now coming in from Michigan and Ontario.

**RICE.**—The market on the Pacific coast is still high, and jobbers whose contracts are expiring, will have to pay considerably higher prices when they make new contracts. Tapioca and sago, while they are still firm, have undergone no change during the past two weeks.

Rice and Tapioca—	
No. 1 Japan, per lb., 100-lb. bags	0 05 1/2
No. 2 Japan, per lb., 100-lb. bags	0 04 1/2
Siam, per lb., 100-lb. bags	0 04 1/2
Panna, per lb., 100-lb. bag	0 06 1/2
Carolina, per lb., 100-lb. sacks	0 07
Sago, pearl, sacks, per lb.	0 07
Tapioca, pearl	0 08

**COFFEE.**—The primary market is stronger again, and local firms are finding difficulty getting supplies forwarded from New York. One firm has had a shipment there for three weeks. Santos and Rio are especially high on account of freight difficulty.

Coffee—	
Green, choice, No. 7 Rio	0 14
Green, choice, No. 5 Rio	0 15 1/2
Green Santos	0 18 1/2
Roasted Rio, in bulk, bbls.	0 18
Roasted Santos	0 23
Whole, black	0 23
Maracaibo	0 21 1/2
Chiocory, lb., by bbl.	0 09 1/2
Chiocory, lb., 14-lb. tins	0 12 1/2

**SPICES.**—The market remains high, although there is little change in quotations. Jobbers are doing very little buying. Cream of tartar has advanced again, and local quotations now are 5-lb. tins 58c, pails 56c, for 90 per cent. pure.

Allspice, ground	0 11 1/2
Cassia, ground	0 23
Cream of tartar, 98% guaranteed	0 56
Cloves, whole	0 28
Cloves, ground	0 28
Ginger, Jamaica, ground	0 22 1/2
Nutmegs, ground	0 25
Pepper—	
Ground, black, 10-lb. boxes	0 27
Ground white, 10-lb. boxes	0 31
Whole, white	0 31 1/2

**TEA.**—Other advances are reported in package teas this week. Quotations on Red Rose in the West are up. A Winnipeg firm, announcing an advance in their package teas, write the trade as follows: "Owing to high freight and insurance rates and a shortage of tonnage, the situation is getting stronger every day, making it impossible to predict how high Ceylon or Indian teas may go. Possibly more than anything else, the uneasiness in freight is the primary reason for such a firm market in teas as exists at present. In order to maintain the high standard of quality contained in our package tea, we have been obliged to make a slight advance in the cost."

**CANNED GOODS.**—It is understood here that an attempt is being made to standardize fruits the same as vegetables. The feeling among the trade is that this will be a difficult thing to adjust, there having been so many grades on the mar-

ket in the past few years. There is no doubt about it that all canned goods will be higher, despite the fact that fruit crops for 1916 show every indication of being excellent. High prices will be brought about by cost of sugar. Jobbers state that it is almost impossible to buy canned strawberries in the East. Plums are also said to be advancing. The wholesale trade are pretty well stocked with canned vegetables, and are only buying a few odds and ends. It is pretty certain, however, that there will be higher prices in the fall.

**BRITISH COLUMBIA MARKET**

By Wire.

Vancouver, May 24.—Sugar (standard granulated) is now \$8.90 per hundred. Butter expected to drop. Evaporated milk expected to rise. Shortage in fresh vegetables is evident.

Produce and Provisions—	
Butter, creamery, per lb.	0 37
Butter, New Zealand, lb.	0 40
Cheese, per lb., large, 21c; twins	0 21 1/2
Cheese, Stilton, lb.	0 23
Eggs, local, fresh	0 29
Grapefruit, Florida, case	7 00
Lard, 3's, per case	8 55
Lard, 5's, per case	8 45
Lard, 20's, case	8 40
Hams, mild	10 90
Hams, picnic	0 22
Bacon, light	0 14 1/2
Bacon, light	0 24 1/2

General—	
Almonds, shelled, lb.	0 42 1/2
Beans, Lyton, per lb.	0 06 1/2
Cream of tartar, lb.	0 55
Beans, Lyton	0 06 1/2
Figs, 12-10 oz. pkgs., per box	0 90
Figs, 50-60 oz. pkgs., per pkg.	2 25
Cocconut, lb.	0 18 1/2
Cornmeal, ball	3 60
Flour, best patents, per bbl.	7 70
Grapefruit, Florida, case	6 00
Strawberries, small crate	5 25
Honey, Idaho, 24 lbs., large	4 50
Lemons, box	4 75
Artichokes, Globe	1 00
Asparagus	0 10
Beets, sack	1 00
Cucumbers, doz.	2 50
Celery, doz.	1 50
Cranberries, lb.	0 13
Egg plant, lb.	0 30
Horse radish, lb.	0 20
Leaf lettuce, crate	1 50
Mushrooms, lb.	0 75
Potatoes, Ashcroft's, per ton	33 00
Potatoes, local, ton	20 00
Rolled oats, ball of 80 lbs.	2 80
Onions, Oregon, cwt.	1 50
Oranges, new, navel, box	3 40
Rice, 50's, sack	1 90
Sugar, standard gran., per cwt.	8 90
Sugar, 20-lb. sacks	8 70
Sugar, 5-lb. cartons	8 40
Sugar, yellow, per cwt.	8 30
Walnuts, shelled, lb.	0 16
Walnuts, Manchurian, lb.	0 14
Jams, glass jars, doz.	2 25
Jams, 4-lb. tins, doz.	7 50

Fish—	
Kippers, fresh smoked, lb.	0 07
Cod, Acadia	3 50

Canned Goods—	
Apples, gals., 6-case	1 62
Beans, 2's	2 10
Corn, standard, per 2 doz. case	2 15
Peas, standard, per 2 doz. case	2 10
Plums, Lombard, 2's, case	1 90
Peaches, 2 1/2's, case	4 00
Strawberries and raspberries, 2's, case	4 50
Tomatoes, standard, per doz., case	2 30

Salmon—	
Sockeye, 1's, 4 doz. case	9 00
Sockeye, 1/2's, 8 doz. case	10 75
Pinks, 1's, 4 doz. case	4 00

Dried Fruits—	
Apricots, per lb., 11c; Apples, lb.	0 12
Prunes, 70-80, 25's, lb.	0 08
Currants, per lb.	0 12
Raisins, seeded, lb.	0 09 1/2
Peaches, per lb.	0 06 1/2
White figs, per lb.	0 07 1/2

**ALBERTA MARKETS (EDMONTON)**

By Wire.

Edmonton, May 24.—Edmonton market is quiet, with no change. Staple and canned goods are moving freely; jobbers' stocks being replenished. New



goods arriving with opening of lakes navigation. Eggs, \$7.50 a case. Two dollars higher than corresponding period in 1915. Compound lard declined 15c a case.

<b>General—</b>	
Beans, small white Japan, lb.	0 68
Flour, No. 1 patent, 98's	3 40
Molasses, extra fancy, gal.	0 77
Rolled oats, ball	3 00
Rolled oats, 80s	2 60
Rice, Siam, cwt.	3 90
Potatoes, local, per bush.	0 56
Sago and tapioca, lb.	0 10
Sugar, pure cane, granulated, cwt.	9 30
Shelled walnuts, finest halves, lb.	0 38
Shelled walnuts, broken, lb.	0 28
<b>Produce and Provisions—</b>	
Cheese, No. 1, Ontario, large, per lb.	0 19
Butter, creamery, lb.	0 35
Butter, No. 1, dairy, lb.	0 25
Lard, pure, 5s, per case	10 30
Bacon, smoked backs, per lb.	0 23 1/2
Bacon, smoked bellies, per lb.	0 24
Lard, pure, 3s, per case	10 35
Eggs, new laid, per doz.	0 22
Eggs, case	7 50
<b>Canned Goods—</b>	
Tomatoes, 3s, standard, case	3 10
Tomatoes, gals, case	2 25
Corn, 2s, standard, case	2 35
Peas, 2s, standard, case	2 45
Apples, gals., Ontario, case	1 95
Strawberries, 2s, Ontario, case	4 90
Raspberries, 2s, Ontario, case	4 60
Salmon, finest sockeye, talls, 48x1s, cs.	9 65
Salmon, pink, talls, 48x1s, per case.	4 25
Lobster, 1/2s, per doz.	3 00
<b>Dried Fruits—</b>	
Currants, lb.	0 13 1/2
Evaporated apples, 50s, per lb.	0 12
Peaches, choice, 25s, per lb.	0 07 1/2
Apricots, choice, 25s, per lb.	0 15
Pears, choice, 25s, per lb.	0 14
Fruits, 90-100	0 07 1/2
Sultana raisins, Cal., extra fancy	0 15
Valencia raisins, Cal., lb.	0 10
<b>Fruits and Vegetables—</b>	
Apples, No. 1, box	2 00
Apples, cooling, box	1 75
Bananas, lb.	0 05
Grapefruit, Florida, case	4 75
Oranges, navels, case	3 75
Onions, B.C., ton	25 00
Lemons, case	4 50
Strawberries, 20 baskets, Cal.	3 50
Strawberries, Louisiana	3 35
Rhubarb, 40 lbs.	1 50

**ALBERTA MARKETS (CALGARY)**

By Wire.

Calgary, May 24.—Car of new California vegetables arrived to-day. Beets and carrots, peas and beans included. Manchurian shelled walnuts offering around 26c. New-laid eggs \$7.50. No. 1 creamery butter dropped 5c. Top figures in pork products has probably now been reached. Kraft paper now quoted at 10c. Ten per cent. advance on paper bags expected. Liquid blings are now listed at slightly advanced prices.

<b>General—</b>	
Beans, small white Japan, lb.	0 38
Flour, No. 1 patent, 98's	3 40
Molasses, extra fancy, gal.	0 75
Rolled oats, ball	3 05
Rolled oats, 80s	3 05
Rice, Siam, cwt.	4 50
Potatoes, local, per bush.	0 60
Sago and tapioca, lb.	0 08
Sugar, pure cane, granulated, cwt.	9 25
Shelled walnuts, finest halves, lb.	0 48
Shelled walnuts, broken, lb.	0 30
<b>Produce and Provisions—</b>	
Cheese, No. 1, Ontario, large, per lb.	0 19
Butter, creamery, lb.	0 30
Butter, No. 1, dairy, lb.	0 25
Lard, pure, 5s, per case	10 30
Bacon, smoked backs, per lb.	0 23 1/2
Bacon, smoked bellies, per lb.	0 26
Lard, pure, 3s, per case	10 50
Eggs, new laid	7 50
<b>Canned Goods—</b>	
Tomatoes, 3s, standard, case	3 00
Corn, 2s, standard, case	2 35
Peas, 2s, standard, case	2 45
Tomatoes, gals., case	2 25
Apples, gals., Ontario, case	1 75
Strawberries, 2s, Ontario, case	4 90
Raspberries, 2s, Ontario, case	4 50
Salmon, finest sockeye, talls, 48x1s, cs.	10 00
Salmon, pink, talls, 48x1s, per case.	4 50
Lobster, 1/2s, per doz.	3 00
<b>Dried Fruits—</b>	
Currants, lb.	0 13
Evaporated apples, 50s, per lb.	0 11 1/2
Peaches, choice, 25s, per lb.	0 07 1/2
Apricots, choice, 25s, per lb.	0 15
Pears, choice, 25s, per lb.	0 14
Fruits, 90-100	0 07
Sultana raisins, Cal., extra fancy	0 15
Valencia raisins, Cal., lb.	0 10

Manchurian shelled walnuts	0 26
<b>Fruits and Vegetables—</b>	
Apples, No. 1, box	2 00
Apples, cooking, box	1 75
Beets, case	4 50
Carrots, case	4 50
New peas, lb.	0 13
New beans, lb.	0 16
Bananas, lb.	0 05
Grapefruit, Florida, case	4 75
Oranges, navels, case	3 75
Onions, B.C., ton	25 00
Lemons, case	4 50
Strawberries, 20 baskets, Cal.	3 25
Strawberries, Arkansas, qts.	5 00
Rhubarb, 40 lbs.	1 50

**SASKACHEWAN MARKET**

By Wire

Regina, May 24.—Seeding is well advanced, and weather is favorable. Trade conditions are good. Eggs are 25c. Currants, bulk, 14c. Cheese higher at 22 3/4c, and 22 1/2c. Rolled oats, 80's, \$2.80; 40's \$1.50. New list out on sugar makes Regina price \$9.14.

