

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. 15



Canadian Jobbers are placing their import orders.

The increased popularity of

Keen's Oxford Blue

is due to only one fact ; it is the most perfect and reliable laundry blue made.

See that your jobber gives you Keen's Oxford Blue.

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

Stocking Starch

- ¶ You are no doubt thinking of the great possibilities for trade this Spring and Summer.
- ¶ If you have given thought to the subject, did you plan out a **Starch Campaign** ?
- ¶ There isn't anything you sell that will pay you better than a judicious selection of the best laundry and cooking starches. They're asked for every day, and if it is

Edwardsburg "Silver Gloss" and **Benson's "Prepared Corn"** that you offer, your customers will be best pleased—

Try it this year.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal

Good Customers

EAT

Good Pickles



Everything about Maconochie's Pickles is good; they look good; they taste as good as they look; they pay a good profit.

Thousands of grocers have gained good customers by selling Maconochie's Pickles—what is more they have kept their customers, and have been obliged to buy more and ever more of the pickles to meet the demand.

Fresh shipments will shortly arrive from England; ask your jobber for quotations. If he is unable to supply them, write for latest price list and names of distributing jobbers, to our general Canadian Agents:

MacLaren Imperial Cheese Co., Ltd.

Head Office . . . TORONTO

MACONOCHIE BROS. Ltd.

London England

**"The World's
Best"**

The cook who uses Cox's Gelatine knows in advance exactly what to expect, namely, exactly what she (and all other cooks) want, *satisfactory results*.

There are no adulterations in Cox's Gelatine—no by-products to lessen the purity at the expense of a little extra profit for the maker.

**Cox's
Gelatine**

**ONE PACKAGE of Cox's
Gelatine makes
TWO QUARTS OF JELLY**

**The Purest, the Cheapest,
the BEST.**

**Cox's
Gelatine**

For greater convenience to meet most modern requirements it is put up in powdered form. **STRONGEST, PUREST, BEST.** The maximum of quality at the minimum of price to the grocer who buys and sells it. The Gelatine that established the standard.

ABSOLUTELY PURE

A. P. Tippet & Co., Agents

*8 Place Royale
Montreal*

*84 Victoria Street
Toronto*



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

THE MAN ON THE SPOT
"There is many a slip between the enquiry and the reply. The man on the spot gets the order. That's me."
FACE TO FACE BUSINESS
G. WALLACE WEESE
Manufacturers' Representative Hamilton, Can.
Offices, Myles' Fireproof Storage Warehouse.
WRITE ME TO-DAY

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.**

TORONTO

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St. Toronto

HALIFAX

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.

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.

MacLaren Imperial Cheese Co.
Limited
AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale
Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

MONTREAL

FOR SALE
Cheap for cash, Fruit Cleaning
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

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.

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

ST. JOHN

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

Wholesale Grocery Brokers
and
Manufacturers' Agents
Connection with Jobbing Trade of Toronto, Hamilton
and London. Foreign and Domestic Agencies Soli-
cited. Best of Storage Accommodation
LIND BROKERAGE CO.
23 Scott Street Toronto

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.

TORONTO

WHO IS NEXT
Wanting a Car of
White Beans, Currants
or **Evaporated Apples?**
We are Headquarters
W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

CARMAN BROKERAGE Co.
Wholesale Grocery Brokers
141 Bannatyne St. E. WINNIPEG, MAN.
We keep in close touch with the wholesale
trade - Winnipeg and West - write us.

PEELS

Gray's (Glasgow, Scotland) finest turned
peels. Something above the ordinary in
quality. Now quoting very attractive
prices for fall delivery.
Write Sole Eastern Canadian Agent:
J. WALTER SNOWDON, 413 St. Paul St., Montreal

C. & J. JONES
WHOLESALE BROKERS
MANUFACTURERS' AGENTS
AND IMPORTERS
62 SCOTT BLOCK - WINNIPEG, MAN.
Domestic Agencies Solicited
Good Storage Facilities

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

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

WATSON & TRUESDALE
(Successors to Stuart Watson & Co.)
Wholesale Commission Brokers and
Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

(Continued on page 4).



Condensed

MILK

Evaporated

CREAM

FIRST,

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

THERE ARE TWO PARTICULARLY GOOD REASONS FOR THIS.

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

RICHEST IN QUALITY
ABSOLUTELY PURE
MAKES FRIENDS EVERYWHERE

LEADS ALL COMPETITORS
ALWAYS RELIABLE
LONGEST ON THE CANADIAN MARKET
SURE TO PLEASE

THE MOST EXACTING PALATE
ENQUIRE FOR PARTICULARS
AND WE ARE SURE YOU WILL BE A BUYER

RAM LAL'S PURE TEA CO., Limited

266 St. Paul St. Montreal

HALIFAX

R. B. COLWELL

Representing in
Nova Scotia
Maritime Dairy Co.
Sussex Mineral Springs Co.
Ingersoll Packing Co.
Asepto Mfg. Co.
Ebony Polish Co.
E. D. Smith

Also Dealer in Butter, Eggs and
Cheese. Consignments solicited.
Highest market prices guaranteed.
Quick turnover and prompt returns.
CORRESPONDENCE REQUESTED

265 Barrington St.
Halifax, N.S.

SASKATOON

CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manu-
facturers' Agents. Cars Distributed, Ware-
housed and Forwarded, Warehouse on Transfer
Track. Business Solicited.

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

Try a business card in
The Canadian Grocer.



No Odor
Common Sense
KILLS Roaches and Bed-Bugs
Rats and Mice

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for
the reason that it gives general satisfaction and each
customer tells others about same. Write for price.

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

**A. Boake, Roberts
& Co., Limited**

STRATFORD

LONDON

ENGLAND

For:—

**Vinegar and
Sauce Coloring**

**Essential Oils
Essences
Oil Lemon**

**Acid Phosphate &
Phosphate Lime
Precip.**

**Harmless
Colorings**

Herbs, Roots, etc.

CANADIAN AGENTS:—

Andrews, Gillespie & Co.

CORISTINE BLDG.
MONTREAL

To
**Brokers and Manufacturers'
Agents**

Your business card on this page will keep
your name and field of operations before
Manufacturers, Importers and others
looking for responsible representatives.
It costs you little and means much to you
if you are looking for agencies.

Write for particulars to

THE CANADIAN GROCER

Montreal Toronto Winnipeg



is without a peer in the
Canadian market.

No tea is more exten-
sively advertised or better
known.

Good tea is a magnet
which always draws trade.

Ridgway's Tea will be a
trade winner for your store.

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

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

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 mer-
chants for the merchants. In procuring, verifying and
promulgating information no effort is spared, and the
reasonable expense considered too great, that the result
may justify its claims as an authority on all matters affect-
ing commercial affairs and mercantile credit. Its offices
and connections have been steadily extended, and it
furnishes information concerning mercantile prices
throughout the civilized world.

Subscriptions are based on the service furnished, and are
available only by reputable wholesale jobbing and manufac-
turing 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.

CALGARY, ALTA.
LONDON, ONT.
HALIFAX, N.S.
ST. JOHN, N.B.
OTTAWA, ONT.
WINNIPEG, MAN.

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

—OFFICES IN CANADA—

THOS. IRVING, General Manager
Western Canada, Toronto

To the Trade:

Do You Know Why

CEYLON TEA

IS SO

Rapidly Displacing the Thin
Light Teas, Here, in America?

(Two and Three-Quarter Millions Increase in
Direct Shipments Alone in 1908 over 1907.)

- First: Because it Takes a Strong, Full-Bodied Tea
to Satisfy the Coffee-Educated Palate;
- Second: Because of Its Piquant Flavor;
- Third: Because of Its Unvarying Excellence;
and
- Fourth: Because of Its Cheapness Regardless of Cost.

A Pound of Ceylon Tea
"Goes Twice as Far"
as the Light Thin Tea.

A Corn Exchange

Sometimes, Mr. Grocer, a customer of yours gets a can of corn with a dark streak in it; or cut off so close to the cob that there are unpleasant little husks in it.—Then the goods come back, and in exchange you hand out

OLD HOMESTEAD

Why not sell it in the first place? It's good accident insurance to keep a complete stock of **Old Homestead** canned goods. They are packed in a modern, sanitary factory with up-to-the-minute equipment, and selected from first quality stuff to begin with.

The Old Homestead Canning Co.

Picton

Ontario

Making the Customers Come Back

That's just what

"Pride of Niagara Falls" Brand Canned Goods

have been doing this Season

They'll keep on doing it. It's all owing to the quality and methods employed in the most modern and sanitary factory in Canada. We have on hand

Select Hand Picked Tomatoes Refugee Wax Beans

These are not cheap goods but THE BEST. Can be obtained through the following agents:

Eby-Blain, Limited, Toronto.

Frank L. Benedict & Co., Montreal

F. H. Wiley, Winnipeg, Western Agent.

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



Tilbury Brand Tomato Catsup

made in Canada's best equipped Canning Factory

A Strictly High Grade Catsup
at a Standard Grade Price

A Trade Winner

Selling Agents :

GREEN & CO., 25 Front Street East, Toronto.

RYAN BROS., 147 Bannatyne Avenue, Winnipeg.

The Tilbury Canning Company, Limited, Tilbury,
Ont.

Unequaled in Quality
and a Producer of Permanent Profit

QUAKER

Canned Goods

THE BLOOMFIELD PACKING CO.
BLOOMFIELD, ONT.

IF YOU ARE NOT SELLING "MELAGAMA"

In that **hustling, bustling, busy** store of yours, give us the extreme pleasure of forwarding you $\frac{1}{4}$ lb. **sample package** free, and if it is not worthy of the enormous sale it has, don't buy it. Most merchants want to procure the **best** quality goods on the market. We have had thirty-five years experience in blending Teas and claim to have more **diplomas** than any other package Tea being sold. Send us a trial order and be convinced that we have the best quality and one of the most novel systems of advertising our line that is in existence.

MINTO BROS., TORONTO and BUFFALO

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"

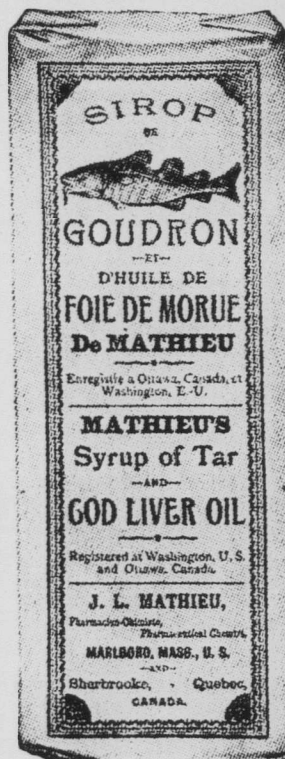
Agents

C. E. Paradis.	Quebec.	W. H. Escott,	Winnipeg.
C. DeCartoret,	Kingston.	R. G. Bedlington & Co.,	Calgary
Jas. N. McIntosh,	Ottawa	Teas & Pearce,	Edmonton.
Geo. Musson & Co.,	Toronto.	Wilson & McIntosh,	Vancouver
J. W. Bickle & Greening,	Hamilton.	C. Leonard Grant,	P. E. Island
G. H. Gillespie,	London		

Dominion Molasses Co.,

LIMITED

Hallifax, - Nova Scotia



WHY YOU SHOULD SELL MATHIEU'S SYRUP of Tar and Cod Liver Oil

REASON NO. 1

Nine out of every ten people when troubled with a cough or cold call for Mathieu's Syrup.

Hence there is no time wasted in selling it. It almost sells itself. This is the result of its exceptional curative properties in all chest and throat complaints - backed up by good advertising.

This advertising consists of

1. Our newspaper campaign.
2. One person recommending it to another, and probably telling him that he got it at your store.

3. Dealers who know a good article when they see it and gladly recommend it to their customers and friends.

Let us have an order from you to day.

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

Sold by wholesale trade everywhere
Distributors for Western Canada

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners,
Winnipeg, Edmonton, Vancouver.

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



BALAKLAVA SARDINES

What you want, Mr. Grocer, is perfection in Sardines, as near as it is possible to get to it, coupled with a good profit.

In a few words this is what our proposition is when we offer you **Balaklava Sardines**.

Order a Trial Case and See

Montreal Agents: C. A. Chouillou & Co. Toronto Agents: Green & Co.,
25 Front St. E.

Hamilton Agent: Jos. Somerville. London, Ont. Agents: D. C. Hannah
Quebec, Que., Agents: Boivin & Grenier.

The Eastern Canning Company, Port Canada, N.B.

"Chocolate Bordeaux"

The Sweet that All Can Eat

More business is what you are after. You want something better than just "ordinary demand." You want a **Leader** — one that will take hold and sell again and again without having to coax people to buy. One that excites favorable comment and builds up a steady, **unusual** trade. Scores of merchants control the chocolate trade of their community by selling "Bordeaux," which is distinct in make and flavor. **Nothing just like it.** If you have the M. B. Co.'s brand, you have the **original and only "Bordeaux."**

The MONTREAL BISCUIT CO., MONTREAL

The Montreal Biscuit Company, Montreal.

Gentlemen:—

Kindly send samples "Chocolate Bordeaux" and full particulars of your special proposition on High-Grade Chocolates.
Yours respectfully,

Kindly fill in your name and address, and mail it at once; your 2c. Investment will be a profitable one.

Buggy Egg Crate



Everybody Says So:

"Just the thing" "Been looking for this"

"Well, how simple" "So handy"

Every Dealer Should Have Them

Walter Woods & Co.

Hamilton and Winnipeg

AN ABSOLUTE NECESSITY



The Canadian Grocer recently contained a timely article on "Development of Refrigerators in the Grocery Business."

Did you read it, Mr. Retailer? If not, you missed much valuable information. It was pointed out that a refrigerator was essential to any grocer carrying food stuffs who wishes to be abreast of the times. There is no make for the use of grocers to equal

THE EUREKA REFRIGERATOR

Our Catalogue will tell you a great deal about it and explain to you the dry system of air circulation. Send for it.

EUREKA REFRIGERATOR COMPANY, LIMITED

54 and 56 NOBLE STREET, TORONTO, Canada

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 69 for yearly rates.

Heralds for Traveling Salesmen

By A. B. Lever

If you, Mr. Manufacturer or Wholesaler, could at an expenditure of say \$15 or \$35 a week send a herald into the store and warehouse of several thousand business men announcing the merits of your products and preparing the way for your travelers, would you do so?

I believe you would.

You would be foolish if you would not.

No sane business man would object to someone putting in a good word for him with a customer.

He would probably not hesitate to pay 10 or 15 cents in car fare to every man who would drop into the stores of his customers and give them a little friendly information about what he was making and his travelers were selling.

He would count it as throwing a sprat to catch a mackerel.

Of course this is supposing an impossibility.

No manufacturer could get several thousand men to act as his heralds to go up and down the land proclaiming the coming of his travelers and to sing the merits of the goods they are selling.

But what an army of men cannot do weekly or monthly the trade newspaper can do.

And it can do it at an expenditure of an amount equal to a car fare or two per probable customer.

Did you ever look at it in that way?

If not, sit down at once and figure out the advantages of making the trade paper your herald, issuing through its columns regularly, proclamations that will prepare the way for your traveling salesmen.

"EDINBURGH'S PRIDE"



EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.
EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

British Columbia Buyers

PLEASE NOTE THAT

TODHUNTER, MITCHELL & CO.
TORONTO

Can supply your wants for their
well known lines of **Coffee,**
Cocoa, Chocolate

FROM VANCOUVER

Write Our Agents

W. HARRY WILSON & CO.
VANCOUVER

What's the Use

of buying coffee that may be all right this
time and "off" the next. That spoils trade.

UNIFORMITY in quality and roasting is our strong point.

Why Not Investigate for Yourself?

CHASE & SANBORN
The Importers Montreal



The Worth is in the Wear

There is where you get it in the high-class, splendid quality, satisfaction-giving brooms which are always found where the name of

The "Pansy" Broom

is seen on the wrapper. It is cheaper by far than the ordinary broom not in price, but in point of service and durability. It is an article you can well and worthily recommend and easily and profitably sell.

Buy from the makers

H. W. NELSON & CO., Limited
TORONTO, CANADA

Good Coffee

Coffee better than the average.
Coffee superior to others.
Coffee so exquisite in flavor.

That people want it again—and again. That's what

Aurora Coffee

is. The best money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO.

Wholesale Grocers Coffee Importers

HAMILTON

Branch House—Sault Ste. Marie

WHITE SWAN COFFEE

**Must be good
when particular grocers
have increased their
orders**

**ENOUGH TO TREBLE
OUR SALES
INSIDE OF ONE YEAR**

WHITE SWAN COFFEE

**is exactly suited to
HIGH CLASS FAMILY TRADE
where quality is appreciated**

Packed 2 doz. 1-pound tins per case

ORDER NOW

**White Swan Spices and Cereals Limited
TORONTO**

"Keep up with the Twins"



"Keep up with the Twins"

Handle

**GOLD DUST
WASHING POWDER**

*It will give satisfaction to your
customers and satisfactory profits
to you.*

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK COMPANY, Montreal

**BATGER'S
LIME JUICE
CORDIAL**

"A high-grade lime juice cordial affording the dealer a fair profit." The opinion of a large dealer on Batger's Lime Juice Cordial.

ROSE & LAFLAMME, Limited
AGENTS
MONTREAL and TORONTO

BATGER'S

WAIT
TO SEE
OUR NEW
LINES

Before Ordering

**XMAS CRACKERS,
XMAS STOCKINGS,
XMAS NOVELTIES,
ETC., ETC.**

We are showing a very fine assortment of English Confectionery manufactured by Batger & Co., London.

IF YOU CAN'T AWAIT OUR CALL,
WRITE FOR PARTICULARS.

Rose & Laflamme, Limited
Montreal and Toronto

JOBBER'S HEADQUARTERS FOR

JAPAN TEA

S. T. NISHIMURA & CO.

MONTREAL and JAPAN



McLean's White Moss Cocoanut

It takes a good many years and mighty persistent effort to turn out a cocoanut that meets the every need of the housewife, but we have been at it just about long enough to ensure our having succeeded in this respect.

That's why it will pay you best to sell our brand
The Canadian Cocoanut Co., Montreal

The delicious flavor of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.



Made by Edward J. Nation & Co., Bristol, England

Agents:
GREEN & CO.,
25 Front St. E. Toronto

W. H. ESCOTT,
Winnipeg

'CAMP'

COFFEE

Stands on its

It Appeals
to the Public

because of its
exquisite flavour
and the ease and
swiftness with
which it can be
perfectly pre-
pared

*W. H. Green & Co. Ltd.
Coffee Specialists
Toronto*

It should
appeal to you

because it is the
most popular of
all coffee es-
sences because
it means quick
sales, big sales,
and good profits

*Ask your
Wholesale
House*



MERITS

DAINTY AND DELICIOUS

SHIRRIFF'S JELLY POWDERS

IMPERIAL EXTRACT CO.



REFRESHING AND PURE

Are you

*Handling
them?*

18-22 Church Street - Toronto



THE A1 SAUCE

**A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."**

**Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.**

For full particulars and prices write our Agents :

**GENERAL AGENT—H. HUBBARD, 27 Common St., Montreal
THE WEIR SPECIALTY CO., 561-563 Yonge St., Toronto
J. READ, St. John, N.B.
R. T. TINN, 337 Hastings St. W., Vancouver, B.C.**

BRAND & CO., LONDON - ENG.
Purveyors to H.M. the King, Mayfair Works, Vauxhal
LIMITED

GUARANTEED ABSOLUTELY PURE

MASON'S

Reduced to sell at
15c per bottle

Prepared by
GEO. MASON
The Original, From
LONDON, ENGLAND

NUMBER ONE SAUCE

The Mason, Miller Co.
TORONTO, CANADA
Agents Wanted

**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.

ROWATS'

still hold the Premier
Position for

**Imported Pickles
and Olives.**

Enquire of your wholesaler for our
New 12 oz. Bottle Pickles
which retails at 10c.

ROWAT & CO.
GLASGOW SCOTLAND

AGENTS IN CANADA :

Snowdon & Ebbitt, 325 Coristine Building, Montreal-
Ontario and Quebec.
F. K. Warren, Halifax, N.S.
F. H. Tippet & Co., St. John, N.B.
C. E. Jarvis & Co., Vancouver, B.C.



THE PEOPLE NEED H.P.

Bright "live" aggressive Canadian advertising will send the people to the stores for H.P. Sauce—England's most popular condiment. Stock melts like snow. The people are beginning to appreciate the world's best Sauce, so don't run short of H.P. Our advertising will send the customers; do your part; be ready to supply them, and a large and permanent trade is yours.

"Tasting" bottle with quotation (full ordinary size) on application to our Canadian Agents.

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

R. B. Seeton & Co., Halifax, N.S.
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MIDLAND VINEGAR CO., Ltd.

BIRMINGHAM AND LONDON, ENG.



One reason for the popularity of

Sterling Brand Pickles

is in their delicious flavor. These famous Canadian-made pickles are made from the best selected vegetables. They are "Best Sellers."

Order from your jobber or direct.

THE T.A. LYTLE CO., LTD.
Sterling Road, - Toronto, Can.

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

MASON'S O.K. SAUCE



Giant Bottle retails at 25 cents.
Secured profit 33 1/2%

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.

ESTABLISHED OVER 200 YEARS



LONDON, ENGLAND

IS THE BEST VINEGAR

MADE FROM FINEST MALT

Commands a Preference Over All Others.

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Agent for Quebec: J. Walter Snowden, 413 St. Paul St., Montreal

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WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS.

WRITE OUR AGENTS FOR PARTICULARS



THE CANADIAN GROCER.



In the eyes of the consumer all condensed milk cans look-alike.



It is in the contents of the tins that the careful grocer must look for qualities that will secure and hold his customers' confidence and trade.

Look to **BORDEN'S BRANDS**

Eagle Brand" Condensed Milk and "Peerless Brand" Evaporated Cream for the best qualities.

EVERY JOBBER SELLS THEM

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shalcross, Macauley & Co., Vancouver and Victoria, B.C.

BANNER BRAND CONDENSED MILK



We want a few more grocers in every town in Canada to know how much better our Condensed Milk is than any other brands. Write us NOW

John Malcolm & Son
ST. GEORGE, - - - - - ONTARIO

Imperial Evaporated Cream



Being made by experts in a sanitary factory located in the best dairying district in Canada, we feel justified in calling it perfect.

One trial convinces the housewife

The Canadian Condensing Co.
CHESTERVILLE, ONT.

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



Look at This Can

It represents the cleanest, richest and healthiest in the line of evaporated cream, and the brand is

CANADA FIRST

Sterilized by a secret process. Put up in air tight, sanitary cans. It is sure to satisfy your customers and strengthen your trade.

Manufactured by
AYLMER CONDENSED MILK CO., Limited
AYLMER, - ONTARIO

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 Raspberries, Black-
berries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

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

Write for Samples

Sanitary Can Company, Ltd.
Niagara Falls, . . . Ontario

DO YOU KNOW

That for 10 cents
you can supply your customers
with a quarter-pound
tin of

WHITE SWAN MUSTARD

which for
pungency and flavor

**IS UNEXCELLED
BY ANY HIGH CLASS MUSTARD
SOLD IN CANADA**

Shows you a profit of 33 $\frac{1}{3}$ %
and gives absolute satisfaction

Packed 4 doz. to the case

White Swan Spices and Cereals Limited
TORONTO



HOLBROOK'S Worcestershire SAUCE

HOLBROOKS LIMITED

CANADIAN BRANCH
40 Scott Street, Toronto
Canadian Manager, H. Gilbert Nobbs

MADE AND BOTTLED
IN ENGLAND.

TWO CENTS PER WORD

You can talk across the continent for two cents
per word in a Canadian Grocer Want Ad.

THE CANADIAN GROCER.

VINEGAR

We carry the **FINEST** qualities in Domestic and Imported

The Davidson & Hay Ltd., Wholesale Grocers **Toronto**

ST. LAWRENCE Granulated Sugar

20-lb. Cotton Bags

Convenient and attractive original packages, containing the highest grade of sugar.

No loss of sugar or waste of time filling and weighing packages.

Owing to the superior quality of this sugar, your customers will always be willing to pay a satisfactory price for these 20-lb. bags.

The ST. LAWRENCE
Sugar Refining Company, Limited
MONTREAL

Redpath

is

CANADA'S STANDARD

for

REFINED SUGAR

Manufactured by

The
Canada Sugar Refining Co.,
Limited
MONTREAL

PRINCE OF WALES PURE EXTRACTS POSSESS REGAL QUALITY

That is why they are so popular with the housewife.
They please the most fastidious.

Every flavor in 2 oz. 2½ oz. and 4 oz. bottles.

S. H. EWING & SONS, Montreal and Toronto

Grocers' Specialties

Coffee	Prunes
Tea	Raisins
Spices	Ev. Apples
Extracts	Ev. Peaches
Jams	Ev. Apricots
Jellies	Ev. Pears
Syrup	Starch
Molasses	Cereals

Ask for Quotations

The **John King Co., Ltd.**
FORT WILLIAM, ONT.



Experienced Buyers of Brooms

recognize the fact that the best is always the cheapest in the end, and this is particularly true at the present time. When you get the

Klondike, Jubilee & Sterling

you have the best that high-grade materials, skilled mechanics and an up-to-date factory can produce. Always uniform. Always the best.

STEVENS-HEPNER CO.
Limited

Port Elgin, Ontario

"Gentlemen, It's Quality!"

**The Best Trade in
Canada Know it
and Stock**



No other maple syrup is so delicately blended, having that new sap flavor just in from the bush.

Sugars & Cannerys Limited, - Montreal



Is this Box on Your Shelves?

Its contents have done more towards aiding the laborer, the mechanic, the business man and the housewife in keeping their hands clean than anything ever placed on the market.

SNAP Hand Cleaner

is a profitable line for the dealer to handle and no trouble for him to sell. The people demand **SNAP** and users ask for it again and again. They recognize its superiority and the live **Grocer** should recognize the urgency of supplying the need.

The Snap Company, Limited

Montreal, - Canada

Some Testimonials

To whom it may concern—

Chicago, Ill., Jan. 4th, 09.

Some time ago I tried the Kaiser Wax Pad and Iron Cleaner and was so pleased with the work it did, that I recommend it highly and advise every woman who wants to make her work easy, to try the Kaiser Wax Pad and Iron Cleaner and be convinced of its good work. Respectfully,

Mrs. T. Ohmen, Deputy Supreme Commander, L.O.T.M.

The Ancker Thiem Co., City;

Dear Sirs,—I have used the Kaiser Wax Pad and Iron Cleaner for some time and found it the best Flat Iron Cleaner and Waxer on the market.

Mrs. H. Martin, 108 Miller St., Chicago.

To whom it may concern—

Los Angeles, Cal., Feb. 2nd, 09.

I certainly think and know through its use that the Kaiser Wax Pad and Iron Cleaner is a great labor-saving device in Ironing, which every Modern Housewife who wants to make Ironing easy, should not be without it, on my part I would not part from the Kaiser Wax Pad and Iron Cleaner if it cost ten times as much.

Mrs. J. H. Suchery, 627 S. Gentryl Ave.

To the Ancker Thiem Co., Chicago, Ill.,

Norfolk, Va., Feb. 18th, 1909.

Dear Sirs,—I cheerfully recommend the Kaiser Wax Pad and Iron Cleaner to all women who have trouble with starch sticking to the Flat Irons—I am so pleased with it, that I would not be without it for any price—the result I get on Collars, Cuffs, etc., make me feel proud that I am now able to do exactly as high grade work with the glossy finish as any first-class Laundry is able to do I have no trouble now with laces, etc., sticking to the hot iron and burn.

Mrs. Sarah Landey.

Dear Sirs,—I always had a nervous dread of ironing day—until a friend of mine told me to get a Kaiser Wax Pad and Iron Cleaner, which I did, and since then I can do my Ironing in less than half the time with good results, and Ironing day is a day of pleasure for me now.

Mrs. N. Walsch, 980 W. 12th St., Chicago.

To all it may concern—

Chicago, Feb. 19th, 09.

I had a hard time to keep a girl on account of so much Ironing and the Irons sticking to the linen, until I bought a Kaiser Wax Pad and Iron Cleaner from my grocer. Now the girl does the Ironing with pleasure and in half the time.

Mrs. K. Wurtaugh, 345 May St.

To who this may interest—

Before with the Beeswax and Sand method I could not do my Ironing in a day. Now with the Kaiser Wax Pad and Iron Cleaner, which Waxes and Cleans the Iron with one stroke—and the iron slips so easy over the linen—I am able to do my regular Ironing in half a day. The results and the glossy finish make me smile every time I finish my Ironing.

Mrs. F. Hayland, 880 Springfield Ave., Chicago, Ill.

Manufactured by

The Ancker Thiem Co.

Chicago

U.S.A.



PATENT APPLIED FOR

Agents Canadiens:

HOWE, McINTYRE Co., 91-93 Place d'Youville, Montreal, Que.

W. L. MACKENZIE & CO., Winnipeg and Calgary.

G. C. WARREN, Regina.

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HOWARD BROS., Brantford, Ont.

W. S. CLAWSON & CO., St. John, N.B.

W. A. JAMES, Vancouver, C.A.

R. GRENIER & CIE, 130 Rue du Pont, Quebec.

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Tartan
BRAND

SIGN OF PURITY

Build up your trade with the Best Goods.

TARTAN Tea pays the retailer a handsome profit.

TARTAN Coffee, Spices and Extracts are guaranteed pure.

TARTAN Canned Fruits and Vegetables have the home flavor and are recommended by connoisseurs.

TARTAN Baking Powder, Baking Soda, Syrup, Salmon and Groceries build up your business.

Send us sample orders and see the magic change.

Phone **596**—specially reserved for Long Distance Calls.

BALFOUR, SMYE & CO.

Headquarters for all Fancy and Staple Groceries

HAMILTON, ONT.



JAMS and

JELLIES

The **E. D. Smith Brand** represents all that is best, purest and most natural in flavor.

THEY ARE THE ACME OF QUALITY.

AGENTS

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

Those Who Wish to Rent or Hire

stores or departments, sell or buy businesses or stocks, place or acquire accounts, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Advertisement Page of **THE CANADIAN GROCER**. It is the central office of the grocery, fruit, provision, canned goods and foodstuffs trade of Canada.

Free Trip to "Toronto National Exhibition"

and Return, with Six Admission Tickets thrown in for Good Measure.

To anyone, living in Canada, who sends us new, full-year, paid-in-advance subscriptions as per schedule below, will be furnished Free First-Class Railway, or Steamship, Transportation (as preferred) to Toronto and Return, over any Canadian Railway, or Steamboat Line, together with Six Regular Admission Tickets to the Toronto National Exhibition this fall. Tickets good during the Exhibition, subject to the regulations of the transportation company issuing them.

Begin now, and see how easy it is to earn this outing. Subscriptions may be sent in any time before July 15th next, but not later, as the remaining time before the fair is required to complete arrangements for traveling accommodation for those who respond to this offer.

There is no competition, or other element of chance or risk about this offer. The distance you reside from Toronto regulates the number of subscriptions you must send. When you have sent that number you may rest assured that our undertaking will be carried out to the letter. The regular railway time-tables will be used to determine the distance, which is to be calculated by the shortest passenger route. By consulting your railway time-table you will get this information, or we will supply it. Should you fail to secure the full number of subscriptions required, proper remuneration will be made by sending you, in lieu of the tickets, their pro rata equivalent in cash.

Notify us early of your intention to accept this offer; for convenience you may use the form below. This offer is open to ANYONE, whether a subscriber or not.

THE BUSY MAN'S MAGAZINE,
10 Front St. East.
Toronto, Ont.

Gentlemen:

I hereby accept your offer of "Free, First-Class Transportation to the Toronto National Exhibition and Return; together with Six Regular Admission Tickets to the Fair-Grounds," in consideration of which I will undertake to send you the number of new, full-year, paid-in-advance subscriptions to The Busy Man's Magazine, indicated by my X, on the schedule below. I reside no further from the city of Toronto than is indicated in the schedule opposite my X.

