

CIRCULATES EVERYWHERE IN CANADA

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

# CANADIAN GROCER

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

MONTREAL, 232 McGill St.

TORONTO, 10 Front St. East.

WINNIPEG, 511 Union Bank Building.

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

VOL. XXIII.

PUBLICATION OFFICE: TORONTO, FEBRUARY 26, 1909.

NO. 9.



## Healthful Foods

The grocer is looked to by his customers to study the foods he sells them—His judgment carries weight.

## Robinson's Patent Barley

is a health food pure and simple and every household should use it.—Talk it to your customers—It will pay you.

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

## Syrup Sales

Will be larger and more plentiful during the next two months—  
Every one will use it, pancakes, fritters etc. will loom up on your  
customers' tables—

Your syrup sales will be much larger by selling—

### “Crown Brand” Table Syrup

The real life extract of selected white corn, pure, clean, clear, rich,  
golden, flavory table syrup.

Ask for “Crown Brand”  
your jobber can sell it.

**EDWARDSBURG STARCH CO., LIMITED**

ESTABLISHED 1858

53 Front St East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal



These are well advertised goods for which a demand has been created, goods which when once tried are of such quality as to perpetuate the demand.

**Time is Money**

Think of the time you save behind the counter or over the telephone when your customers **ask** for goods which are good and profitable.

**Ask your jobber**

**Imperial products are manufactured by**

**MacLaren Imperial Cheese Co., Ltd.**

**Toronto, Ont.**

**Detroit, Mich.**

M  
V  
S

Ord



# Macaroni Vermicelli Spaghetti

The peculiarly desirable qualities of Taganrog (Russia) wheat impart to the Macaroni, Vermicelli, Spaghetti and fancy pastes

made by Codou of France, a delicacy and flavor unlike any others—the quality is superb.

Added to that is the dependency of expert workmanship furthered by the aid of a model factory. With the definite purpose of securing the “BEST” insist upon having “Codou’s.”

## Look for the Name “CODOU”

on the package—it assures and guarantees satisfaction. It is the stamp of reliability—the seal of goodness—the real and genuine. With it in your stock you are certain to avoid complaints. “Codou”—that is the name to think of.

**Arthur P. Tippet  
& Co., Agts.**

8 Place Royale, Montreal  
84 Victoria St., Toronto

# Made in France

Order Now



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

**HAMILTON**

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

**HALIFAX, N.S.**

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

**MONTREAL**

**FOR SALE**  
Cheap for cash, Fruit 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

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

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

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

**MOOSE JAW**

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

**NEWFOUNDLAND**

**T. A. MACNAB & CO.**  
MANUFACTURERS' AGENTS  
and COMMISSION MERCHANTS  
Importers and exporters. Prompt and  
careful attention to all business. Highest  
Canadian and foreign references. Cable  
address: "Macnab," St. John's.  
Codes: A, B, C, 5th edition, and private.

**REGINA.**

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

**ST. JOHN**

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

**TORONTO.**

**EVAPORATED  
APPLES**  
Wire us when you want a car.  
P. S. Some nice Barbadoes  
Molasses in bbls.  
**W. H. MILLMAN & SONS**  
GROCERY BROKERS  
TORONTO

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

**TORONTO.**

**SWIFT'S**  
Silver Leaf Lard  
Lard Compound  
Cotosuet  
**Anderson, Powis & Co.**  
Agents  
15 Wellington Street East, Toronto

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

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

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

Try a business card in  
The Canadian Grocer.

**WINNIPEG**

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

(Continued on page 4).



# LENT

Now is the time to look up your FISH STOCK for LENTEN TRADE, if you wish to get your share of this profitable business. Our stock is all new and well assorted. We have a carload of the following.

**FOR SHROVE TUESDAY**

Don't forget

**"PICKANINNY"**

**PANCAKE  
FLOUR**

The best and best selling flour  
on the market.

Retails at 10c. package.

**Scaled Herrings**  
Fine Large Fish

**LABRADOR  
HERRINGS**

Barrels and half barrels

**Georgian Bay  
TROUT and  
HERRINGS**

Guaranteed A.I. Fall Caught.

GET OUR QUOTATIONS.

The

**ATLANTIC FISH CO'S  
brands—**

**"HALIFAX"—**

Shredded Cod 10c. pkgs.  
Fish Cakes, 1-lb. cartons.  
Boneless Cod 3-lb. boxes.

**"ACADIA"—**

Boneless Cod 1-lb. cartons.  
" " 2-lb. boxes.  
Bluenose Cod 1s.  
Skinless Cod 100-lb. cases.

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



**SOLD AT FOLLOWING PRICES:**

**PINK LABEL  
GOLD LABEL**

1s and 1/2s	Costs you	30c per lb.
	You sell at	40c per lb.
1s and 1/2s	Costs you	35c per lb.
	You sell at	50c per lb.

**LAVENDER LABEL  
GREEN LABEL**

1s and 1/2s	Costs you	42c per lb.
	You sell at	60c per lb.
1s and 1/2s	Costs you	50c per lb.
	You sell at	75c per lb.

## CANISTERS

<b>GOLD Tins</b>	<b>5s</b>	Costs you	35c per lb.—\$1.75
		You sell at	50c per lb.— 2.50
<b>GOLD Tins</b>	<b>3s</b>	Costs you	35c per lb.— 1.05
		You sell at	50c per lb.— 1.50
<b>GOLD Tins</b>	<b>1s</b>	Costs you	36c each
		You sell at	50c each

<b>GOLD Tins</b>	<b>1/2 s</b>	Costs you	18c each—36c per lb.
		You sell at	25c each—50c per lb.
<b>RED Tins</b>	<b>1/2 s</b>	Costs you	35c each—70c per lb.
		You sell at	50c each—\$1.00 per lb.
<b>RED Tins</b>	<b>1/4 s</b>	Costs you	18c each—72c per lb.
		You sell at	25c each—\$1.00 per lb.

Head Office and Factory for Canada: 266 St. Paul Street, MONTREAL

GIVE US A TRIAL ORDER AND BE CONVINCED OF THE QUALITY.

**RAM LAL'S PURE TEA CO., LIMITED**

Manufacturers' Agents—Continued.

**W. H. Escott**  
 141 Bannatyne Ave.  
 Winnipeg - - Canada  
**Wholesale  
 Grocery Broker  
 and  
 Manufacturers' Agent**  
 For prompt service use the Wires

ESTABLISHED 1887  
**Carman Brokerage Co.**  
 Wholesale Grocery Brokers  
 WINNIPEG, CALGARY and EDMONTON  
 GOODS STORED AND DISTRIBUTED  
 141 Bannatyne Ave. WINNIPEG, MAN.

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**

When writing advertisers kindly  
 mention having seen the advertise-  
 ment in this paper.

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

**Queen City Water  
 White Oil**

GIVES PERFECT LIGHT

The most economical high-grade oil ever  
 sold in Canada.

FOR SALE EVERYWHERE

**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.**

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

Messrs. Gordon, McDonald & Co., 67 Cross Lane, East  
 cheap, London, invites correspondence, either from Export-  
 ers of Canadian produce or Importers of general groceries.  
 From their long experience in Glasgow, Liverpool, and Lon-  
 don, 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: "Dona-  
 ble" 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 ship-  
 ment of CANNED GOODS.  
 T A Scottish. Liverpool

**SPRAGUE**  
**CANNING MACHINERY CO.,**  
 CHICAGO, ILL., U.S.A.



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.  
 Ridgways 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 merchants, for the merchants. In procuring, verifying and promulgating  
 information no effort is spared, and no reasonable expense considered too great, that the results may  
 justify its claims as an authority on all matters affecting commercial affairs and mercantile credit.  
 Its offices and connections have been steadily extended, and it furnishes information concerning  
 mercantile persons throughout the civilized world.  
 Subscriptions are based on the service furnished, and are available only by reputable wholesale,  
 jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business  
 corporations. Specific terms may be obtained by addressing the Company at any of its offices.  
 Correspondence invited.

— OFFICES IN CANADA —

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

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

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


MONTREAL, QUE.  
 TORONTO, ONT.

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

**You Can't Cut Out**

A BOG SPAVIN, PUFF or  
 THOROUGHPIN, but

**ABSORBINE**



will clean them off permanently, and  
 you work the horse same time. Does  
 not blister or remove the hair. Will  
 tell you more if you write. \$2.00 per  
 bottle at dealers or dolly'd. Book 4d free.  
**ABSORBINE, JR.,** for mankind.  
 \$1 bottle. Reduces Varicose Veins, Var-  
 icocoele, Hydrocele, Ruptured Muscles or Liga-  
 ments, Enlarged Glands. Allays pain quickly.  
 W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.  
 LYMAN, BONS & CO., Montreal, Canadian Agents.



## Canned Fruits and Vegetables Absolutely Pure

All our Canned Fruits and Vegetables are absolutely pure. The preservation is accomplished solely by sterilization, this being the cheapest as well as the safest method of processing.

We not only guarantee our Canned Fruits and Vegetables to be preserved solely by sterilization, but we further guarantee that all our Fruits and Vegetables are canned when they are best fitted for table use.

Quality is of the greatest importance in Canned Goods, and owing to it being impossible to tell quality until the can is opened, consumers should be very particular as to the brands they purchase.

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

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

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

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

### REMEMBER THE BRANDS :—

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

CANADIAN CANNERS, Limited



## **Proof in Every Can**

When you make a claim of quality for canned goods or anything else, and the actual quality of the goods fully confirms your claim, you have made a splendid impression on your customer.

And that's precisely what happens every time you sell a can of

## **Old Homestead Brand Canned Fruits and Vegetables**

Full, ripe, natural flavor is preserved by the Old Homestead method. We get it by being particular in the selection of only the finest raw stock obtainable, and in the use of only the most modern and sanitary methods of processing.

We say nothing but the unvarnished truth when we declare that Old Homestead Brand will boost the business of the man who sells it. It is a money-maker and a reputation builder of the very highest order.

Get in line for better business by ordering Old Homestead Brand from your jobber.

## **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 Packed Tomatoes  
Refugee Wax Beans**

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

**Eby-Blain, Limited, Toronto.**

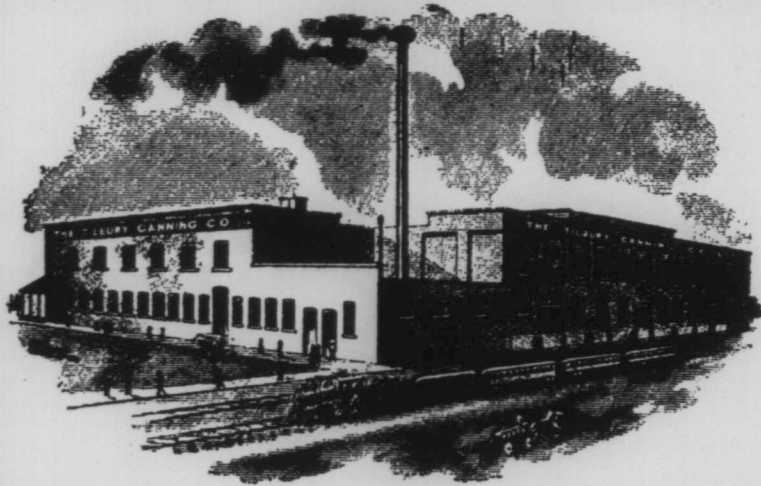
**Frank L. Benedict & Co., Montreal**

**F. H. Wiley, Winnipeg, Western Agent.**

**Unequaled in Quality  
and a Producer of Permanent Profit**

**QUAKER  
Canned Goods**

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



# “Tilbury Brand” Canned Goods

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

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

**RYAN BROS., Winnipeg** { Sales Agents for Manitoba, Saskatchewan and Alberta.  
WESTERN SALES AGENTS { A large stock carried in Winnipeg warehouse.