<b>Produce and Provisions—</b>	
Butter, creamery, per lb.	0 33
Butter, dairy, No. 1	0 26
Cheese, per lb.	0 22 1/2
Eggs, new laid	0 25
Lard, 3's, per case	10 30
Lard, 5's, per case	10 45
Lard, 10's, per case	10 35
Lard, 20's, per case	13 60
<b>General—</b>	
Beans, Ontario white, per bush.	4 50
Coffee, whole roasted, Rio	0 17 1/2
Cream of tartar, lb.	0 50
Cocunut, lb.	0 23
Cornmeal, ball	2 80
Flour, 98's	3 35
Rolled oats, 40s	1 50
Rolled oats, 80's	2 80
Rice, per cwt.	4 35
Onions, B.C., 100 lbs.	3 00
Sugar, standard gran., per cwt.	9 14
Sugar, yellow, per cwt.	8 29
Tapioca and sago, lb.	0 10 1/2
Walnuts, shelled, 47-49c; almonds	0 45
<b>Canned Goods—</b>	
Apples, gals., case	1 80
Beans	2 25
Corn, standard, per 2 dozen	2 23
Peas, standard, per 2 dozen	2 40
Plums, Lombard	2 10
Peaches	3 10
Raspberries, 34.3; Strawberries	4 73
Tomatoes, standard, per case	2 60
<b>Salmon—</b>	
Sockeye, 1's, 4 dozen case	9 55
Sockeye, 1/2's	12 35
Cohoos, 1's	6 00
Humpbacks, 1's	4 60
<b>Fruits and Vegetables—</b>	
Apples, Washington, bbl.	1 75
Celery	0 06 1/2
Grapefruit, case	4 00
Lemons	4 50
Navels	4 75
Oranges	4 50
Pineapples, Porto Rico, case	5 50
Potatoes, bushel, B.C. and Alberta.	0 90
Rhubarb	2 00
Tomatoes, Florida, 6-basket crate	4 75
Strawberries, crate	5 00
<b>Dried Fruits—</b>	
Apricots, per lb.	0 19
Citron peel, lb.	0 14
Lemon peel, lb.	0 17
Orange peel, lb.	0 17 1/2

**NEW BRUNSWICK MARKET**

By Wire

St. John, May 24.—Approach of time for new crop seed potato. Operators disappointed in hope of four dollar potatoes are beginning to unload with consequent downward tendency now quoting \$3.00. Sugar market uncertain. Talk of Atlantic sugar reducing somewhat, but no changes so far. Florida oranges are off the market. Pure lard is up 18 to 20c. Cheese is firmer at 20 to 20 1/2c.

<b>Produce and Provisions—</b>	
Bacon, breakfast, per lb.	0 22
Bacon, roll, per lb.	0 17
Reef, corned, 1's	2 90
Pork, American clear, per bbl.	31 00
Butter, dairy, per lb.	0 27
Butter, creamery, per lb.	0 32
Eggs, new laid, per doz.	0 22
Lard, pure, lb.	0 14
Lard, pure, lb.	0 18

Cheese	0 30	0 20 1/2
<b>Flour and Cereals—</b>		
Cornmeal, gran.	6 35	
Cornmeal, ordinary	1 90	
Flour, Manitoba, per bbl.	7 55	
Flour, Ontario	7 05	
Flour, buckwheat, western, 98-lb. bag	2 50	
Rolled oats, per bbl.	6 25	
<b>Fresh Fruits and Vegetables—</b>		
Apples, bbl.	4 00	6 00
Lemons, Messina, box	3 50	4 00
Lemons, Cal., box	5 00	6 00
Oranges, Cal., case	4 00	4 60
Potatoes, bbls.	3 50	3 50
<b>Sugar—</b>		
Standard granulated	8 25	8 30
United Empire	8 15	8 20
Bright yellow	8 05	8 10
No. 1 yellow	7 95	7 90
Paris lumps	7 25	7 30
Beans, white, per bush.	4 00	4 50
Canned pork and beans, per case	3 00	3 40
Molasses, Barbadoes, gal.	0 60	0 65
Cream of tartar, per lb., bulk	0 51	0 53
Currants	0 12 1/2	0 13 1/2
Pork and beans, case	3 20	3 40
Rice, per cwt.	5 75	6 00

**INSURANCE DEPARTMENT MAKING PROGRESS**

(Continued from page 29.)

J. L. S. Hutchinson, president of the Retail Merchants' Mutual Fire Insurance Company in presenting the report of the company, pointed out that with the co-operation of all members of the association much greater success could be achieved in the future than had been in the past. If every merchant took out \$1,000 of insurance in the company the total could be increased to \$2,000,000 and a reduction in rates would soon be made possible. He cited the Lumberman's Fire Insurance Company as an example of what can be done in this direction. Mr. Hutchinson stated that the insurance department had its inception at the convention at Saskatoon one year ago. Business started with the completion of the organization on September 1, 1915.

On Dec. 31, the amount of insurance in force amounted to over \$131,130, and the losses up to that time amounted to less than \$300. Before the end of Dec. 1915, 120 policies had been issued. During the present year over 200 policies have been issued, making the number over 200 in all. The total insurance in force at the opening of the convention was about \$225,000.

Mr. Hutchinson asked for the support of the members and told how other associations were making a success of this form of insurance.

The members expressed by a unanimous vote their confidence in the insurance department and a number expressed their intention of applying for insurance when the first opportunity presented itself. Risks are limited to \$1,000 in towns and \$2,000 in cities.

Members of the association were urged to send in their insurance policies from other companies, and have them examined free of charge by the association's insurance expert. Several members told how they had sent in their policies to be checked over and a number of errors had been found. The importance of having properly worded policies was emphasized by several at the meeting.





# FRUIT AND VEGETABLES



## Naveles Easier: Lemons and Tomatoes Up

Bad Roads Owing to Rain Still Hold Back Deliveries—Radishes Firmer and Higher—Florida Celery Up—Cuban Grapefruit Much in Demand.

### MONTREAL

FRUIT.—Market is unchanged and quiet and held back by unfavorable weather conditions. Apples are very slow, and poor quality offered in most cases. Bananas and strawberries are in very good demand, with supplies of latter coming forward freely. A shipment of peaches and apricots are expected this week, but prices are not yet announced. Grapefruit is in fair demand at \$3.50 to \$4, and naveles likewise at \$4.

Apples—		
Spies	7 00	
Ben Davis, No. 1	4 50	
Ben Davis, No. 2	3 75	
Baldwins	4 00	4 25
Bananas, bunches	2 00	2 25
Cranberries, Cape Cod, bbl.	12 00	12 60
Grapefruit, 46-54-64-80-96	3 50	4 00
Lemons—		
California	2 75	
Verdellis	2 75	
Messina, 300 size, box	2 50	3 00
Oranges—		
Naveles	4 00	
Jamaica, 196-200-216	2 50	
Porto Rico, 126-150-250-288	2 50	
Pineapples, 18-24 and 30-36	2 75	3 25
Strawberries, Carolina, box	0 18	0 22
Strawberries, Louisiana	0 10	0 13
Limes, per box	1 80	

VEGETABLES.—Volume of sales recorded shows improvement over last week, although unfavorable weather continues to restrict sales as well as quality and quantity of vegetables. A car of beans has been received by freight making a consequent difference in cost as compared with express charges, so that a material decline has occurred, and New York wax and green beans are offered at \$3.50 per basket. Old cabbages are about exhausted, and have advanced to \$3 per bag, and new cabbage has firmed up in proportion, and is now \$4.50 to \$5.50 per bag, and is offered in two varieties of crates. Green top celery is on market at \$2.75 to \$3 a hamper, and wash celery at \$1.25 a dozen. Rhubarb is very plentiful at from 40c to 50c per doz. New potatoes continue to arrive more freely and steadily decline, and are now \$9 per barrel; but old potatoes maintain their firmness in view of small supplies available.

Artichokes, bag	1 50
Beets, bag	1 50
Beets, new, per doz. bchs.	1 25
Beans, wax, N.Y., per basket	3 50
Beans, green, N.Y., per basket	3 00
Cabbage, Montreal, per bbl.	3 00
Cabbage, red, doz.	4 50
Cabbage, new	0 50
Carrots, bag	0 75
Carrots, new, per doz. bchs.	0 75
Cauliflower, crate, single, doz. bchs.	3 50
Cauliflower, 18 to hamper	1 00
Celery, Florida	2 75
Celery, green top	2 75
Celery, Wash., per doz.	1 25

Cucumbers, fancy, Boston, doz.	1 50	1 75
Cucumbers, per basket	5 00	
Egg plant, N.Y., doz.	1 75	
Endive Can., per lb.	0 25	
Garlic	0 30	
Horse radish, per lb.	0 15	
Leeks, bunch	0 10	
Head lettuce, Boston, box	3 00	
Head lettuce, Montreal, per 2 doz. box	3 00	
Curly lettuce, box, 4 doz.	3 00	
Mint, doz.	0 60	
Mushrooms, 4-lb. basket	2 00	2 50
Oyster plant, doz.	0 50	
Onions—		
Montreal, 100 lbs., bag	4 50	
Spanish, crate	6 50	
Silver, per 50 lb. crate	3 00	
Red, per 100 lb. sack	4 50	
Texas Bermuda, per crate	2 25	
Parsnip, bag	1 00	
Parsley, Bermuda	0 75	
Parsley, Montreal, per doz.	0 40	
Peas, per 25-lb. hamper	3 50	
Potatoes—		
New, per bbl.	9 00	
Montreal, Red, 80 lbs., bag	1 75	
New Brunswick, 80 lbs., bag	2 00	
Green Mt.	2 00	
Sweet, hamper	1 75	
Radishes, per doz.	0 40	
Rhubarb, per doz.	0 50	
Spinach, New York, bbl.	3 00	
Shalots, Mtl., per doz. bchs.	0 40	
Turnips, bag	1 00	
Turnips, bag, Quebec	1 25	
Tomatoes, hothouse, lb.	0 25	0 30
Tomatoes, Florida, 6 basket crate	4 25	5 00
Watercress, Boston, hothouse, doz.	0 75	
Watercress, Canadian, doz.	0 30	

### TORONTO

FRUIT.—Apples continue to get scarcer as the spring advances, and are very firm. Ben Davis are particularly in demand. Cuban grapefruit is higher by 50c a case; stocks are meagre and little coming forward. Hotel demand, by the way, has been particularly large. Florida stuff is up to \$4.50. Navel oranges have dropped again. They are fluctuating much. They are now down to \$2.75 and \$3.25. Mediterranean sweets are over altogether. Valencias are now highest price of all. New Messina lemons are firmer and higher at \$3. Strawberries continue to be all sorts of prices. It depends, from day to day, the stocks there are on hands, what prices reign. Market is busy these days, receiving as well as selling goods. Supplies of new stuff arrive daily. General demand is seasonably good.

Apples, No. 2, bbl.	3 50	3 75
Apples, No. 3, bbl.	2 50	3 00
Apples, snow, bbl.	3 00	6 00
Apples, Spies, bbl.	4 00	6 00
Apples, Ben Davis, bbl.	3 00	3 50
Apples, 11-qt. basket	0 25	0 35
Apples, R.C., box	2 00	2 75
Cherries, Cal., box	3 25	3 50
Dates, lb. box	0 10	
Grapefruit—		
Cuban, case	4 00	4 25
Florida, case	4 00	
Oranges—		
Naveles	2 75	3 25
Late Valencia, case	3 75	
Lemons, new, California, box	3 00	
Lemons, new, Messina, box	3 00	
Limes, per 100	1 00	
Pineapples, Porto Rico	3 00	3 50
Strawberries, North Carolina	0 14	0 16

VEGETABLES.—Cold weather, which has done so much to hold back market, shows signs of easing off and giving place to warmer. Great trouble is rain, however, for roads are in a bad state, and hamper deliveries appreciably. Crops of various vegetables are affected too. Radishes, last week a drug on the market, have firmed up, and deliveries are not so heavy.

