

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

# CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision,  
Canned Goods and Foodstuffs Trades of Canada.

MONTREAL, 232 McGill St.

TORONTO, 10 Front St. East.

WINNIPEG, 511 Union Bank Building.

LONDON, ENG., 88 Fleet St., E.C.

VOL. XXIII.

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NO. 6



The Success of

## Keen's Oxford Blue

is something every grocer should consider well worth thinking over. Keen's Oxford Blue has held the confidence of the housekeeper for nearly a century. It has their confidence to-day. This confidence is due entirely to MERIT.

Every jobber in Canada sells it.

**FRANK MAGOR & CO.,** 403 St. Paul Street, **MONTREAL**  
Agents for the Dominion of Canada

## Syrup Facts---

Every customer of "Crown Brand" Table Syrup has been won through merit.

Wherever Table Syrup is used "Crown Brand" is a welcome treat. It makes more friends and customers for you every day. It is particularly a good and profitable line to suggest to your customers now. Display a line of "Crown Brand" Table Syrup on your counter—mention Syrup to your customers. They'll buy.

**EDWARDSBURG STARCH CO., LIMITED**

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal

Do you know that **UPTON** makes the finest **Orange Marmalade** sold in **Canada**? If not you should get wise and order a supply from your wholesaler to-day.

"It's Pure  
That's Sure"



"It's Pure  
That's Sure"

**Our New Season Orange Marmalade** is now on the market. It is put up in neat attractive packages in many different sizes and styles and the price is right.

**The T. Upton Co., Ltd.** - **Hamilton, Canada**

# Raisin Perfection :

Seedless

Not  
Seeded

# GRIFFIN'S SEEDLESS RAISINS

Seedless

Not  
Seeded

A  
Distinct  
Fancy Variety of

## ABSOLUTELY SEEDLESS RAISINS

Cured in the sun without use of lye, sulphur,  
or any deleterious matter.

**Most highly flavored, most wholesome, cleanest**

Packed only by

**Griffin and Skelley Company**

## "CODOU'S" MACARONI

GENUINE FRENCH

Made in a model Factory, absolutely new and up-to-date, Made only from the Finest Taganrog Russian Wheat, the only wheat from which the finest quality of Macaroni can be made. Nothing better can be produced.

Purity is a paramount quality of Cox's Gelatine. The Standard is fixed—it does not deviate a hair's breadth from year to year.

**COX'S**

THE PURE GELATINE

**COX'S**

As sugar is sugar and tea is tea, so Gelatine is "Cox's" the world over. By it all other brands are judged.

It is always the same pure Gelatine.

*Arthur P. Tippet & Co.*

GENERAL AGENTS  
MONTREAL



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

**HAMILTON**

**I PUSH BUSINESS IN HAMILTON**  
FOR LIVE CONCERNS  
Do you want your goods sold on this market?  
Every detail looked after thoroughly.  
WRITE ME TO-DAY  
**G. WALLACE WEESE**  
Manufacturers Representative Hamilton, Can.  
Offices, Myles Fireproof Storage Warehouse.

**HALIFAX, N.S.**

**J. W. GORHAM & CO.**  
JERUSALEM WAREHOUSE  
HALIFAX, N.S.  
Manufacturers' Agents and Grocery  
Brokers.  
WAREHOUSEMEN  
can give close attention to few more first-class  
agencies. Highest references.

**MONTREAL**

**FOR SALE**  
Cheap for cash, Fruit Ceaning  
Plant with Date Press. In good  
running order.  
**J. T. ADAMSON & CO.**  
Customs Brokers  
and Warehousemen  
27 St. Sacrament Street, Montreal  
TEL. MAIN 778 BOND 28

**ROBERT ALLAN & CO.**  
General Commission Merchants  
MONTREAL  
Fish, Oils, Beans, Peas and Produce.  
Agents: "Royal Crown" Skinless Codfish.  
Representing Morris & Co. Chicago, Pork and  
Lard.

**J. WALTER SNOWDON**  
MANUFACTURERS' AGENT  
AND BROKER  
Open for exclusive representation of one  
or two more reliable houses with good  
grocery lines. Correspondence solicited.  
Address  
23 Burton Ave., Westmount, Montreal

**D. McL. BROPHY**  
414 St. Paul St. Montreal  
Broker and Manufacturers' Agent  
Open to represent one more up-to-date house  
desirous of utilizing my excellent con-  
nection with the grocery trade.  
Correspondence will receive prompt attention

**MOOSE JAW**

**D. STAMPER**  
GROCERY AND FRUIT BROKER  
AND MANUFACTURERS' AGENT  
Goods Stored and Distributed  
Warehouse, City Spur Track  
P.O. Box 793 MOOSE JAW, SASK.

**NEWFOUNDLAND**

**T. A. MACNAB & CO.**  
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.

**REGINA.**

**G. C. WARREN**  
Box 1036 - REGINA  
Manufacturers' Agent and Commission  
Merchant. Direct Importer of all grades of  
pure Ceylon Teas, and Grocery and Drug  
Specialties. Dealer in Coffees, Spices,  
Mustard, etc. Established eleven years.  
More lines desired.

**ST. JOHN**

**W. S. CLAWSON & CO.**  
Manufacturers' Agents  
and Grocery Brokers  
WAREHOUSEMEN  
ST. JOHN, - N.B.  
Open for a few more first-class lines

**TORONTO.**

**ON SPOT**  
RAISINS, CHEESE, BEANS  
EVAPORATED APPLES  
AT LOWEST PRICES  
**W. H. MILLMAN & SONS**  
GROCERY BROKERS  
TORONTO

**W. G. A. LAMBE & CO.**  
Toronto  
Grocery Brokers and Agents.  
Established 1885.

**TORONTO.**

**"EXCELSIOR"**  
Maple Syrup Compound  
(Wine quarts)  
On spot  
**Anderson, Powis & Co.**  
Agents  
15 Wellington Street East, Toronto

**DOMINION STORAGE  
& FORWARDING CO., LTD.,**  
43 Colborne Street, TORONTO  
Consignments stored at lowest rates in city.  
All facilities for handling and shipping goods.  
TELEPHONE MAIN 5681

**W. G. Patrick & Co.**  
Manufacturers' Agents  
and  
importers  
29 Melinda St., Toronto

**MacLAREN IMPERIAL CHEESE CO.**  
Limited  
AGENCY DEPARTMENT:  
Agents for Grocers' Specialties and Wholesale  
Grocery Brokers  
TORONTO, Ont. DETROIT, Mich.

**Don Storage & Cartage Co.**  
81 Front Street East Limited  
PHONE M. 2823  
Storage facilities unequalled in  
city - Special cartage delivery -  
Lowest rate of insurance.

**WINNIPEG**

**STUART WATSON & CO.**  
Wholesale Commission Brokers and  
Manufacturers' Agents  
WINNIPEG, - MAN  
domestic and Foreign Agencies Solicited.

(Continued on page 4).



Condensed

**MILK**

Evaporated

**CREAM**

Since the inception of these brands, our sales have rapidly increased.

THERE ARE TWO PARTICULARLY GOOD REASONS FOR THIS.

FIRST.— Its reputation is based on QUALITY.

One customer writes this week.

"Please send me 5 cases "ANCHOR" Cream, nothing else will do as Anchor Cream is a favorite here now."

SECOND.— The price is right. Priced to show you a good profit and sold at popular prices.

JUST NOW, we are giving 1 case free with 10 cases or  $\frac{1}{2}$  case free with 5 $\frac{1}{2}$  cases. Get busy—ORDER NOW as this is a special deal and is subject to withdrawal without notice.

**EBY-BLAIN, LIMITED**  
Wholesale Grocers **TORONTO**



Are all your customers satisfied with the tea they are using?

Blue Ribbon Tea pleases the most exacting palates.

We have it for sale in the following grades: 25c., 30c., 35c., 40c., 50c., 60c., 80c., \$1.00, in Black, Mixed and Green.

**The Blue Ribbon Tea Co., Limited**

266 St. Paul Street

Montreal

THE CANADIAN GROCER

Manufacturers' Agents—Continued.

**W. H. Escott**

141 Bannatyne Ave.  
Winnipeg - - Canada

Wholesale Grocery Broker

Representing:

The Hills Brothers Company, New York

The Dominion Molasses Company,  
Halifax, N.S.

Underdown & Crichton, London, England,  
Valencia and Denia, Spain

The White Swan Spice and Coconut Mills,  
Toronto

SASKATOON.

**CLARE, LITTLE & CO.**  
WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents, Cars Distributed, Warehouse and Forwarded, Warehouse on Transfer Track. Business Solicited.

PHONE 159 SASKATOON,  
P.O. BOX 257. Western Canada

**Slow Collections Cured**

Our business is to collect overdue accounts owing to our clients. No need to bother yourself with slow collections—send them to us. For the year we've been in business we've made collections to the entire satisfaction of a large number of clients.

WE KNOW HOW!

**The Beardwood Agency**

313 New York Life Building - MONTREAL

**EXPORT TRADE DEPARTMENT.**

Firms Abroad Open for Canadian Business.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, Eastcheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes "A B C," fifth edition, Riverside and Adams.

**DAVID SCOTT & CO.**

Established 1878. LIVERPOOL, ENGLAND. 10 North John St.  
Splendid connections and references. Try us with a shipment of CANNED GOODS.

T. A.—Scottish, Liverpool.

SPRAGUE

**GANNING MACHINERY CO.,**

CHICAGO, ILL., U.S.A.

ESTABLISHED 1887

**Carman Brokerage Co.**

Wholesale Grocery Brokers

WINNIPEG, CALGARY and EDMONTON  
GOODS STORED AND DISTRIBUTED  
141 Bannatyne Ave. WINNIPEG, MAN.

**BASKETS**

You can make money as well as oblige your customers if you handle our

**Butcher Baskets,  
Clothes Baskets,  
Grain and Root Baskets  
and Patent Strawboard  
Berry Box.**

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

**The Oakville Basket Co.,  
OAKVILLE, ONT.**

When writing advertisers kindly mention having seen the advertisement in this paper.

THE PEOPLE OF

**JAMAICA**

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

**KINGSTON**

**"GLENER"**

might bring inquiries. Better write for rates to

**I. C. STEWART, Halifax**

ESTABLISHED 1849

**BRADSTREET'S**

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been stealthily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

— OFFICES IN CANADA —

CALGARY, ALTA.  
HALIFAX, N.S.  
OTTAWA, ONT.

HAMILTON, ONT.  
QUEBEC, QUE.  
VANCOUVER, B.C.

LONDON, ONT.  
ST. JOHN, N.B.  
WINNIPEG, MAN.

MONTREAL, QUE.  
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.



is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgways Tea will be a trade winner for your store.

**CANADIAN OFFICE,  
VANCOUVER, B.C.**

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.



**ABSORBINE**

Removes Bursal Enlargements, Thickened, Swollen Tissues, Curbs, Filled Tendons, Soreness from any Bruise or Strain, Cures Spavin Lameness, Allays Pain Does not Blister, remove the hair or lay the horse up, \$2.00 a bottle, delivered. Book 1 D free.

ABSORBINE, JR., (mankind \$1.00 bottle.) For Synovitis, Strains, Gouty or Rheumatic Deposits, Varicose Veins, Varicocele, Hydrocele, Allays pain. Book free. W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass. LYMAN, SONB & CO., Montreal, Canadian Agents.

## "Make the Goods Talk"

That's good advice, and that's why Canadian Cannerns' products hold their supreme position.

It has always been the policy of the Management of the Canadian Cannerns', Limited, to work for Quality.

The buyer of a can of goods with the Canadian Cannerns' Label knows that he is running no risks. The quality is guaranteed by a responsible, reliable company.

Why buy inferior goods even if at lower prices only to perhaps incur the ill-will of your customers?

If you secure a name for handling nothing but reliable goods you are on the high road to success.

### REMEMBER THE BRANDS :-

"Auto," Aylmer; "Canada First," "Log Cabin," "Little Chief," Bowlby's; "Horseshoe," Lalor's; "Grand River," "Kent," Delhi; "Maple Leaf," Boulter's; "Lion," "Thistle," "White Rose."

CANADIAN CANNERS, Limited



## A Great Success

in the grocery business is only made by the man who makes a strong point of quality. Quality is what builds up a grocer's reputation and adds to the value of his "good-will." In no line of your stock is high quality more essential than in your canned goods department. A can of poor quality is liable to lose your best customer. Grocers who handle

## Old Homestead Brand Canned Fruits and Vegetables

are pleasing customers with every canned goods order. Old Homestead Brand is absolutely pure. Nothing is used in Old Homestead Brand but the finest quality of fruits and vegetables; and they are packed in a factory that is peerless in point of modern, sanitary equipment and clean, skilled employes.

Ask Your Jobber for  
Old Homestead Brand

**The Old Homestead Canning Co.**  
Picton Ontario



**QUALITY THAT TALKS—ATTRACTS—SELLS**

The way to get the people coming to your store and passing by the man 'round the corner, is to sell

**FARMER BRAND**  
**CANNED FRUITS AND VEGETABLES**

Every can is a splendid advertisement for the man who sells it. The reason we are able to produce goods of uniformly high quality is the fact that all our stock is grown upon our own 3,000 acres of the finest garden land. That's the basis of quality—good raw material. Then, look at our Canning Factory! Positively, it is modern and sanitary in every particular; and the people who operate it are clean and highly skilled in their trade.

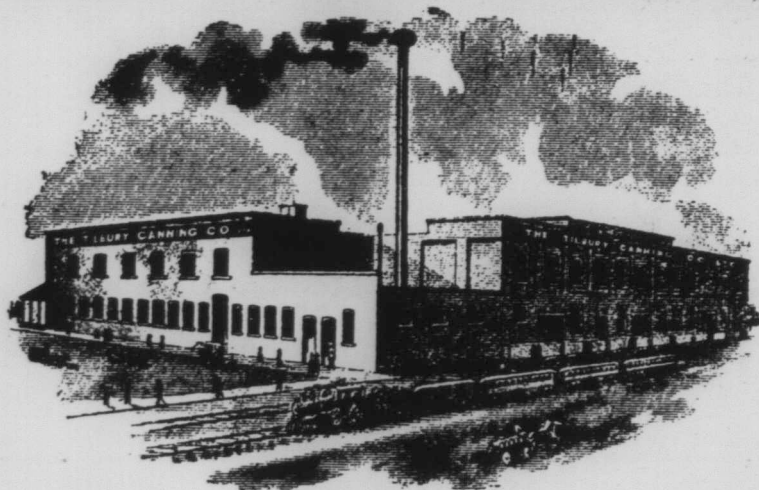
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**Farmers' Canning Co., Limited,** BLOOMFIELD  
Ontario

Unequaled in Quality  
and a Producer of Permanent Profit

**QUAKER**  
**Canned Goods**

**THE BLOOMFIELD PACKING CO.**  
BLOOMFIELD, . ONT.



# "Tilbury Brand" Canned Goods

are in a group of their  
own—the **A1 GROUP**  
**Nothing Better Packed**

One of the best-equipped factories on the Continent  
situated in the heart of the best Tomato District in  
Canada.

**RYAN BROS.,** Winnipeg  
WESTERN SALES AGENTS

Sales Agents for Manitoba, Saskatchewan and Alberta.  
A large stock carried in Winnipeg warehouse.

**The Tilbury Canning Company, Limited,** Tilbury,  
Ont.

## The Wise Grocer

is placing his order for 1908 pack and buying

# "PEERLESS" Brand Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

**WARREN BROS. & CO., - LIMITED**  
TORONTO and KINGSTON

## Fresh from the Gardens

The importance of absolutely fresh tea cannot be overestimated. It is the life of your tea trade. Few grocers seem to realize the great necessity of keeping only fresh tea in stock.

All tea deteriorates with age. Six months after being picked it has lost in cup quality from 1c. to 2c. per pound. In purchasing Bulk Tea and carrying it over (as many grocers do), two, three and four years, not only do you lose interest and compound interest, amounting to quarter of its original value, but the tea has depreciated in quality from 15% to 30%.

If you must buy Bulk Teas be wise and never purchase more than one month's supply at a time. Let the wholesale dealer carry the burden.

We never have a pound of tea in stock over six weeks. We never speculate on a rising or falling market, consequently never carry a heavy stock.

We always take back from the wholesaler or retailer any "SALADA" that has been in stock over four months.

If you carry old tea in stock, your customers will soon note its want of freshness, and it will have the same effect on your trade that stale goods always have.

To overcome this difficulty sell "SALADA." "Fresh from the gardens." Buy in small quantities and buy often.

### THE LOBLAW CREDIT SYSTEM

**Cuts your bookkeeping in half.  
The less writing you do in bookkeeping,  
the less chance to make mistakes.  
A perfect system leaves a good impression  
which means more business.**

WRITE OR PHONE TO  
**THE CARTER-CRUME COMPANY, LIMITED**  
TORONTO and MONTREAL

### Business is Booming in the West

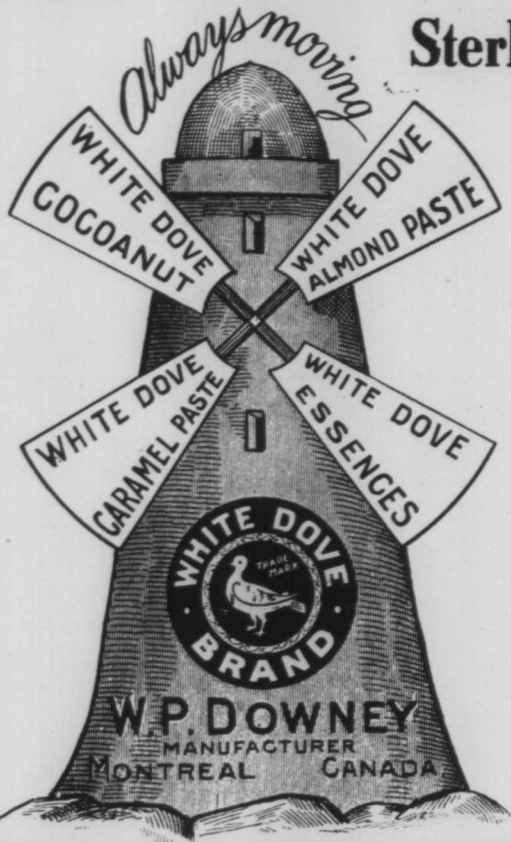
Are you getting your share, Mr. Manufacturer, of the active and profitable business in the West? Are you satisfactorily represented? We can handle one or two more lines.

*Correspondence invited*

**R. B. Wiseman & Co.**  
123 Bannatyne Avenue East **WINNIPEG, MAN.**

Manufacturers' Agents and Brokers

We make a specialty of distributing cars for Eastern Manufacturers. Consign to us and we will distribute the goods among your customers.



## Sterling Reputation of White Dove Brand Products!

It's one good thing after another truly, that comes the way of the grocer who handles WHITE DOVE PRODUCTS.

WHITE DOVE PRODUCTS have that reputation for unflinching quality which enables the housewife to always depend upon the brand.

The grocer who stocks such goods attracts and holds the best class of trade.

YOU get busy—Start the New Year Profitably by stocking White Dove Products.

**W. P. Downey**  
 Maker of Quality Goods  
 26 St. Peter St., - MONTREAL



Everybody  
 is wanting  
**CAMP  
 COFFEE**

NOW'S your opportunity to supply it. Sales are rising by leaps and bounds—"Camp" has hit the public taste and it means profit for the grocer.

Get "Camp" on your counter and in your windows, you'll be surprised how quickly it sells.

**CAMP  
 COFFEE**

ROSE & LAFLAMME Limited, Agents, Montreal and Toronto

**GASTRONOMICALLY PERFECT**  
 and Purity backed up by \$5,000

**MASON'S  
 O.K.  
 SAUCE**



Giant Bottle retails at 25 cents.  
 Secured profit 33 1/3%

Sole Manufacturers:  
**GEO. MASON & CO., Ltd.**  
 LONDON, ENGLAND.

Represented by  
**S. T. Nishimura & Co.**  
 55 St. Francois Xavier St.  
 MONTREAL

N.B.—The trade are cautioned  
 to avoid imitations.

# Your Share

Are you sure you are getting your share of the tea trade in your town in proportion to the size of your business? It is important.

Tea pays you a good profit and good tea will lead more trade to your store than any other one thing you handle.

Red Rose tea will do more than any other, whether bulk tea or package, to increase your share of the tea trade. Display it well, it will sell itself; push it and you will sell more of it than of all other brands put together.

Try recommending **Red Rose Tea**

It makes your customers your friends.

3 Wellington St. E.,  
Toronto, Ont. } Branches.  
315 William St.,  
Winnipeg, Man. }

T. H. ESTABROOKS  
St. John, N.B.

## *As Pure as Windsor Salt*

**\$1.00 Sold \$25 Worth  
of Groceries**

It was a thirty-mile trip to town and the instructions of Mrs. Smith to husband John were to get a dollar's worth of Windsor Salt at the grocer's—naturally husband John secured his entire list of groceries at the store that was stocked with "Windsor." He spent twenty-five dollars in that particular store.

The reason why Mrs. Smith was determined to have Windsor Salt was and is plainly evident—its uniform excellence, purity, whiteness and dryness. It pays to sell the salt that helps to sell other goods in the store.

# Windsor Salt

CANADIAN SALT COMPANY, LIMITED,  
Windsor, Ont.

THE CANADIAN GROCER



It never pays to trifle with the reputation of your store. If you supply a good class of customers, it is poor business policy to take chances on quality.

# Borden's Brands

"Eagle Brand" Condensed Milk and  
"Peerless Brand" Evaporated Cream  
are the safest and most reliable brands at all times.



**WILLIAM H. DUNN, Montreal and Toronto**

Scott, Bathgate & Co., Winnipeg, Man.

Shallcross, Macauley & Co., Vancouver and Victoria, B.C.

Unsweetened



## ST. CHARLES CREAM UNSWEETENED—STERILIZED

THE PUREST AND BEST

Prepared with the greatest care from the highest grade milk obtainable in the famous Oxford County district in Ontario.

Our sweetened brands, Silver Cow, Purity and Good Luck Milk, are the best that science can produce. Persons preferring sweetened milk will find any of these brands of the highest quality and every can guaranteed. A trial will convince you that there is no superior.

We are prepared to make prompt shipment of any of the above brands.

**St. Charles Condensing Co.**  
INGERSOLL, - ONTARIO  
CANADA



## Particular People Require Particular Attention

but it pays to cultivate this class of trade, for cranky housekeepers, while they demand the best, and are willing to pay for it, are easily held by the grocer who studies their wants.



When they ask for evaporated cream always give them IMPERIAL BRAND EVAPORATED CREAM.

Imperial Brand is put up in the finest dairying district in Canada, in a modern factory, by skilled workers. Milk supply is the finest.

THE PRODUCT IS UNPARALLELED.

**The Canadian Condensing Co.**  
CHESTERVILLE, ONT.

GENERAL SALES AGENTS:—S. H. Ewing & Sons,  
MONTREAL



WHY CARRY IN STOCK

## Canada First Evaporated Cream?

Because it is Highest in Butter Fat.

SURE TO PLEASE YOUR CUSTOMERS.

EVERY CAN GUARANTEED.

NO DEAD STOCK.

Manufactured by

**AYLMER CONDENSED MILK CO., Limited**  
AYLMER, - ONTARIO



# "Pansy" Broom

the very acme of good value

There are brooms and brooms! We can supply you with brooms of any price, but you will consult your own best interests by pushing the "Pansy." Just the right size, the right weight, strong and springy, and extra handsome in appearance. The housekeepers of your locality will prefer the "Pansy" to all others. Send us your order to-day.

*Price List on Request*

H. W. Nelson & Co., Limited, Toronto, Ont.

# E. D. S. Brand Jams and Jellies

Guaranteed  
Absolutely  
Pure



Unequaled  
in  
Flavor

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

# TO THE TRADE:

Have You Seen the Latest and Most Striking Evidence of the  
Increasing American Demand

for

# CEYLON TEA

READ THIS

## EXPORTED TO AMERICA

Jan. 1st, to Oct. 31st, 1907

Black, 7,053,900 lbs.

Green, 1,918,600 lbs.

Jan. 1st, to Oct. 31st, 1908

Black, 8,296,500 lbs.

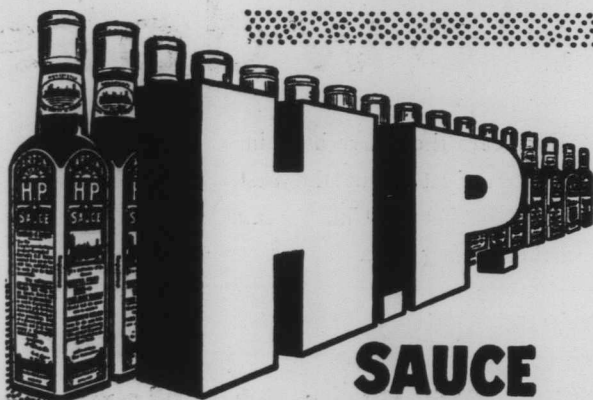
Green, 2,912,100 lbs.

**An Increase in Direct Shipments**

**of 24.92%**

**And in a Year of Trade Depression, Too!**





**TO SETTLE DOUBT**

Drop a postal to our Canadian Agents (mentioned below) for free full-sized tasting bottle of H.P. Sauce.

Try it on your own plate, and then you will see why your customers want it.

Wide-awake grocers are making H.P. Sauce their leading line.

Our bright Canadian advertising tells the people all about H.P. and what it is made of, how good it is for the appetite, palate and digestion.

Large and quick turnover on H.P.

W. G. Patrick & Co., Toronto and Montreal.  
Georgeson Co., Ltd., Calgary, Alberta.

R. B. Seaton & Co., Halifax, N.S.  
Ellis & Co., Ltd., St. John's, N.F.  
Kelly, Douglas & Co., Ltd., Vancouver, B.C.

MELAND VINEGAR CO., Ltd. BIRMINGHAM AND LONDON, ENG.

The most widely known and most appreciated by people who know are

**STERLING  
BRAND  
PICKLES**

Relishes, Jams, Jellies and Extracts. Grocers who once have these on their shelves find it necessary to be well stocked all the time to meet the steady demand.

Order from your Jobber or Direct.

THE **T. A. LYTLE** CO. LTD.

Sterling Road, Toronto, Canada

**Marsala Wine**

**A Most Profitable Side Line**

With the margin in groceries cut down to such a fine point every side line which will yield a good profit for little trouble is appreciated by the grocer.

We offer you a money-maker in **Marsala Wine**, a beverage from sunny Italy, of finest quality, and the best substitute discovered for the conventional Port or Sherry.

Profit most satisfactory. The wine sells itself after first sale.

Secure a supply to-day.

Price: \$7.00 a case and up.

**Museo Commerciale Italiano**

**43 St. Antoine St., Montreal**

Sole Agents Amerloan Continent

Phone Main 2731

**Several Hundred Grocers**

are making brisk sales of flavoring extracts because they are handling

**Shirriff's Flavoring Extracts**

They are the best of all—highest in strength and purity.

**IMPERIAL EXTRACT CO.,**

18-22 Church Street  
TORONTO, CAN.



THE CANADIAN GROCER

# Club Jelly Powders

Represent highest quality in Jelly Powders. For years they have been improved and improved until to-day we consider them just about the best. A particularly attractive feature of our line is the packet of Club Cream which is found in each package. This is a further selling help.

**Ask Our Travellers**

**S. H. EWING & SONS** 98 King St., Montreal  
Also at Toronto



PATENT APPLIED FOR

## Mr. Grocer!!

Have you placed your order for KAISER WAX PAD yet? If not, DO IT NOW—you are missing one of the best business-pullers on the market.

Hundreds of gross of this convenient domestic necessity have been sold throughout Canada during the past five weeks, and repeat orders are flowing in



PATENT APPLIED FOR

already. **MAKE A HIT!** Be the first in your town to have them on sale. **WOMEN DO THE BUYING** of groceries and provisions!

**EVERY WOMAN** takes a pride and wishes to excel in her laundry-work. Now, where she can procure an article at small cost—10 cents—that **REDUCES IRONING TIME BY HALF—REDUCES LABOR TO A MINIMUM—ADDS TO THE FINISH OF CLOTHES—MAKES IRONING A PLEASURE**—there she is sure to leave her order for other things.

## Advertise Your Business!!!

In each gross we pack 500 descriptive circulars with space for you to stamp or print your firm name, etc. These are attractively gotten up and will not on'y pull you customers for KAISER WAX PAD—and by so doing pull you customers for your other lines—but makes a good general advertisement. Send your order to our nearest agent or direct.

Manufactured by

**The Ancker-Thiem Co.**  
CHICAGO, U.S.A.

WANTED — Agents throughout Canada in unrepresented distributing centers.

Canadian Agents:

Howe, McIntyre Co., 91-93 Youville Sq., Montreal, Que.  
W. L. Mackenzie & Co., Winnipeg and Calgary.  
G. C. Warren, Regina.  
Whitlock & Marlatt, Moose Jaw.  
Howard Bros., Brantford, Ont.  
W. S. Clawson & Co., St. John, N.B.  
D. B. Brubacher, 199 Pape Avenue, Toronto.  
W. A. James, Vancouver, B.C.



## Stove Polishing Time

is right here. Have you noticed our dealer-helping ads in the good newspapers? We are telling people the truth about

### BLACK KNIGHT STOVE POLISH

how it gives a brilliant polish to a stove in a very short time, with little labour, no dust and without soiling my lady's hands. We say "Your Grocer Sells It."

ORDER FROM YOUR JOBBER

**THE F. F. DALLEY CO., LIMITED,** HAMILTON, CANADA  
BUFFALO, N.Y., U.S.A.

# Sanitary Cans

## For Hand Filled Goods

*Tomatoes, Stringless Beans, Asparagus, Spinach,  
Etc., Apples, Peaches, Pears, Plums, Etc.*

## Sanitary Enamel Lined Cans

### For Color Fruits And Goods Of Strong Acidity

*Strawberries, Red Raspberries, Black Rasp-  
berries, Blackberries, Sour Cherries, Blue-  
berries, Beets, Rhubarb, Etc.*

**"The Can Without  
The Cap Hole"  
"Bottom Like The Top"**

*Write for Samples*

**SANITARY CAN COMPANY, LTD.  
NIAGARA FALLS, - ONTARIO**

## FRUIT CANS

All sizes—All kinds.

## SYRUP CANS

For products of Maple, Corn  
and Cane.

## MILK CANS

For Sweetened Milk and Evap-  
orated Cream.

## MEAT CANS

Bevelled, Round and Square.

## BISCUIT TINS

of any description.

## BAKING POWDER

## AND SPICE CANS

PROMPT SHIPMENT SUPERIOR GOODS

THE

# Norton Manufacturing Co.

HAMILTON

# Walter Baker & Co.'s

## Cocoas and Chocolates

In single box lots we will supply at the  
following prices:

Baker's Cocoa, $\frac{1}{4}$ s	- - - -	35½c. per lb.
" " $\frac{1}{2}$ s	- - - -	35½c. "
Premium No. 1 Chocolate, $\frac{1}{4}$ s	- - - -	32½c. "
" " " $\frac{1}{2}$ s	- - - -	32½c. "
Webb's Cocoa, $\frac{1}{4}$ s	- - - -	29½c. "

# W. H. GILLARD & CO.

*Wholesale Grocers*

**HAMILTON**

**Branch House—Sault Ste. Marie**

# WAGSTAFFE'S

Fine old English

## Pure Orange Marmalade

Season 1919, now ready.

# WAGSTAFFE'S

## Jams, Jellies and Sealed Fruits

are better than the imported.  
Once tried always used.

# WAGSTAFFE, LTD.

Pure Fruit Preservers

**HAMILTON**

## Brooke Bond's Tea.

Our long experience, our large trade in Great Britain, and our system of buying *for cash* in the countries of production, enable us to offer you the highest quality at very moderate prices.

With every facility in our own Bonded Warehouses we blend and pack tea for all markets in foil, tin, lead, parchment-lined bags, or any other style of packing desired.

We pack under your own label and with any style of printing you may choose.

Agents for Western Canada:

Messrs. Hamblin & Breton,  
Corner of Notre Dame and Victoria Streets,  
WINNIPEG, MANITOBA.

## **Fruit Jars**

*Gem, Crown, Schram*

## **Butter Tubs**

20, 30, 50 lb. *White Spruce*

## **G.V. Parchment Paper**

## **Brooms**

*Splendid Value*

## **Wrapping Paper and Twines**

ASK FOR OUR PRICES

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

# GOODS THAT SATISFY

**Greenbank Solid Lye**

**Red Heart Powdered Lye**

**Caustic Potash**

**Greenbank Chloride of Lime**

All put up in sealed tins.

1/4's, 1/2's, 1's and 25 lbs.

Sold by Wholesalers all over Canada. Special prices to the Trade.

# L. CHAPUT, FILS & CIE.,

Wholesale Grocers, Distributors,

MONTREAL

ESTABLISHED OVER 200 YEARS

# CHAMPION'S

LONDON, ENGLAND

## IS THE BEST VINEGAR

MADE FROM FINEST MALT

Commands a Preference Over All Others.

ONTARIO AGENTS: The Lind Brokerage Co., 23 Scott St., Toronto

Agent for the province of Quebec, J. Walter Snowden, 413 St. Paul St., Montreal

W. H. Escott, 141 Bannatyne Ave. East, Winnipeg

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS.

WRITE OUR AGENTS FOR PARTICULARS



YOU KNOW

CANADA'S GREATEST SPICE HOUSE

ABSOLUTE  
PURITY



HIGHEST  
QUALITY

SEND ALONG YOUR ORDERS



### Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN  
THE CANADIAN GROCER.



### A Great Convenience — McGregor's Patent Bag Holder

Holds every size bag. It is out of the way, yet permits instantaneous selection and prevents all waste.

Write us for full particulars and prices.

**KILGOUR BROS.**

19 Wellington St. West, - TORONTO

THE CANADIAN GROCER

# MAPLE SYRUP

OUR TRAVELLERS CAN INTEREST YOU.

## The Davidson & Hay Limited

WHOLESALE GROCERS, TORONTO

### SUGAR

When next purchasing supplies of Granulated Sugar ask for

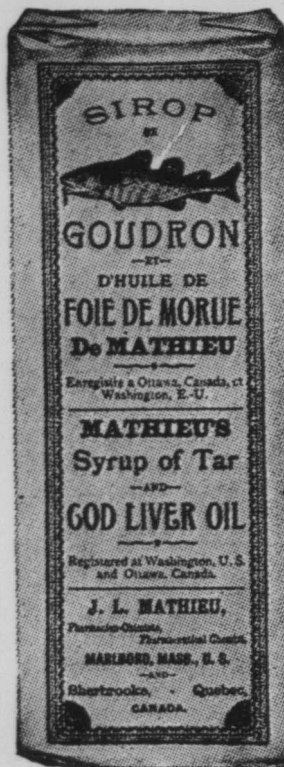
*Redpath*

The purest and best—To be had in original packages—

Barrels of about 300 lbs. and Bags of 100, 50, and 20 lbs.

The  
**Canada Sugar Refining Co.,  
Limited**

MONTREAL



WHY YOU SHOULD SELL

### MATHIEU'S SYRUP

of Tar and Cod Liver Oil

Reason No. 3

It is not a secret fake medicine

It contains no dope, nor anything else that is injurious. It is just a scientific combination of pure Cod Liver Oil and Syrup of Beech Tar.

Therefore, in selling Mathieu's Syrup, you are promoting the welfare of your community, and also aiding in the war against disease and death. Mathieu's Syrup is the best thing for Coughs, Colds, Bronchitis, etc.

Mathieu's Nervine Powders—another simple family medication—that is very good for headaches.

Just look over you stock and send us your order.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal

# JAPAN TEAS

Jobbers please write immediately for samples of the few lines of choice low grade teas remaining.

**S. T. NISHIMURA & CO.**

MONTREAL and JAPAN

# Our Annual Tea Sale

DON'T MISS THE BARGAINS

If open, see our travellers or write for samples.

'PHONE **596** free to buyers.

**BALFOUR, SMYE & CO.**

QUICK SHIPPERS

Wholesale Grocers,

HAMILTON, ONT.