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

## The Wise Grocer

is placing his order for 1908 pack and buying

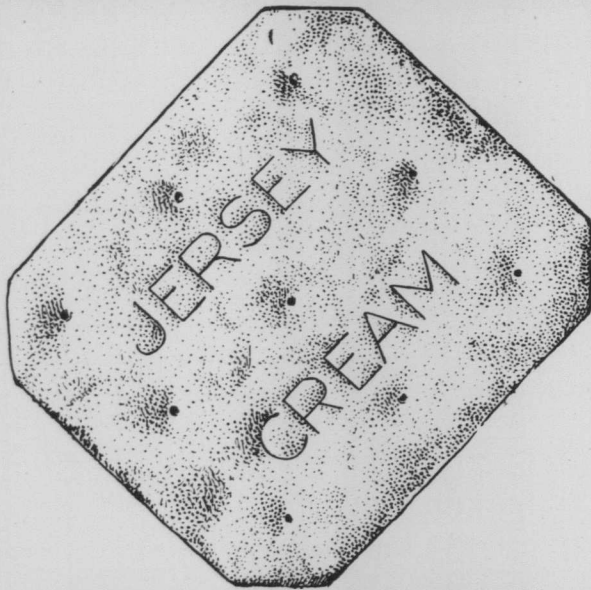
# “PEERLESS” Brand Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

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





## The New Kind of Soda Biscuits

WHAT every grocer knows will sell like hot cakes—soda biscuits in a real dainty design. Here they are—McCormick's FANCY Jersey Cream Sodas. Much thinner, smaller and neater than ordinary sodas. Wonderfully crisp, flaky and tasty!

The demand is already large. In a couple of months it will be tremendous! Mail orders will be filled promptly.

Put up only in 5c. and 10c. Blue Label Packages.

# MCCORMICK'S

## FANCY JERSEY CREAM SODA BISCUITS



Factory at London. Warehouses Montreal Ottawa Hamilton Kingston  
Winnipeg and Calgary

## 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"**

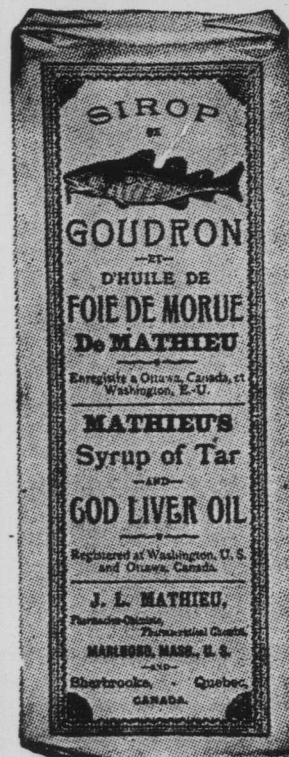
#### Agents

C. E. Paradi.	Quebec	W. H. Escott,	Winnipeg.
C. DeCarton.	Kingston.	R. G. Bedington & Co.,	Calgary
Jas. N. McIntosh,	Ottawa	Tees & Pease,	Edmonton.
Geo. Musson & Co.,	Toronto.	Wilson & McIntosh,	Vancouver
J. W. Dickie & Greening,	Hamilton.	C. Leonard Grant,	P. E. Island
G. H. Gillopie,	London		

## Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia



WHY YOU SHOULD SELL

## MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 3

It is not a secret fake medicine

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

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

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

Just look over your stock and send us your order.

**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

### Think This Over:

Are you getting all you should out of your "Chocolate Trade?" A reputation for selling good Chocolates means increased trade.

Our Chocolate Bordeaux has helped gain the "Good Chocolate reputation" for others; it will do the same for you.

### Chocolate Bordeaux

Is not an experiment, but the result of long experience, backed by a reputation for "Chocolate quality."

Why not handle The Best Goods?

That give The Best Profit?

And are The Best Sellers?

Our other chocolates are also exceedingly popular and all are money-makers.

Write us for samples. Do it now. Full particulars will follow.

**The Montreal Biscuit Company, Montreal,** Manufacturers of "Sweets that Satisfy."

WANTED: Hustling agents throughout Canada in unrepresented centers for our High-Grade Chocolate lines.

## ST. LAWRENCE Granulated Sugar 20 Lb. Cotton Bags

Convenient Original Packages, containing the highest grade of Sugar.

No loss of sugar, or waste of time weighing and filling packages, thereby saving cost of labor and parcelling.

**The ST. LAWRENCE  
Sugar Refining Company, Limited  
Montreal**

# Redpath

Sugars of this well known brand are put up in packages of a size convenient for family use.

**Extra Granulated - Bags 20 lbs.  
Paris Lumps - Boxes about 5 lbs.**

Equal to, if not better than, anything produced.

Ask your grocer for them and refuse substitutes.

Manufactured by  
**The  
Canada Sugar Refining Co.,  
Limited  
MONTREAL**

## 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.



# "SALADA"

— and what it means to you

We have consistently advocated the merits of "Salada" tea in aiding the retail grocer combat the peddler.

Of its immense advantage over Bulk Teas in uniformity of quality, freshness, convenience, economy, time-saving and *real* profit.

Our business has increased because the public have been *convinced* of the honesty of our goods.

Of their absolute reliability in quality, flavor and purity.

This conviction has *grown*.

Grown in spite of opposition, competition and imitation.

Grown because we have told the people of "Salada" and its goodness and they have told it to others.

To you "Salada" offers a sure road to quick sales and good profit without the necessity of carrying a heavy stock. Better to buy tea in small quantities and buy *often*.

It enables you to get trade, to hold trade and to get *more* with the least expense to yourself.

*"SALADA" does credit to your recommendation. It enables you to sell more tea without fear of competition from the peddler.*



## Counter Check Books

**"Get the Best."**

PHONE OR WRITE

**THE CARTER-CRUME COMPANY, LIMITED**  
TORONTO and MONTREAL

## Business is Booming in the West

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

*Correspondence invited*

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

Manufacturers' Agents and Brokers

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

# SYMINGTON'S COFFEE ESSENCE

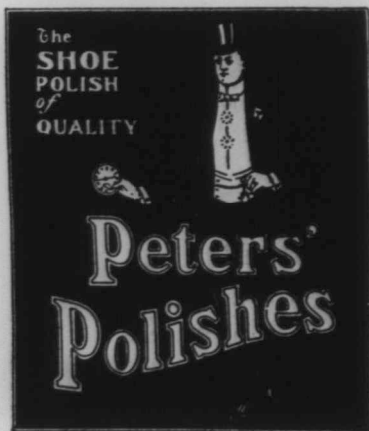
ALWAYS READY!  
ALWAYS PURE!  
ONE STANDARD  
QUALITY!

UNQUESTIONABLY THE VERY BEST  
TO BE HAD OF ALL WHOLESALE THOS. SYMINGTON & CO. EDINBURGH

Careful selection of the raw material  
Modern machinery  
And years of experience

Explain why CHASE & SANBORN'S  
High Grade Coffees are unsurpassed.

Chase & Sanborn, Montreal  
THE IMPORTERS



## 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



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

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

Write us for full particulars and prices.

**KILGOUR BROS.**  
19 Wellington St. West, - TORONTO



ESTABLISHED A.D. 1840

## The "Pansy" Has "Made Good"

The "Pansy" Broom has made good because it is chock full of quality in every point. The corn used is selected from the finest of the crop and the workmanship on it is easily better than the ordinary. It's just the right size and weight, and has just the right amount of springiness to please discerning housekeepers. Then, its appearance goes a long way towards selling it. We have best values to offer in brooms at any price, but you'll be wise to push the "Pansy."

"Buy From the Makers."

**H. W. Nelson & Co., Ltd.**  
TORONTO ONTARIO



# BROOMS

We have them

Not **CHEAP** but  
**GOOD**

Ask for our present prices.

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

Try our Boss Bamboo handle Parlor Broom.



**Improvement In Quality**  
**Improvement In Finish**  
**Improvement In Value**  
**Improvement In Range**  
**Improvement In Methods**  
**of Production**

Constant Improvement has been the story of Keystone Brand Brushes and Brooms during the past twelve years. That is why the best dealers from coast to coast are handling our goods.

**STEVENS-HEPNER CO.**  
Limited

Port Elgin, Ontario



# THE A 1 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  
HAMILTON MORTON CO., 1 Wellington St. E., Toronto  
W. H. AHRENS, 396 Victoria St., Winnipeg  
J. READ, St. John, N.B.  
R. T. TINN, 337 Hastings St. W., Vancouver, B.C.**

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



**It sells  
like Lightning**

Yes—CAMP sells just as you'd expect the best Coffee Essence in the world would sell!

The Quality of the Coffee, combined with the convincing advertisements continually appearing in the press and on the boardings on its behalf, results in 'Camp' being half sold before you get it.

**CAMP  
COFFEE**

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

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

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

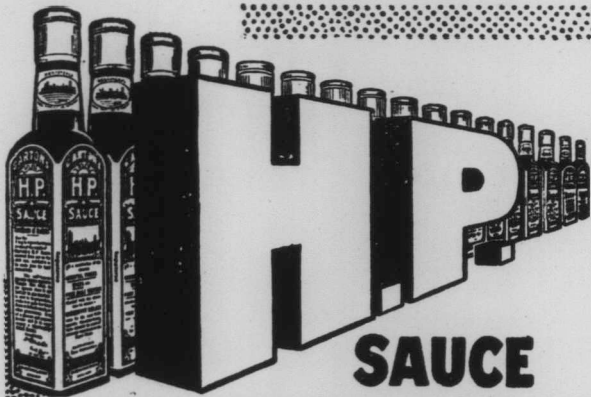
Sole Manufacturers:  
**GEO. MASON & CO., Ltd.**  
LONDON, ENGLAND

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

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







## The Real Live Selling Line

is what you want. H.P. Sauce is what you are looking for. It has all the necessary qualifications for a leading line. It is extensively advertised, and sells freely. Customers are delighted with it. It is the Sauce of the 20th Century. Write our agents for samples and prices. Try it on your own table and you will see why it has caught on.

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

R. B. Seeton & Co., Halifax, N.S.  
Ellis & Co., Ltd., St. John's, N.F.

Kelly, Douglas & Co., Ltd., Vancouver, B.C.

MIDLAND VINEGAR CO., Ltd.

BIRMINGHAM AND LONDON, ENG.



Every grocer wants to please his customers.

## STERLING BRAND PICKLES

please every one hence every grocer should carry a full line of this famous Canadian Brand. Nothing is easier. Just order from your jobber or direct from the factory.

THE T. A. LYTLE CO. LTD.