Asparagus, dozen	1 50	2 00
Cabbage, new, bbl.	5 00	5 50
Beets, Canadian, bag	0 60	0 65
Carrots, new hamper	1 10	1 15
Cauliflower, case	1 25	1 35
Celery, Florida, case	2 50	2 75
Cucumbers—		
Hothouse, doz.	1 75	2 00
Florida, hamper	4 50	5 00
Onions—		
Texas, Bermuda, crate	2 00	2 50
Green, doz., bunches	0 10	0 20
Lettuce, leaf, doz.	0 25	0 35
Lettuce head, hamper	3 75	4 00
Mushrooms, imported, 6 qt.	2 00	2 25
Parsnips, bag	0 80	0 90
Parsley, doz.	1 00	1 00
Peppers, green, basket	0 60	0 65
Potatoes—		
N.B. Delaware, bag	1 85	1 90
Ontario, bag	1 70	1 75
Radishes, doz.	0 20	0 25
Rhubarb, doz.	0 50	0 55
Spinach, hamper	1 00	1 15
Tomatoes, crate	5 00	5 50
Tomatoes, hothouse	0 15	0 20
Turnips, bag	0 50	0 60

### WINNIPEG

FRUIT AND VEGETABLES.—On account of there being an overplus of strawberries on market last week, sales were made at \$3.50 per crate of 24 qts. It was expected the price would be \$4 again this week. There are not many cherries arriving on market, and what are coming in are selling at \$3.25 per case. The market on tomatoes is higher, Florida selling for \$5.50. The reason for dearer tomatoes is that it is getting near the close of the Florida season, and Mississippi is not yet shipping.

Fresh Fruits—		
Cherries, case 9 lbs.	3 50	
Grapefruit, case	4 00	
Strawberries, Florida, case 24 qts.	3 50	4 00
Ontario apples, bbls.	5 00	7 00
Washington box apples	2 25	
Navel oranges, case	3 50	4 75
California lemons	4 50	5 00
Bananas, bunches	2 50	3 50
Rhubarb, case	1 25	
Vegetables—		
Asparagus, case	6 00	
Cabbage, new, lb.	0 05	
Peppers, per basket	0 75	
Mushrooms	0 80	
Carrots, per lb.	0 02 1/2	
R.C. potatoes	1 10	
Alberta potatoes	1 00	
Sweet potatoes, hamper	2 75	
Garlic, per lb.	0 25	
Turnips, bushel	1 00	
California head lettuce, case	4 00	
California cauliflower, doz.	2 50	
Valencia onions, cases	6 00	
Florida tomatoes, case	5 50	
Head lettuce, doz.	1 25	
Florida celery, case	3 75	
Green peas, lb.	0 20	
Spinach, case	1 30	





# FISH AND OYSTERS



## Lake Fish Coming Better

Whitefish Changing Hands in Good Quantities — Trout Continues a Little Slow — Decline in Flounders Prices—Western Salmon in Good Quantities—High Price of Meat Meaning Good Business for Fish Men.

### MONTREAL

FISH.—Market maintains general character which has ruled since Lent, and volume of business passing is fairly good and prospects for summer continue to be favorable. Fresh fish of all kinds are coming forward more freely, and prices all round show a tendency to easiness in consequence. Lake varieties are chiefly affected. All of staple lines have come down considerably in last two weeks, particularly halibut. Present prices are well maintained and firmness rules undertone of market, as general feeling is that bottom has been reached, as reports are that production has been so restricted by the two months' old strike amongst the fishermen that unless settlement is reached soon, higher prices may be expected to prevail. Eastern salmon is coming forward in larger quantities and at slightly lower prices. Arrivals of brooke trout are less than normal on account of unfavorable weather. Boiled and live lobsters have shown slight advances, but market is still overloaded with stocks at present, and all prices are nominal. Trade in bulk and shell oysters, pickled, smoked and cured fish is very quiet, with no feature of importance to note.

### TORONTO

FISH AND OYSTERS.—Market is singularly bare of changes so far as price goes. Fresh fish has one or two only. Flounders are now coming down, as better stocks are on hand, and 9c is level, with 12c paid for best. Most of these come from New York. A little Western salmon is coming, though deliveries are slow. Demand is excellent, and such stocks as are on hand are eagerly snapped up. We quote 25-30c. Lake fish are now coming in in larger quantities. Trout is still slow. Whitefish and Lake Erie whitefish, in particular, are in good demand, and supplies are very satisfactory. There is no price change to record. Halibut and haddock are both in good demand. Deliveries have swung into their stride, and there are lots on hand. General business is

good. Orders are fairly large and frequent. High price of meat continues to be a ruling factor thus-wards.

### SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.09	.09
Haddies, 15-lb. and 30-lb. boxes, lb.	.09	.10 $\frac{1}{2}$
Haddies, filets, per lb.	.11	.10
Herring, Ciscos, baskets	1.25	1.50
St. John blotters, 100 in box	1.20	1.25
St. John blotters, per box of 60	1.00	1.00
Smoked herrings, medium, box	.15	.15
Smoked herrings, medium, box	.16	.15
Smoked boneless herrings, 1-0-lb. box	1.40	1.40
Kipperd herrings, selected, 60 in box	1.25	1.50
Smoked salmon, per lb.	.16	.15-.17
Smoked halibut	.10	.10

### FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—		
Gaspe, large, per lb.	.15	.15
Red, steel heads, per lb.	.12	.13
Red, sockeyes, per lb.	.12	.12
Red Cohoes, dressed, lb.	.11	.11
Red Cohoes, dressed, lb.	.12	.11
Pale qualla, dressed, per lb.	.10	.11
Halibut, white western, large and medium, per lb.	.11	.15
Halibut, eastern, chicken, per lb.	.12	.12
Mackerel, bloater, per lb.	.09-.10	.10
Haddock, medium and large, lb.	.06	.10
Market codfish, per lb.	.06	.08
Steak codfish, per lb.	.07	.10
Canadian soles, per lb.	.06	.08
Blue fish, per lb.	.15-.16	.18
Smelts	.11	.13
Smelts, extras	.15	.20
Herrings, per 100 count	2.50	3.25
Round pike	.07 $\frac{1}{2}$	.07
Grass pike, dressed	.07	.07

### DRIED AND PREPARED FISH.

Dried Haddock	6 00	6 00
Dried codfish, medium and small, 100 lbs.	7 00	7 60
Dried hake, medium and large, 100 lbs.	6 00	6 00
Dried pollock, medium and large, 100 lb.	6 00	5 00
Dressed or skinless codfish, 100-lb. case.	6 50	3 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 10
Boneless codfish, 2-lb. blocks, 20 lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20 lb. boxes	0 10	0 12
Boneless codfish, in 2-lb. and 3-lb. boxes, a box	1 80	1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

### BULK OYSTERS, OLAMS, ETC.

Standard, solid meats, gal.	1 70	1 75
Standard, bulk, gal.	1 50	2 75
Selects, per gal., solid meat	2 00	2 25
Best clams, imp. gallon	2 00	2 00
Best scollops, imp. gallon	2 25	3 50
Best prawns, imp. gallon	2 25	2 25
Best shrimps, imp. gallon	2 00	2 00
Sealed, best, pt. cans, each	0 40	0 40
Sealed, best, select, quart cans, each	0 50	0 75
Rockaways, 100	1 50	1 50
Blue points, small	1 00	1 00
Blue points, large	1 60	1 60

### CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

Cape Cod shell oysters, per bbl.	12 00	12 00
Canadian cultivated oysters, bbl.	10 00	10 00
Clams, per bbl.	7 00	8 00
Malpeques, ordinary, bbl.	9 00	9 00
Live lobsters, medium and large, bbl.	0 23	0 40
Little necks, per 100	1 25	1 50

### FRESH SEA FISH

	Montreal	Toronto
Halibut	12 -13	13
Haddock, fancy, express, lb.	06 -06 $\frac{1}{2}$	7
Mackerel, medium, each	22	22
Steak, cod, fancy, express, lb.	8	8
Herrings, each	6	9
Flounders, New York	9	12
Salmon, Western	22 -23	25 -30

### FRESH LAKE FISH

Carp, lb.	0 08	0 07
Pike, lb.	0 09	0 07

Perch	0 05	0 07
Suckers, lb.	0 06	0 10
Suckers, lb.	0 06	0 08
Whitefish, lb.	0 13	0 15
Lake Erie whitefish	0 27	0 27
Herrings, each	0 02	0 02
Gaspereaux, each	0 02 $\frac{1}{2}$	0 03
Lake trout	0 12	0 14
Eels, lb.	0 10	0 08
Dore	12-13	0 13

### FROZE LAKE AND RIVER

Whitefish, large, per lb.	.09-.09 $\frac{1}{2}$	.09-.10
Whitefish, small tailbones	.07-.07 $\frac{1}{2}$	.06
Lake trout, large and medium, lb.	.10	.10
Dore, dress or round, lb.	.08 $\frac{1}{2}$ -.09	.08-.13
Pike, dressed and headless, lb.	.07-.07 $\frac{1}{2}$	.07
Pike, round, per lb.	.06 $\frac{1}{2}$ -.07	.06-.07

### WINNIPEG

FISH AND POULTRY.—The fish business is in a flourishing condition in Winnipeg, with exceptionally good demand. Supplies from the Coast are good, but very little fresh lake fish arriving as yet. Prices of fresh fish will be coming down shortly; in fact, halibut is now quoted at 11c, fresh salmon 16c. Several lines of frozen fish are now off the market. Oysters are also missing. Live and frozen poultry is still difficult to secure, but there is some fowl coming in at 17-18c. Many other lines of poultry are practically unobtainable.

Fish—		
Frozen salmon	0 11	0 11
Fresh salmon	0 16	0 16
Fresh halibut	0 11	0 11
Steak cod, per lb.	0 08	0 08
Lake Winnipeg whitefish	0 09	0 09
Fresh Annan haddie	0 11	0 12
Kippers, per box	2 00	2 00
Fresh lake trout, per lb.	0 12	0 12
Blotters, per box	2 00	2 00
Salt mackerel, 20-lb. kit	3 00	3 00
Smoked gold-eyes, doz.	0 50	0 50

Poultry, Live—		
Fowl	6 17	0 18
Roosters	0 11	0 11 $\frac{1}{2}$
Chickens	0 15	0 15
Turkeys	0 19	0 19
Ducks	0 13	0 13
Dracklings	0 14	0 14
Geese	0 12	0 12
Poultry, Dressed—		
Ducks, No. 1	0 24	0 24
Fowl, No. 1	0 24	0 24
Turkeys, No. 1	0 33	0 33
Geese, No. 1	0 26	0 26

### MAY HOLD TWO FISH DAYS

The Canadian Fisheries Association will hold a meeting at Montreal on May 29th for the purpose of discussing the matter of holding two fish days a year instead of one, as well as some other matters that have been in abeyance for some time.





# FLOUR AND CEREALS



## Rolled Oats Strong: Also Oat Market

Advance in Ontario Oats—Flour Market Retains Firm Undertone Though Demand is Easing Off—Winter Wheat Flour a Shade Lower—Split Peas in Request—Wheat Down Five Cents From Last Week.

### MONTREAL

**FLOUR.**—Prices of market remain unchanged with a less active business passing than occurred immediately following recent advance. Wheat market is trifle easier and condition is reflected in demand for flour with undertone of market firm and prices well maintained; 160,000 bags of flour are reported on hand in city. Following general weakness in winter wheat this line shows evidence of return to nominal position following recent advance in wheat. Stocks are plentiful and held at advanced prices but demand is negligible and prices for actual sales nominal.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	6 80
Second patents	6 30
Strong bakers	6 10
Winter Wheat Flour—	lots Small
Fancy patents	5 85 6 10
90 per cent. in wood	5 60 5 80
90 per cent. in bags	2 70 2 75

**CEREALS.**—Market for rolled oats unsettled and irregular with usual light spring demand with firmness fairly well maintained following recent advances. Export business continues to be good and recent reports indicate 3 million bushels of oats on hand here. Volume of sales in all other lines continue nominal with irregular prices ruling in some cases.