## Mrs. Jones Tells Mrs. Smith About Balmoral Marmalade

and, wouldn't it surprise you, Mrs. Smith soon becomes a regular buyer of this brand. Must be because of the quality. The wise grocer stocks the best, because if he gets the reputation of carrying the best marmalade people come to him for it and at the same time buy other groceries. One woman tells another about a good line, so you will win new customers every week if you push Balmoral Brand Scotch Marmalade.

**J. W. WINDSOR**  
MONTREAL



**SOFT MINTS—5c.** boxes.

**ACME PELLETS—5-lb.** tins.

**M. & R. WAFERS—5c.** bags.

and a complete line of

**LOZENCES, ETC.**

**Hard and Soft Licorice Specialties**

Appropriate for the confectionery, grocery  
and drug trades.

Price Lists and Illustrated Catalogue on request.

**AGENTS**

Toronto	- -	R. S. McIndoe	-	54 Wellington St. E.
Montreal	-	J. M. Brayley	-	55 St. Paul St.
Winnipeg	- -	E. W. Ashley	-	123 Bannatyne Ave. E.
St. John	-	H. S. Daly	-	-
Vancouver	-	J. F. Mowat & Co.	-	-

## DO YOU WANT

to buy or sell anything, to engage a clerk or secure a situation? Try a Condensed Ad. in The Canadian Grocer, it will bring results. Two cents per word for first insertion, one cent per word for each subsequent insertion. See page 75 for yearly rates.

# OUR INVENTORY IS OVER

The low prices quoted in January will be maintained during February on the balance of broken lots, especially in the lines mentioned below and for as long as these will last.

We have also a few unassorted lots of high-class goods which we offer at very low prices; these are goods of quality which it pays to buy, and, as there are only a few lots, order early in order to take advantage of this opportunity.

## Canadian Canned Fruits, Vegetables, Meats and Fish

We carry a full assortment of all popular brands on which we quote interesting prices. It pays to stock up these goods before Lent. We especially recommend a choice line of

### SALMON

"KEYSTONE" brand, which we sell very cheap; and also our

### SARDINES

"White Bear" and "Junqueira" brands, both noted for their rare quality and wholesomeness.

### IMPORTED CANNED GOODS

Vegetables, Fruits and Soups of the celebrated "SOLEIL" BRAND. These goods are very popular, a popularity which they owe to their natural flavor and guaranteed purity. We also recommend the

### MUSHROOMS

Canned and exported by T. Lecourt and Co., of Paris, France, and the

### PATES DE FOIE GRAS

Canned and exported by Clement Obier, and by F. Roche et Cie, two experts in the preparation of things good to eat.

### MINERVA OLIVE OIL

From the firm of Henri Boule & Co., of Marseilles, France. This is the choicest Olive Oil on the market, whose purity and quality are guaranteed by the Municipal Laboratory of Marseilles under whose supervision these goods are bottled.

### VICHY WATER

"La Regente" and "La Sanitas," bottled at the Springs and highly recommended by the medical profession.

### CASTILE SOAP

"La Mouche" and "La Vertu," two pure olive oil Soaps of superior quality. Very economical for toilet and bath.

### TEAS

We are in a position to supply the trade with all grades and qualities of teas. We have a most complete stock of "Princess Louise" and "Victoria" brands of black and Japan Teas, brands which we can recommend as to price and quality.

WE PAY FREIGHT ON ALL LOTS OF TEAS, ASSORTED OR NOT, OF 200 LBS. OR MORE.

### KINOT'S ANISE SYRUP AND TAR SYRUP

These are excellent products on which we are in a position to quote EXCEPTIONALLY LOW PRICES. They are quick sellers and give you good profits.

For further particulars, quotations, etc., write, phone or wire at our expense.

# LAPORTE, MARTIN & CO., LIMITED

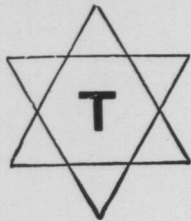
Wholesale Grocers and Wine Merchants

## MONTREAL



This  
Adamson,  
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Allison Co  
American  
Anderson,  
Anchor-Th  
Aymer Co  
  
Balfour, S  
Beansville  
Beardwood  
Benedict,  
Bloomfield  
Blue Ribb  
Bord-n Co  
Bovril, Lc  
Bowler, S  
Boyd & G  
Bradford  
Brayley &  
Bristol, G  
Brooks-B  
Brophy, I  
Busy Mar  
  
Camp Col  
Campbell  
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Carran T  
Carr & Co  
Carter-Ch  
Ceylon T  
Champion  
Cha-ut I  
Clare & I  
Clark W  
Clawson  
Compuh  
Conners  
Constant  
Cota, J  
Cowan C  
Cox, J. J  
Cummin





# SPICES

There is no risk in buying spices from us, all goods packed, branded, sold or invoiced by us as pure, will stand the most minute examination and analysis.

Red Feather and Majestic brands are not only pure but ground from finest goods obtainable.

## James Turner & Co., Limited

Hamilton and Arnprior

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This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

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# Grocers Carrying Confectionery

Opinions Expressed by Many of the Leading Grocers of Ontario on This Important and Growing Question—Majority in Favor of the Scheme—Some Could Get Along Without Confections—Differences of Opinion.

The Grocer, in placing before the retail trade the advantages of carrying confections, has secured direct information from grocers throughout the country as to the profits and benefits which follow. As a rule few members of the trade engaged in business in the central portion of a town or city—where they are in direct competition with the exclusive confectioners—pay much attention to carrying these goods. Often, however, in the suburbs, grocers make a reasonable profit, as will be noticed by some of the statements they have made to The Grocer's enquiry, and which are printed below. Others do not consider the carrying of confections sufficiently remunerative to warrant the trouble, but the majority favor the addition to their stores.

It would appear from the statements and experiences of those who carry confections that where some trouble is taken and a neat arrangement of cakes and confectionery is made and where cleanliness exists, there have been good results.

## With Profit in Peterboro.

Your correspondent interviewed a number of the local grocers on the question of the handling of a line of confections in connection with their businesses and the majority stated that they have found it to pay well and gives but little trouble in the handling and disposing of it. The most of the grocers interviewed stated that they carried the business through the entire year and a few found that it fell off when the cold season set in. These, however, were very few.

R. C. Braund has been dealing in this line for six years and his experience has been most satisfactory. With him there is but little difference at any time in the year and it has reached that stage where it looks after itself. John T. Braund, his brother in the opposite end of the city, speaks almost in the same vein. He has been carrying confections for nearly five years. J. M. Donovan finds the business better in summer than in winter and it helps the general business noticeably.

Bert Hunter's experience in this line has extended over four months and he finds this business is increasing.

The general report in Peterboro shows that confections form a line that soon takes care of itself and with but little trouble and besides it is profitable.

## Guelph Grocers' Views.

In the Royal City the grocers find that outside of keeping gross goods in the confectionery line, they do not appreciate carrying confections. One grocer,

however, who pays special attention to his confectionery department, is well satisfied with the results. In those sections where the ward schools or other schools are very close to the stores they do quite a business with the children. Chas. T. Hicks, Paisley St., has about the nicest display in confectionery, and he does a very good trade in this line. He has splendid ideas in the use of his show cases for confectionery only. In one he displays twenty-four different varieties of 20c lines and always keeps the dishes well filled up. In the other he displays bon bons, in fancy boxes alone. He is quite satisfied with the results. The general opinion is, however, that this department in the outside stores was not a success with the exception of a few gross goods for the children.

Another grocer interviewed said: "In my own experience there is a very nice profit to be made out of this department when a grocer will take time and give space for show purposes. This department needs a little attention each day to keep the different lines in shape, and if a grocer feels he has not the time to devote to it, by all means keep out of confectionery. The failures to make it pay very often can be traced more to neglect and lack of display."

All the stores here keep a few lines and have always done so, but some are inclined to get out of them. When a grocer sees a line sticking or getting soiled it sometimes pays to put it up in grab-bags and sell it quickly.

One grocer remarked: "It pays as an advertisement to keep a nice line of mixed candies to give a few to the children and ladies when they come in with a grocery order. It does not cost much and a little judicious liberality once in a while keeps the grocer's name before the people. We all must remember," he added, "that the boys and girls of to-day are the mothers and fathers of the future, and as one lady told me recently, 'You were always very kind to me as a child and I feel I can trust you to be the same to my children.' It seems a very small item in a man's business career, but I find when I have the people's confidence there is little trouble to sell them anything in the store which I recommend."

## Good Prospects in Perth.

Judging from a number of interviews with grocers here confection lines are favorably looked upon by the majority who are carrying them. Almost all have done something in candy and feel that if they were to drop this department a loss would be sustained. H. T.

Jackson, who has carried on business in the residential section of Wilson St. west for the past two years, when asked if he thought confectionery a good line to carry in a grocery store replied: "It certainly is a good line. I would rather handle confectionery than many lines in groceries. Not only does it pay itself, but it often leads to extra sales in other lines."

N. E. Dodds, Gore St., has handled confectionery since starting business 5 years ago. He believes that money is to be made in the high-grade goods and so confines himself principally to these better lines. He has handled cent lines, but he doubts if they always pay, as a grocer often has to leave a good customer to wait on a troop of children who "have a cent to spend."

Norman Miller, Foster St., has handled confectionery for some time, but has never carried a full line. He thinks there is little money in it and handles it only because his trade demands a certain amount. He thinks, however, that candy would be a good line if given attention.

C. A. Farmer & Son have been handling confectionery since the business was established seven years ago. In their opinion confectionery is a side line which for space occupied and amount of time and cash invested gives a good return. If care is exercised in buying there should practically be no loss through goods becoming stale. "As an all the year round paying line he would not be without it," he said.

A number of Perth grocers control some particular line of high-grade chocolates for the town.

## Opinions in Berlin.

Grocers in Berlin are not a unit in their attitude towards confectionery in the grocery store. George Metcalf, of Metcalf & Co., who conduct a fine grocery establishment, said he considered the confectionery department of their business a very important one; so much so that the firm was about to extend this end of their business by putting in machinery for the manufacture of candies. This manufacturing plant will be located in the top flat of their three-storey building. Confectionery always has been a paying part of the business of Metcalf & Co., due to a large extent to the exceptionally good stockkeeping observed in this, in common with the other departments of the Metcalf store. They keep bulk candies in glass showcases, tastefully displayed in trays, and attribute much of their success in confectionery selling to the care they exercise in this connection.

J. F. Beck, of Beck & Schell, when questioned by your correspondent, said

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he did not consider the candy business of sufficient importance to push very extensively, excepting at the holiday season. In this he referred particularly to bulk, gross and pail goods. This firm, however, does a very large business with a special kind of chocolates, having the Berlin agency. This does not require much extra effort other than keeping a well assorted stock on hand.

"The quality of these goods," said Mr. Beck, "is such that they sell themselves, so we find it an exceptionally good line to handle."

Arthur Stueburg, of Stueburg & Son, was not at all favorably inclined towards confectionery. They handle candies, he said, rather because they had to than that they wanted to. The only time that confectionery really paid them was during the Christmas trade. They believed in devoting their energies in furthering the staple part of the grocery trade, leaving such side issues as confectionery to take care of themselves.

#### London Bakers Raise the Price.

The only grocers in London who carry confectionery are those doing business in the outlying portions of the city. Some storekeepers interviewed by your correspondent state that it is not a very great paying line. One dealer in voicing his sentiments said:—"If I had never taken up the line and knew what I know now, I assure you I would leave it alone. As it is, my customers have come to look to me to supply what they want in the way of confectionery, and for their convenience I am obliged to keep it. You see people want nothing but to-day's baking, and if there is any left over we must use it in the house or give it away. Some time ago the bakers increased prices of cakes for which they charged us from 8 cents to 10 cents. They retail them at 12 cents. We have to do the same. They also advanced the price of 22c cakes, which we sold at 25c, to 25c, and we now are obliged to sell them at 30c each. For small cakes which we formerly bought for 8c per dozen we now pay 10c and sell at 12c. The result is particularly unsatisfactory as regards these latter articles. Customers, rather than pay 12c per dozen for the small cakes, will ask for 10c worth, and the consequence is that I, for one, and no doubt others have similar experience, am frequently left with odds and ends of two or four each of several different kinds of small cakes."

It has been suggested that instead of increasing the prices bakers should have reduced the size of the cakes, but they do not seem to care whether the grocers handle the goods or not.

#### Results in Bracebridge.

The majority of grocers in Bracebridge seem to think the trade in confections a profitable one. E. J. Kirk, of Kirk Bros., claims the investment to be a paying one. They handle bread, cakes, fancy biscuits, etc., and find an increasing demand for them.

Brophy Bros. and J. D. Cummings are interested in it and are very much in favor of handling confections, speaking from the standpoint of the grocer.

The small grocery stores situated around the beautiful lakes near Bracebridge find they have splendid profits, and that they simply could not do business without confectionery.

M. Hutchison, of Hutchison Bros., does not believe there is much gained by selling confectionery, but he could not very well get along without it.

Jos. G. Myers devotes almost all of his attention to groceries, and reports poor success with confectionery.

Armstrong & Gillespie speak along the same lines as Mr. Hutchison.

#### What Brantford Grocers Say.

In Brantford most of the grocers carry a stock during the Christmas season. The grocers away from the centre of the city are very few who handle confectionery. Those who do nearly all sell the gross goods and not the better lines.

Alfred Patterson, of William Street, makes a specialty of confectionery, manufacturing all his own. He recently opened a branch store in the opera house block. J. Forde Co. has for years had the agency for the city of a particular variety of confectionery, carrying the most expensive as well as the largest stock of any grocer in the city.

#### Four to One in Stratford.

Does a confectionery department in connection with a grocery pay in Stratford? Out of sixteen grocers called on twelve answered in the affirmative and three in the negative. The most enthusiastic on the question are the larger corner groceries and those who to a large extent make their own candies.

A. Beattie & Co. say it does not pay. R. S. Jones says they have to handle certain lines, but there is nothing in it, as it sells too slowly.

H. T. Barker has been handling confectionery for a number of years and finds it a profitable line, especially the high grade chocolates.

The Barnsdale Trading Co. manufacture the most of their candies and therefore get them at first cost. They also make a good profit out of their fancy chocolates and bon bons.

J. A. Monteith only handles a staple line, but finds them unprofitable.

E. O'Flaherty thinks it a good paying department, as there is no loss, and intends cutting out crockery to instal more confectionery.

H. G. Brown thinks there would be no profit in it for him if he did not manufacture the most himself. Mr. Brown has been handling confectionery for a number of years.

L. F. Killoran finds it not only pays well but makes the store look bright and attractive.

J. L. Barton has been handling it for a number of years and finds it profitable. Mr. Near and F. Pratt are of the same opinion.

McCully & Haugh find the one cent candies very profitable for the school children's trade, and the higher grade chocolates pay well for adults.

Whye Packing Co.'s Market Street store handles only a few of the profitable lines, and in the Queen Street store the confectionery is one of the most successful departments they have.

Oman & Mallion carry a few staple lines, as they have no room for a full stock, but they find it pays.

Walsh Bros. have been carrying candies for years and say they have no kick coming, as it pays them a good margin of profit.

#### ADVERTISING ADVANTAGES.

F. Homer Moore, Advertising Manager for P. Shier & Co., Uxbridge, Tells of Its Importance.

Does advertising pay? The wideawake business man says yes. Others say they do not know because they have not tried it. That's where the struggling business man makes the mistake of his life.

What would the world be to-day had not the new discoveries, new inventions, been tested? We would have been in the same old rut year after year. But these new things have been tried and the result is progress. Merchants who are employing trained advertisement writers are the progressive merchants. Advertising is to business what the motor is to the automobile. It makes it go.

The man who does not advertise pays the cost of advertising for the one who does, because the man who employs publicity sells more goods as a result and takes away trade from his competitor.

At first thought it seems a simple matter to sit down and write advertisements but to do it effectively and persuasively there's the rub.

For advertising to pay it must be used continuously. In continuity is strength. In disconnection failure. The man who feeds his horse on Monday and gives him nothing to eat on Tuesday will have a sick horse on Wednesday, and probably a dead horse on Thursday.

The biggest fish are in the stream that runs on forever. Some men succeed by intermittent advertising. Some men jump off a high bridge and do not get killed.

Success from intermittent advertising is chance. Make your success an assured fact by continuous advertising. It pays to employ the best advertising brains. Ideas are cheaper than printers' ink. Look at the successful men of today, who have in their employ trained advertisement writers. Especially is this true in the grocery trade. People have to eat. But more people will eat more if the quality of the food is temptingly placed before them. People like to buy from the "Grocery on the corner," because the proprietor appears to want to sell.

Advertise continuously, wisely and well and success will be your reward.

#### BUYERS IN MONTREAL.

Aug. Beausoleil, Terrebonne, Que.; Georges Beausoleil, Terrebonne, Que.; A. Brossard, Laprairie, Que.; F. Boivin, Laprairie, Que.; P. S. Hardy, Granby, Que.; Frs. Robert St. Hubert, Que.; M. Jodoin, of the Jodoin Trading Co., Elk Lake, Ont.; E. Cyr, St. Hermas, P.Q.; Mrs. Dundury, Vaudreuil, Que.; R. Seers, St. Dorothee, Que.; A. St. Pierre, St. Genevieve, Que.; A. Morasche, L'Achenois, Que.; M. Corriveau, of Corriveau Freres, Henrieville, Que.

# A Window Display That is a Sensation

Effigy of a Burglar Kneels Beside the Iron Safe From Monday Morning Until Saturday Night—Everybody Becomes Curious—No Goods Shown in the Window—Makes the Passer-by Stop to Think.

Window dressers on examining fully into the illustration appearing on this page will be struck more by the idea the designers of it have conveyed, rather than the display itself—although the latter is certainly sufficiently novel to command attention. This window has not

served that there is nothing in the picture which would indicate even what kind of a store was behind it, not considering that it gave no idea of what sort of goods it was the intention of the designer to advertise.

Therein lies the chief point The Gro-

SAFE WILL BE DISTRIBUTED AMONG THOSE INSIDE OF THIS STORE." There is a doubt and an uncertainty left unexpressed which at once attracts the attention of the passerby and makes him think. He says to himself perhaps, "Another one of those confounded advertising schemes, but I wonder what on earth it means?" The next time he passes there is the same doubt and he thinks he will solve the mystery. The third time he probably determines to call around to the store on Saturday night and find out just what is all really means.

### Casts Hypnotic Spell.

Probably he does not desire to show other people he is so curious and he just walks up and down the opposite side of the street with an occasional glance at his watch and one at the window. There is always sure to be a crowd, because no matter what trait of character a human being lacks he can scarcely shake off that of curiosity.

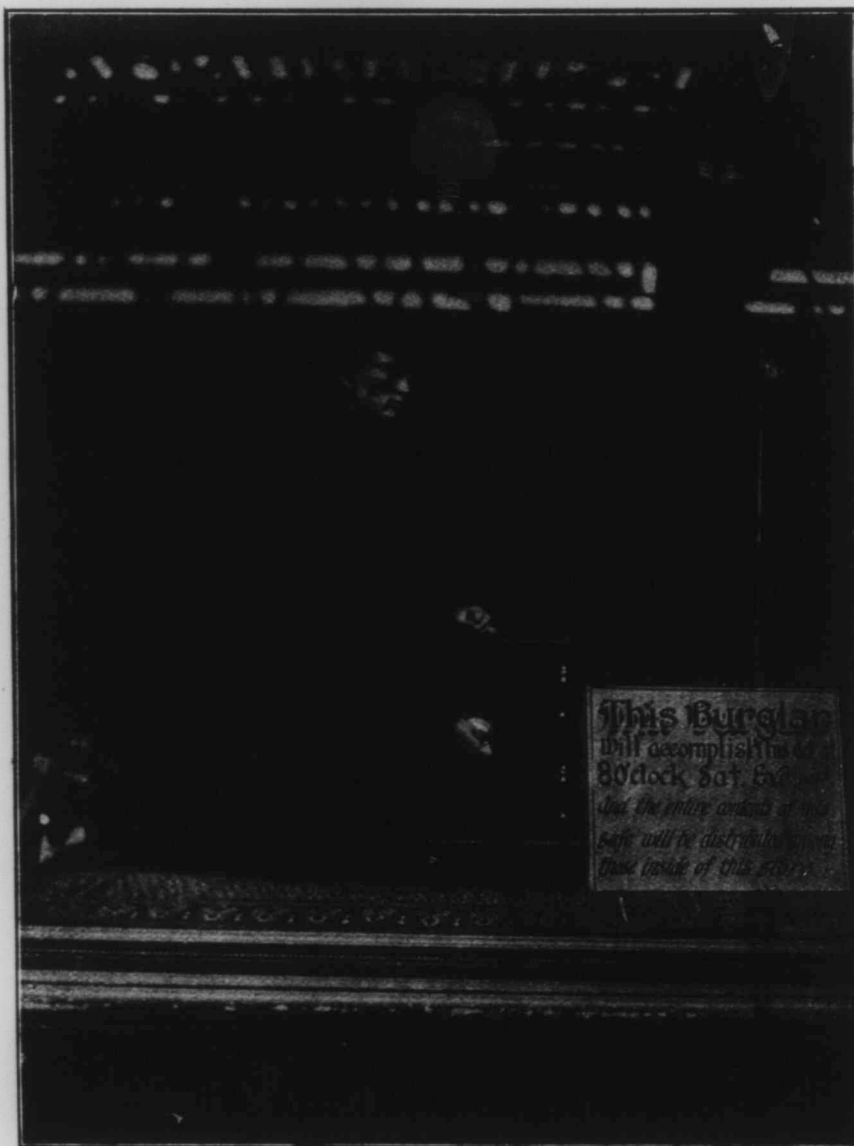
And so at 8 o'clock he notices some person in the window and he crosses the street to share in the results of the congregated crowd.

The originators of this novelty in window dressing are Holbrooks, Limited who manufacture the Holbrooks sauces, etc. Therefore, when the safe door is opened on Saturday night there roll out small sample boxes of their goods, which are, as stated in the show card, distributed among those present in the store.

### Advantage to the Grocer.

The grocer in whose store the window display is certainly gets a good deal of the benefit. It has been found that the public simply "goes wild" over the affair. They wonder all week what is in the safe. Some stoutly maintain there is nothing, but, nevertheless, when Saturday night arrives they are on the spot to make sure. It gets the people talking about the grocer's store where the display is and often the grocer secures customers who call in to attempt to discover what is locked up in the iron safe. They make a purchase and if satisfied they come again.

On Saturday night the store is full of people. They have come to see the safe opened and secure part of the "something" which falls out when the door opens. Instead of going to their regular store to make their week-end purchases, they save this trouble by buying their goods where they are and the grocer very often secures them as regular customers.



### WINDOW DRESSING SCHEME.

That has Attracted the Attentions of Thousands of People.

yet been introduced anywhere in Canada, but in New York and Buffalo it created one might say, sensations.

The window appeared in various grocers' windows in the above mentioned cities—just as you see it. It will be ob-

cer desires to convey to the window dressers. The passing public reads:—**"THIS BURGLAR WILL ACCOMPLISH HIS ACT AT 8 O'CLOCK SATURDAY EVENING NEXT AND THE ENTIRE CONTENTS OF THIS**

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## THE CANADIAN GROCER

### It Commands the Curious.

The most important point in this window display is the curiosity it commands. An artist will tell you that it is what is omitted in the drawing of a picture that gives the desired effect. It is the same with the display, only the latter makes the person wonder and imagine the contents, and more so from the fact that there is absolutely nothing in the window which would lead him to determine what the safe contains. Window dressers have here some food for thought and by using some of their undeveloped ingenuity can produce something as novel containing the same idea.

Just before the safe is opened a banner is strung across the top of the window showing the goods that are being advertised, so that everybody reads, and usually in audible tones, the name of the article.

The picture of the burglar in the accompanying illustration was taken from life and represents a real criminal captured in New York City.

The results of this advertisement have been most gratifying. Crowds of people invariably stand around the grocery store for an hour or more before the safe door is opened, just as if a serious accident had happened or a murder committed. It is in reality a sensational window display, and worth more than a passing consideration.

### HARBOR IMPROVEMENT.

#### This has Done Much to Increase Business in Montreal—Officers of Corn Exchange for This Year.

Some interesting points were brought out in the reports of President Joseph Quintal of the Corn Exchange Association at the annual meeting held recently in Montreal. He referred to the improvements to the Montreal harbor and St. Lawrence river, pointing out that the results obtained in increased business justified the making of the changes.

He eulogized the excellent work of the Board of Harbor Commissioners for the improved facilities. Another elevator would soon have to be erected to take care of the growing grain trade of the port.

The action taken by the present Government on the cable toll question was also considered. He hoped that the Postmaster-General Lemieux would succeed in his efforts and secure a reduction in the cost of cable messages. The tariff has stood for many years at 25 cents a word, which seemed to be quite high for the present times. A reduction of 50 per cent. would be appreciated.

He was pleased to state that telephone communication from New York and Chicago, giving continuous grain quotations, would soon be established.

The following was the result of the elections to the board of management for the ensuing year:

President—Joseph Quintal.  
Treasurer—Alfred Chaplin.  
Committee of Management—R. W. Oliver, P. B. Earle, W. W. Hutchison, J. S. Norris, E. S. Jacques, Jas. Caruthers, W. I. Gear.

Board of Review—T. A. Crane (chairman), Edgar Judge, C. B. Esdaile, H. W. Raphael, J. E. Hunsicker and Alex. McFee.

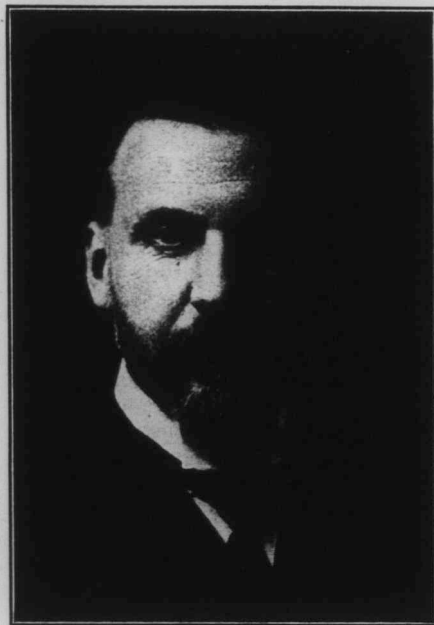
### NEW NAME FOR COMPANY.

#### Mayell & Co. will Likely Be Known As "The Litster Pure Food Co."

The photograph accompanying this sketch will be recognized by many in the trade in Canada as James Litster, vice-president of Mayell & Co., Limited, Toronto.

Mr. Litster was actively interested in the formation of this company, which has taken over and is re-organizing the business of Mayell & Co. The new firm is fortunate in having all its manufacturing processes under the personal supervision of Mr. Litster, as few men possess a greater practical knowledge and experience in the making of extracts, baking powders and kindred lines. The late Mr. Jardine, founder, and for many years, owner of the Pure Gold Manufacturing Co. was a brother-in-law of Mr. Litster, and 24 years ago induced him to join his staff. Since that time his whole attention has been given to the manufacture of this class of goods.

On account of Mr. Litster's familiarity with the trade and his honesty in doing business in the pure food line, his immediate partners, Kent and Jenkins



JAMES LITSTER,

Vice-President of Mayell & Co., Toronto.

have decided to incorporate his name in a new name for the company, which they purpose to adopt in the very near fu-

ture. It is likely that the name will be "The Litster Pure Food Co., but announcement will be made on completion of the re-organization work, which is now being carried out.

### NEW SALES MANAGER.

#### Cecil R. Jenkins Takes Position with Mayell & Co., Toronto.

Cecil R. Jenkins, late sales manager for Gowans, Kent & Co., has joined the newly organized Mayell & Co., and takes



CECIL R. JENKINS,

Until Recently With Gowans, Kent & Co.

a similar position with them. Many of the friends of Mr. Jenkins for some time were speculating as to what his future plans were, as it was generally known he was making a change, and now they know.

He had been with the Gowans, Kent & Co. for twenty years. His cut appearing in this column will be recognized by his many friends in the Dominion.

### WILL COVER THE WEST.

H. E. Quesnel will travel through Western Canada for L. Chaput, Fils & Cie., the Montreal wholesale grocers, succeeding Newton Hill, who for several years was responsible for this territory. Mr. Quesnel has been in the employ of the company for ten years, and during the last five sold goods in Montreal for them. He knows the grocery business from top to bottom and is a hustler. His many friends will be glad to hear of his success continuing in his new field.

Douglas Campbell, of the Campbell Milling Co., Toronto Junction, leaves in a few days for Nassau, Bahama Islands, on a six weeks' business and pleasure trip.

# The Evolution of the Grocery Trade

Member of the Trade of Thirty Years' Standing Tells of the Changes Brought About by Father Time—Schemes of "Dead-beats" He Has Met With—The Part the Telephone Now Plays in the Business—Present Duties of the Clerk as Compared With the Past.

The telephone is being used more and more in the grocery business and the passer-by cannot tell from glancing in the shop of the average grocer whether he is busy or not. He may be parcelling up a dozen orders just received over the wire and his clerks literally rushed to death when there are apparently few people on the premises. Another strange thing is that there are grocers in cities doing business for years with leading families and, if the good housewife or her daughter should enter the store tomorrow the chances are that she would not be known by the proprietor or any of his staff. These families may have bought their supplies for a generation from the grocer and have at the end of each month remitted the amount of their account by cheque. This plan has worked satisfactorily both for the customer and the merchant.

Speaking of some changes in the grocery line and its methods, J. F. Morrish, Yonge Street, Toronto, who has been serving tea and sugar over the counter for thirty-three years and has been in business for himself for eighteen years, was in a reminiscent mood when called upon by *The Canadian Grocer* the other day. Mr. Morrish has probably a score of customers whose table wants he has been supplying for nearly as many years and some of his patrons in that long period have not visited his store half a dozen times.

"I do not think I would know them," remarked Mr. Morrish. "We have found them pleasant and satisfactory to deal with in every way, and they have apparently found us reliable and prompt in our service."

## What Evolution Brings.

"It is wonderful to sit down and review the change of the grocer in relation to his customers during the last thirty years. Formerly the down-town man sold many families everything in the grocery line and supplied them with all the edibles they required. All that is altered and one man supplies the milk to the average family, another the tea, another the vegetables, another the fruit and so on, and the family grocer gets only the staples. The corner store is also patronized for little odds and ends; the transient needs and the larger articles are left for the down-town man. This is merely a development of affairs caused by the removal of population farther out in the residential districts. We do not come in contact with our customers personally nearly as much as we did ten or fifteen years ago, and, consequently, salesmanship has also undergone a

change, as well as the methods and management of the average household. In former days the lady or daughter of the well-to-do household who did the shopping, did not make out a list of wants. On entering the store we suggested many lines which she might be in need of and presented all the latest novelties and daintiest supplies. We often sold the caller much more than she thought of purchasing. Salesmanship counted with the down-town city grocer and his staff. By the movement of population to the outer sections very few women, comparatively speaking, do the buying now, leaving the matter to the maid. A list is made out, telephoned in and we fill it. We ourselves have helped to bring this system about, as some years ago we ceased sending a wagon and driver around from door to door taking orders. Our customers got to reside too far apart for this to be done conveniently, and the telephone has come into too general use for the practice to be continued profitably. The business system and alteration in the interior economy of the average household is shown in the fact that if the lady of the house does come in she has a definite idea of what she wants before she enters and also the quantity. She will consult her carefully prepared memo and, when that is gone through with, she does not buy much more, no matter what you may show or recommend. All this is not to be wondered at since a certain portion of the income in many households is laid aside each week for supplying the table and a definite idea established of what it costs to gratify the appetite. It is all a matter of evolution.

## Grocer Gets Wily.

"Yes," continued Mr. Morrish, "I find that the tendency is more and more in the direction of a cash trade and I have less than a third of the number of accounts on my books than when I began business. Many customers have adopted the practice of settling monthly by cheque and promptly remit each month when their statements are forwarded to them. In my long experience I have had many instances of the wiles of people to get ahead of the grocer and obtain goods for nothing. The schemes they have resorted to are many and some of them original, but we never get caught the same way the second time. If we receive a telephone order from someone whom we do not know we send the goods C.O.D. and, if they are not paid for at the time of delivery, they are brought back. In years gone

by parties have tried to induce a good-natured driver to leave the groceries on the plea that the lady of the house was out, that they did not have the right change or did not expect the delivery so soon, and, in some instances, it was impossible on going back to the house to collect the amount. Now our drivers have explicit instructions not to leave any parcels marked C.O.D., no matter how cordial the reception or how plausible the excuse for not having the money ready. If a driver violates instructions he is held accountable and the amount of the loss deducted from his pay. This has given him back-bone enough to say 'no' in every instance and we have no trouble. Where the caller is known to us things are different and we have a running C.O.D. account and, if the recipient has not the change ready or happens to be out, the parcels are left and the sum collected when the next delivery is made. Some persons, who get behind in their monthly accounts, do not pay or evidently do not intend to settle up, will suddenly drop off in their orders from \$20 to \$25 a month to \$6 or \$7 and think that we may fail to notice it. Generally speaking, such persons are getting their groceries or the bulk of them elsewhere do not intend to settle for the arrears of account, and are gradually veering to some one else and at the same time making a pretext, with an order now and then, of keeping up a connection with us. We get after the collection of such accounts promptly. It is better to gather in what they owe than to lose all in the end.

## Irritating Ingenuity.

"Now, as to the schemes resorted to get goods from the grocer for nothing. Some of them are ingenious. Here is one: A lady will call and give a fictitious name and address. After ordering a large bill of goods to be sent C.O.D. to the name and address given she will say 'Oh! I am just going home and I want the salmon, and the tea for dinner. If you do not mind I will take them with me, and you can send the balance of the things in the afternoon,' as she is not in a hurry for them. In the afternoon the driver sets out to the place designated on the order to discover there is no such a number or that the name is a false one. In the meantime the woman, who gave the order, is perhaps congratulating herself how she cleverly managed to get the pound of tea or fish for nothing, and frequently all trace of her is lost. This practice is getting to be somewhat worn now and is not attempted as

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## THE CANADIAN GROCER

often as it used to be. I have already told how we overcome the C.O.D. dodge; the party discovering that she has not the money and how we refuse to leave the goods. I had a peculiar experience once with a man whom I knew. He ordered a large bill of goods and promised to pay me in a few days. After the groceries had been delivered he returned to the store and told me that we had sent him up some butter at thirty-five cents a pound. He asked if we had not some cheaper, adding that he could not afford to eat but-

fy himself that he did not want to get ahead of me too much.

### The Clerk's Standpoint.

"Conditions are vastly different today with clerks than when I entered the business over 30 years ago. The work is now much lighter and more pleasant, cleaner in every way. In those days there was no flywheel on the coffee mill and the grinding was hard and tedious manual labor that made you perspire freely. We then had to grade all our own sugars, and pick over and sort the

large a share in salesmanship. Downtown grocers have lost the direct contact to some extent, as small shops have sprung up on every street corner, breaking up the trade, yet we retain a large share of the staple lines of family supplies in spite of the way the business is divided up and specialized. Even to-day conditions are changing more perhaps than in the past. But I am not complaining—simply pointing out a few facts and general observations based on my experience and insight behind the grocery counter for over thirty years."



Interior Arrangement of a Bloor Street Grocery.

The above picture represents the interior of the grocery store of M. Hollingshead, 896 Bloor Street west, Toronto. Mr. Hollingshead is a grocer who has spent a number of years in the business, having learned it in the old country where his father and grandfather had been grocers all their lives. The interior arrangement is therefore made by a man who knows something about the business. Being of a roving

nature Mr. Hollingshead traveled around the world before he came to Canada, and thereby learned a great deal. He spent four years in Australasia and arrived in Toronto seven years ago, his fortune all to make. Time after time he was refused work because he was from the old country, but he offered his services free and in a month he was manager of a branch store. He began business two years and a half ago, and has

been successful from the first. His plan as he says himself is "Quality goods at as low a price as possible for cash." His specialty is good butter, he has some customers who come far for that.