Sterling Road, Toronto, Canada  
PHONE PARK 376

## SASSO MEDICINAL OIL

DIRECT FROM ONEGLIA,  
LEVANTE RIVER, ITALY.

A profitable line for you to stock at this season of changeable weather.

A perfect tonic, agreeable to take and quickly and easily assimilated. It is a soothing and at the same time incomparable remedy for

**Stomach and Intestinal Troubles,  
Constipation, Indigestion,  
Nervousness, General Debility,  
Scrofula, Tuberculosis**

Its equal as a tonic for invalids has yet to be found. Secure a trial order. Then you will always stock it.

**Museo Commerciale Italiano  
43 St. Antoine St., Montreal**

Sole Agents American Continent

Phone Main 2731

## A Delicious Dessert on Short Notice

may always be enjoyed if you have on hand

## Shirriff's Imperial Jelly Powders

Refreshing flavors. All Progressive Dealers Handle them, and one trial convinces both grocer and consumer.



**IMPERIAL EXTRACT CO., 18-22 Church Street  
TORONTO, CAN.**

THE CANADIAN GROCER

# Borden's Brands

of

## Condensed Milk and Evaporated Cream



have the experienced reputation of 50 years of sanitary milk experts behind them.

Your customers get the benefit of the best skill and hygienic improvements. Your interest is their's and your profits are good.

FOR SALE BY ALL JOBBERS

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

Scott, Bathgate & Co., Winnipeg, Man.

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



Unsweetened

### BANNER BRAND CONDENSED MILK



#### Write for Particulars

You'll sell lots of Condensed Milk this year—  
Sell "Banner Brand"—Made from Pure Milk, latest hygienic methods—  
Get hold of this good line—

*We want reliable active agents in large Canadian cities.*

**John Malcolm & Son**

ST. GEORGE

ONT.

### IMPERIAL EVAPORATED CREAM



Does it not stand to reason that a cream put up in what is generally known—according to reports we received from the Government—as Canada's finest dairying district—would possess greater merit than others?

Certainly!

Well, why not stock Imperial Evaporated Cream, and make it your leader?

Imperial Brand is put up in just this district, and for that reason, other things being equal, we claim it is unparalleled.

Try a sample case, and see if your customers will not appreciate it.

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

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



WHY CARRY IN STOCK

## Canada First Evaporated Cream?

Because it is Highest in Butter Fat.

SURE TO PLEASE YOUR CUSTOMERS.

EVERY CAN GUARANTEED.

NO DEAD STOCK.

Manufactured by

**AYLMER CONDENSED MILK CO., Limited**

AYLMER, - ONTARIO



# FORT WILLIAM

THE COMMERCIAL GATE-WAY OF THE WEST

We are the distributing headquarters for the Newer and Greater Canada. We import direct and our prices are to the advantage of all buyers both East, West and North. You don't have to look to Montreal, Toronto or Winnipeg for your supplies. We carry full lines of Groceries, Provisions, Wines, Cigars, Tobaccos, etc.

This week we call your attention to **LENTEN REQUIREMENTS :**

Fine Haddies—15-lb. boxes	Skinless Codfish	Salmon	Eggs
Yarmouth Bloaters	Green “	Lobsters	Butter
St. John Bloaters	Market “	Sardines, canned	Cheese
Labrador Herrings	Steak “	“ salted	Lard
Smoked Herrings	Haddock		Jams
			Syrups

Find Out What We Can Do for You

Write for Our Quotations Before Buying

**The JOHN KING COMPANY, Limited**

Wholesale Grocers and Importers

Fort William, Ontario



## E.D.S. BRAND Jams and Jellies

GUARANTEED ABSOLUTELY PURE UNEQUALLED IN FLAVOR

### AGENTS

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

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

**Keeping Your Hands Clean**

was no Snap until the product of that name was put on the market and thus a perplexing personal problem was solved

With **SNAP**  
THE HAND CLEANER



Users ask for it again. Be prepared.

**The Snap Company, Limited**

Montreal, - Canada

which is antiseptic, rapid in results, easy to apply and effective. The best of all is that it leaves the hands smooth, soft and white. It is a positive pleasure to use Snap and the price is only 15 cents a tin.

Quality



Wins

Our Catalogue Tells of Our  
**Diamond Brand Specialties**

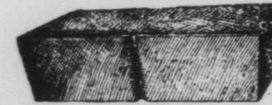
Mailed on Request.

**Sugar & Cannery Limited, - Montreal**

SOLD BY WHOLESALE GROCERS EVERYWHERE

Twin

Block



Maple

Sugar

Pure

**Black Knight Stove Polish**

will hold your custom



**BECAUSE**

It is brilliant and durable.  
It is easy to apply and quick in results.  
It is unsurpassed in quality.  
It is extensively advertised.  
It is widely talked of by the women.  
It is half sold as soon as your order is placed.  
It is the best known stove polish to-day.

**The F. F. DALLEY Co., Ltd.**

Hamilton, Canada - Buffalo, N.Y., U.S.A.

Canadian made Licorice  
**Y&S BRAND**  
All Druggists.



Manufactured by  
**NATIONAL LICORICE CO.**  
Montreal.

**SOFT MINTS—5c. boxes.**

**ACME PELLETS—5-lb. tins.**

**M. & R. WAFERS—5c. bags.**

and a complete line of

**LOZENGES, ETC.**

**Hard and Soft Licorice Specialties**

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request.

**AGENTS**

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



# 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

## FRUIT CANS

All sizes—All kinds.

## SYRUP CANS

For products of Maple, Corn  
and Cane.

## MILK CANS

For Sweetened Milk and Evap-  
orated Cream.

## MEAT CANS

Bevelled, Round and Square.

## BISCUIT TINS

of any description.

## BAKING POWDER

## AND SPICE CANS

PROMPT SHIPMENT SUPERIOR GOODS

THE

**Norton Manufacturing Co.**  
HAMILTON

# 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

# WAGSTAFFE'S

Fine old English

**Pure Orange Marmalade**

Season 1919, now ready.

# WAGSTAFFE'S

**Jams, Jellies and  
Sealed Fruits**

are better than the imported.  
Once tried always used.

# WAGSTAFFE, LTD.

Pure Fruit Preservers

**HAMILTON**

# RAW SUGARS

We are direct importers of Raw Sugars and will appreciate your enquiry before placing your order.

## The Davidson & Hay Limited

WHOLESALE GROCERS, TORONTO

### 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

### WESTERN ASSURANCE COMPANY.

Incorporated 1851

**FIRE**  
**AND**  
**MARINE**

HEAD OFFICE—TORONTO, ONT.

Assets over - - \$3,570,000  
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,  
W. R. BROCK, Vice President  
W. B. MEIKLE, General Manager  
C. C. FOSTER, Secretary

### HOTEL DIRECTORY.

#### WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNICOLL, Prop

#### TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

#### HALIFAX HOTEL

HALIFAX, N. S.

#### WINTER RESORT—QUEEN'S PARK HOTEL

PORT OF SPAIN TRINIDAD, B. W. I.

JOHN McEWEN, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co. 29 Broadway, New York.

#### THE GRAND UNION

The most popular hotel in

OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop

#### VICTORIA LODGE

Mrs. J. F. SMITH, Proprietress. HAMILTON, BERMUDA  
Opposite Victoria Park and Cedar Ave. Private Board \$12 to \$14 per week.  
Open Now. Closes on May 1.

#### Jenkins & Hardy

Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 154 Toronto St., Toronto. 465 Temple Building, Montreal.

### British America Assurance Company

A. D. 1833

**FIRE & MARINE**

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President  
Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox, Geo. A. Morrow,  
D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D.  
Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.  
Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL - - - - - \$1,400,000.00  
ASSETS - - - - - 2,162,753.85  
LOSSES PAID SINCE ORGANIZATION, 29,833,820.96



**Tartan**  
BRAND

SIGN OF PURITY

See our travellers. They have some good things up their sleeve or

PHONE 596

**BALFOUR, SMYE & CO.**

QUICK SHIPPERS

Wholesale Grocers,

HAMILTON, ONT.

**"Fish for Lenten Season"**

*Barrels and half barrels Labradors  
Half Barrels Sea Salmon  
Kegs Lake Salmon  
Kegs Lake Herring  
Kitts Mackerel  
Quintals Whole Cod  
Cases and half cases Boned and Skinned Cod  
Cod Steak in every shape  
Specials in Salmon, Lobsters, Mackerel,  
Sardines, etc., etc.*



**HOLBROOK'S**  
Worcestershire **SAUCE**

HOLBROOKS LIMITED

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

MADE AND BOTTLED  
IN ENGLAND.

**THE METROPOLITAN**

Capital Paid Up **BANK** Reserve Fund and Undivided Profits  
\$1,000,000.00 \$1,277,404.49

Every Department of Banking conducted with satisfaction and absolute security.

Accounts of Individuals, Firms and Corporations solicited.

**SAVINGS DEPARTMENT**

\$1.00 or more opens an account. No delay in withdrawal.

**DAILY CAPACITY 30,000 LBS.**



**Dignard Limited**

BISCUIT MANUFACTURERS

MONTREAL

**If you have anything for sale which a Grocer or General Merchant will be interested in, advertise it in our "Condensed Ad." column. It will bring you good results.**

*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.



THE CANADIAN GROCER

THE SECRET of building up a profitable TEA TRADE is solved by selling

# "MELAGAMA" TEA

Quality predominates. The people know this and ask for it. Make the best of your opportunities by having this line in stock.

In buying BULK TEAS from us you get the benefit of our long experience and ready cash purchases. Order from us and make money. Procure from us samples and prices and prove our assertion.

## MINTO BROS., Toronto

Manufactured in Canada

### White Dove Almond Paste



Packed in 5-lb. Tins, 12 to case  
" 10-lb. " 6 "

Makes the finest Macaroons on Earth.

### W. P. DOWNEY

24 and 26 St. Peter Street, - - MONTREAL

# JAPAN TEAS

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

## S. T. NISHIMURA & CO.

MONTREAL and JAPAN

ESTABLISHED OVER 200 YEARS

**C**HAMPION'S

LONDON, ENGLAND

**IS THE BEST  
VINEGAR**

MADE FROM FINEST MALT

Commands a Preference Over All Others.



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

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

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

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS.

WRITE OUR AGENTS FOR PARTICULARS.

YOU KNOW

CANADA'S GREATEST SPICE HOUSE

ABSOLUTE  
PURITY



HIGHEST  
QUALITY

SEND ALONG YOUR ORDERS

## 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



# "ANTICIPATION"

The merchant that anticipates is the one that succeeds. It will pay you to anticipate your requirements of the following:

## Rice—

Rangoon.....	(per lb.)	<b>2.90c.</b>
5 Bag lots (in one shipment)....	"	<b>2.85c.</b>
March, April, May, June shipment your option.		
Polished Rangoon (on spot).....		<b>4c.</b>

## Prunes—

We secured a few cars of Santa Claras at the lowest point of the market, which is now on the upward trend

### New Santa Claras—1908 Crop

60/70s, 50 lb. boxes.....	<b>6½c.</b>
70/80s, 50 lb. boxes.....	<b>6½c.</b>

### Newly Processed—1907 Crop

30/40s, 25 lb. boxes.....	<b>9 c.</b>
50/60s, 50 lb. boxes.....	<b>7½c.</b>

## Figs—Naturals.

"Duke" Brand, 56 lb. bags.....	<b>3½c.</b>
Prince " 28 lb. bags.....	<b>3½c.</b>

## Pie Plums—

In gallon tins.....	(per dozen)	<b>\$1.85</b>
10 case lots (each ½ doz.).....	"	<b>1.75</b>

A decided bargain.