Miles from Toronto.	Number of subs.	Mark X	
25 to 50	3		Name _____
51 100	5		
101 150	7		Street _____
151 200	9		
201 250	11		Town _____
251 300	13		
301 350	15		Province _____
351 400	17		
401 450	19		My Ticket to be Via: _____
451 500	21		
501 600	23		Railway _____
601 700	25		
701 800	28		Boat Line _____
801 900	31		
901 1000	34		
1001 1100	37		
1101 1200	40		
1201 1300	43		
1301 1400	47		
1401 1500	50		
1501 1600	53		
1601 1700	56		
1701 1800	59		
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2001 2250	72		
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Write plainly; this will insure immediate acknowledgment of your communications and safe and prompt delivery of your tickets.

"The Busy Man's Magazine Policy is as Wide as this Great Dominion"

UNSOLICITED TESTIMONIALS

I consider The Busy Man's Magazine the best I have yet come in contact with.

HENRY WILSON, Toronto.

We have subscribed to many British and American magazines, but found none to equal yours as a Business or Busy Man's Magazine. The articles are so admirably selected that one can start at the first and read right through to the last page and enjoy superior reading all the way.

AULD & CO., South Dunedin, New Zealand

We would not like to miss the future copies of The Busy Man's Magazine.

INGERSOLL PACKING CO.

The Busy Man's Magazine is the best magazine I have had the pleasure of perusing. If my subscription should lapse, do not stop it; jar me up on remitting.

A. B. BURRETT, Amigari

It is pleasing to record that Canada can boast of such a publication, whereby the man, who can devote only a short time to reading each day, may become thoroughly conversant with all that the brightest minds are producing, and what the world's leaders of thought and research are doing, discovering or planning.

Such a publication is The Busy Man's Magazine, which is replete with the latest contribution of the world's centres in political and commercial affairs, science and invention, labor, business, industry, art, etc. The Busy Man's Magazine is a Canadian publication, and places before its readers the greatest amount of instruction and profit in the handiest form and most attractive manner. It indeed fills a long felt want. — Peterborough Daily Review.

The Busy Man's Magazine takes first position in my opinion. It has more interesting, concentrated, common-sense information in one issue than most periodicals have in a whole year.

C. C. NASH, D.D.S., Bath.

The articles in The Busy Man's Magazine are just what we want, short and so well written that a busy man can afford time to read them and feel benefitted for the short time given to each article.

WM. THOBURN, Almonte

The Busy Man's Magazine is the only publication that I keep a file of; in fact I have to, because practically every article in the various issues has been blue pencilled by me for future reference. You have certainly succeeded in obtaining all of the articles of value from the principle magazines of the world, and as a consequence I have not only been able to save a great deal of time by reading your magazine, but also a good deal of money. For instance, I had subscribed for 32 different publications. I now find that Busy Man's Magazine covers the gist of the majority of them.

C. EDGAR WOOD,
Sales Manager Dominion Cart-
ridge Company, Montreal.

The offer on the opposite page is the broadest one ever attempted by any publication in Canada. Only a magazine with unbounded faith in its merits, in the people and in the country, backed up by ample resources, could attempt such an offer as this. Without restrictions, anyone living in this wide Dominion, whether in Nova Scotia, British Columbia, or any other place between, can have this trip by First-class regular trains. "No special excursion crowding at second-class rates." These tickets will afford you every comfort that any first-class ticket will or can afford during the Exhibition.

The management of this trip is in the hands of a committee who will handle it carefully, liberally, and to the satisfaction of all who accept it. This great offer is made to popularize Busy Man's Magazine, and every detail will be carried out in a manner to insure this end.

Busy Man's is only two dollars per year; any Man, Woman, Boy or Girl can earn this trip at a very small tax on their time. Send in your acceptance and we will send you sample copy and order forms.

This announcement first appeared a few days ago; already we are receiving acceptances from all parts of Canada. Take this offer at its face value, accept it and win the trip. We'll help you and carry out the offer in its entirety.

Busy Man's is a high-class monthly, in which topics and events of immediate interest are ably treated.

It is easy to sell because it bears the imprint of worth on every point that counts in good magazines.

Read what others say of it, in the letters on the margin. Then make up your list of those you think should subscribe, and see them and others without delay. Don't forget the "others," sometimes they are the best.

The Busy Man's Magazine

Toronto - Canada

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 \$1,000) are allowed as one word.

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

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.

FOR SALE.

FOR SALE—Town, city, rights for preserving eggs. None better; fortune builder. Start this spring. W., care **GROCER**, Toronto. (16p)

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 Bay Street, Room 118, Toronto, Canada.

SITUATIONS WANTED.

PRESERVES, MARMALADES, CANNING—Manager with thorough practical knowledge is open for immediate engagement, thoroughly up in costs and general management. Box 303, **GROCER** office, Toronto.

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St. W., Montreal and 129 Bay St., Toronto.

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 specially written for **GROCCERS**—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.

THE **GROCCERS' MANUAL**—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S.W.

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.

AGENT WANTED.

WANTED—Manufacturer's agent or jobber in every large distributing center in Canada (where not already represented) to handle our full line of high grade Chocolates and Bon-Bons. Many other leading lines to offer to the right parties. When replying state lines you handle, connections and district covered. The Montreal Biscuit Company, Montreal. (18)

TRY A

Condensed Ad.

IN THE

Canadian Grocer

MISCELLANEOUS.

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.

AUSTRALIA CANADIAN MANUFACTURERS and Exporters—An experienced Canadian salesman of exceptional ability, about to locate in the commercial centre of Australia, will handle and introduce manufacturers' and exporters' products on their own terms. What have you to offer? Address Salesman, care CANADIAN GROCER, Toronto. (12p)

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.

7,217—National Cash Registers were sold during May, 1908. That's more than were sold during May, 1907. The National Cash Register Company, F. E. Mutton, Canadian Manager, corner Yonge street and Wilton avenue, Toronto.

NOTICE—Users of Pitner Gasoline Lamps are warned against being induced to purchase parts of other makes of lamps to be used on the Pitner. The most vital part of any lamp is its generator, and the Pitner generator has been granted a patent in Canada, the United States and other countries, on the principle of its improved method of generating gasoline vapour. Supplies and parts for the Pitner Lamps can be received by return mail by applying to our representatives or direct to the Pitner Lighting Co., Limited 36-38 Lombard St., Toronto, Ont.

MAPLE SUGAR—Cakes or tins. Written guarantee of purity. Woodman & McKee, Coaticook, Que. (19p)

THE WALES VISIBLE ADDING AND LISTING MACHINE is superior to any other machine for these reasons, among others:—Visible Printing, Flexible Keyboard, Column Space Bar, Automatic Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere pressure of a key to add without listing or list without adding. 30 days free trial to responsible people. Write us for free illustrated catalogue. Adder Machine Company, Wilkesbarre, Pa.

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

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, "Diamond" Codes—"A B C," fifth edition, Riverside and Adams.

DAVID SCOTT & CO.

Established 1878. 10 North John St. LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of **CANNED GOODS**. T. A.—Scottish, Liverpool.

TRAVELING SALESMEN

EARN BIG SALARIES

From \$1,000 to \$10,000 a year and expenses. If you want to enter the easiest, best paid profession in the world, our free catalogue "A Knight of the Grip" will show you how. We place hundreds of our graduates in good positions with the best firms all over the United States and Canada. Write (or call) for particulars today. Address Dept. 287 National Salesman's Training Association Chicago, Kansas City, New York, Minneapolis, San Francisco. Write nearest office.

Tea Blending for Retailers

An Expert, writing in The Tea & Coffee Trade Journal, "The Blue Book of the Trade," says:—

There is hardly a dealer who has not experienced the difficulty of maintaining the uniformity of his tea supplies and who does not have frequent occasion to bemoan the fact that he is unable to match his standards exactly. He has to undergo the mortification of frequent complaint and is often obliged to see some regular customer leave his counter in search of satisfaction elsewhere.

An expert blend of tea of a given grade approaches far nearer the ideal of what a perfect beverage should be than any straight tea of the same grade, and the object of blending is not, as many people imagine, to reduce the quality or to disguise inferior teas, but to obtain a flavor that is better and more desirable than that yielded by a single variety. Experienced tea planters will tell you that it is almost impossible to reproduce a tea exactly from even the same plants, and by the aid of identically the same machinery and processes. So many factors enter into the gathering, treatment and marketing of the leaf that before finally reaching the consumer the constantly varying conditions have

to be discounted and offset by the aid of the science of blending.

There are as many shades of quality and character in tea as in the colors of the spectrum, and it is as much a work of art to combine and harmonize the former by means of the scientific blend as it is for the successful painter to be able to grind his pigments so as to produce a harmonious color scheme.

A perfect blend of tea is the mingling of tea characteristics having an affinity for each other, so that they will pass imperceptibly into one another and unite so harmoniously that there shall be no appreciable line of division and that the qualities so combined cannot easily be separated. How different, therefore, is a blend to a mere mixture? A mixture is generally an incongruity and a clashing of ill-assorted constituents, while a blend is the very opposite. It is this haphazard practice of "mixing" teas and the confusion of the terms "mixing" and "blending" that has led to the popular misconceptions of the subject and has retarded the adoption and practice of the true art of blending.

Estabrooks' blended teas in bulk are the result of scientific blending of teas by the most capable experts in the business, men who have spent their lives blending and testing teas.

The smooth, even combination of strength and flavor excels any straight tea at the price and besides they are guaranteed always uniform in quality. You can order them by number or letter and be absolutely sure of getting an exact match for the previous shipment.

You will find it to your advantage to try a chest of Estabrooks' blended teas in bulk, when next you buy, if you are not already handling them. They are packed in chests and half-chests, black, green and mixed, at all prices. Write to-day for trial order or for prices and samples.

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

T. H. ESTABROOKS

St. John, N.B.

Canned Goods—"Soleil Brand"

We are now taking orders for **Canned Vegetables and Fruits** of the "**Soleil Brand**" for the 1909 crop.

Our Travellers are now on the road with price lists. Do not give your orders before seeing them. We have on hand a complete variety of all "**Soleil Brand Canned Vegetables and Fruits**, 1908 crop. We invite you to buy now all you need for your requirements until the new crop is ready. We will sell you for immediate delivery or for shipment at the opening of navigation so that you may not miss a sale of these goods by being short of them.

"Soleil" Brand Canned Goods are the best in regard to quality, prices and attractiveness of packages.

Canadian Canned Goods

We carry a full and very complete assortment of Canadian Canned Goods to offer for immediate delivery or at opening of navigation; also all kinds of Dried Fruits, Nuts, Etc.

TEAS

Notwithstanding the large shipments of teas from Canada to cover the deficiency in the United States supply, and the increase from 2c to 5c per lb. in prices, we have decided to maintain our prices at the same level, which is lower than that of any competitor.

We have the largest and best assorted stock of Teas in all lines of **Japan, Siftings, Fannings, Ceylon Green, Young Hyson, Gunpowders, and Black Teas**, and we are able to supply all the requirements of the trade.

We specially recommend the teas of "Princess Louise" and "Victoria" brands as unrivalled qualities for the money. We pay the freight on quantities of 200 lbs. or over in assorted lots or otherwise. **We defy any competition as to prices.**

We will supply samples with pleasure. Ask for them.

Molasses

We are now taking orders for the new crop to be delivered in May and June next. The prices for this new crop are below those ruling at present. Do not place your orders before you see our travellers.

For all information, prices, etc., write, phone or wire at our expense.

Laporte, Martin & Co., Ltd.

Wholesale Groceries, Wines and Liquors

Montreal

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Cox, J. A

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Davidson
Dawson
Dignard
Domingo
Don Sto

YOU KNOW WHAT IT MEANS

**To Keep a Large Stable of Horses, and Work for Only One of Them.
The Rest Soon Eat their Heads Off.**

The grocer who handles Bulk Teas is in the same position as the owner of the large stable. He carries far more tea in stock than his trade demands. He is selling some, to be sure, but his interest and insurance account, and the deterioration which sets in with age in all kinds of tea, just about eats up the profit he makes. Is it not a very much more sensible idea to carry a well assorted stock of

"SALADA"

packed as it is in lead packets, for which there is an active and ever increasing demand. You are then in the position of the man who has a pair of horses and plenty of profitable work for them.

**This is the position you are in if you handle
"SALADA" and "SALADA" only.**

"SALADA" Tea Co., Toronto and Montreal

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Plea for Better Trade Relations With West Indies

In these later years when the struggle of commercialism has rolled back the horizon to include most every nook and corner of the civilized and uncivilized world, probably no country has been so sharply drawn into the limelight of the world's attention as Cuba. Other than knowing that from here came the world's best cigars, most of us were content in the knowledge that Cuba geographically was in the south, and agriculturally was a seething hotbed of revolution. But while in the latter instance our impression was correct a few years ago, Cuba to-day has emerged from her period of suffering and war, and now offers to the business man, to the settler, to the investor and to the prospector the greatest possible inducement to come and develop.

Cuba is a larger country than would be imagined. Not unlike Italy in shape the total distance from one end to the other is over 700 miles, while the width is only forty-eight miles across from Havana. Her population, of which Havana and Santiago together comprise nearly a quarter, is something over 2,000,000.

I took the train from Santiago to go to Havana, a distance of 540 miles. The Cuban Railroad Co., which operates this line, furnish almost as satisfactory a service as can be found anywhere at home. With the exception of dining cars, luxury, including first-class observation cars, Pullmans and good road-bed, is complete. The trip occupying about twenty-six hours, of which about four are wasted in stops, is delightful to one from a northern country, in the complete diversion it offers from what one is accustomed to see in the north.

Plateau Like Our Prairie.

Cuba is of peculiar formation. Its low lands are comparatively very limited. An immense flat plateau stretches its unbroken length from one end of the island to the other. Although at an altitude of many hundred feet above the ocean level, this plateau is not unlike our Western prairie land. The country for the greatest part is a wasted land but not a barren waste. Indeed, the luxuriance of its tropical vegetation is very potent.

The stations, around which are a few palm-roofed shanties, are far apart and in between, the stretches of dark forest or rich grass on the wasted plain are wonderful. Trees with giant limbs like the oak stretch for miles, interspersed with royal palms, cocoanut trees, bamboos, palm bushes and ferns, so thick that it would be impossible to pass through them. And trying to force a passage would be further obstructed by thick vines which creep everywhere, even to the tops of the highest trees. Low flowering bushes with thick dark grass complete the impossibility. The

Impressions Gained From a Trip of Member of the Campbell Milling Co., West Toronto, to the Sunny Island of Cuba—The Possibilities of Future of the Vast Plateau—Immense Cigar Factory at Havana—Thinks Canadian Government Should Aid in Promoting Trade with British Islands.

By D. A. CAMPBELL.

whole is a tangled, warped, overgrown mass, struggling for the survival of the fittest.

Orange and Pineapple Patches.

In isolated spots between, the settler has come in, and his work in clearing the land is a herculean task. But when the clearing is accomplished, a rich clay soil is exposed, and soon the chaos and waste of virgin nature resolves itself into serrated orange groves or patches of pineapple, or perhaps in the grazing country herds of cattle browse in nutritious fields. From chaos comes order, and from profligate waste, reward for enterprise.

No one can foretell the future of this vast stretch of table-land that has lain through the centuries high, dry and wasted in the summer sun. Of course, in spots the rock runs to the surface, or perhaps the soil covering the rock is too thin in places to properly sustain cultivated vegetation. But no pot of honey is without its fly, and no land is so rich as to boast of unqualified fertility. And I say that seeing the wonderfully rich natural vegetation on this thinly populated island, it would take a virulent optimist to foretell the development of, say, twenty-five years of unremitting colonization.

Land Must Be Cultivated.

Like the awakening of most virgin countries, Cuba has, and is, suffering some setbacks. American and Canadian speculators have in this case been the instruments, and Cuba's reputation is sustaining a reverse. A colony of American settlers came to land in La Gloria on the northern side of the island, and their success has not been as imminent as was expected from the prospectuses issued by the land speculators who foisted their shark land on the individuals comprising the colony.

But, despite the dissatisfaction of some few, the very fact that the speculation was under way, evidences, even if in a small way the coming value of Cuba. And then again, most of the colonists were derelicts in health from nature's stormy blast in the north, who came south enthused by the tales of balmy sunny days in a palmy island,

where nature heaped her rich blessings on them while they sat under a bamboo tree eating pineapple fritters. But not so with nature here, or anywhere else. The land must be cleared, and that is hard work. Then the settler must cultivate and prepare the soil, and plant, and sow, and work, and then, and not till then, will nature smile and do the rest.

The climate is delightful on this high plateau. The dry season and the wet season come and go with nature's usual precision. The wet season is not disagreeable nor unhealthy in the highlands nor is the dry season without its comforts, for the nights are cool, and the breeze fresh from the ocean plays in the rustling palms, or sweeps the waving grass, thus ameliorating the sun's hot rays.

Poor Prospects from Cuban Rule.

Railways cover the island, or are being built as the settlers need them, while steamboats ply the shores from end to end. And despite the dissatisfaction of the few, the country during the present invasion of the Americans is going ahead rapidly. But alas, the American troops are leaving now, the assurance of American institutions is disappearing with the evacuation of her soldiers, and probably under Cuban self rule, the country will sleep herself back to oblivion. I was talking to a man on the train, who, while realizing the untold possibilities of the country, wept at the prospect of Cuban rule, and he told me of one instance which exemplified the progress of the few years of American rule. He bought four thousand acres of land in the heart of Cuba for thirty thousand dollars, and to-day he said, and not boastfully, that the same land was worth fully two hundred thousand dollars, and not through speculation, for he has planted and raised oranges and pineapples on the land, and he says he knows its value.

The Americans stepped in and in a few short years made the Cubans adopt hygienic methods of sanitation in their cities, thereby making them habitable and beautiful instead of being pest holes for the ravages of dirty diseases. They also built the railways, started the steamers, built highways, framed the fiscal laws, maintained peace and order where was brigandry and robbery, and in untold ways put the country on her feet.

In Havana, the Capital.

Havana is reached at last after the long ride through the interior, and here I spent nearly a week. I had the pleasure of being shown through Bock & Co.'s cigar and cigarette factories, where 80,000 cigars and over a thousand miles of cigarettes are turned out weekly, giving employment to over twenty-five hundred people. To give a more comprehensive idea of the magnitude of this great industry in Havana, I might say that the big sum of one thousand two hundred and fifty dollars a day is paid in revenue stamps on the

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Goods to be Displayed During the Month of April

**Housecleaning Preparations and Utensils Now Required —
Maple Products, Canned Goods, Confections and Seeds Among
the Other Necessaries Called for by the Purchasing Public—
Suggestions for Window and Interior Displays.**

April is the month of sunny days, the great changing month of the year. It marks the end of extreme cold, and heralds the approach of warm weather.

It may be called the alteration month, par excellence, of the year. The housewife usually does her spring cleaning some time during this month; she puts out of sight many things suggestive of winter, and replaces them with more summery things. Double doors and double windows are taken off, the lawn mowers are dug out of the garret and given a preliminary run and put in order. Gas stoves begin to come in for some attention instead of the kitchen range which has served the double function of a heat producer and cooker during the winter months.

Change in Displays.

When all these facts are taken into consideration, it is necessary for the wide awake grocer to take advantage of the prevailing convergence of affairs, and suit his stock and displays to the requirements. In so doing he must strive to keep his stock reasonable and force this fact upon the public's attention. Since April is the house cleaning month, all sorts of tools required in this semi-annual upheaval of the home will be required by the housekeeper. A window display of them can be arranged. Don't make the mistake of thinking that striking displays cannot be made, with these apparently homely materials. Originality and taste will overcome this difficulty. If one of the clerks show special talent along these lines, give him an opportunity to develop these traits and encourage him. Many a business has been made larger, owing to the creative ability of one of the employes.

Begin at Your Own Store.

Just here, however, it might be well to point out a mistake which might be easily made. Don't suggest housecleaning to others unless your own store is clean, and has had its spring ransacking, otherwise the strongest arguments along these lines lose their force. People will think that the grocer is strong on advice to others, but evidently is insincere as he cannot profit by it himself. Too much stress cannot be laid upon this, as women who are largely the grocers' customers, are very susceptible to appearances. It is a trained sub-consciousness with them. They know, more by instinct than observation, whether a store is clean or not. When their prejudices are once aroused they are irretrievable. Tradesmen know only too well that they love well, and hate in a like way.

Maple Products Seasonable.

A nice display of maple goods is always seasonable and attractive at this time of the year. Maple products are put up now in attractive packages, and can be displayed to good advantage. If the goods are pure have a card saying so; if compound do likewise. Avoid giving people a wrong impression or selling goods under false pretences.

Dried fruits are being used largely at this time of the year, also canned goods. A series of boxes of the former can be opened and placed at the most effective angle, in the window, bearing cards, stating the price. A large card neatly printed can be placed above these with something like this on it: "Fresh Fruits are expensive at this season—Try some of our dried fruits."

A man with originality can make all sorts of attractive windows with canned goods. Their brilliant labels make them specially adaptable to this sort of thing. Flags, names, designs, etc., can be worked with them in the form of bed displays. An enterprising dealer some time ago, reproduced in miniature, a Norman castle, and on the towers he had small flags, with the name of the brand on it. Innumerable are the uses to which they can be put with the aid of a little creative ability.

April is a good month to paint the outside of the store. The dust of the street, which is such a great consideration in an operation of this kind, does not enter into the problem, so largely in this month as it will later. April is a good month to begin active operations in any contemplated additions on new buildings. The days are getting longer, so that workmen can do their full day's work, and can also work in comfort outside.

What about new customers? In April and May people begin to think of greener pastures, and in a few cases actually move to the country. It is a good plan to put in operation any campaign for securing new trade before they leave.

Once people get in the habit of coming to a certain store or ordering from a certain store, so long as they are well treated they will invariably patronize it when they return in the autumn.

See to Confectionery.

The confectionery department is one which requires more attention during this month than some others. Candies are in good demand. It may be called the sweetmeat season. Some grocers carry candies in a perfunctory way, so as to be like others. They think confectionery is necessary to complete their equipment of stock. So it is, but it is more. They are a source of proportionately greater revenue than many of the time honored lines indispensable to a grocery store. Candy is a luxury and delicacy, consequently it should be taken care of very carefully. Make the surroundings as tempting as the candy. When these two essentials go hand in hand, the results will be gratifying to a large degree.

In April, people are beginning to think of their garden plots. The grocer should anticipate these leanings, and have his seeds on display. Most seed dealers send very attractive advertising matter with their products which can be used to advantage. They brighten the store up and make people think of the approaching summer, which is just what you want them to do.

cigarette boxes. Then I went through the huge sugar mill at Providencia, where one thousand bags of unrefined sugar are manufactured daily for shipment to the refineries in the States.

Canadian Capital Invested.

But what struck me most forcibly in Havana was the aggressiveness of American institutions already flourishing in this city. Quick to realize the boundless commercial possibilities of this coming country, the Americans during their period of control so framed the fiscal laws as to give great preference to the products of their home industries. But while they largely control the visible evidences of prosperity, they are not alone in sharing all of it. Canadian capital is invested in railways, steamboat lines, ranches, fruit farms and sugar mills, and one Canadian Bank has eleven branches in Cuba (The Royal Bank of Canada) and were offered, I was told, over \$1,000,000.00 for their goodwill alone in Cuba.

But while viewing the golden prosperity the United States are enjoying commercially in Cuba, it struck me that just as they through aggressive persistence have carved out for themselves this wonderful market for the output of their factories, so we Canadians could and should do something at once to build up and enhance our interests in the other West India Islands, where we have already some prestige through being sister colonies in the great British Empire. Nearly everything we manufacture in Canada would find a market in the British West Indies, while the fruit, sugar, tobacco, spices and many other products of these rich islands would readily be purchased in Canada.

Whether the fault lies with our own Canadian Government, or with the Island Governments themselves, I do not know, but surely the opportunity is ripe for a reciprocal trade arrangement. For in speaking to representative business men in Nassau (Bahamas), where I visited after leaving Cuba, I gathered that they were willing and waiting for some such measure.

Let me complete this article with a request that the "Canadian Grocer," than whom a more fitting advocate could not be found, assiduously pursue this question and endeavor to awaken our Department of Trade and Commerce to a realization of our opportunity to duplicate the Americans commercial conquest of Cuba.

NEW CANNING COMPANY.

A new company, the Eastern Canning Company, is now doing business in Port Canada, N.B., having engaged in the packing of sardines. The company possesses a large, modern and sanitary factory, complete in every respect, even to the making of their own tins on the spot. While they will devote their chief attention to the production of sardines, the concern will also pack other sea foods, and will endeavor to supply the trade in all parts of Canada. Their sardines are appearing on the market under the brand Balaklava. C. A. Chouillou & Co., Montreal, are agents for the concern in that city, while Green & Co. look after their interests in Toronto.

The Canadian Grocer

Established 1886

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN PRESIDENT

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GOOD WISHES FOR THE FUTURE.

The Canadian Grocer wishes all its readers a happy Easter time. The season which recalls to mind the most important episode in the Christian era has once more rolled around and with it the assurance of the beginning of spring and the revival of trade. The Easter season marks one of the important mile-posts in the cycle of the business year and merchants should make the best of it. They have greater reason this Easter to look forward to a return of those buoyant trade conditions which existed a few years ago.

That this will be so we have the assurance of the manufacturers, who, probably better than any others, are able to gauge the pulse of business. The advances made in the customs receipts in March over the same month of the past year in many towns and cities throughout the Dominion is another evidence of the passing of the depression and the advent of better times.

It is therefore the duty of every merchant to aid in the coming of these better times by instilling in those with whom they come in contact the spirit of enthusiasm and optimism that they may forget the past and live within the present.

HOW TO BOOM YOUR TOWN.

Editorials and double-headed articles have been appearing recently in a number of the newspapers setting forth the slogan of "boom our town." This is a splendid idea. But the merchants must remember that it is chiefly up to them to do the booming of their home towns. They have got to see that the

business of their community is done with them and not from mail order houses a hundred or two hundred miles away; and the best method of keeping the trade where it should belong is by advertising in the home newspaper.

All this talk of booming business will be of little avail unless the merchants realize the responsibility placed on them and in order that they may be instrumental in accelerating prominence to their city, town or village they must advertise themselves and see that the money is spent in the community in which it is earned. Otherwise trade is bound to recede, population to decrease and a "dead" place is the ultimate result.

MAPLE SYRUP SEASON OPENS.

The weather has become favorable to a good flow of sap, and sugaring operations have commenced in earnest in Quebec. Some of the leading grocery stores in Montreal are showing genuine maple sugar, and syrup of this season's make. A resident of the Eastern Townships stated that the prospects for a good season are bright. Very frequently when the season opens too early, a protracted run, with serious interruptions, impairs the quality of the make very much. The season, when the proper weather conditions prevail rarely lasts more than one month or five weeks at the longest. The maple for a long time, in common with other Canadian trees, was sacrificed indiscriminately for lumber and various other commercial purposes. The increasing value however, of this tree as a yearly revenue producer, is securing for it a large degree of immunity from the encroachments of the lumberman.

THE LAND OF CUBA.

The Grocer desires to call the attention of its readers to the article in this week's issue written by D. A. Campbell, of the Campbell Milling Co., West Toronto, on his impressions from a trip through the island of Cuba. He lucidly leads one through the luxuriant vegetation, the orange groves and the pineapple patches and tells of the enormity of the cigar industry in the Cuban capital from where comes the world-famed fragrant weed.

Later in his story he points out the foot-hold the United States have on the trade throughout the island and advocates that Canada follow in the steps of the country to the south by promoting better trade relations between the Dominion and the British West Indies. He claims that nearly everything we manufacture here would find ready markets in the British possessions among

the group and that Canada could easily reciprocate by purchasing the cigars, tobaccos, fruit, sugar and spices that make these tropical islands known throughout the world.

The story is one that gives a great amount of information, is written in a most facile style and it should be carefully read by everyone connected with the trade.

CANNED GOODS SITUATION.

The season of 1906 was the banner one for canned goods in Canada. Business in all lines during that year was at its best and since that time it seems to have receded somewhat. This condition of affairs, however, is not expected to continue for any length of time as the large canners anticipate a good season in 1909. The pack in 1908 was something under ten per cent. greater than during the previous year so far as one large canning concern was concerned, but while the sales are governed to a great extent by the pack, yet the pack is not necessarily governed by the sales.

Until the autumn of 1907 sales continued to be good from the season before but in 1908 they were less than in either the two years preceding.

In referring to the outlook one large canning company said: "We look forward to a better business this year than last as far as the volume of business goes, but we are afraid that it will be a few years yet before we catch up to 1906 again."

Wholesale dealers and brokers in Toronto say that there is a shortage in peas and that there will possibly be a shortage in corn. Their impressions seem to be that the canned goods pack of 1908 will be pretty well cleaned up before the new goods are manufactured and placed on the market.

GROCERS SHOULD SELL FLOWERS.

On many occasions in the past The Grocer has advocated the carrying of flowers by the retail grocers, and our advice has been taken by a large number. Usually such arrangements can be made with florists whereby it is impossible for the grocers to lose money, as will be observed from correspondence from St. Catharines appearing in this week's issue.

It is there pointed out that two merchants have begun the sale of flowers and that so far the investment—if it can be called an investment—has proved profitable. These firms simply give space for the flowers in their stores and

obtain a commission of fifteen per cent. on the sales made. No loss from unsold stock is occasioned because the florist agrees to take back all unsaleable goods.

Besides being profitable the carrying of flowers becomes another asset. The additional attractiveness lent to a store in which some handsome flowers are kept is a positive force towards the popularity of that store even if none of them are sold. Only a few of the patrons of a grocer ever enter the store of a florist so that the former has probably ten opportunities to make flower sales to the one of the florist.

THE CURED MEAT TRADE.

It is interesting to note the changes that have occurred in the hog situation during the past few years and to reflect upon the causes of these changes. It is not very long ago since the English market absolutely governed our prices here, but the rapid increase of our population and the fact that other countries are supplying England with a good deal of bacon has changed the aspect of things.

The prices of cured meats in England during the past winter have been lower than prices here so that there was little occasion for an export trade. Canadian demand has been good, with the supply scarcely sufficient. The fact seems to be that with the prevailing high price of hogs during the past year, the packers have not gone into the industry as extensively as they might have done. Prices of cured meats are therefore high and apparently too high to meet the competition from other countries into Britain.

Considering these conditions, and especially the development of the home market for cured meats it might be well if the Government paid more attention to the trade in Canada. While we are lax in our export trade, nevertheless, the home market is the more important and we should give it the preference.

GIVE TRAVELERS A HEARING.

"My desk is right here in a big open office," said a leading stove manufacturer of Toronto to our representative the other day.

"You may wonder at this, but it has many advantages. I can easily see every one coming into this establishment, and am, therefore, in a position to know if they are getting prompt, polite and proper attention. Every move in the place is under my scrutiny, and the only inconvenience is that there is considerable noise at times owing to so many clerks

and typewriters in the office, but one gets used to the buzz. We have only two private or walled-in offices in the whole factory. One is for the auditor and there is another for any one who desires to discuss some private matter. Heads of departments complain at times that they are placed in too open and exposed a position. Now I tell them it is their duty to meet all people who wish to see them and treat them courteously. I do not believe in dodging anybody and resorting to all kinds of subterfuges to get rid of undesirable callers. All traveling representatives and others are accorded a friendly welcome and one remarked to me a few days ago: 'Well, I always like to come and see you. I get a kind greeting even if you do not give me an order. I wish that I could say the same of everybody on whom I call.'"

When one of the heads of this firm expressed a desire for a more private office the other day I promptly told him it was his duty to meet everyone who had any business to transact with him. I brought the lesson home by remarking that we ourselves had twelve or fifteen travelers on the road and he should treat others in the same way as we like to have our own representatives treated. This made the point, and the application of my remarks clear, and he added: "I see things differently now. I certainly would not like to have our own men accorded a gruff, indifferent reception or to be kept waiting an unnecessary length of time on some flimsy excuse."