He sells cooked and cured meats which is another of his particular fads. His personality is engaging, his ideas are progressive, as his store indicates and he is off to a good start in the race for commercial success.

ter at that price. I told him that we had no cheap butter in just then. He wanted to know then if I would be offended if he sent the butter back. I told him no and he went away satisfied. When a collector called a few days later he discovered that the family had moved away giving no address and we could get no trace of their movements. Now, what puzzles me to this day is, why he came and desired me to take back the butter which he had already in his possession. It may have been a streak of honesty or remorse of conscience in order to satis-

raisins. All this required long hours and the labor of grading sugar was heavy, dirty and tedious. The improvements in handling goods and in the methods of stock-keeping are marvellous.

"So you see that, it is not only the average household that the buying system has changed, but also in the way of serving and meeting the wants of the public. Nowadays, if a grocer gives good honest value and fresh clean groceries he can hold his trade as well by the telephone system as he once did when the personal element played so

### PERSONAL NOTES.

W. P. Downey, Montreal, sails for Europe February 4.

W. G. Patrick, of Toronto, paid a visit to Montreal last week.

E. Roumilhac, of Quebec, has been visiting Montreal for a few days.

C. A. Cole, Caledonia Springs, has been in Montreal for a few days.

John Gunn, of Gunn, Langlois & Co., Montreal, has returned from Europe.

J. B. E. Letellier and wife have left Quebec for a trip to the West Indies.

# Co-operative Movement Fails in Picton

Up to the Present Nothing Definite Has Been Done—False Impressions Made by Promoters—Governor General Not the President of Dominion Co-Operative Association—Fred Newman, Picton, Makes Some Exposures.

The Grocer intimated a couple of weeks ago that a movement was on foot in the town of Picton, Ont., to organize a branch of the Dominion Co-Operative Association there and to open a co-operative store. The opening meeting appeared to have a rosy effect to the promoters but subsequent events seem to indicate that the movement has been "knocked in the head" even before it was "brought to a head." It now appears that for the present at least no such store will be instituted in the Prince Edward county capital and the cause of the downfall of the movement seems to be due to the efforts of the Retail Merchants' Association in exposing the true nature of some of the alleged facts.

The story of the commencement of the idea and the course later events have taken is one of interest to the members of the retail trade particularly.

## The Initial Meeting.

On Jan. 19 a meeting was held as advertised in the town hall and during the afternoon some hundred farmers assembled to listen to the address of the principal speaker. He was H. Macdonald, secretary of the Dominion Co-Operative Association. The chairman was T. O. Demill. Mr. Macdonald spent considerable time in enumerating the benefits to the farmers of the establishment of a store on a co-operative basis, other speakers being Mr. Kemp, of Northfort, who until five years ago, was an educational secretary of a co-operative concern in England, and John R. Sayers. The latter said that the government looked after the farmers well, but took no part in commerce. This was where the co-operative movement came in. He favored the idea saying "as I see co-operation, it is the best for the townsmen, farmers and everybody, except the merchant, and then he is only in competition."

## Desired 150 Shareholders.

Mr. Macdonald, before the meeting closed, secured, it is stated, about 100 names of persons who were then anxious to see the institution of the new store. but he wanted 150 subscribers. Another meeting was called for Saturday afternoon, Jan. 30, and almost a quarter of a page advertisement was inserted in a Picton paper to this effect.

The purpose of this meeting, as the ad. inferred, was the "appointing of committees and other organization purposes; also for imparting information to those desiring the same."

The advertisement also stated that the speakers would be "Alex. Fraser,

Provincial Archivist, Toronto; Albert Chamberlain, President British Welcome League, Toronto; H. Macdonald, Glasgow, Scotland; and also asked those interested to "remember our president is the present Governor-General of Canada."

## Merchants Gets Busy.

During the interim between the two meetings James Eadie chief organizer of the Retail Merchants' Association, who happened to be in Picton at the time called a meeting and the merchants talked over the new situation and decided to take steps to get definite information regarding the co-operative movements.

Picton grocers are readers of The Canadian Grocer and the issue of Jan. 22 contained an article referring to the case of some of the Toronto shareholders of the Dominion Co-Operative Association which came before Provincial Secretary, Hon. W. J. Hanna. This was clipped out and the merchants had it printed in poster form and distributed among the farmers. The poster bore the heading in large type, "Subscribers to Co-Operative Movements, Beware!"

An advertisement similar to the poster in wording and size was inserted in the press also, and on the page opposite the one calling attention to the meeting for last Saturday in the interests of the co-operative movement.

These conditions made things interesting. Saturday afternoon came round, however, and the climax arrived.

## The President's Part.

The man who appears to have taken the greatest pains in securing the facts concerning the officers of the Co-Operative Association and their methods is Fred Newman, president of the Retail Merchants' Association of Picton. He sent copies of the Picton paper containing the advertisement to the Governor-General at Ottawa, to Hon. W. J. Hanna, and to C. C. James, Deputy Minister of Agriculture.

On Saturday a snow storm prevailed in Picton all day and about fifty persons only attended the meeting. This, however, seemed strange after the co-operative people had pointed out that six per cent. profit was to be expected on the money invested in addition to the profits shareholders would receive by purchasing cheaply.

A chairman was appointed and the local promoter spoke for some time on the advantages of the association, explaining that no stock was yet actually subscribed though a great number were interested, some wanting one and others twenty shares. Mr. Newman was asked

to speak next and his address seemed to put a damper on the new movement. He was present he said, not as a representative of the retail merchants, but of Alex. Fraser and Albert Chamberlain, the former being president of the Dominion Co-Operative Association and the latter, vice-president.

## Governor-General Not President.

Mr. Newman explained that he was requested to use the names of these gentlemen in saying they had not authorized the advertisement in the Picton press, that the Governor-General was not the president as the advertisement stated, that the scheme was not endorsed by both governments, and that they had never consented to be present. They said that Mr. Sayers had been in Toronto and that H. Macdonald had taken it on himself to make some arrangements with Mr. Sayers without consulting or even informing them or the directors.

At this point Mr. Newman suggested stopping, but the audience wanted to hear more. He explained that co-operative stores that were succeeding had started in thickly populated factory districts and started when the retailers' profits were double or treble what they were now. Their system was to charge top prices and then pay back the profits in dividends. Here the people preferred keeping their own money and if an article could be sold for 80c they did not believe in paying \$1 to have the extra 20c to be paid as dividend among all the stock-holders at some later date. He stated that all such business ventures from the very nature of things here must prove failures and disastrous to all stock-holders. He also said that over 800 similar co-operative societies had failed in the last 20 years and that one most favorably situated in Spring Valley, Que., had not paid for the last five years, though it was perhaps the ideal spot in Canada for a co-operative store, if such a store could be made to pay here.

## A Dangerous Practice.

He read part of a letter and telegram from high government officials to himself, that it was considered no light matter to use without authority, the Governor-General's name to sell stock or promote a company. He quoted government reports, facts and figures which seemed to convince all present that he knew what he was talking about.

## Other Speakers.

Next followed Mr. Kent, an Englishman, who was quite enthusiastic on co-operation stores, and had, until recently, been a small stock-holder in one in Eng-



## GROCERY TRADE CHANGES

Brief Notes From All Parts of Canada Regarding Business Changes, Dissolutions, New Companies and New Stores Opened.

## Ontario.

Joseph O'Brien, grocer, London, has sold his business.

J. W. Boyce, grocer, London, was burned out last week.

N. Krots, grocer, Listowel sustained loss from fire last week.

W. J. Powell, grocer, Atwood, has sold to Forest & Peebles.

I. M. Agar Co., pickle manufacturers, Hamilton, have dissolved.

J. S. Austin, general merchant, Elmstead, has sold to H. A. Kerr.

F. C. Tate, grocer, Woodstock, has advertised his business for sale.

Wesley Bros., grocers and butchers, Peterboro, have assigned to James Edgar.

Wm. J. Graham, general merchant, Smith's Falls, has assigned to Chas. S. Scott.

Talbert Carey, general merchant, Carlisle, near Dundas, died on Wednesday, Jan. 27.

The stock of Cliffe & Co. Webbwood, general merchants, was advertised for sale by auction, on Feb. 3rd.

J. A. Langford & Co., general merchants, Atwood, have dissolved, Albert Monk continuing the business.

## Quebec.

Clarke & Tremblay, grocers, Montreal, have registered.

Stonehouse & Bourbonnais, grocers, Lachine, have dissolved.

Oliver Bros., general merchants, Mansonville, have registered.

Decarie & Beaulac, Montreal have begun the wholesale fruit business.

John Taillon, sr., general merchant, Dundee, is offering a compromise.

The assets of P. A. Galipeau, general merchant, Farnham are to be sold.

J. E. Boulais, general merchant, St. Angele de Monnoir, has compromised.

L. Marchand & Co., grocers, Montreal, have assigned to Wilks Michaud.

Lefavre & Taschereau are appointed curators of R. Grenier, grocer, Quebec.

The stock of Oscar Chartier, grocer, St. Paul, was damaged by fire recently.

L. A. S. Plamondon & Co., general merchants, South Durham, are offering a compromise.

S. Robinson, grocer and liquor merchant, has been succeeded by G. Hurteau & Bros.

Raoul Legault, general merchant, Cote St. Pierre, has assigned to V. Lamarre. The assets are sold.

A meeting of the creditors of D. Lauzon, general merchant, Breboeuf, was called for Jan. 29.

Meunier & Vandelaer, grocers and liquor merchants, Montreal, have been succeeded by La Boissiere & Vandelaer.

## New Companies.

The "Hearts of Wheat Company" is a new company that has recently been given a provincial charter to deal in grain, beans, fruit, flour and meal, and to manufacture food products. The share capital is \$20,000, divided into 400 shares. The head office is in Toronto and the provisional directors are Nathan Howard Stevens John James Dyer and B. Herbert Blakeslee.

A new company known as the "Golden West Grain Company," with a capital stock of \$199,000, has been granted a Dominion charter, the chief place of business being Weyburn, Sask. They will do a general milling business. The members are Jas. A. McBride Aaron Schoenleben, Wm. A. Morgan, Samuel D. Boylan, Weyburn, and Chesman G. Spencer, of Winnipeg.

## PACKAGE GOODS ONLY.

## Montreal Department Store Opening Grocery Department—Demonstration Booths Free.

On March 15 Dupuis Freres, the large east-end departmental store, in Montreal will open a grocery section. A large portion of the third floor will be devoted to foodstuffs. A feature new to the grocery business in Montreal will be the plan on which they will run this department. No bulk goods will be sold. Everything in stock will be in package style, teas, canned goods, spices, coffees, sugar, in twenty-pound bags, etc. The idea is to do away with the loss consequent upon the weighing out of small quantities of different commodities. The progress of the company along these lines will be watched with interest by all the trade. C. E. A. Holmes, advertising manager, has made a couple of trips to New York with a view to securing applicable ideas from similar groceries in the United States metropolis. Dupuis Freres will put in their own fixtures, to suit the particular needs of their department.

As a primary step the firm is awarding free space to all grocery manufacturers desirous of demonstrating their goods, their only stipulation being that they receive a percentage on the sales as is usual in cases of departmental store demonstrations. Booths are being erected at present by several firms, on the proposed grocery floor, while a couple of firms have been demonstrating for some little time past.

land, and thought they would pay here. He explained the method of giving back checks to customers on which they drew a percentage of profit but admitted there was no bargains in their prices.

J. Sayers called on, made a few statements of importance. The audience, finding that there was no other defence for co-operation and apparently disgusted with the movement, at once to a man picked up their caps and started for the door.

There was no attempt to continue the meeting and as some said, there was nothing left of the movement—not even the smoke.

## BEET GROWERS SEE RUIN.

## United States Growers Anxious Over Proposed New Bill.

Beet sugar men in the United States see ruin of the industry in that country. The House Committee favors the admission of 30,000 tons annually of Philippine Island sugar free of duty and the beet growers declare that this free importation will paralyze the industry that they claim was bidding fair to reach huge proportions.

The Republican members of the Ways and Means Committee have agreed to insert in the new tariff bill a provision that 300,000 tons of sugar may come in from the islands each year free of duty.

One officer when asked as to the reason which led up to the conclusion of the committee said that it was the desire of President-elect Taft to promote the sugar industry in the Philippines without interfering with the business of the sugar importers in the United States. It was explained that the annual exports of sugar from the Philippines at present amount to only 109,000 tons per year, and that it will be ten or fifteen years before the amount will reach 300,000 tons. In the meantime the free importation into the United States will provide a market and offer inducements to foster the industry in the Philippines.

## What Beet Men Say.

Officers of the Great Western Sugar Company state that if Congress allows the admission of 300,000 tons of sugar per annum free of duty there will be few, if any, extensions of the work of raising sugar beets and building of factories in the West. The beet sugar industry would then be compelled to divide the excess demand for sugar other than cane sugar made in the South with a new rival.

Not only would the manufacturers of beet sugar and the raisers of the sugar beets suffer, but the stock men of the state, who are just learning that the beet pulp and tops properly prepared and fed fatten their stock as well as the cattle of the corn belt are fattened, would also be sufferers.

**THE CANADIAN GROCER**

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Limited

JOHN BAYNE MACLEAN - President

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**POISON AND CANNED GOODS.**

The post-mortem examination to determine the cause of the death of Mrs. Samuel Grier, Toronto, who passed away towards the end of last week, indicates she did not die from effects of poison in canned tomatoes. Coroner M. D. McKiehan, who was appointed to investigate the case, states he will not hold an inquest, as death was found to be due to natural causes. It seems that almost every time a person becomes ill after eating canned tomatoes, the illness is credited to poison in them. Tomatoes, when properly packed so that no air is allowed to enter to produce fermentation, have been found to keep from three to four years, and The Grocer has actual knowledge that canned corn has kept perfectly for fifteen years.

The cry of poison in canned goods heard so often when there is no cause whatever, is becoming too frequent. During each year there are millions of canned goods consumed in the Dominion of Canada alone and how often are we given the positive proof that persons have died from the effects of getting poison from them? Frequently it appears in the public press that people have been seriously ill from eating some kind of canned goods, but it is very

seldom, when an investigation is made, that the cause of illness can be attributed to defects in them, due to inferior packing by the canneries.

Often canned goods are opened and left in the can for hours before being used, and if the eating of them causes sickness or perhaps death, the blame usually falls upon the company who canned the goods and not on the carelessness of the consumer.

In these days of competition it is absolutely necessary that the utmost care be taken by canning companies to place upon the market the choicest article within their power. It is to their interest to do so, and it, therefore, does not seem probable that they would allow goods to be sent from their establishments in such a condition that it would be a menace to the health and safety of the consumers to use them as food.

**CONFECTIONS AS A SIDE LINE.**

From time to time The Grocer has advised the members of the retail trade to carry confectionery along with their regular stock and obtain an extra profit by a little extra labor. As will be observed in another page of this issue direct expressions of the benefits and disadvantages, as the case may be, to grocers in various towns and cities of Ontario are given. A careful perusal of these will elucidate the fact that as a general rule the carrying of confections proves to be a profitable investment. It is true that not all consider the addition worth the trouble. Some believe it to be unprofitable, but this should not condemn it.

If a profit can be made by one grocer there is no very good reason why another cannot do the same. Where there is direct competition from stores doing an exclusive trade in confectionery it might not bring very great results. But in the stores in the outlying districts particularly of a town or city there should be a profit, providing the business is properly handled.

The spring and summer are probably the best seasons of the year to advance sales in confections, such as cakes, cookies and pastry. These are the times the housewife doesn't care much about baking, and when a continuous fire is not necessary. It saves her time, labor and fuel. If she has to go up to the confectionery stores in the centre of the town for her delicacies she may prefer to do her own baking, but if they are

in the corner grocery she purchases them there.

It will also be observed from the opinions expressed by the grocers that a clean, tidy, neat show case is necessary. These features are the most striking and if lacking the deficiency is almost sure not to be passed unnoticed by the tidy housewife. The baker or confectioner from whom the grocer secures his goods should also have the reputation of making clean, tasty articles, and if a little attention is paid to this department there is no natural reason why money should not be made in it.

**ADVANCE IN SMALLER PLACES.**

The results of the recent Christmas window-dressing competition, which appeared in The Grocer a couple of weeks ago, have a greater significance than one supposes at a glance at the reproductions of the photographs. They illustrate the great development within the past few years of the art of producing effective and attractive window displays. Readers of The Canadian Grocer will recollect that it is not long ago since prizes in such a competition were invariably carried off by grocers in the large cities, as Toronto and Montreal.

Now we have Victoria, in British Columbia, Peterboro, Georgetown, and Bracebridge winning the prizes, illustrating not only the widespread interest taken in this department, but the progress made by the grocers in producing good displays. Merchants in the towns and smaller cities are probably more apt scholars in learning the art than those in the large cities.

Window dressing is something, too, which The Grocer has always advocated as one of the best advertisements for the merchant, and the campaign in its favor is now beginning to bear abundant fruit. There is no reason whatever to prevent the harvest from being even better.

**THE DIVISION COURT ACT.**

In last week's issue of The Grocer a correspondent, who seems to have struck the nail on the head, gave some suggestions for changes in the Division Court Act, as it now exists. Undoubtedly the expense of collecting small accounts by means of this court is far too great, and as the writer points out, is often more than the actual money collected.

A change is certainly required and it needs the co-operation of the merchants

who are anxious to remedy the condition of affairs. One person can do nothing alone. It remains for the united efforts of every branch of the Retail Merchants' Association to impress upon the makers of the law the unfairness of it to the men who are so much interested in and who do so much towards the progress and prosperity of the country.

**RELIABLE MARKET CONDITIONS.**

The belief expressed in The Grocer of a few weeks ago that the price of butter would decline owing to the accumulation of so much, and the somewhat inferior quality of it, has come to be truth. Butter last week was down a couple of cents on account of there being so much of it in the hands of the dealers, as well as in the stores of retail merchants who deal direct with the farmers.

Frequently references similar to the above are made in The Grocer, and as the condition of the markets are received from reliable sources those who are interested and who want to know of prospective changes, should read carefully what is said.

Unexpected changes often occur and these, of course, come so suddenly that it is not possible to express an opinion prior to their arrival.

**OLIVES AND OLIVE OIL.**

Advices from Spain indicate that the crop of olives in the Seville district is away below the average. The consequence is that the prices have gone up and further advances may be expected. As a matter of fact the price of the best Queen olives to-day is more than a hundred per cent. higher than at this time last year and about forty per cent. higher than a short time ago. Spain is one of the great producers of table olives and the failure of the crop there as well as in other places has been the cause for the advance. The actual production of good Queen olives in the Seville district was only 500 casks or 80,000 gallons which is estimated at about only eighty per cent. short of an average crop. Other olives have also advanced considerably.

The olive oil situation is somewhat similar. Italy and Sicily produce the fruit for the manufacture of this oil and on account of the poor crops the price which began to advance a few weeks ago is still going up. There will be no further crop now until December, so it is therefore impossible to estimate what the advance may be. The cause of the failure in the crop is said to be due to dry weather and disease.

**ENCOURAGE CASH PAYMENTS.**

All grocers prefer to receive cash for their goods and it is plain to be seen that the cash system is coming more and more in vogue in the merchandise world as the days go by. Many grocers throughout the Dominion are now carrying on strictly cash businesses and when once a good reliable trade is worked up the plan proves successful. If you do not desire to make a sudden plunge into the new system, encourage customers by working out some new idea which would gradually and eventually terminate in a cash business.

A grocer recently tried what he termed a "lucky day" sale. He instituted a plan by which his customers were returned the money or its value which they had paid in cash on the "lucky day." He advertised he would do this once a month. Each purchaser was given a dated receipt from the cash register, all the customers being told to save them. At the end of the month the lucky day was determined by an uninterested outsider by drawing a slip of paper from a hat with the date on it. All money paid as cash for purchases made on that day was refunded.

This meant that approximately 1-26 of the total cash receipts for the month were refunded. The effect of such a scheme naturally would be that customers would pay cash every day in order to hit upon the lucky one. The grocer might place another restriction on the plan by stating that those owing accounts at the end of the month would not be eligible to receive the refund.

**ATTRACTION OF THE TEA ROOM.**

Grocers who are in a position to do so will accomplish a great deal by establishing tea-rooms in connection with their stores. At the first glance this may seem extravagant, but it is sure to bring results if the tea-room is carried on in the proper manner.

The most important point in its favor is the attraction it has for the feminine purchaser and all grocers know that the majority of the buying is done by the mistress of the household. She comes down street to do her shopping which is principally confined to the grocery and dry goods stores. If a particular grocery store offers refreshment such as a cup of tea, that is the store that will have the greatest attraction for her providing all other things are equal. A hot cup of tea on a cold day will be very much appreciated and in addition it attracts the customer.

Grocers who establish tea rooms should take special care to have them

neat and clean and they should provide good cups of tea for their guests. Tea sales will depend on this latter feature to a large extent and often it leads to extra sales. When they are instituted they should be well advertised in order to attract new customers. The establishment of the tea room is one of the coming events in the life of the successful and modern grocer.

**OPTIMISM DESIRABLE.**

Complaining about dull business and hard times is a mistake too often made by grocers. There is no necessity for it inasmuch as there is very little possibility of creating sympathy in the hearts of those who have to listen. On the other hand, it only serves to assist in sending out a pessimistic idea that injures business. People will hold on to their purse strings if they think times are going to be hard. This was partially exemplified during the past year, when the cry that money was scarce kept a great deal of it from circulating which otherwise would have moved among the merchants. Optimism among the grocers should be cultivated. The customer, at least, should not know that you are selling few goods. It may lead him to believe that other people are getting better results at competitive stores and you are apt to lose a good customer. Periods of inactivity in the grocery trade are bound to come, but they are also bound to pass. Be hopeful and prepare for better things in the future.

**CHANGE IN BUYING METHODS.**

A manufacturers' agent recently established in Winnipeg, in conversation with the Canadian Grocer the other day, explained the reason which had induced him to give up a splendid position in the east to start in business for himself in the western metropolis. For years he had charge of the sales of a large manufacturing concern, with particular responsibility for the western territory. He was accustomed to make three or four trips a year to see the more important customers in the west himself and on these trips he was able to sell his goods. Three and four trips a year were all that were necessary.

He found, however, that during the last couple of years there has been accomplished a quiet revolution in buying methods in the west, a revolution which has been hastened by the slight depression of the last year, but which bids fair to be lasting in its effects. Customers who formerly bought in car-lots are not willing to do so any more. They may buy as much during a season as formerly, perhaps more, but they prefer to buy as they require the goods. They are no longer inclined to tie up so much money as formerly in their stock.

For this reason the sales manager in question resigned his position in eastern Canada to become western agent for his firm, and in addition, to handle the goods of some non-competing manufacturers.

## FIRM CHANGES AFTER FIRE

Kingston Becoming Important Wholesale Grocery Centre—Personnel of the Firm of W. G. Craig & Co.—Description of a Modern Establishment, Pointing Out the Conveniences.

The Limestone City is rapidly becoming an important wholesale grocery centre for the surrounding district. There are some splendid wholesale grocery stores doing business there, among the number being W. G. Craig & Co., whose establishment not very long ago was destroyed by fire. Rising from its ashes, however, it is again doing business in larger premises than before and with good results.

New blood has been introduced, in the personnel of J. Arthur and W. H. Craig, C.A., nephews of the senior member of the firm, and sons of Jas. Craig, of Kingston. The new premises, which have been secured are situated at the corner of Brock and Ontario Streets, and are convenient and suitable for the work to be done.

### Equipped in Modern Manner.

The main building has four storeys, splendid cellars with cement floors, is well lighted and has an electric hoist, and its office accommodation is roomy and airy. It is adjacent to wharfage and the G.T.R., C.P.R., and K. & P.R. freight sheds, and there is a private siding to facilitate the handling of merchandise. In so far as the warehouse is concerned, it is complete in every respect, the



W. H. CRAIG,

Accountant for Wholesale Grocery Firm,

new firm have decided to start with an up-to-date equipment, and a capacity to meet the expected increased trade.

The senior partner, W. G. Craig, has had a life-long experience in the wholesale grocery business. He was with John

Carruthers & Co., and when A. Gunn & Co. succeeded to the business, he became a member of the firm and remained such until he took over the business himself some thirteen years ago. Mr. Craig is president of the Wholesale Grocers' Exchange of Ontario, is an alderman of several years' standing, and president of Cereals Limited, of Kingston.

### New Members' Qualifications.

J. Arthur W. Craig has been connected with W. G. Craig & Co. for the past twelve years, and his experience in the office and as city salesman has given him a thorough knowledge of the business.



W. G. CRAIG,

Senior Member of the Firm and President of the Wholesale Grocers' Exchange of Ontario.

He is an officer in the 14th P.W.O.R., and in him Kingston claims to have the best baritone vocalist in Eastern Ontario. In this connection his services are in great demand.

W. H. Craig has been for the past eight years accountant for Messrs. Fenwick, Hendry & Co., wholesale grocers, of this city. He is a member of the Institute of Chartered Accountants of Ontario, and also an officer in the 14th P.W.O.R. His end of the concern will receive that care and attention which his qualifications indicate, and which is so much appreciated in the business community.

### Interested in Church Affairs.

All three members of the firm are of Scotch parentage, and in consequence are Presbyterians, W. G. Craig being an elder, Arthur choirmaster, and W. H. treasurer of St. Andrew's church.

As all the old firm's goods, which were not destroyed by fire, were disposed of to Montreal dealers, W. G. Craig & Co. of to-day start out with everything brand new. Under these circumstances



J. ARTHUR W. CRAIG,

A Soldier and City Salesman for W. G. Craig & Co. for Twelve Years.

they will no doubt retain the confidence extended to the old firm in the past.

### TRADE NOTES.

The Cobourg Board of Trade held its first annual banquet on Tuesday evening, Jan. 26th.

The Fraser River Cannery Association has been merged into the British Columbia Cannery Association. W. D. Burdis, for many years secretary of the former company, continues as secretary of the enlarged organization, which has its headquarters at Vancouver.

Laporte, Martin & Co., Montréal, have just completed their inventory, and buyers who are looking for opportunities should purchase now. On some lines prices have been reduced in order to reduce stock, while broken lots of staple goods are being offered at greatly reduced prices. It is an opportunity for those who wish to complete their stock with standard products at less than regular market prices.—Advt.

The annual meeting of the Canada Brokerage Company was held in their office, 9 Front Street East, on Wednesday evening, Jan. 27th, at which the annual statement was presented. The following directors were re-elected: W. F. Morley, R. S. Hudson, H. H. Hudson and F. W. Hudson. At a subsequent meeting of the board, F. W. Hudson was re-elected president, and W. F. Morley, vice-president. Those present were well pleased with the satisfactory results obtained, and that the company was able to continue the usual dividends on preferred and common stock, as well as adding to their reserved fund.

## DAMAGES AMOUNTED TO \$25,000

Federal Court in Florida Town Awards That Amount to Private Individual in His Suit Against Consolidated Grocery Company.

The Journal of Commerce of New York in a recent issue contains the important announcement that the Consolidated Grocery Company of the United States has been fined \$25,000, having been found guilty by the Federal Court at Jacksonville, Fla., of compelling John T. Hammond of Jacksonville, to close his business owing to alleged effects of the Association of Grocers' influence with the large producing firms. This case is different from that of the Crown versus Wholesale Grocers' Guild, since in the former the action was brought about by a private individual. Nevertheless it will prove interesting. The Journal of Commerce says.

John T. Hammond, of Jacksonville, Fla., who has been suing the Consolidated Grocery Company et al to prove an alleged combination of wholesale grocers to control prices in restraint of trade in the Federal Court at Jacksonville, Fla., has been awarded \$25,000 damages. In view of the suit of Hinton G. Clabaugh vs. J. A. Van Hoose, president of the Southern Wholesale Grocers' Association, which is now pending in the Circuit Court of Jefferson County, Ala., as well as sundry other similar suits in various parts of the country, the case is one of widespread interest.

According to the Florida "Times-Union," published in Jacksonville, Hammond asked damages in the sum of \$200,000 against the wholesale grocers in Florida, whom he charged with being members of the association. The list of defendants included the Consolidated Grocery Company, C. W. Bartleson Co., J. H. McLaurin & Co., W. B. Johnson & Co., Baker & Holmes Co. United Grocery Co., Stringfellow Bros. & Co., Hillsborough Grocery Co., Miller & Millard Grocery Co., C. H. Hargraves Co., Jacksonville Grocery Co., McNerny Grocery Co. and the Wright Grocery Co.

Hammond, who began his suit several years ago, alleged that he began a wholesale grocery business at Orlando, Fla., in March, 1905, and that he was compelled to close his business owing to the effects of the association of grocers' influence with the large producing firms. Basing his suit on these allegations, Hammond sought to prove that the combination existed and that it was through its influence that he was forced out of competitive business with other firms, who were members of the association.

The suit brought by Mr. Hammond in the Florida court was quite similar to the one brought by Mr. Clabaugh in Alabama. In his suit Mr. Clabaugh alleges that the Southern Wholesale Grocers' Association, of which Mr. Van Hoose, the defendant, is president, is a combination to control prices and in re-

straint of trade in violation of the Sherman anti-trust act.

Mr. Clabaugh attended the trial of the Florida case. In a letter to a friend in Birmingham he had the following to say with reference to the case:

In a nutshell, the plaintiff proved beyond all shadow of a doubt that the Southern Wholesale Grocers' Association was an illegal combination and Judge Locke has already stated that he will relieve the jury of the obligation of deciding that and several other facts.

The honorable judge has already stated that he will, in substance, charge the jury that the Southern Wholesale Grocers' Association is an illegal combine, etc., and about all the jury will have to decide is how much damage Hammond is entitled to; how much he actually lost, and how much he would have made had he been permitted to continue in business unmolested, in addition to general damages.

Mr. Van Hoose came down to the trial and was a witness.

The evidence introduced showed conclusively the direct active connection between the local associations and the Southern Wholesale Grocers' Association, and Judge Doggett, of the counsel for the defence, was called down by the court for arguing about the prominence of the wholesalers involved and trying to show the organization was justifiable. The court informed counsel that the jury would be charged on that score and to confine his arguments to other points. The court remarked that the speech might sound very well in the halls of Congress, but not in court.

Hammond made an affidavit that he would maintain prices, and counsel for defendants laid great stress on the fact that Hammond had done so and was equally guilty. Hammond also made the statement that his father, who was interested with him, was also interested in the retail business, and the association claimed he was therefore not "entitled" to buy goods from first hands.

The court has ruled the combination is illegal without reference to whether a merchant is a wholesaler, retailer, broker, any two of them or all of them. It simply holds it to be illegal in restraint of trade, fixing prices, etc., and the jury hands in the amount.

Mr. Van Hoose was also asked on the stand whether he was the same Van Hoose who was the defendant in a suit in Birmingham, and he replied that he was and that it was a most iniquitous suit. He said he would easily clear himself. Mr. Van Hoose was asked to explain some of his own documents and statements and "proceedings."

Attorneys for plaintiff laid stress on the fact that they were not trying to convict the wholesale grocers criminal-

ly, but merely trying to get just damages.

Mr. Van Hoose was asked if he had heard the result of the case, and replied he had been informed that the jury in the case had returned a verdict awarding the plaintiff \$25,000 damages.

When asked if he cared to make any statement relative to the case, Mr. Van Hoose said:

"About all I can say relative to the case is that it will be appealed. In view of the case pending against me in the Jefferson County Court, I cannot discuss the Florida case."

In view of the above it will also be interesting to read the following excerpt from the report of Commissioner H. K. Smith, of the Bureau of Corporations, Washington, D.C., which he submitted to Secretary Strauss of the Department of Commerce and Labor, dealing with combinations and corporations. In his report he says:

In the last five years the country has made great progress in the problem of corporate regulation. As a result of the work already done we are now, I believe, in a position to make a further and very definite advance in our general policy.

Three considerations should guide that advance:

(1) That the real issue is: What are the intent, methods and effect of a given combination or corporation? What a great corporation does and how it does it is of far more practical importance than the mere question whether it is legally a combination or not.

(2) That the first step in such an advance must be to establish a broad system of corporate publicity through a Federal office.

(3) That the system adopted shall provide, as far as possible, a basis for the conference and co-operation of all interests.

There is an irresistible movement toward concentration in business. We must recognize the fact that industrial concentration is already largely accomplished, in spite of general statutory prohibition.

### Movement Towards Concentration.

Recognizing these facts, the aim of new legislation should be to regulate, rather than to prohibit, combination. It is an obvious absurdity to attempt to do both at the same time and prohibition has practically failed. Our present law, forbidding all combination, therefore, needs adaptation to the actual facts. It is now inflexible and indiscriminate. It takes no account of the intent, methods and results of combination. It often operates against concerns which are morally and economically beneficial, while its defects admit of its easy evasion by corporations whose purposes and results are largely indefensible. In prohibiting combination agreements it has gone far to drive corporations directly to the most extreme and

## WORK FOR CHEAPER SUGAR

complete form of consolidation. In short, as a practical scheme for the handling of the present corporation problem the sweeping prohibition of the anti-trust laws has been altogether unsatisfactory.

If we are to do anything effective with the corporation question we must make an advance on our present legislation. The practical object is to see that business opportunity and the highways of commerce are kept equally open to all; to prevent fraud, special privilege and unfair competition.

To do this we must recognize concentration, supervise it and regulate it. We must do this positively, through an active Federal agency and not merely by the negative prohibitions of penal law. We must have co-operation with corporate interests as far as possible. We must have, of course, effective penal laws against specific forms of unfair competition and the misuse of monopoly powers."

This, it might be stated, is practically what the retailers, the wholesalers and manufacturers are trying to persuade our Government to do and it is something worth the closest of consideration.

## PERTH.

February 3.—N. E. Dodd's store, on Gore Street, received a scorching on Sunday afternoon. The fire which was supposed to have started from an old closed-in fireplace, broke out about 3.30 p.m., and before it was extinguished all the stock on the shelves was practically ruined by fire and water. This store was remodelled and a new plate glass front put in just last summer. The insurance will pretty well cover Mr. Dodds' loss.

A. V. McLean is well pleased with his newly established system of accounting.

January trade is reported to have been about average.

The stock of Harry Murray, grocer, was recently purchased by J. T. Conway and W. S. Robertson.

In the issue of the Grocer of Jan. 15th it was stated that Codville Co., wholesale grocers, Winnipeg, were burnt out. This should, of course, have read "Brandon."

## SAVING OF \$18.

Here is another example of the effect of the advertisements in The Canadian Grocer. Beverly McDonald, grocer of Picton, Ont., states that he purchased a Dayton computing grocer's scale through an advertisement of that company which appeared in The Grocer. He paid \$57 for the scale and states that he was just on the point of buying a computing scale of another company and of a similar style for \$75. He has thanked The Grocer for thus saving him \$18.

Wholesale Grocers in United States Trying to Attain This End—Think the Duty Too High.

A movement is on foot in the United States among the wholesale grocers to work for cheaper sugar. Sugar, it is claimed by men well informed in the trade across the line, pays practically 80 per cent. duty—and it a household necessity—whereas luxuries such as automobiles, pay only 45 per cent. duty.

A paragraph surmounting a circular is being circulated by a committee of wholesale grocers in New York "formed to assist in obtaining cheaper sugar for consumers through reduction of duties on raw and refined sugars." It says:

"Sugar, a household necessity, pays practically 80 per cent. duty. Luxuries, such as automobiles, pay 45 per cent. duty. We desire the greatest good for the greatest number."

"There is no good reason," says the committee, "why this one product should be singled out for such an oppressive tax, which falls chiefly on the farmers and workers of the country. The consumption of sugar by the average family of moderate means is as large as that of the wealthy classes, many of whose luxuries are taxed at much lower rates than this necessity."

The committee enclose with their circular a copy of a statement by Claus A. Spreckels, president of the Federal Sugar Refining Company. Mr. Spreckels said, speaking for himself, he would be perfectly satisfied if free trade in both raw and refined sugar should be finally decided on. "I would, of course, appreciate," he continued, "and I think we are entitled to, a moderate protection on refined sugars, but would prefer absolute free trade to the present schedules, under which the sugar trust is the principal beneficiary and enabled to exact special privileges and conditions on sugars produced in Louisiana and the Hawaiian Islands.

"It is evident," continued Mr. Spreckels "that the country desires a revision of the tariff, and expects a reduction of duties wherever it can be shown to be reasonable, feasible and advantageous. Personally, I take no stock in the old and threadbare theory that the duty on sugar cannot be abolished on account of the Government requiring the revenue, and have full confidence that your committee and the Senate Finance Committee can, after your years of experience, raise the necessary revenue from other sources."