Cornmeal—	Per 95-lb. sack
Gold dust	2 50
Rolled Oats—	90's in jute.
Small lots	2 10
25 bags or more	2 60
Packages, case	3 90 4 00
Oatmeal—fine, standard and granulated, over rolled oats in 90's, in jute.	10 per cent.
Rolled Wheat—	100-lb. bbls.
Hominy, per 95-lb. sack	4 00
Hominy, per 95-lb. sack	2 75
Corn flour, bag	2 50
Rye flour, bag	2 65 2 80
Barley, pot	3 00
Barley, pearl, lb.	0 14 1/2

**FEEDS.**—Prices remain unchanged but an active condition of market prevails as cool weather continues to stimulate demand based on high prices of dairy products. Shorts are in chief demand and good. American enquiries are developing in bran, but millers are unable to meet same owing to requirements of domestic field.

Mill Feeds—	Per ton
Bran	24 00
Shorts	25 00
Middlings	25 00
Wheat moulee	34 00
Feed flour, bag	35 00
Mixed chop, ton	32 00

Crushed oats, ton	34 00
Oats, chop, ton	34 00
Barley, chop, ton	32 00
Feed oats, Manitoba, bush.	0 57
Feed wheat, bag	1 90

### TORONTO

**FLOUR.**—The market holds up fairly well, though there is not the activity this week which was noticeable last. Domestic demand, which had chance to fill its requirements on the appearing last week of signs of higher prices, is evidently satisfied for the present. Export business is good, however, and orders materialize with fair frequency. Wheat market has shown distinct signs of easing during the last few days, and No. 1 Northern, track bay ports, has dropped a nickel to \$1.23. The only event so far as price changes are concerned is a drop in the price of Ontario wheat flour, which we quote \$4.40. There is an easier feeling with regard to it, and demand is only fair to middling.

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

**CEREALS.**—Cereals are coming in for a seasonable share of business only. Oats are strong, with an upward tendency, and rolled oats are firm at \$2.65. Raw oats market is strong, and there is a disproportion in rolled and raw oats levels. Split peas are firm at prices quoted. Several cars have changed hands this week already.

Barley, pearl, 95 lbs.	4 20	4 40
Buckwheat grits, 95 lbs.	4 60	4 80
Corn flour, 95 lbs.	2 55	2 75
Cornmeal, yellow, 95 lbs.	2 60	2 75
Graham flour, 95 lbs.	2 75	2 90
Hominy, granulated, 95 lbs.	3 00	3 10
Hominy, pearl, 95 lbs.	3 00	3 10
Oatmeal, standard, 95 lbs.	2 75	2 76
Oatmeal, granulated, 95 lbs.	2 76	2 76
Peas, Canadian, boiling, bush.	3 60	3 60
Peas, split, 95 lbs.	4 85	4 85
Rolled oats, 95-lb. bags	2 65	2 65
Rolled wheat, 100-lb. bags	3 25	3 25
Rye flour, 95 lbs.	2 80	2 80
Whole wheat flour, 95 lbs.	3 00	3 00
Wheatlets, 95 lbs.	3 30	3 30

**FEEDS.**—Business in all feeds is easing up now. Spring appears to be definitely here, and grass is being used by farmers rather than bought feed. Middlings are weak. Whole situation has lost this week the fillip provided by last week's flour activity, and there being every reason for quietness—seasonable

and sympathetic—the market is consequently quiet. Only firm spot is Ontario oats, which continue to advance. They are up to 48c, and strong at that. Demand is heavy.

Mill Feeds—	Mixed cars per ton
Bran	24 00
Shorts	25 00
Special, middlings	26 00 27 00
Feed flour, per bag	1 70 1 75
Oats—	
No. 3, Ontario, outside points	0 48 0 49

### WINNIPEG

**FLOUR AND CEREALS.**—The domestic flour market is very quiet, but the export market is picking up, with good prospects for June business. Wheat declined last Thursday, May 18, but nobody seems to be in a position to forecast what wheat is likely to do. Rolled oats remain the same as a week ago; the market is quiet and will likely remain so during the warmer months. Recent advances in rolled oats did not stimulate sales. Package oats remain at \$3.75 per case. Other cereals are unchanged. Feed prices are firm, with a good demand. Prices are likely to remain high until the cattle get on the grass.

Flour—		
Best patents	6 60	
Bakers	6 10	
Clears	5 40	
XXXX	4 40	
Cereals—		
Rolled oats, 80 lbs.	2 25	2 30
Rolled oats, pkg., family size		3 75
Wheat flakes, case		3 75
Oatmeal, standard and gran., 95 lbs.		2 75
Cornmeal, 95 lbs.		2 45
Feeds—		
Bran, ton	20 00	
Shorts, ton	21 00	
Middlings, ton	21 00	
Mixed chop, ton	28 00	

The cub reporter saw a hearse start away from a house at the head of a funeral procession.

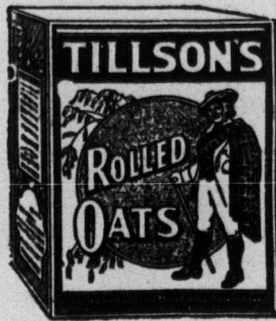
"Who's dead?" he inquired of the corner storekeeper, who was watching from his door.

"Chon Schmidt."

"John Smith!" exclaimed the cub. "You don't mean to say that John Smith is dead?"

"Vell, by golly," said the grocer, "vot you dink dey doing mit him — braetising?"





## ENLIST NOW

with the fast-growing regiment of grocers who value their future business as much as they do their immediate sales — the grocers who sell the famous Canadian porridge cereals—

## TILLSON'S ROLLED OATS

(A FOOD — NOT A FAD)

## Tillson's "Scotch" Health Bran

all of which uphold our highest quality standard and emphasize our motto:

*Quality—then Price.*

**CANADIAN CEREAL & FLOUR MILLS CO., LTD.**  
TORONTO, ONTARIO



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



# Provisions: Fifty Per Cent. of Total

Experience of Retailer Proves That Care and Attention to Produce and Meats Are Worth While—Appropriate Store Equipment Helps Some—The Window is the Forerunner for the Store.

*Special to Canadian Grocer, after interview with A. T. Swift.*

**T**HAT provisions are an important department of the business of a grocer has been proven to the satisfaction of A. T. Swift, 365 Roncesvalles Avenue, Toronto. Mr. Swift's experience has been, broadly, that provisions are about 50 per cent. of his business. This result has been attained by a systematic devotion of time and energy and effort to the building up of provisions in relationship to general turnover in a grocery store. Mr. Swift has a store which is only of average and moderate size. His success with provisions has not been at all due to having a store eminently suitable for the pushing of provisions. That is, to put it in another way, he has not had an unusually large area in which to carry on all branches of the grocery business. Rather he has made good use of the room at his disposal, and by spending money on equipment he has ensured for himself selling circumstances, so far as these are concrete, which will practically make sure of an enlarged turnover.

His store in the west-end of Toronto is first of all a model of cleanliness. This is contributed to by many resources, the chief of which is the clean-looking furniture and equipment.

## An Excellent Fixture

On the right-hand side of the store as one enters there is a long counter about ten feet in length. This stands the usual counter height from the ground, and is covered with a slab of marble, which ensures alike a good ground for cutting meat and also a good method of keeping the provisions cool. The front of the case or counter is divided into three compartments, devoted to the storing of produce and provisions. Each of these is finished in white enamel, thus furthering the impression of coolness and cleanliness as well as actually affecting those desired ends.

Thus, for instance, the butter is kept cool and fresh, and gives that impression as soon as the customer sees it. The windows of the case are open, so that a customer coming in can see the goods and see the produce and provisions, and see just under what conditions they are kept. Naturally the white enamel gives a good impression. A customer naturally coming into the store seeing the good condition of the butter and cooked meats and the reason why these are well kept would buy under such conditions and at such a place, rather than somewhere else

where they may not be at all sure that the stuff is carefully kept.

## Method in Arrangement

There is a certain method in just what order these various compartments are arranged. There is, of course, in any grocery store a more or less certain demand and a more or less constant demand for butter. This, therefore, does not need to be pushed to any extent. The housewife naturally comes to the grocery store for butter, and will continue to come there because she has always done so. Butter, therefore, can be relegated to the third compartment, rather than the one nearest the door, which would naturally catch the customer's eye first. This is devoted to **cooked meats and bacons**. Some times these two are separated, and only cooked meats are kept in the first compartment. In another compartment cheese is kept. This is cased in the usual glass cover, even though it is put away in the enameled refrigerator.

The whole effect of this long counter refrigerator to the customer is one of clean conditions. That is a point to be emphasized.

## U. S. CROP REPORT

The winter wheat crop in the States this year promises to yield 499,280,000 bushels, the Department of Agriculture announces, basing the forecast on the condition of the crop May 1. To-day's forecast compares with 655,045,000 bushels harvested last year, the greatest winter wheat crop ever gathered in this country, and with a forecast of 540,000,000 bushels made last December before the crop entered the winter from which it emerged in rather poor condition, showing a decline of 9.4 per cent. compared with the ten-year average decline of 3.5 per cent.

The area of winter wheat to be harvested is estimated at about 33,020,000 acres. The condition of winter wheat on May 1, was 82.4 per cent. of a normal compared with 92.9 on May 1 last year and 87.5 the ten-year May 1 average. That condition is indicative of a yield of 15.1 bushels an acre, compared with 16.2 bushels harvested last year.

Mr. Swift believes in "carrying on the good work from the store to the window." The window, as he very rightly says, is the index to the store, and the forerunner for the store. The window is the voice crying in the wilderness, preparing the way for the efficient merchant who is to be found within the store. In the case of Mr. Swift, the window is trimmed in ordinary times at least one day in two with provisions. Thus the fact that this department has been made into a special department, and is a special aim and ambition of the proprietor of the store, is perennially kept before the public eye. Other helps, too, are a couple of tables at the forepart of the store, between the counter and the window, for cheese or perhaps something very special in cooked meats; for lines which are feature lines for the day.

The whole effect, therefore, which the customer gets is that while this is a grocery store, and anything in general groceries can be purchased here, provisions have been a special study with the proprietor, and he is, therefore, in a special position to cater to their needs along the lines of provisions.

## Half the Business

"Provisions represent to me at least half of my business," said Mr. Swift to Canadian Grocer. "Even in times like this last month, when the hog market has been so extraordinarily high and all products have been high accordingly, the turnover in provisions to me is, as you see, a very considerable item. It is worth my while to boost provisions by any means in my power. I have found provisions a paying resource; they create an interest in the customer's mind, not only for themselves alone, but also for the general groceries which are sold along with them in the same store. And they certainly represent the most considerable single line in the store by a long way."

## CANADIAN MAPLE SUGAR IN LONDON

Inquiries have been received in Montreal from the office of the Director of Recruiting and Organization for quotations on forty tons of maple sugar and ten tons of maple syrup. The Canadian Maple Products Co., of London, England, also asked for prices and eventually accepted a Montreal bid on a good sized order. Other inquiries have been received in addition to those named.





# PRODUCE AND PROVISIONS



## Cheese Prices Are Up Again

Drop Predicted in Newlaid; Storing Ceases—Spring Broilers Ease Off and Decline—Butter Firm, But Conditions Apparently Do Not Warrant It—No Change in Hog Products

### TORONTO

**PROVISIONS.**—Although all meats, cooked, dry salt and others, remain firm, they are not appreciably higher since last quoting. Hogs remain fundamentally firm, though there are more coming and an easing in demand for the moment. Lard prices remain stationary. There is an easier feeling for pure.