"I want to tell you," continued the speaker, "that I spent several years on the road and I have at times gone many miles to call on a hardwareman, and then, perhaps, he would not see me or else would give me a churlish reply, intimating by act, if not by word, that my call was not welcomed and the sooner that I took my departure the better pleased he would be. Now, here is a point which I wish The Canadian Grocer would impress upon its subscribers, and it is this, the man who refrains from or neglects seeing a traveler, probably thinking he is saving time, that he has stock enough already or business is too slow to place further orders, is making a grave mistake. The traveler is his best friend, whether he is a customer of the firm or not, and can often give him pointers which are valuable and timely on the way the market on certain classes of goods is shaping, whether there is going to be an advance in price, whether anything new is coming out,

and how the future appears generally. The traveler is the best barometer of business and probable changes in prices, and unless the merchant places himself in the closest contact with all avenues of information in his particular line, he is bound to lose money and some other man in the trade not so short-sighted will reap the benefit. It is a narrow, selfish policy for any up-to-date business man to refuse to see a traveler even if he does not require anything. He can often pick up valuable information and trade pointers which will repay him many times over for the few minutes taken up in conversation or in looking over samples, and inquiring prices."

THE VALUE OF ENTHUSIASM.

If there is any one quality we need in order to sustain ourselves at the top notch of business efficiency, it is enthusiasm.

You may know your business thoroughly, you may have everything your own way, but if you lack enthusiasm you lack the one thing that makes for progress.

Enthusiasm keeps a man plugging away at his job when others would quit. It keeps him going at full speed when croakers say that he hasn't a ghost of a chance to make good. It turns defeat into victory when the battle has gone against you. Enthusiasm characterizes the man who never knows when he is licked.

Keep at it, and don't get discouraged. Nothing worth while in this world comes easy, but enthusiasm will land you where you want to be, if you keep hammering away until you get what you want.

BUSINESS MAXIMS.

By Plato, Jr.

¶ It is as easy to go through the eye of a needle as to get credit on a bad reputation.

¶ Business men who always have their eyes open for new ideas never tumble into ruts.

¶ A daylight bill that would let sunshine into dark and musty stores would be an excellent thing.

¶ Merchants who are more anxious to shine in society than in their trade societies are not shedding light where it will do most good.

¶ Merchants who have not time to read their trade paper have not time to think; and an unthinking merchant is like an ox team to a span of trotting horses.

Some Interesting Ontario Grocery Correspondence

London Wholesalers Predict Good Year — Maple Syrup Appears on Many of the Country Town Markets—Chatham Merchants to Organize Debt-Collecting System — Half-Holiday Question at Guelph.

LONDON.

April 7.—Wholesale trade gives pronounced evidence of improvement, while retailers, both in the city and surrounding country, have a similar story to tell. Brokers report sugars very firm. Advances, they say, in raws in England, are affecting the United States markets. Teas keep very high. If the expected duty on teas fails to go through there may be some "sore" Canadians—i.e., those who sold out all their spot teas to United States buyers. Prices of all staples are firm.

In an interview Col. A. M. Smith, of A. M. Smith & Co., wholesale grocers, said, "Business is good throughout the whole of western Ontario. Orders are coming in well, and collections are in fine shape." T. B. Escott said, "Trade has been quiet since the new year, but there is a noticeable improvement, and we are looking for a good season, as indications point that way." C. R. Somerville reports business fully as good as it was a year ago and that was good. A. E. Silverwood, manager of Flavels Limited, said, "The shipping season in the West has opened earlier this year than we have ever known it to. Last week we sent a carload of eggs to the western markets. As a rule, we do not begin shipping eggs until the end of April. There is a big demand in the western markets for butter, eggs, cheese and poultry, and reports from all our shipping points are of the most encouraging nature."

Maple syrup was plentiful on the market Saturday at prices ranging from \$1.10 to \$1.25 per gallon. Despite the heavy roads and stormy weather a fair market was in evidence. Eggs continue at a purchasable price, 18 and 19 cents buying the best. Butter remains at 25 and 26 cents a pound.

T. A. Rowat & Co., have removed to their new premises, 250 Dundas Street, and now have one of the finest, best-stocked and most attractive grocery stores in London.

The Canadian Packing Co. will not rebuild their burned factory here nor will they go to Chatham. The mayor and Manager Rechnitzer had a conference a day or two ago, after which his worship gave out the following statement: "Mr. Rechnitzer told me that the company were not going to rebuild their plant in Chatham, or London, or anywhere else for the time being. Mr. Wragge, one of the English directors, has been in the city for some time looking over the situation with Mr. Rechnitzer, and they have come to the conclusion that it would be unwise to rebuild now. The reasons given are that the price of hogs is too high, and that the farmers are not raising enough of

them at a reasonable price to admit of exporting the finished product at a profit. Under the present conditions of the market, they considered it unwise to build a plant worth \$250,000." The company seeks an exclusive franchise to establish an abattoir here, but the council claims it has no power to grant such.

The employees of D. S. Perrin & Co. have organized a baseball club, with these officers: T. McFarland, honorary president; Wm. Evans, president; J. McCormick, manager; A. Gregory, captain; F. Clarke, secretary; J. Saunders, treasurer; J. Orr, mascot. The team challenge any wholesale team in London.

At Monday night's meeting of the city council a petition from the Retail Grocers' Association, asking that tea peddlers be required to pay either a peddlers' license of \$30 or a business tax, was referred to the license committee.

J. D. Tytler, broker, has been seriously ill for over two weeks, but is now reported on the mend.

The following changes in the grocery business are announced: J. Bloomfield, corner Kent and Richmond Sts., has sold to a Mr. Lackey formerly with the C.P.R.; Wm. M. Griffin, corner Picadilly and Maitland Sts., has disposed of his business to Mr. Willis, until recently in the insurance business, and G. S. Brock's store will hereafter be conducted by W. Humphries.

CHATHAM.

April 7.—Considerable ice has been imported by boat and rail from other districts, in an effort to meet the situation resulting from the complete ice famine of the past winter. C. E. Lister, of the Maple City Creamery, has brought in a great deal by boat, this being the first boat load of ice to arrive in Chatham for from 20 to 25 years. The prospect is that prices to the general public will be doubled this summer.

G. Jewell, formerly of this city has started a meat business in Windsor.

The market question is to the fore again, this time in the Legislature at Toronto. It will be remembered that, while the civic by-laws in times past have been effective in excluding grocers and other retailers from buying on the market before 10 o'clock, the local magistrate has refused to convict wholesale buyers under the same by-law, holding that the statute did not specifically authorize their exclusion, merely specifying "grocers, butchers, hucksters and runners." As a result, G. W. Sulman, M.P.P., has brought a bill before the Legislature adding the name "wholesaler" to the list. The bill

has been recommended by the municipal committee. It is alleged that the buyers to whom most objection has been taken are those who come from Detroit. Local grocers have in the past been divided on the question of the 10 o'clock restriction; but they think that, if they are excluded, the restriction should be made general.

N. M. Blackburn, who recently left for a holiday trip to Detroit, has, it is reported, accepted a position there. Mr. Blackburn was for 20 years with John McCorvie's staff.

Thos. O'Brien, for some time past associated with the cigar manufacturing business of O'Brien Bros., here, is leaving for Winnipeg, where he will on April 15 take a position with a wholesale tobacco firm.

Tunis W. Roach, until recently a member of E. R. Snook's grocery staff, passed away very suddenly recently, death being due to heart disease. Mr. Roach was in his 54th year, and leaves a wife and family. He was well known as a lover of horses. The funeral on Sunday was largely attended.

Richard Reaume, 72 St. Clair Street, has entered the ranks of the advertising grocers, and is making some attractive announcements through the local press. A year or more ago there were only three or four regular advertisers among the fifty or more local grocers. Since then advertising has gained in popularity, especially among grocers off the main street.

The city board of trade, at a well-attended meeting last week, unanimously decided to petition the Dominion Government in favor of an extension of the present tariff privileges to beet sugar manufacturers, permitting them to import a preferential rate raw sugar for refining purposes, in the proportion of two pounds for every one pound manufactured from Canadian-grown beets. The importance of the beet industry to this section was strongly felt. It was announced at the meeting that a Michigan beet sugar factory had practically decided to locate in Chatham in the near future. A matter of considerable importance was that of rural telephone connections with the adjoining county. It was decided to appoint a committee to call a conference of representatives of the adjoining townships, with a view to encouraging the building of rural lines centering in Chatham. A Blenheim rural line comes within four miles of Chatham, and farmers, while able to telephone to Blenheim merchants, 12 miles distant, free of charge, they must pay toll to reach their natural market in Chatham. The disadvantage under which Chatham merchants labor is obvious.

The debt collection proposition discussed at the last meeting of the retail merchants is reported to be progressing favorably in the hands of the special committee, comprising Messrs. Cunningham, Hodges and Poile. Mr. Cunningham's view at the last meeting was that, instead of making the scheme a two months' experiment as proposed by Mr.

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Murdock, it be placed on a firmer basis. He thought that the experimental nature of the scheme would tend to weaken it, and that it should be extended to cover a full year, or at least the balance of the present year. The committee is working along this line, and has secured propositions from various parties to take charge of the work. Though nothing definite has yet been arranged, a full-fledged proposition will likely be laid before the next meeting of the retail merchants on the second Tuesday in this month. It has been noted here that Brantford merchants are at work along the same line, taking up a scheme similar to the Guelph scheme on which our own arrangements are being modeled. It has been suggested that a representative of the Guelph association be invited to visit Chatham and discuss the practical workings of the scheme with the local merchants.

Mr. Vansickle has opened a new grocery on Gray St.

Dresden grocers are reported to be in the throes of an egg war, and so extreme has the situation there become in their rival efforts to corner the egg market, they are buying as high as 19c, while they have to retail to patrons at 16c, which is the prevailing retail price throughout the county.

Dresden is to have a new grist mill. Clifford Morrison, formerly in the grocery business here on Thames St., is one of the proprietors of the new enterprise.

The first few cars of a shipment of 80 cars of raw sugar for the Wallaceburg Sugar Company arrived last week, and refining operations have now commenced.

Armstrong & Co., of Wallaceburg, have bought the grocery and general business of W. E. Evans, at Whitebread, and will take possession May 1. The property includes store, stock, residence and 31 acres of land. Armstrong & Co. will also erect an elevator. Mr. Evans is leaving for the Northwest.

Duchene & Co., butchers, of Wallaceburg, who recently suffered a loss by fire, will not resume business until September.

Geo. R. Dobson, of Comber, has purchased the general store at Highgate previously conducted by David Logan.

Del Davis, who recently bought the Hargrove Bros. store at Sombra, is putting in a plate glass front.

Wm. J. Cain, of Port Lambton, who recently sold his store to Breise & Huffman of Muskoka, has repurchased it. The former purchasers are remaining in Muskoka.

Forbes & Simons, of Wallaceburg, are engaged in enlarging their store and making a number of improvements, necessitated by the increase of business under the new management.

Simon Garrod, for many years in the butcher business at Blenheim, left last week for Red River. Prior to his departure his friends tendered him a banquet at the Erie House and presented him with a gold locket and chain.

F. C. Peek, the Jeannette's Creek grocer, is starting a joint stock company to handle produce.

The large general firm known as J. S. Richardson & Co., which was Tilbury's first store, has been incorporated as the J. S. Richardson Co., Limited, Mr. Richardson retaining the direction of the business. The business saw its beginning in 1879, and has experienced a steady growth.

The Amherstburg early-closing agreement, which covered the past winter, terminating on March 31, proved very satisfactory to the merchants of the town, and many would have been glad to continue. From now on however, early-closing will be in practice only on Tuesdays and Thursdays.

The Heinz Pickling Co.'s branch at Leamington has 500 acres under contract, 200 being devoted to cucumbers. This is much more than the company anticipated.

W. T. Gregory, the Essex tobacco man, is introducing a new variety of tobacco known as the "Big Mammoth." It is grown largely in Tennessee, being chiefly used for the manufacture of chewing tobacco.

BARRIE.

April 7.—The store lately vacated by Thos. McEheran on Bradford Street has been stocked with groceries by G. Guest, who opened up this week.

Harry Wyles, Owen Street, has sold his stock of groceries to James Crossland, who formerly was with E. J. Armson.

This week sees a brightening up of business, with the fine weather and Easter week. Splendid displays of fancy fruits and vegetables may now be seen in the various stores, such as pineapples, tomatoes, cucumbers, strawberries, lettuce, radish and green onions.

Tomatoes are selling exceptionally well just now as the stock is fine and the price is moderate so that the people can afford to buy them at fifteen cents a pound. Berries are retailing at 20c for the pint box and pineapples at from 25c to 35c each as to size.

There is a scarcity of good dairy butter here at present although quite a quantity of held cold-storage stock is around and consequently the price of the same jumped on Saturday last to from 23 to 25c wholesale. Easter eggs are being retailed at present for eighteen cents, although that is a cent to one and a half higher than last week. Chickens are very scarce and dear, selling as high as seventeen cents a pound. Old fowl sold at 12c to 13c a pound.

Stan. Hinds reports everything booming in Gow Ganda and he has already disposed of two cars of goods.

ST. CATHARINES.

April 7.—Bradley & Son and Frank Wilson have recently begun selling cut flowers. This is a new departure for grocers, but one likely to bring additional profits to those adopting it. The above mentioned firms report favorably on results so far. A local florist is the source of supply. He brings the cut and potted flowers as required to the store

and stipulates the prices at which each line is to be sold. He guarantees the store against loss, by taking back any unsold flowers. The grocers do the displaying and advertising at their own expense as their part of the bargain. The total amount of flowers delivered to each store is charged at retail prices. The florist at the end of each week deducts the unsold stock from the total delivered and allows a commission of 15 per cent. on sales.

McLean Bros., of James St., made a special window display of Christie Brown & Co.'s fancy biscuits during the past week. A large framed picture of this biscuit factory was used as the center of the display. In front were arranged fancy glass jars containing many of the more expensive lines of biscuits. Both sides and the entire back ground were composed of glass front tins showing at a glance the assortment of fancy biscuits handled by the firm.

Fresh eggs are coming in now in quantities. One store, Sherwood & Son, has a window display of eggs priced at nineteen cents per dozen.

George B. Darker has secured a store on St. Paul St., formerly occupied by Reid & O'Neil, as tailors, and will open a grocery shortly. Mr. Darker, until about three years ago, was one of St. Catharines' successful dry goods merchants. Poor health demanded that he retire from this business and take a holiday. For the past few years he has engaged in fruit farming. With the return of health he again felt the attraction of the retail business and he disposed of his farm and now, as above stated, will try his fortune as a grocer.

GUELPH.

April 7.—Will the retail merchants of Guelph concede to their employes the half-holiday, or will they not? Last year some of the storekeepers closed their stores during the months of July and August, on the Thursday afternoon and other storekeepers did not. Did it prove advantageous to either party? The merchants, or at least some of them, who observed the Thursday afternoon holiday say they lost no trade over the spec. Of course the stores which kept open would do some business and possibly the business which would have been done in the morning had the customers been informed that the store would be closed during the afternoon.

J. A. McCreca had a very fine "Bovril" window display this week and W. H. Fielding is showing a "Biscuit" window.

With the arrival of spring, trade keeps getting busier and things are moving along nicely. Easter is almost upon us and eggs are very cheap, 18c per doz.

Geo. Williams is showing a fine line of spring vegetables of rare quality.

The market on Saturday was large, and prices were generally on the "step up." Eggs sold at 16c to 18c per doz. Butter was firm at 24c and 25c per lb. Prices on potatoes are on the upward move and sold at 60c and 70c per bag. Apples sold at \$1.50 to \$2 per bag and a few baskets brought 40c to 50c. Chickens sold at \$1.50 per pair. Maple syrup, one of the signs of spring, made its first appearance. The prices ran from 30c to 40c per quart.

PETERBORO.

April 7.—White & Gillespie have added a new sign to the front of their store and over the street entrance they have a "golden cow" to signify the special dairy lines which they carry in addition to their complete line of groceries.

From all reports there are going to be quite a number of changes in the ownership of many grocery stores here and already several are in the course of construction.

Herbert Williams, of Havelock, has purchased A. Sinclair's butcher business and also Elias Williams' grocery store. He took possession on Monday.

The citizens are pleased to see the prices of eggs and butter on the ebb tide. The merchants have fallen into line and are giving the farmers a close run.

Easter beef is reported by the cattle men to be plentiful and with everything else of good quality the close of Lent should see a fitting celebration of the Easter season.

Maple syrup made its first appearance on the market on Saturday last selling at \$1.50 a gal. The grocers now have a good supply and the farmers report that if the weather is favorable they will have a copious flow of sap during the next few weeks. The citizens did not seem to stop at the increased price.

The grocers are preparing their windows for appropriate Easter effects.

The customs house receipts for March exceed those for the same month last year by \$4,000.

Everything points to a good business year. Prospects in the building lines are becoming brighter every week.

A letter received here from Elk Lake, states that the advent of spring will break up the roads and leave the new country cut off from supplies. The men are beginning to fear a scarcity of rations during the five weeks of expected isolation. J. M. Laing, President of the Gow Ganda Board of Trade, states that conditions will not be as alarming as expected. At present flour is \$7.50 per cwt., beef 15c. per lb., bacon 20 cts. per lb., beans \$5.00 a bush., butter 15c. a lb. and eggs 60 cents a dozen.

BRANTFORD.

April 7.—The committee which was formed at the last meeting of the Grocers' Association, to see if arrangements could be completed to establish a collecting system similar to the one now in operation at Guelph, decided to interview all the merchants in the city, to see how many were favorable to the scheme. If the number is sufficient to guarantee the salary of a collector, a large meeting will be held in the City Hall next week.

A letter which was read at the last meeting of the Brantford Grocers' Association from the ex-president, Henry Moore, who is now in Los Angeles, California, contained some interesting items of the cost of things in that city. These are a few of them: Large white grapes, 5c. per lb.; large navel oranges, 10c. per lb.; apples, 5c. per lb.; potatoes, \$2.00 per bag; butter, 40c. per lb.; eggs, 35c. per doz.; oats, 65c. per bushel; hay, \$25 per ton; bran, \$1.75 cwt.; coal, \$14 per ton.

The Brantford grocers will soon have to decide whether or not they will have two phones. The Canadian Machine

Telephone Company have announced that they will be ready to start by May 1st., after an expenditure of \$100,000 in plant and equipment. They would like to hear the merchants' verdict in other places where they have two phones.

The committee appointed to purchase books for the use of the clerks and those interested in salesmanship, have handed over to the public library eight volumes, which they feel confident will prove profitable reading.

J. C. Struthers & Co., the east ward grocers, have purchased the butcher business joining their store, from Mr. Sowden.

R. Cusden, who has been in charge of the Brantford Co-Operative store for the past three or four months received a week's notice that his services were no longer wanted and left last Saturday night.

INGERSOLL.

April 7.—Although the season has not been favorable to a good flow of sap a small quantity of maple syrup was offered for sale at the market recently. While there was some of the genuine, simon-pure maple product there was also some of exceedingly doubtful origin. It so happened that one maker of the delicious fluid has a reputation for turning out the best that the national tree can produce, and his supply was exhausted in short order, while many prospective purchasers were compelled to look elsewhere to gratify their desire for a taste of "new syrup." And right here it might be said that every municipality ought to have one inspector or more if necessary, to inspect the offerings on the market. It is not often that attendants at the Ingersoll market get humbugged, but this is really what happened to some of the purchasers of a certain lot of maple syrup. The syrup in question, which by the way, the maker positively guaranteed as "absolutely first-class in every respect" was either a concoction or of last year's "vintage" and it possessed such a sour flavor that it could hardly be considered edible. There could be no doubt as to the maker not being aware of the quality of the syrup and the pity is that he was not made an example of. It would seem that the incident would furnish scope for a lively discussion by the merchants and others who are interested in the town's welfare. It is surely widely known by this time that the laws in regard to fraud are very stringent. It is to the interest of merchants as a whole that only the best of everything in the way of produce is offered for sale on the market. While in many respects the merchants may be better judges than ordinary people, they, too, are not immune from being bitten in the same manner as were several people on Saturday last. Had a merchant been so unfortunate as to have laid in a supply of the syrup alluded to he would soon have had complaints from his customers and of course it would be up to him to smooth matters over in the best possible way and probably at no small cost, as many merchants now make it a practice of returning the money or exchanging goods in cases of this kind. But further than this, there should be a well defined movement in the direction of a rigid inspection on every market, and vendors who

resort to fraud in any form should be hauled into the police court and shown no more sympathy or consideration than is characteristic of their own actions when they gave about fifty cents worth of actual value for a dollar. It is a poor way in which to build up a business and it is needless to say that with several who got "stung" the vendor of the maple syrup in question will no longer have a market, in fact he can consider himself lucky that he got off without proceedings being taken against him.

An important business change took place recently when Mr. F. McDougall, late of McDougall, Brandon & Austin, general merchants, Fenelon Falls, purchased the old established grocery business of Beattie & Co. Mr. McDougall has been in business in Fenelon Falls for thirty-five years. The new business will be conducted under the same management and as Mr. McDougall is energetic and wideawake to the requirements of the people in the line of groceries he will doubtless receive very liberal patronage.

ST. THOMAS.

The regular meeting of the Retail Merchants' Association was held on Tuesday evening, March 24th. It was unanimously decided to continue closing the stores at 1 p.m. on Wednesdays, during July and August, as has been done for several years past. It was also decided to request our representatives in the Dominion Government to urge the continuance of the present tariff on sugar in favor of the home made beet article, instead of booming the German beet to the disadvantage of Canadian industry. The formation of a grocers' section was still further postponed. There was a large attendance and quite a lot of business transacted.

TORONTO.

April 7.—On Thursday, March 25, James S. Clark, East Toronto, passed away. Mr. Clark came from Aberdeenshire, Scotland, over twenty years ago, and started work with Wm. Milligan. He continued with that firm until 13 years ago, when he accepted a position with Swan Bros. He was known to almost everyone around the fruit market and the St. Lawrence market.

The bowling tournament held by the Retail Grocers' Association of Toronto last Monday night at the Minerva alleys, Bathurst Street, was a successful event. Many of the members attended and enjoyed a few hours of pleasant rivalry trundling the bowls along the alley instead of handing out eggs and oranges from behind a counter. The best of good-feeling attended the event and although all couldn't win everybody was delighted with the evening's amusement. Handicaps of from 20 to 100 pins were given by the special committee arranged to look after the tournament. The winners were J. Gilbert, 452; D. Radcliffe, 450; J. C. Beaumont, 444; J. S. Bond, 429; A. V. Bradley, 422; T. J. Clark, 409; Bailey Snow, 397 and D. McLean, 397. The scorers were Chas. Kimpton and J. Oke. The prizes ranged from \$3.00 down to 50 cents.

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Business Items From the Western Provinces

British Columbia Strict in its Desire to Hold its Fruit Reputation — Large Amount of Canned Goods go West From Eastern Provinces—First Potatoes Planted at Edmonton.

VANCOUVER.

April 6.—Potatoes have become a bigger feature than ever in the local market. When the cold snap was on, it was thought that many would be frozen and dealers who bought in at \$21 a ton raised the price to \$35 for Ashcroft's, the best grade. When the ten days' frost passed, and potatoes began to come in, it was found that there were considerable around, and the price dropped away down. Lately, it has been discovered that the amount frozen was larger than was known and the potatoes now being received are showing it. The result is, that those who have good potatoes on hand have jumped the price to \$40, and even locals are bringing \$35. This is pretty high, in fact, the highest on record, and one or two dealers are even talking of the price going as high as \$50.

With the advance of spring, which is very backward this year, butter is going down in price. A carload of Alberta creamery is on the way to the coast, and it is said this will sell about 30 cents. This being the case, those with Australian butter on hand are trying their hardest to get it cleaned out. It was bought at 29 cents, so that it cannot be sold at a profit to meet the Alberta article, which is very good in quality and fresh. Moreover, the Australian is made with hardly enough salt, which interferes with the keeping.

The Blue Funnel liner Oanfa, which is in port this week, brought in another shipment of sugar from Glasgow. The price quoted on this is "25c lower than the local article."

The very large amount of rain in some of the districts of California has resulted in the early cabbage coming in being rather soft. In short, the early vegetables are not quite up to the mark of former seasons. Reports have reached here from the south, though, that it is anticipated that Californian strawberries will be earlier this year than usual.

Some of the importers of apples from the south are complaining of the stringency of the local regulations. About 400 boxes have been condemned lately, because of codlin moth. The provincial regulations are very strict, and are being carried out to the letter. British Columbia has been kept clear of fruit pests, and it is the intention of the authorities to try and keep it clear. All imported fruit is subjected to the closest scrutiny, and if infected it is destroyed. The provincial inspector and his staff have issued notices that all orchards and trees must be sprayed and those owners found disobedient will be proceeded against. Not only that, but the treatment will be undertaken by the province at the expense of the owners, and where the infection is very bad, the orchards will be destroyed.

Florida tomatoes are on the market, but are pale in color and somewhat shrivelled with the shrinkage consequent upon long delivery. Mexican tomatoes have come north, but have not reached

here. They are so far not as good in quality as those from Florida.

Charles Rawlinson who for eighteen months has been running a grocery store in Nanaimo, has accepted the position of manager for the A. R. Johnston Company, of that city.

Percy Richardson, of the Army and Navy cigar store, Victoria, B.C., will open a factory and bonded warehouse for the manufacture of specially blended tobacco for shipment east and to England. Branch offices in Montreal, London and New York are now being established. The enterprise is the outcome of a special blend, for the formula of which Mr. Richardson has declined \$5,000. The blend is known as Dudley's mixture, and the demand has become steady from England and the east. A large order was shipped a few months ago to Lord Milner, and the manufacturer is daily in receipt of orders ahead of the supply.

A. Hobson and G. Bell, of Hobson & Bell, grocers, Revelstoke, B.C., have dissolved partnership. Mr. Hobson will conduct the business.

The Sloan and Arrow Lakes Farmers' Institute have decided to place the marketing of this year's crop of berries in the hands of the Nakusp Produce Company, a company recently organized of the merchants of Nakusp. Last year, considerable confusion was experienced, and in consequence many crates of berries were spoiled, owing to the lack of a proper organization to handle the product. With the present arrangements, the grower of small fruits will be assured of a ready market, and will be relieved of the inconvenience experienced by individual shippers.

According to the report of the Chilliwack Creamery Association, which is to hand, there was distributed in this snug little valley last year by the two creameries operating there over \$100,000. This is a considerable amount from one source. The report shows that for the year 1907, the total output of butter was 257,662 pounds, while for last year it was 264,903. The average selling price was 9-10 of a cent less, being 28.6 cents in 1908, but there was an increase in the total distribution of \$722,71, the total in 1908 being \$65,881.86. The officers appointed for this year are: President, F. C. Kickbush; vice-president, W. S. Hawkshaw; directors, E. D. Barrow, A. E. Willis, R. Hamilton, J. S. Mercer and A. J. Street; auditor, G. H. Raine.

EDMONTON.

April 6.—Trade in the city has been rather dull for about two weeks past owing to the bad state of the roads. The snow has all disappeared and left the main arteries into town in bad shape on account of the mud making the hauling extremely bad.

Ground is being broken for the excavation for the new butter and cheese factory to be erected by the Edmonton City Dairy Co., Limited, near the Cam-

eron House on the Stratheona side of the river. It will be of a substantial character and will be the largest in the province. The estimated cost will be about \$9,000.

The record for early potato planting in Edmonton this year, as far as known is held by Dr. I. J. Lane, Rolland St. On Thursday afternoon, March 25, he put in the ground a number of early potatoes. The doctor has for some years been an adept at raising early vegetables but this year's record is better than any previous one. His plot of land on the side of the hill facing south is especially well suited for early planting.

With the approach of spring the city council will take up once more the question of the erection of a suitable market building in Edmonton. This question was again brought to the attention of the council by the presentation of a resolution passed by the Edmonton local union of United Farmers of Alberta. In this resolution they asked the city council to consider the erection of a suitable market building and to pass a by-law setting aside two days each week as regular market days, the idea being that farmers and others upon payment of a small fee, should be entitled to sell their produce on the market. They suggested that Tuesdays and Saturdays, from 8 a.m. to 5 p.m. would be suitable market days.

With the growing importance of Edmonton many new manufacturers are being attracted here. A number of applications have been made recently to the city council for concessions by firms desiring to start business. The Twin City Manufacturing Co., of Stratheona, the Traub Manufacturing Co. and the Watt Manufacturing Co. are some of the firms desiring to open here. The more factories the better, for by giving employment to a large number of men it will help a long way to increase business in our city, which heretofore has been dependent on the surrounding agricultural population.

The retail clerks of the city intend taking steps shortly to consider the question of a weekly half-holiday during the four summer months. A committee for each line of business, including grocers, dry goods, hardware, jewelers and others has been appointed to get the employers interested and while it is not expected that the small stores outside the business section will close, the committees are confident all the stores on the main business streets will fall in line.

The demand for eggs for the Easter trade is becoming pretty strong and they have been coming into town so plentiful lately that there is no fear of a shortage this season. Prices for fresh laid are twenty-five cents and by the case twenty-two.

WINNIPEG.

April 6.—An easterner entering a Winnipeg grocery store would probably note that the stock of canned goods was very heavy as compared to the stock usually

carried in the east. This has been true ever since business began in Western Canada. This province cannot grow its own fruit, at least for many years to come, and the eastern packers will always have a good opening here for shipments. It is true that vegetables are grown here to a great extent but as yet few vegetable packing houses are found in Western Canada, the increase in the growth of vegetables has injured the canned goods trade to some extent, but the increase in the production has not exceeded the increase in consumption. The greater mass of people depend upon the grocery to supply vegetables in canned form. Regarding fruit, the trade is more substantial still. Nurserymen tell us that fruits may be grown here in abundance if the proper varieties are used. But this country will have to wait many years before anything but shipped fruit will be used to any great extent. There has been a change, however in the canned goods trade of late. Many consumers have taken to preserving large quantities of goods for their own use. One grocer stated that a certain hotel which for years bought hundreds of dollars worth of canned goods from him every season had preserved enough vegetables and fruits for their winter and spring use. This has been the case with many consumers in the city during the past year or more. It seems that a more economical method has been adopted by consumers in buying the fruits and vegetables than in buying the canned product. The extent to which this will be the case depends upon the prices of the raw materials.

Robert Ward, for a number of years the proprietor of a grocery and confectionery business on Nassau St., has sold to H. T. Stone, of this city.

The Easter trade promises to be good and all retailers are prepared with a large stock of goods. The Easter season means much to the produce trade, which will be lively since butter and eggs have reduced in price considerably.

CALGARY.

April 6.—Spring activity is evident on every side. Business is good, building active, and immigration is of the largest and very best class that has ever come to Alberta. Travelers report hotel accommodation at a premium in some of the towns on the main line east of Calgary. The weather, which is now quite springlike, is still favorable to the fall wheat crop, all reports of which indicate that it has wintered well. Live stock have come through the past winter in splendid condition, and barring spring storms, (which may come), the losses will be almost nil.

There is at present a very vigorous movement on foot among the retail clerks in Calgary to have a by-law passed to cover a weekly half holiday during the summer months. Several meetings have been held but so far nothing definite has been decided upon. The proprietors are not over enthusiastic in the matter, as they feel it is not strictly in their interests to close

up half a day each week. It was customary in the early days when Calgary was a small town, to have a half holiday, but in view of the city's present size and importance as a point of supply, not to its citizens only, but for a large part of the province also, it must, in a measure, interfere with business when the retail stores are closed half a day each week. Then, too, there are many strangers constantly coming in who are not familiar with our customs, and who would be inconvenienced to find the retail stores closed. The clerks certainly deserve all the consider-

ation possible, and holidays too, and if the merchants can arrange to give each employe, say a two weeks' holiday during the summer, this, we believe, is far ahead of the weekly half holiday. We believe, also, that it has not proven satisfactory in the majority of places where it has been tried, for reasons which are well known to most retailers. This, we think, would be a good subject for discussion in The Grocer. In our opinion early closing on Saturday night would be a reform which the retail grocery clerks would do well to take up.