## Rolled Oats—(Special for one week only). Market advancing.

Tillson's ) or Victor )	Per Bag of 90 lbs.	<b>\$2.35</b>
	25 bag lots	<b>\$2.30.</b>
Freight prepaid to Ontario points on 5 and over.		

## Tea—Indian Pekoe

New season's Tea in chests to arrive next week...**14c.**

**How is your stock of "Maybell" Ceylon Tea?**

# Canada Brokerage Co.

LIMITED

Wholesale Grocers, - Toronto

# Advertising to Grocers

Manufacturers whose goods are sold by retail grocers and who are not reaching grocers as systematically and as effectively as they are consumers are making it hard for consumers to get their goods when it is possible to make it easy. Those who are not taking advantage of the best way to reach grocers with given sums are giving money away to somebody. Those who are reaching grocers now, through some other method than the trade press, are spending more than they have to.

It is impossible for the manufacturer to reach grocers right without using the trade press. Manufacturers who are not doing it are going around the block to get to the house next door, simply because they are not posted or because somebody has misled them. No manufacturer knows what trade paper advertising to grocers can do until he has done it right—it has not been done right by those who think it valueless. To-day every manufacturer can do it right. The Grocery and Allied Trade Press of America, which has just been organized, consists of practically all the trade papers which reach grocers and general storekeepers all over the United States. These papers reach over 150,000 retail grocers. Manufacturers can advertise in a quarter page in each issue of every one of them for a year for about \$6,000. No manufacturer can talk to this many grocers this often any other way for less than five times this sum. It would cost him \$40,000 to send them a postal card. These papers are published exclusively in the interests of the retailers. This means that they are the logical avenue for manufacturers to reach retailers.—*Tea and Coffee Trade Journal, February.*

**THE CANADIAN GROCER Talks to Nearly 6,000 Grocers and General Merchants Every Week.**  
**If You Have the Right Goods at the Right Prices and TALK RIGHT in Your Ads., You'll Get Results.**

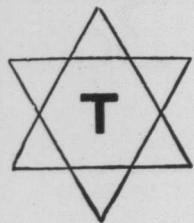
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Adam  
Allan  
Allison  
Ameri  
And-r  
Ancke  
Andre  
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Baker  
Halfon  
Beam  
Bened  
Bickle  
Bloom  
Rine  
Borde  
Rade  
Brand  
Brayle  
Pri-to  
Britia  
Brook  
Broph  
Busy

Camp  
Cann  
Canac  
Canac  
Canac  
Canac  
Canac  
Canet  
Cargi  
Carm  
Carte  
Carve  
Ceylo  
Cham  
Chas  
Clare  
Clark  
Claw  
Clow  
Comp  
Conn  
Coss  
Cote  
Cove  
Cox





# Lenten Season

We have full supplies of all kinds of Smoked, Salted, Pickled and Canned Fish, Domestic and Foreign at attractive prices.

Ask our travellers for quotations, write or wire us.

## James Turner & Co., Limited

Hamilton and Arnprior, Ont.

### INDEX TO ADVERTISERS.

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

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Canadian Condensing Co.	16	Heinz, H. J., Co.	50	Neison H. W. & Co.	13	Truro Condensed Milk Co., Ltd.	51
Canadian Manufacturing Co.	70	Hillcock John & Co.	66	Niagara Falls Canning Co.	7	Tuckett, Geo. E., & Son Co.	65
Cargill, H.	62	Hotel Directory	23	Nishimura, S. T. & Co.	73	Turner, James, & Co.	27
Carmandani, J. & Co.	inside back cover	H. P. Sauce	15	Norton Mfg. Co.	19		
Carman Brokerage Co.	4	Hough Litho Co.	67	<b>O</b>		<b>V</b>	
Carter-Orms Co.	73	Imperial Extract Co.	15	Oakville Basket Co.	4	Verret, Stewart Co.	outside back cover
Carver & Co.	63	Imperial Tobacco Co.	64	Oakey, John, & Sons	inside back cover	<b>W</b>	
Ceylon Tea Ass'n.	22	<b>J</b>		Old Homestead Canning Co.	6	Walker Bin & Store Fixture Co.	66
Champion & Slee	24	James, F. T. & Co.	60	Ontario Lamp & Lantern Co.	66	Walker, Hugh, & Son	58
Chase & Sanborn	12	James Dome Black Lead	24	Onward Mfg. Co.	46	Warren, G. O.	2
Clare & Little	4	<b>K</b>		<b>P</b>		Watson, Andrew	70
Clark, W.	63	Kingour Bros.	12	Paradis, C. A.	56	Watson, Stuart	2
Clawson & Co.	3	King, John, Co.	17	Paton's Sauce	71	Weese, G. Wallace	2
Clowes, W. & Son	69	<b>L</b>		Patrick, W. G., & Co.	2	Western Assurance Co.	20
Computing Scale Co.	22	Lambe, W. G. A.	3	Payne, Geo. & Co.	54	White & Co.	outside back cover
Connors Bros.	60	Laporte, Martin & Co.	24	Peters Michael	12	White Swan Spice & Cereals, Ltd.	54
Constant, H.	56	Leitch Bros.	27	Pickford & Black	inside back cover	Wiseman, R. B. & Co.	11
Cota, Joseph	64	Leonard Bros.	61	Poulin, P., & Co.	52	Wood, Thomas, & Co.	72
Cowan Co.	54	Louis, T. A. Co.	15	<b>Q</b>		Woodruff & Edwards	66
Cox, J. & G.	55			Queen City Oil Co.	4	Woods, Walter & Co.	13
						Yeung, W. F.	4

# London Grocers at the Banquet Board

More Than a Hundred Competitors Unite as Friends at Annual Festival of the Retail Grocers' Association—Merry Songs and Bright Speeches Pass Away Some Pleasant Hours—Canada's Resources Enumerated—Neglect of Government in Aiding Merchants—Provincial Grocers' Association Proposed, and Desired by London Grocers—Wholesalers and Manufacturers Present.

(Special Staff Correspondence.)

## BANQUET BREEZES

Canadians are going to cut a great swath in this continent in the future.—E. B. Escott.

There are more working men in London who own their homes than in any other city in Canada.—Mayor Stevely.

The man who is always offering bargains will soon have nobody but bargain hunters coming into his store.—E. J. Ryan.

We should amalgamate with the grocers of Toronto, Hamilton and other places and meet once a year in convention.—R. J. Donaghy.

Traveling is older than the hills—it began in Eden and the first traveler was a woman.—F. E. Tobias.

You are setting an example to the grocery trade of the world; you can sit down beside your competitor and call him friend.—H. Gilbert Nobbs.

Modern traveling is an evolution of our own times; it is a development of commerce and it has come to stay.—Wm. Turnbull.

I often wonder at your equanimity when I see from time to time legislation enacted to unfairly coerce and hamper you to the inconvenience of the public.—Col. A. M. Smith.

London, Feb. 23.—Occasionally does it occur that a hundred or more business men of a city mingle together in social intercourse about a common banquet board, but seldom indeed it is that one finds so many representatives of a single trade assemble as friends yet competitors as the merry company of grocers who graced the dining hall of the City Hotel of London last week. It was the occasion of the second annual banquet of the Retail Grocers' Association of the Forest City, it being held on Wednesday night, February the 17th, and from every standpoint it was a brilliant success. The association, representing, as it does, practically the entire grocery trade of the city, is looked upon with pride by all the business men; it not only brings business benefits to its members, but creates a feeling of harmony among competitors which is to be eulogized wherever found—and the city nest-

ling on the banks of the Thames is a splendid concrete example.

As visitors present expressed themselves, it was simply wonderful to see more than a hundred grocers unite as friends about the festive table—and good fellows every one of them, too. It served to show that life is something more than an incessant drudgery and that keen competitors in business during the day can meet as friends when once the lock in the door is turned.

Everybody present enjoyed themselves. In fact, it could not have been other-



THOS. SHAW,

The Diplomatic President of the London Retail Grocers' Association, Who Presided as Toast Master.

wise. President Shaw, with his genial smile that would not vacate the premises cordially greeted his brothers-in-trade and guests and all were made to feel at home.

The banquet plans had been carefully prepared by the officers, executive and special committees, and everything "went merry as a marriage bell." R. J. Donaghy, chairman of the reception committee, with Cyril Hayes, the youthful but energetic secretary, and Treasurer E. J. Ryan, were valuable lieutenants of the president in receiving the guests and they deserve a great deal of credit. The musical portion of the evening's programme was a delightful one,

including numerous selections from Tony Vitas' orchestra, which were greatly appreciated. Harold Watson presided at the piano and performed the difficult task of accompanying the orchestra and soloists.

Addresses of an educative, humorous and patriotic nature were given by members of the association and their guests, including Mayor Stevely, and these, together with the songs that punctuated them made everybody enjoy every minute of an evening which sped away all too quickly. Cares, if there were any, were laid aside, and good-fellowship and merriment reigned supreme. The menu, like the menu card, was an elaborate one and the manner in which the good things on the table disappeared bore ample testimony not only to their quality, but as well to the appetites of the company, which took some time to be worn off. The menu card was printed and presented by Holbrooks Limited, whose representative at the banquet was H. Gilbert Nobbs.

Therefore, in a word, it may be said that harmony, good fellowship, good management, a splendid supper and a delightful programme all combined to make the affair such a success that it will remain fresh in the memories of those fortunate enough to be present for years to come.

## Men Behind the Gun.

The officers and executive of the London Retail Grocers' Association through whose energy the banquet was arranged are:

President—Thomas Shaw.  
Vice-President—John Diprose.  
Second Vice-President—Garfield McCormick.  
Treasurer—E. J. Ryan.  
Secretary—Cyril Hayes.  
Executive—E. S. Linnell, Wm. T. Mullins, James Wilkey, R. A. Ross, H. S. Marshall, P. H. Ranahan and R. J. Donaghy.

## The Toast List.

The health of the King was loyally drunk and this was the beginning of the end of the evening's enjoyment. President Shaw, when he arose to introduce the various toasts, was greeted by prolonged applause. It gave him great pleasure to see so many of the retail grocers of the Forest City in attendance at this the second annual banquet. It was a great credit indeed to the gro-



cery trade to see such an assemblage of representatives meeting in common fellowship. He welcomed the members of the wholesale trade, the travelers and the manufacturers, intimating the good feeling shown by the uniting and mingling of all in the same banquet hall, and he expressed the desire that results beneficial to all would ensue.

A cablegram expressing greetings from Holbrooks, Limited, London, Eng., and regrets at not being able to be present from M. Masuret, E. Masuret, S. Sereaton, C. Tune, C. Mountjoy and W. Nichol were read by the secretary, Cyril Hayes.