<b>Hams—</b>			
Light, per lb. ....	0 24	0 25	
Medium, per lb. ....	0 23	0 24	
Large, per lb. ....	0 21	0 22	
<b>Backs—</b>			
<b>Bacon—</b>			
Plain .....	0 27	0 28	
Boneless, per lb. ....	0 25	0 26	
Pea meal, per lb. ....	0 28	0 29	
<b>Bacon—</b>			
Breakfast, per lb. ....	0 26	0 29	
Roll, per lb. ....	0 20	0 21	
Shoulders, per lb. ....	0 20	0 21	
Pickled meats—lc less than smoked.			
<b>Dry Salt Meats—</b>			
Long clear bacon, ton lots .....	0 18	0 19	
Long clear bacon, small lots .....	0 18½	0 19½	
Fat backs, lb. ....	0 16	0 17	
<b>Cooked Meats—</b>			
Hams, boiled, per lb. ....	0 33	0 34	
Hams, roast, per lb. ....	0 33	0 34	
Shoulders, boiled, per lb. ....	0 28	0 29	
Shoulders, roast, per lb. ....	0 28	0 29	
<b>Barrelled Pork—</b>			
Heavy mess pork, per bbl. ....	30 00	31 00	
Short cut, per bbl. ....	32 00	33 00	
<b>Lard, Pure—</b>			
Tierces, 400 lbs., per lb. ....	0 17	0 17½	
Tubs, 50 lbs., per lb. ....	0 17½	0 17½	
Pails, 20 lbs., per lb. ....	0 17½	0 18	
Bricks, 1 lb., per lb. ....	0 18½	0 19	
<b>Lard, Compound—</b>			
Tierces, 400 lbs., per lb. ....	0 14	0 14½	
Tubs, 50 lbs., per lb. ....	0 14½	0 14½	
Pails, 20 lbs., per lb. ....	0 14½	0 14½	
Bricks, 1 lb., per lb. ....	0 15½	0 15½	
<b>Hogs—</b>			
Live .....	12 00	12 50	
Dressed, abattoir killed .....	15 50	16 00	

**BUTTER.**—All prices remain unchanged. Creamery and dairy alike are strong in undertone. Situation is firmer in the East. It is reported that some orders passed between Montreal and the Coast, and some people were caught short. This is chiefly responsible for firmness. On the other hand there is a big production and that should tend to keep prices down. A factor which works the other way, perhaps, is the elimination of poor quality creamery. There have been lots of this, and it is said that that was for one reason for recent comparatively low levels. There is much difference of opinion as to market trend. Downwards looks more probable to us.

Creamery prints, lb. ....	0 29	0 31
Creamery, solids .....	0 28	0 29
Dairy prints, choice, lb. ....	0 25	0 27
Dairy prints, lb. ....	0 24	0 25
Bakers .....	0 22	0 24

**CHEESE.**—A full half-cent is extent of advance on cheese this week. Boards are now up to 19¾ and 19½. New large sells now to the trade for 20¼c. The market remains very firm, with export demand making inroads on stocks here. Domestic demand is fairly good, though not as good as last year at this time. It is the overseas situation which is responsible for strength here. Boards in England are very high.

<b>Cheese—</b>		
New, large, per lb. ....	0 20¼	0 20¼
New, twins, per lb. ....	0 20½	0 20½
June and Sept., large, per lb. ....	0 21	0 21
June and Sept., twins, per lb. ....	0 21¼	0 21¼
June and Sept., triplets, per lb. ....	0 21¼	0 22

**EGGS.**—A strong situation exists. Storing has now virtually ceased. Dealers are looking for some change in price. A peculiar situation exists in the market. People appear to be bidding against each other and thus registering an inflated set of values. The condition is described by one produce man as "having gotten out of hand." It is said in some quarters that now storage demand has let up we should see a drop to 20 cents. "Too good to be true," said an authority, "although I think prices will ease off considerably."

<b>Eggs—</b>		
New laid, specials in cartons .....	0 25	0 26
New laid, ex cartons .....	0 24	0 25

**POULTRY.**—Spring broilers continue to come in freely enough and so do old fowl. There is excellent demand for both, both for live and frozen. Live broilers, accurate weight, are down a nickel, and we quote 40 to 45c. Chicken is also in demand, with good stocks on hand and deliveries aplenty.

<b>Poultry—</b>		Live	Dressed
Spring broilers (1¼ lbs. and over) ..	0 40—0 42	0 55—0 65	
Old fowl, lb. ....	0 18—0 20	0 22—0 24	
Chickens .....	0 18—0 20	0 25—0 27	
Milk-fed .....	0 17—0 20	0 25—0 26	

**HONEY.**—No price change or new condition present themselves. Levels are strongly supported and buying is good.

<b>Honey—</b>		
Buckwheat, bbls., per lb. ....	0 07½	0 07½
Buckwheat, tins, per lb. ....	0 07½	0 08½
Clover, 50 lb. tins, per lb. ....	0 13½	0 13½
Clover, 10 lb. tins, per lb. ....	0 14	0 14½
Clover, 5 lb. tins, per lb. ....	0 14	0 14½
Comb, No. 1, doz. ....	2 50	3 00
Comb, No. 2, doz. ....	2 00	2 40

### IMPORTANCE OF SERVICE

What the salesman can render is service. To render this he may as well be prepared to work. Personal likes and dislikes are poor things for anyone to entertain. They become ruinous when allowed to control one's business. Indeed, there are many forms of recreation that take up the time that should be devoted to thinking out better ways of satisfying the wants of one's customers. This does not mean the sacrifice of health, but it does mean the conservation of health for the sake of service. Rarely is anyone's health injured by the hours of business. The damage is done as a rule after the store has been closed. The salesman who regards service and business as synonymous terms, who keeps the welfare of his customers ever before him, will never lack either trade, friends, or profits.

### NEXT, PLEASE!

The sweetest things are not always the best, says the Kingston Standard. Such can be testified to by a well-known local young man who last Sunday took the opportunity to tune up his motor boat preparatory to the 1916 debut. Arming himself with all the necessary implements, including a can of alleged lubricating oil, which had been rusticated in his cellar, he started for the boat house. Arriving there he injected copious quantities of the alleged oil into the mechanism of the motor.

"Something's wrong with this oil," purred the young man after it had failed to do its work.

After careful thought and deliberation he decided to taste the stuff. A few gurgles of the throat and the mystery was solved. It was neither Standard nor Imperial, but maple syrup.

As a result of using the syrup the young man was forced to stick around all afternoon before he was able to clear the engine of the favorite Canadian throat wash. In the meantime there was much kicking and growling and garbling of words.



**MONTREAL**

**PROVISIONS.**—Hams have advanced 1c a lb., small and large are 23c and 21c a lb. respectively. All other prices remain unchanged with an easier feeling evident in lard although live hogs continue to be firm and prices tending higher. Price in dressed stock is quiet but in smoked and cooked meats exceptionally good and improving with approach of warmer weather.

<b>Hams—</b>			
Small, per lb.	0 21	0 23	
Medium, per lb.	0 20	0 22½	
Large, per lb.	0 21		
<b>Backs—</b>			
Plain, bone in	0 24		
Boneless	0 23		
Peameal	0 29		
<b>Bacon—</b>			
Breakfast, per lb.	0 26		
Roll	0 18		
Shoulders, bone in	0 16		
Shoulders, boneless	0 17		
<b>Cooked Meats—</b>			
Hams, boiled, per lb.	0 34		
Hams, roast, per lb.	0 35		
Shoulders, boiled	0 26		
Shoulders, roasted	0 27		
<b>Dry Salt Meats—</b>			
Long clear bacon, 50-70 lbs.	0 15½		
Long clear bacon, 80-100 lbs.	0 14½		
Flanks, bone in, not smoked	0 15½		
<b>Barrelled Pork—</b>			
Heavy short cut mess	30 60		
Heavy short cut clear	27 50		
Clear fat backs	33 00		
Clear pork	33 00		
<b>Lard, Pure—</b>			
Tierces, 350 lbs., net	0 17		
Tubs, 50 lbs., net	0 17½		
Tins, 50 lbs., net	0 17½		
Pails, wood, 20 lbs., net	0 17½		
Pails, tin, 20 lbs., gross	0 17		
Cases, 10 lbs. tins, 60 in case	0 17½		
Cases, 3 and 5-lb. tins, 60 in case	0 18½		
Bricks, 1 lb. each	0 19½		
<b>Lard, Compound—</b>			
Tierces, 375 lbs., net	0 14½		
Tubs, 50 lbs., net	0 15		
Tins, 50 lbs., net	0 15		
Pails, wood, 20 lbs., net	0 15½		
Pails, tin, 20 lbs., net	0 15½		
Cases, 10-lb. tins, 60 in case	0 16½		
Cases, 3 and 5-lb. tins, 60 in case	0 16		
Bricks, 1 lb. each	0 17		
<b>Hogs—</b>			
Dressed, abattoir killed	0 16½		

**BUTTER.**—Increased demand and lightened supplies have added to firmness of butter so that finest creamery, fresh made is selling at 31c. All cheap fall creamery has been cleaned up so that spot stocks of any description are not large, and fresh made is only kind available. No sales of any quantity have yet been recorded for storage purposes and export business continues active. Receipt for last week was 7,756 packages scarcely exceeding that of week before and continuing to be less than for the corresponding period of last year.

<b>Butter—</b>		
Finest creamery, fresh made	0 31	
Dairy prints	0 27	
Dairy, solids	0 26	
Separator prints	0 27	
Bakers	0 24	

**EGGS.**—Market is steady and quiet with firmness evident but no purchases are being made for other than current need and present prices are 3 to 4c higher than same period of last year, and general opinion is that with warmer weather lower prices may be expected for buyers of stocks for storage. Trade to stores in country is 22c to 22½c. Receipts for last week were nearly 20,000 cases which is more than for corresponding period one year ago and less than previous week receipts.

<b>Eggs, case lots—</b>		
New laid, stamped	0 25	0 26

**CHEESE.**—General features of market and prices remain unchanged although an irregular tendency has crept in during last week so that a wide range of prices has existed at different points about the country sales which constitute chief factor in prices for this district. Supplies are coming forward more freely and increased trading has resulted during week particularly in export lines.

**POULTRY.**—Prices remain unchanged and same factors continue to rule market but more live stock is coming forward now. There have been some fairly large deliveries of old fowl and old turkeys which make quick sales at good prices but frozen poultry continues to be very scarce and in a good demand which is expected to hold good for all lines throughout the summer season with exception of old fowls and roosters which are being passed basis of poor quality.

<b>Poultry—</b>			
<b>Frozen Stock—</b>			
Turkeys	0 29	0 30	
Fowl, large	0 26	0 27	
Fowl, small	0 23	0 24	
Ducks	0 17	0 18	
Geese	0 17	0 18	
Roasting chicken, milkfed, 4 lbs. or over	0 23	0 27	
Roasting chicken, ordinary	0 18	0 22	
Spring broilers, dressed, pair	0 75	1 00	
Squabs, Canadian, pair	0 40		
Squabs, Philadelphia, pair	0 70		
Pigeons, pair	0 25	0 30	
<b>Live Stock—</b>			
Fowl, 5 lbs. and over	0 22	0 23	
Fowl, small	0 18	0 21	
Turkeys	0 23	0 25	
Ducks	0 25	0 27	
Geese	0 16	0 18	
Chicken	0 15	0 18	

**HONEY.**—Market is steady and prices well maintained and a fairly good volume of business passing with no feature of interest to report.

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

**MAPLE SYRUP.**—Prices remain unchanged and well maintained by a fairly active trade which have been stimulated the past week by arrivals of syrup and sugar in greater quantities indicating that supplies have been held back by country speculators, with expectation of higher prices and which are now being offered before approach of warm weather curtails sales.

<b>Maple Sugar—</b>		
In blocks, bright, per lb.	0 14	0 15
In blocks, dark, per lb.	0 10	0 12
In tubs, per lb.	0 09	0 10
<b>Maple Syrup—</b>		
In 8½ lb. tins, each	0 90	1 00
In 13½ lb. tins, each	1 40	1 50

**WINNIPEG**

**PRODUCE AND PROVISIONS.**—Live hog receipts have been slightly heavier, but the market remains about the same, although there is a slightly weaker undertone. Meat products have undergone no change, and there are prospects of the market holding firm for some time to come. There has been a decline in butter due to larger quantities of fresh-made

stock coming on the market. There is no storage creamery in stock. Eggs are firmer, with a tendency towards higher levels. Receipts have been only fair, but prospects are for heavier receipts towards the end of the month. This may bring the price down, or it may not. There is a heavy demand from outside points. Cheese is firmer due to heavy demand, which begins about this time of year. Quotations are up ¼c.