Notes From the Maritime Provinces and Quebec

Line of Steamers Between St. John, N.B., and Bermuda Suggested—Views of Halifax Tea Merchants on Prices Since Announcement of Payne's Proposal—Sugar and Molasses Arriving From the South.

HALIFAX.

April 6.—It was reported here early this week that there would be a probable advance in the price of tea, in consequence of the clause in the Payne Bill now before the House of Representatives at Washington, which provides for the placing of a duty of eight cents per pound on tea. This caused quite a flurry among the tea importers of the United States, and sent them seeking supplies of tea at the near markets. A

A large quantity of tea has been bought up in Halifax as well as in other places, but this activity in the tea markets will not make any difference in Halifax so far as prices are concerned. Several of the large wholesalers were asked for their opinions. H. Bryant, of Bryant & McDonald, said that they had shipped some tea to the United States since the announcement had been made about the duty, and that they could easily send five times the amount without being any way short, or in any way affecting the price in Halifax. Montreal, he said, was differently situated, for if they imported any tea at this time before the St. Lawrence opened the freight charges would be higher, and the price likewise affected. O. E. Smith, of J. E. Morse & Co. said that they were prepared to ship almost any quantity of tea to the United States without the local market being affected. This week Morse & Co. shipped six thousand pounds of tea direct to Boston. Shipments have also been made by other firms.

The butter market remains in an unsettled condition. Many of the dealers still have large stocks on hand, and the supply of fresh-made butter continues to come in rapidly. Low prices prevail and are generally expected to continue so.

That there will be no change in the steady condition of the cheese market until the new make comes into the market about the first of May, is the general expectation.

Eggs are in good supply and the demand is heavy. Fresh-laid stock is quoted at 18c.

Some fine apples were marketed this week for the Easter trade, and they are finding a ready sale though the price is high. The varieties are russets and northern spys. The latter were of exceptional quality and they netted five dollars per barrel. Navel oranges are a little lower, but Jamaica's are stationary. The trade is looking for an increase in prices, as the crop is said to be not good this year. They are quoted from \$4.50 to \$5 per barrel repacked.

The steamer Boston arrived here from the West Indies early this week and landed ten thousand bags of sugar for the Acadia Sugar Refinery.

The new crop of molasses is now coming along, and the imports this season promise to be heavy. The schooner Edyth, from the Barbadoes, arrived here this week, and discharged 419 puncheons, 105 hogsheads and 55 barrels for the Dominion Molasses Company.

Henry G. Bauld, the senior member of the wholesale grocery firm of Bauld Bros., accompanied by his wife and three daughters, will leave shortly on a visit to Scotland. Mr. Bauld will make a brief stay only, but his family will remain in the Old Country for three years.

C. W. Harshman, manager of Harrington's, Limited, grocery, of Sydney is visiting Amherst, Sackville and Halifax for the purpose of making connections for the purchase and supply of oats feed, etc., for this department of the big grocery concern.

ST. JOHN.

April 6.—In the produce line during the past week, pork went off half a cent, and butter and eggs are also cheaper. Tub butter is quoted at eighteen to twenty-two cents a pound and roll butter at twenty to twenty-two. Henery eggs sell from twenty to

twenty-two from eight dealers say higher if market it beans are and the firm.

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The F. disposed Charles K. the business on under Boo. The wholesale business with Williams Con fruit business to devote growing members of the employ

The coming last week Peters, jr., Sons, Ltd. etc., and till for two disease. H. needed with business at the city's lived by daughter, whom are very business last was v

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twenty-two cents a dozen and case eggs from eighteen to twenty cents. The dealers say the price for Easter will be higher if anything. In the grocery market it is pretty quiet. Yellow eyed beans are dearer, and so is pure lard and the general tone in other lines is firm.

In the fresh fish market there is a scarcity of haddock. Bloaters have advanced and are now held for from eighty-five to ninety cents a box.

The F. E. Williams Company have disposed of their fruit business to Charles Knodell and Brody De Boo and the business will in future be carried on under the name of Knodell & De Boo. The pork packing and general wholesale and retail grocery and meat business will be continued by the Williams Company as heretofore. F. E. Williams said he had disposed of his fruit business so that he might be able to devote more attention to his rapidly growing pork packing business. Both members of the new firm have been in the employ of the Williams concern.

The community suffered a distinct loss last week in the death of William Peters, jr., president of C. H. Peters Sons, Ltd., dealers in feed, flour, grain, etc., and tanners. Mr. Peters had been ill for twenty-two months with Bright's disease. He had all his life been connected with the tannery branch of the business and was regarded as one of the city's best business men. He is survived by his wife, four sons and one daughter, also six brothers, four of whom are in the grocery, feed or tannery business. The funeral on Saturday last was very largely attended.

T. H. Estabrooks, of Red Rose Tea fame, with his wife and daughter; W. C. Cross, manager of Hall & Fairweather, wholesale grocers, and his wife and S. H. White, one of the leading merchants of Sussex, returned home last week after a very pleasant trip to Bermuda. Speaking of business on the island, Mr. Estabrooks said that practically everything used there with the exception of bananas and garden stuff, has to be imported and he is of the opinion that the local merchants could do a very much larger business with the island if there was a direct line of steamers from this port. There is a fortnightly service now, via Halifax, but with direct steamers, Mr. Estabrooks claims the trade would greatly increase. There is a good opening for a market in dairy produce and various lines of manufactured food products. The articles which Canada principally exports to Bermuda just now are hay, grain and other like staples.

The contracts for supplying the county jail for the coming year were awarded last week. The contractors are the same as last year. J. & W. Shaw will supply the bread. M. & H. Gallagher, groceries; F. S. Purdy, meats.

Charles Robinson, baker, is having a new two-storey brick building erected on Celebration Street, and will occupy it with his bakery.

The trouble between the Charlotte county Weir Owners' and Weir Fishermen's Union and the packers at Eastport has been adjusted. The agreement provides that from opening of the fishing season on April 15 to July 31, the price for herring will be \$8 a hogshead at the weirs. From August 1 to

the end of the season it will be \$4 a hogshead. Last year the union price was \$6 a hogshead all the year round.

MONTREAL.

April 6.—At the annual meeting of the St. Lawrence Sugar Refining Company, which was held April 2, the following named directors were re-elected: A. Baumgarten, T. Labatt, B. McNally, James Crathern, Robert Hampson and E. A. Reineke, of New York. A satisfactory annual report was presented. At a subsequent meeting A. Baumgarten was elected president.

Fred D. Crosby, of the Crosby Molasses Company, St. John, was in Montreal last week.

D. G. Whidden, of the Sweet Milk Condensing Co., Laurentides, Que., was a visitor to the city last week.

Robert Aderman, representing Maison Otard-Dupy, Cognac, brandies, spent a few days in Montreal recently, interviewing the trade, with A. G. Gardner, manager of J. M. Douglas & Co., Canadian agents.

Henry Mortlake of Cincinnati, Ohio, passed through Montreal recently, on his way to the Cobalt district, where he goes to personally inspect some mining properties which he owns. Mr. Mortlake has been engaged in the grocery business all his life, first in a retail way, and subsequently in a wholesale connection. He retired from active business five years ago, and has devoted his time to his several interests outside of the grocery business. In discussing the situation of this business, in the United States, he said: "Of course, competition is yearly becoming more and more keen, and the existence of large combinations, who control the food-stuffs, largely of the States, have made the smaller man hustle for his money. I believe though that legislation will be, and is being enacted, which will in a large degree curb the power of these institutions, and give the small retailer a better show." When asked his opinion of Dr. W. H. Wiley, the U. S. analyst, he said: "That man is all right, and good results are coming from his work. He is very much maligned in some quarters, but this is to be expected in every case where a man undertakes great reforms. He certainly has not handled those who have come under his eye with kid gloves. He is a big, forceful man, and those who have been transgressing the law have learned to fear him."

N. B. Smith, of Smith & Proctor, Halifax, is in Montreal this week.

A. P. Tippet, returned Tuesday from a week's stay in Toronto.

A representative of The Grocer, in discussing the meat cutters installed now in many stores, elicited some new and interesting facts concerning these machines. One grocer casually remarked that they were no good but inquiries among other grocers elicited opinions quite the reverse of this. It seems that these machines are like hundreds of other things—they must have a certain amount of attention, and reasonably good care be taken of them to do good work. Under such conditions they never fail. If, however, they are improperly sharpened, and wrongly adjusted, they will not do the best work. This however is the fault of the operator and not of the machine. A man with an

ordinary amount of mechanical ability, can operate them satisfactorily and keep them in good condition. The uniformity of their work, and minimum cost of handling, also speed of action, are strong factors in their favor.

Some of the local grocers have been complaining of the action of collection agents, whom they claim are more difficult to get the money from, than the original debtors. The grocers in the United States, have long complained of their operations, but Canada has not suffered to any extent in this way yet. A word to the wise is all that is necessary. It must be understood, however, that all collection agencies are not to be avoided. There are many good men and the services of an honest firm are often invaluable to the grocer in rounding up the delinquents.

Buyers in Montreal during this week included:—

- G. Lalonde, Pointe Fortune, Que.
- J. R. Menard, Ste. Justin, Que.
- G. Daoust, Ste. Anne, Que.
- Theo. Bourdon, Chateauguay, Que.
- H. Fourangeau, Varennes, Que.
- M. Paquet, Papineauville, Que.
- J. Dumaine, Shawinigan Falls, Que.
- E. Duchesne, Grandes Piles, Que.
- J. A. Lanctot, St. Isidore, Que.
- F. Gloutnay, St. Hilaire, Que.
- S. Fontaine, Marieville, Que.
- L. Robert, St. Bruno, Que.
- J. Dufour, Chateauguay, Que.
- J. B. Lefebvre, Ste. Therese, Que.
- J. C. Lafenness, Ste. Marguerite.
- C. A. Forget, Ste. Agathe, Que.
- P. E. Forget, Labelle, Que.
- A. St. Pierre, Mitchell, Que.
- G. Gagnier, Ste. Martine, Que.
- A. Labelle, Rosemere, Que.
- F. Robert, St. Hubert, Que.

THE HOTEL CECIL.

The recent completion of the new wing to the Hotel Cecil, Ottawa, makes Walter Walby the proprietor of one of the finest hostleries in Canada. It is now an ideal traveling man's home. The Cecil, since its establishment, has catered first, last and all the time to the commercial traveler. Mr. Walby, for seventeen years associated with the best Ottawa hotels, saw the splendid opening there was in that city for a house that would strive to secure and hold the trade of the commercial men. He established the Cecil, and his splendid success is proof of his wise foresight. The new wing is even more up-to-date than the rest of the house, which is quite modern. Comfortable rooms, neither too large nor too small, but just home-size, well ventilated, and above all things clean, make the Cecil a first-class house, when these features are supported by an excellent cuisine.

Running water, numerous toilet rooms, rooms with bath, electric lights, elevator service, sample rooms, all things demanded in a modern hotel by the commercial traveler are found in the Cecil. Another pleasant feature about the Cecil is the courteous attention one receives from the whole staff. There is just that much concern for one's welfare and enjoyment to be appreciated.

It is worth while going to the Cecil one trip, anyway, just to see for one's self if all the nice things said about it are true. One finds there has been no exaggeration.—Adv't.

DEATH OF JOSEPH HUDON.

Passing of a Man Interested in the Grocery Trade for Half a Century.

Another pioneer of the grocery trade in Canada has disappeared through the death of Joseph Hudon, president of the Montreal wholesale grocery firm of Hudon, Hebert & Co., Ltd. He died suddenly, from heart failure, early last Saturday morning, April 3, at his home in Montreal.

While for fifteen years past the late Mr. Hudon was not actively associated with his partners in the management of the firm's business, he was, nevertheless, known to all and highly respected in grocery circles, especially among the older business men, with whose interests he was closely identified until the early nineties.

Born at St. Pie, near St. Hyacinthe, Que., seventy-three years ago, Joseph Hudon spent but a few years of his industrious life in his native village. He came to Montreal with his father, Victor Hudon, who established in the old days in Montreal the wholesale grocery known as Victor Hudon & Co.



JOSEPH HUDON.

Victor Hudon practically retired in 1865 and Joseph became associated with the late Charles P. Hebert, and these two, starting the business of Joseph Hudon & Co., took over the interests of Victor Hudon, and this was the beginning of the partnership of two clever business men who made possible the development of the present firm of Hudon, Hebert & Co., Ltd.

In 1883 the firm name changed, and thereafter the business was conducted under the style, Hudon, Hebert & Co., until January 31, 1906, when a joint stock company was formed, and the word "Limited," was added to the firm name.

Mr. Hudon worked hard when he was young. Fifteen years ago he practically retired although he still retained his interest in the business. He left the entire management of it with Charles P. Hebert and the latter's two sons, Albert and Zeph. During the past ten years he travelled extensively, staying in Europe

as long as two years on one trip. On the death of Charles P. Hebert, Mr. Hudon, who was then in Europe, was elected president of the company, but the office was, for him, quite nominal.

His partner's death, on July 17, 1906, was a severe blow to Mr. Hudon. Together he and Charles P. Hebert had toiled and slaved; had gone through their apprenticeship, working from early morning until late at night, side by side, one helping the other. There were stronger ties than mere business friendship between these two strong characters. A quiet, hard-working man, of a retiring disposition, Mr. Hudon made, and held, good friends. They may not have been as numerous as those of many another man, because of his distaste for mingling with strangers and participating in public affairs, but those who enjoyed his friendship were ever assured of the strongest admiration and enduring loyalty. He expected and received the same.

The funeral took place on Thursday morning, and was largely attended.

Albert Hebert will probably succeed Mr. Hudon as president of the company. He, his brother Zeph, and L. Brault are the surviving partners of the firm.

ACQUITTED ON FIRST CHARGE.

On Saturday morning of last week, ex-secretary W. A. Coulson, of the Retail Merchants' Association of Western Canada, appeared before Magistrate McMicken in the Winnipeg Police Court, to answer to the charge on which he was arrested a short time ago. Through his counsel, R. A. Bounan, he pleaded "not guilty" and elected for summary trial. The crown announced that there was no evidence to offer and Mr. Coulson was accordingly discharged. Immediately on his discharge Mr. Coulson was served with another summons on the information of A. E. Ham. The second charge is that he unlawfully undertook a contract of fire insurance on behalf of the Retail Merchants' Mutual Fire Insurance Company of Western Canada with the E. Penner Co., Greta, without being licensed or registered under the Manitoba Insurance Act. An investigation of the affairs of the Retail Merchants' Association is in progress in Winnipeg at the present time, a number of country merchants being in attendance at the association offices in Winnipeg for the purpose.

WOMEN BOOM RAISINS.

Representatives from the various women's clubs in Fresno, Cal., says a despatch to the New York Journal of Commerce, have taken a hand in the Raisin Day enterprise at the invitation of the committee.

The plan which seems to please them most is that each club member buy neat little boxes of raisins, fill them with Raisin Day literature and recipes and send them to friends in the East.

Miss Hatch, president of the Parlor Lecture Club, has gotten into communication with the presidents of the State and national federations of women's clubs and they will put the matter before the various clubs. The local clubs will pass resolutions indorsing Raisin Day.

Many Fresno people have endeavored to make raisin pie within the past few weeks, since the raisin agitation was started, but it seems that very few have been able to make a success. A recipe has been received by the Raisin Day committee which, it is claimed, will now accomplish the end desired.

CANADIAN PACKING COMPANY.

Chatham, April 5.—So far as can be learned, there is little if any likelihood of the Canadian Packing Co., recently bermed out in London, finally locating in this city.

It was rumored this morning that the company was in negotiation with officials here with a view to locating. Enquiry, however, shows that this rumor is entirely without foundation.

Mayor Westman, who is closely in touch with the local industrial situation was interrogated regarding the matter.

"I have heard nothing from the company since last Wednesday," he replied. "I telegraphed them then with reference to sending a deputation, and they replied that it was no use."

He added that the company had practically decided not to rebuild, from what he could learn.

Negotiation with such industries is now under the ban of the Chatham board of trade. At a meeting last week, the following resolution was passed:

"That hereafter this board of trade leave industries now located in Canada alone."

It was felt that in negotiating with industries such as the Canadian Packing Co., Chatham had injured other cities without helping herself, and that these negotiations were being used as a lever to induce other localities to grant concessions. The resolution was carried unanimously, an indication of the attitude likely to be taken by leading citizens in the future.

Enquiries at London indicate that the stated decision of the company not to rebuild is merely temporary, due to the fact that the present dearth of the proper class of hogs would render an investment of \$250,000 unprofitable.

A GIFT FROM THE ORIENT.

The Canadian Grocer acknowledges and highly appreciates a gift from Ceylon, India, sent through the courtesy of Col. R. Wayne Wilson, of New York. It is a box of tea—the finest of hill-grown Ceylon tea—specially selected and packed for presentation to the United States fleet which called at the port of Ceylon a short time ago. The members of the fleet were given the tea by the Thirty Committee of the Planters' Association. The box in which it is packed is truly oriental in its decorations and on the top appear the British and United States flags unfurled above the coat-of-arms of Ceylon.

The little son of David Hill, grocer of Richmond Hill, Ont., who came to Toronto with his father on Wednesday, was struck by a Metropolitan car and severely injured.

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Canadian General Markets and Market Notes

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—

Sugar—Steady.
Beans—Firm.
Maple Products—Deliveries heavy.
Tea—Stocks Getting Light.
Dried Fruits—Moving Well.

Montreal, April 7, 1909.

The week has been a very brisk one. This is due to the holiday season largely, and the favorable turn the weather has taken. The market has not shown any startling changes during the week. Sugar remains steady, under reduced demand. Dried fruits and canned goods are going into consumption freely. Maple products are arriving in large quantities, and a drop is anticipated. Fish has had a good call, also fruits. Other lines are practically unchanged. Collections are reported fairly good.

A genuine spirit of optimism is observable everywhere. Navigation, it is expected will open two weeks earlier this year than usual. This will be a great factor in better business for the year.

SUGAR—The sugar market is having a quiet time just now. There seems to be nothing which points to any changes in the near future. The primary markets are distinctly tranquil.

Granulated, bbls	\$4 70
" 4-bbls	4 85
" hags	4 65
" 20-lb. bags	4 75
" Imperial	4 41
" Beaver	4 40
Paris lump, boxes, 100 lbs	5 55
" 50 lbs	5 85
" 25 lbs	5 31
Red Seal, boxes	5 55
Crystal diamonds, bbls	5 95
" 100 lb. boxes	6 05
" 50 lb. "	6 25
" 25 lb. "	5 40
" 5 lb. cartons	5 10
Extra ground, bbls	5 30
" 50-lb. boxes	5 50
" 25-lb. boxes	4 93
Powdered, bbls	5 10
" 50-lb. boxes	4 65
Phoenix	4 60
Bright coffee	4 50
No. 3 yellow	4 40
No. 2 "	4 31
No. 1 " bbls	4 25
No. 1 " bags	4 25

SYRUPS AND MOLASSES—The molasses market is very firm, and the demand is much larger than the supply. Offers from Barbadoes are few, and far between. Reports from the primary markets state that the market is very firm. The small shipments which have come forward have been absorbed by Newfoundland. Syrups are steady and unchanged.

Barbadoes, in puncheons	0 44	0 46
" in barrels	0 46	0 48
" in half-barrels	0 47	0 49
" fancy	0 49	0 49
New Orleans	0 22	0 38
Antigua	0 30	0 31
Porto Rico	0 40	0 40
Corn syrups, bbls	0 08	0 08
" 4-bbls	0 08	0 08
" 2-bbls	0 08	0 08
" 3-lb. pails	1 75	1 75
" 25 lb. pails	1 25	1 25
Cases, 2 lb. tins, 2 doz per case	2 40	2 40
" 5-lb. " 1 doz. "	2 75	2 75
" 10-lb. " 1 doz. "	2 65	2 65
" 20-lb. " 1 doz. "	2 60	2 60

MAPLE PRODUCTS—Deliveries of fresh sugar and syrup are heavy, so a drop may occur at any time. The weather has opened up well, for sugar making, and as a result stock is beginning to pour in.

Compound maple syrup, per lb.	0 04	0 05
Pure Township sugar, per lb.	0 07	0 08
Pure syrup, 8 1/2 lb. tin	0 60	0 61

TEA—The tea market is about bare of supplies. The anticipated duty in the United States may fail to materialize, so there is not much interest being shown in the market now. If a heavy demand should suddenly spring up some sky high prices would result for what few teas are scattered around the market.

Choicest	0 40	0 40
Choice	0 35	0 35
Japan—Fine	0 33	0 33
Medium	0 25	0 25
Good common	0 20	0 25
Common	0 20	0 22
Ceylon—Orange Pekoe	0 21	0 40
Pekoes	0 0	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 20
Ceylon green—Young Hysons	0 20	0 21
Hysons	0 20	0 21
Gunpowders	0 19	0 21
China greens—Pingseney gunpowder, low grade	0 4	0 18
" " pea leaf	0 20	0 31
" " pinhead	0 20	0 50

COFFEE—Coffee is selling normally, and nothing which is out of the ordinary has happened during the week.

Mocha	0 18	0 25
Rio No. 7	0 00	0 11
Santos	0 12	0 15

DRIED FRUITS—All lines of dried fruits are moving well with the exception of raisins, which are not getting the attention which they should get at this time of the year. Figs and dates are selling well. The former is in small compass. Reports from Greece state that currants are fairly plentiful there yet.

Figs—		
Bag figs	0 03	0 05
Tapnets	0 03	0 05
Elcmes	0 08	0 14
Dates—		
Hallowees, per lb.	0 05	0 06
Sairs, per lb.	0 05	0 05
Malaga Raisins—		
London layers	2 25	2 25
" Connoisseur Clusters	2 51	2 51
" 1-box	0 75	0 75
" Royal Buckingham Clusters, 1/2-boxes	1 50	1 50
" boxes	4 75	4 75
" Excelsior Windsor Clusters	5 75	5 75
" 1/2	1 60	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	0 19
Loose muscatels 3 crown	0 08	0 09
" 4 crown	0 08	0 10
California Evaporated Fruits—		
Apricots, per lb.	0 13	0 14
Peaches, "	0 11	0 14
Pears, "	0 08	0 13
Prunes—		
Prunes 25-lb. boxes, 30-40s	0 10	0 12
" " 40-50s	0 09	0 10
" " 50-60s	0 08	0 10
" " 60-70s	0 03	0 08
" " 90-100s	0 07	0 07
Currants, fine filiatras	0 06	0 07
" Patras	0 05	0 08
" Vostizzas	0 08	0 09

SPICES—The Easter season has stimulated the sale of all lines slightly. Trade is fairly evenly distributed among all varieties. The primary markets are all fairly steady. No changes in prices have been announced by the spice houses during the week.

Peppers, black	0 14	0 20
" white	0 20	0 27
Ginger, whole	0 15	0 20
" Coochin	0 17	0 20
Cloves, whole	0 18	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 23
Allspice	0 13	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

RICE AND TAPIOCA—Rice, it is thought, has reached a low water

point and dealers are buying fairly briskly for stocking purposes. Tapioca is meeting with only a fair sale.

Rice grade B, bags 250 pounds	2 91
" " " 100 "	2 95
" " " 50 "	3 05
" " pockets 2 1/2 pounds	3 05
" " " 1 1/2 pounds	3 15
" grade c.e., 250 pounds	2 85
" " 140 "	2 85
" " 50 "	2 85
" " pockets 25 pounds	2 95
" " " 12 1/2 pounds	3 05
Tapioca, medium pearl	0 04

BEANS AND PEAS—Beans are firm, and there seems to be every prospect of them remaining so. The newest quotations on Austrian stock point to this fact, as they are quoted exceedingly high. Rangons did not come up to expectations, so they are not looked upon as much of a factor in the market. Peas are steady and unchanged.

Onion, pick r's	2 0	2 15
Pea, b. ling	1 4	1 50

EVAPORATED APPLES—This market is weekly getting into smaller compass and price remains firm.

Evaporated apples, new	0 03	0 08
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FURS—Nothing new is reported during the week in this market.

Wool	5 00	5 65
Maten, pale	4 00	6 00
" dark	8 00	20 00
Fox, red	4 00	6 00
Lynx	9 00	15 00
Oter	15 00	25 00
Fisher	7 00	12 35
Wesgat	0 25	0 25
Muskat	0 15	0 25
Canadian coon	0 75	1 25
Skunk	0 43	1 00
Beaver, large	8 00	10 00
" small	3 00	5 00

CANNED GOODS

MONTREAL—Canned fruits are moving well, also canned vegetables. Meats are meeting with a better sale, than for some time. Canned fish have sold well during Holy week. Canned pork and beans are somewhat slow.

TORONTO—Among the good sellers as reported by the wholesale men are canned fruits and vegetables. Apples and other fruits are moving well. The consumption of canned vegetables in Canada during a year is enormous and just now tomatoes and corn are adding considerably to the list. The season of 1909 is expected to be a good one for canned goods. Last year's pack will be pretty well consumed before new goods arrive.

ONTARIO MARKETS

POINTERS—

Sugar—Market easier.
Molasses—Firm.
Tea—Export to U. S. ceased.
Currants—High prices possible.
Rice—Slight decline.

Toronto, April 8, 1909.

The wholesale houses report business as rather quiet during the past week. They find that merchants in country towns claim trade to be somewhat dull on account of the condition of the roads which are preventing the farmers from making their usual trips. Some

THE CANADIAN GROCER.

lines of goods are, however, moving freely including dried fruits, molasses and canned goods. Prunes, peaches, apricots and raisins are being paid considerable attention.

The sugar market is a shade easier than last week and dealers in raws are more anxious to meet buyers than they were a week ago. The prices however in Canada are likely to remain firm.

A despatch from the currant centre in Greece says that the new crops will be affected by unfavorable weather and that this may possibly cause firmer prices.

There is now no tea crossing the border into the United States. All has gone that Ontario merchants didn't want and none of them are worrying over being short.

Collections are better and although the trade has been somewhat quiet this condition of affairs is not expected to continue for long.

SUGAR—The sugar market is a fraction easier this week but the difference is only slight. Holders of raws are not being so firm in their pretensions and are able to meet the buyers, conceding from a thirty-second to a sixteenth of a cent for April shipment. This resulted in sales of 150,000 bags of Cuban raws at 2¢ cost and freight New York. European prices are easier under a small decline. In spite of this it is the opinion of local brokers that the tone of the market will continue firm.

Crystal Diamonds, barrels	5 95
" " half barrels	6 05
" " boxes, 100 lbs.	6 15
" " " 25 lbs.	6 25
" " 5-lb. cartons, boxes 100 lbs.	6 45
St. Lawrence Crystal Diamond Dominoes, 5 lb. ctas	8 10
same sample, in 50-lb. boxes	8 40
" " in 100-lb.	5 75
" " in 25-lb. boxes	6 95
Red Seal	7 10
Lawrence granulated, barrels	4 80
Beaver granulated, bags only	4 80
Reddish extra granulated	4 80
Imperial granulated	4 50
Acadia granulated, (bags and barrels)	4 70
Wallaceburg	4 50
St. Lawrence Golden bbls.	4 31
Bright color	4 70
No. 3 yellow	4 60
No. 2 "	4 50
No. 1 "	4 40
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

MOLASSES AND SYRUP—There is not much syrup moving from the wholesale houses, but the market in molasses is good. The price of the latter is firm and a shade higher; not due to the demand but to the primary markets. Considerable quantities of Barbadoes are arriving in the east. New maple syrup has made its appearance but not yet in large quantities.

Medium	0 39	0 36
Bright	0 40	0 45
Per case		
2 lb. Tins, 2 doz in case	2 40	
5 " " "	2 75	
10 " " "	2 65	
20 " " "	2 60	
Barrels	0 31	
Half Barrels	0 32	
Quarter "	0 32	
Pails, 38 1/2 lbs. each	1 75	
" 25 "	1 25	
Maple syrup—		
Gallons, 6 to case	4 50	
" 12 "	4 80	
Quarts, 24 "	4 80	
Pints, 24 "	2 50	
Molasses—		
New Orleans, medium	0 31	0 33
" " bbls.	0 29	0 31
Barbadoes, extra fancy	0 45	0 46
Porto Rico	0 45	0 43
West Indian	0 31	0 30

TEA—The passing of tea from Canada into the United States which caused some activity a few weeks ago is now at an end. All the tea that Canadian holders wanted to send has gone across and it was principally the kind

that was undesirable for sale here. Tea merchants therefore on this side of the line benefited by the demand from the United States. Some brokers here claim that the kinds of tea wanted in Canada are scarce. The finer grades are in good demand. A cable from London received on Tuesday stated that the market had advanced on the flavory sorts.

Whether or not there will be a duty imposed on tea by the United States government will likely be known within the coming week. The probability is however, that there will be a change from Payne's proposals.

DRIED FRUITS—Prunes are still good sellers. This market has been so unsettled recently that wholesalers scarcely know what the outcome will be. The call for apricots has also been good notwithstanding the prices. Taped figs are a minus quantity and bag figs are also almost off the market. There has not been much movement in this market. Currants are a shade firmer. A despatch from Greece to a local broker states that the weather is somewhat unfavorable for the new crop and that there was a possibility of higher prices later on. There is just now considerable call for Valencia raisins, but dates are quiet.

Prunes—		Per lb.
3-oz. 25-lb. boxes	0 16	
40-5 lbs. 5-lb. boxes	0 08 1/2	
50-60 " "	0 08 1/2	
60-70 " "	0 07	0 07 1/2
60-70's, 50-lb. boxes	0 07 1/2	
80-90 " "	0 05 1/2	
90-100 " "	0 06 1/2	
Apricots—		
Standard	0 12	
Choice, 25-lb. boxes	0 13	
Fancy	0 15	
Candied and Drained Peels—		
Lemon	0 10	0 11
Orange	0 10 1/2	0 12
Figs—		
Elmer, per lb.	0 08	0 10
Tapioca	0 05 1/2	0 04
Bag Figs	0 03 1/2	0 04
Dried peaches	0 17 1/2	0 08 1/2
Dried apples	0 07 1/2	
Currants—		
Pine Filiatras	0 06 1/2	0 07
Vostizze	0 08 1/2	0 09
Patras	0 08	0 08 1/2
Uncleaned, in less.		
Raisins—	0 07 1/2	0 09
Sultana	0 11	0 12 1/2
Fancy	0 05 1/2	0 06
Extra fancy	0 05 1/2	0 06
Valencia	0 05 1/2	0 06
Seeded, 1-lb. packets, fancy	0 08	
" 16 oz. packets, choice	0 18	
" 12 oz. "	0 07	
Dates—		
Hallowes	0 05 1/2	Fards choicest
Sate	0 05	" choice
		0 08
		0 07 1/2

NUTS—The market in nuts has nothing in it that could be called a feature. The car of filberts which arrived last week have been distributed.

Almonds, Formigetta	1 12
" Tarragona	0 14
" shelled	0 30
Walnuts, Grenoble	0 14
" Bordeaux	0 11
" Marbots	0 12
" shelled	0 28
Filberts	0 10
Pecans	0 16
Braz's	0 16
Peanuts	0 13

RICE AND TAPIOCA—A decline of a quarter of a cent is noticeable in Rangoon rice this week, but otherwise this market is the same as last week. Sage and tapioca are not being given a great deal of attention.

Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 95
Bangkok	0 03 1/2
Patna	0 05 1/2
Java	0 05 1/2
Sago	0 06
Soft tapioca	0 08
Tapioca, medium pearl	0 04 1/2

SPICES—Spices are getting their

usual attention with no changes in prices from last week's quotations.