"As far as the production of the domestic sugar is concerned, I claim that beet sugar factories located in proper localities, such as Colorado, California, Utah, Idaho and Oregon, should, and I am informed, can produce granulated sugar at 2½ cents per pound. Of course, if it be the purpose of this Government to impose a tariff which will enable the production of articles in unsuitable localities at the expense of the American public, then an import duty is neces-

sary and will always have to be maintained. As far as Louisiana is concerned, I contend that the Sugar Trust is in a position to seize at its discretion a large share, if not all, of the benefit of the protection granted. As far as our colonies are concerned, they to-day are able to produce sugars in competition with the rest of the world.

Under the circumstances, I believe the sooner our Government reduces and gradually wipes out entirely the duty on sugar the better it will be for the country and all concerned. Of course bearing in mind that the differential afforded refiners should be reduced in proportion to the reduction in duties on raw sugar.

The Chairman—You think the result of that would be that the beet sugar factories east of the Rocky Mountains could not exist in proper localities?

Mr. Spreckels—They are not in their proper localities. If you want to raise beet sugar in Florida, or cane sugar in Michigan, put a tariff of 5c a pound on it, but those are unnatural conditions.

The Chairman—They could not raise cane sugar in Michigan if you put 50c a pound duty on it. What effect would that have on the Louisiana cane sugar; it would put them out of business, would it not?

Mr. Spreckels—I am not so certain about that. They sold their sugars last year on practically the basis of 80c per hundred pounds protection.

Mr. Underwood—What effect would there be upon the business of the refiners of this country if we reduce the tax on sugar one-half a cent a pound?

Mr. Spreckels—I think it would be a great benefit to it, stimulate the trade, stimulate other trades, such as the canning of fruit and preserves; for example, England is the greatest consuming country for sugar per capita in the world. Their consumption per capita is nearly 100 pounds, while in this country it is only 80 pounds. We all know, or think we do, that the English people do not actually consume that sugar. They do not eat as many sweetmeats as the American probably, but they export that to their colonies and to foreign countries in the shape of marmalades, jellies, jams and all sorts of preserves. England does not raise those fruits, but we do. If we have cheaper sugar our fruit can be exported in the shape of these marmalades, jellies and jams.

Mr. Underwood—The present prices that the American Sugar Refining Company pays the Louisiana people and the Hawaiian people is at least one-half a cent under the European cost with the tariff added. is it not; the Hamburg price with the tariff added?

Mr. Spreckels—A little more than one-half a cent—about 0.68 of a cent.

J. Mitchell Jones, who has spent his business career with Andrews, Gillespie & Co., Liverpool, and who for the past four years has been in charge of the Montreal office, has been admitted as a member of the firm.

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## PROOF OF SELLING AT COST

Interesting Treatise of This Phase of Getting Rid of Merchandise in Printer's Ink—Thinks Public is Becoming Skeptical—How it Can be Proved to Satisfaction of Buyers.

Printer's Ink of Jan. 13 has the following of interest to the trade: If, when the phrase "Marked Down to Cost" first came into popular use it had been turned over to a board of public utilities and its use restricted and hedged around with difficulties and moral obligations it might still be doing valiant service in emptying the shelves of overstocked merchants and the pockets of eager customers. But long and careless use has dulled the edge of the phrase and the worthy old actor on the advertising stage is back among the chorus while the spot light plays over newer and less familiar soubrettes.

Jones, with child-like faith in the efficacy of the conventional, advertises his sale of dry goods and after a pica explanation of the reason for his sacrifice, remarks in 72-point black face gothic that "everything will be sold at cost." The public having bought much goods and a few chattels at previous sales of this sort, does not grow excited over the remarkable opportunity for buying goods from Jones.

The public is skeptical about the ability of any man to remain profitably in business while selling his goods at cost. The theory involves some propositions in merchandising which the public doesn't understand, and probably doesn't want to. So the fact that goods are sold at cost must be proven.

A merchant in a western town did this by means of his invoices. "Come and see our original bills, read the prices on them and compare them with the prices marked on our goods," read the posters his delivery boy nailed on the walls and telephone poles. It was explained that the invoices on all goods offered in the sale would be posted in the store where everyone would have an opportunity to inspect them and see that goods were actually being sold at cost.

At the store, the show windows were filled with the bills, scattered on the floor of the windows and pasted on the sides. Inside the bills were seen all over the store. When it was possible to do so they were placed near the counter containing the goods listed. A big counter full of shoes was accompanied by the bill on which these shoes were invoiced.

Probably few customers went to the trouble to compare the listed figures. It was not necessary for them to do it because the evident readiness of the merchant for every one to investigate was proof enough that the goods were actually being "sold at cost."

Another merchant made his cost mark public. "I mark all my goods with the cost mark 'white sugar,'" he announced. "At this sale nothing will be sold but by this cost mark." Large newspaper advertisements explained the

method of marking cost on goods by letters instead of figures and showed how to tell the cost of goods by means of the cost mark. To make the sale more effective, a number of little cards were printed containing the explanation of the cost marking plan and a key to it. These were distributed to be brought by the customer to the store as an aid in figuring out the cost price.

This plan not only proved popular, but enabled the sale to be put on without the usual work of going over the entire stock of goods and marking new prices thereon.

### STEPPING STONES TO SUCCESS.

Persistent Work an Important Feature—Old and New Methods Should be Diligently Studied.

An address on the attainment of success delivered a short time ago by W. F. Tupman at the Merchant Venturers' Technical College, Bristol, is of particular education to grocers and should be read by all with interest. He believes that there is nothing that leads to success better than persistent effort. He says that in all matters appertaining to the grocery and allied trades, as is the case in every calling which demands combination of manual labor intelligently applied together with mental faculties of a high order, keen perceptive powers, and shrewd business acumen generally, there is no royal road to knowledge. Only steady persistent and prolonged effort supplemented by determination to excel can result in the acquisition of that all round type of information, which is imperative to the would-be successful trader of to-day. It is to foster the desire for this information, to render every possible aid in its easy assimilation, and to encourage and assist, by all legitimate means those who desire help to efficiently help themselves that the programme upon which we are just entering has been arranged.

"My sincere hope is that it may prove not only interesting and instructive in itself, but will also, as the session develops exhibit a full measure of practical utility, and that its ultimate end will be not only the stimulation of keener interest and better service on the part of ourselves as assistants; but what is of even greater moment, increased business, and wider public support, to the principal under whom it is our duty to serve.

#### The Old and the New.

Those who study the trade papers will doubtless have noted the fact that allied traders of a certain school of thought—which we may well designate the old-fashioned—hold the view that

Technical Training for grocers' assistants is uncalled for and unnecessary. These gentlemen argue that all the requisite information, and the general knowledge called for can be gathered during the daily routine. With this view it is impossible to concur. The best proof of its fallacy is afforded by the fact that all the keenest men in our business cordially support the idea of supplemental training, and those who have been most successful are profoundly convinced of its high utility.—Not only so, but assistants of the shrewd and thinking type have readily and with profit to themselves eagerly taken advantage of the facilities hitherto proffered, and deplore the fact that the classes were not inaugurated during the period of their early service. These facts should carry weight with you.

At the same time, however, care must be taken not to attach too much importance to the theoretical, as compared with the practical side of business training. Certain duties can be outlined here, and hints given as to their efficient performance, and proper carrying out, but the place to learn and practice them is in the shop itself. Ideas can be conveyed to you as to the art of salesmanship, the modes to be adopted in the introduction of certain classes of goods, and full information given as to the constituent parts of the goods themselves. But, none the less, the practical part must, in the main, be necessarily left to yourselves. The efficient assistant; the good all-round man whom some employers aver they find such difficulty in finding; is the one who combines theory and practice in equitable proportion. Not as some cynical would-be philosophers have told us one ounce of the latter is equal to one ton of the former, but a fair half and half blend.

### CHANGE IN DISCOUNTS.

Woodenwares, Brushes and Brooms are Affected—Into Force on Jan. 1st.

In common with the general trend of getting business down to a cash basis, or nearly so, the woodenware, brush and broom manufacturers of Canada have issued circulars to the grocery trade reducing the terms and discounts on their products from 60 days net and 1 per cent. 30 days, to 30 days net and 1 per cent. 10 days. The new rate on woodenware came into force on January 1 and that on brooms and brushes on February 1, although one large manufacturer had these new terms in force the greater part of 1908. Practically every manufacturer of woodenware, brooms and brushes now enforces the new terms.

The Toronto fruitmen won in the bowling tournament on Wednesday afternoon against the trundlers of the Retail Grocers' Association, by some 70 or 80 pins. The grocers were up in the A class but the B class lost by a big margin to the B class of the fruiterers ranks. The games were played at the Toronto Bowling Club alleys and a pleasant afternoon was spent.

## CANNERS NOW IN CONVENTION

Many Visitors in Louisville This Week—Secretary's Report Read—Advances Made Within the Year.

The big canners' convention in Louisville, Ky., opened on Monday, Feb. 1. This is the second annual convention of the National Canners' Association, and that includes as well the National Canned Goods and Dried Fruit Brokers' Association, the Machinery and Supplies Association and the National Food Manufacturers' Association. A Louisville despatch says: From one end of the country to the other have come canners and their allies numbering almost 2,000.

Unlike many previous conventions, this one's activities are centralized in one place—the big armory. Here is a veritable beehive of mechanical development, the large drill shed having been converted into an immense cannery, where almost every process known to the industry is exemplified by various types of machines. Every new conceit of the inventor, every labor-saving device, every ingenious process of modern development is shown in operation and canners are deeply interested in everything that promotes the advance of their art. The machinery exhibit is said to be the largest and best, and the facilities for display the most complete the association has ever held.

The Louisville reception committee, comprising Leopold Levy (chairman), V. H. Englehard, Fulton Gordon, Louis Hirsch, George R. Ouerbacker and Marc Blakenore, is making itself manifest in many bits of thoughtful courtesy, and the guests are warm in their appreciation of the efforts of the four organizations—the Louisville Commercial Club, the Board of Trade, the Merchants' and Manufacturers' Association and the Retail Merchants' Association—which are playing host with such signal effectiveness.

The report of the secretary-treasurer, Frank E. Gorrell, which was read at the convention on Tuesday showed the up-bill character of the work of building up a representative association. He said in part:

"There never has been a time during the year when the office has not felt the embarrassment of poverty. Coming from Cincinnati last winter without enough money to discharge old obligations, the treasurer immediately began a renewed campaign. An examination of the treasurer's account will show that over \$400 has been spent in postage. This indicates that over 20,000 pieces of mail have been sent out. A conservative estimate on this basis shows that over 100,000 pieces of literature have gone through the United States mail. We have endeavored in every possible way to present to the canners the importance of our organization and the necessity of their support, and it is gratifying to say that our appeal has not been entirely in vain.

Your secretary has also written several thousand personal letters.

"One of the most important early acts of the executive committee was to change the location of the convention from Chicago to Louisville.

"Our great effort of the year was the collection of reliable statistics on the pack of tomatoes, corn and peas. At the meeting of the executive committee held in Chicago on April 4 a committee, consisting of Mr. Orem, chairman, and your secretary, was appointed to consider the advisability of the national association taking up this work. This committee recommended that the same be done, and the executive committee approved.

"As is usual with most experiments, the response at first was not general. An urgent letter brought better results and replies were received from several hundred canners. They, however, formed but a small portion of the whole, and it was necessary to send another letter. Canners by this time were commencing to recognize the value of the work and the probability of its success. Still there were many who held back for one reason or another, and it required numerous communications, in some instances as many as seven or eight, to land the coveted figures. In some localities we found it necessary to cover the ground by special agents, as well as personal reports. The completed work presents an absolutely accurate count as nearly correct as can be possible.

"The collection of these statistics meant three months of the hardest and most exacting kind of work, realizing the value of the same to the trade and desiring that they should be accurate beyond question.

#### Bureau of Publicity.

"A great many suggestions have been made during the year in regard to a bureau of publicity and your secretary sent out a blank to test public opinion on this question. There were received a flattering number of intelligent letters discussing the subject in all of its phases, and it is believed that if brought about in the proper shape almost every representative canner in the country would be willing to contribute a sum of money for the purpose of intelligently acquainting the public with the uses of his product. Of course, a campaign of education would mean that only truthful labels could be used. I know of nothing more calculated to harm our interests than for a consumer to buy a tin can with the picture of a red-ripe luscious mushy peeling and two handfuls of juice on the inside.

#### Benefits of Trade Papers.

"If the association has accomplished any decided good this year it should give the proper credit to the trade papers,

who have labored unselfishly for the cause. The president has already thanked each one personally, but the secretary cannot refrain from also adding a word of praise. We look forward to still greater good next year and commend our successors to the trade papers for inspiration and assistance."

#### Canned Goods Association.

In addressing the convention on Tuesday, President Walter A. Frost, of Chicago, of the Canned Goods and Dried Fruit Brokers' Association, called attention to the need of a broader co-operation between canners on the one side and jobbers and the Government on the other. He spoke substantially as follows:

It is impossible to correctly estimate the value of these conventions to the canning industry of the country. The bringing together of the people engaged in any industry for a free exchange of ideas must result in great good to that industry. In addition to this the canners in convention have had put before them all the new mechanical appliances demonstrated in a practical way, enabling them to keep pace with new methods at a comparatively small expenditure of time and money.

The value of organized effort is too clearly apparent to everyone to need comment. The National Canners' Association has only been put on its present basis by careful thought and hard work. To bring forth the results that will benefit every canner it needs and must have the support of every one of you; not only moral support, but financial. The benefits that can be obtained by such support are well demonstrated by the results that have crowned the efforts of the officers of the Wholesale Grocers' Association.

A closer union and a better understanding between the Canners' and Brokers' Associations represented in this convention and the Wholesale Grocers' Association, is very much needed. There are many evils now existing that can be corrected by joint action, and I believe that when these conditions are fully understood by all a fair solution to any question that arises will be found and adopted.

The Wholesale Grocers' Association, while one of the youngest organizations or any interested in the canned goods business, is the best equipped. In all matters concerning the marketing of canned goods that need adjusting, I believe it is the disposition of the jobber to be perfectly fair. Naturally, he looks at the question from his standpoint and is at times, inclined to ask concessions that are not fair to canners and brokers. In order that the canners and brokers may be fully protected you should be equally as well organized and give your officers the backing necessary to enable them to maintain their position. Many of you who are members and pay your dues still do not give them your active support, and it is that actual support that is essential to their success.

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# Markets and Market Notes

SEE ALSO PROVISIONS, CEREALS AND FRUIT VEGETABLES AND FISH DEPARTMENTS, ON PAGES FOLLOWING.

## QUEBEC MARKETS

### POINTERS—

Vegetables—Small advance.  
 Fish—Steady, and in good supply.  
 Fruit—Advanced.  
 Sugar—Firm undertone.  
 Provisions—Live hogs advanced 25c per 100 lbs.  
 Beans—Advanced 10c.  
 Cheese—Steady.  
 Butter—Steady.  
 Provisions—Advanced.

Montreal, Feb. 3.

Travelers returning to the city report conditions in the country showing a very marked improvement. This fact however, is not largely reflected in the volume of trade passing between the wholesale and retail trade, which is explained by the fact, that many retailers are going along with more caution this year. Last year they found themselves overstocked, and they do not intend to repeat this mistake. In this way, retailers are working off, what remains of their old stock, and are not incurring large obligations. To a great extent, this policy of retrenchment is being followed by the large wholesalers also. Collections have been fairly good, during the week, some firms report the liquidation of old debts and prompt meeting of current expenses. The market has not shown many changes during the week. In spite of the fact that vegetables are arriving in greater quantity, from the South, the market is slightly stronger this week. Onions are decidedly scarce. The close approach of the Lenten season is speeding up the fish market somewhat, and practically all lines are in good supply. A good fish trade is expected during the Lenten season. The recent drop in flour has helped the market considerably, so far as demand is concerned, which has increased largely. Sugar is strong at the recent rise. Fruits are a shade stronger, and distributing demand is good. Barbadoes molasses continues strong, with prices well maintained. The scarcity of molasses has stimulated the syrup situation somewhat. Sugar is in better demand, notwithstanding the recent advance. Buyers have been reminded, that the price of sugar is very low, and many are hastening to cover their requirements.

Provisions continue strong, owing to a recent advance in the live hog market of 25c per 100 lbs. Tea and coffee are selling steadily. Evaporated apples are maintaining a strong position, owing to scarcity, and good demand. Dried fruits with the exception of raisins, are somewhat neglected. Beans have advanced again, owing to scarcity. Storage eggs are practically exhausted and new laid are increasing slowly in size of receipts.

Butter is steady and unchanged in price. Steadiness marks the cheese market with limited export demand.

SUGAR—The sugar situation is strong. The late advance of 10c per 100 pounds has stimulated business, and buyers are taking more interest in the market. Prices have been fully maintained.

Granulated, bbls	\$4 50
" " 1-bbls	4 85
" " bags	4 45
" " Imperial	4 20
" " Beaver	4 03
Paris lump, boxes, 100 lbs.	5 35
" " 50 lbs.	5 45
" " 25 lbs.	5 65
Crystal diamonds, bbls	5 45
" " 100 lb. boxes	5 65
" " 50 lb.	5 75
" " 25 lb.	6 35
" " 5 lb. cartons	0 40
Extra ground, bbls	4 90
" " 50-lb. boxes	5 10
" " 25-lb. boxes	5 30
Powdered, bbls	4 70
" " 50-lb. boxes	4 90
Phoenix	4 05
Bright coffee	4 00
No. 3 yellow	3 95
No. 2 "	3 83
No. 1 " bbls	4 10
No. 1 " bags	4 15

SYRUPS AND MOLASSES—The recent rise in Barbadoes has stimulated the demand for syrups. No further advances, in the molasses market, have taken place, prices having been maintained strongly, at the new level. Syrups are in good demand.

Barbadoes, in puncheons	0 42
" " in barrels	0 44 1/2
" " in half-barrels	0 45 1/2
" " fancy	0 47
New Orleans	0 22
Antigua	0 30
Porto Rico	0 41 1/2
Corru syrups, bbls	0 03 1/2
" " 1-bbls	0 03 1/2
" " 3-bbls	0 03 1/2
" " 3 1/2 lb. pails	1 75
" " 95 lb. ralle	1 95
Classes, 2 lb. tins, 2 doz per case	2 40
" " 5 lb. " 1 doz. "	2 75
" " 10 lb. " 1 doz. "	2 65
" " 20 lb. " 1 doz. "	2 60

MAPLE PRODUCTS—Dull and featureless.

Compound maple syrup, per lb.	0 04 1/2 0 05
Pure Townships sugar, per lb.	0 06 0 07
Pure syrup, 8 1/2 lb. tin	0 60 0 61 1/2

TEA—For some time buyers have been confining their attention to the lower grade teas, of which they have been buying sparingly. This, however, has changed during the week, and there has sprung up a healthy trade, which has embraced all lines generally, both as regards price and variety.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 30
" " Medium	0 22	0 23
" " Good common	0 21	0 22
" " Common	0 19	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
" " Pekoes	0 19	0 20
" " Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17 1/2	0 18
Ceylon greens—Young Hysons	0 19	0 25
" " Hysons	0 18	0 20
" " Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12 1/2	0 16
" " " " " " " " " " " "	0 19	0 27
" " " " " " " " " " " "	0 30	0 45

COFFEE—A good steady demand for coffees is reported, and no changes in quotations.

Mocha	0 18 1/2	0 25
No. 7	0 09	0 11
Santos	0 19	0 16

DRIED FRUITS—With the exception of raisins, not much interest is being taken in the market. No changes in prices.

Figs—		
Bag figs	0 03 1/2	0 05
Tapnets	0 03 1/2	0 05
Etemes	0 08	0 14
Dates—		
Hallowees, per lb	0 05	0 06
Sairs, per lb		0 05
Malaga Raisins—		
London layers		2 95
" " Connoisseur Clusters		2 50
" " " " 1/2-box		0 75
" " " " " " 1/2-boxes		1 30
" " " " " " boxes		4 75
" " " " " " "		5 75
" " " " " " "		1 60
Australian raisins	0 07	0 08
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 19	0 10
Choice seeded, 1-lb. pkgs	0 18 1/2	0 10
Loose muscatels 3 crown	0 08	0 09
" " " " 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb.	0 12	0 15
Peaches, " "	0 11	0 15
Pears, " "	0 13	0 14
Prunes—		
Prunes 25-lb. boxes, 30-40s	per lb.	0 10 0 12
" " " " 40-50s		0 09 0 11
" " " " 50-60s		0 08 1/2 0 11
" " " " 60-70s		0 10 0 10
" " " " 90-100s		0 07
Currants, fine filistras	0 06 1/2	0 07
" " " " " " " " " " " "	0 05	0 08 1/2
" " " " " " " " " " " "	0 09	0 09 1/2

SPICES—A fairly good trade prevails in all lines. No changes in quotations.

Peppers, black	Per lb.	0 14 0 20
" " white		0 20 0 27
Ginger, whole		0 18 0 20
" " Cochin		0 17 0 20
Cloves, whole		0 17 0 30
Cloves, ground		0 20 0 25
Cream of tartar		0 23 0 32
Allspice		0 12 0 18
Nutmegs		0 30 0 60
Cinnamon, ground		0 15 0 19
" " whole		0 14 0 16

RICE AND TAPIOCA—Rice has shown greater signs of life during the week than for some time. Tapioca remains dull and featureless.

BEANS AND PEAS—The bean market has increased 10c owing to advancing market in the country. Peas are steady and unchanged.

Ontario, pick-rins	1 50	2 00
Peas, b. ting.	1 35	1 40

EVAPORATED APPLES—Demand continues good, and prices have been fully maintained.

Evaporated apples, new	0 08	0 08 1/2
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FURS—The fur market is steady with prices unchanged. Trade passing is good.

Mink	5 00	6 50
Marten, pale	4 00	6 00
" " dark	8 00	20 00
Fox, red	2 50	4 50
Lynx	5 00	12 00
O'ter	15	0 25 0 0
Fisher	5 00	9 00
Weasel	0 25	0 35
Muskrat	0 15	0 25
Canadian coon	0 75	1 25
Skunk	0 40	1 25
Bear, large	8 00	10 00
" " small	3 00	5 00

London, Ont., has it that the McCormick Manufacturing Company will build a new factory there on Adelaide Street.

CANNED GOODS

MONTREAL.—Demand for vegetables continues good. Fruit is in fair demand. Canned fish is beginning to move more freely, owing to the close approach of Lent. Canned meats are neglected.

TORONTO.—Trade in canned goods on the local market is quiet as yet, but it is expected that a good movement will take place within the next couple of weeks, particularly in fish and fruit.

FRUITS.

	per doz.	Per doz.
	Group 1.	Group 2.
Apples, 3's standard .....	\$1.00	\$ .95
" 3's preserved .....	1.45	1.40
" gals, standard .....	2.55	2.50
" gals, preserved .....	4.00	3.95
Blueberries, 2's standard .....	1.20	1.15
" 2's preserved .....	1.70	1.65
" gals, standard .....	5.05	5.00
Cherries, red, pitted, 2's .....	1.95	1.90
" red, not pitted, 2's .....	1.55	1.50
" red, not pitted, gals .....	6.50	
" red, pitted, gals .....	8.00	
" black, pitted, 2's .....	1.95	1.90
" black, not pitted, 2's .....	1.55	1.50
" white, pitted, 2's .....	2.05	2.00
" white, not pitted, 2's .....	1.65	1.60
Grapes, white, Niagara, 2's, psvd. ....	1.45	1.40
" white, Niagara, gals, std. ....	3.55	3.50
Lawtonberries, 2's, heavy syrup .....	1.95	1.90
" 2's, preserved .....	2.20	2.15
" gals, standard .....	7.55	7.50
Currants, red, 2's, heavy syrup .....	1.95	1.90
" red, 2's, preserved .....	2.20	2.15
" red, gals, standard .....	5.00	
" red, gals, solid pack .....	7.00	
" black, 2's, heavy syrup .....	1.95	1.90
" black, 2's, preserved .....	2.20	2.15
" black, gals, standard .....	5.25	
" black, gals, solid pack .....	8.00	
Plums, Damson, 2's, light syrup .....	1.00	.95
" Damson, 3's, light syrup .....	1.40	1.35
" Damson, 2's, heavy syrup .....	1.15	1.10
" Damson, 2½'s, heavy syrup .....	1.80	1.75
" Damson, 3's, heavy syrup .....	1.90	1.85
" Damson, gals, standard .....	2.90	2.85
" Lombard, 2's, light syrup .....	1.00	.95
" Lombard, 3's, light syrup .....	1.45	1.40
" Lombard, 2's, heavy syrup .....	1.20	1.15
" Lombard, 2½'s, heavy syrup .....	1.85	1.80
" Lombard, 3's, heavy syrup .....	1.95	1.90
" Lombard, gals, standard .....	3.05	3.00
" Green Gage, 2's, light syrup .....	1.40	1.35
" Green Gage, 2's, heavy syrup .....	1.55	1.50
" Green Gage, 2½'s, hvy. syrup .....	1.85	1.80
" Green Gage, 3's, heavy syrup .....	2.05	2.00
" Green Gage, 3's, light syrup .....	1.85	1.80
" Green Gage, gals, standard .....	4.05	4.00
" Egg, 2's, heavy syrup .....	1.55	1.50
" Egg, 2½'s, heavy syrup .....	1.85	1.80
" Egg, 3's, heavy syrup .....	2.05	2.00
Rhubarb, 2's, preserved .....	1.80	1.75
" 3's, preserved .....	2.45	2.40
" gals, preserved .....	3.30	3.25
Strawberries, 2's, heavy syrup .....	1.95	1.90
" 2's, preserved .....	2.20	2.15
" gals, standard .....	7.05	7.00
" gals, solid pack .....	9.80	9.75
Raspberries, red, 2's, heavy syrup .....	1.95	1.90
" red, 2's, preserved .....	2.20	2.15
" red, gals, standard .....	7.05	7.00
" red, gals, solid pack .....	9.80	9.75
" black, 2's, heavy syrup .....	1.95	1.90
" black, 2's, preserved .....	2.20	2.15
" black, gals, standard .....	7.05	7.00
" black, gals, solid pack .....	9.80	9.75
Peaches, yellow, 1½'s, flats .....	1.70	1.65
" yellow, 2's .....	1.95	1.90
" yellow, 2½'s .....	2.65	2.60
" yellow, 3's .....	3.05	3.00
" yellow, 3's, whole .....	2.30	2.25
" white, 2's .....	1.85	1.80

" white, 2½'s .....	2.55	2.50
" white, 3's .....	2.80	2.75
" pie, not peeled, 3's .....	1.45	1.40
" pie, not peeled, gals .....	4.30	4.25
" pie, peeled, gals .....	6.05	6.00
" assorted pie fruits, gals... (add 5 p.c.)		
Pears, 2's, Flemish Beauty .....	1.70	1.65
" 2½'s, Flemish Beauty .....	2.00	1.95
" 3's, Flemish Beauty .....	2.15	2.10
" 2's, Bartlett's .....	1.90	1.85
" 2½'s, Bartlett's .....	2.20	2.15
" 3's, Bartlett's .....	2.35	2.30
" pie, not peeled, 3's .....	1.30	1.25
" pie, peeled, gals .....	4.05	4.00
" pie, not peeled, gals .....	3.55	3.50
" 2's, light syrup, "Globe" .....	1.25	
" 3's, light syrup .....	1.85	
Gooseberries, 2's, heavy syrup .....	2.15	2.10
" 2's, preserved .....	2.40	2.35
" gals, standard .....	6.00	
" gals, solid pack .....	8.00	
Pineapple, 2's, sliced .....	1.95	1.90
" 2's, do, grated .....	1.95	1.90
" 2½'s, do, whole .....	2.45	2.40

VEGETABLES.

Corn, 2's .....	.90	.85
Corn on Cob, gals .....	4.50	
Peas, No. 1 extra fine, sifted, 1's .....	1.12½	1.07½
" No. 4 standards, 2's .....	.82½	.77½
" No. 3 Early June, 2's .....	.87½	.82½
" No. 2 Sweet Wrinkle, 2's .....	.97½	.92½
" No. 1 extra fine, sifted, 2's .....	1.42½	1.37½
" No. 4, gals .....	3.77½	3.72½
Tomatoes, 2's .....	.90	.85
" 3's .....	1.00	.95
" gals .....	3.30	3.25
Beans, golden wax, midget, 2's Auto .....	1.25	
" golden wax, midget, 2's .....	.90	.85
" golden wax midget, 3's .....	1.40	1.35
" golden wax, midget, gals .....	4.05	4.00
" Refugee or Valentine (green) .....	.90	.85
" " " " .....	1.40	1.35
" Refugee, midget, "Auto", 2's .....	1.25	
" Crystal wax, 2's .....	1.00	.95
" Red Kidney, 2's .....	1.00	.95
" Lima, 2's .....	1.30	1.25
Pumpkin, 3's .....	.85	.80
" gals .....	2.80	2.75
Table Spinach, 2's .....	1.30	1.25
" 3's .....	1.85	1.80
" gals .....	5.05	5.00
Succotash, 2's .....	1.20	1.15
Squash, 3's .....	1.15	1.10
" gals .....	3.55	3.50
Carrots, 2's .....	1.00	.95
" 3's .....	1.10	1.05
Cabbage, 3's .....	.95	.90
Cauliflower, 2's .....	1.50	1.45
" 3's .....	1.90	1.85
Parsnips, 2's .....	1.00	.95
" 3's .....	1.10	1.05
Turnips, 3's .....	1.00	.95
Beets, sliced, br, "Simcoe," 2's .....	.95	
" sliced, br, "Simcoe," 2's .....	.95	
" whole, br, "Simcoe," 2's .....	.95	
" whole, br, "Rosebud," 2's .....	1.15	
" sliced, br, "Simcoe," 3's .....	1.25	
" whole, br, "Simcoe," 3's .....	1.25	
" whole, br, "Rosebud," 3's .....	1.40	

The express companies seem to be desirous of having the question of rates on fruit settled from the fact that they have made a proposal for a conference with the fruit men at St. Catharines. The date of the conference has not been decided as yet, but if satisfactory arrangements to the interested parties can be made it will likely be held soon.

ONTARIO MARKETS.

POINTERS—

Molasses—Market is firm.  
Peels—Market unsettled.  
Olives—Rapid advances.  
Currants—Advance expected.  
Beans—Prices go up.

Toronto, Feb. 4.

This week's market brings forth some interesting features. No further fluctuation has occurred in sugar, the market being steady but quiet. The molasses market is very firm, the demand being particularly good but syrups are rather quiet.

The olive and olive oil markets are interesting. They have been soaring for some time, as will be observed from the fact that the best Queen olives produced in the Seville district, Spain, are more than 100 per cent. higher now than at this time last year, and about 40 per cent. higher than a short time ago. The reason is the scarcity. Advices from Spain show that the production of good Queen olives only amounts to 500 casks or 80,000 gallons, which is only about 20 per cent. of the average.

The olives for the manufacture of olive oil are grown principally in southern Italy and in Sicily. The crops there have not been good and prices have been going up.

The peel situation is also very unsettled. The cause of this is the Sicilian earthquake and the uncertainty of the shipments of lemons. England imports lemons, citrons, etc., and manufactures the peel which we use in Canada and English manufacturers have cancelled their prices altogether on account of the chaotic state of affairs. Prices should advance. Citron and orange peels will go up in sympathy with the lemon peel market.

A scarcity of beans in the United States has had the effect of advancing prices slightly here.

A splendid trade in Easter goods for grocery and confectionery stores is reported and the general impression is that business is much better than last year at this time. Prospects for the future appear to be bright.

SUGAR—Nothing that can be considered as a feature has occurred in this market since the advance announced last week. The market is quiet and steady and so far as can be seen there are no natural reasons why any change should occur in the near future. Since last

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Medium..  
Bright ...  
3 lb. Tins,  
5 " "  
10 " "  
10 " "  
Barrels  
Half Barr  
Quarter  
Pails, 38"  
" 25 "  
Maple syrr  
Gallons, 6  
" 12  
Quarts, 24  
Pints, 24  
Molasses—  
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THE CANADIAN GROCER

week a new sugar has been placed on the market by the St. Lawrence Sugar Refining Co., known as the St. Lawrence Crystal Diamond Dominos. It is especially made for coffee and put up in five-pound boxes only, the sugar being in the form of a rectangular solid.

"Crystal Diamonds," barrels	5 75
half barrels	5 85
boxes, 100 lbs.	5 95
50 lbs.	6 05
25 lbs.	6 25
5-lb. cartons, boxes 100 lbs.	8 10
St. Lawrence Crystal Diamond Dominos, 5 lb. ctns	8 10
Paris jumps, in 50-lb. boxes	5 65
in 100-lb. boxes	5 55
in 25-lb. boxes	4 85
St. Lawrence granulated, barrels	4 30
Beaver granulated, bags only	4 60
Red path extra granulated	4 60
Imperial granulated	4 30
Acadie granulated, (bags and barrels)	4 40
Wallaceburg	4 40
St. Lawrence Golden bbls.	4 30
Bright coffee	4 50
No. 2 yellow	4 40
No. 3 " "	4 30
No. 1 " "	4 20
Red Seal	7 10
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

good. There is nothing special regarding the syrups.

Syrups—		
Medium	0 33	0 35
Bright	0 40	0 45
	Per case.	
3 lb. Tins, 2 doz. in case	2 40	
10 " " " " " " "	2 75	
10 " " " " " " "	3 05	
10 " " " " " " "	2 60	
Barrels	0 03 1/2	
Half Barrels	0 03 1/4	
Quarter	0 03 1/8	
Pails, 36 lb. each	1 75	
" " 55	1 25	
Maple syrup—		
Gallons, 6 to case	4 50	
" " 12 "	4 80	
Quarts, 24 "	4 87	
Pints, 24 "	2 50	
Molasses—		
New Orleans, medium	0 30	0 35
bbls.	0 28	0 30
Barbadoes, extra fancy	0 45	0 45
Porto Rico	0 45	0 50
West Indian	0 51	0 53

TEA—At the present time the tea trade is rather quiet. Towards the end of last week it was much better, so one firm stated, as it sold a considerable quantity in British Columbia. The tendency to purchase higher grade teas on the part of the consumer is still manifest. Few 25c package teas are now on the market, although quantities are being sold at that price in bulk.

COFFEE—There is little local demand for coffee at present, the market being about the average. Advices from Mexico state that the Salvador and SYRUPS AND MOLASSES—The market this week in molasses is firm, the demand being more than usually Guatemala crops have made an increase of about 100,000 bags this season over last. Brazil is, however, the great coffee producing country.

DRIED FRUITS—There is an improvement in this market in many respects. Prunes are not very active but a strong market is predicted for them. They are more widely sought in the five months beginning with March, as at that time people want a change from meat and prunes are splendid food. In the northern districts they are in good demand. The market in apricots and dried peaches is also firm. Advices from Greece indicate stiffer prices for currants may be looked for. The market in peels is in a sort of a chaotic state just at present. English manufacturers will not quote prices.

Prunes—		Per lb.
30-40s, 25-lb. boxes	0 18 1/2	
40-50s, 25-lb. boxes	0 09 1/2	
50-60s, " " "	0 08 1/2	
60-70s, " " "	0 08 1/2	
60-70s, 50-lb. boxes	0 08 1/2	
80-90 " " "	0 07 1/2	
90-100, " " "	0 07	
Apricots—		
Choice, 25-lb. boxes	0 12 1/2	
Fancy, " " "	0 16	
Candied and Drained Peels—		
Lemon	0 10	0 11
Orange	0 10 1/2	0 12
Figs—		
Elemes, per lb.	0 08	0 10
Tapeta, " " "	0 03 1/2	0 04
Bag Figs	0 03 1/2	0 04
Dried peaches	0 10	0 10 1/2
Currants—		
Fine Filistras	0 08 1/2	0 07
Vostizas	0 08 1/2	0 08
Fistras	0 08	0 08 1/2
Uncleaned, 3c. less.		
Raisins—		
Sultans	0 07 1/2	0 09
Fancy	0 11	0 12 1/2
Extra fancy	0 14	0 15
Valenols	0 05 1/2	0 06
Seeded, 1-lb. packets, fancy	0 09 1/2	0 10
15 oz. packets, choice	0 09 1/2	
12 oz. " "	0 08	
Dates—		
Hallowees	0 05 1/2	0 06
Fards choicest	0 08	0 08 1/2
Sais	0 05	
" " choice	0 07 1/2	

NUTS—There is still some demand for shelled nuts, walnuts being rather active. Local brokers have received advices from France of a possibility of higher prices shortly in walnuts.