**The Wealth of Canada.**

In response to the toast to "Canada," which was drunk amid much enthusiasm, T. B. Escott, of T. B. Escott & Co. wholesale grocers, London, gave many interesting statistics showing the marvelous wealth and vastness of the Dominion.



**JOHN DIPROSE,**

Vice-President of the Association and Vice-Toastmaster at the Banquet.

ion. In introducing his address, he referred to the pleasure it gave him to be present, particularly because he himself was an old grocer.

"Grocers' and grocery travelers' company is the best I can be in," he remarked, amid applause, "and as I have here both, it is a pleasure to join with you on this festive occasion."

In replying to the toast to Canada, he had undertaken a large subject when the country's great extent was taken into consideration. It is nearly as large as the Continent of Europe, and when we consider the many nations there we begin to wonder. We are almost a continent of our own with many natural advantages. Our waterways modelled by nature's own hand, stretch almost from coast to coast, and we can travel 6,000 miles by boat with a break of only some

hundred and fifty miles. We have the largest fresh water lake in the world and yet only 3½ per cent. of our entire domain is water. Canada has the finest and best water power in the world and her fisheries last year totalled over \$26,000,000, with an export of more than \$12,000,000, and which gave employment to 88,000 men.

The vastness of the mineral wealth of Canada is as yet unknown. In 1906 the total production amounted to \$80,000,000, and we are told that no more than one-tenth our mineral fields have yet been explored. Canada has the largest silver mines in the world, having in the last thirteen months paid \$5,000,000 in dividends. Nickel, asbestos, corundum and coal are found in abundance. We have the largest forests in the world; these occupy some 1,600,000 square miles and in this respect no nation in the world can approach Canada. The wealth standing aloft in them is inestimable, the United States only have one-third the forests we have.

**A Government Mistake.**

The Government has set apart 20,000,000 acres as reserves, but it has made a mistake in allowing so much of our forests to be cut out in blocks and distributed to individuals.

Canada's wheat fields, we are told comprise some 171,000,000 acres, with only about 6,000,000 under cultivation. If all were under cultivation, yielding on an average of 10 bushels, which is a low estimate, it would mean 1,710,000,000 bushels, representing an enormous sum of money.

"Considerable talk has been heard as to the future policy which Canada will pursue towards England, but," said Mr. Escott, "you can rest assured that we will always remain loyal to the Motherland, and we can if necessary in time of war, supply her with the wheat she requires and we can build a fleet to protect it on its passage across the ocean."

Twenty-five years ago the whole of the Northwest had only twenty-five head of cattle and now she can boast of 1,500,000 head, the exports in 1908 amounting to more than \$12,000,000. Great Britain, is, of course, our best customer.

Canadian manufactories have also made an enormous increase. We have now more than 15,000 establishments, large and small, and during the last five years alone about thirty different and new classes of manufactories have been added. The sign of progress is surely written across our country.

November of this year will be the centenary of the foundation of the steamboat in Canada. Advancement along this line has been wonderful and Mr. Escott jocularly remarked at this juncture that in a hundred years from now "we" should be going to the north pole in balloons or air ships—and Mr. Escott has now at least passed the half-century mark himself.

"Canadians are going to cut a great

swath in this continent in the future, just the same as we have done in the past; we have the climate and the resources and we have the men with the iron wills who will subdue all opposition."

Mr. Escott enumerated the importance of Canada from its railway, steamboat, banking, emigration and educational standpoints, giving statistics illustrating that we have much to feel proud of. His address in its every sentence brought forward surprising facts and left much food for thought among the assembled business men.

Masters Barr and Mullins, two juveniles, sang a duet and sang it so well they were called upon for an encore number, which they gracefully gave.

**The Mercantile Interests.**

The duty of responding to the toast "Our Mercantile Interests" fell upon Col. A. M. Smith, of A. M. Smith & Co., wholesale grocers, London.



**E. J. RYAN,**

Treasurer of the Association and a Firm Believer in Its Usefulness.

It gave him great pleasure to be present as a guest of such an important association and to meet so many old friends about the banquet board.

"I have been asked," he said, "to say a few words on the subject—"The Mercantile Interests." The mercantile interests of this country are very important, second only to the agricultural. Notwithstanding the passive neglect and active discouragement of all the Governments, the mercantile interests are prospering and will prosper because they are absolutely necessary to the welfare of the country."

When a new country was being settled, first comes the farmer, and very soon after the store, they cannot do without it; later on and far behind come one by one the other interests. He often



wondered at the equanimity of merchants when he saw from time to time legislation enacted to meet the wishes of and in favor of the various other interests, but any legislation which applied specially to the merchants was always enacted to unfairly coerce and hamper them to the inconvenience of the public, and the enactments were so worded that no one could interpret them.

**Something to Think Over.**

"Should you not let the Governments realize that the influence of the mercantile community is not a negligible quantity?" he asked. "But your attitude towards that subject is perhaps on a par with your attitude towards the all-important subject of making a living. While on the one hand, I see the members of all the other interests, professions, trades, etc., endeavoring to get the highest possible remuneration for their services, on the other hand I see the members of your branch of the mercantile community endeavoring to find how little they can induce the people to pay them for their services; sometimes succeeding in inducing the public to pay so little as hardly to cover the necessary postages. Again, I sometimes stand astounded at the generosity of the retail merchants in the matter of undue credit. These subjects deserve careful thought.

Commerce he added, has always been the enricher of nations. It may be safely said that agriculture is not the paramount interest of Great Britain, as it is of Canada, but that Britain's greatness has been built up by manufacturing, trade and commerce. By those interests the United Kingdom, a mere speck on the map, has made herself the greatest nation on the face of the globe and has built up the most stupendous foreign trade in manufactures ever known in the history of the world.

"We are told," said Col. Smith, "that the United Kingdom imports three-quarters, more or less, of her principal foods, and here I would like to say a few words with great earnestness, I would say, 'Let no Canadian move so much as a feather's weight of influence towards inducing any British Government to put elogs on the wheels of that magnificent trade, or to impose taxes on the cheapest food of their poorest people, for the purpose of putting a few more dollars into the pockets of the prosperous Canadian farmers; the farmers neither ask nor desire it; the Canadian Government does not ask it and has no idea of giving the imaginary 'Quid pro quo.' Let each country regulate her mercantile policy to suit herself and in case of any measure proving unsatisfactory it may be changed without involving these countries in dangerous misunderstandings."

A vocal solo by Edward Webster followed, and as the singer possesses a splendid voice his selection was encored and he also had to respond with another.

**Hospitality of the Grocer.**

All then filled their glasses and drank to the health of "Our Manufacturers," the first responder being H. Gilbert Nobbs, manager in Canada and the United States for Holbrooks, Limited, of England.

"In inviting the manufacturers to participate in this magnificent banquet you have once more exhibited that hospitality which every traveler knows exists among you," said Mr. Nobbs. "We have been with you as part and parcel of your business—to assist you in supplying the household needs to the general public. We appreciate your invitation and welcome, as our visit here has the effect of broadening our ideas and giving us a greater pleasure in doing business."

In Canada Mr. Nobbs had noticed that the retail grocers worked on a much more friendly basis than in England. There seemed to be a desire on their parts to work more in harmony with



CYRIL HAYES,

One of the Bright Workers of the Association as Secretary, Though as Yet in His Teens.

the wholesalers and manufacturers. He congratulated the grocers on their splendid organization and upon the existence of such a friendly feeling among them.

**Competitor Yet Friend.**

"You are setting an example," he said, "to the grocery trade of the world; you can sit down beside your competitor and call him 'friend'. You are unselfish and you have busy men amongst you giving up part of their time in doing what they can to better the retail trade. I know of places where grocers keep open until midnight and call that living, where they cut prices and work individually. Here you feed and you flourish."

Mr. Nobbs again remarked that the manufacturers highly appreciated the honor conferred on them by the London Retail Grocers' Association in inviting them to their annual banquet, and congratulated those in charge for its splendid success.

Robert Wallace, the Toasted Corn Flakes' London representative, also replied to this toast. He offered his thanks for the welcome he received, and it was a revelation to him to know that so many grocers in London could be gotten together in one banquet hall.

"That such a number could possibly assemble is certainly a surprise to me," he concluded.

Another vocal solo was rendered, this time by M. McKeough, who soon became a favorite with the merry company. His Irish dialect found ready listeners and when he gave "Harrigan" as an encore everybody felt like singing the chorus, and everybody enjoyed it.

**Toast to Trade Journal.**

Toastmaster Shaw proposed the health of "Our Trade Journal," which was briefly responded to by the editor of The Canadian Grocer. He advocated the organization of a Provincial Grocers' Association similar to what the Ontario hardware men enjoy, and which they represent as being successful beyond their expectations. Over in the United States each State had its individual grocers' organization, and all of these were affiliated with the National Association, which contained some 350,000 members and which had become a force in the affairs relative to the grocery trade of the country across the border. The Division Court Act was something now attracting the attention of many grocers, and with a provincial organization the grocers would have some weight in presenting their views to the Legislature requesting desired changes. This would be but one of many benefits that might be derived.

From the size of the London Grocers' Association, from its enthusiasm for its work, and from what he had learned concerning its aggressiveness he considered that it should take the lead in getting other associations interested in the movement with a view to the formation of a provincial organization. He had with him the copy of a motion passed by the Toronto Retail Grocers' Association referring to the matter and which was read as follows:—

C. W. Clark, Mover.  
J. S. Bond, Seconder.

We, the Toronto Retail Grocers' Association assembled, send to the London Retail Grocers' Association our greetings and wish them every success at the banquet.

We also approve of any effort made toward a provincial organization, and promise our aid and co-operation.

J. C. BEAUMONT, Secretary.  
February 15, 1909.

The above motion was received with applause, showing the interest the Forest City men take in the proposal.

A solo by Percy Spence followed, and as occurred with the vocalists that preceded him, his song was appreciated and he had to sing again.

**They Love Them Still.**

When the toast to "Our Travelers" was announced everybody tipped their glasses to the health of the "Knights of the Grip," the first to respond being Wm. Turnbull, of Edward Adams & Co., wholesale grocers, of London. He thanked the grocers for the manner in which the travelers had been treated.

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remarking humorously that "with all our faults you love us still."

He recalled to memory the time when he first went on the road, remarking that traveling was in reality an evolution of our own time. It was, however, a development of commerce and it had come to stay. The retail merchants have to have the traveler come around and sell him the goods and the merchants themselves understood this. The merchant now recognizes the advantage of the man on the road, not merely because he sells him goods, but on account of the information regarding the trade that he brings with him.

"The traveler is pretty well tied up," said Mr. Turnbull, "he has two masters to serve—his customer and his employer."

There were many who did not realize the extent of the grocery trade in London and he pointed out that annually about \$1,500,000 worth of business was turned over. Goods from all countries of the world, and fish from every sea come under the eye of the grocer—and his business is therefore important. He did not like to hear the grocer condemn his own trade and asked them all to remember that it took time to educate the people. Concluding, he hoped the good feeling manifested at the banquet would always exist between the traveler and the trade.

#### Woman the First Traveler.

The response to the toast to the travelers was augmented by F. E. Tobias, whose witty speech proved one of the features of the evening.

"I see at the head of this menu card: 'Let him be sure to leave other men their turn to speak,' and gentlemen, that's my introduction."