Peppers, white pure	0 14	0 20
" whole, black	0 22	0 30
" whole, white	0 18	0 25
Ginger	0 25	0 35
Cinnamon	0 35	0 40
Nutmeg	0 25	0 30
Cloves, whole	0 25	0 35
Cream of tartar	0 23	0 25
Allspice	0 16	0 18
" whole	0 17	0 20
Mace ground	0 20	0 25
Mixed pickling spices, whole	0 15	0 20
Cassia, whole	0 20	0 25

BEANS—The price of beans seems to be the cause for the quietness in this market. At any rate consumption is not brisk and the prices remain as quoted last week.

Beans, hand picked	2 25
" prime No. 1	2 00
" Lima, per lb.	0 07 1/2

EVAPORATED APPLES—It was expected locally that the price of evaporated apples this season would have been higher than 7 1/2 cents. The market however continues quiet.

MANITOBA MARKETS

Winnipeg, April 5.—Although the retailer claims he has not been greatly encouraged in business during the past two weeks, the wholesalers have reaped an abundant harvest. The heavy Easter stock laid in by the dealers has kept local wholesalers extremely busy. The "out of town" shipments have been very large, and have surpassed all anticipations and records of previous years in the corresponding season.

The Easter season is very welcome to many retailers since it will relieve the monotony of the rather quiet period of the past few weeks. The weather has been disagreeable for many days and the streets have been in a bad condition. The country roads are almost impassable, and no one can censure the local producers for refusing to plod through the dreaded "Red River Valley mud." The farmers, however, have made an extra endeavor to land the egg supply for the Easter trade. A feature of this week's market is the weakness in the canned goods trade.

SUGAR—Retailers report sales in smaller lots since the recent advance. The market generally is only moderate. Next week will see sugar moving freely and remain so until after the Easter festivities. The prices are quoted as follows:

Montreal and B.C. granulated, in bbls.	5 30
" " in sacks	5 25
" yellow, in bbls.	4 90
" " in sacks	4 85
Wallaceburg, in bbls.	5 10
" " in sacks	5 15
B.C. gunnie granulated, 5-18's to bale, per cwt	5 25
" 5-20's "	5 25
" icing	5 90
bar sugar	5 90
icing sugar in bbls.	5 90
" " in boxes	6 10
" " in small quantities	6 30
Powdered sugar, in bbls.	5 65
" " in boxes	5 85
" " in small quantities	6 15
Lump, hard, in bbls.	6 20
" " in 1-bbls.	6 30
" " in 100-lb cases	6 20

SYRUP AND MOLASSES—Last week's advanced prices remain steady in syrup. The trade is destined to be very good this season and heavy ship

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THE CANADIAN GROCER.

ments are leaving this city. The trade in molasses has revived somewhat.

syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 31
" " 5-lb tins, per 1 " "	2 78
" " 10-lb tins, per 1 " "	2 58
" " 20-lb tins, per 1 " "	2 70
" " barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 04
Heaver Brand, 2 lb tins, per 2 doz case	3 25
" " 5 " " 1 " "	3 78
" " 10 " " 1 " "	3 45
" " 20 " " 1 " "	3 35
Barbadoes molasses in 1-bbls, per lb	0 04½
New Orleans molasses in 1-bbls, per lb	0 03½
Porto Rico molasses in 1-bbls, per lb	0 04½
Blackstrap, in bbls., per gal.	0 31
" " 5 gal. bats., each	2 35

MAPLE PRODUCTS—These are selling slowly at the following reduced prices:

Sugar, 25 lb. boxes, 1s. and 1/2s.	3 90
Syrup, gallons, 1 doz. to case	5 40
" " 1 doz. to case	6 65
" " 2 doz. to case	6 00

FOREIGN DRIED FRUITS—There has been a noted steadiness on the market this week in these lines. It is expected that currants and prunes will advance, but as yet no changes are quoted. It has often been said in the West, "You cannot build railroads without prunes." It is a fact that immense shipments of prunes are being ordered for construction camps.

Smyrna Sultana raisins, uncleaned, per lb.	0 07
" " cleaned, per lb.	0 08½
Trenor & Valencia raisins, f.o.s., per case, 28's	2 05
" " " 14's	1 09
" " " 28's	2 25
" " " 14's	1 15
" " " layers 28's	2 35
" " " 14's	1 25
California raisins, choice seeded in 1/2-lb. packages per package	0 05½
" " fancy seeded in 1/2-lb. packages per package	0 05½
" " choice seeded in 1-lb. packages per package	0 06½
" " fancy seeded, 1-lb. packages, per package	0 07½
Raisins, 3 crown muscatels, per lb.	0 05½
Prunes 90-100 per lb	0 05
" " 80-90 " "	0 05½
" " 70-80 " "	0 06½
" " 60-70 " "	0 08½
" " 40-50 " "	0 05
" " 30-40 " "	0 05
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb.	0 06½
" " dry cleaned, Filistras, per lb.	0 06½
" " wet cleaned, per lb.	0 07
" " Filistras in 1-lb pkg. dry cleaned, per lb	0 08
Pears, per lb.	0 08½
Peaches, standard, per lb.	0 07
" " choice	0 10½
Apricots, standard, per lb.	0 11
" " choice, per lb.	0 11½
Plums, black pitted, per lb.	0 11½
Nectarines, per lb.	0 09½
Dates, new, per lb.	0 06

RICE AND TAPIOCA—The general quietness of the trade has been noted in the moderate selling of these commodities. Puffed rice, which is on the market as a cereal, has replaced the ordinary rice to a great extent.

Japan rice, per lb.	0 04
Patna " "	0 04½
Rangoon rice, per lb.	0 03½
Tapioca, per lb.	0 04½

EVAPORATED APPLES—Very little is selling at present and no definite price can be quoted, but they can be had now for 7½c per pound. It is expected the price will revive when the camp goods begin to move more freely.

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

Honey, 2 1/2 lb. tins, in case 24	8 85
" " 12	8 75

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

NUTS—Shelled walnuts are selling well for confectionery purposes. The

Easter market is good on all nuts. There is no word to date of the expected duty on shelled and unshelled walnuts.

Shelled Walnuts, in boxes, per lb.	0 26
" " small lots, per lb.	0 28
" Almonds in boxes, per lb.	0 28
" " small lots, per lb.	0 30

ROLLED OATS—There is no advance over last week's prices, but the market is quite firm. In fact the market is firm on all cereals and it will not be a surprise if advances are recorded soon.

Rolled oats, 80 lb sacks, per 80 lbs	2 27
" " 40 " " 80	2 35
" " 20 " " 80	2 40
" " 8 " " 80	2 70

CORNMEAL—This is popular here as a breakfast food, and the market is always quite good.

Cornmeal, per sack	1 90
" " per 1/2 sack	0 95
" " per bale (10, 10's)	2 15

BEANS—The recent advance has caused a dull trade in this commodity. Hand-picked are quoted at \$2.35 per bushel.

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.

BROOMS—Housecleaning has not begun yet, and when it does many retailers will find that they have not enough in stock. To-day is the first fine day for weeks, and this morning there were brooms on almost every delivery wagon in the city. There is no change in price.

TUBS—It is rumored that a decline will be reported soon. We quote the prevailing prices as follows:

Tubs	11 25
Eddy's tubs, No 0, per dozen	9 10
" " " 1 " "	7 50
" " " 2 " "	6 40
" " " 3 " "	2 35
" " nests of 3, No. 0, 1, 2, per nest	1 95
" " " 3, No. 1, 2, 3, per nest	2 85

FRUITS—The majority of dealers seem to be over-stocked with canned goods at the present time. It is a common sight to see these goods being "pushed off" in the show windows. The prices quoted are quite rigid to the wholesaler but many retailers are selling at cost.

	Group No. 1	Groups No. 2 & 3
Apples—3's standard, per case	\$2.44	\$2.34
" " gals, standard, per case	1.55	1.52½
Cherries—Red, pitted, 2's	4.18	4.08
" " black, pitted, 2's	4.18	4.08
" " white, pitted, 2's	4.38	4.28
Currants—Red, 2's	4.18	4.08
" " black, 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow, 2's	4.18	4.08
" " yellow, 3's	6.54	6.44
" " pie, unpeeled, 3's	3.34	3.24
" " pie, unpeeled, gals	2.42½	2.40
" " pie, peeled, gals	3.30	3.27½
Pears—Flemish Beauty, 2's	3.68	3.58
" " Flemish Beauty, 3's	4.74	4.64
" " Globe l.s., 2's	2.73	
" " Globe l.s., 3's	4.14	
Plums—Damson l.s., 2's	2.28	2.18
" " Lombard l.s., 2's	2.28	2.18
" " Green Gage l.s.	3.08	2.98

Raspberries—Red, 2's	4.18	4.08
" " red, gals	3.80	3.77½
" " black, 2's	4.18	4.08
" " black, gals	3.80	3.77½
Strawberries—2's	4.18	4.08
" " gallons	3.80	3.77½

VEGETABLES.

Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.08	1.75
Peas No. 4 standards, 2's	1.88	1.88
" " Early June, 2's	1.98	1.88
" " Sweet Wrinkle, 2's	2.18	1.85
" " Extra fine sifted, 2's	3.08	2.75
Pumpkins—3's	2.14	2.04
Succotash—2's	2.68	2.58
Tomatoes—3's	2.41	2.10
Tomatoes—2's	2.08	1.74

GREEN FRUITS AND VEGETABLES—These lines are opening well. The past week has been much better than anticipated, and greatly exceeds the trade for the corresponding week of last year. California cabbage is not likely to come on the market the demand in other quarters having raised the price to the wholesaler.

Tomatoes, Florida, per case	4 00
Lettuce, per doz	0 50
Radishes, per doz	0 50
Parsley per doz	0 50
P.e plants, per lb	0 15
Oranges, per box	3 25
Lemons	4 00
Apples, 1/2 doz, per bbl.	7 00
" " Ben Davis, per bbl.	5 50
Bananas, per bunch	2 50

MEATS—Canned meats have moved slowly during the past two weeks. There have been some marked declines, also a few advances. The advances are limited to corn beef, sausage and pigs' feet. Chipped smoked beef and sliced bacon are not on the market and cannot be quoted.

Clark's 1 lb. pork and beans, plain, per case	2 40
" " 2 " " " "	1 90
" " 1 " tomato sauce, per case	2 45
" " 2 " " " "	1 90
" " 3 " " " "	2 45
" " 1 " Ohill " " "	2 45
" " 2 " " " "	1 90
" " 3 " " " "	2 45
Soups, per doz	1 20
Cornd beef " 2's per doz.	2 70
" " 1's	1 60
Roast beef " 1's, per doz	1 50
" " 2's " "	2 70
Potted meats, 1's, per doz	0 85
Veal loaf 1/2 lb., per doz	1 25
" " 1 lb. " "	2 35
Ham loaf 1/2 lb. " "	1 25
" " 1 lb. " "	2 35
Chickon loaf 1/2 lb. " "	1 25
" " 1 lb. " "	2 35
Lunch tongue 1's, " "	3 50
Sliced smoked beef 1/2-lb. tins, per doz.	3 30
" " 1-lb. tins, " "	1 55
" " 1-lb. glass, " "	2 45
English brawn, 1's, per dozen	1 60
" " 2's " "	2 75
Cambridge sausage, 1's, per dozen	1 85
" " 2's " "	3 15
Geneva sausage, 1's, per dozen	2 10
" " 2's " "	3 65
Boneless pigs feet, 1's, per dozen	1 65
" " 2's " "	2 75
Lunch tongue, 1's, per dozen	3 30
" " 2's " "	6 60
Paragon ox tongue, 1 1/2's, per dozen	7 25

EGGS—The usual drop toward the Easter price is considerable this week. Dealers are paying from 18c to 19c per dozen. It is expected that they will not recede further until after Easter, then the drop will undoubtedly be considerable.

BUTTER—An extra effort is being made to get rid of the superfluous No. 2 butter. It is going out in lots from 10c to 15c per lb. The good creamery is jobbing from 22c to 25c per lb., which is a decline from that quoted last week.

Grocery Trade Changes Throughout Canada

prices in Canada or not and it received a reply in the negative.

Businesses That Have Recently Been Disposed Of—Registrations, Assignments and Deaths—New Companies Formed.

Ontario.

W. C. Scott, grocer, Ottawa, is selling out.

The Empire Tea Co., Toronto, has sold to E. C. Dannem.

A. J. Smith, grocer, Toronto, has sold to McDonald Bros.

T. O. McPherson, grocer, Milton, has been succeeded by B. G. Lucas.

Phil Wiltse, general merchant, Athens, Ont., advertises his business for sale.

The Maple Grove Cheese and Butter Co., Lambton, has obtained a charter.

R. E. A. Stinson, general merchant, Moorefield, Ont., has sold to H. McKay.

Wm. A. Johnson has purchased the grocery business of D. H. Edmonds, Tilbury, Ont.

Geo. Dron, West Toronto, has purchased the grocery business of Frank Tate, Drayton, Ont.

J. P. Hart, general merchant, Hillsburgh, Ont., has sold his stock to R. J. Goring, Wellandport.

John Kerr & Co., Neepawa, Ont., have opened a general store on Hamilton Street of that place.

The Norton Manufacturing Co., manufacturers of tin cans, Hamilton, has sold to the American Can Co.

Quebec.

Mrs. Gilbert Hamel, tea merchant, registered.

Daly & Premont, grocers, Quebec, have registered.

Roy & Roy, grocers, Chambly, Que., have registered.

Clement & Desrosiers, grocers, Montreal, have registered.

Hughes Bros., general merchants, Bishop's Crossing, Que., have registered.

H. F. Pacaud & Co., manufacturers of baking powders, etc., Montreal, have dissolved.

New Companies.

The Standard Packing Co., Montreal, has been given a Canadian charter to carry on the business of general packers of meats and provisions, spices, etc.

The Boeckh Bros., Company, Limited, has been given an Ontario charter to manufacture brushes, brooms, matches.

The head office will be in Toronto and the provisional directors are J. C. Boeckh, C. McCoy Farringer, A. W. Wills, H. J. Kirkpatrick and Gordon Hunt.

The Ontario Mercantile Co. has been granted a provincial charter to carry on business as general merchants, buying and selling general merchandise. The head office will be at the village of Otterville, and the provisional directors of the company are, William Draney Paxton, Everette William Kay, Alexander McFarlane, Richard A. Hawes and Jas. Banslaugh Addison.

BUYERS IN TORONTO.

Among the buyers in Toronto during the week were: J. F. East, Kleinburg, Ont.; Allan Hill, Everet, Ont.; David Hill, Richmond Hill, Ont.; Mr. Galbraith, Milton, Ont.; P. L. Parker, Sudbury, Ont.; L. A. Whitmore, Edgley, Ont.; G. T. Broad, Wilford, Ont.; John Hill, Peterboro, Ont.; John Naughton, Elgin Mills, Ont.; Horace Davidson, Unionville, Ont.

HINTS TO ADVERTISERS.

Attractiveness of package, and advantageous prices, make "Soleil" brand canned goods, for which Laporte, Martin & Co., Montreal, are agents, the right kind for the grocer to stock. Inland navigation will soon be open, so requirements for canned goods and teas should be sent in immediately. Orders for new crop molasses will be accepted by Laporte, Martin & Co., now, for May and June delivery.—Adv't.

CUT IN SALT PRICES.

An item appeared recently in the New York Journal of Commerce to the effect that the International Salt Company of the United States had made cuts in prices of from 75c to \$1.25 per ton in view of the competition between this company and the independent manufacturers. Inquiries were made by The Grocer as to whether this would affect

QUEBEC CLERKS MEET.

At the annual meeting of the Clerks' Association of Quebec City, the following officers were elected for the ensuing year:—President, J. O. Belanger; vice-president, E. Lauzier; secretary, E. Hebert; asst. secretary, Eug. Tremblay; treasurer, J. Larose; asst. treas., J. Bergeron; auditors, M. M. Mailly and Simard; commissioner, H. Brochu.

NO DUTY ON TEA.

Just before going to press it was announced from Washington, D.C., that the proposed duty on tea into the United States had been cancelled. When the bill reached the committee of the whole this portion of it was knocked off.

PERSONAL NOTES.

J. S. Carmer, manager of the Sanitary Can Co., at Niagara Falls, Ont., called at the Toronto office of The Grocer on Tuesday.

G. W. J. Ante, formerly employed with Ald. P. Radigan, 32 Main St., Galt, left a short time ago for Regina where he had accepted a position in the grocery department of the R. H. Williams & Sons store.

R. A. Forest, manager of the Cie Francaise des Pates Alimentaires, Montreal, is in Quebec this week.

TRADE NOTES.

In last week's issue of The Grocer an error in a name occurred and notwithstanding the words of the immortal Shakespeare we desire to have it corrected. "Jas. Lintirie" should have read "Joslin Pirie." Mr. Pirie is manager of the Dominion Brokerage Co., Calgary and Edmonton, Alta.

The E. D. Marceau Company, Montreal, teas, coffees and spices, will remove from their present premises, corner St. Paul and St. Gabriel Sts., to 43 St. Gabriel St., on May 1. The new quarters will be much more convenient, and satisfactory in every respect. The new warehouse the firm will occupy will be a four-storey building.



Wolverine

Show Case

The best show case made in America for the money.

Price, \$4.50 per foot f.o.b. Detroit

W. H. ESCOTT
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Winnipeg, Selling Agent

No. 100.

This case is finished in golden oak—Beveled plate top—Shipped K.D.—

Made by

Michigan Show Case Co., Detroit, Mich.

General Stores

All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

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Fixed Prices Not in Restraint of Trade, Says Court

Price-Cutters Judged to be Liable if They do Not Maintain Values Fixed by Maker of Goods—Rights of Manufacturers Sustained by California Supreme Court.

New York Journal of Commerce.

The Supreme Court of California has just rendered a decision in the famous suit of Charles P. Grogan, manufacturer of olive oil, against H. G. Chaffee, the cut-price grocer of Pasadena, who continued to advertise and sell Grogan's olive oil at less than the minimum retail selling price named in the sticker upon the case.

In its effects this decision is one of the most important rendered in grocery circles in many a day. It is a complete justification by the State's highest court of the legality of the "fixed price" principle involved in the so-called "Pacific Coast" plan of marketing goods sold through the retail grocers and recognizes the right of the manufacturer to control the price of his product through all channels of trade down to the consumer. It means the elimination of the piratical price-cutter who, by competition, forces the legitimate grocer of his neighborhood to sell goods at ruinous prices. It gives to every manufacturer the right to protect the legitimate trade against the trader who buys highly-advertised staple commodities upon which the manufacturer has built a reputation, and, by cutting the price almost to cost, seeks to capture all the trade of his neighborhood.

The Plaintiff's Claim.

In its decision the court says in part: The case stated by the complaint is this: The plaintiff has for ten years been engaged in the manufacture and production of pure olive oil by a process of his own discovery. The oil so produced is sold and used for food, medicinal and commercial purposes, as plaintiff has extensively advertised to the public the fact that he manufactures a pure olive oil, and that such oil is guaranteed to be pure and wholesome. In his advertising the plaintiff has used certain designs copyrighted by him, and these designs are placed on every bottle or package of oil manufactured and sold by him as a trade-mark. By reason of these methods of advertising and dealing the plaintiff's oil has become well known, and a large quantity thereof is sold throughout the United States, and more particularly in the city of Pasadena, and elsewhere in the county of Los Angeles.

The plaintiff has affixed to every package of his oil a notice stating "that the article is sold upon the condition that the purchaser, if he retails these goods will maintain my fixed retail selling price on them; and that, if he wholesales them, he will sell them subject to the same conditions." This notice specifies the fixed retail selling price at \$1.35 per half-gallon can and \$2.50 per gallon can. All persons buying said olive oil

agree not to sell or deliver any of it at a price less than that provided for in the notice.

Defendant's Allegations.

The defendant is a retail grocer, engaged in business in the city of Pasadena. He has bought of plaintiff olive oil under the express contract and condition that the same should not be sold at a price or prices less than those fixed by plaintiff. He has, however, refused to comply with his contract, and sells and offers for sale said oil at a price of \$1.20 per half-gallon, and has advertised such offer by publication in a newspaper, and by posters, and notices posted in the windows of his store. This conduct has been continued by defendant notwithstanding plaintiff's demand that he comply with his contract. The complaint alleges that plaintiff has sustained irreparable damage, that it is impossible to ascertain the damage sustained and to be sustained, and that there is no adequate remedy at law. The prayer is for an injunction restraining defendant from advertising, selling or offering for sale the oil at prices less than those fixed by the contract, and for damages.

In support of the ruling sustaining the demurrer it is urged that the contract relied on by plaintiff is unenforceable as being in restraint of trade.

We have here no question of an attempted monopoly. "A monopoly exists where all, or so nearly all, of an article of trade or commerce within a community or district is brought within the hands of one man or set of men as to practically bring the handling or production of the commodity or thing within such control to the exclusion of competition of free traffic therein."

The Contract Valid.

The contract here relied on does not relate to any olive oil except that manufactured by plaintiff. There is no suggestion that this comprises all, or any large proportion, of the olive oil manufactured or sold in the market, supplied by plaintiff. While plaintiff alleges that he manufactures oil by a process of his own discovery, there is nothing exclusive in the product resulting from this process. All that he claims for his oil is that it is pure and wholesome. The court must assume, as a matter of common knowledge, that others may and do manufacture pure olive oil in considerable quantities.

Under these circumstances we see no reason why the contract alleged by plaintiff should not, as between the parties to it, be held to be valid. It violates no canon of public policy. By its terms the buyer is not precluded

from engaging in any lawful trade. He may sell other olive oil at any price and on any conditions satisfactory to him. The producer was, in the first instance, under no obligation to sell his oil, and when he did sell it had the right to exact, as part of the consideration for the sale, a promise by the purchaser that he would not sell it at less than a stipulated price. There is nothing either unreasonable or unlawful in the effort by a manufacturer to maintain a standard price for his goods. It is simply a means of securing the legitimate benefits of the reputation which his product may have attained. Contracts similar to the one under discussion have been considered in a number of cases, and have generally been upheld where, as here, they had no tendency to create a monopoly.

The tendency of the modern decisions has been to view with greater liberality contracts claimed to be in restraint of trade. It is not every limitation on absolute freedom of dealing that is prohibited. As is said by the Supreme Court of the United States in *Gibbs vs. Consolidated Gas Co.*, 130 U.S., 396, 409, "Public welfare is first considered and if it be not involved, and the restraint upon one party is not greater than protection to the other requires, the contract may be sustained. The question is whether, under the particular circumstances of the case, and the nature of the particular contract involved in it, the contract is or is not unreasonable." So, in *People's Gas Light Co. vs. Chicago Gas Light Co.*, 20 Ill. App., 492, the court says: "The tendency of the courts is to regard contracts in partial restraint of competition with less disfavor than formerly, and the strictness of the ancient rule has been greatly modified by the modern decisions."

As the owner of property has the right to withhold it from sale, he can also, at the time of its sale, impose conditions upon its use without violating any rule of public policy.

Violation of Rights.

The necessary result of what we have said is that the complaint must be held sufficient. It is alleged that the defendant bought oil under an express agreement that he would not sell it at less than given prices and that he had sold

THE FARMER LOOSENS UP.

The Canadian Grocer, Toronto, Ont..

Gentlemen.—In your article in this week's GROCER on "Merchants Suffering from Farmers Hoarding their Money," I feel there is a great deal of truth and might say that this was very forcibly brought home to me to-day in a manner to which I did not at all object. Had just finished reading the article when a well-to-do farmer of the type depicted came into the store and I handed it to him asking him to read it. He came around to me in a little while saying, "Say! I never looked at this thing from the store-keeper's point of view before. How much do I owe you?" Out came the inevitable cheque-book, and he settled then and there. Think it would pay some of our grocer friends to show that article to some of the intelligent "slow but sures."

Enclosed please find cheque for renewal to GROCER which is nearly expired. Yours truly,

J. P. NAUGHTON,
Naughton Bros.

Elgin Mills, Ont.,
April 2nd, 1909.

and threatened to sell it at less than such prices. This is a violation of plaintiff's right under his contract. Whether this contract could be enforced against persons who might come into possession of plaintiff's oil, with notice of the restriction imposed by him on its sale but without having made any direct agreement to respect restriction, is a question not here presented.

It is suggested rather than argued by respondent that the agreement relied on by appellant is unlawful under the provisions of the statute of 1907, entitled "An act to define trusts and to provide for criminal penalties and civil damages, and punishment of corporations, persons, firms and associations, or persons connected with them, and to promote free competition in commerce and all classes of business in this State; approved March 23, 1907, commonly known as the Cartwright Act."

It seems clear that the combination denounced by the act is one between persons occupying similar relations to the article in question—between persons, that is to say, each of whom would in the absence of agreement or combination be in a position to sell the article at any price which might seem proper to him. A sale or delivery by A to B on the condition that B shall not sell below a certain price is not a combination of "capital, skill or acts" between A and B. A has sole control of the subject of the agreement and may, as has been pointed out, sell or refuse to sell. There is no question of competition as between the parties. If the act were to be given the sweeping consideration contended for, it would make unlawful a contract whereby a manufacturer or owner appoints an agent to sell his goods and fixes the price at which such agent may sell. To prohibit transactions of this character was certainly not within the intent of the legislature. The agreement here involved is equally beyond the scope of the act.

FINISH WITH BANQUET.

As a wind up to the Retail Grocers' Hockey League of Fort William, Ont., for the season of 1909, a complimentary banquet was tendered the players last week by E. Scannell, the Honorary President and A. Ferguson, the President of the league. A splendid toast list had been arranged and many bright speeches marked the occasion.

The Loyal Toast was received with the singing of the National Anthem. "Canada" was responded to by W. W. Brown, of Owen Sound, and "Our City" by Messrs. Montgomery and Gilker. Captain Bonin of the Centre Grocers' team, and Mr. Aitken spoke for "The Retail Grocers," and J. G. McIntosh and Mr. Montgomery replied for "The Travelers." "The Ladies" were championed by Messrs. Elliott and McIntosh, while the final toast, "Our Host," was responded to by A. Bronfman, of the Mariaggi Hotel. E. Scannell officiated as toastmaster.

The banquet marked a most pleasing and appropriate finish to the Grocers' Hockey League.

TEN BUSINESS COMMANDMENTS.

A Liverpool concern has placed on the desk of each of its clerks the following ten commandments:

First—Thou shalt not wait for something to turn up, but pull off thy coat and set to work.

Second—Thou shalt not go about thy business looking like a "bum," for thy personal appearance is thy best letter of recommendation.

Third—Thou shalt not try to make excuses, and rebuke those who chide thee.

Fourth—Thou shalt not wait to be told what to do.

Fifth—Thou shalt not fail to maintain

thine own integrity, or do anything which will lessen thine own self-respect.

Sixth—Thou shalt not covet another fellow's job, nor his salary, nor the position which he got through hard work.

Seventh—Thou shalt not fail to live within thine own income.

Eighth—Thou shalt not fail to blow thine own horn on the proper occasion.

Ninth—Thou shalt not hesitate to say "no" when thou meanest "no."

Tenth—Thou shalt give every man a square deal. This is the last and greatest commandment, and there is none like unto it. Upon it hang all the law and the profits of business.

Your Recommendation

of Fels-Naptha
soap does you good
as well as us.
Every good article
you speak for
makes your "word"
more valuable and
Fels-Naptha is
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good on merit.

BOULEVARD SHOE DRESSING



For Ladies' and Children's Boots and Shoes

YOU SHOULD SELL IT BECAUSE:

It gives a beautiful finish.
It requires no rubbing
It is guaranteed not to injure the leather.
It is neatly put up in four-ounce bottles.
It will certainly be asked for again.
It has never brought us a complaint.
It can be had at all jobbers.

Manufactured only by:

The American Dressing Co., Ltd.
Montreal

What about Trade Extension?

The shrewd business man is always open to a suggestion for increased business. Here's one! The Great North West!!

You may not be aware of it, but it is a fact that the great grain growing areas of Western Canada are filling up at an enormous speed.

This fact creates a splendid market for all grocery lines.

As the largest brokerage house in Western Canada, having track warehouses in Winnipeg, Calgary and Edmonton, we have unequalled facilities for covering the Western market.

Are you represented here? Let us introduce your goods for you.

This matter is worth corresponding about by manufacturers and shippers in Eastern Canada, Great Britain and elsewhere.

Nicholson & Bain

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Direct Importers of

VANILLA BEANS
TONKA BEANS
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R. B. Wiseman & Co.

123 Bannatyne Avenue East **WINNIPEG, MAN.**

**Warehousemen, Forwarding Agents and
Wholesale Brokers**

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

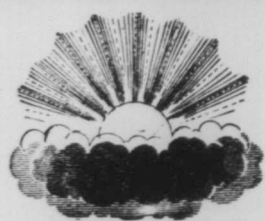
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Highly Recommended by
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Table and Kitchen Use

Guaranteed under the Pure Food Act.

Chausse & Co.

Managers of
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Write for Prices and Samples

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Phone M. 3938

WE HAVE A VERY NICE LOT OF Choice Sugar Cured Hams

PICKED OUT FOR
THE EASTER TRADE.

These Hams are made from Good Canadian Hogs, no imported stock among them.

They have been selected and Cured under supervision of Dominion Government Inspectors.

They will be higher in price later on, no question about that. Better let us have your order now.

The "STAR BRAND" beats the World.

F. W. Fearman Co.

LIMITED

HAMILTON, CANADA.

Plain Figures that
prove the Superior
Quality of



Reindeer Milk

and

Jersey Cream

	Butter Fat
Reindeer Milk	8.61
Highest of other Brands	8.00
	.61

Reindeer Milk 7½% richer

Jersey Cream	8.05
Highest of other Brands	7.10
	.95

Jersey Cream 13% richer.

Figures taken from Government Bulletin No. 144

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

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Produce and Provision Situation of the World

Swine Breeders Want to Send Deputation to Denmark — Farmers Apparently After a Trip—Not Enough Hogs Being Produced is the Whole Trouble — The butter and Cheese Markets.

The peculiar condition of our cured meat situation has attracted the attention of the "Swine Breeders' Association" which resulted in sending a deputation to Ottawa, to interview the Hon. Sydney Fisher, Minister of Agriculture, and ask him to appoint a commission to visit Denmark and Ireland for the purpose of investigating their methods, by which they out rival us in the English market. They consider the condition of our export trade is serious, but the arguments they use seem to be more to get a trip at the expense of the government than to raise more hogs. From the straight talk of the minister of agriculture it is evident that he understands the situation.

If the farmers produced the hogs, and they could not find a market for them, and they had to accept very low prices, then their arguments might carry weight. But the fact is that all the hogs raised by the farmers are readily bought up, at unusually high prices, and are all required to supply our own market. They also find fault with the government for not raising the duty from 2c to 1c, on imported hogs from the States, in order to protect the hog industry, although as a fact there are no hogs imported at all to interfere with their prices. They also claim that on account of the high price of feed they cannot raise hogs at a profit, and yet it is a fact that the Danes import a good deal of their feed from Canada, and in spite of this, produce bacon to compete with us in the English market. They also want to look into the co-operative packing system, with a hope of finding out to what extent our packers are bleeding them. A few years ago co-operative packing houses were started in different parts of Ontario, but a number of them, if not all, have failed. It seems that the farmers either want a trip or put the blame on somebody except on themselves—where it belongs. The whole trouble is that the farmers are not satisfied with a reasonable profit, and are continually harping on the idea that the dealers were making too much profit for themselves, and not giving it all to the farmer. Let them raise the hogs and the whole trouble will right itself.

Reports arriving from England state that really fine butter is very scarce there, and that the price of fine butter is unaltered. There is, however, a weakness in the lower grades observable. Some of the stock arriving from the antipodes shows bad condition and is being avoided by the English buyers. As a result of this, they are confining their attention to the Danish and Scandinavian stock, until the Irish creameries begin to augment the Danish shipments, when easier prices are expected. Siberian butter is in small compass. Some Canadian stock, which should have appeared earlier on the British market, is now making its appearance and outside this there is no Canadian stock showing.