Almonds, Formigetta	0 12 1/2
Tarragona	0 13
Walnuts, Grenoble	0 14
Bordeaux	0 11
Marbots	0 12
Filberts	0 10
Pecans	0 16
Razils	0 15
Canuts	0 10

RICE AND TAPIOCA—The regular demand is still maintained in rice and tapioca. Shipments are made about April and nothing particular is expected prior to that time.

Rice, stand. B.	0 03 1/2	0 03
Bangoon	0 03 1/2	0 03 1/2
Patus	0 35	0 05 1/2
Japan	0 05 1/2	0 05 1/2
Java	0 08	0 07
Sago	0 05	0 05
Seed tapioca	0 05	0 05
Tapioca, medium pearl	0 10	0 04 1/2

SPICES—This market remains quiet. The reported shortage of the ginger crop in Jamaica has as yet had no effect on the prices of this spice.

Peppers, blk pure	0 14	0 20
" white pure	0 22	0 30
" whole, black	0 18	
" whole, white	0 18	0 25
Ginger	0 25	0 40
Cinnamon	0 25	0 40
Nutmeg	0 25	0 40
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 25
Allspice	0 16	0 19
whole	0 17	0 20
Mace ground	0 30	0 40
Mixed pickling spices, whole	15	0 20
Cassia, whole	0 30	0 25

BEANS—During the week there has been an advance in the price of beans. This has been due to the advance in New York and the local market has gone up in sympathy. A demand for Canadian beans by the United States may follow.

Beans, prime No. 1	1 90	2 00
Lima, per lb	0 07 1/2	

EVAPORATED APPLES—The demand for evaporated apples has been good and the market is strong.

Evaporated apples	0	0 7 1/2
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GAMES IN HOCKEY LEAGUE.

During the past week two games have been played in the Wholesale Grocers' Hockey League. Last Friday night Brokers I won from T. Kinnear & Co. by a score of 11 to 10, the winning goal being tallied in overtime. The teams were:

Brokers I—Goal, Ferguson; point, Oliver; coverpoint, Webber; centre, Lynn; left wing, May; right wing, Thompson.

T. Kinnear & Co.—Goal, Telford; point, Mains; coverpoint, Kinnear; centre, Mark; forwards, Rennie and Dieky.

Referee—W. Lumbers.  
Brokers II. were to have played Eby-Blain Co.'s team last night, but the latter won the game by default.

On Monday night the H. P. Eckardt & Co.'s sextette won from T. Kinnear & Co. in a good close game. The losers at one time were ahead 4-2. The score was 5 to 4, the winning tally being notched in the last few minutes of play. The teams were:

H. P. Eckardt & Co.—Goal, Joyce; point, G. Wilkinson; cover, Brown; centre, Thompson; right wing, Cowan; left wing, F. Wilkinson.

T. Kinnear & Co.—Goal, Telford; point, Mains; coverpoint, Kinnear; centre, Mark; forward, Rennie.

Referee—H. Lambe.

GIVE THE TRAVELER A HEARING.

"Yes sir, the man who refuses to see a traveler makes a mistake every time if he will look at the matter in a calm reflective light," said the manager of a large establishment to the Canadian Grocer this week. "I believe he can get pointers, even if he is stocked up with goods and does not need anything, that will well repay him for the time taken up in conversation or in looking over samples.

A traveler called on me some weeks ago. I was pretty busy, so when he asked me how my supply of globes was I pointed to my stock and replied that I was stocked up to the neck. "Well," he added, "I would like to have you look at my samples." I hesitated but finally said that I would give him a few minutes.

In getting the prices I learned more about buying and the prevalent quotations than I had for months past. I found that he was twenty per cent. lower than what I had been paying even under the most favorable arrangement. "Are these your regular prices," I asked, and he assured me that they were. I knew that a glass combine had existed on the other side but I was not aware that his house had broken away from it. The representative added that the bottom would soon drop out of the whole affair and I found that he was right.

I firmly believe that goods well bought are half sold as I have found it true in my experience. Yes, sir, time spent with travelers often repays you in many ways and I always make it a point to give them a friendly reception no matter whether I am stocked up with goods or not," concluded the jobber.

# Governments Refuse to Own Elevators

Western Legislators Say it is Unconstitutional—Formal Opening of Moose Jaw's Big Flour Mill—Important Winnipeg Real Estate Deal—Potatoes Frost-Bitten and Prices Soar—Condition of the Wheat Market—The Situation in the West.

The Western Viewpoint, by our Special Correspondent.

Winnipeg, Feb. 3.—The most important event, commercially, of the week was the final decision handed out by the Premiers of the three Provinces of Manitoba, Saskatchewan and Alberta, on the question of provincial Government ownership of interior elevators. The decision was made public on the 30th instant, and it has been awaited with no little interest and anxiety. The Grain Growers Associations that had called for this very radical change in the handling of the chief industry of the West seemed very confident that their demands would be acceded to in a measure at least, but they were doomed to disappointment. It is whispered that not a few of the line elevator companies that are finding little profit in their houses were somewhat disappointed also.

In brief, the decision was an emphatic refusal of the demands of the grain growers, based, of course, on constitutional grounds. The Premiers declined to act in accordance with the wishes of the grain growers on the grounds that they deemed it necessary to secure an absolute monopoly of the grain trade in order to insure the success of such a great governmental undertaking, involving the estimated expenditure of from seven to ten million dollars. To create such a monopoly would be unconstitutional under the British North America Act. In explaining their position the Premiers state that the consideration of unusually grave and complicated questions, constitutional, financial and legislative, are involved, and that unless the British North America Act is amended to give them the powers already alluded to, the Government ownership of elevators might "fail and prove futile, and possibly be followed with disastrous results."

In this decision there is no doubt the Premiers have, to a certain extent, side-stepped the question, as there is no absolute proof that a complete monopoly of the powers specified is necessary, and indeed the Grain Growers' Association stoutly maintain that it is not. But outside the ranks of the more rabid of the grain growers it is not likely that the Premiers will be at all severely criticised for at least gaining time for a more full and lengthy discussion of the whole question.

It is not to be supposed for a moment that the question has been disposed of, but at least it has been given a hoist that will give time for the collating, sifting and discussing of evidence in connection with such a project before the country is committed to costly and perhaps wholly impractical legislation whereby existing trade relations with Great Britain might be seriously impaired.

## New Stock Exchange.

Promptly at 10.30 on Monday morning in a room of the Winnipeg Grain Exchange Building, the first call on the long talked of Winnipeg Stock Exchange was given. The charter for this

exchange was obtained some years ago by A. M. Nanton, Hugh Sutherland, J. T. Gordon, M.P.P., of Winnipeg, C. E. Lewis, of Minneapolis, H. H. Beck, of Toronto, and R. H. Agur, of British Columbia.

The opening of such an exchange was talked of from time to time, and two years ago W. Sanford Evans, now Mayor of Winnipeg, took the matter up in an active manner and collated a large amount of data which was finally laid before an organization meeting. It had been the intention to open the exchange about the time the new Grain Exchange building was opened, and offices were secured for that purpose, but many matters lead to delay. Finally the date of opening has been definitely fixed for Monday morning, Feb. 1st, at 10.30, and from that time on the Winnipeg Stock Exchange will be open for the transaction of business on every working day from that hour until 12 noon, when the exchange will be formally closed. As the exchange develops the hours will be extended, but for a time at least it is felt that an hour and a half daily will be sufficient for the transaction of business. There will, however, be an unlisted department of the exchange, which will somewhat resemble the curb section of the grain exchange, in which trading can be done at any hour of the day.

## Listed Stocks.

Many inquiries have been received from local organizations with stock to list, but the only stocks formally listed at the opening on Monday were:

Winnipeg Street Railway, Canadian Pacific Railway, Canadian Fire Insurance, Great West Life, Canada Landed and National, Northern Trusts.

Before the end of the first week it is expected that this list will be more than doubled.

## The Membership.

The membership of this exchange is limited to 24. There were 12 charter members and four others have been elected since; this makes 16, so that there are only 8 memberships to be filled and it is understood that there are about 150 applications on the waiting list. The price of membership is \$200, and it has been decided to only consider applications from active resident brokers, as it is felt that such men will be most helpful in promoting the business of the exchange.

The officers of the stock exchange are:—A. M. Nanton, chairman; H. T. Champion, vice-chairman; W. Sanford Evans, secretary-treasurer; W. R. Allan, Hugh Sutherland and R. T. Riley, managers.

The active work of the trading room will be conducted by Angus Purkis Cameron, assistant secretary-treasurer. Mr. Cameron is a son of D. M. Cameron, of the Inland Revenue Department, Hamilton, Ont., and has been resident in the city about three years. Since

Mr. Evans has been associated with the organization of the stock exchange Mr. Cameron has acted as his secretary, and is thoroughly conversant with the preliminary work.

## List of Members.

The list of members, in addition to those already quoted, contains the following names:—J. T. Gordon, R. H. Agur, H. H. Beck, C. E. Lewis, G. R. Crowe, Arthur Wickson; Hugh Ross, W. J. Christie, W. T. Kirby and T. R. Billet.

## Mills and Flour Trade.

The Saskatchewan Flour Mills Company, of Moosejaw, opened their new mill during the past week and the event was marked by a grand banquet tendered by the Board of Trade to the owners and employees of the mill. Up to the present time Moosejaw has had a mill with a 200 barrel capacity. This was bought out by the present company and practically rebuilt into a splendid modern 1,000 barrel mill. There are two elevators in connection with it, with a combined capacity of 175 to 180 thousand bushels. In addition to the mill proper there is a fine modern packing house and oatmeal mill.

The enormous number of homesteads taken up in the Moosejaw district during the past year, and the general increase in wheat growing on the Moosejaw plains indicates the possibilities of Moosejaw as a milling centre, so that the opening of the present mill is not only regarded as important in itself, but also as an augury for the future.

The Western Canada Flour Mills, Ltd., had its new issue of stock officially listed on the London Stock Exchange, and a large portion of the £225,000 six per cent. first mortgage 20 year sinking fund sterling bonds have been taken by British investors.

## Movement of Real Estate.

The most important real estate transaction of the week was the purchase by T. D. J. Farmer, of Hamilton, Ont., of 98 feet on the east side of Main Street, immediately south of the site on the southeast corner of Portage Avenue and Main Street, recently acquired by the Bank of Montreal for their new western headquarters. The property bought by Mr. Farmer is at present occupied by the O'Connor Hotel, a very ramshackle place, but quite a famous hostelry of the olden days. The Bank of Montreal are getting out most elaborate plans for their new building, and as soon as these are completed and the style of the building definitely decided upon, Mr. Farmer will have plans drafted for an office building, to be erected on his property, that will be, in all essentials, in keeping with the bank building and also with the National Trusts building which bounds his property on the south. The property purchased by Mr. Farmer has a depth of 155 feet to a lane. The

price paid for the property was \$2,000 per front foot, or a total of \$196,000.

The Potato Situation.

There has been a sudden and sharp advance in the price of potatoes on the Winnipeg market. This is due to an unexpected demand from both British Columbia and Alberta. The extremely cold weather of the early part of January caught the potato men of British Columbia and Alberta napping, and many thousands of bushels of potatoes were frosted. During the past week three car lots were shipped to Vancouver, B.C.; three more cars are on the way, and ten cars have been ordered for Calgary. The Manitoba and Saskatchewan crops were not so heavy as usual and these demands from unexpected quarters will go far to make the farmers with cellars full of "murphies" rejoice, as prices are liable to go very much higher. Purchases made during the past week were at the rate of 65 to 70 in carlots, track, Winnipeg. Potatoes in the United States immediately to the south are dearer than our own, so that when a 30 per cent. duty and the freight charges are added there will not be much relief from that source.

Range Cattle in Good Shape.

Mr. Ryan, of Ryan & Fares, has just returned from an extended trip through Alberta and reports that he has never seen the range cattle and horses looking better. The fall and early winter were ideal for stock and they got as fat as butter. At the time of the extreme dip in the first week in January there was no snow to cover up the feed and the cattle sought sheltered places and took no harm. Since that time the weather has been as mild as spring and the cattle are in a thrifty and altogether satisfactory condition.

Settlers Arriving.

Mr. Ryan, who is an old westerner, states that never in his experience has he seen so many settlers come in in January. Many of those arriving are Americans who come in over the Soo Line by way of Moosejaw, many of them are going into that district and the districts round Maple Creek and Crane Lake.

Wheat Market.

The market has held strong all week with a decided increase in export trade especially for May and June delivery. Low grade wheat have been principally in demand for this trade, but Ontario millers are good buyers of contract wheat. Receipts continue to be very light, in spite of the mild weather which prevailed up to Friday morning the 29th when there was a sudden drop in temperature.—H.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, February 4, 1909.)

From the business standpoint January was a most satisfactory month for the grocery trade. Wholesalers report country collections in good shape and the volume of business for the month very much in excess of the same month last year.

SUGAR—An advance of ten cents

brings Winnipeg prices to the following figures:

Table listing prices for various sugar types including Montreal and B.C. granulated, yellow, Wallaceburg, B.C. gunnies, hard pressed lump, icing, bar sugar, powdered sugar, lump, and Blackstrap.

SYRUPS AND MOLLASSES—There is an active movement in corn syrups. Prices are steady at following figures:

Table listing prices for syrups and molasses: Crown Brand, Beaver Brand, Barbadoes molasses, New Orleans molasses, Porto Rico molasses, and Blackstrap.

MAPLE PRODUCTS — Selling very slowly. Prices continue as below:

Table listing prices for maple products: sugar, syrup, and Blackstrap.

FOREIGN DRIED FRUITS—Except for continued weakness in the California raisin market there are no features of special interest in the foreign dried fruit situation. Prices continue as follows:

Table listing prices for various types of raisins, prunes, and dates.

RICE AND TAPIOCA—Japan rice has declined and is now quoted at 4 1/2c per lb.; Patna, 4 1/4c; Rangoon, 3 3/4c. Tapioca, 5c per lb.

EVAPORATED APPLES—There is a good staple demand at 8 1/2c per lb. The market is steady and no change is expected in local prices.

HONEY—Supplies are hard to obtain. Prices are quoted as follows:

Table listing prices for different grades of honey.

SPANISH ONIONS — New stock is quoted at \$1.15 per crate.

NUTS — Advanced prices on new stock. We quote:

Table listing prices for Shelled Walnuts and Almonds.

ROLLED OATS—The local market is steady, prices showing a slight decline.

Table listing prices for Rolled Oats in 80 lb sacks.

CORNMEAL—We quote the following reduced prices:

Table listing prices for Cornmeal per sack and per bushel.

BEANS—There has been a sharp advance in white beans. Hand picked are quoted at \$2.35 per bushel and the three pound picker at \$2.25.

COFFEE—Coffee has advanced on the Rio market from one cent to 1 1/2 cent per lb. No advance has been made locally.

POT AND PEARL BARLEY — Pot barley is quoted at \$2.55 per sack; pearl barley at \$3.75 per sack, and \$1.95 per half sack.

CANNED GOODS—

FRUITS.

Large table listing prices for various canned fruits including Apples, Cherries, Currants, Gooseberries, Peaches, Pears, Plums, Raspberries, and Strawberries.

VEGETABLES.

Table listing prices for Asparagus, Beans, Corn, Peas, Pumpkins, Succotash, Tomatoes, and Tomato-gallons.

MEATS.

Table listing prices for various meats including Clark's pork and beans, Roast beef, Potted meats, Veal loaf, Ham loaf, Chicken loaf, Lunch tongue, Sliced smoked beef, Chipped, and Sliced bacon.

NEWSPAPER RETRACTS.

Threatened With Libel Suit by Commercial Travelers' Association of Canada.

The first meeting of the Board of Directors of the Commercial Travelers' Association of Canada was held on Saturday afternoon of last week at their office, Toronto. The business was entirely of a routine character, but nevertheless something of interest has occurred within the past week. It was due to the following item which appeared in the Toronto Mail and Empire on Saturday, Jan. 30th, 1909:

"When the late James T. Cooper joined the Commercial Travelers' Association, in 1899, he took out a policy of insurance for \$900 in favor of his mother. Later he married and notified the association that he wished to make his wife the beneficiary. For some reason which the officers of the association cannot explain, the request of the deceased was never entered upon the books, neither can they find the papers providing for the change in the policy from the mother to the wife. The case was before Chief Justice Mulock at the Non-Jury Assizes yesterday, and after several hours discussion the matter was amicably settled. The mother is to have \$369 and the widow the balance."

The Real Facts.

The truth of the matter was the Commercial Travelers' Association was not to blame and could explain everything which they have done to the satisfaction of the above mentioned paper which was threatened with a libel suit if it did not retract. The fact was that the late Mr. Cooper through a substitute called at the office of the Commercial Travelers' Mutual Benefit Society, located in the same building and had the matter adjusted there. The books in the office show that the change had been made, but the Commercial Travelers' Association secretary was not approached in the matter at all. The two are entirely different. It will be observed that Chief Justice Mulock succeeded in making an amicable settlement of the case after two witnesses had been heard—the lady who said she had called at the office of the Commercial Travelers' Association to effect the change in the name of the beneficiary and the lady in that office who claimed she had not. The former of course was apparently merely mistaken in the office. There was no opportunity, therefore, for an explanation of what actually did occur.

Statement Retracted.

Being threatened with the libel suit the Mail and Empire of February 3rd, retracted its former statement as follows:

"In the case of the widow of the late James T. Cooper, who claimed to be entitled to a mortuary benefit on the life of her husband in the Commercial Travelers' Association of Canada, which was heard by Chief Justice Mulock last week, it was made to appear (in the Mail and Empire) as if Mr. Cooper's request had been ignored.

"Mr. Cooper was said to have asked for the substitution of his wife for his mother, as beneficiary, which was not done. The evidence given before the

Court was that no such assignment had been filed with the association, and that consequently no such change had been effected, as that on which the widow based her claim."

BENEFIT TO TRAVELERS.

Good Work Being Done by Commercial Travelers' Mutual Benefit Society—Annual Meeting Held.

The Commercial Travelers' Mutual Benefit Society held its annual general meeting on Saturday, Jan. 30, in the society's rooms.

The president, S. R. Wickett, presented the annual report, which showed that 176 new members joined in 1908, and \$32,500 in death claims was paid out. H. Goodman, treasurer, drew attention to the fact that the investments, amounting to \$55,068.97, were all first-class and drawing good interest.

Two proposed amendments to the by-laws were considered but not adopted. The first was by E. Fielding, "That the president, vice-president, and treasurer should be elected for a two-year term instead of one." The second was by the late C. E. Kyle, "That all the nine Toronto directors should be elected yearly in place of for three years as at present."

The vice-president, Mayor Oliver, offered some valuable suggestions for the guidance of this year's board. Messrs. Laurie, Hector and others discussed methods for increasing the membership and limiting the number of lapses, and the members appeared satisfied with the year's work and the prospects for the future. John Burns past president of the Commercial Travelers' Association, took his seat as a director in place of C. E. Kyle, deceased.

The officers for 1909 are: S. R. Wickett, president; Mayor Oliver, vice-president; H. Goodman, treasurer; E. M. Rowley, secretary; Richard Ivens, superintendent of agencies; Dr. Norman Allen, medical referee. Directors: John Burns, Robert Forbes, S. M. Sterling, John Gibson, W. S. B. Lawrie, A. J. Tipping, C. S. Parsons, R. G. Hector; Auditors: C. N. Sutherland, C. A., F. W. Thompson.

This society has been of incalculable benefit to the widows and orphans of commercial travelers, having since its inception in 1881, paid out to beneficiaries over \$500,000, and whilst it was established for the benefit of commercial travelers the society has extended its field and now accepts all mercantile, commercial and professional men who are able to pass a first-class medical examination, and are not engaged in any dangerous or risky business.

John Edward Hoare, at one time associated with the Morse Soap Co., the Comfort Soap Co., and latterly with the Atlantic Soap and Oil Company as its vice-president, died in Eglinton of pneumonia on Sunday morning of last week, aged sixty-five.

AN ODD WANT AD.

An odd advertisement appeared in Hardware and Metal last week, a hardwareman, D. J. MacNab, of Lanark, Ontario, soliciting correspondence from merchants in other parts of the country who want to secure a pure maple syrup. Mr. MacNab supplies sap buckets and other sugar bush supplies to the farmers who own the trees and he is in a position to secure large quantities of the pure article, which he feels he can guarantee to other dealers unable to secure pure syrup in their own districts. In securing customers for the sugar bush owners he is doing them a favor while also turning an honest penny for himself in a season when trade is none too brisk.

The incident illustrates a point The Canadian Grocer has frequently made, that retail merchants should always be on the lookout for special lines to develop in connection with their own trade. This is where money is made, as it is an addition to the regular business and, if taken up in seasons when regular trade is dull, the returns for the time spent is clear profit. Then, too, anything the merchant does to increase the income of the farmers in his locality is bound to result in more business for himself.

The want ad. pages of this paper offer innumerable opportunities for the wide-awake merchant. They are read every week by clerks, merchants, travelers, jobbers and manufacturers in every city, town and village in Canada. Half a dollar spent in a want ad. brings the message to the attention of thousands of possible buyers. When opportunity knocks at your door, therefore, be careful to remember the key which unlocks the door to let the welcome visitor in.

TRADE CHANGES AT ATWOOD.

H. M. Ballantyne, who until recently conducted a furniture and undertaking business in Atwood, Ont., has purchased the general store of Langford & Co. Mr. Langford will remain in the employ of the new proprietor.

W. J. Powell, of Atwood, has disposed of his general grocery business to C. Forrest. The latter is a young man of ability who since the death of his father two years ago, was manager of the Atwood Flour Mills. Mr. Powell has not decided what he will do in the future.

TRADE NOTES.

E. A. Shoebottom, London, representing the North Western Cereal Co., was a visitor at the Toronto office of The Grocer on Tuesday of this week.

George Fraser, for many years a resident of Montreal, and a member of the firm of Fraser Bros., grocers, passed away last Saturday at Chicago.

L. E. Thompson, proprietor of Le Semaine Commerciale, Quebec, was in Montreal last week, attending a meeting of the newspaper men of the Province.

R. C. Gerow opened a new grocery store on Main Street, Picton, on Jan. 20th, 1909. Mr. Gerow is a hustling young man and has a nice bright establishment.

# Grocery News from Coast to Coast

## Western Canada Notes

**Decline Announced in Tobacco Prices at the Pacific Coast—Burglars Running Amuck in British Columbia—Merchants Want Man and Wife Liable.**

### VANCOUVER.

Feb. 2.—Eggs and potatoes are the principal articles of interest just now in the local trade. The former are very scarce, and only small shipments are coming in. A couple of years ago the commission men were caught with large stocks when a spell of warm weather came in, and they lost more than they made all season on eggs. Now when they are again very scarce, they are loth to bring them in in large quantities, as the first of February is here and warm weather may come at any time. A week or two of summery spring and there would be all kinds of fresh eggs, especially after the spell of egg famine that has obtained since the first of the year.

Potatoes, which went first to \$35 a ton, and then dropped back to \$28, are now up to \$30. Locals are quoted at \$25. The general opinion is that this high price will not last long, as there must be potatoes around somewhere. Word was received by The Grocer from Cariboo to-day that large quantities of potatoes are held there by growers, but lack of transportation facilities prevents shipment to the markets here. It is through Cariboo that the Canadian Northern railway is projected, and with a line there a large producing territory would be brought into close touch with the consuming cities. But the railway is only just spoken of, and though D. D. Mann is now on the coast it will be some time before there is anything substantial doing.

Jobbers report a reduction in prices of tobaccos placed by Wm. McDonald & Company. Briar and Napoleon have been reduced four cents per pound, the figure now being 79c and 78c respectively, and Index and Prince of Wales have been brought down three cents, their prices now being 77c each. While the cost has been made easier there has been no lessening of weight, there being still nine plugs to the pound.

Speaking to The Grocer yesterday, a dealer remarked that when a certain line of goods has been placed on the market those who introduced them should make a point of keeping supplies on hand. What called forth this remark was the fact that New Zealand tongue in pound cans could not be had at present. This was introduced some months ago and secured a call, but now when there is a demand there is nothing to meet, the market being cleaned out. This sort of thing does not happen with the older established firms or commission houses, and is a thing to be guarded against, as ef-

forts to get business will be rendered abortive.

The shipment of winter apples made by the Enderby, B.C., Fruit Exchange to Australia through the Central Fruit and Produce Association, has proved so satisfactory that Mr. Lawes, the principal contributor to the shipment, has received offers for his crop of winter apples of 1909 to be shipped to Wellington, New Zealand.

A number of general stores in the Ladner district, on the south bank of the Fraser, have suffered from the depredations of burglars. Among them were H. I. Hutcherson's, Marshall, Smith & Co.'s at Ladner and E. G. McBride's at Port Guichon. The thieves were evidently looking only for money, as no goods were taken. They got nothing, however, as the time is past when merchants leave money in their tills over night.

J. D. Lumsden, manager of the A. E. Howse Company, which has a large general store at Princeton, B.C., has returned home from Vancouver. He was away five months taking a special treatment for illness, and is able to resume business with his wonted vigor.

The difference in dairying districts is shown by the annual reports of the Victoria Creamery and Milling Supply Company on Vancouver Island and the White Valley Creamery Association in the Okanagan Valley. The former declared a dividend of 5 per cent., after paying out to the farmers of Saanich \$50,542, being \$600,000 in eight years. The butter output for the year was 135,000 pounds. The directors appointed were: J. Nicholson, A. H. Peatte, L. Sea, M. Dean, A. Bancroft, J. W. Sluggett and A. G. Snelling, re-elected as managing director and secretary. This creamery operates on the coast where there is plenty of rain and where the markets are close at hand. The White Valley Creamery Association, which operates in the Okanagan where the weather is much drier, has had to work hard to make the institution prosperous, and has decided to continue this year. A direct appeal will be made to the farmers to give their patronage, as the concern bestows a mutual benefit. Even in the Okanagan, creameries should be successful, as general farming is carried on. J. T. Bardolph was elected president, and C. Levasseur, vice-president.

In the legislature on Tuesday, W. Hayward, M.P.P., who represents a constituency on Vancouver Island, appealed to the Government to establish egg collecting stations, similar to those in Den-

mark, to help the egg industry in his district, which was a rural one. Mr. Hayward comes from Cowichan, and he brought this same subject up at a recent meeting of the Cowichan Creamery Association. There are many large farms in his locality, and a fostering of the egg industry would not only mean much money to the farmers, but would alleviate the stringency in this line, which is felt here from time to time, and is nearly always apparent as regards the freshly-laid variety.

### VICTORIA.

Feb. 2.—W. J. Clark, late of Nelson, B.C., and formerly of Woodstock, Ont., has bought the business of S. C. Thomson. An effort will be made by the grocers to get their representatives in the provincial assembly, which has opened its proceedings, to amend the law and make man and wife jointly liable for necessaries ordered by either, and for their common good. At present the man is frequently acting as the responsible head of the house and ordering goods. The bill is not paid after several applications, the grocer sues the man, gets judgment, and then finds the wife owns the furniture, etc, and she repudiates the account.

W. Jamieson, of the Hudson's Bay Co., a most promising young traveler, has died.

The Retail Grocers' Exchange was induced to give its support to a "Pure Food Show" to be held here on Jan. 25 to 30, but for various reasons manufacturers generally excused themselves from participating and the show has had to be abandoned for lack of support.

### PERSONAL ITEMS.

J. Mitchell Jones, manager of Andrews, Gillespie & Co., Montreal, has returned from England.

John S. Cass and W. W. Schmidt, of Armour & Co., Chicago, with C. L. Marshall, of the McLaren Imperial Cheese Co., called at the Toronto office of The Canadian Grocer on Saturday. The Chicago visitors were in Toronto in connection with some new developments concerning their Canadian trade which will be made known later.

At the annual meeting of Ontario Motor League, held recently in the King Edward Hotel, Toronto, Wm. Dobie, president of E. W. Gillett Co., was the unanimous choice of the 540 members for the presidency of the association. Since beginning the use of automobiles Mr. Dobie has himself driven over 50,000 miles. Therefore, not only is he prominent in business affairs, but is also a very enthusiastic automobilist.

## Maritime Provinces and Quebec

Halifax Molasses Situation Reviewed—Scarcity of Apples in Nova Scotia—  
Grocers and Liquor Licenses in Montreal.

## ST. JOHN, N.B.

February 2.—Changes in the local markets have been very slight during the past week. Business in all lines seems a little quiet, but now that stock-taking is over, the merchants are looking forward to a brisk trade. The past year was fairly good and a little improvement is looked for this year. Butter is reported a little easier, but eggs have advanced a cent. All grades of sugars were advanced 10c on Jan. 23, and lard, both pure and compound, is up about one-half cent.

Charles D. Trueman, wholesale grocer and commission merchant 2 and 3 south wharf, is in business difficulties, and a meeting of his creditors has been called for Friday, Feb. 5. Mr. Trueman has been in business at his present stand for about 22 years.

Walter R. Small, retail grocer, corner Queen and Carmarthen Streets, assigned January 29. His liabilities are placed at \$3,500 and the value of his assets is not yet known. It is stated his principal creditors are the Sussex Milk Co., George E. Barbour, Geo. S. de Forest & Sons, and the F. E. Williams Co.

Forty-one steamers which have made returns at the customs house up to January 30, took away cargoes valued at \$8,293,418, of which \$5,968,852 was Canadian goods, and \$2,324,566 foreign products. Included in the cargoes were 154,293 bags of flour; 26,545 boxes of cheese; 2,545,565 bushels grain, and 11,561 cattle.

James Sinclair formerly in the grocery and feed business here, died last week rather suddenly from paralysis of the brain. He was 38 years of age and is survived by his wife and one daughter.

## HALIFAX.

February 2.—The recent advance in the price of molasses is due to the shortage of the supply, states H. R. Silver, of the Dominion Molasses Company, to The Grocer's correspondent. When the demand exceeds the supply, said Mr. Silver, the price naturally goes up, and that is the case this season. There has been a very heavy demand for molasses right along, and stocks are now pretty low. It is thought in some quarters that the high price of butter has had a tendency to create a greater demand for molasses, and then last season the receipts were not as heavy as in former years. It is estimated that there are thirty thousand puncheons of molasses consumed in Canada annually. Among the largest dealers is the Dominion Molasses Company, of Halifax, which handles probably fifteen thousand puncheons annually.

Newfoundland also consumes a large amount of molasses, the average imports per year being about fourteen thousand puncheons.

"At the present time nothing can be said regarding the crop outlook," declared Mr. Silver. "All depends upon the weather in the West Indies. The new crop generally commences to come along about March, but the largest receipts are much later. The indications are that the demand will continue and, of course, the condition of the market will regulate the prices."

The Nova Scotia Farmers' Association held its annual meeting at Digby this week and over one hundred delegates from various parts of the province were present. All the speakers referred hopefully to the prospects for the coming season. It was made evident to all that the markets for farm products are increasing. The feature of the convention was the address of J. A. Ruddick, cold storage and dairy commissioner.

Two hundred thousand barrels of apples from the warehouses in the Annapolis valley, and not one barrel available for local consumption is the condition that exists in Nova Scotia at the present time. All these apples have been bought up by speculators for shipment. There is general complaint among the dealers that they cannot secure a barrel of first-class fruit. The majority of the stock on the local market is of the poorest quality, and consequently sales are slow.

The Avon Valley Development Company, Limited, has been incorporated to plant with fruit trees some 1,800 acres on the Falmouth Mountain. The following are the directors of the company:—Hon. B. F. Pearson, Halifax, president; J. B. Black, M.D., M.P., Windsor, vice-president; Sir Frederick Borden, M.P., Canning; George H. Vroom, Middleton, chief Dominion inspector of fruit; Geo. Wilson, Halifax and Windsor manager Dominion Textile Co.'s mills; William Sangster, Upper Falmouth; Bret Black, M.D., Windsor.

The evaporator factory at Grenville, N.S., was destroyed by fire this week. The building and plant had recently been leased by J. W. Smith, of Halifax. A large quantity of goods stored in the building were also destroyed.

## MONTREAL.

February 2.—Capt. Johnson, manager of the Skeena River Navigation Company, a G.T.P. affiliation, who was at the Grand Trunk general offices recently, stated that the Skeena river was the greatest salmon river in the world.

The captain stated that the weather along the Skeena is milder in winter than it is in Montreal, but navigation closes

there as here in December, and the company's half-dozen steamers are put into winter quarters, to be trimmed for the work of summer. Amongst the other traffic carried by the boats last summer was considerably over a million dollars' worth of canned salmon, from the canneries, some fifteen in number, that flourish at different points on the river. Neither the Fraser nor the Columbia rivers can, the captain said, match the Skeena for salmon, either as regards quantity or quality, and whatever else it may develop into, Prince Rupert is bound to become a great export port for the fisheries. He spoke interestingly of the other industries in that section, and in closing, stated that they were only laying the foundations and it was too early to speak of results.

The chief item of interest among the members of the Retail Grocers' Association is the euchre and dance, which in every way was a huge success. The only difficulty which was encountered was the problem of handling 750 people, instead of the 400 which were expected. This little matter, however, was well met and practically no inconvenience resulted to anyone. It was, however, a severe strain on the caterers, who had made preparation for about one-half the number who attended. Some handsome and valuable prizes were distributed among the prize winners.

The rumor that the liquor licenses of grocers was to be increased does not show any signs of becoming a reality. The city council are turning their attention to the hotels, and restaurants, and the prospects are that the gentlemen who conduct these businesses will have to pay more dearly for their licenses.

E. J. Cowan, who for many years has been the Montreal representative of the Cowan Co., of Toronto, chocolate manufacturers, has resigned, and accepted a position with the Montreal Biscuit Co.

Herb McManus, Montreal representative of the Stewart Co., Toronto, spent a few days last week in Toronto visiting his firm.

A. F. White, tea jobber St. John St., has been confined to his house for a couple of weeks by illness. Mr. White is one of the "veterans," and his friends who are many will be glad to know he is well again.

H. P. Cowan, of Toronto, is now representing the Cowan Co., of that city, in Montreal, succeeding E. J. Cowan.

The Canadian Manufacturers' Association executive, of this city, held an informal dinner, at the Canada Club, in the Board of Trade building, on the evening of January 27. Ald. G. W. Sadler acted as chairman. Principal J. W. Robertson, of Macdonald College, was the chief speaker of the evening. He spoke at considerable length on the great importance of the agricultural interests of Canada, and also made an appeal for good feelings between the manufacturing and agricultural interests of the country. He deplored the bitter animosity which existed perhaps



in some sections between these two elements of Canadian industry, and throughout his words were marked by homely sagacity, Scottish humor, generosity and kindness.

Professor S. J. McLean, of the Board of Railway Commissioners spoke on the development of Canada's waterways, especially the Great Lakes system. He indicated in how far the United States had succeeded in diverting the western trade of Canada from Canadian routes by paying great attention to the Mississippi river route. He was of the opinion that this bit of strategy had been practically fruitless, and he showed how the ominous depletion of wheat production in the western States would greatly diminish traffic by the Mississippi route. Referring to the advantages of

the proposed Georgian Bay canal route, he stated that this route was 600 miles nearer the Atlantic seaboard than the Mississippi route, as far as carriage of products was concerned. He showed how proximity to traffic and short distance of carriage were points in favor of the Georgian Bay route, as against the Mississippi route. In conclusion he said: "Canada must look to it that its own traffic should move over its own routes to its own seaports."

The engagement of Major G. W. Stephens, ex-M.L.A., and chairman of the Montreal Harbor Commissioners' Board, is announced in London, Eng. The bride-to-be is Signorita Bisacchi di Belminte, daughter of the late M. S. Bissacchi, of Naples, Italy. The wedding will take place in London some time in February.

meeting, Feb. 10, a lecture on coffee will be given by C. H. Cochrane, coffee expert, which will be open to all grocers and their clerks and the association hope to have a large attendance on that particular date.