Next he took issue with Mr. Turnbull concerning the latter's statement that traveling was a development of modern times.

"My opinion, after deep research," he said, "is that traveling is older than the hills—it began in Eden and the first was a woman named Eve. It is a common belief that the first article of commerce was an apple, but I think it was a lemon, for at any rate Adam raised 'Cain' about it when he got 'Able'."

Continuing in this humorous vein Mr. Tobias believed there were two styles of traveling—the ancient and modern. He himself would like to be classed as the "modern antique." There are the new travelers and old liars and he could not be called either.

He thanked the association for their kindness and appreciated the invitation to be at the banquet.

"While I don't want to be considered a beggar," he added, "if you have another next year, don't forget yours truly." He finished his address by a dramatic presentation of Ella Wheeler Wilcox's poem, "The Commercial Traveler."

Joseph Boyd, traveler for Red Rose Tea, expressed his thanks to the grocers of London for the privilege of spending such a pleasant evening, and assured them of the harmonious feeling the travelers held towards them.

Very appropriately Chas. H. Earle, a young traveler for the Atlantic Fish Co., was next called upon for a solo. As he possesses a splendid voice and facile expression, he, too, was heard again, as well as later on in the evening, when nothing would satisfy the

delighted company except a triple response to loud applause.

#### Are Loyal Londoners.

London grocers are all loyal to their city, judging from the reception given His Worship Mayor Stevely when he entered the dining hall, and again when he arose to reply to the toast to "The City of London." He appreciated the hearty manner in which the toast was drunk, because there was nothing nearer or dearer to them all than their native home. He was pleased to be present on the occasion of the grocers' banquet and humorously remarked that had he the privilege of arranging the dates of all the banquets he attended he would not have to eat at home at all.

#### Refers to Hardware Convention.

Mayor Stevely is a hardware man and in touching upon the proposed provincial organization referred to the



R. J. DONAGHY,

Chairman of the Reception Committee and a Strong Advocate of a Provincial Organization.

hardwaremen's convention held recently in Hamilton, which had been a splendid success and a great benefit to Hamilton as well as to members of the hardware trade. He had invited the convention to London for next year.

His Worship gave an interesting account of the advance London had made and was making in the commercial and educational arenas. He said that more working men own their homes in London than in any other city in Canada.

"There is no room for knockers," he declared, "we want boosters."

T. Ranahan, another of the entertainers, contributed a solo, which was appreciated by the audience; an encore was demanded and responded to.

#### To the Retail Grocers.

Vice toastmaster John Diprose proposed the next toast—"The Retail Grocers' Association of London"—which was replied to by E. J. Ryan, the

treasurer, and R. J. Donaghy, of the executive.

"This toast is perhaps the most important one on the list," said Mr. Ryan. "We have practically every retail grocer in the city on our membership list and our organization has brought them all together where they can talk over business matters as friends and not as bitter opponents. A few years ago the grocers used to outbid each other every day on the market but things are different now. We can, nevertheless, do a great deal more by turning out to the meetings.

"We have, of course, our faults; we occasionally have some black sheep who remain away from the fold instead of attending meetings and lending their assistance. If mistakes are sometimes made, do not blame the officers. Our president has worked hard and done everything possible to make matters run smoothly.

#### Bargain Hunters Only.

"I never could understand," continued Mr. Ryan, "why some grocers always wanted to undersell his fellow merchants; one man cannot do all the business, and when prices are cut it does away with the profit, whereas if they are not there is plenty of room for all to do a nice business and make some money. The man who is always offering bargains will soon have nobody but bargain hunters coming into his store."

As an example of fair dealing with one another Mr. Ryan referred to the biscuit manufacturers. They fight their battles on the merits of their goods, and grocers should do the same.

He complimented President Shaw and Secretary Hayes on the good work they were doing in increasing the membership. The association was also doing a good work in getting after the hucksters and peddlers. It was not considered that the present license of \$30 for the latter to do business was enough and at the last meeting a deputation had been appointed to wait on the city council to have it further increased.

#### Replies to One's Thoughts.

Mr. Ryan paid a compliment to The Grocer when he said: "I would ask every retail merchant here to read the Canadian Grocer. It answers questions without being asked."

It was also the duty, he said, of every grocer if he wished to further the interests of the trade, to attend the meetings of the association and not to criticise what was done when they were not present. If they did this they would be not only doing themselves some good but the trade at large.

#### Favors Large Organization.

In his reply to the toast Mr. Donaghy said he appreciated the honor of having been chosen among so many to speak, and also the honor of having the travelers present at the banquet. He urged better attendance at the regular meetings, as everybody could be accommodated. Knockers were not wanted, but what was desired was boosters to come out regularly and attend the sessions.

The association was responsible for the Wednesday afternoon closing arrangement in June, July and August; it produced harmony between themselves and the wholesaler so that now



trade was going through the proper channels.

One thing that should be discouraged was the 20-pound bags of sugar, and even the 100-pound bags of sugar should be likewise treated.

"The London grocers want the credit for causing Sir Wm. Macdonald to reduce the price of tobacco," said Mr. Donaghy.

"Last autumn we told him we were making a profit of 11 per cent. when it cost us 20 per cent. to do business. It started him thinking and he lowered the price—that's something the London association has done.

Mr. Donaghy strongly favored the formation of a Provincial Grocers' Association similar to the National Association across the border.

"We should amalgamate," he said, "with the grocers of Toronto and Hamilton and other places, meet once a year, talk over our grievances and have papers read by well informed men of the trade."

His remarks, judging by the applause, met with the approval of the members.

#### To the Ladies.

A well rendered solo by Clyde Nopper followed, giving W. H. McK. Millman an opportunity to recall to memory some of his thoughts regarding "The Ladies," whose heathis were most heartily drunk. Mr. Millman championed their cause by paying numerous pretty compliments to them all of which seemed to be endorsed by the entire company.

Chas. Earle again responded to the call for a song and with "Brannigan's Pup" as an introduction he had to follow up with two more before the appetites of his audience could be even partly satiated.

#### A Word from the Guests.

On behalf of the guests Chas. McGuire, representing the Queen City Oil Co., and Jas. McDougall, of the St. Lawrence Sugar Refining Co., referred to the good fellowship existing among the members of the trade.

"In holding these banquets," said the latter, "you get better acquainted and you become more sociable with one another. We go through the world but once and men should aim at something higher than the almighty dollar. Let us be able to say when we go to our offices that we go anticipating a business day of pleasure."

He thought the wholesalers of London could do nothing better than to follow the example of the retailers and hold a banquet for the sake of getting a better knowledge of one another.

Clem Garvey, another guest, referred to the pleasure it gave him to be there. Wholesaler and retailer did not meet often enough, he thought, in order to derive every benefit possible. With the sign of prosperity in London better times could be looked forward to, and he hoped that the association would continue to prosper in the future.

The speeches ended, the singing of God Save the King brought to a conclusion an evening of profit and pleasure that will not soon be forgotten by the Retail Grocers' Association of the Forest City.

#### Grocers and Their Guests.

Those in attendance at the banquet were:—George Armstrong, Phil. C.

Powell, Frank A. McCormick, James S. McDougall, Robert Wallace, T. B. Escott, Thomas Shaw, Wm. Turnbull, H. Gilbert Nobbs, John Marr, Wm. Gorman, Harry Ranahan, A. McPherson, J. A. McFarlane, C. W. Summers, C. W. McGuire, A. M. Masuret, W. H. McK. Millman, W. C. Falls, Clem Garvey, C. H. Earle, N. R. Howden, F. E. Tobias, C. H. Lee, H. Lewis, A. S. Gormaly, J. H. Boyd, W. M. Ripley, Edward Webster, Percy R. Spence, John Diprose, H. Marshall, T. Fitzgibbon, T. McKay, F. W. Paul, J. A. Beechie, Ernest Charlton, Jack Walton, James McKenzie, A. R. Boug, R. Marr, M. A. Young, J. L. Wyckoff, F. W. Parker, James Fitzgerald, R. F. Gray, Harry Harley, F. E. Millson, Joseph F. Fortner, A. J. McGuffin, G. S. Brock, James McLeod, H. Geach, J. Wright, W. McGuffin, W. H. Bloomfield, H. E. Trebilecock, F. W. Yealland, J. Haskett, T. H. Haskett, J. H. Goodge, E. T. Reid, J. Dobbin, J. C. McGladery, P. A. Sands, M. J. McKeough, Thomas Black, A. Wray, O. L. Falkner, R. C. Kidner, W. Hayes, R. H. Cullis, Fred. H. Traver, C. J. Farr, R. Fonger, John Murray, J. A. Henderson, Walter Richards, R. Jupp, James Jupp, Fred. Barr, Fred. Mullins, J. H. Wilkey, E. E. Linnell, Wm. O'Loughlin, J. M. Duncan, E. M. Insley, H. English, H. Fountain, E. S. English, J. Marr, Robert G. Collins, O. Boug, C. Nopper, T. James Ranahan, Frank Grandage, J. H. Langford, H. A. Bishop, B. T. Huston, Cyril Hayes, M. Fowler, E. B. Hargreaves, W. T. Mullins, E. J. Ryan, James Dean, C. Maker, J. A. Wilson, D. J. Patterson, T. J. Cohoon.

#### Post-Banquet Remarks.

To the King—God bless the great white Prince of Peace.

There was no trouble in sight—therefore the Colonel was there.

One manufacturer at least gave plenty of "sauce" to the banqueters.

President Tom Shaw's genial smile had everybody hypnotized, judging from the manner in which they enjoyed themselves.

There was nothing "hayesy" about the banquet, although Cyril is the secretary—except, of course, "My Lady Nicotine."

The speaker who said that a woman was the first traveler was probably right; he might have added—she was the cause of it all.

Vice-Toastmaster John Diprose kept strict order at the other end of the hall.

"Brannigan's Pup" was the only dog that passed the guard at the door; but he was a very welcome canine.

The glad hand was extended to everybody by R. J. Donaghy, the chairman of the reception committee.

For a sugar story that was only a dream, ask Jas. McDougall.

"Oh, Garfield, Garfield, did that chicken see you dressing!" was whispered in the ear of one of the vice-presidents.

Robert Wallace, might appropriately have been the "toast" master at the banquet.

Deep Ryan pie with treasury cream was conspicuous on the menu card.

Charlie Earle can catch more than

fish. He caught the ears of the company with his catchy songs.

McKinley Millman can certainly be recognized as an authority when the fair sex are in question. He talked about them for 30 minutes, more or less, and had not even one disparaging word to say of them.

#### NEW BILL OF LADING.

##### Limiting Liability of Vessels for Short Weight—Discussed by Corn Exchange.

A meeting of the Committee of Management of the Montreal Corn Exchange Association was held last week to consider the new bill of lading adopted by the owners of all Canadian grain carrying vessels for use on grain cargoes from Port Arthur and Port William during the coming season. This is the bill of lading limiting the liability of the vessels for short weight in cargo at the point of out-turn, which the shipping people declared was necessitated by the lax methods of weighing at the ports of shipment, and which they were unable to rectify in spite of numerous complaints to the Government.