The English demand for cheese is good for both Canadian and New Zealand stock. The cheese trade on both sides of the Atlantic has been disappointing this season. Competition is being carried to such lengths, that all profits have practically disappeared. This is regrettable, as it is not resulting to Canada's credit in the English market. New Zealand, Australia and other exporting countries are employing all kinds of measures to promote the trade with the old country, while Canada's is going behind. Higher prices still are expected all over the world, before the new make comes onto the market.

MONTREAL.

PROVISIONS—Prices remain firm, at the advance of a week ago for live hogs. Supplies are fairly large, for which the demand continues exceedingly good, and sales of selected lots were made at \$7.90 to \$8 and straight lots at \$7.75 to \$7.85 per 100 lbs. weighed off cars. A fairly active trade, continues to be done in dressed hogs and prices are unchanged. Abattoir fresh killed, sold at \$10.50 to \$11, and Manitoba dressed at \$10 to \$10.25 per 100 lbs. The demand for hams and bacon is steadily increasing, and an active trade will be done this week, as buyers are providing for their Easter requirements. No change in lard, pure or compound, has been recorded during the week.

Compound Lard—		
Tierces, 375 lbs.	0 09	
Parchment lined boxes, 50 lbs.	0 09½	
Tubs, 50 lbs.	0 09½	
Wood pails, 20 lbs. net.	0 09½	
Tin pails, in cases.	0 09	
Heavy Canada short cut mess pork, in bbls.	23 00	23 50
Selected heavy Canada short cut clear boneless pork.	24 00	24 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 13½	
Boxes, 50 lbs., grained.	0 13½	
Tubs, 50 lbs.	0 13½	
Pails, wood, 20 lbs., parchment lined.	0 13½	
Tin pails, 20 lbs., gross.	0 13½	
Cases, tins, 10 lbs. each.	0 13½	
" 5 "	0 14	
" 3 "	0 14	
Dressed hogs, fresh killed.	10 50	10 75
" Manitoba.	10 00	10 25
Country dressed.	9 00	9 50

BUTTER—The butter situation is easier. A few factories are opening this week. Fall creamery is still plentiful, and holders are now sacrificing in view of the arrival of the new stock. These two conditions have depressed the market considerably. Receipts for the season have been 423,262 packages against 416,833 packages for the corresponding time of last year.

Fall creamery, solids.	0 21
Fresh Creamery, solids, lb.	0 22
" prints, lb.	0 22 0 22½
Dairy, tubs, lb.	0 14 0 15
Fresh large roll.	0 17 0 18

CHEESE—The local market is strong. Export stock is completely exhausted. An advance would not be a surprise, as it will be some time before the new stock will make its appearance. Receipts for the season, since May 1,

1908, have been 1,959,676 boxes against 2,053,998 boxes for the corresponding period of last year. Export prices are 12½ to 14 cents.

Cheese, old.	0 15½	0 16
" large.	0 13½	0 14
" twin.	0 14	
" small.	0 14	

EGGS—Receipts are increasing very rapidly, and market is showing an easier undertone. Country buyers should get the price down to 16 to 16½ cents by this time next week. It is expected that after Easter packing will commence.

New laid.	0 20
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HONEY—One jobber reports a little business in buckwheat honey, otherwise the market is dull and featureless.

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—Dull and featureless owing to small supplies.

Spring chickens, per lb.	0 17	0 18
Young ducks, per lb.	0 12½	0 14
Turkeys, per lb.	0 19	0 20
Geese, dressed.	0 10	0 12
Ducks.	0 12	0 14

TORONTO.

PROVISIONS—Scarcity of hogs is the troublesome feature of the provision trade, which puts the business on the "bum" as one packer stated. Some of the packing houses are running on short time, which adds to the cost of manufacturing, and consequently reduces the margin of profit to the packer. The demand is good, and prices are firm and well maintained.

Long clear bacon, per lb.	0 12½	0 12½
Smoked breakfast bacon, per lb.	0 15	0 15½
Roll bacon, per lb.	0 11	0 11½
Light hams, per lb.	0 14	0 14½
Medium hams, per lb.	0 13½	0 14
Large hams, per lb.	0 13	0 13
Shoulder hams, per lb.	0 10½	0 11
Bacon, plain, per lb.	0 16	0 16½
" pea meal.	0 16½	0 17
Heavy mess pork, per bbl.	20 00	21 00
Short cut, per bbl.	23 50	24 00
Lard, tierces, per lb.	0 13	0 13½
" tubs "	0 13	0 13½
" pails "	0 13½	0 13½
" compounds, per lb.	0 08½	0 11
Dressed hogs.	9 50	9 75
Live hog, f.o.b.	6 75	7 00

BUTTER—"How is the butter market this week?" "Well, it is not altogether sick, but it is tired. It has not fairly recovered yet from its worst condition," was the answer to The Grocer's query. There is any quantity of last summer's creamery in the market, which was held on speculation, and which has now to be sold at whatever it will bring. Much of this butter, although well made is off flavor, and is sold at a loss of from 5 to 7c a lb. A very excellent lot of packed creamery was noticed, which is put up in large packages of over 100 lbs. This, being better than the smaller packages, shows that butter should be put up in larger packages if it is intended to be held for some time.

	Per lb.
Creamery prints.	0 21 0 26
Creamery solids.	0 20 0 21
Farmers' separator butter.	0 21 0 23
Dairy prints, choice.	0 18 0 19
" ordinary.	0 15 0 16
" tubs, choice.	0 16 0 17
Large rolls.	0 16 0 17
Baking butter.	0 13 0 15

CHEESE—The stock is very light and prices are firm, and any old cheese that will be on hand when the new stock comes in will likely go up higher, as some old cheese is always in demand.

Cheese, large, prime.	0 14	0 14½
" twins.	0 14½	0 14½

HONEY—The season for honey is over and nothing is doing in this line.

60-lb. tins	0 11	0 11 1/2
Smaller sizes, tins and bottles.....	0 10 1/2	0 12
Combs, doz.	1 50	2 50

POULTRY—There is considerable poultry in the market this week, and prices are firm. The stock is very irregular, apparently picked up in small lots where some birds for some reason had to be weeded out of the flocks.

Spring chicken, dressed	0 16	0 20
alive.....	0 13	0 17
Hens, per lb., dressed.....	0 13	0 14
Turkeys, per lb., dressed.....	0 25	0 30

EGGS—This is the greatest egg week in the year and as the requirements have to depend largely on this week's receipts, there is considerable speculation going on as to how the prices will go. Some are afraid they will not have enough, and yet are afraid to buy. However, one thing is certain: that eggs will not drop enough to cause very heavy losses, if any. Eggs do not now, as they used to do some years ago, drop from 25 and 30c down to 10 and 12c. They are now 19 to 20c and they are not likely to go below 17c to the retailer.

Fresh Eggs	0 16	0 20
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GOOD AND BAD BUTTER.

Another Communication on the Question as to Whether Butter is Improving or Not.

By M. Moyer.

Chief Dairy Commissioner J. A. Rud-dick has evidently misunderstood me, according to his letter in The Canadian Grocer last week when he says that he did not agree with me, that the average quality of butter in Ontario is not as good as it was 25 years ago.

I said that about 25 years ago the first special effort was made to improve the quality of our butter, and through the aid of the government the effects were soon felt and the butter was much improved. Yet 25 years after such an experience, we have tons of butter unfit for human food.

On the whole, butter is certainly much better than it was 25 years ago, but it is an undisputed fact that the quality of butter has been gradually growing worse during the last several years, and this is what I am complaining about and what should be looked into. There is no excuse for this, and the cause should be discovered and the trouble remedied.

Some claim that the butter is not worse, but the people's tastes have been developed and a higher quality is required to suit their wishes. This, however, seems to be a weak excuse when the butter is before you in its rankest form and utterly bad. The fact of the matter I claim is carelessness on the parts of the farmers caused through lack of the ever necessary education that must come from the consumer to the producer.

The proposed legislation under which the government will assume supervision over creameries, cheese factories and over their managers, might perhaps be extended to cover all who are handling butter. If the government takes the power to say whether a creamery is in a sanitary condition, or a manager understands his business why not go a step further and in some way have supervision over the many dairies all over the country. This, at once, may be con-

sidered impossible, and that the principle is too domineering. What is wanted in the interests of all classes is good butter, and that can only be obtained by paying the maker according to the quality of the butter.

We do not need to send inspectors to see that our tailor shops are properly equipped or whether the tailor holds a certificate of qualification. If he does not do good work the people will not buy his goods. This is the only education he needs, and if the farmer would get this education he would soon become wise. If the clothes of say 100 tailors were all paid for at the same price, and then thrown in one lot and sold at the same price, how long would they all do good work. This is the position the farmer is placed in. All the butter is bought by storekeepers at the same price and the good must help to bear the loss of the bad. If the government will give us a law by which a plan can be devised to give the good butter makers a fair chance, I think the trouble can be overcome.

CANADIAN BACON HOG.

It is of a Leaner Type Than the Hog Which Produces the Best Hams.

A recent issue of the "Daily Consular and Trade Reports" issued by the Department of Commerce and Labor of the United States says:—"Consul W. H. H. Webster, of Niagara Falls, transmits a Canadian press clipping which states that the Dominion hog raisers and packers have been forced, through lack of market facilities for fat hogs, to produce the leaner bacon type, which can be sold to advantage on the British market and is suitable for the export trade."

"This is true," said an authority when interviewed, "but this hog is not only suitable for export trade. It is the hog that produces the bacon, of which Canadians, as well as the Englishmen are so fond so that very little of it can be spared for export. A bacon hog is not a ham hog, and through the introduction of this hog more bacon is used, and the hams are principally boiled and sold that way. This has proven to be the most profitable hog here, although in the States they count more on a hog with better hams."

IMPORT CANADIAN TEA.

New York, April 5.—The very large number of samples of tea being received at the Appraiser's Stores here from Buffalo, Rouse's Point, Charlotte and other ports of entry on the Canadian boundary indicate that tea is being brought into the United States from Canada in considerable quantities.

No importation can be entered, however, until a sample is examined by an expert and pronounced to be equal to the standards of strength and purity as prescribed by a specially appointed Government board.

Tea examiners are stationed at New York, Chicago, San Francisco, Seattle and other important customs points, and since the Ways and Means Committee reported favorably a tax on tea, they have been particularly busy with samples forwarded from the Canadian boundary points.

So far, it is learned, no very large number of rejections have been made by reason of the importations being adjudged below standard, but the examiners are keeping a strict watch and will see to it that the standards as prescribed are rigorously maintained.

In the tea trade it is a disputed point whether or not the importers of Canadian teas are using good business judgment and stand to make or lose money.

The tea trade feel that President Taft's recent pronunciamento against adding to the cost of the necessities of life has materially strengthened their position. Some of the well informed are beginning to believe that the duty was fixed simply to arouse the public at large to the necessity of increased revenues, and that later the tea provision will be removed from the bill.

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to be the best selling Cream Tartar on the market because it is **Chemically Pure.**

(Note the difference between **Pure** and **Chemically Pure.**)

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This and the following weeks house-keepers from Coast to Coast will read in the daily press about the excellence, goodness, and economy of CLARK'S CORNED BEEF, OX TONGUE, PORK & BEANS and POTTED MEATS.

Your co-operation with this extensive publicity campaign will result in profits to you. Remember every tin sold is extra trade which might otherwise go to the dealers in fresh meats.

Let us help you in making your stocks complete.

WM. CLARK
Manufacturer
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WAGSTAFFE'S

Fine old English

Pure Orange Marmalade

Season 1909, now ready.

WAGSTAFFE'S

Jams, Jellies and Sealed Fruits

are better than the imported.
Once tried always used.

WAGSTAFFE, LTD.
Pure Fruit Preservers
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**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.



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SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5c. bags.

and a complete line of **LOZENGERS, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

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Letters Patent

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is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S Gelatine and Liquorice LOZENGES

Should be in your confectionery department.

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News of the Flour, Feed and Cereal Markets

Quiet Business Done in Eastern Canada in Flour But Export Trade is Good—Great Scarcity of Bran in Quebec—Falling Off in Cereal Trade With Approach of Spring.

April 6.—Trade in flour during the week has only been fair. The eastern markets in Canada have not been as good as usual, and in Ontario also trade is quiet. This condition of affairs, however, is not expected to continue, for as soon as the buyers get accustomed to the prices business is likely to revive. Some millers report a splendid export demand while others have had enquiries. No changes have occurred in prices, but another advance would not be a surprise.

As usual at this time of year, the cereal trade is declining somewhat. Cereal goods do not move well in the warm weather, especially rolled oats. The prices are, however, holding their own in view of the firm figures at which wheat and oats are being maintained. The supply of Ontario wheat is reported light, too, and one firm stated it had difficulty in securing what it needed. Collections are said to be improving.

In the feed market bran is represented as being very scarce and the demand is hard to supply.

MONTREAL.

FLOUR—There is still a difference in the prices of the big millers. Trade is reported as fairly good. No changes have occurred in the quotations.

Winter wheat patents.....	5 50
Straight rollers.....	4 70 4 80
Extra.....	4 00 4 10
Daya Household.....	5 00
Chopra.....	5 40
Manitoba spring wheat patents.....	5 80 6 00
strong bakers.....	5 30 5 50
Five Roses.....	5 80
Harvest Queen.....	5 30

ROLLED OATS—Rolled oats are moving fairly freely. Prices remain as last quoted.

Fine oatmeal, bags.....	2 72 1/2
Standard oatmeal, bags.....	2 60
Granulated.....	2 60
Quick dust cornmeal, 98-lb bags.....	2 10
White cornmeal.....	2 00 2 05
Rolled oats bags.....	2 55
bbls.....	5 35

FEED—The scarcity of bran is the chief feature of this market. All the millers are imposing certain restrictions on its sale by way of forcing the dealers to take a certain amount of flour. One firm stated they were selling none outside their own customers for any consideration. No quotable changes have taken place in prices.

Ontario bran.....	21 50 22 00
Quebec bran.....	25 00
Manitoba bran.....	24 00
bran.....	22 00
Montreal, milled.....	25 00 27 00
straight grained.....	30 00 32 00
Feed flour.....	1 50 1 60

TORONTO.

FLOUR—The Manitoba wheat flour has not yet advanced in price on account of the differences of the western millers, and the winter wheat variety is firm since the advance mentioned

last week. Locally, the trade has been quiet during the week but the export was good and at advancing prices. The London market is, of course, the objective point. The dull season here just now is to be expected. The Eastern Canadian trade, as one miller remarked, had "collapsed," but as soon as buyers get accustomed to the prices he thought there would be a revival of interest in the flour market.

Manitoba Wheat.	
1st Patent.....	5 70 5 80
2nd Patent.....	5 40 5 50
Strong bakers.....	5 10 5 30
Winter Wheat.	
Straight roller.....	5 00
Patents.....	5 20 5 40
Blended.....	5 50

CEREALS—"People don't eat much rolled oats during the warm weather you know," remarked one of the cereal millers on being asked regarding the trade conditions. There is, therefore, a dullness in the cereal trade due to the opening up of the spring, but this is usual at this time of year. Wheat cereals move better than the others during the summer. On account of the high prices of grains the dull season has yet had no effect on the cereal prices.

Roller wheat in barrels, 100 lbs.....	2 80
oats in bags, per bag 90 lbs.....	2 60
oatmeal, standard and granulated, in bags 98 lbs.....	2 85
Rolled wheat, car load.....	2 65
" oats.....	2 40
Oatmeal, car load.....	2 65

PERSONAL ITEMS.

Frank J. Hodgson, of the Montreal Biscuit Co., was in Toronto during the week and called at the Toronto office of The Canadian Grocer.

Charles Forbes, representative of the Le Moniteur Du Commerce, Montreal, was a caller at the Toronto office of the Grocer during the week.

J. C. Ecklin, clerk with McLaren and Dow, Fort William, Ont., spent last week at his home in Goderich, Ont. While returning he called at the Toronto office of The Grocer.

The Grocer takes pleasure in acknowledging the receipt from Frank D. Cockburn, manager in Montreal, of Comfort Soap of picture postal cards showing scenes in the Bermuda Islands. Among them are pictures of the Bermuda banana tree, the harvesting of the onion crop and a Bermuda washerwoman—with a footnote as to the kind of soap used. Mr. Cockburn has also sent three handsome photographs of Bermuda scenes including a rubber tree. He is now in the south to recuperate after a recent accident.

Steelton, Ont., March 1st, 1909.
The Canadian Grocer, Toronto, Ont.:
Gentlemen,—Enclosed you will find \$2.00 for my subscription to the GROCER for 1909. I find the paper very instructive and think it well worth the money.
Yours truly,
F. W. McDowell.



Is this box on your shelves?

If not you are overlooking an important matter.

The people are asking for them every day.

When you offer something else you do not deceive them.

The Mooney Perfection is the biscuit of quality, crispness and nutrition.

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EDINBURGH.

SUGAR BEET BUSINESS.

Wallaceburg Sugar Co. Likely to Declare Handsome Dividend—Industry Becomes Profitable.

Advance reports bearing on the forthcoming meeting of the Wallaceburg Sugar Co., to be held in May, indicate that the beet sugar business has in recent years been attended with profits. It seems that the above company under good management has been getting along favorably since they began business and that they have been making improvements to their establishment. During the first five or six years their profits were used for the betterment of their buildings but this year they will be able to pay a handsome dividend. It is true that the present law permits the importation of two pounds of raw beet-sugar for each one pound taken from Canadian soil but outside of that fact the growing of the sugar-beet and the refining of the beet sugar has been of considerable importance to business in Ontario.

The success made by the Wallaceburg Sugar Company illustrates, to a certain extent at least, that the beet-sugar industry is not likely to decline. The company has now a substantial plant and since they have acquired the Ontario Sugar Co.'s factory at Berlin the growing of beets should increase.

A couple of years ago the law regarding the importation of raw beet-sugar was placed on the statutes and it ex-

pires at the end of the present calendar year. A continuation of the same tariff will, however, be requested and at the present time a memorandum has been drawn up for the Minister of Finance giving reasons for the continuance.

From a consideration of the situation it seems that the request of the beet-sugar men should be granted by the Dominion Government, leaving the customs tariff the same as established in 1907.

The memorandum points out that the refining of a ton of beet-sugar during 1907-08, including the payment of the grower and the making of the sugar ready for use was found to be, at the factory at Wallaceburg, \$74.32. It also states that before the last tariff arrangement, the manufacturers of the beet-sugar could operate the factory and refinery for the short period of 100 days a year, whereas now the privilege given enables him to operate the year round. It keeps the capital and plant at steady earnings and enables the manufacturer to retain the services of his accounting staff, his experts and laborers without the loss or distraction inherent to a short campaign and a long vacation in any kind of human industry; and it maintains for him the conditions which establish a continuity of trade from year to year.

Frank E. N. Boulter, son of Wellington Boulter, the Picton canner, died in Detroit on Monday.

CORN GROWERS MEET.

Chatham, April 7.—Following on the recent corn growers' gathering in Essex, a similar meeting of Kent corn growers was held at Fletcher last week, many farmers being present. The object of the meeting was to discuss the selection and growing of the proper type of the different varieties of seed corn for the eastern market. J. H. Williams, of Fletcher, was chairman, and addresses were given by A. McKenney, B.S.A., of Essex, secretary of the Ontario Corn Growers' Association, and representative local farmers. Unity among the farmers seemed to be the keynote of the various discussions.


A large number of delegates favored holding the next provincial corn exhibition in a location more central than Essex, opinion being chiefly divided between Chatham and Tilbury. The location will be settled by the executive. A series of evening meetings will be held throughout the corn-raising districts of Kent in the course of the next two weeks.

The action of the Ontario Department of Agriculture in aiding the farmers to grow better and more produce is a direct benefit to merchants in villages and country towns and should be endorsed by them.

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA



Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Registered U. S. Pat. Off.

Walter Baker & Co., Limited
Established 1780, Dorchester, Mass.
Branch House, 86 St. Peter St.
MONTREAL, CANADA

French Vermicelli and Macaroni
The only factory in Canada producing these goods.

H. CONSTANT
Manufacturer

Sales Agent: L. FONTANEL,
187 Commissioners St., Montreal

1909 MAPLE SUGAR and SYRUP

Season now on. Write for quotations.
Woodman & McKee, Coaticook, Que.

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.

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.

TEA;
Its History and Mystery

BY
JOSEPH M. WALSH
A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

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4. Cultivation and Preparation.
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TECHNICAL BOOK DEPARTMENT
The Maclean Publishing Co.,
10 Front St. East, . . TORONTO, CAN.

Why it pays the dealer to concentrate on Christie's Biscuits—

YOU may have the brightest and cleanest store in your town. The first impression people get of it may be most favorable.

That first impression is important, but it won't go far unless backed up by the right goods.

For instance, a woman is attracted to your store by its appearance of cleanliness—by an atmosphere that seems to indicate the best of everything. When she gets inside let her see, prominently displayed, such standard lines as Christie's Biscuits and her confidence is won.

If she's thinking of biscuits, "Christie's" is the first name that comes to her mind. Other brands *may* be good, but she *knows* that Christie's *are* good—and that they cost no more.

By the use of your own personal recommendation you may persuade her to try another brand, on which your profit is slightly larger. What is the result?

This customer figures that you have deliberately deceived her, and unless she's very dull she will see your motive at once. Right here is where your store gets a black eye—and loses trade.

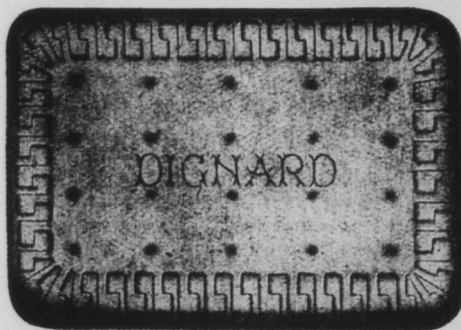
For sound business reasons, it will pay you to always give Christie's Biscuits the preference. In the first place they sell quicker than any others, and in the second place you can always rely on them giving thorough satisfaction.

Concentrate on Christie's and you'll find the volume of your biscuit trade increase to such an extent that the little extra profit per box on other brands will present no temptation.

Besides, Christie's Biscuits help you sell more than biscuits.

Christie, Brown & Co., Limited

DAILY CAPACITY 30,000 LBS.



**Dignard
Limited**

BISCUIT
MANUFACTURERS

MONTREAL

Nearly all High Class Grocers and Druggists Stock

"LUCERNA"

GENUINE IMPORTED

Swiss Milk Chocolates

Gold medals awarded Milan, Italy, 1906, London, Eng., and Halifax, N.S., 1908.

For Price List and Samples Write Head Office

**LUCERNA ANGLO SWISS MILK
CHOCOLATE CO.**

214 Princess Street, - - Winnipeg

JUST DELICIOUS—

MACKINTOSH'S EXTRA CREAM TOFFEE

AN OLD ENGLISH CANDY

Arriving this week from Messrs. John Mackintosh, Ltd., Halifax, Eng., a large consignment for the spring demand.



SPECIAL OFFER

Until April 15th ONE CARTON
FREE WITH FIVE

5c pkgs. Toffee, 32 in ctn., \$1 12
10 " " 16 " " 1.12
Bulk slabs (in tray) 4 lbs. for 1.12
4-lb. ctns. Toffee Caramels, 1.12

With free deal, cost will average
23c. lb., expressage prepaid.

Order direct, with name of Wholesaler.

WM. H. DUNN

Sole Importer for Eastern Canada

396 St. Paul St.
MONTREAL

27 Front St. E.
TORONTO

The Grocer's Encyclopedia From Week to Week

The History of the Ginger Plant and the Varieties of the Spice Produced—Obtained From the Root of a Tree—How it is Adulterated—The Uses of Ginger.

GINGER.—This well-known spice is obtained from the knotty fibrous roots of *Zingiber officinale*, a reed-like perennial plant, native of China and the East Indies, but also found growing wild in East Africa and Mexico, and now cultivated in several tropical countries, especially in Jamaica. The sorts commonly met with are Jamaica, Cochin, Bengal, Tellichery, Japanese and African, and these range in value from \$450 to \$140 per cwt. They may be bought in various conditions, whole, ground, washed, unwashed, spent, scraped and cut.

A number of tea planters in Madras have taken up the culture of ginger. As the movement is yet in its infancy, it is as yet impossible to say if it will be a financial success. It flourishes best on rich well-drained clayey loam, from small pieces of the tuber planted about four inches deep and nine to twelve inches apart. In Jamaica it is planted in March or April, after which the whole ground is soon covered with long green leaves, nearly like maize leaves, and little flowers slightly tinged with green ap-

pear in September, when the stems of the plant are three to four feet high. The flowers and leaves rise from separate stems; those of the former are shorter than those of the latter, and only average from six to twelve inches in length. The flowers having withered and seeded, the roots are dug up about the latter end of January. If left too long in the ground, the tubers put forth stems, and then become fibrous, but if taken up earlier they are only about five or six inches long, very succulent and suitable for preserving. The real roots of the ginger plant are the thin fibers which are given off from the knotty tubers, races, or "hands," as these are termed in commerce. The yield per acre is about 4,000 lbs. Ginger may be cured as either bleached or unbleached.

The black or stone brown whole ginger of commerce usually consists of the older, tough or horny roots and have been simply discolored by scalding them in water and then drying in the sun. They are of inferior strength and flavor.

The Bleaching of Gingers.

Whole white ginger is usually of a superior quality, selected and prepared from the best and soundest "hands" and joints, by scraping off the outer dark colored part and then carefully drying without scalding. The bleaching or coating of gingers is usually performed after they reach the first markets, and is effected by burning sulphur or chlorinated lime, and then covering with the sulphate or carbonate of calcium, so as to protect it from the ravages of insects. The chief sorts are Cochin, Jamaica and African. The best Cochin is the unbleached new, dry, plump and heavy and pale buff colored. It is chalky or mealy inside, without worm holes, and cuts softly and evenly. African ginger, while unsuitable for many purposes on account of its coarse appearance, dark color, harsh flavor and inferior aroma, it really yields the highest percentage of oleoresin, viz., 6 to 9 per cent., and the most pungent essence.

Varieties of the Spice.

Whole ginger, especially coarse African, is largely employed in making ginger beer, ginger essences, extracts, etc.

Washed ginger is or should be ginger which has been cleaned in acidulated water to protect it from worms.

Green ginger is ginger which has been sliced up into thin flakes.

Spent ginger often sold to grocers as washed ginger, consists of whole ginger, which has been boiled and steamed, or otherwise exhausted in making cordials, ginger beer, etc. Frequently the best ginger is treated with a solvent, generally an alcohol, whereby the extractive matters capable of being extracted are obtained, leaving only the woody fibre and starchy matters. The extract is largely used by extract manufacturers and confectioners. It generally falls into the hands of parties who either bleach it, and dry it, or grind it up into powder. This is finally palmed off on the retailers either as genuine whole ginger, or mixed with pickling spice. If ground it is either sold separately or mixed with other ground ginger, but, of course, these uses are illegal, and subject the retailer to a fine. Sometimes it is ground up and mixed in ground pepper.

Spent ginger, of course, lacks the more valuable properties of the vital constituent, namely, the essential oil, and has little taste or smell of ginger, but it may contain certain ill-defined resinous bodies and have a slightly pungent taste. When whole, a hard, horny shell of dark color may be noticed on cutting ginger, that has been boiled and redried, while if it has undergone alcoholic extraction, usually weak spirit of wine, it will probably have a light, crumbly, disintegrated appearance.

Ginger Adulterants.

All the authorities are agreed that the percentage of soluble ash is the all-important factor for determining the proportion of exhausted or spent ginger in a suspected sample. Ginger cannot be extracted by water, or by weak spirit



The Whole Day Long

The goodness of **ANCHOR BRAND FLOUR** is proverbial; it gives "every man's wife" the opportunity to make good bread. This, of course, means larger consumption, but you don't mind that, and your children will not be running Across the Way for "a piece"; they will stay right at home **THE WHOLE DAY LONG.**

Manfd. by

Leitch Brothers Flour Mills

OAK LAKE, MANITOBA

8

Quit Taking the Other Man's Dust

Read Our Next

⁽⁷⁾
You
Couldn't
Sell us
Soft Wheat ⁽⁷⁾

April 16, 1909



Five Roses Flour

IN EVERY race there's but *one* first. The others must take his dust. Running your business, are *you* content to plod along in the wake of "the other fellow" without striving to forge ahead or lessen the distance between? Who wants to be an "also ran?"

¶ There is no better way to increase your profits than to increase your patrons, and there's no better way to increase your patrons than to sell *better* flour. When you talk FIVE ROSES, you will notice a responsive flutter of the purse strings; the trade *worth having* cannot overlook FIVE ROSES. You'll notice also that they come back a little *sooner* for they eat *more*, and they always come back *without* it—you're never asked to refund on ROSES!

¶ The Keewatin millers are not novices. As a matter of business-building fact, they have made an art of flour-making and practise it along the lines which have made FIVE ROSES *the model for a host of imitations* and the expressions "just as good as ROSES" the highest praise that "near-good" flourmen have yet discovered for their product.

¶ To sell FIVE ROSES is evidence that *you* are building on the solid foundation of meritorious goods, that there is no attempt to build up a clientele upon the flimsy basis of shoddy goods and loud promises never fulfilled. *Invariably to sell good flour is to eventually corner the good trade.*

¶ Good goods make you dissatisfied with the other fellow's leavings—*the trade he doesn't care to keep*. FIVE ROSES means you are headed for the front—that *you* don't propose to take *any* man's dust. You can't exaggerate the merits of good goods, and that's all we claim for FIVE ROSES—that it is good flour, *so good that it has no second*. In flourdom there's but *one* FIVE ROSES—the others are "followers," they take *our* dust. *Make them take yours!*

¶ Not only the *best*, but the *best known*. Better than what you are now selling. You wouldn't want your customers to know *that*. would you?

LAKE OF THE WOODS MILLING COMPANY, Limited

Address the nearest office

Montreal, Toronto, Ottawa, London, St. John, N.B.
Winnipeg and Vancouver

of wine without removing a corresponding proportion of this substance, and the normal proportion of this substance never falls below a certain figure. The lowest on record is 1.41 per cent., and it is the only one. The next lowest are 1.70 and 1.71, so that 1.70 is a very low standard indeed to base upon. The average is 2.18, and the maximum 3.05 per cent. of soluble ash. The common adulterants to be expected in ground ginger are tumeric, wheat flour, husk of mustard seed, sago, etc.

The coloring compounds used consist of equal parts of potato flour, and wheat flour, to which finely ground tumeric, of best quality, is added. The chief use of ginger is as a condiment or spice, but it is also used as an aromatic and stomachic medicine. The stimulant aromatic and carminative properties render it of much value in atonic dyspepsia, especially if accompanied with much flatulence, and as an adjunct to purgative medicines to correct griping. Externally applied as a rubefacient, it has been found to relieve headache and toothache. The rhizomes collected in a green state, washed, scraped and preserved in syrup form a delicious preserve. Cut up into pieces like a lozenge, and preserved in sugar, ginger also forms a very agreeable sweetmeat.

WILL THEY WIN OR LOSE?

Results of Speculation on Supposition That Coffee Would be Taxed.

The failure of the Payne Tariff Bill to propose a duty on coffee and to endorse one on tea, has been keeping dealers in these lines in the United States and in other countries guessing as to the results attending the announcement. As originally drawn the bill had a schedule imposing a heavy tariff on coffee, and it was estimated that the coffee speculators who were rushing shiploads of the fragrant bean to the United States would make \$25,000,000 to \$40,000,000. But after the conference in Washington the night before the terms of the bill were made known the coffee clause had been knocked out. It then looked as if the great coffee coup had been transformed at one blow into a gigantic fiasco.

Now it has been discovered that the Payne bill has a little joker bearing on the coffee question. Perhaps the speculators will still be able to make millions under the new tariff law.