A. M. Piper, representing Pure Gold Manufacturing Co. has been calling on the trade this past week. It will be remembered that H. H. Livingstone was their former representative in Ottawa, but is now working in the interests of Mayell & Co., Toronto.

Geo. H. Hopper the Bank Street grocer, expects to occupy his new premises about May 1st, which will be situated on Elgin St., near Waverly.

#### LONDON.

February 1.—Business is fair both in wholesale and retail lines. Brokers report staples unchanged. Refined sugars are rather quiet. Raws keep high and are likely to remain so until the new crop comes in. Very fine teas, India and Ceylon, are strongly competed for, while prices harden. Mediums are unchanged and common are rather slow of sale. Rio and Santo coffees keep high there being no change in milder qualities. There has been a distinct advance in sulphur. Oranges are plentiful and low in price.

For the month of January the wholesale grocery trade compares favorably with that of the same month last year.

There is a general cutting of prices of canned goods among local retailers, one dealer selling three-pound tins of tomatoes at 7c each, or 81c a dozen.

The date of the annual banquet of the Retail Grocers' Association has been changed from Feb. 18th to Feb. 17th, on account of the orchestra, whose services the committee desires to employ being engaged in Strathroy on the former date. Some good speakers have been invited, and with the musical talent there is known to be among those in the trade, these features of the evening's entertainment should be above the ordinary.

Ex-President Harry Ranahan of the Retail Grocers' Association has opened a bakery and confectionery business in the Bourne Block, Hamilton Road.

A rather smooth swindle was worked on a local wholesale house one day last week. Some one phoned the office to send a caddie of tobacco to a certain retailer at once. Shortly afterwards the phone again rang and the enquiry came. "Has that tobacco been sent yet?" As it had not the inquirer said, "Never mind, then, I will send a boy for it." In due course a boy arrived and was given the tobacco, which was worth \$17 or \$18. Subsequent investigation showed that the retailer in whose name the tobacco has been obtained had neither ordered nor sent for the goods and it was then the wholesaler realized that he had been victimized.

Christmas prices for poultry still rule in the local market, from 19c to 21c per pound being the ruling prices. Dressed pork brings \$9 per cwt., and live hogs \$6.50 per cwt. There is a big demand for butter, grocers picking up everything in that line in sight. Fresh eggs easily bring 28c to 30c per dozen.

## From Ontario Correspondents

Ottawa Grocers Deal With Transient Traders' Problem—Guelph Retail Merchants Elect Officers—London Wholesaler Swindled—Merchants at Brantford to Oppose Suit of Oil Company.

#### OTTAWA.

Feb. 3.—The Ottawa market Saturday morning was the best seen for a long time. However, prices were as high as they have been at any time almost since they first started to go up. As usual, meats and oats were the main offering but there was a fair quantity of butter. Eggs were also more plentiful than for some time past. Beef sold as on the previous Saturday, at a general price of 7c, but there were a few vendors with stock which they considered exceptionally good quality who asked 8c. Pork was valued at \$10 per cwt. Lamb was plentiful at 10c to 12c. Fowl prices showed but little change but the supply of the feathered product of the barn-yard was better than has been for some time. Chickens were quite abundant at prices from \$1.25 to \$1.75 and their older sisters, ranging as high as \$2. Turkeys were more reasonable and could be purchased as low as \$1.75 for some specimens, though 25c a pound was the general figure at which they were valued. Ducks at \$1.25 per pair and geese at \$1.25 to \$1.50, made up the rest of the offering.

Butter and eggs still continue practically unchanged. Butter, however, does not go quite so high as it once did and 27c for pail is about the top notch, while creamery blocks are quoted at 28c for best brands. New laid eggs are coming in more plentiful the price asked being from 40c to 45c per dozen.

At a meeting held on Jan. 27, the Retail Grocers' Association decided not to urge legislation against the transient traders as was at first proposed. The transient traders do not materially affect the grocer, and since the merchants did not attend meetings called recently with the object of getting co-operation of these other lines in the work, the gro-

cers have decided to make no further efforts in this direction. However, it was decided to instruct the solicitor of the association, A. E. Frupp, K.C., M.L.A., to urge legislation with the object of taxing the peddlers and allowing only producers to peddle in the streets, after they paid the market fees, without further tax. The association decided that it would be better not to do anything definite with regard to holding a pure food show at the next exhibition. A letter was received from the Central Canada Exhibition Association congratulating the grocers on the success of the Pure Food Show held last autumn and hoping that it would be repeated and further asking that in order that this branch of the exhibition should receive proper consideration a committee and chairman be appointed from the Grocers' Association. The feeling of the meeting was that a pure food show in the same building as was used for the purpose last year would not be advisable and that the association would not undertake it there. Another objection was that the exhibitors want to rent space for a term of years instead of one year at a time, as they would be able to build substantial booths and not have to build booths to fit different spaces each year. It would also be easier for the association to fill the building if it rented the spaces for a term of years. A. G. Johnson and F. W. Forde were appointed a committee to wait on the exhibition executive and find out just what provision could be made for a show next year, and as the meeting was of small attendance the committee suggested by the exhibition association will be appointed at a later date. The treasurer, C. J. Provost, announced that the Grocers' Association had a balance on hand now of about \$600. At the next

**BRANTFORD.**

February 3.—It was a veritable indignation meeting that was held last week by the firms and individuals who declare they have been "taken in" on an oil, grease or other such material scheme by an American Oil & Drug Co. Sixty persons were present and thirty telephoned that they regretted they could not be there, but would stand by the other victims of the deal. It was decided that a test case would be made of the first suit that was brought against any individual, and the league will prosecute the defence with vigor. It is understood that four local suits have been entered by the company against merchants who accepted "samples." A number of grocers are in it, having accepted the generous samples, mostly of floor oil.

E. Paterson, the Market Street grocer, who recently underwent a very serious operation, is progressing favorably.

The annual convention of the Brantford District Beekeepers' Association in the city last week was a success. Many of the grocers attended the Thursday evening session to witness the demonstration and grading of honey for the city retail trade by H. G. Sibbald, Toronto. The secretary's report showed that there were now about 5,000 colonies of bees in this district, an increase of about one-third over the previous year, and yet the grocers this year find it almost impossible to get enough honey to supply the demand.

The stormy weather partially killed the chance of a big market last Saturday. Where accommodation was provided inside the building there was a good attendance. Prices were as follows: Butter, 28 to 30c per lb.; eggs, 30 to 25c doz.; potatoes, 60 to 70c per bag, and apples 30c basket.

Harry Hagey, of the Bon Marche grocery, has accepted a position on the road for the Wm. Patterson & Son Co., biscuit manufacturers, of this city.

**PETERBORO.**

Feb. 3.—In answer to the time worn question of "How is business?" a prominent grocer stated that he thought that things were brightening. "I have all the work I can attend to, and I certainly have no time to look around to see how others are succeeding. My sales have held on throughout the month and lately they have increased quite noticeably."

Wesley Bros., grocers, have assigned to Jas. Edgar, paper merchant, of this city. The announcement was made a few days ago.

The market price of butter and eggs has shown a tendency to decline of late. The grocers have been selling just as cheaply as on the market. Butter is stated as being down to 25c and eggs at 33c.

One of the youngest and yet most aggressive grocers of this city is Jas. R. Bell, who has just leased another building in the east ward and has purchased

the grocery stock and goodwill of John Malane, who for years conducted a paying business in the stand which he has made well known. Mr. Bell will thus have a store on one of the main business thoroughfares and this new one which he opened up last week gives him a good stand in the heart of the east ward formerly known as Ashburnham. Mr. Bell has followed progressive lines in his business, quietly but efficiently applying those principles which bring new customers and please those already dealing with him. He has made a specialty of some lines, particularly in butter, eggs, fowl, potatoes, apples, flour, teas and coffees. He has a good farmers' trade and buys correctly, not only from the country people, but also from the wholesalers. Victor Soward is in the new store and under Mr. Bell's guidance



JAS. R. BELL,

A Young Peterboro Grocer, Too Big for His Present Business and is Establishing Branch Store.

the new business should advance as rapidly as that which he has developed in the business centre of the city.

**GUELPH.**

February 3.—A great many friends in the trade will regret to hear of the death of Mrs. W. A. Couling, wife of the Endinboro Road grocer. She had suffered for some time from the effects of an accident which happened while she was hanging out clothes. It was considered very simple at the time. The clothes prop slipped and struck her on the head. Complications set in which finally resulted in her death on Wednesday last. The funeral on Friday afternoon was largely attended.

The contracts for supplying the Ontario Agricultural College for 1909 were awarded last week, Benson Bros. again getting the groceries, which speaks very highly of this young firm's enterprise.

F. Tobias, of Todhunter & Mitchell, Toronto, was in the city this week on his first trip for 1909 and reports business in his line very good.

The annual meeting of the Retail Merchant's Association was held on Tuesday evening. President Waters was in

the chair and the following officers were elected for this year: President, R. E. Nelson; 1st Vice-President, H. Oecomme; 2nd Vice-President, G. B. Ryan; Treasurer, L. E. Rowan; Secretary, D. A. Scroggie; Executive Committee, C. W. Kelly, Jas. Ramsay, W. H. Fielding, G. R. Readwin and Geo. Richardson. The reports showed the association had passed the most successful year in its history, the membership totalling now 80 members, including practically all the merchants in the city. The collection system established last year worked very successfully. There are two grocers on the executive committee this year.

R. Pratt of the Red Rose Tea Co., was in the city several days this week calling on the grocers and, as usual at this time of the year, presenting the boys with neat little pocket diaries.

The by-law forbidding tobacco chewers to expectorate on the sidewalks and crossings is to be rigidly enforced here this year.

Peter Anderson, grocer, has again been appointed a license commissioner for South Wellington.

The market Saturday was not large on account of the poor roads and stormy weather. Butter sold from 24c to 28c and is thought to be inclined to come lower yet. Potatoes still keep from 50c to 60c a bag.

**BARRIE.**

February 3.—The fishing shacks are to be seen this year in greater numbers than ever on the bay, and continue all the way down to Lake Simcoe. This week has seen one of the best in history so some of the older fishermen say, especially as the whitefish are not only plentiful, but very large. This they attribute to the few shanties and fishermen for the last two years. The whitefish are being sold to the retail trade at six cents a pound and the herring at 20 to 25 cents a dozen.

New laid eggs took another tumble in price towards the middle of last week and were to be had wholesale at as low as 23 cents, and continued so until Saturday's market. But owing to the colder weather at the first of the week they advanced to 25 cents and remain firm at that price.

Butter has become a drug on this market and sold as low as 20 cents last week for quantities, and even at that some of the buyers would not touch it. There seems to be also a lot of poor butter offering this year, more so than other years at this time of the season. For strictly No. 1 goods 23 cents is the figure paid here. Chickens sold at 15c a pound Saturday; turkeys at 17c; geese 10c and 11c, and fowl at 9c.

Quite a number of merchants are taking advantage of the discounts on the prices of gem jars by buying at this time of year, judging from the amounts that have been coming to town this week.

His many friends are very anxious about Wm. Collville, who is reported

to be seriously ill at "Kenora" with scarlet fever.

ST. THOMAS.

February 3.—Saturday's markets were not much affected by the heavy fall of snow of Friday night. They were not largely attended by purchasers and the supply of produce was about equal to the demand.

Butter was selling at from 25c to 26c per pound and was plentiful. Eggs sold for 30c per dozen, fresh laid. Apples are becoming quite scarce and Spies sold readily at \$1.50 per bag, and Baldwins at \$1.25 per bag. Cabbage were at 50c per dozen; parsnips 5c per bunch; onions at \$1.20 per bag; beets 15c peck, and turnips 45c per bag. Poultry is getting very scarce and chickens were the only kind offered and sold for 13c pound.

LINDSAY.

February 3.—Lindsay was all agog with excitement last week, and large crowds from the surrounding countryside thronged to the shire town, while a large number from other parts of the Province also helped to multiply the concourse. The attractions were the holding of the fourth annual Pet Stock and Poultry Show, and the short courses in stock and seed judging. The poultry show, a decided success, included an exhibit of over 1,000 birds of various kinds and breeds. It was stated by the expert judges that the Lindsay show is the second best of its kind held in the Province, being second only to the Guelph show.

The short courses in stock and seed judging is held in connection with the Government School of Agriculture at Lindsay. These courses were held every day this week, morning, afternoon and evening, and such experts as Prof. Day, Prof. Zavitz of the O.A.C., Guelph; C. C. James, Deputy Minister of Agriculture; Dr. Reid of Georgetown, and others, were present and took part in the proceedings. The courses were held in the market hall and in the opera house, and stock being judged on the stage, first by the farmers and then by the experts. Addresses were also delivered by J. Lockie Wilson, Superintendent of Fairs, and by Dr. Falconer, President of Toronto University. The latter in his remarks emphasized to the farmers present the great need of obtaining a higher education. The best men of the country came from the farm and not from the city.

Owing to the recent mild spell eggs were sold at the market at a reduced price on Saturday, viz.: 30c per dozen, a drop of 2c. Hogs in this section have taken another jump in price, and are now selling at \$6.60 live and \$9.50 dressed. Wheat has also advanced 3c per bushel, while flour remains at the same price.

The grocery trade has been fairly good lately although the poor sleighing has proved detrimental. The roads are bare in spots.

Ald. Babcock, grocer, on William Street South, has been busy for some time clearing the wood off his land west of the town.

Miss Kate Tangney, who has been conducting a confectionery store dur-

ing the past two years with good success is selling out at reduced prices. The lease of the store expired and was given to a shoe merchant before the present occupant had an opportunity to regain it.

CHATHAM.

February 3.—Quite a few grocers have commenced stock-taking, taking advantage of the quiet winter season, after the Christmas rush. Probably a majority of Chatham merchants do their stock-taking at this season, though some start earlier, with the beginning of the year. January was this year a busier month for the grocery trade than is usually is, and as a result some grocers report that they are not in as good shape for stock-taking as usual.

The representative of Edward Adams, of London, called on the trade on Monday.

Ingram Taylor, late of the Bradley & Sons grocery, has taken a position in Detroit.

James Topliffe, who has been for the past three years on the grocery staff of Geo. Taylor, Wallaceburg, has taken a situation with E. H. Ruttan's grocery.

Hog prices on the Chatham market last Saturday were, for live hogs, \$6.60; dressed, \$8.50. These prices tickle the farmers.

H. Wilhelm, traveler for the Does & Co., biscuit and confectionery works of Merlin, visited Kent and Essex merchants last week.

Gilbert Hebert has again opened a butcher shop in Wallaceburg, opposite the Stonehouse Block.

Thos. M. Seyer and Jas. Mayhew who have been conducting a business as millers and grain merchants at Thamesville, have dissolved partnership, Mr. Seyer continuing the business.

John A. Cameron, manager of the Kent Farmers' Produce Co., Blenheim, is about again after his recent illness. The Blenheim concern has objected to the name of the newly-chartered Farmers' Produce Company, of Chatham, as an infringement on its rights.

Chas. Howes, of Wallaceburg, has disposed of his restaurant and confectionery business to Frank Roberts.

R. S. Rose, grocer, of Duthil, who has also been postmaster, is advertising his business for sale.

The annual meeting of the shareholders of the Hawken Milling Co., Wallaceburg, was held last week. Though hampered at first by a deficient gas plant, which has since been replaced by a steam plant, thoroughly up to date, the company has had a very successful year, and the shareholders will receive a 6 per cent. dividend.

The Leamington Fruit Growers have passed a resolution asking that customs duties on arsenate of lead paste or lime and sulphur chemically prepared, for the destruction of the San Jose scale and other pests be removed.

Mr. Horning, of Leamington, has discovered a means of clarifying sorghum syrup, which is described as something new. He is building a plant near Leam-

ington for the handling of next year's cane.

The vexed question of the market by-law was fought out at great length at the last meeting of the city council. The general consensus of opinion was that there should be some form of restriction, particularly against wholesale buyers; and it was chiefly against the latter that the by-law was aimed. Prior to this evening's meeting, the property committee, which has charge of the market, went into the matter very thoroughly in company with the city solicitor, and the latter drew the by-law and states that it is now in shape to hold good in the courts. The chief difficulty heretofore has been to devise a by-law which would reach the wholesale buyers, to whom, rather than to grocers, has been due the regular depletion of the market. Under the new by-law as finally passed, the general clause, prohibiting buying by anyone for retail purposes or for shipment, before the hour of 10 o'clock, is restored. Several of the aldermen, notably Aids. Sullivan and Baxter, made a strenuous fight to have the hour placed at 12 noon, but Ald. Anderson and others pointed out that this would tend to injure the market, since it left little time for the shipment of perishable stuff when purchased by wholesalers, and that a majority of the householders did their buying long before noon. The clause was modified, however, by permitting retailers and wholesalers to purchase in limited quantities before the hour of 10, the quantities being fixed at four poultry of any kind, five pounds of butter and three dozen eggs. Butchers are also permitted to purchase dressed meat in the whole carcass. The allowing of limited purchases before 10 o'clock is held by the city solicitor to strengthen the by-law, since it does not actually legislate the wholesalers off the market; though, practically, this would be the effect, since no wholesaler would care to buy in such limited quantities for shipment. A further clause prohibits "any person" from buying before the hour mentioned more than 13 poultry, 15 pounds of butter and 20 dozen eggs. This has the effect of extending the restriction nominally to all classes. The by-law comes into force forthwith, and notices will be posted in the market right away. Magistrate Houston, in discussing the matter some time ago, is quoted as stating that he would not convict wholesale buyers under any by-law, holding that any attempt to exclude them would be ultra vires of the statute, since wholesalers are not expressly specified in the statute empowering the city to regulate the market. The city council will also ask C. W. Sulman, the local M.P.P., to take the matter up in the legislature with a view to having the statute amended so as to include wholesalers.

GOOD ON THE SHAPE.

Housekeeper—What have you in the shape of large pickles?  
Obliging Grocer—Bananas.

## Your Customers Want

foods that you can absolutely guarantee. There is both safety and good profit for the grocer in selling


# HEINZ

## 57 VARIETIES

### Pure Food Products

(The kind that contain no preservatives)

because he can unhesitatingly recommend them to his best trade. They stand every test of the Pure Food Laws and are guaranteed to suit. Money back to your customer if they ever fail to please.

Anything that's  is safe to sell

**H. J. HEINZ COMPANY**

New York      Pittsburg      Chicago      London

# Hams

You cannot go astray in sending us your order for Cooked Hams. We have the finest goods on the market. Always fresh, put up in round compact shape, there is no waste or loss on your cooked meat counter. If you have not had them from us, send us a sample order and let us book you for weekly or daily shipment.

**F. W. Fearman Co.**  
LIMITED  
HAMILTON

## Facts That Influence Consumers and Increase Business



### Reindeer Milk

is 7½% richer than any other brand of milk sold in Canada.

### Jersey Cream

is 13% richer than any other brand of Cream sold in Canada.



*Certified to by Government Analysis*

The Truro Condensed Milk Co., Ltd., Truro, N.S.

# Butter

## Eggs

## Cheese

## Poultry

(Live and Dressed)

We handle large quantities of these lines. Shipments and correspondence invited

**The WM. RYAN CO.**

LIMITED

70-72 Front Street East  
Toronto - Ont.

Steady market  
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# Dairy Produce and Provisions

## CHEESE AND BUTTER BULLETIN

Montreal, Feb. 4.

Steadiness characterizes the cheese market this week. Although the situation is not as active as a week ago, prices have been fully maintained. Export business is only normal at the present moment. Advices from England state that stocks there, are steadily diminishing, and rather an unusual condition has arisen, by the fact, that consumption which is steadily increasing there, has not been affected by the two recent advances in prices. Locally the opinion is held, that stocks are not over 60,000 boxes. In view of this fact some soaring prices may be expected, if the export demand should suddenly enlarge and in passing it might be said, that this is not a too remote possibility. Prices are quoted at 12½c to 12¾c for Westerns and 12¾c to 12½c for Easterns. Receipts for the season, since May 1, 1908 to Jan. 30, 1909, have been 1,957,239 boxes against 2,053,591 boxes for the corresponding period of last year.

The butter situation has not changed much during the week, receipts of large fresh rolls are increasing, and prices are showing an easier undertone. Packed Manitoba butter, is being offered here, but so far very little interest has been shown in it. Factory men and farmers are still holding considerable quantities, so this will keep prices at an even level for some time. When this is done, if there should be an outside demand spring up, prices would, in all probability, reach a lofty point, as it will be some time before the new make is available. Reports from England state that the supply of Russian and Siberian butter arriving has declined, and receipts from Denmark have also fallen off somewhat. This looks as though the possibility of a good demand for Canadian stock, a little later is a strong probability. Locally, prices are as follows: Fall creamery, 26c to 26½; winter creamery, 25c to 25½; fresh receipts, 24c to 24½ and dairy rolls, 21c to 22c. Receipts of the season May 1 up to the present have been 415,886 packages against 410,357 packages for the same period of last year.

### THE PROVISION SITUATION.

Toronto, Feb. 4.

The supply of hogs is scarcely sufficient to meet the requirements of the packing houses, and prices, in consequence are very firm. The prices paid for live hogs f.o.b., are from \$6.40 to \$6.70, and competition is very keen. All cured meats are firm, but without any material advance this week.

The surplus butter which has been accumulating for some time, and which is invariably of a poor quality, is being sold at prices that will make it move

and is seen all over the city labelled at 25c a lb. This catches the eye of the ordinary house-keeper who has been paying 30 and 35c a lb. and at first glance is tempting, but when the trying time comes, the quality is there, but not the right sort, and it doesn't sell easily. A good deal of this is now in the hands of the city retailers, and any quantity of it still held by country merchants. That such a state of affairs still exists in a country where so much was done to aid farmers in producing better butter is remarkable, and certainly does not reflect much credit on our butter makers. However, as long as the merchants will continue to take it in exchange for goods the good and poor, at the same price, we cannot look for improvement, and if the loss falls heavily on the merchants they must blame themselves.

The egg market is firm. The stock of held eggs is rapidly diminishing, and many of the new laids are unsatisfactory and unreliable. A lot of 136 dozen arrived at one of our wholesale houses, all guaranteed new laid. By careful candling 89 dozen were decidedly stale, and some of them unfit to use for any purpose. If the hand could be laid on the person who is guilty of such conduct, he should be made to square matters.

Cheese, honey and poultry are very quiet and little doing.

## PROVISION MARKETS

### MONTREAL.

PROVISIONS—Live hogs have gone forward 25 cents on the 100 pounds. Compound and pure lard have advanced from ¼ to 1 cent per pound. Mess pork in all varieties, is strong, and selling at the maximum price, which was quoted last week.

Compound Lard—	
Tierces, 375 lbs.	0 09
Parchment lined boxes, 50 lbs.	0 09½
Tubs, 50 lbs.	0 05½
Wood pails, 20 lbs. net.	0 09½
Tin pails, in cases.	0 09½
Heavy Canada short cut mess pork, in bbls.	22 00
Selected heavy Canada short cut clear boneless pork	23 00
Heavy Canada short cut clear pork.	22 50
Very heavy clear pork.	25 50
Plate beef, 100-lb. bbls.	7 75
" 200 "	15 00
" 300 "	22 00
Pure Lard—	
Tierces, 375 lbs.	0 12½
Boxes, 50 lbs., grained.	0 12½
Tubs, 50 lbs.	0 12½
Pails, wood, 20 lbs., parchment lined.	0 13
Tin pails 2½ lbs., gross.	0 12½
Cases, tins, 10 lbs. each.	0 13
" " 5 "	0 12½
" " 3 "	0 13½

BUTTER—Receipts of fresh, large rolls are fairly large. Other lines are steady, with a noticeably weaker undertone to the market. Prices are the same as last quoted.

Fall creamery, 5 lds.	0 27	0 27½
Fresh Creamery, solids, lb.	0 25½	0 26
" " pri. ts, lb.	0 27	
Dairy tubs, lb.	0 18	0 20
Fresh large roll.	0 20	0 21

CHEESE—Locally trade is steady, with only a moderate export demand.

Cheese, old	0 15½
" large	0 13½
" twin	0 13½
" small	0 13

EGGS—Stocks of storage eggs are practically exhausted, and high prices are liable to prevail unless new laids till the requirements of the trade. Receipts of this variety are slowly increasing.

New laids	0 35	0 40
Selected cool storage	0 29	
No. 1 Canded	0 26	
No. 2 Eggs	0 21	0 22

MONEY—Only a slim interest is manifested in honey, with no change in quotations.

White clover comb honey	0 13	0 15
Buckwheat, extracted	0 08	0 09
Clover, strained, bulk, 30 lb. tins.	0 10	0 11

POULTRY—Poultry is arriving in small quantities, consequently prices have advanced from ½ to 1½c per lb. Demand is first class.

Spring chickens, per lb.	0 15	0 16
Hens, per lb.	0 14	0 14
Young ducks, per lb.	0 12	0 14
Turkeys, per lb.	0 19	0 20
Geese, dressed	0 10	0 12
Ducks	0 12	0 14

### TORONTO.

PROVISIONS—Cured meats are very firm, with an upward tendency, but no advance on last week's prices. There is, however, no export demand.

Long clear bacon, per lb.	0 11	0 11½
Smoked breakfast bacon, per lb.	0 14½	0 15
Roll bacon, per lb.	0 11½	0 11
Light hams, per lb.	0 13½	0 14
Medium hams, per lb.	0 13	0 13½
Large hams, per lb.	0 10	0 13
Shoulder hams, per lb.	0 10	0 10½
Bacon, plain, per lb.	0 16	0 16½
" pea meal.	0 16½	0 17
Heavy mess pork, per bbl.	20 00	
Short cut, per bbl.	22 50	23 00
Lard, tierces, per lb.	0 12½	0 12½
" tubs "	0 12½	0 12½
" pails "	0 13	
" compounds, per lb.	0 08½	0 11
Dressed hogs	0 10	0 10½

BUTTER—Good butter, on account of its rarity is in good demand, which always commands a good price, and although the market is flooded with poor butter, the article wanted by the consumers, and for which they are willing to pay a good price, is not in excess of the demand. One dealer has 4,800 lbs. of culls on hand, out of which was picked all good and medium butter, and he is short of good butter to supply his trade. When such a state of affairs exists it is time that every one, in any way interested in the handling of butter, should wake up and do his part to check this wasteful and careless method. There is no excuse for bringing bad butter on the market, and whether the country storekeeper will continue to pay the same for poor stuff as he does for good, the consumers will not pay their good money for stuff they cannot eat.

Creamery prints	0 27	0 28
Creamery solids	0 27	
Farmers separator butter	0 25	0 25
Dairy prints, choice	0 22	0 23
" ordinary	0 21	0 22
" tubs, choice	0 21	0 22
Large rolls	0 20	0 21
Baking butter	0 16	0 18

CHEESE—The cheese on hand is light

and prices firm, with a good local demand, but no change in prices.

Cheese, large, prime.....	0 13
"    twins.....	0 13 1/4 0 14

HONEY—Very little is selling and no change in prices.

60-lb. tins.....	0 11	0 11 1/4
Smaller sizes, tins and bottles.....	0 10 1/2	0 12
Comb, doz.....	1 50	2 50

POULTRY—Very little is coming in, scarcely enough to meet the demand. Prices are firm and good stuff is readily picked up at the following quotations.

Spring chicken, dressed.....	0 14	0 18
Hens, per lb., dressed.....	0 10	0 11
Ducks, per lb., dressed.....	0 14	0 18
Turkeys, per lb., dressed.....	0 18	0 20
Geese, per lb., dressed.....	0 11	0 13

EGGS—Several firms complained about eggs being sent in as new laid, which are far from being even fresh. Farmers have been getting exceedingly high prices for almost everything they had to sell, and are making money, but when they so far forget themselves that they expect people to pay 40c a dozen for old eggs they should at least be re-

mindful of the fact, that they are guilty of a mean way of robbing their fellow-men. As the old stock is diminishing very rapidly and the new laids, including the counterfeit, are not sufficient to meet the requirements, prices are likely to remain firm for some time.

Strictly new laid, per doz.....	0 30	0 32
Select cold storage.....	0 28	0 30
Cold s orage.....	0 25	0 26
Limed.....	0 24	0 25

**HAS MEDICINAL QUALITIES.**

**Grape Fruit Used as a Tonic—Its Early History and How it is Packed.**

A Montreal fruitman has supplied The Grocer with the following information on grape fruit which was treated in the encyclopoedia of last week's issue:

This form of fruit is probably the first which figures conspicuously in the history of the human race. It is known still in some parts of the world, as "Forbidden Fruit," thus indicating the fact, that our first parents were so keen to taste it, that they sacrificed their chance of Paradise, in order that they might enjoy its palatable qualities. It is also known as Adam's apples, Pomeles and Pummaloos. The Indians who knew of its excellent and medicinal qualities attached great value to it, as a food. It grows in large clusters like the grape, and owing to its mingled flavor of acid, sugar and quinine bitterness, it is an excellent tonic, and is often preferred to the orange, by those who have acquired a taste for it. Large quantities of the fruit are grown in Jamaica, Cuba and other islands of the West Indies, in Ceylon, Mesopotamia and California. Hybrids of grape fruit, are often met with in the market, as sweet oranges, but they lack the valuable bitter quality of the real stock, and its tonic effect.

Grape fruit has sprung into favor in Canada in the last ten or fifteen years, and its popularity is now well established. Hotels especially require large quantities as it is used extensively as a breakfast fruit. The first carload lot to be brought into eastern Canada, arrived in Montreal in the autumn of 1907. Previously, the fruit was brought in from New York by express. It is estimated that during the last year at least 30 cars have been distributed throughout Canada. The fruit is available, practically throughout the whole year, but is most difficult to obtain, during the months of July, August and September. Very great care is exercised in handling the fruit. It is hand-picked, the stem being clipped, and then, it is placed in padded baskets. When it arrives at the packing house it is carefully wrapped, and placed in cases. These cases are then loaded into cars, each standing on its end, with ample space between, which provides sufficient air to circulate, to insure good ventilation. When one tier is complete, it is fastened by means of wood stays, and then another tier is stacked on top of this, and so on, until the car is filled. The fruit is profitable

to the dealer, as it does not require only reasonable treatment, and is a good keeper. Like many other fruits, it must be kept in a fairly cool place, with proper ventilation. The fruit should be handled with as great care as possible, to avoid bruising, as this leads to early decay. It makes a very attractive window display product, on account of its large size, and bright color. Altogether grape fruit may be said to possess the essential features which recommend it to the Canadian market.

**CHANGE IN UNITED FACTORIES.**

The United Factories, Limited, have decided to separate their Woodenware Manufacturing business at Newmarket from the brush and broom business, etc., in Toronto, London and Montreal, it having been found that their businesses can be handled more advantageously if divided and a meeting of the shareholders has been called for the purpose of getting the necessary powers to carry out the separation.

The company is doing a very large and successful business from coast to coast and employs on an average between five and six hundred work people besides a large number of salesmen and office staff. Its finances and credit are A 1 and the present management has been connected with the business for a great many years. The business of Boeckh brushes and brooms, Bryan's brushes and Cane's woodenware will not be affected in any way by the division into two companies.

Call your customers by name. Take particular pains to be able to do this with newcomers in town. This is one point that storekeeping can learn from politics.

**BARRELS**  
For Flour, Butter or packing any kind of merchandise, manufactured and for sale by  
**H. CARGILL & SON**  
CARGILL, ONTARIO.

**SALT**  
Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.  
**TORONTO SALT WORKS**  
125 Adelaide Street E., Toronto

ESTABLISHED 1892  
**Rotherford, Marshall & Co.**  
Wholesale Produce and Commission Merchants,  
**TORONTO, ONT.**  
  
Solicit Correspondence. Always buyers of Dairy Products. Write us before selling.

**Poultry Wanted!**  
Persons having Poultry to ship to Montreal market should make a trial shipment to  
**P. POULIN & CO.**  
39 Bonsecours Market, Montreal  
Buyers of Poultry, Game, Eggs and Feathers. Prompt remittance. No commission. Reference, any bank.

**USE OVAL WOODEN BUTTER DISHES**

THOMAS BROS., St. Thomas, Ont.

**Important Notice**  
=  
**Mason's**  
**Number One Sauce**  
  
REDUCED PRICES  
Small Bottles - - - \$1.40 doz.  
Large Bottles - - - 2.25 doz.  
  
Prepared by  
**GEO. MASON, (The Original), From**  
London, England  
  
ALL J<sup>r</sup>BBERS  
**THE MASON, MILLER COMPANY**  
Toronto, Canada  
  
Agents Wanted



# Royal Yeast Cakes.

Most Perfect Made.

Sold and Used Everywhere.



With Royal Yeast on your shelves you have in stock the Standard Yeast of Canada. **You** know it and **your customers** know it, two good reasons why you should not experiment with unknown and unsaleable brands.

Order from your wholesale grocer.

A Pure Dry  
Hop Yeast.



Highest Honors  
at all Expositions.

ESTABLISHED 1852.

## CLARK'S Pork and Beans

One of the best and most constant sellers in Canada and a leading feature in my present advertising campaign.

In Canada when Pork and Beans are called for—CLARK'S are in mind whether they are specified or not.

Do not hold back your orders to the last minute. See that your stocks of the following are full :

- Clark's Pork and Beans
- " Corned Beef
- " Ox Tongue
- " Potted Meats

**WM. CLARK**  
Manufacturer  
MONTREAL

YOU NEED NOT  
LOSE TRADE IN

# BOVRIL

for full stocks of

- Bovril**
- Bovril Cordial**
- Johnston's Fluid Beef (Vimbos)**
- Johnston's Fluid Beef Cordial**

are held by

- R. S. Molndoe, 54 Wellington St. East, Toronto
- W. L. MacKenzie & Co., 306 Ross Ave., Winnipeg
- A. C. Urquhart & Co., 524 Hornby St., Vancouver
- A. B. Mitchell, Mitchell's Wharf, Halifax

**BOVRIL Ltd.**

27 St. Peter St.

MONTREAL

**Win Your Customers' Good Will**

by recommending and selling them

**Cowan's**  
*Cake Icings*

They will be more than pleased on bake day, for there is genuine satisfaction and delight in using "Cowan's" Icings.



**The Cowan Co., Ltd.**  
Toronto, Canada



**White Moss Cocoanut**

is famous for being always of uniform quality. Housekeepers have depended upon its unvarying excellence for years, and never yet have they been disappointed. They never will be, that you can count upon.

*The Best Pays in the Long Run.*

**SELL WHITE MOSS COCOANUT**

**The Canadian Cocoanut Co., Montreal**

The delicious flavors of

**Nation's Custard Powder**

with Stewed Fruit is an ever pleasant memory.



Agents:

**GREEN & CO.,**  
25 Front St. E. Toronto

**W. H. ESCOTT,**  
Winnipeg

Made by Edward J. Nation & Co., Bristol, England

**PURE SOLUBLE COCOA**

WE ARE MAKING A SPECIAL OFFER OF HIGH GRADE PURE COCOA POWDER, EITHER IN BULK OR BARRELS OR IN 1-lb., ½-lb. and ¼-lb. CANISTERS, WITH LABELS BEARING YOUR OWN NAME OR BRAND.

**IT WILL PAY YOU TO GET SAMPLES & PRICES**

FROM OUR WHOLESALE AGENTS:

A. B. LAMBE & SON, 27, Wellington St. East, Toronto.  
H. & A. B. LAMBE, Hamilton.  
C. A. PARKER, 10, Albert Street, Ottawa.

CHAS. DUNCAN, P.O. Box 22, Winnipeg.  
MITCHELL & WHITEHEAD, 92, St. Peter St., Quebec.  
A. E. CURREN, 54, Bedford Row, Halifax.

**GEORGE PAYNE & CO., Ltd.,**  
Wholesale Tea, Cocoa and Coffee Merchants,  
**LONDON, Eng.**

WE ALSO SELL CHOCOLATE COVERING AND COCOA BUTTER.

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# THE FLOUR AND CEREAL MARKETS

No Further Change in Flour—Wheat High in Price and Rolled Wheat is Liable to Advance.