A report was presented by President Jos. Quintal, of the Corn Exchange, and Alex. McFee, in which they set forth that they had attended the annual meeting of the Dominion Marine Association at Ottawa last week, and made fruitless efforts to induce the association not to put the new bill of lading into force this season. The report set forth that the Dominion Marine Association had refused to recede from its present position with regard to the new bill of lading, but that it had promised to assist the shippers of grain by every means possible in endeavoring to secure a remedy which would decrease or remove the present discrepancies in the weighing of grain cargoes.

No action was taken by the Corn Exchange Committee in the matter, but it was decided in the meantime to exchange views with grain men at Winnipeg and see what further could be done.

Jos. Quintal presided over the meeting, and other members present were:—A. Y. Chaplin, E. S. Jaques, Paul B. Earle, J. J. Norris and Alex. McFee.

#### NEW WINNIPEG AGENCIES.

W. H. Escott has recently been appointed agent for Winnipeg and West for the Quaker Oats Co., and for J. W. Windsor, Montreal. For the latter he will specialize on Balmoral jam. Business prospects in the West are exceedingly bright for this year and many manufacturers are looking for good representatives.

#### HEARTS OF WHEAT OFFICERS.

Officers were elected on Friday, Feb. 19th. of Hearts of Wheat Company, Limited, one of the most recent additions to the cereal enterprises in Canada. The meeting was held at the office Scott Street, Toronto. The officers elected were: N. H. Stevens, president; J. J. Dyer, vice-president; B. H. Blakeslee, managing director; Wm. Junor, secretary-treasurer, and J. A. Walker, K.C., solicitor.



## THE COFFEE MEN AROUSED

Report Circulated to Effect that Coffee is Being Stored in Canada to be Hurried Across Border in Case of Tariff Change—Canada Supposed to be Receiving Abnormal Supplies From Brazil Via England—Views of Canadian Coffee Men.

An announcement of a somewhat sensational character is made in the New York Journal of Commerce of February 17th, referring to conditions supposed to be existing whereby Brazilian coffee is shipped in large quantities to Canada via London and stored in this country in order to be in readiness to be hurried across the border into the United States should any change in the tariff occur there. In view of this report a number of widely known Canadian coffee men were requested and have given interviews to the Grocer on this question which is now causing considerable interest on the other side.

The Journal of Commerce says:

"Another report of distinct interest in the first hand coffee trade was that a movement on a large scale had been begun to ship coffee from London to Canada, storing it in the Dominion, so that it can be rushed into this country at a moment's notice in the event of prompt action being required. Coffee is on the free list in Canada if imported direct from the country of production or if imported indirectly through bonded warehouses in the United Kingdom. This coffee will therefore come under the latter provision. It has not yet been possible to secure specific confirmation of the Canadian reports. According to stories which have been circulated in the West Side grocery trade within the past few days from across the Canadian border, the interests which are most vitally interested in valorization and in having the Ways and Means Committee of Congress place coffee under substantial protection are working an interesting coup through the ports of Canada. According to these stories, the large importations of coffee into Canada—far beyond the normal necessities of the country—have been a matter of comment and discussion for the past two or three weeks. Investigation there, according to the reports in question, tends to indicate that much of it is being stored in warehouses for the account of American consignees, or parties representing them. The trade has reasoned out that it is merely a plan to take hasty and secret advantage of the pending coffee tariff in this country in case the Ways and Means Committee decides to recommend such a duty. If the goods were entered directly at any American port, the purpose would be evident at a glance, whereas entry in Canada would disarm suspicion. The goods already stored—no figures are given, but the amount is understood to be large—could be rushed across the American line within twenty-four hours of the enactment of a duty by Congress or in the advance of such enactment if it was practically assured.

### Montreal Men's Views.

Mr. Anderson, of Chase & Sanborn, Montreal, stated that he thought there was nothing whatever in the report and that such a scheme was too much of a gamble to be entertained seriously.

Mr. Halford of S. T. Nishimura & Co. stated that he had heard nothing of such a movement.

The Montreal manager of Thos. Wood & Co. said he knew nothing of such a thing happening and it appeared to him to be rather a dangerous undertaking financially.

Herron, Leblanc Ltd. disclaimed any knowledge of such a move.

Mr. Reilly of the Amrita Tea Co. knew nothing of it before stating it was the first time it had been brought to his attention.

### What Toronto Men Say.

In speaking to Geo. Musson & Co., Woodley Musson stated it was a feasible

plan alright, but that he had heard nothing about it. He could readily see the reason why such a course might be followed, but thought that Montreal would be the more likely place for storing the coffee. That city would be a handy distributing point for Canada as well. Extra freight charges to Toronto and other inland ports would, he considered, prevent shipments being brought so far, whereas Halifax and other maritime cities would be too far distant for distribution in Canada. He had, however heard nothing about the condition of affairs as alleged in the Journal of Commerce.

"We know absolutely nothing about it," said T. B. Greening of the Pure Gold Co. "I saw the article to which you refer in the Journal of Commerce, and we have written to England and New York to try and obtain more particulars about it. I rather think, however, it has been greatly exaggerated."

## HAS SODA WATER FOUNTAIN

Oakville Grocery Store Also Carries Fine Line of Confections—Equipped in Modern Fashion—Flowers for Decorations—A Bright, Clean and Attractive Interior.

A first glance at the picture of the interior of J. L. Hewson's grocery store at Oakville, Ont., reveals that it belongs to a man who has modern ideas in store equipment. It is roomy and bright, clean and attractive, and equipped in up-to-date fashion. The general impression is that it is a well built

fountain and the picture of it certainly denotes cleanliness. Mr. Hewson states that the introduction of the fountain has proved a profitable investment.

### Carries Confectionery.

Next to this counter is a confectionery show-case with swinging glass



Interior of J. L. Hewson's Grocery Store at Oakville, Ont.

store and one well looked after, and a second glance does not make one's opinion differ. It is 55 feet in length and 27 feet wide.

At the rear, in one corner will be observed the office, with a glass front, and a door leading to the storeroom at the rear.

On a marble-covered counter just outside the office is a handsome soda water

shelves, and from the appearance of the interior, Mr. Hewson carries a fine line of goods. Shelves to the rear of this, containing bottled goods, make that side of the store rather attractive. Fruit and vegetables are arranged in conspicuous places on the floor.

On the opposite side and to the rear sample breakfast package goods occupy the shelves and towards the front other



## SCOTT, THE MASTER MERCHANT

Proprietor of General Store in Village on the Prairie a Leader Among His Class—Provides Rest Rooms for Men and Women and Stables for the Farmers' Horses—Believes in Service and Advertising.

By Thos. Dreier, in American Paint and Oil Dealer.

package and canned goods are displayed. The counters are so clean they reflect as a mirror the articles on them.

### Floral Decorations.

In the matter of store decorations Mr. Hewson has some tasty ideas. On the one side will be observed a beautiful fern on the showcase on the counter, and on the other a pretty flower beside the soda water fountain. Flowers are almost always appreciated and particularly so by the ladies who come into the store.

Oakville has electric light and Mr. Hewson, it will be noticed, uses it in his store. No stoves appear in the store to attract the dirt, but instead it is heated by furnace and hot air registers.

On the whole Mr. Hewson has a store of which he may well feel proud and one from which others may easily secure some good ideas.

### CANNED FOODS INSPECTORS.

Those Who are Acting for the Government and Their Salaries.

Under the Meat and Canned Foods Act of Canada inspectors are appointed by the government not for particular provinces, their services being available for the whole Dominion as they may be required. This comes under the Department of Agriculture and the inspectors at present serving in Ontario under the Act and their salaries are as follows:

Bone, D. R., V.S., \$900; Brown, Dennis, \$900; Brownridge, G. S., V.S., \$1,200; Bruce, E. A., V.S., \$1,300; Dickinson, S. S., V.S., \$1,200; Edgemoor, J., \$900; Edgett, C. E., V.S., \$1,200; Everett, M. W., \$900; Farewell, E. R., V.S., \$900; Fisher, F., V.S., \$1,200; George, J. H., V.S., \$1,200; Henderson, W. A., V.S., \$1,200; Hodgins, W. A., \$900; Irvine, D. A., V.S., \$1,200; Irvine, J. D., V.S., \$1,200; Johannes, C. J., V.S., \$1,200; Jones, F. A., V.S., \$1,200; Lawson, Wm., V.S., \$1,200; Lowrey, F. H. S., V.S., \$1,200; McLeish, J. A., V.S., \$1,200; Marshall, H. E., V.S., \$1,200; Morrin, W. A., V.S., \$1,200; Morse, J. E., V.S., \$1,200; Murray, R. E., V.S., \$1,200; Pine, T. M., V.S., \$1,200; Porter, J. W., V.S., \$1,200; Ramsay, A. C., V.S., \$1,200; Ransom, S., V.S., \$1,200; Ross, H. H., V.S., \$1,200; Tennent, D. C., V.S., \$1,200; Thompson, J. R., V.S., \$1,200; Walker, A. C., V.S., \$1,200; Walsh, F. A., V.S., \$1,200; White, J. B., V.S., \$1,200; Willson, L. A. V.S., \$1,300.

### FOR MONTREAL ONLY.

We regret that it was erroneously stated in our issue of Jan. 29th, that S. T. Nishimura & Co. had been appointed sole agents for the sale of Rowley, Davies & Co.'s Java teas for the whole of the Dominion, which should have read for Montreal, instead of the Dominion. Stuart Watson & Co., Winnipeg, are agents there, as well as in the west.

H. H. Stevens, of the Stevens-Hepner Company, Port Elgin, Ont., was a visitor at the Toronto office of the Grocer during the week.

Right at the start, in Bro. Clark's magazine for retail merchants, I want to burn a little incense before George E. Scott, unquestionably the most advanced and most successful country merchant of modern times. In the little village of Prairie Farm, in Northern Wisconsin, six miles from a railroad, Scott has built a store the like of which can be seen nowhere else. Thirty thousand dollars was its cost, and it was built in the centre of a three-acre plot of ground upon which many hundreds of dollars were spent in landscape gardening. The store itself resembles a California mission, and one looking at it would take it to be a library or some college building. Yet it is "just a country store"—a place where men and women and children are sold the necessities, and a few of the luxuries, of life. Scott preaches his business gospel from this text: "Quality of Goods and Excellence of Service." To him the mail order bugaboo does not exist. He gives satisfaction. And, you know, the merchant who wraps every article in satisfaction most certainly makes of each customer a link in an endless chain for the bringing of more customers. In the Scott store is to be found a stock that is fresh and clean and up to date. Special rooms are provided for customers, in which the women may lie down and rest after their long drive across the prairie, and where the men may gather and talk as men sometimes like to talk. In the women's room is found hot and cold water, towels, books and magazines, couches, easy-chairs—everything that is needed for the comfort of those hard-working women of the farms. The store itself is airy and light and clean. No posters desecrate its walls. Its floors are always clean. Behind the store is a barn in which the teams of all customers are sheltered free of cost. Around the store are no posts to which unthinking farmers may tie their beasts in the winter cold.