Syndicate Behind Movement.

A despatch from St. Louis, Mo., to the New York Commercial states that Cyrus F. Blanke, head of the C. F. Blanke Tea and Coffee Company, one of the biggest importing firms in the Middle West, has declared that if coffee is taken from the free list and a tariff placed on it it will enable two of the three largest coffee syndicates in the United States to clean up from \$20,000,000 to \$30,000,000 within sixty days after the schedule, as proposed, becomes effective.

The ultimate consumer will have to pay for this "killing," Mr. Blanke declares. He says these coffee syndicates are behind the movement to have Con-

gress impose a four per cent. tariff and through their efforts misleading information has been placed in the hands of representatives.

"A New York syndicate, composed of three of the greatest importing corporations, is active for a tariff because it will gain them millions," he said. "Between them they now have in New York or en route from their warehouses in Europe nearly four million bags of coffee. With a strong movement on foot to put a tariff on coffee the supply the syndicate owns in Europe is being shipped to New York to get it into the country before such a tax goes on.

"The result of a tariff will be that other United States importers cannot get coffee from Brazil without paying the regular export tariff, the special tax and the tariff for entrance to this country. Opposed to them is this vast supply in New York in the hands of these syndicates."

It therefore seems that the people are very much puzzled over this coffee tax and as to whether the speculators will win \$25,000,000 or lose it is just now a live question across the line.

AN IMPORTANT CHANGE.

The announcement that the American Can Company has acquired the Norton Can Company has been confirmed by the heads of the company in Hamilton. An official statement from the firm says the plant and business has been sold to the American Can Company, of New Jersey, and that the owners would take possession on Thursday of last week. Kenneth Bethune and H. P. Nichols, formerly with the Norton Company, will be retained as local representatives of the new owners, and W. C. Breckenridge the president of the old company, will shortly retire. Large additions to the plant are contemplated.

The Board of Trade of Port Hope, Ont., at its last meeting decided on an aggressive advertising campaign with a view to obtaining more industries. The Publicity Committee reported having taken initial steps for the proposed invasion of the United States.

CLAY PIPES

None Equal. Insist upon McDougall's.
There IS a difference.

D. McDOUGALL & CO., Glasgow Scotland

If you desire to increase your business buy your

PIPES, TOBACCO, CIGARS, BISCUITS AND CONFECTIONERY from

JOS. COTE

Importer and Wholesale Tobacco Dealer
The greatest assortment of smoker's articles in the Dominion.

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.

**ALL ABOARD
GET READY TO SUPPLY THE
DEMAND FOR**

GREAT WEST

CUT PLUG

**SMOKING and CHEWING
TOBACCO**

SALES INCREASING DAILY

BLACK WATCH

**The Big Black Plug
Chewing Tobacco.**

Already a Big Seller

Sold by all the Wholesale Trade



"CANADA'S BEST"

A **S**PECIAL, Pure, Hard. White **SOAP**

Made by a **P**ECIAL Process

According to a **S**PECIAL Secret Formula

From **S**PECIAL and Pure Ingredients

Destined to Supply a **S**PECIAL Need

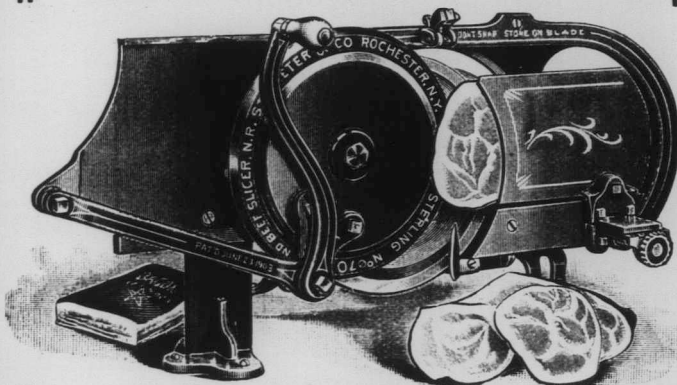
Sure to Become the Busy Housewife's **S**PECIAL Friend

INTRODUCTORY PRICES, Also **S**PECIAL

Order from Traveller or Direct
Samples Sent Upon Request

UNITED SOAP CO., Brantford

THE STERLING SLICER



**SLICES PERFECTLY
COOKED HAM, BACON
and all boneless meats.**

The only machine that cuts the ends. Over 500 sold in Canada last year. Every grocer and butcher should have one. The price is low. Sold on monthly payments.

Write us for illustrated booklet of testimonials.

HOWARD BROS.

Canadian Agents

Brantford, Canada

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

Canadian Fruit, Vegetable and Fish Markets

Holiday Times Brighten up the Fruit Market—Steamers Expected at Montreal—Canadian Vegetables Increase in Value—Splendid Week for Fish.

MONTREAL.

GREEN FRUITS—The holiday season has brightened business up very much. All the fruit men report good business. Apples have strengthened 50c, and all varieties are very scarce. Strawberries are arriving more freely, and are selling at 40c. Lemons are 25c cheaper this week. California and Florida oranges are from 10 to 30c higher. Other lines are unchanged.

Almeira grapes, extra choice	6 75
California navels, 96, 126, 200, 288 size	2 85
" 150, 17, 203, 216 size	3 00
Floridas, 126, 15, 176, 200	3 25
Mexican oranges, 176, 200, 216, 150 size	2 25
Valencia 420 size	4 00
Cal. blood oranges, 150 to 216 size	4 25
Grape fruit	2 25
Lemons, choice, 300 size	2 00
Bananas crated	1 75
Pineapples, extra fancy, 24 size	4 00
Cranberries, per box of 40 qts	3 50
Spice XXX	6 50
Ben Davis, XXX	5 75
Strawberries	4 40
Cocoanut's, bag	4 10

VEGETABLES—Trade in vegetables is getting more brisk. Many of the local jobbers have gone to New York, for the purpose of making better arrangement for bringing shipment of goods to this market. In some cases prices have shaded off considerably, while in others, they have gone forward. Stock arriving from the south has been fairly free, consequently a shading off has taken place, while Canadian stock has appreciated in value. This is about the logical state of affairs at this time of the year. Marrows and squash have practically disappeared from the market. Spanish onions are scarce. Florida celery at \$3.25 to \$3.50 a crate has made its appearance.

Mushrooms, lb.	0 75	0 90
Cucumbers dozen	3 00	
New carrots, bunch	0 15	0 20
Tomatoes, crate	2 75	4 00
Oyster plant doz	0 75	
Artichokes bbl	2 50	3 50
Leeks, dozen	3 00	
Parsnips, bag	1 50	
Sweet potatoes basket	2 50	
Cal. cauliflowers, crates, single	3 50	
" crates, double	7 00	
Parsley, box	2 75	
Sage, per doz	0 60	
Savory, per doz	0 50	
Celery, crate	6 50	
Florida celery	3 25	3 75
Water cress, large bunch, per bunch	0 15	
Spinach, barrels	3 00	
Green peppers, crate	5 00	
Beets bag	1 00	
Carrots, bag	0 90	
Spanish onions, large cased	4 50	5 00
Lettuce, early	0 40	
Lettuce, Boston, box	2 20	
Radishes, doz	0 50	
Horse radish, per lb.	0 15	
Cabbage, b's	3 00	
" new, crates	4 50	
Montreal potatoes, bag	1 00	
New Brunswick potatoes	1 00	
Onions large bag	1 50	
Red onions, barrel	4 00	
Turnips, bag	0 60	0 70
Squash doz	2 50	
Brussels sprouts, quart	0 95	
String beans, basket	6 50	
New beets, crate	3 50	

FISH—Three fish days in Holy Week have made things hum in the fish business. Generally prices are fairly low for this season, and most lines are in good supply. Oysters and lobsters are coming forward freely and are selling well.

Fish and Frozen Fish.	
Codfish	0 04 0 04 1/2
Qualla salmon	0 08
B.C. salmon, frozen	0 09
Fresh halibut	0 09

Mackerel, "	0 10	0 12
Dore, "	0 08	0 09
Steak cod	0 05	0 06
Grass pike	0 08	0 09
Whitefish, lb.	0 06	0 09
Lake trout	0 09	0 10
American live lobsters	0 18	0 20
Haddock	0 07	
Large sea herring, per 100	1 50	1 60
Striped bass	0 16	
Smoked		
Haddies (exp) 15 lb. bxs., per lb.	0 07	0 07 1/2
Bloaters, per box, large, Yarmouth	1 10	
Smoked herring, per box	0 16	0 18
Prepared—		
Skinless cod, new, 100 lb. cases	5 25	
Shredded cod, 1/2 lb. cartons, 2 doz. cartons in box, per box	1 80	
Dry cod, in bundles 112 lb., per pound	0 06	
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes	0 08	
Boneless cod, 20-lb. boxes	0 09	
Boneless fish, 20 lb. bxs., 2 lb. blocks	0 05	
Boneless fish, 25 lb. bxs., loose	0 04 1/2	
Pure cod in crates, 1 and 2 lb. bricks	0 05	
Salted and Pickled—		
No. 1 Labrador herring, brls.	5 50	
" " brls.	3 00	
Large green cod, 100 lbs. bbl.	6 00	
Oysters, bulk, per gallon	1 30	
Standards, bulk	1 40	
" quart tins, sealed	1 50	
" " "	0 40	
Paper pails, per 100 qt. size	1 50	
Standards, 4 gals	6 80	
Selects	7 60	

TORONTO.

GREEN FRUITS—There is considerable activity in the market this week, prices are firm and in some cases higher, especially California navel oranges which are scarce on account of the rainy weather interfering with picking, and are about 25c dearer. Louisiana strawberries made their first appearance in good shape and are sold at 15c a box. This box is called a pint, but for some reason the bottom does not seem to be where it should be to hold good measure. The steamship "A Ciampa" is due in Montreal soon with 4,600 boxes of lemons and 3,800 boxes of oranges. The steamship "Fremona" has also left the Mediterranean ports for Montreal, but what she has on, is not reported. All fruits from southern Europe arrive in good condition and keep our market well supplied.

Apples, Spies	6 50	7 00
" Russets	3 50	4 00
" Baldwins	4 00	5 00
" Greenings	4 00	5 50
" Tolman Sweets	3 00	3 50
Oranges, Valencia, 420, ordinary	3 75	
" 420, large	4 50	
" 714	5 00	
" California navels	3 00	3 50
" Messina bitter oranges	2 25	2 50
Lemons, Messina	2 75	3 25
Bananas	1 75	2 25
Grape Fruit, Florida, box	3 25	3 50
Pineapples, Florida, crate	4 25	4 50
Strawberries, Cal.	0 55	0 60
" Louisiana, pt.	0 15	
Cranberries	3 50	

VEGETABLES—All kinds of new vegetables are coming in freely and the demand increases with the summer like appearance of the weather. The market is fairly active, and a happy feeling prevails among the dealers. While they are almost too busy to give attention to so unprofitable a customer as the "Grocer" representative, they show a cheerfulness which is at least encouraging, if they do not give just what he wants as an exact report of the state of the market. Cabbage is scarce, but celery is more plentiful. This may be a little against the Dutchman, but his time comes later when he can buy three

Navel Oranges

Prices are much higher at the Coast and will advance here at once. Owing to small sizes being short will have to look to other varieties for low-priced fruit. Will fill all orders to best advantage, lots of seasonable Vegetables and Fruits.

McWILLIAM

Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

Franc Tracuzzi's LEMONS

"St. Nicholas"

AND

"Home Guard"

B. L. O. E.

Fresh supplies arriving weekly.

Ask your Wholesaler.

J. J. McCabe

Agent

32 Church Street - Toronto

The Co

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5c more

Beets, Cana
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Parsnips, p
Potatoes, C
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Lettuce, B
Onions, Cal
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heads for 5c. The Irishman is in for 5c more for his potatoes.

Beets, Canadian, old, per bag	0 45	0 50
" Florida, new, per dozen	1 00	
Parsnips, per bag	0 75	0 80
Potatoes, Ontario, per bag	0 40	0 45
" sweet, hamper	2 00	2 25
" Bermuda, per bushel	3 00	
" " per barrel	10 00	
Lettuce, Boston head, doz.	1 25	
Onions, Canadian, dried, bag	1 35	1 50
" Spanish, crate	5 00	5 50
" " small crate	1 75	
" Bermuda, per case	3 75	
Tomatoes, California, small basket	0 75	1 00
" " per case	3 25	
" Florida	3 25	
" small	0 75	
Carrots, per bag	0 45	0 50
" new, per bunch	1 20	
Cabbage, Florida, new	3 50	3 75
" Canadian, old, per barrel	2 25	
Cauliflower, per case	4 00	
California celery, per case	6 50	7 00
Florida celery, per half case	3 00	3 25
Turnips	0 35	0 40
Radishes, per dozen	0 40	0 45
Synnach, per bushel	1 50	
Egg plant, per doz.	3 00	
Green peppers, per doz.	1 00	
Cucumbers, per dozen	2 00	2 25
Asparagus, per bunch	0 25	0 75

FISH—This is the great fish week of the year and all dealers are hard at work—scarcely taking time to look at the fisher for prices. Venturing, however, to ask amidst the rush and hustle "How is the fish market this morning?" the reply comes prompt and quick without the least slackening up in his work: "Better than ever—never been so booming before—make enough money to last us a year." "Are you still selling frozen fish?" "Some houses may, but that is not us." Fresh caught white fish and trout are still scarce, although more are expected every day. Prices on the whole are about the same. The held stock is sold out very well and not much more will be offered this season.

Herring, medium, per lb., fresh caught	0 05	0 07
" sea, per 1.0	1 00	1 25
" lake, per keg	4 00	4 25
Whitefish, frozen	0 09	0 10
Trout	0 09	0 10
White fish, fresh caught	0 13	0 14
Trout	0 13	0 14
Cod, fresh caught	0 07	0 08
Halibut	0 09	
Halibut, fresh caught	0 12	
Haddock, frozen, per lb.	0 07	
" fresh caught	0 07	
8-a salmon, Silverside	0 09	
" Steelhead	0 13	
Pike	0 05	0 06
Pickrel, yellow	0 08	0 09
Herring, Digby, smoked, bundle 5 boxes	0 85	
" Rippered, 15-lb. box	1 25	
Smelts, per pound, N. 1	0 09	0 10
" extra	0 12	0 14
Oysters, Long Island	1 50	
" " medium selecta	1 75	
" " extra	1 85	
" shell, per 100	1 50	
Finnan Haddie, smoked, 15-lb. package	0 67	0 08
Boneless cod, quill on toast	0 05	
" " 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, case	2 40	
" tablets, box	1 60	
Bloaters	1 15	1 25
Qualls	0 08	0 09
Carfish, dressed	0 08	0 10
Gold eyes	0 50	0 05

Delmere D. Butler, clerk in the Cash Bargain Grocery, Brantford, Ont., was a visitor at the Toronto office of The Grocer last week.

E. L. Matte, Estivan, Sask., has purchased the store building in Bienbart, Sask., belonging to F. O. Karnagel and will open a general store there.

The Indians of Sooke, B.C., report that the lobsters imported to the Pacific coast last year are alive and thriving, and that the nucleus of a good colony is being established at a number of the bays between Victoria and Race Rocks.

TO ALL OUR FRIENDS

We tender our best thanks for the largest Easter Business in our History.

WHITE & CO., Limited
Wholesale Supplies, Fruits, Fish and Produce
TORONTO and HAMILTON



RESOLVED

that to make others happy is to be happy yourself. I extend to all "Easter Greetings." May abundance be your share. Greet your friends with hand and heart. Win your foes with kindness. Hand all the happy come-back — my fine, juicy, fresh cut Sicily Lemons.

BUSTER BROWN

FOLLINA BROS. Packers, Italy. W. B. STRINGER Can. Agent: Toronto.

EXTRA FANCY GOLDEN ORANGE Brand NAVELS

BEST SHIPPED FROM CALIFORNIA

Where e'er the've been in Competition,
At every kind of Exhibition,
Wherever Golden Orange shown,
Wherever Golden Orange known,
They stand unrivalled and alone
for Highest Quality.

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HUGH WALKER & SON
GUELPH ONTARIO

Too Many Lobster Canneries, Says Commissioner

About 700 in Canada and 217 in Nova Scotia — Evidence Heard Before Special Committee on Marine and Fisheries— Appointment of a Special Administrator of Fisheries Alone is Advocated—Possibilities of Canadian Trade With Europe in Live Lobsters.

That the Dominion government is desirous of probing into the fishing industry of Canada is seen by the appointment recently of the special committee on Marine and Fisheries and the evidence taken before it during its sitting last month. The particular industry considered was that pertaining to the lobster and Prof. Prince, Commissioner of Fisheries, was called upon to answer numerous questions relating to peculiarities of the lobster and the best methods for its propagation.

It appears that the lobster fishing on the Atlantic coast has been carried on too extensively. Prof. Prince believed there should be some kind of a permit issued to fishermen so that fishing might be kept under control and thought that there should be restrictions to the number of packing licenses. He would restrict the number of traps as in all other fisheries. There was a marked decline in the number of lobsters during the past two or three years which he attributed to temporary fluctuation. In some places the number had increased due to the same fluctuations occurring in all fisheries.

One of the members of the committee stated that the fishermen were going further out to sea and really striking at the mother home of the lobster and wanted to know the effect of their going outside the old limits in which they used to fish.

To Preserve the Supply.

Prof. Prince answered that if the lobster fishing could be kept out a little distance—but not so far as to cause the capture of too many of the full grown females—it would enable the schools of small immature lobsters, which came in shore to be better protected. This would tend to enhance the supply.

The discussion next followed into the channel as to the necessity or otherwise of appointing a man to look after the administrative work of the fisheries department, independent of marine affairs.

"The fisheries of this country have been growing in complexity and extending in every direction," replied the Professor. "Fisheries that did not exist 15 or 20 years ago are now large industries. On the Pacific Coast and in the Northwest the fisheries are coming to the front and it seems to me it is absolutely essential that there should be some division between Marine and Fisheries."

The marine affairs, being more important, had overshadowed the fisheries in the administrative work and both branches, thought Prof. Prince, had grown so that they were almost unwieldy in the hands of one deputy minister. In the United States there was a head official who looks after the fisheries and has no other work to do.

Restricting Packing Licenses.

"Will you tell us what the purpose is in restricting the number of licenses granted to pack lobsters?" was asked.

"The restriction of licenses for canning lobsters is in line with that of the issue of all fishery licenses, and implies that the authority which issues these licenses exercises a certain amount of discretion based on knowledge of the possibilities of the fisheries in the locality concerned. Every license issued by a fisheries department, in this country or in any other country, implies that the department is exercising a certain amount of control and discretion and can grant or refuse licenses."

He thought the number of lobster canneries had reached the maximum in almost every locality and that to discourage the building of new canneries or the operation of new canneries was a good step in regard to the preservation of lobsters.

Lobster Canneries in Nova Scotia.

There are now more than 700 lobster canneries in Canada of which number there are 217 in Nova Scotia. Five or six years ago there were about 20 more than that.

In view of the fact that so many lobsters are shipped alive now to the United States, it was asked as to whether it would make any difference in the number of lobsters actually caught if greater facilities for canning were available. This was answered by stating that the canning of lobsters had been a paying industry and that there is such a very large demand for lobsters that everyone who has gone into it has been able to make money and the tendency is therefore for more to enter the occupation. Instead of the live lobster trade taking away from the canning industry, the latter has grown alongside of the former which was really going to end the lobster supply. Personally he was of the opinion that ultimately the live lobster trade will entirely do away with canning altogether and in a few years. It was the tendency in all food product industries to ship the product in what might be termed the nearest to the natural condition instead of in its manufactured condition.

"That being the case, do you not think that your argument in respect to the increase of these canneries is weak?"

"No," replied Prof. Prince, "that is not the case because the live lobster trade requires large lobsters and the canneries will pack all the small ones, so that you have them destroyed in increased numbers on that account."

Europe Demands Live Lobsters.

He thought that 8 or 10 cents a lb. would be the outside price of lobsters for canning whereas a live lobster would bring two or three times that amount sold by weight. As much as 40 cents each have been paid for live lobsters in some years, which is exceptional of course. There is far more money in the live lobster trade because, of course, in the weight of the live

lobster the shell and everything else is counted in. There is an immense demand in Europe for live lobsters which has really not been developed and I anticipate that within a very few years it will increase. Norway is shipping practically every lobster it produces to London, and realizes five times the amount per lobster that our men earn. There is no reason in the world, he thought, bearing in mind the improved transportation facilities contemplated by the government such as a direct line to France—we already have direct lines to London—why live lobsters should not be shipped from Canada to those markets where better prices are got. The market of France cannot be glutted, for example, because there is a demand for all the lobsters that can be shipped to that country.

"The Boston market," he said, "is easily glutted because Massachusetts and Maine are its sources of lobster supply and they ship a very large amount of lobsters into their own markets. In Maine and Massachusetts there is no canning now. I think there is not a single lobster cannery in the United States at the present moment, I think I am right in that, and they find it pays better and preserves the lobster better to adopt the live lobster trade rather than the canning business. There is, of course, the method of boiling lobsters first and shipping them in cold storage. That method has been introduced latterly. The lobsters have been boiled and chilled and shipped in that way and it seems to me there is a great field open for shipping lobsters in that form to our own cities and the Old Country, where the lobster is quite a rarity. The same thing, I anticipate, will take place in the case of lobsters which was witnessed with respect to salmon. A few years ago salmon in England was a luxury which very few could enjoy. Now immense quantities are being shipped from British Columbia, of chilled or frozen salmon. I think the same thing can be done with lobsters, that you can create a demand for lobsters which does not at present exist to the full extent. I think that if lobsters were sent into those European markets a great many people would buy them who do not do so at present because they are too costly.

"Lobsters are more expensive in Canada than in the United States, but some canners and dealers in Nova Scotia, and indeed other provinces, have been selling direct to French and English buyers and are doing far better than they did when shipping them through United States buyers. There are certain big lobster combinations in the United States that sometimes get control of a large number of canneries, for instance such as the Portland Packing Company, but it would be difficult to dislodge them. The Portland Packing Company has control of a large number of our canneries but that company has acted very wisely in some ways by helping the department in lobster protection. My own feeling is that if our canners could deal directly with the buyers in Europe they would reap far larger results. Of course, I know the difficulties in the way. Some lobster men have asked my advice and I have advised them to take a trip to London to study the conditions of the market for themselves. Some of them have done so and it has proved a bene-

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cial trip for them. But there is one primary necessity: they must ship a good article and I am afraid that some of the lobsters packed in Canada would not stand the test if sold in London."

SOUTH AFRICAN FRUIT.

Obstacles in Shipping to Canada Now Successfully Overcome.

At a time when green fruits are entirely off the market on the Northern Hemisphere Southern Africa promises to fill that space, so that fresh peaches, pears, plums, etc., may be eaten in Canada all the year round.

Only a few years ago, the possibility of accomplishing this was, even in the minds of the most sanguine, very doubtful. Three years ago the first attempt to bring fruit here was made, but it was not encouraging. Many difficulties have since been overcome and this year, for the first time, they have been landed in Toronto in first-class condition. The time required to bring them this great distance is about 30 days, and it took a great deal of experimenting to find out just at what stage of ripeness to take them from the trees, and also how, and in what kind of cases to pack them. It was even found that the wood of that country was not suitable for boxes to pack them in. The wood there is pitchy, and has an aroma which is absorbed by the fruit and causes a taint.

These difficulties are, however, all overcome and as that country is admirably adapted for the cultivation of fruit, and rapidly developed through the aid of the Government, South Africa will, in the near future, be one of the greatest fruit producing countries of the world. The transportation from such a distant country is unavoidably heavy, but this also will be largely reduced through shipping arrangements which are partly completed.

The rapid development of this industry in South Africa is remarkable, and much credit has been given to the late Cecil Rhodes, who may be considered as the pioneer in stimulating this industry to its rapid and remarkable growth.

NEW MANITOBA STRAWBERRY.

This year Manitoba will probably see the production of the first strawberry which that province can call its own. The new fruit was originated by W. Buchanan of the Buchanan Nursery Co., Winnipeg. This berry is described as being of large size and quality and a prolific fruiter. The plant is vigorous and hardy. The "Dakota," another new strawberry originated by crossing the wild Manitoba berry with a large cultivated variety, is also being offered this season. It is said to retain the hardness of the wild berry, while giving fruit much larger.

The Northern Wholesale Fruit Co., Saskatoon, Sask., has registered.

Fruit Traveler is Held Up by the Regina Police

Represented British Columbia Firm and is Asked to Pay Transient Traders' License of \$100—Finally Convinces Officer of the Law That He Does Not Need a License—Cause of Interference Said to be Due to Tactics of United States Fruit Agents.

Regina, April 3.—J. S. Fee, the traveling salesman for the Vernon Fruit Co. of B. C., who sells Canadian fruit throughout the province of Saskatchewan, had an encounter with the city police on Monday which first of all annoyed him excessively, and afterwards moved him to great mirth.

Mr. Fee received a car of apples from his firm Monday morning and proceeded forthwith to sell them to the local wholesale firms. He had hardly commenced upon his business as a commercial traveler before a city constable called upon him at his hotel and informed him that he could not begin to sell his goods unless he paid the \$100 license which the city by-law requires from those who peddle goods within the city limits. After a considerable amount of explanation, the city police intimated to him that he could continue his business, and that he was not considered to be a peddler within the meaning of the by-law.

The incident of itself would not be worthy of very much comment as it might have been an error on the part of the police or the city authorities, but J. S. Fee claims that it happened as the outcome of an organized policy on the part of some fruit firms who deal, for the most part, in United States fruit. He stated that the persons who were at the back of the attempt to take \$100 away from him are the same people who endeavored recently to get the city council of Saskatoon to place a tax of \$300 upon all travelers who dealt with merchants in the city in the fruit line. The application was refused.

Fruit Prices Lessened.

Independent of the fact that if each of the cities of the west levied a fine of \$100 upon each commercial traveler, the majority of travelers would be compelled to go out of business, J. S. Fee commented upon the curious state of affairs which made it possible for the representative of a firm which sold Canadian produce to be held up in this manner, while no attention of the same

nature was given to United States firms, whose goods were almost entirely imported, also, he stated, that the opposition which the Canadian firms have brought to bear upon their rivals had brought down the price of oranges almost two dollars a box within two years, and that without such competition, the price of fruit would be considerably higher throughout the entire west.

Arousing Interest.

The matter of the tentative interference by the city police with J. S. Fee, while Mr. Fee was engaged in the pursuance of his mission as a commercial traveler, seems to have caused more interest among the wholesale shippers of the city than it appears to warrant at first sight.

On Monday afternoon, J. S. Fee interviewed the chief of police and the city clerk. He convinced them that he was not a person who was liable under the transient by-law and that he should not be mulcted in the sum of \$100, the license which the city imposes upon transient traders. A transient trader is a person, who does not have a regular place of business in the city, but who sells goods, in either large or small quantities to the wholesale merchants of the city.

The episode is at an end as far as the present time is concerned, or, to be more accurate, as far as the present shipment brought in by J. S. Fee is concerned.

FRUIT AND EGG PRESERVATION.

The Former Packed in Granulated Sugar—Mixture With Which to Coat Eggs.

By Maxwell Blake.

A correspondent in Stirlingshire, Scotland, writes me that he has recently conducted some successful experiments in reference to the packing of fruit for transit, without the aid of

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular

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W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

**DAWSON'S Banner Brand of Jams,
Marmalades and Jellies is the very best.**
THE DAWSON COMMISSION CO., TORONTO

refrigeration; his method being simply to pluck the fruit at height of sun, to avoid all adhering dampness, and immediately pack in prepared cases containing granulated sugar. Care must be taken that the sugar utilized for the purpose is also quite devoid of moisture, and the cases should be so constructed as to be as nearly as possible impervious to atmospheric vapors. Both the sugar and the cases, as may be inferred, should be designed for and admit of constant re-use. My informant promises that successful results will follow the adoption of this method, although his experiments have been on such a small scale that he is unable to supply me with the fuller details of relative cost and exact structure of case.

The great fluctuation in the price of fresh eggs in Great Britain, ranging from 15 cents per dozen in summer to 60 to 75 cents per dozen in winter—and procured with difficulty even then—gives popularity to the economical practice of artificially preserving them during the cheap season; the most successful method employed by the householder being as follows:

"Mix together in an earthenware jar 9 parts of boiled water, which has been thoroughly cooled, and 1 part of glass water. Glass water is obtained by fusing 2 parts of quartz sand with 1 of sodium carbonate, adding one-tenth part of small coal. Place the cool cleaned eggs into a jar and cover well with the liquid, continually adding sufficient liquid to keep the eggs entirely covered as others are added. Water glass can be purchased in this country of chemists, and generally bears on the labels the exact proportion to be used, varying from 3 to 10 per cent. Eggs preserved in this way are less brittle in the shell than those preserved in lime water, and will sometimes boil without cracking if a small pin-point aperture is made in them."

The proportions used for the lime preservative in Scotland are 20 gallons of water, 4 of lime, and 1 of salt. Allow to stand for a few hours, then pour it over the eggs in the same way as the water glass. A little lime should be added from time to time, during the period of preservation; otherwise, the solution will lose its strength. The eggs preserved in this way become rough and brittle and must be handled carefully when taken out for use.

When eggs are only required to be preserved for two or three months they keep very well packed in dry salt or bran. The meat of the egg may shrink and rattle within the shell when shaken, but its edibility is not impaired. Coating the egg with vaseline or butter will also keep it for a short time, or any application which effectively seals the pores of the shell and excludes air will prolong the freshness of eggs. If it is even momentarily submerged in boiling water, the albumen thereby becomes sufficiently coagulated to prevent the entrance of air. In some of the rural parts of this country eggs for home consumption are smutted over with a mixture of sulphur and lampblack, a cheap and effective preservative.

If you've done a good business in a dirty store, don't think it has been on account of the dirt.

Revival Among the Western Retail Merchants

Meeting Held to Discuss the Tangled Affairs of the Association and a Receiver Appointed—Country Merchants Dissatisfied With Way Business Has Been Carried on—Reorganization Likely to be Effected.

Winnipeg, April 3.—The Retail Merchants of Western Canada met in the rooms of the association on Tuesday, March 30th, for the purpose of disentangling the affairs of the association. The feeling was quite strong that some misuse had been made of the funds, but no specific instance could immediately be shown whereby a case of criminal negligence could be laid.

Lawyer Carper, of Potts, Carper & Thompson, went carefully over the affairs of the association to show as clearly as possible the condition of things as they had been left. The story was a long one showing how the funds of the association had been used. It pointed out that an elaborate pure food show had been held in Winnipeg in 1908, the expense of which had been charged to the association. The cost of this show was about \$2,200 to the association.

It was of extreme interest to most of those present to hear such startling things, as the Ottawa Old Boys being royally entertained at their expense and the "Western Retailer," their organ, being sold for \$500. It also appeared that no bank books had ever been in possession of the association, and if any bank books were used they were not in the name of the association. The attempts of the members to straighten the affairs were absolutely futile, and it was moved and carried that the association call for a permanent receiver. This being done no action could be taken by the merchants, and it was verbally agreed that the National Trust Co., into whose hands the matter will go, shall sift all the evidence, and then with one or more specific cases, the matter may be laid to the charge of some person.

Another feature of the proceedings was the investigation of the Retail Merchants' Mutual Fire Insurance policies. Policies had been issued to the extent of \$70,000 and were stated to be absolutely worthless since the so-called insurance company was operating without a government licence. Premiums had been taken in year after year on policies that were not worth their own paper. The Winnipeg Fire Insurance Co. had been carrying the Merchants Mutual Co. until the government granted the charter of incorporation. The government, however, refused to incorporate the company, and they continued to operate under the charter of the Winnipeg Fire Insurance Co., but distinct from it.

Merchants May Reorganize.

The matter of re-organization was discussed by those present. In this connection acting-secretary A. T. Connell read a letter from past-president Paynter signifying his willingness to accept, if desired, the presidency of the future organization. Mr. Paynter is not a Winnipeg man, but is much esteemed here, and such an action on his part called forth many eulogistic remarks from those present.