Conditions in the flour and cereal market are still interesting, although no changes are quoted this week in prices. The decline mentioned last week in Manitoba wheat flour on account of competition has not been changed. There is little export movement in flour but Mexico still wants more Canadian wheat. The price of wheat is high and this has the result of making the price of rolled wheat very firm with prospects of another advance to the wholesalers. Oats are also high in price, making rolled oats and oatmeal incline towards advances.

The Montreal market indicates that the bran is very scarce and some dealers are oversold.

## MONTREAL.

**FLOUR**—The big drop of last week, has speeded up the demand considerably. Country trade is steadily improving. Export trade has been very dull during the week.

Winter wheat patents.....	5 50
Straight rollers.....	4 70
Extra.....	4 00
Royal Household.....	5 60
Genora.....	5 10
Manitoba spring wheat patents.....	5 60
"    strong bakers.....	5 10
Five Roses.....	5 60
Harvest Queen.....	5 10

**ROLLED OATS**—Rolled oats are steady, under fair demand.

Fine oatmeal, bags.....	2 72½
Standard oatmeal, bags.....	2 60
Granulated.....	2 60
Gold dust cornmeal, 98-lb bags.....	2 10
White cornmeal.....	2 00
Rolled oats bags.....	2 35
"    bbls.....	5 05

**FEED**—Bran is very scarce, and many dealers are oversold. The recent advance has been fully maintained, with a strong possibility of an advance in the near future. Other lines are unchanged.

Ontario bran.....	21 53	22 00
Ontario shorts.....	25 00	
Manitoba shorts.....	24 00	
"    bran.....	21 00	22 00
Moullie, milled.....	25 00	27 00
"    straight grained.....	20 00	21 00
Feed flour.....	1 50	1 60

## TORONTO.

**FLOUR**—The decline of Manitoba wheat flour due to severe competition as reported last week was the latest feature in the flour market. During the past seven days no further change has taken place. There is not much of an export movement. Winter wheat is comparatively scarce here and is practically all needed at home. There is, however, still a good export trade in wheat to Mexico. But the flour market on the whole is dull.

Manitoba Wheat.		
1st Patent.....	5 50	5 60
2nd Patent.....	5 20	
Strong bakers.....	5 00	
Winter Wheat.		
Straight roller.....	4 20	4 30
Standard.....	4 80	
Standard.....	5 00	

**CEREALS**—Announcement was made last week of an advance of 10c to wholesalers in rolled wheat. The price as quoted then has been fully maintained and one dealer expresses the belief that it will go higher still. The reason of the advance is the high price of wheat which is also hard to get. The prices in rolled wheat are therefore, very firm. In the case of rolled oats the figures as quoted last week remain, although an advance is expected according to one firm on account of the advance in oats. The same applies to oatmeal.

Rolled wheat in barrels, 100 lbs.....	2 85
"    oats in bags, per bag 90 lbs.....	2 50
Oatmeal, standard and granulated, in bags 98 lbs.....	2 75

## BRANDY CHOCOLATE CASES.

In the police court in Montreal on Tuesday, the "brandy chocolate cases" came up before Judge Bazin. Two cases were on the docket, Joslin Bros., confectionery jobbers, and the Walter M. Lowney Company of Canada. Joslin Bros. testified that they were jobbers of candy to the retail trade, through their travelers, and gave the circumstances of the sale of the brandy cordial chocolates to L. M. Chartrand, secretary of the Revenue Department. Edmund Littler, managing director of the Walter M. Lowney Company of Canada, stated that the brandy seized by the revenue officers was used in the manufacture of their brandy cordial chocolates, but in what quantity he could not say. Professor Robt. F. Ruttan, of McGill University, declared that the two boxes of chocolates analyzed contained 1.51 per cent. of alcohol and 2.13 per cent. respectively. These were the same chocolates as those examined by Milton L. Hersey, according to report, who stated they contained 6.25 per cent. alcohol. The cases were taken en delibere until Tuesday next.

## BERLIN SUGAR WORKS SOLD.

The Wallaceburg Sugar Company has purchased the Ontario Sugar Refining Co.'s works at Berlin, which was wound up under and order of the courts by Henry Barber, assignee, Toronto. The money involved is \$230,000. The factory cost in the neighborhood of \$600,000 to start.

The intention of the new proprietors, it is understood, is to make extensive improvements, placing the building thoroughly in shape as an up-to-date sugar making establishment. When the changes are effected it is their intention also to work the factory to its utmost capacity in the manufacture of refined and white sugars of all grades.

P. T. Trowern, father of E. M. Trowern, secretary of the Retail Merchants' Association, died at his home on Argyle St., Toronto, on Saturday at the age of 86 years.

## Damp Weather Sodas

If there is one time more than another that you need a soda biscuit which holds its crispness, it is in wet weather.

## Mooney's Perfection Cream Sodas

Possess this feature above all others.

They're built that way.



## The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA


Have you any

## Goose Wheat or Ontario White Wheat?

We want lots of it.  
We want quality.  
We will pay for good wheat.

**Cummings Mills**  
Cummings Bridge, Ottawa

CANADA: No better Country



MOTT'S: No better Chocolate

Don't change to any and every kind offered.  
Your customers prefer

# MOTT'S

"Diamond" and "Elite"  
Brands of

## Chocolate

For the all convincing reason that they are pure, clean, rich, uniform quality.

Buy and sell them. Every jobber carries the brands—

### John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor	R. S. McIndoe	Jos. E. Huxley	Arthur Nelson
Montreal	Toronto	Winnipeg	Vancouver
Arthur M. Loucks	R. G. Bedlington		
Ottawa	Calgary		

By Royal Letters Patent



# Nelson's

Opaque, Brilliant,  
Isinglass, Leaf,  
and Powdered **Gelatine**

**NELSON'S**  
Granulated Jellies, Tablet Jellies, Creams, Custards,  
Fruit Puddings, Bottled Jellies, Lemonade  
Crystals, and Baking Powder.

# Nelson's

Gelatine  
and  
Liquorice **Lozenges**

**NELSON'S SOUPS**  
(SIX VARIETIES)

Sole Proprietors and Manufacturers of  
**GORDON'S GRANULATED GRAVY**

## G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:  
The Smith Brokerage Co., Ltd., St. John, N.B.  
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.  
J. L. Watt & Scott, 27 Wellington St. East, Toronto.  
W. E. Ashley Winnipeg.  
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

## MAPLE SUGAR

I am able to ship the finest grade on short notice. You will need it for fall trade. Order early.

P. J. GIRARD, - Richmond, Que.

## French Vermicelli and Macaroni

The only factory in Canada producing these goods.

### H. CONSTANT

Manufacturer

Sales Agent: L. FONTANEL,  
187 Commissioners St., Montreal

OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas  
Clean and White

Quebec's leading Flour and Grain House.

C. A. PARADIS, Dalhousie St., Quebec

## SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

# EPPS'S

GRATEFUL AND COMFORTING

IN 1/4-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal  
In Nova Scotia, E. B. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

# COCOA

NUTRITIOUS AND ECONOMICAL



DON'T FAIL  
To send for catalog showing our line of  
**PEANUT ROASTERS,  
CORN POPPERS, &c.**

LIBERAL TERMS.

KINGERY MFG. CO., 106 108 E. Pearl St., Cincinnati, O

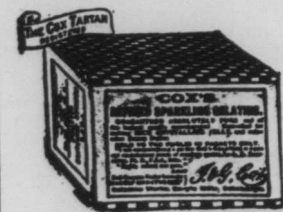
The GRAY, YOUNG & SPARLING CO., Limited

### SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

When writing advertisers kindly mention having seen the advertisement in this paper.



## COX'S GELATINE

When an ARTICLE has held the FIELD for over SIXTY YEARS it must have MERIT on its side. That is why you should always supply

**COX'S GELATINE**

Canadian Agents:

C. E. Colson & Son, Montreal	<b>J. &amp; G. COX</b>
D. Hanson & Co., "	Ltd
A. P. Tippet & Co., "	Gorgie Mills
	EDINBURGH

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

C. P. B.

Appoints C Do

A new of Canadian E ment of A. missary age headquarter He will l of supplies hotels across for the din vices, the l the Atlanti lake steam Sound and Columbia l In order this new b partment, t will have as N.B.; Toror ouver and uring the e coast. The idea ciently cont head, the b the differer pany, whic by many. The pron first head which bids most impor vice, is loo

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**C. P. R. MAKES DEPARTURE.**

**Appoints Commissary Agent Who Will Do All Their Buying.**

A new office has been created by the Canadian Pacific Railway in the appointment of A. S. Maynard as chief commissary agent of the company, with headquarters in Montreal.

He will have charge of the purchase of supplies for the company's chain of hotels across the continent, as well as for the dining cars and steamship services, the latter including the boats on the Atlantic and Pacific routes, upper lake steamers plying between Owen Sound and Fort William, the British Columbia lake and river service, etc.

In order to facilitate the handling of this new branch of the purchasing department, the chief commissary agent will have assistants located at St. John, N.B.; Toronto, Winnipeg, Calgary, Vancouver and Victoria, thus effectively covering the entire system from coast to coast.

The idea of the new office is to efficiently control and to bring under one head, the buying of various supplies for the different departments of the company, which was formerly attended to by many.

The promotion of Mr. Maynard to first head of the newly-created office, which bids fair to become one of the most important in the company's service, is looked upon with favor by his

many friends in and out of the railway world.

Mr. Maynard has been a grocery man all his life, and his long experience will be of great service to the company in his new office. His appointment was made by Sir Thomas Shaughnessy, who created the new department, and was ratified by E. N. Bender, the general purchasing agent, whose assistant Mr. Maynard has been for some years.

**A CLEVER ADVERTISER.**

Novel advertising schemes are constantly wanted by grocers. Here is a clever idea carried out by a western grocer a short time ago which had a two-fold effect. It prompted customers to read his newspaper advertisements and brought many new customers to his store. One day he advertised that he would give a certain prize to the man or woman who would write the best ten-line poem for his store. About one-third of the families of his town were represented when he listed the poems receiv-

ed. Every week from the time all the poems had been sent in until they were exhausted, he used one of them at the beginning of his advertisement in the local newspaper. As he published the name of the author, every family in town watched for and read the ads. When the winner of the prize was announced the editor of the local newspaper gave him a column of free advertising using cuts of both the winner and the prize. The scheme proved very profitable, adding many new customers to the store, and was the means of creating publicity for this wide-awake merchant which was far-reaching in its effect.

W. F. Todd, whose cut appeared in last week's issue of The Grocer, resides at St. Stephen, N.B., and not at Mount Stephen, as was stated.

R. J. Sharp, representing W. P. Downey, has returned to Montreal after a successful trip through Ontario. Mr. Sharp reports a very favorable outlook for the coming year.

**POT and PEARL**

FOR CLOSE QUOTATIONS WRITE

**JOHN MacKAY** *Caledonia Mills* **BOWMANVILLE, ONT.**  
**BARLEY and FEED**

The demand is active for

**KORN KINKS**

And we take mighty good care that it always stays active. Look at our advertising in the newspapers and on the boards. It's just brimful of the kind of argument that makes sales for you. Moreover, the sales are continuous; because there's real delicious food quality in Korn Kinks—the only malted corn flakes.

**The H-O Mills, Hamilton, Ont.**

**Biscuit Talks**

Carr's Biscuits cost no more than common biscuits, quality considered—They are worth twice the price charged. Make a comparison—assure yourself.



Carr's Biscuits are fresh, crisp, dainty, nourishing, appetizing. Place a trial order.

**CARR & CO., CARLISLE, ENGLAND**

AGENTS:

Wm. H. Dunn,	Montreal and Toronto,	Eastern Provinces
Hamblin & Brereton,	Winnipeg,	Lakes to the Rockies
The Standard Brokerage	Vancouver, B.C.,	British Columbia
Co., Ltd.,		

## FRUITS, VEGETABLES AND FISH

Advances in Prices of Green Fruits—Trade in Vegetables Reported Good—  
Advance in Cabbage—Fresh White Fish on the Market.

### MONTREAL.

**GREEN FRUITS**—Bitter oranges for marmalade purposes are quoted at \$2.75 to \$3 this week. Almeria grapes are 50c higher, for exceptionally good stock. The maximum price for Florida and Mexican oranges has also advanced slightly. Pears have jumped up a dollar. Fameuse apples are scarce and are not a factor in the market just now. Other lines are unchanged.

Almeria grapes, extra choice .....	6 00	6 50
California navel, 96, 126, 2-0, 288 size .....	3 00	3 60
" " 150, 175, 201, 216 size .....	2 75	3 00
Floridas, 126, 150, 176, 200 .....	2 00	2 25
Mexican oranges, 176, 200, 216, .50 size .....	2 00	2 25
Valencia, 420 size .....	2 25	3 75
Extra sweet Jamaicas .....	2 00	2 25
Bitter oranges .....	2 75	3 00
Grape fruit .....	3 00	3 50
Jamaica grape fruit, extra heavy .....	3 00	3 50
Lemons, choice, 300 size .....	2 75	3 00
Bananas crated .....	1 50	1 75
Pears, boxes .....	4 50	5 00
Pineapples, extra fancy, 24 size .....	4 50	5 00
Cranberries, Nova Scotias, early blacks, lb .....	8 00	9 30
Spies, XXX .....	6 00	6 00
Baldwins, Greenings, Russets, XXX .....	5 00	5 00
Strawberries .....	0 50	0 50

**VEGETABLES**—There have been some small advances this week among which are mushrooms, 10c a lb.; sweet potatoes and lettuce. New carrots are slightly lower, also cauliflowers. Other lines are unchanged. Trade is reported fairly good.

Mushrooms, lb .....	1 00	1 00
Cucumbers each .....	0 25	0 25
New carrots, bunch .....	0 15	0 30
Tomatoes, lb .....	0 20	0 20
Oyster plant doz .....	0 50	0 50
Artichokes, bbl .....	2 50	3 00
Leeks, dozen .....	1 25	1 25
Parsnips, bag .....	0 50	1 00
Sweet Potatoes, basket .....	2 50	2 75
Marrows, dozen .....	1 50	1 50
Cal. Cauliflowers, crates .....	2 75	3 00
Parsley, per doz. bunches .....	0 50	1 50
Sage, per doz .....	0 50	0 60
Savory, per doz .....	0 50	0 50
Can. celery bunch .....	40	0 75
Celery, crate .....	6 00	6 00
Water cress, large buncher, per bunch .....	0 15	0 15
Spinach, barrels .....	3 00	3 50
Green peppers, basket .....	1 50	1 50
Beets, bag .....	0 90	0 75
Carrots, bag .....	0 75	0 75
Spanish onions, large cased .....	3 50	4 00
Lettuce, early .....	0 60	0 60
Lettuce, per doz., Boston .....	1 10	1 10
Radishes, doz .....	0 60	0 60
Horse radish, per lb .....	0 15	0 15
Cabbage, bb's .....	1 50	1 75
Montreal potatoes, bag .....	0 85	0 85
Green Mountains .....	1 00	1 00
New Brunswick potatoes .....	0 85	0 85
Onions large bag .....	2 00	2 00
Red onions, barrel .....	4 00	4 00
Turnips, bag .....	0 50	0 50
Pumpkins, doz .....	3 00	3 00
Squash, doz .....	2 50	2 50
Brussels sprouts, quart .....	0 30	0 30
String beans, basket .....	4 30	5 00

**FISH**—The approaching Lenten season has brightened up the market generally, and demand is good. Nearly all lines of fish are in good supply. Steak cod is a little higher in price this week, owing to temporary shortage. The price of sea herring has stiffened up slightly also for the same reason. Other lines are unchanged.

### Fresh and Frozen Fish.

Codfish .....	0 03½	0 03½
Qualla salmon .....	0 07	0 07½
B.C. salmon, frozen .....	0 03½	0 04
Haddock, per lb .....	0 04	0 04
Fresh halibut .....	0 08	0 08½
Mackerel, .....	0 10	0 10
Dore, .....	0 07½	0 08
Steak cod .....	0 05	0 06
Frozen Grass Pike .....	0 04½	0 05
Whitefish, lb. Tullibee .....	0 05½	0 06
Lake trout .....	0 09½	0 10
Sea trout, lb. .....	0 10	0 10
Flounders, lb .....	0 10	0 10
American live lobsters .....	0 10	0 10
Bullheads (dressed) .....	0 08	0 08
New Smelts .....	1 85	1 95
Sea herring, per 100 .....	1 85	1 95
Tom cods, bbl .....	1 75	1 75

Smoked—		
Haddies (exp) 15 lb. bxs., per lb .....	0 06	0 06
Bloaters, per box, large, Yarmouth .....	1 10	1 10
Smoked herring, per box .....	0 17	0 17

Prepared—		
Skinless cod, new, 100 lb. cases .....	5 25	5 25
Shredded cod, ¼ lb. cartons, 2 doz. cartons .....	1 81	1 81
in box, per box .....	1 81	1 81
Dry cod, in bundles 112 lb., per pound .....	0 06	0 06
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes .....	0 08	0 08
Boneless cod, 20 lb. boxes .....	0 08	0 08
Boneless cod, 20 lb. boxes .....	0 08	0 08
Boneless fish, 20 lb. bxs., 2 lb. blocks .....	0 05	0 05
Boneless fish, 25 lb. bxs., loose .....	0 01½	0 01½
Pure cod in crates, 1 and 2 lb. bricks .....	0 0,	0 0,

Salted and Pickled—		
No. 1 Labrador herring, bris. .....	5 50	5 50
Large green cod, 500 lbs. bbl .....	3 25	3 25
Oysters, bulk, per gallon .....	6 50	6 50
Standards, bulk .....	1 40	1 40
quart tins, sealed .....	0 40	0 40
Paper pails, per 100 qt. size .....	1 50	1 50
Live lobst rs, lb .....	0 18	0 18
Standards, 4 gals .....	6 81	6 81
Selects .....	7 60	7 60

### TORONTO.

**GREEN FRUITS**—The fruit men as a rule report business good and prices firm, with noticeable advances in several lines. Almeria grapes are about a dollar a keg higher, for good stock. The first shipment of lemons from Italy since the earthquake is expected to arrive here in a few days. Cranberries are off the market. One local firm since November has brought in two car-loads of grape fruit.

Grapes, Almeria, keg .....	7 00	8 00
Apples, Spies .....	5 51	6 50
"   Russ'ts .....	4 00	4 50
"   Greenings .....	3 25	4 00
"   Columbian Sweets .....	3 10	3 50
"   Ben Davis .....	2 50	3 35
Oranges, Mexican, boxes, new .....	1 65	2 00
"   Valencias, case .....	3 75	4 00
"   Large .....	4 50	4 50
"   California navel's .....	2 90	3 50
"   Messina bitter oranges .....	3 25	3 50
Lemons, Messina .....	3 50	4 00
"   California, box .....	4 00	4 00
Bananas, Jamaicas, firsts .....	1 50	1 85
"   Jamaica eights .....	1 10	1 25
Grape Fruit, Florida, box .....	3 00	3 75
"   Jamaica .....	3 00	3 00
Pineapples, Florida, crate .....	3 50	4 00
Strawberries .....	0 65	0 65

**VEGETABLES**—There is not much change in vegetables, with the exception of cabbage, which is now worth \$44 a ton, or \$2.25 a barrel. This is nearly double what it was a month ago. Potatoes are holding their own. The cold spells are not lasting long enough to affect the price. Celery is plentiful, and nearly all kinds of summer vegetables are on hand.

On Saturday, Feb. 6th, the regular meeting of the Ontario Vegetable Growers will be held at the Adlon Hotel, Toronto, and on Tuesday, Feb. 9th, the annual banquet will be held at Orr's restaurant. At the regular meeting a number of prizes will be offered, among them \$2, \$1.50 and \$1 for the best bunch, each, of parsley, cress and water cress.

George H. Clarke, Dominion Seed Commissioner of Ottawa, will give an address on "Good Seeds and what They Mean to the Vegetable Grower."

Beets, Canadian, bag .....	0 45	0 50
Potatoes, Ontario, per bag .....	0 75	0 80
"   hamper .....	2 00	2 00
"   Rermuda, per bushel .....	3 50	3 50
Lettuce, Boston head, doz .....	1 25	1 25
Onions, Canadian, fried, bag .....	0 75	0 90
"   Spanish, half crate .....	1 85	2 25
Tomatoes, Florida, small basket .....	1 00	1 00
"   Canadian, hothouse, per lb .....	3 50	3 50
Cucumbers, doz .....	2 00	2 25
Carrots, per bag .....	0 35	0 40
Cabbage, per ton .....	44 00	44 00
"   " barrel .....	2 25	2 25

## CALIFORNIA LEMONS

The stock is very fine and prices are low, try a few boxes.

**California Navel Oranges, California Celery, Florida Head Lettuce, Florida Cabbage, Cuban Tomatoes, Pine Apples, Cucumbers, Etc.**



25-27 CHURCH ST. - TORONTO

# Keep Kool

There's

## "St. Nicholas" and "Home Guard"

Coming

"On the Ocean now."

(FRANC TRACUZZI Cables)

### J. J. McCabe

Agent

32 Church Street - Toronto

The Canad  
Cauliflower, per c  
Celery native, do  
California celery,  
Turn'ps ..  
Rabi-hes, per doz  
sp nach, per bush  
**FISH**—Th  
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came from  
sold for 13c  
the fish ma  
tory.  
Perch, large, per  
Herring, medium  
Whitefish, frozen  
Trout,  
Whitefish, fresh  
Trout,  
Cod ..  
Halbut ..  
Haddock, frozen  
Sea salmon, Silve  
   "   Steel  
Pike ..  
Pickrel, yellow  
Herring, Digby,  
   "   Kippe  
   "   Labra  
Mackerel, each  
Smelts, per pound  
Oysters, Long Is  
   "   "  
   "   shell, per  
Oisocoe, basket ..  
Finnan Haddie ..  
Boneless cod, qu  
   "   im  
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Shredded cod, dr  
Arandia, 24 pac  
   "   12 pac  
Acadia cod, orat  
   "   tablets, b  
Bloaters ..  
Qualla ..  
Catfish, dressed.

**SAL**  
At Inve  
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Jan. 25th.  
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A. H. C  
Food Co.  
from Ott.

Cauliflower, per case	4 00
Celery native, doz.	0 25 0 40
California celery, per case	6 50
Turnips	0 30 0 35
Radi-shes, per dozen	0 40 0 45
Spinach, per bushel	1 00

FISH—The new feature in the fish market this week is the arrival of liberal quantities of fresh caught white fish and trout. Some were caught in the east end of Lake Ontario, and some came from Georgian Bay. These are sold for 13c to 14c a lb. On the whole the fish market is firm and satisfactory.

Perch, large, per lb.	0 06 0 07
Herring, medium, per lb.	0 04 0 05
Whitefish, frozen	0 09 0 10
Trout,	0 09 0 10
Whitefish, fresh caught	0 13 0 14
Trout,	0 13 0 14
Cod	0 07 0 08
Halibut	0 09
Haddock, frozen	0 06
Sea salmon, Silverside	0 10
" Steelhead	0 14
Pike	0 05 0 06
Pickrel, yellow	0 08 0 09
Herring, Digby, smoked, bundle 5 boxes	0 85
" Kippered, 15-lb. box	1 40
" Labrador, keg	3 00
Mackerel, each	6 10
Smelts, per pound No. 1.	0 09 0 10
" extra	0 12 0 14
Oysters, Long Island	1 50
" medium selects	1 75
" extra	1 85
" shell, per 100	1 50
Ciscoes, basket	1 00 1 10
Finnan Haddie, smoked, 15-lb. package	0 07 0 08
Boneless cod, quail on toast	0 05 0 05 1/2
" imperial	0 05
" steak	0 07
Shredded cod, doz.	0 90
Arcadia, 24 packages, 1 lb. box	3 12
" 12 packages, 2 lb. box	2 40
Acadia cod, crate	2 40
" tablets, box	1 60
Bloaters	1 15 1 25
Qualla	0 09
Catfish, dressed	0 10

**SALMON UP IN SMOKE.**

At Inverness, a short distance south of Prince Rupert, B.C., the Boscowitz steamship Venture was burned to the water's edge on the morning of Monday, Jan. 25th. In addition to the vessel, 5,000 cases of salmon which had just been loaded at the Inverness cannery, were consumed. The origin of the fire is unknown, but it was supposed to have been caused by the upsetting of a torch in the engine room. Altogether 7,000 cases of salmon were burned.

**FRUIT GROWERS MEET.**

The first meeting of the directors of the Niagara Peninsula Fruit Growers' Association was held in St. Catharines on Jan. 26th. The election of officers resulted as follows: President, W. H. Bunting, St. Catharines; first vice-president, E. D. Smith, Winona; second vice-president, Robert Thompson, St. Catharines; third vice-president, W. M. Hendershot, Thorold; secretary-treasurer, C. E. Fisher, St. Catharines. A committee was appointed to prepare a statement for submission to the express companies at a friendly conference to be held at the suggestion of the Railway Commissioners. The growers are determined to hold out for their rights, but are willing to meet the express companies on all reasonable grounds.

A. H. Clements, of the Allready Pure Food Co., has returned to Montreal from Ottawa.

# Marmalade Oranges

SEVILLES in Chests

New Florida Cabbage

Fine Quality in Crates

California Celery

Sizes 6 to 8 doz. to crate

Complete Stocks of Fruits and Vegetables

Quality First

## WHITE & CO., Limited

Phone Main 6565 TORONTO and HAMILTON

### FIRST LEMONS

since the Quake have arrived from Italy. They're fine Fruit. Ask the wholesale for the new arrival of Palermo Lemons.

W. B. Stringer, Toronto,

District Agent

# "Squirrel" Brand California Lemons

Packed by Arlington Heights Fruit Company

## NONE BETTER

Bright, Handsome, Waxy Fruit, every Lemon same from top to bottom of box. Another car just arrived, price very reasonable, cost very little more than Messinas.

### HUGH WALKER & SON

GUELPH, ONT.

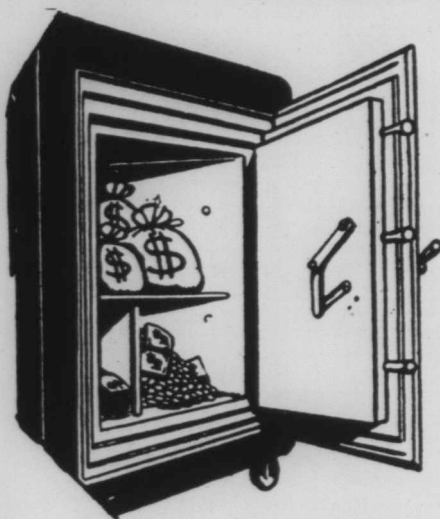
CALIFORNIA NAVEL ORANGES CUBAN ORANGES

PORTO RICO ORANGES MESSINA LEMONS, all fresh stock

THE DAWSON COMMISSION CO., TORONTO

We can handle your consignments of Poultry. Butter and Eggs for you.

Handle  
Our  
Lines



Get  
Our  
Prices

You can increase your profits by handling  
**Beacon Brand Oysters**

**The F. T. JAMES CO., Limited**  
Fish and Oyster Distributors - Toronto

**MONEY IN YOUR POCKET  
VIA BRUNSWICK BRAND SEA FOODS**



Reputation in business means a great deal. With some it means everything. In Sea Foods first place invariably is conceded to Brunswick Brand, because for years the quality of these goods has not deteriorated in the slightest degree. Rather has it improved, through the use of modern machinery, up-to-date methods, etc., immediately upon their advent. Brunswick Brand to-day possesses reputation, and the dealer handling lines that have reputation makes money more easily than the other fellow.



Which Class Are YOU In?  
You SHOULD Be Making Money.  
Let Us Help You.

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

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons, Quebec; Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; R. G. Bedlington & Co., Calgary; Drexel & Co., Vancouver.

# LENT IS NEAR!

Secure your supplies of Fish before prices advance

## LARGE FROZEN SEA HERRING

Our leader

**SALMON  
HALIBUT  
WHITEFISH**

**PIKE  
PICKEREL  
HADDOCK**

**HADDIES  
KIPPERS  
BLOATERS**

**"SEALSHIPT" AND BULK OYSTERS**

**BONELESS COD**

**LABRADOR HERRING**

**SKINLESS COD**

We have all kinds in season. The largest and most complete assortment in Canada.

Best Quality

Lowest Prices

Fair Treatment

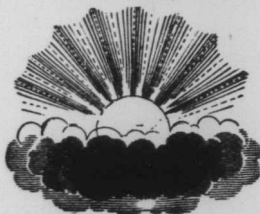
**Get our new price list and compare prices**

# LEONARD BROS.

MONTREAL

### "Salad, Edible and Cooking Oils"

WINTER PRESSED



**"Sun Burst" Reg'd.**

**"Non-Pareil" Reg'd.**

To know these oils is to stock them. The finest substitute for lard on the market. Guaranteed under the Pure Food Act.

We carry a stock and will be pleased to send you samples, with prices.

You will find our oils a good proposition all the way, owing to the number of uses to which they can be put.

WRITE US TO-DAY

**J. M. BRAYLEY,**

MANAGER KENTUCKY REFINING CO., Incorporated  
Cotton Seed Oils

55 ST. PAUL ST.,

MONTREAL

Easy  
To Sell—

### "Sealshipt" Oysters



They are so delicious, clean and wholesome they sell on their merits and people who once try them order them often. No comparison with ordinary tub oysters which are bloated and bleached with water and often exposed to air, disease germs, dirt, etc. "Sealshipt" Oysters are packed almost as soon as tonged, in steel cans which are then sealed. Ice is put around the cans and the oysters come to you fresh, appetizing, natural in size and color. They look inviting and they taste so different from ordinary tub oysters.

"Sealshipt" Oysters will give you increased trade among the class of customers you most desire to have come into your store.

WRITE FOR PARTICULARS.

AGENTS:

Leonard Bros., Montreal Samuel Egan, Toronto  
R. M. Cline, Hamilton Steele Fruit Co., London  
W. J. Guest Fish Co., Ltd., Winnipeg  
Winnipeg Fish Co., Winnipeg



**National Oyster Carrier Co.**

South Norwalk, Connecticut

## THE GROCER'S ENCYCLOPEDIA

The History and Manufacture of Salt—Its Use as a Condiment and Preservative—The Canadian Supply—Salt for Tanneries Crosses Ocean as Ship's Ballast.

SALT—Salt is something that finds its way into every home. The principal reason of this is probably its cheapness and secondly on account of its universal use as a condiment. Scarcely anything the housewife prepares for the table is made without it. The grocer should, therefore, become thoroughly acquainted with its manufacture and its varieties in order to become a first-class salt salesman.

The industry of mining and manufacturing salt, is, in many respects, as interesting as any industrial institution in the history of mankind.

From remote times salt has been an economic necessity, and remains to-day practically the only mineral used by man, in its original state. This, perhaps, is the reason for its prominence in the history of the human race. We read in sacred history of the wife of Lot being turned into a pillar of salt, and throughout the Bible there are many references to it. From these times to the present moment, through the pages of secular history, it has figured more or less prominently. Eminent physiologists have called it the real elixir of life, and they are represented as having even restored the action of the heart after it has ceased, by the use of a saline solution. Its use in a physiological laboratory is indispensable. While the blood of the human being is an exceedingly difficult and delicate part of the organism to experiment with in an intra vascular way, saline solutions may be injected into the blood flow without any danger of precipitating the solids.

#### An Absolute Necessity.

Thus we see it is an absolute necessity, and cannot be in any way regarded as a luxury. It is gratifying to know that the supply is practically unlimited, and easily accessible. Being an absolute necessity, no such grim contemplation is opened up to view as is the case with the supply of coal, which scientists tell us will last only five hundred years longer.

The methods of manufacturing salt has not changed in any great measure for the last 1,000 years, until comparatively recently, when the vacuum system was introduced, which has facilitated its manufacture immensely. Salt or as it is chemically known, sodium chloride, is produced from three different sources—bay or sea salt, rock or mine salt, (often called commercially, sal-gem), and natural brine or pit salt. Ordinary table or white salt is made by pumping the brine, which is found in deep wells, into elevated reservoirs, from whence it can run by natural gravitation into large, shallow wrought iron pans each 20 or 30 feet square by 10 to 12

inches deep. Throughout this brine is distributed numerous heating pipes, and in this way the water is evaporated, and the solid salt is left. During this process the brine is continually agitated.

The salt thus produced is either large and coarse or small and fine, according to the amount of heat applied. This phase of the manufacture has been greatly improved by the introduction of the vacuum process. By this method relatively less heat is required and a much finer and more uniform grain is the result. The salt which falls to the bottom of the vats is collected and thoroughly dried, after which it is ground and made ready for the market.

#### Attracts the Moisture.

Salt is largely used as a preservative owing to its property of deliquescence. It draws moisture to it, from any matter with which it comes in contact, rendering these substances hard, and in this way acts as a preservative. Salt, when it becomes soft by absorbing moisture loses in a large degree its flavor.

Many references are made to salt losing its flavor in the Scriptures, and sometimes is said to have turned bitter. This may be puzzling to most people as nowadays salt cannot be said to deteriorate by becoming bitter. The explanation lies in the fact that sodium chloride or common salt in Palestine, is found, largely mixed with magnesium chloride, which, on becoming damp develops a very bitter taste.

Salt as we have it to-day is classified as follows: "Table and dairy," "common fine," "common coarse," "packers," "solar," "rock," "milling," "brine" and other grades. The table and dairy salt includes extra fine, and fancy grades prepared for family use, and all grades artificially dried, used for butter and cheese making, and such special brands. Under "common fine" are included all other grades of fine salt of first quality not artificially dried, such as those known to the trade as "C.F.," "No. 1F.," "Anthracite." "Common coarse" includes all grades coarser than "common fine," made by artificial heat, such as "steam coarse," "No. 1 coarse," "pan solar," "G. A.," "Liverpool ground," "C.C.," etc.

#### What Rock Salt Is.

"Packers'" salt is the variety used for curing fish, meats, etc. All coarse salts are classed as solar salts, and are made by solar evaporation. "Rock" salt refers to salt which is mined and shipped without any special preparation. Gold and silver workers use a variety known as mill salt. Low grades of salt are known as "No. 2" and are

used for fertilization purposes and live stock. Brine is the salt liquor used in the manufacture of soda ash, sodium hydrate, sodium bicarbonate and other sodium salts. In Italy, Egypt and Spain salt production is a state monopoly. In Italy it is joined to the lottery system, and in this way the seemingly innocent action of drawing a pail of water from the ocean, is fraught with danger, as the tax may be evaded.

Salt is largely used in the arts, especially by potters for making a coarse glaze for their products, and it is also used as a fertilizer. From these few facts it will be seen what an important part this cheap but highly essential condiment plays in the progress of humanity.

#### Canadian Salt Supply.

Practically all the salt used in Canada comes from western Ontario, Windsor, Goderich, Moortown, Clinton, Sarnia, etc., being the chief centres. This includes the fine and coarse salt for domestic use.

Salt for the tanneries, however, is brought over from Liverpool, England. Salt being cheap there it is produced at little expense and used as ballast in ships coming across the ocean. It is thus delivered in Montreal without cost and distributed from there.

Rock salt is imported from the United States for cattle as a great many cattlemen think it better than the other variety. Canneries, too, import salt from across the line, Michigan producing large quantities.

Salt is one of those few solids of its nature that will not evaporate. It cannot be destroyed by this method. If a dish of a solution containing salt and water is left in the sun the water disappears by evaporation, but not a particle of the salt.

Salt, too, is used with ice to produce a freezing mixture for hardening ice cream.

#### TALK OF EARLY CLOSING.

The problem of early closing seems to be cropping up everywhere. The Woodstock Board of Trade, which held its annual meeting on Tuesday, Jan. 26th, is taking up the matter. Early closing for the summer months was discussed and left over until the next meeting. The officers elected were:

President—Ald. J. G. McBeath.

Vice-president—T. L. Clarkson.

Secretary-Treasurer—Major J. M. Ross.

Council—E. W. Waud, E. W. Nesbitt, M.P., T. W. Gray, A. J. McIntosh., D. W. Karn, M. C. Dickson, W. S. Bean, Robt. Johnston, A. H. Clynick, J. A. McKenzie, John Butler and Col. White.

Arbitrators—H. Sneath, W. Barraclough, A. D. Lamont, R. G. Sawtell, Alex. Watson, jr., W. A. Karn, L. E. Edwards, Newton Wright, M. Douglas, Mayor Sawtell, Capt. Millman, Dr. Clarke and Col. Macqueen.