<b>Hams—</b>			
Light, per lb.	0 21	0 23	
Medium, per lb.	0 20	0 21	
Large, per lb.	0 19	0 20	
<b>Bacon—</b>			
Breakfast, per lb.	0 22	0 23	
Breakfast, select, lb.	0 26	0 27	
Backs, per lb.	0 22	0 25	
<b>Dry Salt Meats—</b>			
Long clear bacon, light	0 16		
<b>Cooked Meats—</b>			
Hams, boiled, per lb.	0 31		
Shoulders, boiled, per lb.	0 33	0 24	
<b>Barrelled Pork—</b>			
Mess pork, bbl.	27 00		
<b>Lard, Pure—</b>			
Tierces	0 16		
Pails	3 32½		
Cases, 10s	10 05		
Cases, 5s	10 13		
Cases, 3s	10 20		
Cartons	0 17½		
<b>Lard, Compound—</b>			
Tierces	0 17½		
Tubs, 50s, net	6 37		
Pails, 20s, net	2 65		
<b>Butter—</b>			
Fresh made creamery	0 33		
Best dairy	0 26		
Creamery, No. 2	0 31		
Cooking	0 18	0 22	
<b>Eggs—</b>			
New laids	0 21½	0 22½	
<b>Cheese—</b>			
Ontario, large	0 30		
Ontario, twins	0 20½		

**FOR SALE — GENERAL STORE, STOCK** about \$15,000, turnover \$40,000. Everything in first-class condition. Owner selling on account of poor health. For particulars address Box 44, Alderson, Alberta.

**The Reputation and Standing of  
Walter Baker & Co.'s  
Cocoa and Chocolate  
Preparations**



Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods and by extensive and persistent advertising. This means for the grocer a steady and increasing demand from satisfied customers, in the long run by far the most profitable trade. All of our goods sold in Canada are made in Canada.

Registered Trade-Mark  
**Walter Baker & Co. Limited**  
Established 1780  
Montreal, Can.      Dorchester, Mass.

**FOR SALE**  
Fancy Creamery Butter, Selected Eggs, Fancy Dressed Poultry. Grocer Orders our Specialty.  
**Mann, Laurie & Co.**  
Phone 1577.      London, Ont.



TO THE GROCER:

# THE PERFECT PANETELA

No Cigar Maker has a monopoly of "PANETELAS." Practically every Manufacturer of fine Cigars, makes at least one "PANETELA"—which by the way—means a shape and not a special brand of Cigars.

## DAVIS' "PANETELA"

(TEN CENT CIGAR)

is a Cigar for the discriminating smoker—a rich, full-flavored Havana Cigar, that smokes sweet and cool up to the last puff. The name "DAVIS" tells the quality. The long and slender, rich and fragrant Cigar, that you surely will have a ready sale for.

**S. DAVIS & SONS, LIMITED**  
CIGAR MAKERS MONTREAL

To give your customers permanent satisfaction, your coffees must be kept absolutely uniform on all shipments. From our extensive importations we guarantee to duplicate exactly from year to year the quality of any grade desired.

*Chase & Sanborn*  
*Montreal*

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



Get your Customers started  
using

# CATELLI'S

## L'ETOILE (Star) and HIRONDELLE (Swallow)

# MACARONIS

and they'll want no other,  
not even the imported

With no heavy custom duties to pay, we are enabled to give you a better margin of profit on each sale, and your customers get a much better value.

L'ETOILE AND HIRONDELLE MACARONIS are made in Canada from the best wheat in the world (Manitoba Hard) and are processed by experts in the manufacture of paste products. These home-made macaronis are the equal in every way of the more expensive imported varieties. And the demand is ever-growing—a direct result of our country-wide consumer advertising.

Now is an ideal time to begin featuring "L'Etoile" and "Hirondelle." Send for a trial supply to-day and put our superiority claims to the test.

## C. H. Catelli, Limited

### MONTREAL

AGENTS:

TEES & PERSSE, Limited, WINNIPEG  
C. C. MANN, TORONTO

## QUOTATIONS FOR PROPRIETARY ARTICLES

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

### BAKING POWDER

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

	Per doz.
5c Tins, 4 doz. to case, weight 10 lbs. ....	\$ 0 45
4 oz. Tins, 4 doz. to case, weight 20 lbs. ....	0 75
6 oz. Tins, 4 doz. to case, weight 25 lbs. ....	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs. ....	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs. ....	1 75
16 oz. Tins, 4 doz. to case, weight 65 lbs. ....	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs. ....	5 00
5 lb. Tins, 1 doz. to case, weight 75 lbs. ....	9 50

### ROYAL BAKING POWDER

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

### DOMINION CANNERS, LTD. JAMS

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

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

### CATSUPS

In Glass Bottles

	Per doz.
1/2 Pts. Delhi Epicure .....	\$ 1 20
1/2 Pts. Red Seal, screw tops .....	1 00
1/4 Pts. Red Seal, crown tops .....	0 90
1 Pts. Delhi Epicure .....	1 90
1 Pts. Red Seal .....	1 40
1 Pts. Tiger .....	1 15
Qts. Delhi Epicure .....	2 40
Qts. Red Seal .....	1 75
Qts. Lynn Valley .....	1 75

### BAKED BEANS WITH PORK.

Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

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

Family, Plain, \$1.20 doz.; Family, Tomato Sauce, \$1.30 doz.; Family, Chili Sauce, \$1.30 doz.; 3's, Plain, Flats, Aylmer only, \$1.40 doz.; 3's, Tomato Sauce, Flats, Aylmer only, \$1.50 doz.; 3's, Chili Sauce, Flats, Aylmer only, \$1.50 doz.; 2 1/2's, Plain, \$1.45 doz.; 3's, Plain, Tall, \$1.60 doz.; 3's, Tomato Sauce, \$1.75 doz.; 3's, Chili Sauce, \$1.75 doz. The above 2 doz. to case. 10's, 1/2 doz. per case, for hotel and restaurant use (gals.), \$5.25 doz.

Terms net—no discount.

Prices subject to change without notice. This cancels all previous lists.

Freight prepaid on 10 case lots to Windsor, Montreal, North Bay, Sudbury and intervening points. To all other points 25c per cwt., freight allowance.

### "AYLMER" PURE ORANGE MARMALADE

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

### BLUE

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

### CEREALS

	Per case
WHITE SWAN	
Pancake Flour (Self-rising), 2 doz. to case, weight 50 lbs. ....	\$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs. ....	2 70
Buckwheat Flour (Self-rising), 2 doz. to case, weight 50 lbs. ....	2 70
Diet Flour, 5 lb. bags, per doz. ....	4 80
Breakfast Food, 2 doz. to case, weight 85 lbs. ....	3 60
Health Flour, 5 lb. bags, per doz. ....	2 40
King's Food, 2 doz. to case, weight 95 lbs. ....	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs. ....	3 50
Barley Crisps, 3 doz. to case, weight 50 lbs. ....	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs. ....	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs. ....	3 00

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



NEXT TIME  
 YOU ARE ORDERING  
**Dried Fruit**

SPECIFY

**GRIFFIN and  
 SKELLEY'S**

*and note the difference*

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

**IT IS IMPORTANT!**

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

**Canadian Grocer**  
 143 University Avenue, Toronto

BUY

**STAR BRAND**

"Made in Canada"

**Cotton Clothes Lines  
 and Cotton Twine**

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

FOR SALE BY ALL WHOLESALE DEALERS  
 See that you get them

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



# Held Down and Back by His Business

Many a retailer shrinks up as the years pass—becomes narrowed in vision and more petty in spirit. This, by sticking too closely to his own business, by refusing to give time to interests outside him, but related to his affairs. In the pursuit of dollars, his power to earn dollars grows less.

Does this describe you? We sincerely hope not, but if perchance it does, then we have a remedy to propose: it is that you should take a deeper interest in the Nation's Business—not by actual participation in politics, but by keeping yourself well informed concerning the big subject of Canada's development in matters pertaining to its finances and business administration. A little reading each week of The Financial Post will lift you out of the rut of your own groove, will liberate your mind from the narrowing influences of constant pre-occupation with the affairs of your own business, and will enable you to see Canada and its progress as your banker sees it—as the magnates see it.

Clearly, if you acquire the ability and habit of seeing this larger world of which your business is but a small fractional part, as the great money-makers see it, you will be able to conduct your own business better and make it yield you more. This is why we urge you to become a reader of The Financial Post—and the reason is sound. Then sign the form below and forward—thus showing that you have the will to shake off the fetters of narrowness which your own business may be forging about you each year.

More particularly: The Financial Post will help to give you that most necessary factor, a Business Education. Consider the value to your business and to yourself of a thorough and up-to-the-minute knowledge of the Business Outlook. It would certainly help you to know at almost any time whether to be preparing for good times and bigger business or whether a depression seems likely. And a close knowledge of money conditions should help you with your banker and save you money in discount on your cheques and drafts.

## THE FINANCIAL POST OF CANADA

143 University Avenue :: TORONTO

1916

THE FINANCIAL POST OF CANADA,  
143-153 University Ave., Toronto.

Please enter me as a regular subscriber, commencing at once. I will remit \$3.00 to pay for my subscription on receipt of bill.

Name .....

Address .....

### COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz...	4 50
Perfection, ½-lb. tins, doz...	2 40
Perfection, ¼-lb. tins, doz...	1 25
Perfection, 10c size, doz...	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 22
Soluble bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24

Special quotations for Cocoa in barrels, kegs, etc.

#### (Unsweetened Chocolate)

Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 37
Perfection chocolate, 20c size, 2 doz. in box, doz...	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate— Per lb.	
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 37
Diamond, 8's, 6 and 12-lb. boxes	0 30
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
ICINGS for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ¼-lb. packages, 2 and 4 doz. in box, per doz.	1 09
Chocolate Confections, Per doz.	
Maple buds, 5-lb. boxes	0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 28
Nonparell wafers, No. 1, 5-lb. boxes	0 32
Nonparell wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 36
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 40
Royal Milk Chocolate, 5c cakes, 2doz. in box, per box	0 90
Nut milk chocolate, ¼'s 6, lb. boxes, lb.	0 39
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 39
Nut milk chocolate, 5c bars 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

### BORDEN MILK CO., LTD.

#### CONDENSED MILK

Terms net 30 days.

5 Box lots and upward—Freight prepaid up to 50 cents. Any excess will be charged on invoice.	Per case
Eagle Brand, each 48 cans	\$6 75
Reindeer Brand, each 48 cans	6 50
Silver Cow, each 48 cans	6 00
Gold Seal, Purity, each 48 cans	5 85
Mayflower Brand, each 48 cans	5 85
Challenge, Clover Brand, each 48 cans	5 35

### EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	4 60
Jersey Brand, Hotel, each 24 cans	4 60
Peerless Brand, Hotel, each 24 cans	4 60
St. Charles Brand, Tall, each 48 cans	4 70
Jersey Brand, Tall, each 48 cans	4 70
Peerless Brand, Tall, each 48 cans	4 70
St. Charles Brand, Family, each 48 cans	4 10
Jersey Brand, Family, each 48 cans	4 10
Peerless Brand, Family, each 48 cans	4 10
St. Charles Brand, small, each 48 cans	2 00
Jersey Brand, small, each 48 cans	2 00
Peerless Brand, small, each 48 cans	2 00

### CONDENSED COFFEE

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

### COFFEE.

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

##### WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs.	0 36
1 lb. round tins, 4 doz. to case, weight 70 lbs.	0 34½

#### ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 20

#### MOJA

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 31
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 30
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 30

#### PRESENTATION COFFEE.

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

#### FLAVORING EXTRACTS

##### WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

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



# PINEAPPLES

Our advices from Cuba this week says: Crop this year fully 40% short, due to long drought, this means a short season and higher prices later. Get your preserving **Orders Now.**

**Strawberries** Arriving daily, fine quality.

**Tomatoes** Scarce, prices higher.

**Bananas** Big sellers, prices reasonable.

**Oranges** California Navels, Golden Orange Brand are the very best.

Send us your orders.