A lengthy discussion took place as to whether the new association should be a western board of the Dominion Retailers' association. Some of those present favored this proposal, while others looked askance at the idea of the headquarters being in the east, fearing that the western board would not possess sufficient autonomy and independence. The latter favored the formation of a western association intact in itself and with its headquarters in the west.

The method of reorganization was discussed briefly. A. R. Leonard, the temporary receiver of the association spoke very severely of the past method of organization. W. A. Coulson, he said, was paid a salary as secretary and in addition received 50 p.c. commission as organizer and canvasser for members. The expense from the earliest beginning was altogether too heavy and in the opinion of Mr. Leonard quite unnecessary. It was suggested that the leading merchants in the various centres throughout the west be notified of the intention to reorganize and if possible to effect a local organization, in order that a general organization at some convenient time, might be the more easily brought about. Such a movement would be void of expense and apparently effective.

Some Dissatisfied.

A. G. Munro of Morden said that the country merchants were so dissatisfied with the past organization that it would be a difficult matter to bring them in again. Something must be done, however, he said, in the matter of organization to save the country merchant from the catalogue houses which were fast undermining the small retailers and forcing not a few out of business.

The last item of business was the discussion of George Lowman's motion to the effect that the presidents of the different retail sections be requested to meet, looking toward an organization of all the western retail merchants. The following men from the country were selected to meet with the presidents: Messrs. Paynter, Hiebert, Hunter, McLaren, Bain, Munro and Brown. The motion was carried and it was verbally agreed that a mass meeting of merchants be held in Winnipeg during the exhibition week.

TRADE NOTES.

Mary A. Kitchen, merchant, Hilton, Ont., has assigned to Wm. A. Smith.

Ernest R. Ebbitt, of Snowdon & Ebbitt, Montreal, has returned from Quebec.

W. P. Downey, Montreal, is back from Europe, where he spent a month on business.

Spence and McLeod's general store at Port Elgin, Ont., was broken into last week by thieves and canned goods, jack-knives, silk ties, and silk handkerchiefs are among the missing articles.

In the Goods and in the Packing

are found those qualities which have given Canadian sea foods so wide a market and the turnover, heavy though it is, is annually growing.

No brand is so widely called for as the

Famous Brunswick Brand

The progressive retailer has here an excellent money making opening. He can convince himself by trying a tin at our expense and, when convinced, it is easy to push goods in which he has every confidence and faith and convince others.

Our goods will stand the test.

They never disappoint.

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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; J. Harley Brown, London, Ont.

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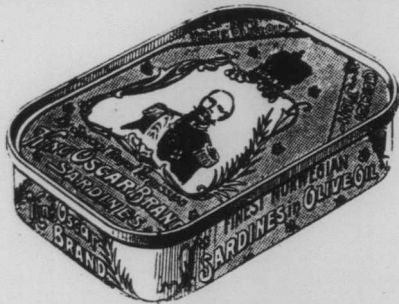
It's exploded long ago.

Time was when everyone wanted French Sardines—

It's different now.

The very finest best selected pure olive oil pack Sardines come from Norway and the premier brand to-day is

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Canadian Agents, HAMILTON, ONT.

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Lobster

Our sole attention is given to the production of a choice canned lobster. We have no other business. If we cannot give you the regular quantity you require, no other packer can.

1909 prices now out.

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PRODUCER
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GOOD GROCERY FIXTURES
IS SECOND ONLY TO THAT OF
A WELL-SELECTED STOCK**



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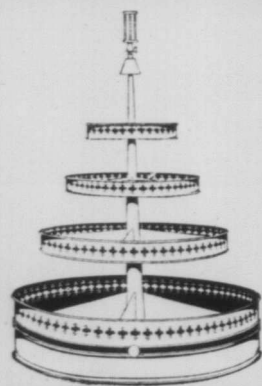
**Build up a new business,
Put new life into a dead business and
Improve and make more profitable
the best grocery business in Canada.**

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

**The Walker Bin & Store Fixture Co., Limited
Berlin, Ontario**

Designers and Manufacturers of
Modern Store Fixtures

Representatives (Montreal; Kenneth H. Munro, Coristine Bldg.
Manitoba: Watson & Truesdale, Winnipeg Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.)



**Vegetable Display
Stands**

They keep green truck fresh, crisp and attractive. They prevent waste and increase sales and profits.

They are used by Retail Grocers and in markets where there are city water systems.

If you have no city water, write us anyway, we have something interesting to show you. . . .

**Galesburg Cornice
Works**

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Coupon Books**

They systematize business, make credit customers easy to handle, and prevent the loss of many a dollar.

They are now successfully and profitably used in every corner of the United States, and their fame has spread to all quarters of the earth.

HOW THEY WORK

A man wants credit. You think he is good. Give him a \$10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with \$10 — 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 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.



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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. (mankinds 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, SONS & CO., Montreal, Canadian Agents.

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



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.**



OUR GROCER REFRIGERATOR

REFRIGERATORS

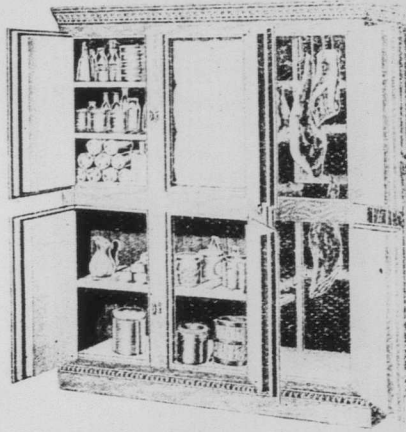
We manufacture the best line of Refrigerators for Grocery Stores, Restaurants, etc., on the market. Prices the lowest.

Ask all leading Hardware Merchants about them, or write us direct for circular.

We are the largest makers of Refrigerators under the British Flag.

The Ham & Nott Co., Limited

BRANTFORD, - CANADA



COMBINATION GROCER AND BUTCHER

FOREWARNED IS FOREARMED IN INVESTMENT MAKING

The Financial Post of Canada

is a Weekly Newspaper for Investors, published every Saturday.

Its weekly summary of stock fluctuations is the most complete published in Canada.

Its editorial comment on market movements is based on facts obtained at first hand from "The Men Behind."

Its special articles on the making of investments are interesting, practical and authoritative.

It is endorsed by Canada's leading bankers and financial authorities and carries the advertisements of a large proportion of the important financial institutions and brokerage houses.

READ "THE FINANCIAL POST" FOR THE FACTS ABOUT COBALT

A regular perusal of "The Financial Post" leads to more careful selection of investments and consequently to greater profit from your invested funds.

Single Copies, 10 cents, at all News Stands.

\$3.00 Per Year.

THE FINANCIAL POST

MONTREAL

WINNIPEG

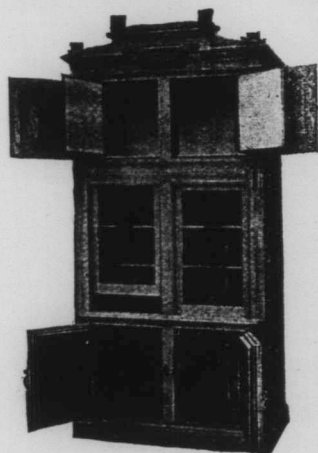
NEW YORK

CHICAGO

10 Front Street East
TORONTO, ONT.

PARIS

LONDON



Arctic Refrigerator

For butchers, grocers, hotels, etc. The coldest, driest and most up-to-date refrigerator on the market.

REPRESENTATIVES:

Western Provinces—
Ryan Bros., Winnipeg

Quebec—
Wolf, Sayer & Heller, Montreal

MANUFACTURERS:

JOHN HILLOCK CO., Limited
TORONTO, ONT.

WRITE FOR CATALOG



The Elgin National Coffee Mills

40 Sizes and Styles

They are the

Fastest Grinders

Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.

MAKERS

ELGIN, ILLINOIS, U.S.A.



Quaker Salmon

Talls \$2.00 Flats \$2.15

Try a can of **QUAKER SALMON** yourself, and if you do not say it is the best you ever ate we don't want your business.

Otherwise we do

Mathewson's Sons

Wholesale Grocers
202 McGill Street - - Montreal

Tea Lead,

Best Incorrodible

"PRIDE of the ISLAND" Brand

Manufactured by

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London. **LIMEHOUSE,**
A.B.C. Codes used 4th and 5th Editions. **LONDON, E, ENG.**

Canadian Agents: **ALFRED B. LAMBE & SON, TORONTO.**
 J. HUNTER WHITE, ST. JOHN, N.B.
 CECIL T. GORDON, MONTREAL.



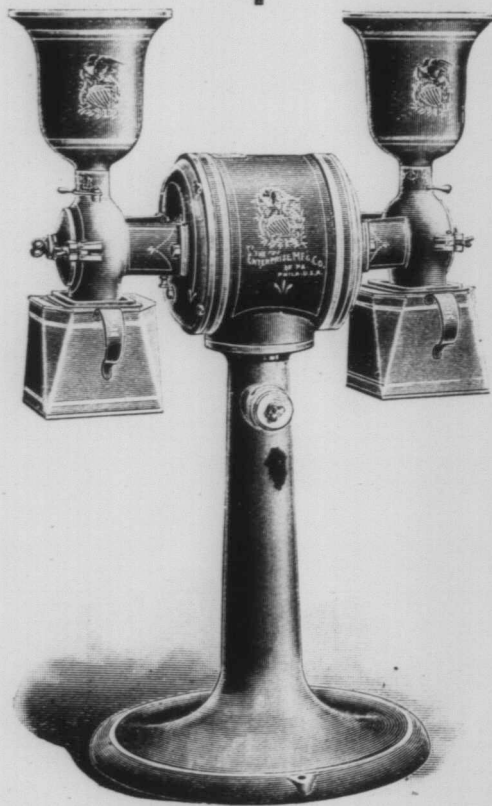
OUT OF THE WAY

No time lost, no temper ruffled, and no delay in getting exactly what you require when you are using McGregor's

PATENT BAG HOLDER

Send for price and ask users their opinion.

KILGOUR BROS.
19 Wellington St. West. - TORONTO



The LATEST "Enterprise" Electric Mill

New ideas applied to rapid grinding of coffee by electric power make these new "Enterprise" Pedestal Mills *by far the best on the market to-day.* They are **Direct Connected.** They lose no power in transmission. The grinders are on the motor shaft. The double Mill shown here, No. 0852, is for alternating current; can also be furnished for direct current. One Mill is fitted with tooth grinders which *cut* the coffee, the other mill fitted with ribbed grinders for pulverizing. Each hopper holds six pounds. The Mill will granulate 3 pounds of coffee per minute, and pulverize $\frac{1}{2}$ pound per minute. The cans or receivers are enclosed as a protection against dust. The Mill is self-cleaning. This compact, graceful 1 H.P. Mill is already in great demand. We invite correspondence and will send facts, illustrations and prices of our 45 sizes and styles of Rapid Grinding and Pulverizing Mills on request.

We supply grocers also with Meat and Food Choppers, Self-Measuring Pumps and Faucets, Smoked Beef Shavers and other "Enterprise" Specialties. You should have our latest catalogue. If you haven't it, write.

The Enterprise Mfg. Co. of Pa. Philadelphia, U.S.A.
21 Murray Street, New York 438 Market Street, San Francisco

Diamond-
1-lb. tins, 3
1-lb. tins, 3
1-lb. tins, 3
T.M.P.
Cases.
4-doz.....
3-doz.....
1-doz.....
2-doz.....
1-doz.....
1-doz.....

MAGI
BAKING
POWDER
NEW STYLE

ROYAL
BANKING

CLEVELAND

Cleveland

barrels—W
cent. di

Crown Bra
1 lb. tins, 2
1 lb. " 2
1 lb. " 4
WHITE SW
White Swa
1-lb. tins,
1-lb.
1-lb.

Keen's Oxf
In 10-b
Gillett's M

H-O.

Force, 36s.
Korn-Kink
Presto, 36s
Pancake, 3
Tapioca, 36
Hominy, 36

White Swa
White Swa
White Swa
Oh
re

GOVA
COCA

London Pa
Special
kegs, etc.
Unsweete
Plain Roch
Perfe tion
boxes, p



TWO MORE \$15,000 DAMAGE SUITS.

The daily papers in March, 1909, report two suits of \$15,000 damages each, brought by women; one in Port Jervis, N.Y., and the other in Schenectady, N.Y.

The plaintiffs alleged that their injuries resulted from the use of dangerous, inflammable stove polishes. The suits were brought to recover damages for frightful injuries which resulted in dreadful disfigurements.

Remember there is no liability to suits when you sell *Rising Sun* Stove Polish in cakes and *Sun Paste* Stove Polish in tins. Both are absolutely safe in the hands of the user.

MORSE BROS., Props. - Canton, Mass., U.S.A.

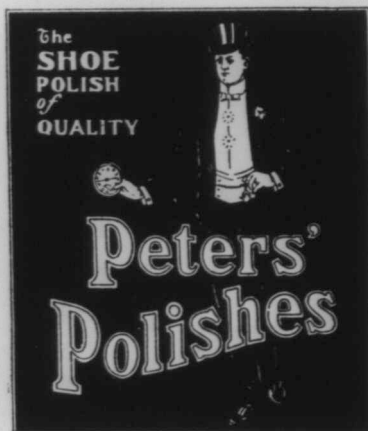
STOVE POLISH

Now is the season for the greatest use of stove polish. This is a line in your business that pays well if you handle reliable goods like

JAMES DOME BLACK LEAD

A stove polish that gives the best satisfaction in its use. Sort up your stock. Sold by all jobbers.

W. G. A. LAMBE & CO., Canadian Agents



PETERS POLISH

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

M. Peters,
617 Queen St., West
Toronto

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manilla and much better.
For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

ALWAYS IN DEMAND
IS

Black Knight Stove Polish

All the jobbers handle it, so do nearly all retailers. It is widely advertised by us. By means of our extensive publicity campaign we do the talking and the Polish does all that we claim for it. It's easy to sell.

The F. F. DALLEY CO., Limited
HAMILTON, CANADA - BUFFALO, N.Y., U.S.A.

**THEY ARE
CANADA'S
BEST**

A SEASONABLE SELLER
ROSE & LAFLAMME, Limited
AGENTS
MONTREAL and TORONTO

**"I luv a rooster
for tew things--"**

One iz the krow that iz in him, and the other iz the spurs that air on him to bak up his krow with."—*Josh Billings.*

We feel justified in crowing over the Spurs the quality of

Paterson's Worcester Sauce

is winning with all dealers who know a good article.

ROSE & LAFLAMME, Limited
Agents
MONTREAL and TORONTO

50-lb. wood pails..... per lb. 0 07
Pure assorted jam, 1-lb. glass jars, 2 doz in case..... 1 75

Jelly Powders
IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited

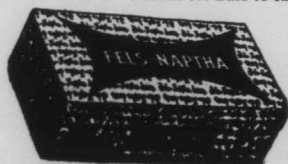


Assorted Case,	Contains 4 doz.	\$3.60
Assorted Case,	Contains 2 doz.	\$1.80
Lemon (Straight)	Contains 2 doz.	\$1.80
Orange (Straight)	Contains 2 doz.	\$1.80
Raspberry (Straight)	Contains 2 doz.	\$1.80
Strawberry (Straight)	Contains 2 doz.	\$1.80
Chocolate (Straight)	Contains 2 doz.	\$1.80
Cherry (Straight)	Contains 2 doz.	\$1.80
Peach (Straight)	Contains 2 doz.	\$1.80

Weight 7 lbs. to case. Freight rate, 3d class.

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:
Less than 5 cases..... 2 00
Five cases, or over..... 1 75



List price
'Shirriff's' (all flavors), per doz. 0 90
Discounts on application.

THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



Lard.

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tie ccs.	50	10¢
Tools	0	1¢
Tubs, 80 lbs.	0	10¢
20-lb. Pails	2	20¢
20-lb. tins	2	10¢
Cases 5-lb.	0	11¢
" 5-lb.	0	10¢
" 10-lb.	0	10¢



F.O.B. Montreal.

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. cans	per can	3 00
"Acme" pellets, fancy boxes 40 per box		1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can	3 00
Licorice lozenges, 5-lb. glass jars		1 75
" 20 5-lb. cans		1 50
"Purity" licorice 10 sticks		1 25
" 100 sticks		0 75
Da'ice large coat sticks, 100 in box	

Lye (Concentrated)

SILBETT'S PERFUMED. Per case

1 case of 4 dozen	\$3 00
2 cases of 4 dozen	2 80
5 cases or more	2 60

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 jars and 7 tins

Preserved Ginger Marmalade, 1 lb. glass jars.
Pineapple " " " "
Green Fig " " " "
Green Fig and Ginger " " " "
Lemon " " " "
Grape Fruit " " " "

Prices and special quotations.
T. UPTON & CO.
12-oz. glass jars, 2 doz. case..... per doz \$1 00
16-oz. glass jars, 2 doz. in case " " 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen..... 2 00

SHIRRIFF BRAND

"Imperial Scotch"—		
1-lb. glass, doz.	1	55
2-lb. " "	2	80
4-lb. tins, " "	1	85
7-lb. " "	1	75
"Sbradded"—		
1-lb. glass, doz.	1	90
2-lb. " "	2	10
7-lb. tin, " "	1	25

THOMAS J. LIPTON
Prices t application
Mince Meat
Wethey's condensed, per gross net... \$12 00
" " per case of 4 doz. net... 3 60



ST. CHARLES CONDENSING 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 4.00

Mustard

COLMAN'S OR KEEN'S
D.S.F. 4-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. 4-lb. tins..... per doz. 0 85
" 1-lb. tins..... 1 45

Olive Oil

LAPORTE, MARTIN & CO., LTD.
Minerva Brand—
Minerva, qts. 12's..... \$ 5 75
" pts 24's..... 8 50
" 4-pts. 24's..... 4 25

Sauces

PATERSON'S WORCESTER SAUCE
Agents, Rose & Laflamme, Montreal and Toronto
4-pint bottles, 3 & 6 doz., per doz..... 0 90
" 3 doz..... 1 75
THOMAS J. LIPTON
prices on application

Soda

Case of 1-lb. containing 60 packages, per box, \$3.00
Case of 1-lb. containing 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 Per case
No. 1, cases 60 1-lb. packages..... \$ 2 75
No. 2, " 120 1-lb. " " " " 2 75
No. 3, " 60 1-lb. " " " " 2 75
No. 4 Magic soda—cases 100—18-oz. pkgs.
1 case..... \$ 8 00

THE CANADIAN GROCER.
LITTLE HELPS or GREAT HELPS?

"Every little helps"—yes it does.

But this generation moves very rapidly; more business can be done in an hour than in a day a few years ago.

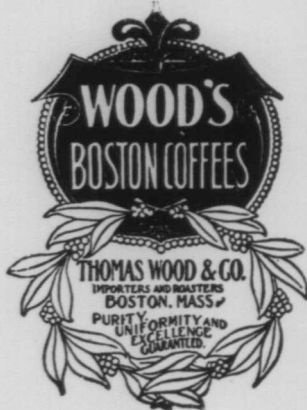
However many "little helps" a grocer may have, Great Helps are a necessity to establish and round out successful trade; and to the latter belong

WOOD'S COFFEES

—greatest helps for the beginner, greatest for the ripe trader.

"WOODS," as applied to Coffees, means the BEST of the world's products graded and classified.

Canadian Factory and Salesrooms:
 No. 428 St. Paul Street, — MONTREAL



Soap and Washing Powders.
 A. P. TIPPET & CO., Agents.
 Mangle soap, colors.....per gross \$10 90
 " " black....." 15 30
 Oriole soap....." 15 30
 Glorio's soap....." 15 00
 Straw hat polish....." 15 50



3 doz. to box..... \$3 45
 6 doz. to box..... \$6 90
 30 days.

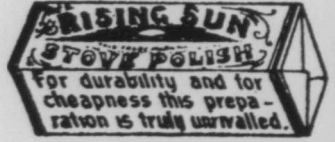


1 Box Price..... \$4.00
 5 Box Price..... \$3.90
 Freight paid on 5 box lots.

Starch
 EDWARDSBURG STARCH CO., LIMITED.
 Laundry Starches— per lb.
 No. 1 White or blue, 4-lb. carton. \$0 07
 No. 1 " " 4-lb. " 0 07
 Canada laundry..... 0 05
 Silver gloss, 5-lb. draw-lid boxes. 0 08
 Silver gloss, 5-lb. tin canisters. 0 08
 Edward's silver gloss, 1-lb. pkg. 0 07
 Kegs silver gloss, large crystal. 0 06
 Benson's satin, 1-lb. cartons. 0 07
 No. 1 white, blue and kegs. 0 06
 Canada White Gloss, 1-lb. pkg. 0 06
 Benson's enamel..... per box 1 50 to 3 00
Culinary Starch—
 Benson & Co.'s Prepared Corn..... 0 07
 Canada Pure Corn..... 0 06
Rice Starch—
 Edwardsburg No. 1 white, 1-lb. car. 0 10
 " " " " or blue,

BRANTFORD STARCH WORKS, LIMITED
 Ontario and Quebec.
Laundry Starches—
 Canada Laundry, boxes of 40-lb. \$0 06
Home Gloss Starch—
 1-lb. cartons, boxes of 40 lb. 0 04
Finest Quality White Laundry—
 1-lb. Canisters, cases of 48 lb. 0 06
 Barrels, 200 lb. 0 72
 " per 100 lb. 0 04
Lily White Gloss—
 1-lb. fancy cartons, cases 30 lb. 0 08
 5-lb. toy trunks, 8 in case. 0 08
 5-lb. enameled tin canisters, 8 in case. 0 08
 Kegs, 62 crystals, 100 lb. 0 07
Brantford Gloss—
 1-lb. fancy boxes, cases 36 lb. \$0 08
Canadian Electric Starch—
 Boxes of 40 fancy pkgs., per case \$ 00

Stove Polish. Per gross.
 Rising Sun, 5-oz. cakes, 4-gross boxes \$8 50
 Rising Sun, 2-oz. cakes, gross boxes 4 50
 Sun Paste, 10c. size, 4-gross boxes. 10 00
 Sun Paste 5c. size, 4-gross boxes. 5 00



JAMES' DOME BLACK LEAD
 6a size..... Per gross \$2 40
 2a "....." 2 50

Syrup.
 EDWARDSBURG STARCH CO., LTD.
 "Crown" Brand Perfection Syrup.
 Barrels, 600 lbs. 0 03 per b.
 Half-barrels, 350 lbs. 0 03
 Kegs, 150 lbs. 0 03
 2-gal. pails 25 lbs. 1 25 each
 3 " " 38 1/2 lbs. 1 75
 Plain tins, with label— Per case.
 2 lb. tins, 3 doz. in case. 2 40
 5 " " " " " 2 75
 10 " " " " " 2 85
 20 " " " " " 2 60
 (5, 10 and 20 lb. tins have wire handles.)

Tea.
 THE "SALADA" TEA CO.
SALADA CEYLON TEA
 Wholesale Retail.
 Brown Label, 1's and 1/2's..... \$0 25 \$0 30
 Green Label, 1's and 1/2's..... 0 27 0 35
 Blue Label, 1's, 1/2's, 1's and 1/2's..... 0 30 0 40
 Red Label, 1's and 1/2's..... 0 32 0 40
 Gold Label, 1's and 1/2's..... 0 44 0 60
 Red-Gold Label, 1/2's..... 0 55 0 80

EMPIRE PACKAGE TEA
 Cans 30 and 50 lbs. each— Black, Mixed, and Green Ceylon.
 25c..... 1s, 20c.; 1/2s, 21c.
 30c..... 1s and 1/2s, 23c.
 40c..... 1s and 1/2s, 28c.
 50c..... 1s and 1/2s, 35c.
 75c..... 1s and 1/2s, Vulcan, 50c.
 100 lb. lots freight paid.

LIPTON'S TEA
 Thomas J. Lipton
 75 Front St. East,
 Toronto.
 Packed in air-tight tins only.
 Wholesale retail
 Blue label 1/2's and 1's..... 0 24 0 30
 Orange " 1/2's, 1's and 1's..... 0 30 0 40
 Pink " 1/2's & 1's, tins..... 0 35 0 50
 Red " Dominion blend, 1/2's and 1's..... 0 44 0 60
 Gold " Afternoon blend, 1/2's and 1's..... 0 50 0 70



Blue Label, 1/2's..... 0 21 0 26
 Orange Label, 1's and 1/2's..... 0 23 0 40
 Blue Label, 1's..... 0 20 0 25
 Brown Label, 1's and 1/2's..... 0 25 0 40
 Green Label, 1's and 1/2's..... 0 30 0 40
 Red Label, 1's..... 0 25 0 50
 Red Label, 1/2's..... 0 40 0 60
 LAPORTE, MARTIN & CO., LTD.
 Japan Tea—
 Victoria, hf-c, 90 lbs..... 0 25
 Princess Louise, hf-c, 80 lbs..... 0 19
 Ceylon Green Teas—Japan style—
 Lady, cases 60 lbs..... 0 18
 Duchess, cases 60 lbs..... 0 19



Wholesale Retail
 Yellow Label, 1's..... 0 20 0 25
 " " " " " 0 21 0 25
 Green Label, 1's and 1/2's..... 0 24 0 30
 Blue Label, 1's and 1/2's..... 0 25 0 35
 Red Label 1's, 1/2's, 1's and 1/2's..... 0 30 0 40
 White Label, 1's, 1/2's and 1's..... 0 35 0 50
 Gold Label 1's and 1/2's..... 0 42 0 60
 Purple Label, 1/2's and 1's..... 0 55 0 80
 Embossed, 1/2's and 1's..... 0 07 1 00



Wholesale Retail
 Pink Label 1's and 1/2's..... 30c. 40c.
 Gold Label 1's and 1/2's..... 35c. 50c.
 Lavender Label 1's and 1/2's..... 42c. 60c.
 Green Label 1's and 1/2's..... 50c. 75c.
 Canisters
 Gold Tins, 5's..... 35c. 1.75 50c. 2.50
 Gold Tins 3's..... 35c. 1.05 50c. 1.50
 Gold Tins 1's..... 35c. each 50c. each
 Gold Label, 1's 18c ea. 36 lb. 25c ea. 50 lb.
 Red Tins, 1/2's 35c ea. 70 lb. 50c ea. 100 lb.
 Red Tins, 1's 18c ea. 72 lb. 25c ea. 100 lb



Wholesale Retail
 Black, green, mixed, 1/2's..... 0 70 1 00
 " " " " " 0 55 0 80
 " " " " " 1 lb. & 1/2. 0 44 0 60
 " " " " " 1 lb. & 1/2. 0 40 0 60
 " " " " " 1 lb. & 1/2. 0 38 0 50
 " " " " " 1 lb. & 1/2. 0 35 0 50
 " " " " " 1 lb. & 1/2. 0 30 0 40
 " " " " " 1 lb. & 1/2. 0 23 0 40
 " " " " " 1 lb. & 1/2. 0 25 0 30
 " " " " " 1 lb. & 1/2. 0 24 0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Wholesale Retail
 Black Label, 1-lb., retail at 25c..... \$0 30
 " " " " " 1-lb. "..... 0 21
 Blue Label, retail at 30c..... 0 23
 Green Label, " 60c..... 0 30
 Red Label, " 50c..... 0 35

Orange Label, " 60c..... 0 42
 Gold Label, " 50c..... 0 35

RIDGWAYS.
 London, Vancouver Winnipeg and Ceylon



Wholesale Retail
 Wood's Primrose, per lb. 0 40 0 60
 " Golden Rod 0 35 0 50
 " Fleur-de-Lis 0 30 0 40
 Pack in 1/2-lb. tins. All grades—either black, green or mixed.


TOBACCO.
 IMPERIAL TOBACCO COMPANY OF CANADA LIMITED—EMPIRE BRANCH.
 Chewing—Black Watch 5s..... 50
 Black Watch 11s..... 35
 Bobs 5s and 10s..... 35
 Bully 5s..... 35
 Currency 5s. and 10s..... 35
 Stag 5s..... 35
 Old Fox 12s..... 45
 Pay Roll Bars 7 1/2s..... 45
 Fry Roll 7s..... 45
 Plug smoking—Shamrock 6s., plug or bar
 Rosebud Bars 6s..... 45
 Empire 5s. and 10s..... 35
 Amber 8s. and 3s..... 60
 Ivy 7s..... 45
 Starlight 7s..... 45
 Cut Smoking—Great West Pouches, 7s..... 51

JOS. COYE, QUEBEC.
 Cigars
 St. Louis (union), 1-30..... \$33 00
 St. Louis, 1-40..... 35 00
 St. Louis, 1-100..... 35 00
 Champlain, 1-30..... 35 00
 Champlain, 1-40..... 35 00
 El Sergeant, 1-30..... 35 00
 El Sergeant, 1-40..... 35 00
 El Sergeant, 1-100..... 35 00
 Out tobacco.
 Petit Havana, 1-12-1-6..... 0 40
 Quenel, 1-4, 1-3..... 0 45
 " 1-8..... 0 45
 Cote's Choice Mixture, 1-lb tins..... 0 75
 " " " " 1-lb..... 0 75
 " " " " 1-lb..... 0 75

Veterinary Remedies.
 W. F. YOUNG
 Absorbine, per doz..... \$18 00
 Absorbine Jr., per dozen..... 18 00
Yeast.
 Royal yeast, 3 doz. 5 cent. pgs..... \$1 10
 Gillet's cream yeast, 3 doz. in case..... 1 10

For charges for inserting quotations in this dept. apply to Adver. Manager, The Canadian Grocer, at our nearest office.

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

There is only ONE VERDICT
as to the quality of
"Cow Brand"
Baking Soda

"Absolutely Perfect in every respect."
"It does all that Pure Soda can do."

Grocers throughout Canada all say the same.
That is why they all endorse it.



CHURCH & DWIGHT
Manufacturers
MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK
HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Outlets, 54, and 1a. Caniston

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

For best values in
CURRANTS

Get quotations on fruit exported by
J. Caramandani & Co.
Patras, Greece

Cleaners and Exporters, Est. 1878
Apply to General Agents in Canada:
J. L. Watt & Scott - Toronto
Watt, Scott & Goodacre - Montreal

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE EVERYWHERE

The Condensed Ads. in The Canadian Grocer bring results

SALT?

Your present stock
and your Spring
order, what of it?

VERRET, STEWART & CO.
LIMITED
MONTREAL

*We have some of the most
delicious*

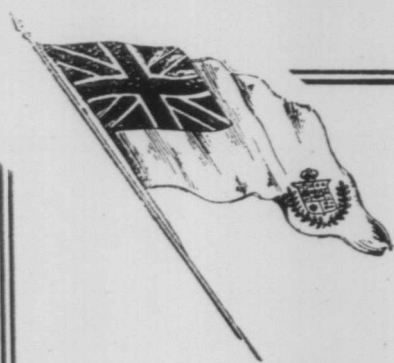
Tender Little Beets *,you ever saw*

*We have them in 2-lb. cans,
every can wrapped in tissue*

If your customers once used these, they
would have no other.

Write us for fuller particulars

J. H. WETHEY, LIMITED
ST. CATHARINES



Empire Brand

Have You Phoned
Us Lately?

4

Free Phones

Use Freely and
Oblige

This Brand is Guaranteed

to give satisfaction. Every article sold under it is
specially packed. Not the cheapest but the **BEST.**

Some of the articles packed under it :

**Teas, Coffees, Spices, Vegetables, Canned
Salmon, Baking Powder, Extracts, Fruits
Canned, Jelly Powder, Pickles in bottles,
Relish, Celery Salt, Codfish, Icing Sugar,
Marmalade, Vinegar in bottles, Rice, etc.**

Imperial Vinegar—The very best made
in Canada. **We want your order.**

GEO. E. BRISTOL & CO.

Hamilton,

Ontario

Montreal:

VOL. J



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