Auditors—W. H. Bodman and J. H. Hood.



# ST. LAWRENCE CRYSTAL DIAMONDS

## Dainty Tablets of Sugar

In 25-lb., 50-lb. and 100-lb. Boxes, Barrels and Half-Barrels. Also in 5-lb. Cartoons, 20 cartoons to the case.

We are receiving congratulations from all sides, accompanied by the most flattering remarks about our new grade of CRYSTAL DIAMONDS, the universal opinion being that in placing such a high grade sugar on the market, we have filled a long-felt want.

The  
**ST. LAWRENCE SUGAR REFINING**  
Company, Limited MONTREAL



## Hammering It In

is not our policy. We believe that the line we offer you can speak for itself.

QUAKER BRAND SALMON is the finest sockeye salmon from the Fraser and Skeena Rivers, put up in a modern factory for the undersigned VERY PARTICULAR firm, so anxious to please fastidious dealers who have exacting customers to cater to.

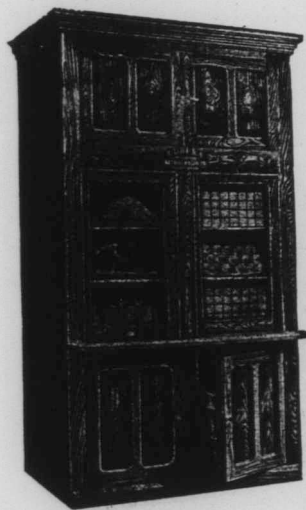
QUAKER PRICES:

TALLS, \$2.00 FLATS, \$2.15

How do They Appeal to You?

## Mathewson's Sons

Wholesale Grocers  
202 McGill Street - - Montreal



REFRIGERATORS  
FOR BUTCHERS AND GROCERS  
EUREKA REFRIGERATOR CO., Ltd. TORONTO, CAN.

Highest price paid for  
**DRIED APPLES**  
O. E. ROBINSON & CO.  
Established 1886  
Ingersoll - Ontario  
WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9  
**Dried Apples**  
Shipments Solicited  
Settlements Prompt  
**W. A. GIBB COMPANY**  
HAMILTON  
JAMES SOMERVILLE, Manager

## BRONCO BRAND Navel Oranges

ANOTHER CAR DUE MONDAY

Have a few Boxes of this extra fancy brand known favorably for the past 13 years.

There's a something about a Bronco Orange not found in others.

The aristocrats of orangedom so to speak.

**WHITE & CO., Limited**

TORONTO

Sole Distributors

# FROZEN LAKE FISH

For Prompt Shipment. Get Our Prices

**The Canadian Fish and Trans. Co., Limited**

Wholesale Fresh, Salt and Frozen Fish

BLIND RIVER

ONTARIO

## COURTEOUS TO HIS CUSTOMERS

Methods Used by Halifax Grocer in Building up His Business—Twenty-Seven Years in the Trade—Obliged to Add to His Premises on More Than One Occasion.

Beginning business in a small way 27 years ago at the corner of Birmingham Street and Spring Garden Road, William J. Hopgood has to-day one of the finest grocery stores in Halifax. Strict attention to business has merited its reward. The proprietor of this store has been identified with the grocery business all his life, as before he branched out for himself he was behind the counter with his father, who for many years successfully conducted a grocery business on Argyle Street in Halifax city.

W. J. Hopgood saw that the city was growing rapidly in the western section, and he decided to start business at the above mentioned site, which is located on one of the main avenues of the city. True, the business was small at the start, but it grew rapidly. "Tom," after opening, found that the premises were entirely too small and the store was soon enlarged and improved generally.

### How He Gained Custom.

Fair in his dealings and always attentive and obliging to his customers, Mr. Hopgood continued to attract new faces to his store until to-day he enjoys the distinction of having one of the largest retail grocery businesses in Halifax, and one of the largest in the Maritime Provinces.

Not only does he draw trade from the locality in which his store is situated, but from all parts of the city. He always has paid strict attention to his business and to this he attributes his success in business. Recently he was again obliged to further enlarge and improve the store, and now it is up-to-date in every respect. The change was made at a cost of about \$5,000. Everything new in the grocery line, as well as fittings, were installed, including some fine silent salesmen, which are used to display chocolates, etc. Nothing but first-class stock is handled, and all the goods are bright and fresh. It has been the one aim of the proprietor to keep the shelves well filled with bright, new stock, and he told The Grocer that it pays to do it. He handles a very large quantity of high-class French goods, and fancy English biscuits. Two years ago he admitted his eldest son, W. B. Hopgood, into the business. He is a young man who has numerous friends and who follows in the footsteps of his father, and is, therefore, destined to make a successful grocer.

### Attentive to Business.

He is a hard worker and very attentive to business, and these qualifications should assist him very materially in the future. The firm is now known as W. J. Hopgood & Son, and goods from this

house have the stamp of reliability on them. Not only is the store well kept, but the delivery teams are always in first-class condition when appearing on the streets.

### WHAT QUEBEC GROCERS WANT.

Quebec grocers held a meeting last week to discuss the amendments, referring particularly to the trade, in the city charter. Misael Thibaudeau presided. After some discussion it was decided to request the city council to add to the clause respecting the sale by grocers of meats and fish, the words "poultry and hog meat." A discussion also took place on the proposed separation of the liquor business from the grocery business. The meeting was strongly in favor of the present state of things being maintained, but if this was found to be impossible, it was resolved to ask the council not to amend the charter by seeking the separation of the liquor and grocery business, but that instead the grocers will bind themselves not to sell liquor after seven o'clock on Saturday evenings.

### A NEW METAL POLISH.

Royal Polishes Company, 7 St. Nicholas Street, Montreal, is the name of a new Canadian metal polish company recently started manufacturing. G. P. Johnston is at the head of the new firm, which is entirely Canadian. Royal metal polishes are on the market in liquid and paste form, in tins, ranging in size from quarter pint to gallon.

Victor Archambault, Sherbrooke, spent a few days in Montreal this week.

Tell Your Customers That :

## SHAMROCK BIG PLUG SMOKING TOBACCO

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

### McDOUGALL'S

#### CLAY PIPES

THE BEST IN THE WORLD.

D. McDOUGALL & CO., Glasgow, Scotland.

### PIPES — CIGARS — TOBACCO

Merchants procuring their smokers' articles from the house of

JOS. COTE, QUEBEC

are always certain of getting value for their money.

Assortments always ample—Prices are based on practical knowledge of each article.

Calls and correspondence solicited.  
Office & Store . . . . . 188 St. Paul St.  
Warehouse . . . . . 119 St. Andre St.  
Branch . . . . . 179 St. Joseph St.

Tel. Up 2076 Tel. East 5964

### YOUNG'S PATENT PIPE in Seven Shapes

W. J. GRANT

Sole Agent for Canada  
506 Lindsay Building, MONTREAL.

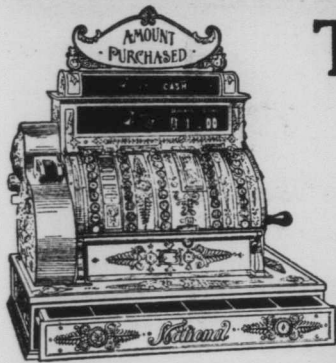
## BLACK WATCH

The Big Black Plug  
Chewing Tobacco.

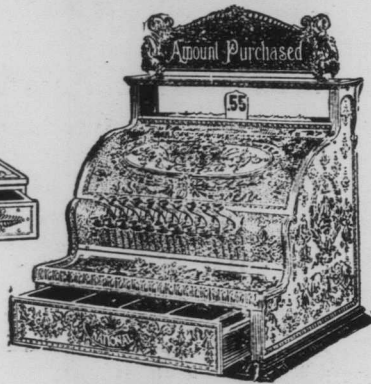
Already a Big Seller

Sold by all the Wholesale Trade





**They Pay!**



**Ask the Man  
Who Has  
One!**

Guaranteed the Cheapest  
Registers on Earth

**THE NATIONAL CASH REGISTER CO.**  
Corner Yonge St. and Wilton Ave., Toronto, Ont.  
F. E. MUTTON, Canadian Manager



**CANADA'S  
LEADING  
METAL  
POLISH**

**ROYAL**

Liquid Metal  
Polish and Paste

**ROYAL POLISHES CO.**  
MONTREAL

Ottawa: General Supply Co., of Canada, Ltd.  
Winnipeg: H. W. Glassco & Co. Vancouver: Wm. Erichsen & Son  
Halifax: I. C. Calder Sherbrooke: E. H. Bowen  
And all dealers.

**Are You Keeping Your Tobacco Stock  
Up-to-Date?**

IF NOT—WHY NOT?

**“Tuckett’s Special”**

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured  
from

**Imported Leaf Exclusively**

**The Geo. E. Tuckett & Son Co., Limited**

**HAMILTON, CANADA**

## THE WALKER BIN SYSTEM OF GROCERY STORE EQUIPMENT

has become a large factor in meeting the demand for pure, clean food products and the public is not slow in showing its appreciation. A Walker Bin installation will mean a great deal to your regular and transient customers and to you it will mean **LARGER BUSINESS—BETTER SERVICE—REDUCED EXPENSE and LARGELY INCREASED PROFITS.**

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

Representatives:

Manitoba: Stuart Watson & Co., Winnipeg, Man.  
Saskatchewan and Alberta: J. C. Stokes, Regina, Sask.  
Montreal: Kenneth H. Munro, Coristine Bldg.

**The Walker Bin and Store Fixture Co., Limited**  
Designers and Manufacturers of  
Modern Store Fixtures  
**Berlin, Ontario**



### OIL TANK PERFECTION

Complete as a circle

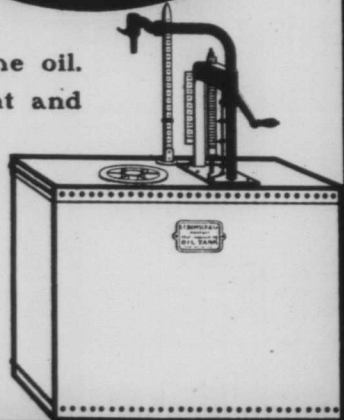
### THE BOWSER SELF MEASURING OIL TANK

The Bowser does everything that you could expect a machine to do.

It will put just the right quantity into the can, and tell you how much to charge for the oil.

This is all done in an instant and without spilling a drop.

Bulletin 5055 will tell you many more things a Bowser will do for you. Better send for it before you forget.



**S. F. BOWSER & CO., Ltd.**  
66-68 FRAZER AVE., TORONTO

## BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE



TRY IT.

SOLD BY ALL JOBBERS

1/2-lb. tins—3 doz. in case.

### Credit Without Risk

The credit customer "we have always with us" — until he gets "in" too deep for comfort.



## ALLISON Coupon Books

not only eliminate the "risk," but they make it a "cinch" to hold the customer, and likewise make it easier to deal with him.

#### HOW THEY WORK

A man wants credit. You think he is good. Give him a \$10.00 Allison Coupon Book. Have him sign the receipt or note form in front of the book, which you tear out and keep. Charge him with \$10.00—no trouble. When he buys a dime's worth tear off a ten-cent coupon, and so on until the book is used up. Then he pays the \$10.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For sale by the jobbing trade everywhere  
MANUFACTURED BY **ALLISON COUPON CO.**  
INDIANAPOLIS, IND.

When writing advertisers kindly mention having seen the advertisement in this paper.

## We make a specialty of COUNTER CHECK BOOKS

for all kinds and makes of LOOSE LEAF SYSTEMS

Write for prices and samples.

We manufacture

## SHIPPING TAGS

**The Merchants' Counter Check Book Co., Ltd.**

TORONTO - MONTREAL  
Canada

### Classified

Advertisements as

that insertion, i.e. for

Contractors cost

\$1,000 are allowed

Cash remittances

advertisements. In

advertisements recd

acknowledged.

Where replies con

ents must be added

Yearly	
100 words each	
" "	
50 "	
" "	
25 "	

### PI

ADVERTISING  
In good printing  
printing trade p  
LISHER. Subscri  
10 Front Street East

CANADIAN MAC  
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on request. CAN/  
East, Toronto.

COMPLETE info  
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STATIONER, of  
per annum. Addr

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HARDWARE AN  
Winnipeg.

### SITU

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Address, Presid  
Hadden Building

WANTED—A  
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Box 273, CANA

WANTED—Tr  
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Canada. If in  
Box 282, CANA

FOR SALE—T  
Cargill, Ont

**Classified Advertising**

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

Contractions count as one word, but five figures (as \$ 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.

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

**Yearly Contract Rates.**

100 words each insertion, 1 year.....	\$30 00
" " " 6 months....	17 00
" " " 3 months....	10 00
50 " " 1 year.....	17 00
" " " 6 months....	10 00
25 " " 1 year.....	10 00

**PERIODICALS.**

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, **THE PRINTER AND PUBLISHER**. Subscription price \$2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, \$1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in **THE BOOKSELLER AND STATIONER**, of Canada. Subscription price \$1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send \$2 for one year's subscription. Mail it to-day. **THE BUSY MAN'S MAGAZINE**, Toronto.

THE market reports make **HARDWARE AND METAL** a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is \$2 per year. Address **HARDWARE AND METAL**, Montreal, Toronto or Winnipeg.

**SITUATION VACANT.**

APPLICATIONS for the position of Active Secretary for the Vancouver Retail Grocers Association will be received by letter only, duties to commence March 1st, salary \$100.00 per month. Address, President of the Association, Room 21, Hadden Building, 633 Hastings St., Vancouver, B.C.

WANTED—A smart young man to take an interest in a wholesale brokerage business in Winnipeg. One who has been in touch with the wholesale grocery trade and can bring new agencies to increase the business preferred. Correspondence confidential. Box 273, CANADIAN GROCER, Toronto. [6]

WANTED—Traveller for wholesale fruit house, with \$5,000 to invest in the business. Have been established for a number of years and making big profits. Company being formed now for \$49,000 capital. Situated in one of the best importing centres in Canada. If interested communicate at once with Box 282, CANADIAN GROCER, Toronto.

**FOR SALE.**

FOR SALE—Two cars potatoes. Geo. Detwiler, Cargill, Ont. [8]

**BOOKS FOR THE GROCER.**

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is especially written for Grocers—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price \$2.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, \$2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, \$2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, \$2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, \$2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

**SITUATIONS WANTED.**

TEA TASTER, BLENDER, Coffee, Cocoa and Chicory manufacturer, advertiser with 16 years' experience seeks engagement as buyer and manager of department with wholesale company. Address Stirling, 37 Jameson Ave., Toronto. (p.tfd)

WANTED—By young man, 22 years of age, good appearance, five years' experience in grocery trade, position as representative for an A1 tea and coffee house, western territories preferred. Box 274, CANADIAN GROCER, Toronto. (6)

WANTED—A position as clerk in grocery store. Have had five years' experience. Willing to work and strictly temperate. Can furnish the best of references. Apply to Lorne Sweetman, Bracebridge, Ont. (6)

**WANTED.**

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

**DUPLICATING DEVICES.**

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Pay Street, Room 116, Toronto, Canada.

**AGENCIES WANTED.**

HUNTER & STEVENSON, Limited, confection merchants and importers, 116 Ingram St., Glasgow, are prepared to take up sole agency Scotland for Canadian manufacturer for goods suitable grocers or confectioners.

**MISCELLANEOUS.**

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. Busy Man's Magazine, Montreal, Toronto, Winnipeg.

BETTER, CHEAPER, SAFER LIGHTING.—The Pitner System of Gasoline Lighting is the best system yet produced for lighting a store, hotel or public building. In cities and towns Pitner Systems are used because of the superior quality and quantity of light obtained for small cost. They are just as successful in any village or country place. A small outlay secures a complete and independent Pitner lighting plant. Free illustrated booklet and full particulars on request. The Pitner Lighting Co., Limited, Toronto, Canada.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited, Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

60,000,000 Shrewd merchants all over the world have paid \$60,000,000 for 650,000 National Cash Registers. They've saved more than that. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge Street and Wilton Avenue, Toronto.

**BOY WANTED**

ANY BOY in every town and village in Canada can earn many dollars by selling our publications among his neighbors and relatives and business men.



YOU can begin at once. No money needed to start. We will provide you with capital. A watch to the boy who does good work, as special prize.

Write at once to

**THE MACLEAN PUBLISHING CO.**  
10 Front St. E., TORONTO

Try a business card in  
The Canadian Grocer.

**Salesmen Wanted!**

Be a high grade Traveling Salesman and earn from \$1,000 to \$10,000 a year and expenses. We will prepare you by mail in eight weeks to be one and assist you to secure a good position. Hundreds of our graduates now holding good positions we secured for them, with reliable firms. Many who had no former experience now earn \$100 to \$500 monthly and expenses. If you want to secure a good position and increase your earnings our Free Book, "A Knight of the Grip" will show you how. Send for it today. Address nearest office. Dept. 287 NATIONAL SALESMEN'S TRAINING ASSOCIATION, Chicago, New York, Kansas City, Minneapolis, San Francisco.

"Be exact.

The business world is filled with men who guess or assume or are led to understand that a certain figure is nearly or approximately or to all intents true.

But they are bossed by the man who *knows*.

Round numbers are the cloak of ignorance; definite figures form the basis of action.

Two and two make four—authorities do not differ. Mathematics do not compromise.

A few cents in a cost figure, in a job estimate, in a profit percentage, mark the line between solvency and bankruptcy—success and failure.

Build your system and your facts to give you not the approximate, the probable, the perhaps—but the precise, the actual, the definite.

Be exact." —System.

Get to the right people with the right goods and the right talk.

Tell your customers the exact thing about what you are offering.

Be exact in these things as well as seeing that they are exact in their treatment of you.

Advertise in The Canadian Grocer and say exactly what you would want your travelers to say.

The Canadian Grocer talks every week to thousands of grocers.

QU

Quotations  
The follow  
responsible for t  
Grocer, at our n

one-oz.  
W. H. GILL  
Diamond—  
1-lb. tins, 2 doz. in case  
1-lb. tins, 3 " " "  
1-lb. tins, 4 " " "  
IMPERIAL BAK  
Cases. Siz  
4-doz. .... 10c  
3-doz. .... 8-  
1-doz. .... 12-  
3-doz. .... 12  
4-doz. .... 2  
1-doz. .... 51



ROYAL BAK  
Siz.  
R y. - Dime .....  
1 lb. ....  
6 oz. ....  
1 lb. ....  
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3 lb. ....  
5 lb. ....  
Barrels—When packe  
cont. discount will  
CLEVELAND'S B  
Siz.  
Cleveland - Dime.  
1 lb. ....  
6 oz. ....  
1 lb. ....  
12 0 .....  
1 lb. ....  
3 lb. ....  
5 lb. ....  
Barrels—When pack  
cont. discount will

T. KINN  
Crown Brand—  
1 lb. tins, 2 doz. in case  
1 lb. " 2 " " "  
1 lb. " 4 " " "

WHITE SWAN SPICES  
White Swan Baking I  
1 lb. tins, 3-doz. in c  
1-lb. " " "  
1-lb. " " "

Keen's Oxford, per lb.  
In 10-box lots or c  
Gillett's Mammoth, 1/2

H-O. COMPANY.  
Per ce  
Flour, 36s. .... \$1 50  
Korn-Kinks, 31s. 1.45  
Presto, 36s. .... 3.40  
Pancake, 36s. .... 3.51  
Tapioca, 36s. .... 2.85  
Hominy, 36s. .... 2.54



White Swan Wheat  
White Swan Flaked  
White Swan Flaked  
Chocolate  
Perfection, 1-lb. tin  
Perfection, 1-lb. tin  
10c. size  
5-lb. tin  
Condensed cocoa, cre  
Soluble, bulk, per  
London Pearl per  
Special quotations fo  
Unsweetened Choco  
Plain Rock, 1-lb. c  
1-lb.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper... The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy.

Table with 2 columns: Item name (e.g., Diamond, Imperial Baking Powder) and Price per unit.

MAGIC BAKING POWDER advertisement featuring a product image and descriptive text.

Table with 2 columns: Item name (e.g., Royal Baking Powder) and Price per unit.

Table with 2 columns: Item name (e.g., Cleveland's Baking Powder) and Price per unit.

Table with 2 columns: Item name (e.g., T. Kinneer & Co. Crown Brand) and Price per unit.

Table with 2 columns: Item name (e.g., White Swan Spices) and Price per unit.

Table with 2 columns: Item name (e.g., H-O. Company Cereals) and Price per unit.

White Swan Spices and Cereals Ltd. advertisement featuring a product image and list of items.

Table with 2 columns: Item name (e.g., The Cowan Co. Chocolate) and Price per unit.

Table with 2 columns: Item name (e.g., London Pearl, Unsweetened Chocolate) and Price per unit.

COWAN'S COCOA advertisement featuring a product image and descriptive text.

Table with 2 columns: Item name (e.g., Sweet Chocolate) and Price per unit.

Table with 2 columns: Item name (e.g., Agents, O. E. Colson & Son) and Price per unit.

MOTT'S DIAMOND CHOCOLATE advertisement featuring a product image.

Table with 2 columns: Item name (e.g., Mott's breakfast cocoa) and Price per unit.

Table with 2 columns: Item name (e.g., Canadian Coconut) and Price per unit.

Table with 2 columns: Item name (e.g., Borden's Condensed Milk) and Price per unit.

Table with 2 columns: Item name (e.g., Gold Seal brand) and Price per unit.

Advertisement for Borden's Eagle Brand Evaporated Cream with product image.

Table with 2 columns: Item name (e.g., Jersey Cream) and Price per unit.

Advertisement for Reindeer Brand Condensed Milk with product image.

Table with 2 columns: Item name (e.g., Eby Blain Co. Limited) and Price per unit.

Table with 2 columns: Item name (e.g., Club House, Nectar) and Price per unit.

Table with 2 columns: Item name (e.g., James Turner & Co. Mocha) and Price per unit.

Mocha & Java Coffee advertisement featuring a product image.

Table with 2 columns: Item name (e.g., Cafe des Epicures) and Price per unit.

Advertisement for The Thomas Wood & Co. featuring a product image.

Table with 2 columns: Item name (e.g., Cheese - Imperial) and Price per unit.

Table with 2 columns: Item name (e.g., Large size jars) and Price per unit.

Table with 2 columns: Item name (e.g., Peanut Butter) and Price per unit.

Table with 2 columns: Item name (e.g., The Cowan Co. Ltd. Cream Bars) and Price per unit.

Table with 2 columns: Item name (e.g., Coupon Books - Allison's) and Price per unit.

Advertisement for Easbright Cleaner with product image.

Table with 2 columns: Item name (e.g., Extract of Beef) and Price per unit.

Table with 2 columns: Item name (e.g., Infants' Food) and Price per unit.

Mephisto and Purity Canned Lobsters advertisement featuring product images.

Table with 2 columns: Item name (e.g., 14 flats) and Price per unit.

Table with 2 columns: Item name (e.g., Flavoring Extracts) and Price per unit.

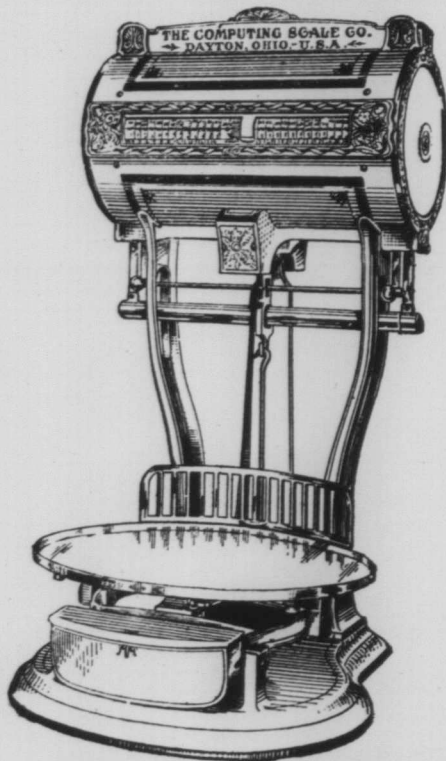
Advertisement for Sheriff's Flavoring Extract with product image.

THE CANADIAN GROCER

**THE BEST ADVERTISING COPY** we have ever used is appearing in the best women's periodicals with millions of circulation this season. You are sure to be in the best of company when you urge the sale of **RISING SUN** Stove Polish in Cakes and **SUN PASTE** Stove Polish in Tins. They are both old friends of the housekeepers. They yield a good margin for your profit. Our goods are preferred above all others by those who have used them and you make friends for yourself as well as for us when you push them.



**MORSE BROS., Props.** - **Canton, Mass., U.S.A.**



**DAYTON MONEYWEIGHT SCALE**  
NOTE THE LOW PLATFORM

Overweight Problem  
**Solved!**

With this 1909 visible, self-weighing, self-computing, Automatic Scale, a child can easily, quickly and correctly divide the wholesale purchase into retail packages without a grain of overweight.

This is the simplest, easiest to operate form of

**Automatic Weighing Machine**

—accurate, reliable, durable.

- Gives the exact weight for the exacting dealer.
- Gives the exact weight to all customers.
- True as steel and built for a lifetime of exact weighing.
- Weighs to an ounce, computes to a cent.
- Low platform—only 6½ inches from the counter.
- Our Automatic scales are equipped with a thermostat, like a watch, which makes them weigh with absolute accuracy in any temperature.
- No swinging pendulum, no moving indicators, no poises to shift, no beams to bother with, no ball to forget, no friction to pay for.

This scale saves time and money.

**THE SCALE THAT SAVES IS NO EXPENSE.**

Drop us a line for full information.

**The Computing Scale Co.**

of Canada, Limited

164 W. King St., Toronto, Ont.

**You Feed Your Animals Well**

*Are They Digesting Their Food?*

Remember that it is not what an animal eats, but what he digests, that is of service.

**MOLASSINE MEAL**

given to horses will enable them to obtain the full amount of nutriment of their entire food.

Particulars and Prices from

**ANDREW WATSON**

91 Youville Square - - MONTREAL



**CAPSTAN BRAND  
PURE MINCE MEAT**

Package Mince Meat  
Put up in ¼ gross cases

Bulk in 7-lb. Pails,  
½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.  
Sold by all wholesale dealers.

**The CAPSTAN MFG. CO., - Toronto, Ont.**

Sell

JAM  
BAYOER'S WHOI  
Agents, Rose  
1-lb. glass jar, sc  
THI  
Prices on appl  
T.  
Compound Fru  
12-oz. glass jars,  
2-lb. tins, 2 doz.  
7 and 7-lb. tin p  
crates, .....  
7 and 14-lb. woo  
50-lb. wood pails  
Compound Fruit  
12-oz. glass jars,  
2-lb. tins, 2 doz.  
7 and 14-lb. woo  
50-lb. wood pails.  
Pure Jams—1-lb  
gem) 2 doz.

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IMPERI



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440Laren Im

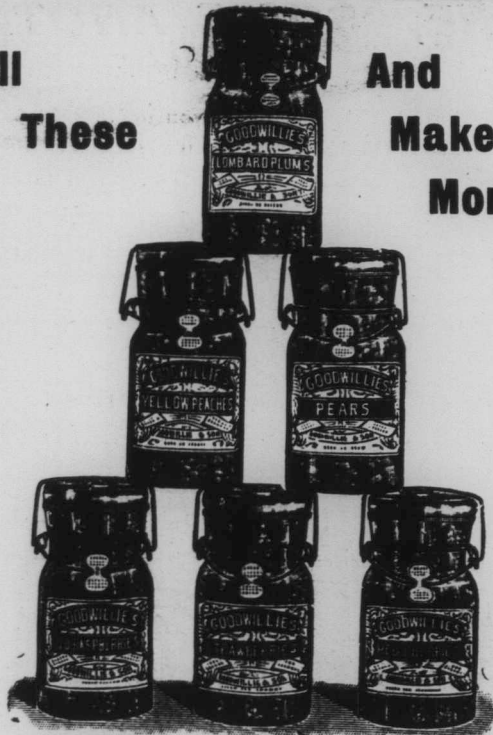
the GENUINE



Prices—C  
Less than 5 case  
For cases, or ov



Sell These And Make Money



"SIMPLY DELICIOUS" IS THE VERDICT INVARIABLY GIVEN

Agents: Rose & Laflamme, Limited  
Montreal and Toronto

MOLASSES AND SYRUPS  
GINGERBREAD BRAND MOLASSES  
(IN TINS)

2's, 3's 5's, 10's, 20's  
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP  
(IN TINS)

2's 3's 5's 10's 20's  
1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

Agents

- |                          |           |                         |              |
|--------------------------|-----------|-------------------------|--------------|
| C. E. Paradis.           | Quebec.   | W. H. Escott,           | Winnipeg.    |
| C. DeCartrol,            | Kingston. | R. G. Bedlington & Co., | Calgary      |
| Jas. H. McIntosh,        | Ottawa    | Tees & Peerse,          | Edmonton.    |
| Geo. Mussen & Co.,       | Toronto.  | Wilson & McIntosh,      | Vancouver    |
| J. W. Bickle & Green'ng. | Hamilton. | C. Leonard Grant,       | P. E. Island |
| G. H. Gillespie,         | London    |                         |              |

Dominion Molasses Co.,

LIMITED

Hallfax, - Nova Scotia

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM  
Agents, Rose & Laflamme, Montreal and Toronto.  
1-lb. glass jar, screw top, 4 doz. per doz 2 30  
THOMAS J. LIPTON  
Prices on application.

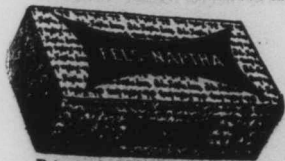
T. UPTON & CO.  
Compound Fruit Jams—  
12-oz. glass jars, 2 doz. in case, per doz. \$1 00  
2-lb. tins, 2 doz. in case, per lb. 07½  
5 and 7-lb. tin pails, 5 and 9 pails in  
crate, per lb. 07  
7 and 14-lb. wood pails, per lb. 07  
50-lb. wood pails, per lb. 06½  
Compound Fruit Jellies—  
12-oz. glass jars, 2 doz. in case, per doz. 1 00  
2-lb. tins, 2 doz. in case per lb. 07½  
7 and 14-lb. wood pails, 6 pails in crate  
per lb. 07  
50-lb. wood pails, per lb. 06½  
Pure Jams—1-lb. glass jars (16-oz.  
gem) 2 doz. in case, per doz. \$1 80

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.  
Larsen Imperial Cheese Co., Limited.  
GENUINE Soap Packed 100 Bars to case.



Prices—Ontario and Quebec:  
1 case, less than 5 cases, 5 25  
2 cases, or over, 5 15



THE ROBERT GREIG COMPANY.  
White Swan, 15  
flavors. 1 doz. in  
handsome counter  
carton, per doz., 90c.



List price  
'Shirriff's' (all  
flavors), per doz. 0 90  
Discounts on ap-  
plication.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD  
LARD COMPOUND.

Tierces	\$0 10½
1-bbls.	0 10½
Tubs, 50 lbs.	0 10½
20-lb. Pails	2 20
30-lb. tins	2 10
Cases 2-lb.	0 11½
5-lb.	0 10½
10-lb.	0 10½

F. O. B. Montreal.

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (25 or 50 sticks)	per box 1 25
"Ringed" 5-lb. boxes	per lb. 0 40
"Acme" pellets, 5-lb. cases	per case 0 50
"Acme" pellets, fancy boxes 50	per box 1 50
Tar licorice and Toin wafers, 5-lb. cases	per case 2 00
Licorice lozenges, 5-lb. glass jars	1 75
"20 5-lb. cans	1 60
"Purity" licorice 10 sticks	1 45
100 sticks	0 75
Dulce large cent sticks, 100 in box	0 75

Lye (Concentrated)

GILLET'S PERFUMED. Per case

1 case of 4 dozen	\$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

J. W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars  
1, 4, 5 and 7 lb. tins.  
Orange Jelly Marmalade, 1 and 2 lb. glass  
1 and 7 lb. tins

Preserved Ginger Marmalade, 1 lb. glass jars.  
Pineapple " 1 " "  
Green Fig " 1 " "  
Green Fig and Ginger " 1 " "  
Lemon " 1 " "  
Grape Fruit " 1 " "  
Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case per doz \$1 00  
Home-made, in 1-lb. glass jars " 1 40  
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07  
Golden-shred marmalade, 2 doz. case  
per doz. 1 75

SHIRRIFF BRAND

"Imperial Scotch"—  
1-lb. glass, doz. 1 55  
2-lb. " " 3 90  
4-lb. tins, " 4 45  
7-lb. " " 7 35  
"Shredded"—  
1-lb. glass, doz. 1 90  
2-lb. " " 3 10  
7-lb. tins, " 5 85

THOMAS J. LIPTON

Prices on application

Mince Meat

Wetley's condensed, per gross net. \$13 00  
per case of 3 doz. net 3 00



ST. CHARLES CO.  
DENSING CO.

PRICES:  
St. Charles Cream,  
family size, per case  
..... \$4.70  
Ditto, hotel, 4.90  
Silver Cow Milk 5.00  
Purity Milk... 4.70  
Good Luck... 4.60

Mustard

COLMAN'S OR KEEN'S  
D.S.F. 1-lb. tins, per doz. \$ 1 40  
" 1-lb. tins, " " " 2 50  
" 1-lb. tins, " " " 5 00  
Durham 4-lb. jar, per jar 0 75  
" 1-lb. jar, " " " 0 25  
F.D. 1-lb. tins, per doz. 0 85  
" 1-lb. tins, " " " 1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.  
Minerva Brand—  
Minerva, qts. 12's ..... \$ 5 75  
" pts. 24's ..... 6 50  
" 1-pts. 24's ..... 4 25

Sauces

PATERSON'S WORCESTER SAUCE  
Agents, Rose & Laflamme, Montreal and  
Toronto  
1-pint bottles, 3 & 3 doz., per doz. .... 0 90  
pint " 3 doz., " " " 1 75

THOMAS J. LIPTON

Prices on application

Soda

COW BRAND

DWIGHT'S  
BAKING SODA  
Case of 1-lb. contain-  
ing 60 packages, per  
box, \$3.00  
Case of 1-lb. con-  
taining 120 pkgs. per  
box, \$3.00  
Case of 1-lb. and 1-lb.  
containing 30 1-lb.  
and 60 1-lb. pkgs. per  
box \$3.00

Case of 50. pkgs. containing 96 pkgs. per  
box, \$3.00  
MAGIC BRAND  
No. 1, cases 60 1-lb. packages, Per cas  
..... \$ 2 75  
No. 2, " 120 1-lb. " " " 2 75  
No. 3, " 30 1-lb. " " " 2 75  
" 60 1-lb. " " " 2 75  
No. 5 Magic soda—cases 100—10-oz. pkgs.  
1 case ..... 2 85  
5 cases ..... 2 75



**TANGLEFOOT FLY-PAPER** The Standard throughout the world for more than twenty-five years. **ALL OTHERS ARE IMITATIONS.**



**"GLOBE" with Percolator.**

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

**R. CAMPBELL'S SONS**

HAMILTON POTTERY

HAMILTON, ONTARIO

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Brand

**SODA CRYSTALS (WASHING SODA)**

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

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HALIFAX**

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KNIFE POLISH**

**JOHN OAKEY & SONS, Limited**  
Manufacturers of  
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Flint Cloths and Papers, etc.  
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**JOHN FORMAN, - 644 Craig Street  
MONTREAL.**

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**CURRANTS**

Get quotations on fruit exported by

**J. Caramandani & Co.**  
Patras. Greece

Cleaners and Exporters, Est. 1878

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**SALT**

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**Laurel Strawberries, 2's**

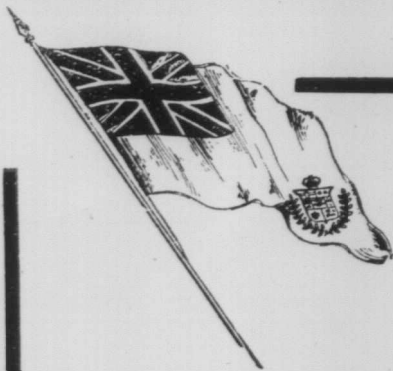
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we know we can interest you**

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**Specials in  
Prunes  
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