*The House of Quality*

## HUGH WALKER & SON

GUELPH - ONTARIO

Headquarters for

# Fancy Virginia Strawberries

Packed in 32 full quart crates.

Flavor equal to our home grown.

Fresh cars every day.

## Pineapples

Preserving time now on.

Cucumbers New Potatoes Celery

## WHITE & CO., LIMITED

Wholesale Fruits and Fish  
TORONTO

# So they ask for MAPLEINE

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

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

Mason & Hickey  
287 Stanley St.  
Winnipeg, Man.

Crescent Mfg. Co.  
Seattle, Wash.



KINDLY MENTION THIS  
PAPER WHEN WRITING  
ADVERTISERS

Fruits

Bananas

Lemons

Oranges

and also

All Early

Vegetables

## Lemon Bros.

OWEN SOUND, ONT.

# Keep Your mind active

It's unthinking moments that allow merit and value to pass unnoticed—when you fail to mention

## "St. Nicholas"

when ordering your Lemons—Oh! by all means keep your mind active and specify "St. Nicholas" in all your orders for Extra Fancy Lemons.

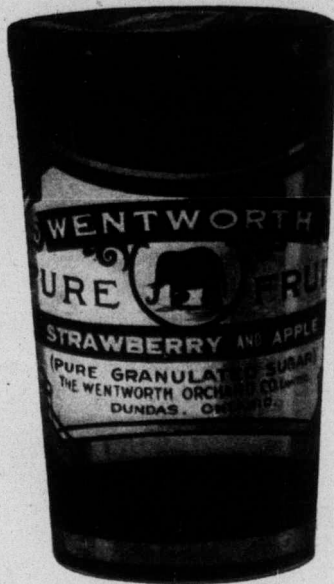
It will pay us both.

## J. J. McCabe

Agent  
TORONTO

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





**It gives you a quick turnover, and the quick turnover is what counts.**

For quick action every up-to-date grocer should feature the popular 10c. seller here shown. It is always in demand

and is far ahead of the larger sized jam containers in quick-selling popularity.

Give this popular Wentworth 10 center big prominence. Results will prove worth while.

**The Wentworth Orchard Co.**  
Hamilton and Toronto

**A year-round profit producer**



The superior quality of every **MALCOLM MILK PRODUCT** makes this popular line a big seller wherever displayed. First

users come back for more because they realize that they have found a milk product of incomparable purity.

Put the selling value of these **MADE-IN-CANADA** favorites to the test by bringing them before your customer's notice.



**The Malcolm Condensing Co., Ltd.**  
ST. GEORGE, ONT.

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

**JELLY POWDERS**

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

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

**SPICES**

**WHITE SWAN SPICES AND CEREALS, TORONTO**

	5c	10c
	Round Oval lith.	
	litho. dredge.	
	dredge. 2 1/2 oz.	
	Per doz.	Per doz.
<b>SPICES</b>		
Allspice .....	\$0 45	\$0 90
Arrowroot, 4 oz. tins, 85c .....		
Cayenne .....	0 45	0 90
Celery salt .....		
Celery pepper .....		
Cinnamon .....	0 45	0 90
" whole, 5c. pks., window front, 45c .....		
Cloves .....	0 45	0 90
Cloves, whole, 5c. pks., window front, 45c .....		
Curry powder .....		
Ginger .....	0 45	0 90
Mace .....	1 25	
Nutmegs .....	0 45	0 90
" whole, 5c. pks., window front, 45c .....		
Paprika .....	0 45	
Pepper, black .....	0 45	0 90
Pepper, white .....	0 50	0 95
Pastry spice .....	0 45	0 90
Pickling spice, window front, 90c .....		
Dozens to case .....	4	4
Shipping weight per case .....	10 lbs.	15 lbs.
We pay freight on 5 cases or orders weighing 250 lbs.		

**THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS**

<b>Laundry Starches—</b>		
Boxes		Cents
40 lbs., Canada Laundry ..	.06 1/2	
40 lbs., boxes Canada white gloss, 1 lb. pkg. ....	.06 1/2	
48 lbs. No. 1 white or blue, 4 lb. cartons .....	.07 1/2	
48 lbs. No. 1 white or blue, 3 lb. cartons .....	.07 1/2	
100 lbs., kegs, No. 1 white	.06 1/2	
200 lbs., bbls., No. 1 white	.06 1/2	
80 lbs., Edwardsburg silver gloss, 1 lb. chrome pks.	.07 1/2	
48 lbs., silver gloss, in 6-lb. tin canisters .....	.08 1/2	
36 lbs., silver gloss, 6-lb. draw lid boxes .....	.08 1/2	
100 lbs., kegs, silver gloss, large crystals .....	.07 1/2	
28 lbs., Benson's Satin, 1-lb. cartons, chrome label ..	.07 1/2	
40 lbs., Benson's Enamel (cold water), per case ..	3 00	
20 lbs., Benson's Enamel (cold water), per case ..	1 50	
Celluloid—boxes containing 45 cartons, per case .....	3 60	
Culinary Starch		
40 lbs. W. T. Benson & Co.'s prepared corn .....	.07 1/2	
40 lbs. Canada pure corn starch .....	.06 1/2	
(120-lb. boxes 1/4c higher.)		
Casco Potato Flour, 20-lb. boxes, per lb. ....	1 1/2	

**BRANTFORD STARCH Ontario and Quebec**

<b>Laundry Starches—</b>	
Canada Laundry—	
Boxes about 40 lbs. ....	.06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs. ....	.06 1/2
" .....	.06 1/2
First Quality White Laundry—	
3-lb. canisters, cs. of 48 lbs. ....	.07 1/2
Barrels, 200 lbs. ....	.06 1/2

Kegs, 100 lbs. ....	.06 1/2
Lily White Gloss—	
1-lb. fancy carton cases 30 lbs. ....	.07 1/2
8 in case .....	.08
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ..	.08 1/2
Kegs, extra large crystals, 100 lbs. ....	.07 1/2
Canadian Electric Starch—	
Boxes, containing 40 fancy pks., per case .....	3 00
Celluloid Starches—	
Boxes containing 45 cartons, per case .....	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs. ....	.06 1/2
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs. ....	.07 1/2
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes of 40 lbs. ....	.07 1/2
(20-lb. boxes 1/4c higher than 40's)	

**COW BRAND BAKING SODA**  
In boxes only.  
Packed as follows:  
5c packages (96) .....

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

2-lb. tins, 2 doz. in case ..	\$2 65
5-lb. tins, 1 doz. in case ..	3 00
10-lb. tins, 1/2 doz. in case ..	2 90
20-lb. tins, 1/4 doz. in case ..	2 85
Barrels, 700 lbs. ....	3 1/2
Half barrels, 350 lbs. ....	4
Quarter barrels, 175 lbs. ....	4 1/2
Pails, 28 1/2 lbs. ....	1 95
Pails, 25 lbs. each .....	1 40
3 lb. Perfect Seal Jar, 1 doz. in case .....	2 70

**LILY WHITE CORN SYRUP**  
2-lb. tins, 2 doz. in case ..

**ST. LAWRENCE SUGAR REFINING CO.**  
Crystal Diamond Brand Cane Syrup  
2-lb. tins, 2 doz. in case ..

**THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.**  
**ROGERS' GOLDEN SYRUP**  
Manufactured from pure cane sugar.  
2 lb. tins, 2 doz. in case ..

**CALIFORNIA FRUIT CANNERS ASSOCIATION CALIFORNIA RIPE OLIVES DEL MONTE BRAND**  
Size Mam. Large Med.  
2 1/2 Can. .... \$ 4.75 \$ 3.75 \$ 2.50  
No. 1 Tall Can .. 2.75 2.25 1.60  
No. 16 Jar .... 3.00 2.25 1.80  
No. 4 Jar .... 1.50 1.25 1.15  
No. 10 Can ... 14.00 12.00 9.00

**YUBA BRAND**  
2 1/2 Can .....



# Bigger and bigger sales for you GOLD DUST



Grocers who have displays of Gold Dust in their windows and on their shelves find that they are selling many extra packages. Put a Gold Dust display in your store *now*.

Every woman who enters your store *knows* Gold Dust—the chances are, has tried it.

Our extensive, continuous advertising *actually* works for you. It explains how Gold Dust saves work—how it can be used for cleaning *everything*.

Gold Dust has made good with women because it saves them work—and it has made good with merchants because it makes satisfied customers—the biggest asset any store can have.



THE N. K. **FAIRBANK** COMPANY  
LIMITED  
MONTREAL

*“Let the GOLD DUST TWINS do your work.”*

## See That Coupon

IF that *same coupon* pointed to a \$50.00 bill, it would hardly be of more value than the message it will bring you if filled out and returned to-day. That coupon will show you how to turn your spare time into golden dollars. Better fill it out and send it to us, hadn't you? Don't allow this opportunity to get away.

When you have a spare hour or two, why not turn it into cash? That's exactly what our plan is for. It gives *any one* a big opportunity of making any spare moments produce results. One hour a day is easily good for an extra \$5.00 a week. Your earnings depend entirely on the amount of time you devote to the plan. That coupon is waiting *Right Here*. Better send it along.

**Tear It Here. Mail It To-day.**

**The MacLean Publishing Co.**  
LIMITED

143-153 University Avenue

TORONTO

ONTARIO

The MacLean Publishing Co., Limited,  
143-153 University Avenue, Toronto, Ont.

Gentlemen,—Do I understand that you have a plan that will turn my spare time into Dollars? If that's right,—Rush full particulars. I'm interested.

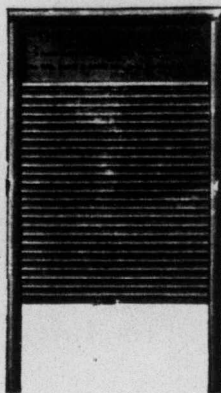
Name .....

Address .....

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



**The New All-Canadian, All  
Wooden Washboard—A service-  
able, long-wearing washboard re-  
tailing at 20c.**



A splendid new line which is proving immensely popular. Zinc and Aluminum washboards are out of the question owing to the high prices of these materials.

Cane's New All-Canadian, All-Wooden board satisfactorily fills the want thus created. This new washboard gives your customers even better service than the old zinc or aluminum lines and at much less cost.

The New All-Canadian board is built for long wear—the rubbing surface being made from specially selected Canadian hardwood. A trial order will prove worth while to you. Send it in to-day.

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

**Brooms of  
Quality**

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

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

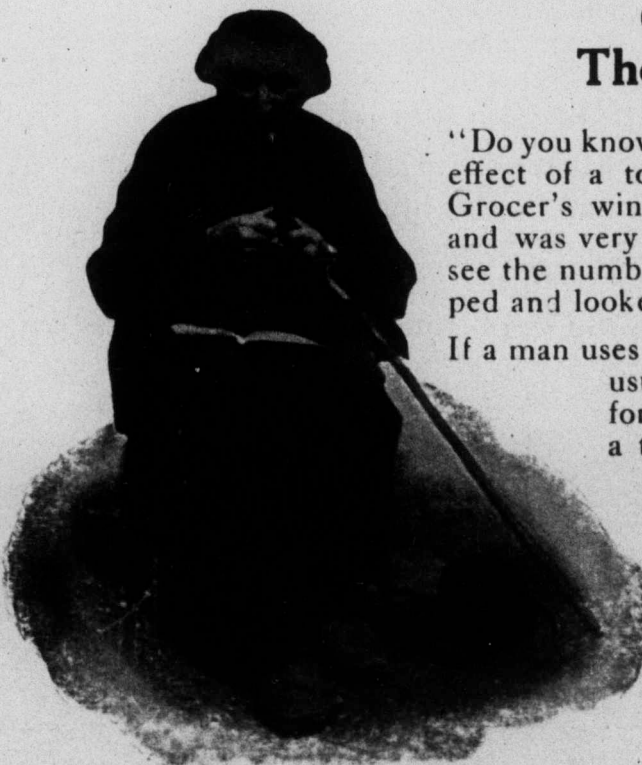
**Walter Woods & Co.**  
Hamilton - Winnipeg

No. 50

*Chats with "Old Baba"*

(Canada's 105-year-old Pioneer)

**The Tobacco Window**



"Do you know, lad, I watched the effect of a tobacco display in a Grocer's window the other day and was very much surprised to see the number of men who stopped and looked it over.

If a man uses the weed at all, he's usually on the lookout for something new in a tobacco window. I

can vouch for the business that Grocer got from his display, if he sold the men who went into his store after stopping at his window."

Your Grocery Store is the logical place to sell King George's Navy Chewing Tobacco. It pulls the men to your store.



**Rock City Tobacco Co., Ltd.**  
Quebec and Winnipeg

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



# Buyers' Guide

## Under the Winding Up Act IN THE MATTER OF Ramsays Limited in Liquidation Sale By Tender

Tenders will be received by the undersigned up to 12 o'clock noon on the 6th day of June, 1916, for the purchase of the following assets:

Parcel No. 1. The Biscuit, Candy and Syrup plant situated in the City of Montreal, bearing Civic No. 330, Nicolet Street, including land, building, machinery, office furniture, goodwill, trade marks, etc. The plant, which faces on three streets, is well situated, is in first class condition to begin operations at a moment's notice, has excellent shipping facilities with a railroad siding to the property.

The land measures 110 feet on Nicolet Street by 204 feet on Duquette Street, having a total superficial area of 22,000 square feet, more or less. The buildings measure 260 feet by 50 feet, not including the Engine Room and Stables, and are all solid brick and frame construction throughout, and in a good state of repair. One building is two storeys and basement, and the other building three storeys and basement, the whole containing approximately 38,000 square feet of floor space, including the concrete basement.

The Machinery and Equipment is in good repair, the Biscuit Plant having a capacity of 120 barrels of Flour per day, the Candy Plant having a capacity of 8,000 to 10,000 lbs. per day, and the Syrup Plant having a capacity of about 1 car-load or 500 cases per day. The Biscuit Plant, includes 1 three pan Travelling Oven, and 1 Reel Oven, with 12 shelves. The Steam Power Plant comprises 1 High Speed Leonard Steam Engine, 45 H.P., and the boiler is return tubular 100 H.P. capacity. There is also stable accommodation for ten horses.

Parcel No. 2. Merchandise, Raw Material, and Stock in Trade, as per inventory, valued at \$21,988.42

Parcel No. 3. Book Accounts as per list 9,400.00

The property and inventory may be seen on application to the Liquidator.

As to parcel No. 1, bids are invited on the land and buildings as one lot, and on the Machinery, Fixtures, Trade Marks, Goodwill, etc., as one lot.

**TERMS OF SALE**—A certified cheque payable to the order of C. W. Baker, Liquidator, for 10 per cent. of the amount must accompany each tender, the balance being payable in cash on adjudication for parcels Nos. 2 and 3, and terms may be arranged on parcel No. 1 if satisfactorily secured. The amount deposited will be returned if the tender be not accepted.

The purchaser shall search title at his own expense, and the vendor shall not be required to furnish abstracts or produce any deeds, except those in his possession. The purchaser shall have ten days within which to make any objections or requisitions in respect to the title, and in case purchaser makes any valid objections or requisitions which the vendor for any cause be unable or unwilling to answer, the vendor may then rescind the sale, in which case the purchaser shall be entitled only to the return of the deposit money without interest, cost or compensation.


The lowest or any tender not necessarily accepted.

Dated at Montreal, this 18th day of May, 1916.

C. W. BAKER,  
Liquidator.

232 St. James St., Montreal, P.Q.

 **TANGLEFOOT**   
**The Non-Poisonous Fly Destroyer**  
Safe, Sanitary, Sure. Catches 50,000,000,000 Flies Each Year

**OAKLEY'S KNIFE POLISH**  
20-102-1102  
  
JOHN OAKLEY & SONS, LIMITED,  
LONDON, ENGLAND.

AGENTS:

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

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and  
Fire Insurance Agents.  
154 Toronto St. Toronto 52 Can. Life Bldg.  
Toronto Montreal

## CLASSIFIED ADVERTISING

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

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

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

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

## MISCELLANEOUS

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

## Toronto Butchers' Supply Co. LIMITED

Cleaners, Importers, and Exporters of Sausage Casings, Packers' and Butchers' Supplies. Outfitters of Meat Markets. Pure Spices a Specialty. Butchers' Coats and Aprons.  
49 DUNDAS STREET. - - TORONTO

## EGG FILLERS

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

## ASSIGNEES AGENTS LIMITED

154 Simcoe Street TORONTO  
COLLECTIONS ASSIGNMENTS

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

## CHIVER'S

JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.  
TORONTO SALT WORKS  
GEO. J. CLIFF

## W. GEO. VARTY

29 Melinda Street - TORONTO

Agent for G. WASHINGTON'S COFFEE  
Phone M. 7089

This space \$1.00  
per insertion on  
yearly order.



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**CANNED HADDIES.**  
**"THISTLE" BRAND**  
**A. P. TIPPET & CO., Agents**  
Cases, 4 doz. each, flats, per case .....\$5 85  
Cases, 4 doz. each, ovals, per case ..... 5 85

**INFANTS' FOOD**  
**MAGOR SONS & CO., LTD.**  
Robinson's patent barley, 1/2-lb. tins, ....; 1-lb. tins, ....; Robinson's patent groats, 1/2-lb. tins, ....; 1-lb. tins, ....

**STOP-ON POLISHES** Doz.  
Polish, Black, Tan, Ox-blood and Nut-brown ..... 0 85  
Dressing, White, 4-oz. bottle ..... 2 00

**NUGGET POLISHES** Doz.  
Polish, Black and Tan .... 0 85  
Metal Outfits, Black and Tan 3 85  
Card Outfits, Black and Tan 2 25  
Creams and White Cleanser 1 10

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

**Fruit Pie Filling**  
Raspberry flavor, strawberry flavor, peach flavor, plum flavor,

gooseberry flavor, No. 2 gold tins, \$2.30 doz.  
**Whole Tomato Catsup**  
1/2 pints, bottles .....0 95  
Pint, bottles .....1 30  
**Worcestershire Sauce**  
1/2 pints, doz. .... 0 95  
Pints, doz. .... 1 39

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

**IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRANCH.**  
Black Watch, 8s. butts 9 lbs. ....\$ 0 60  
Bobs, 6s and 12s, 12 and 6 lbs. .... 0 46  
Currency Bars, 12s, 1/2 butts, 12 lbs., boxes 6 lbs. .... 0 46  
Currency, 6s, 1/2 butts, 9 lbs. 0 46  
Stag Bars, 6 1/2s, butts, 11 lbs., boxes, 5 1/2 lbs. .... 0 48  
Walnut Bars, 8 1/2s, boxes 7 lbs. .... 0 64  
Pay Roll, thick bars, 8 1/2s, 6 lb. boxes ..... 0 68  
Pay Roll, thin bars, 8 1/2s, 5 lb. boxes ..... 0 68  
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Shamrock, plug, 7 1/2s, 1/2 butts, 12 lb. boxes, 6 lbs. 0 57  
Empire, 7s and 14s, caddies 15 lbs., 1/4 caddies, 6 lbs. 0 56  
Great West, pouches, 9c. .... 0 72  
Forest and Stream, tins, 11s, 2 lb. cartons ..... 0 80  
Forest and Stream, 1/4s, 1/2s and 1-lb. tins ..... 0 80  
Forest and Stream, 1-lb. glass humidors ..... 1 00



*Feature*

# THE TWO ROYALS

*for better Summer Selling*

There is a hot summer promised and that fact together with the high cost of meat will make salads more popular than ever.

Up-to-date dealers are planning big summer business by featuring the **Two Made-in-Canada Royals**

## Royal Salad Dressing

and

## Royal Mayonnaise

The superior quality of these two products wins the commendation of the most hard-to-please customer. Though dependable sellers at every season of the year they are particularly good during the summer months.

Lay in a stock to-day and recommend them to your best customers.

# The Horton-Cato Mfg. Co.

**WINDSOR, CANADA**





PLEASE  
**Take Notice**

**SIMCOE**

2 lb. Strawberries, in heavy syrup, \$1.45 per dozen.

**BRITANNIA**

2 lb. Red Raspberries, in heavy syrup, \$1.45 per dozen.

**GLOBE BRAND**

2 lb. Peeled Pears, \$1.20 per dozen.

---

*Net 30 Days, ex Warehouse, Montreal*

---

**HUDON, HEBERT & CO., Ltd.**  
**MONTREAL**



## CONCORD NORWEGIAN SARDINES

will bring satisfaction and profit to every Grocer handling them, because they are highest quality goods, backed by a guarantee appearing on each tin.

Only the finest, freshly-caught autumn fish, and the purest olive oil are used, all hard, tough fish being rejected. 24 to 28 fish go to a tin, and they are mild cured and not too much smoked.

The demand for these high-class sardines is steadily increasing, appreciation of their quality being thereby shown.



Are you handling  
**CONCORD?** Order  
from your wholesaler  
**TO-DAY.**

### LIST OF AGENTS:

R. S. Molndoe, Toronto.      Watson & Truesdale, Winnipeg.  
Maritime Fish Corp'n., Limited.      W. A. Simonds, St. John, N.B.  
H. C. Janlon, Vancouver, B.C.

## Y & S STICK LICORICE

48 5c. Packages to Box



### The old-fashioned remedy for Coughs and Colds

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

**NATIONAL LICORICE COMPANY**  
MONTREAL

HERE ARE A FEW OF

## McVitie & Price's BISCUITS

established favorites from the Old Country, which every grocer should stock:

### DIGESTIVE.

"The Premier Biscuit of Britain." Finest whole-meal.

### SCOTTISH ABERNETHY.

The Scottish favourite.

### ACADEMY CREAMS.

Rich cream-filled short-bread biscuit.

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Chocolate biscuit filled with cream.

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The standard Old Country biscuit, delightful flavour.

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Popular Scottish tea biscuit.

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Rich shortcake.

### BUNTY CREAMS.

Butterfly shape, cream sandwich, almond flavour.

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Light short-eating cracker.

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Ideal tea or coffee biscuit.

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Have you tried

## WETHEY'S ORANGE MARMALADE?

It is making  
a hit.

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





**Oldest and Largest Manufacturers of Shoe Polishes in the World**

"GILT EDGE" Black Oil Polish. The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful Black lustre. Always ready to use. Largest quantity. Finest quality. Polishes without rubbing. Retail 25c.

"QUICK WHITE" (Liquid) makes dirty Canvas shoes clean and white. A sponge in every package, so always ready to use. Retail for 10c. and 25c.

"SUPERB" (a paste) for polishing Patent and Shiny Leather Boots and all Shiny Leather Articles. Cover remover attached to each box. (See cut.) Retail 10c.

"DANDY" RUSSET COMBINATION. For cleaning and polishing all kinds of russet, brown or yellow boots, shoes, saddles, bridles, etc. Retail 25c. "Star" russet combination (10c size). Russet, Brown and Ox Blood Pastes (5 sizes of each color).

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"ROYAL GLOSS" self-shining dressing, for ladies' and children's black shoes. (See cut.) Retail for 10c.

Ask Your  
Jobber's Salesman For *Whittemore's Shoe Polishes*

WHITTEMORE BROS. CORP., BOSTON, MASS., U.S.A.

**LARGEST MAKERS IN THE WORLD**

**Tin Foll**—all descriptions

**Tea Lead**—all gauges and sizes

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

**Collapsible Tubes**—plain or colored

ALL BRITISH MADE

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

**BETTS & COMPANY, LIMITED**

Chief Office:—1 Wharf Road

LONDON N., ENGLAND



CANADIAN GROCER

All  
The  
Rich  
Flavor



Made  
in  
Canada



Of  
The  
Concord  
Grape



## LARGE PROFITS

The strength and purity of E. D. Smith Grape Juice make dilution necessary for it to be palatable—*most economical—goes further.*

The Natural Concord Grape flavor is fully conserved by a special process, giving the E.D.S. Grape Juice a delicate flavor that has won favor. A heavy demand is expected, the supply is limited. Place your orders early.

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

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