### Guide to Customers.

And the result of all this is that Scott gets the trade and is making money. He finds it pays big dividends in dollars and cents, not to mention the satisfaction which comes to a man who is engaged in doing certain work better than it was ever done before. Scott has been sent to the legislature year after year without a single vote registered in opposition. What a record for a successful business man! To his customers he is a guide, philosopher and friend. To him they tell their troubles, and from him they get help. There is much more I might say about Scott and his work. But this hint will serve for the present. Let country merchants and city merchants everywhere learn the lesson that Scott teaches so successfully. Let them all learn that the only reason mail order houses succeed is because there is a need for them. If country merchants can serve their customers better than mail order houses can serve them, and if they advertise

so that the home folks may know of this service, the mail order houses will be forced to quit. Let us not fear to look this matter squarely in the face. The mail order houses have not all the good on their side. Neither have the smaller merchants. Both can improve. The question before us then is: Will the merchants improve enough to overcome the lead which the mail order houses have undeniably secured? Scott did. Scott won and is winning. "SERVICE"—in this sign he is conquering.

### TO AMEND PHARMACY ACT.

Bill in Legislature Would Allow Merchants to Sell Household Remedies.

A bill has been introduced in the Ontario Legislature which if it becomes law will remove a restriction on the retail grocers enacted through the influence of the druggists. P. H. Bowyer, M.P.P. for East Kent, has brought in the bill which is in the form of an amendment to the Pharmacy Act, and is intended to give rural store-keepers the right to sell "harmless household remedies."

Formerly all but qualified druggists were prohibited from selling poisons, and later a change was made to include all drugs and medicinal remedies. During the past year an agent of the Ontario Pharmacal Association has traveled throughout the country enforcing the Act, and this has resulted in the fining of several country shopkeepers \$25 and costs for the sale of a few cents worth of some harmless remedy such as quinine or salts. Storekeepers promptly discontinued carrying even the simplest things, and to-day Mr. Bowyer says farmers are compelled to drive ten or twelve miles to a drug store for anything they may want. His bill is aimed at correcting this, and he states that he has several druggists behind him as support.

### TRADE NOTES.

John Shaw, grocer, Goderich, has sold to W. Hern.

The Wylie Milling Co., Almonte, recently sustained loss by fire.

T. Briscoe & Co., general merchants, Earlton, has sold his business.

F. G. Woolnough, grocer, Niagara Falls, has sold to J. S. Baxter.

Alphonse Gratton, grocer, Toronto, advertises his business at 1642 Queen St. for sale.

James E. Montgomery, grocer and butcher, Toronto, has sold his Dundas St. business to Harry McClement.

T. E. Morrow, of Jarvis, Ont., writes the Grocer that as he has been in the grocery business continuously since 1875 he believes he is entitled to a rest and contemplates selling his business.



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**SUCCESS FROM SERVICE.**

The reader's attention is directed to a column in the news section of this issue referring to the methods by which George E. Scott, known as the master merchant, is making a success of the retail business in a country store. He has advanced ideas of serving the public who come to his store and, in fact, he bases all his success upon service.

The inclinations of the farmers and their wives have been particularly studied. A special room has been provided for the women who at their leisure may lie down for a rest after their lengthy drives, or use the bathroom, books, magazines and easy-chairs. Another room is set apart for the men. At the rear of the store the proprietor has erected a barn where the farmers can shelter their horses free of cost.

Quality of goods and excellence of service, is the motto of Scott, who cares nothing for the mail order houses. He declares that if country merchants can serve their customers better than the mail order houses, and if they advertise for the benefit of those living in their community, the mail order houses will be forced to quit.

The idea of providing rooms of rest in connection with a retail store for those who come from a distance is not a new one. The Grocer has advocated from

time to time this scheme as one which would certainly bring results, and the experience of Scott in his country store in the western prairie has substantiated our contentions. For a retail business in a small town, village or even out in the country the proposition is one deserving of more than a passing thought.

**IMPORTANCE OF CAREFULNESS.**

Statistics gathered in connection with fires which occurred in the United States during last year indicate that out of eleven thousand fires almost 23 per cent. were caused through carelessness. Of this percentage more than half is attributed to the careless use of matches.

Business men cannot emphasize too much the importance of carefulness upon their clerks. A thorough training in the necessity for the development of this trait in one's character may often mean dollars and cents to the merchant. A business destroyed by fire frequently means the entire destruction of that business, and the financial ruin of the proprietor.

Impress upon clerks and all store assistants the importance of taking pains to prevent fires and develop it in yourselves. If necessary placards calling attention to this should be placed in a conspicuous position in the stores.

**CHINESE PIGS.**

At the recent annual meeting of the Peninsular & Oriental Steam Navigation Company, the chairman announced that it was intended this year to introduce Chinese pigs into Great Britain. The company looked forward with hopes to this trade as they believed they would be carrying these pigs in thousands by means of refrigeration. If this hope is realized it means that the already extensive shipments of the poorer classes of pigs to the British markets will be augmented. There will always be a good market for the best in Great Britain but it seems unfortunate that with the exception of certain fancy brands Canadian bacon is not able to compete with Irish or Danish. There is, of course, no reason why it should not, except the failure of Canadians to turn out what the market requires. Not many years ago the Canadian would not sell a pig until it was hog fat; now he is going to the other extreme and selling before the animal is fit. During the past year some excuse was to be found for falling off in quality in the shortage of milk flow, and the generally

high prices of feed, but it is a not altogether good excuse. Farmers might as well make up their minds that if they desire to hold and increase their market they must improve their quality. All should know what a bacon pig is, and how to raise it. They are not living up to their ability because they think they see quick and easy money at turning out cheap goods. When it comes to cheap goods they cannot compete with the Chinamen, despite the long carriage the latter have to pay for. If Canada is going to hold its export trade they must aim at placing on the British market only high-class goods. The Canadian cheese maker recognized this fact and now the Canadian product is held in high esteem there. It will be more profitable to the Canadian shipper to recognize this fact now rather than later on.

**THE ONLY REMEDY.**

In his reply to the toast to the Mercantile Interests at the banquet of the London Retail Grocers' Association last week, Col. A. M. Smith, a wholesaler of the Forest City, made some statements which deserve thought. He intimated the passive neglect of the governments in advancing the mercantile interests and wondered at the silence of merchants as they saw from time to time legislation being enacted in favor of other interests, but if anything was done particularly for them it was usually enacted to unfairly confine them to the inconvenience of the public. The enactments were usually so worded that no one could interpret them.

Certainly with such existing conditions, the grocers of the provinces should let the governments realize their influence and their importance in the mercantile arena which is second only to that of agriculture.

Col. Smith also remarked that generally the attitude of the grocers towards the subject was perhaps on a par with their attitude towards the all-important question of making a living. He saw that the members of all other interests, professions and trades were endeavoring to get the highest possible remuneration for their services and this stood out prominently when he observed how the members of the grocer's branch of the mercantile community seemed to be endeavoring to see how little they could induce the people to pay them for their services.

The only remedy for such a condition of affairs is unity. An individual grocer can have no influence with a government. Strength of members to force home a point is absolutely necessary to overcome grievances and unless the grocers are organized their single efforts can have no avail. The London Association recognizes this and they now work in harmony when any concession is desired from the city council, and the members of that body have to consider their requests.



# Grocery News Spanning a Continent

## Western Canada Notes

Eggs 65 Cents at the Coast—New Officers of Victoria Retail Grocers' Exchange—Regina Wholesale Firm Hold Annual Meeting—Good Quality of Eastern Butter in Vancouver—Calgary Potato Situation.

### CALGARY.

February 23.—Potatoes are a feature in this market at present. It does not often occur that potatoes have to be brought in here from the East, but Calgary dealers are now securing supplies at Winnipeg, and it is reported that already some thirty-five cars have been purchased there for shipment to Calgary. Every year large shipments of potatoes are brought in here from Ashcroft and Okanagan in British Columbia. This is not because they are not grown in Alberta, as, usually, they are grown in very large quantities. Many of our people, however, prefer the B. C. potato on account of its being drier. However, this year there is a shortage, as, owing to the somewhat extremely cold weather experienced in British Columbia this winter, many pits of potatoes were frost-bitten, thereby rendering them risky stock to handle. The price of these Eastern potatoes will necessarily be high upon arrival here. The retail price to-day is Alberta's \$1.20 and British Columbia's \$1.80 per bushel. The local market is well supplied with all other vegetables at usual winter prices, and California celery is now arriving in fine condition. In fresh fruits the market is well supplied with oranges, lemons, apples, bananas, etc., prices being reasonable for the season. Fresh butter and eggs are becoming more plentiful, the former retailing at 30c per lb.; eggs, strictly fresh, 50c per dozen.

In general grocery lines trade is fairly active, and dealers look forward to a steady improvement and a largely increased business as spring approaches.

California dried fruits are largely used in this territory, and we are now approaching the season of greatest consumption. As prices have declined very considerably during the past year, the thousands of consumers of this staple will be benefited. It may be interesting to your readers to know that the jobbers of Calgary, during the year 1908, disposed of over 1,000,000 pounds of California dried fruits, prunes, peaches, apricots, and seeded raisins being the greatest in demand, with a fair proportion of pears, pitted plums, egg plums, and nectarines. This is exclusive of all Mediterranean fruits and Eastern evaporated apples, which are also largely consumed here. At some future date figures showing the approximate number of cars of fresh fruits consumed annually in the district supplied from Calgary will be furnished.

### REGINA.

February 23.—The wholesale grocery firm of Cameron & Heap held their annual meeting on Saturday, January 23,

In addition to the local shareholders the following were present from Kenora: W. G. Cameron, L. Johnson, N. Schnarr and G. Pagon. The retiring officers were unanimously re-elected as follows. President, M. K. Heap; vice-president, J. T. Andrews; secretary-treasurer and manager, S. C. Burton. The business for the past year has been satisfactory. The firm is now well established here and each month shows a good increase over the corresponding month of the previous year. In the evening a banquet was held at the King's Hotel at which, in addition to the shareholders, all the employees of the firm were present. The present traveling staff of the firm is composed of W. C. Jones, R. A. Wright, and C. McCreary.

The marriage took place last week of Miss Helen Pope, daughter of Mr. and Mrs. J. C. Pope, Lorne Street, to S. C. Burton, manager of Cameron & Heap's wholesale grocery here. The ceremony was performed in Winnipeg, where Mr. and Mrs. Pope and Mr. and Mrs. Burton are at the present time.

### VANCOUVER.

February 23.—The local grocery features centre in butter and eggs. The egg situation is the one talk, and dealers are wondering who, if any, will be caught. It is a game that has to be very carefully played. Everyone is apprehensive that a sudden influx of local eggs will catch some of the commission men with Kansas stock on hand. There are no eastern eggs on the market, and the importations from Kansas are dribbling in in partial carload lots. Some are selling at 45 and others at 40, but the demand is good. Retailers, like the wholesale dealers, are also loath to stock up, consequently not many eggs are to be found in any one particular place. Californias are coming in, but not in large numbers. After a long rest it is expected that British Columbia hens will be waking up with the Spring and getting down to work. Certainly their efforts will be appreciated, for standard eggs have been missing for a long time.

Local butter is not quite up to the high mark of excellence that it generally is. At this time of year cold storage butter is placed on the market and although the quality is unmistakably poorer there is no change in the price built up by the good butter of the summer time. It is held for 40c, but there was some talk this week of one of the creameries bringing down the price 5c. Australian butter is here at 32c, but since the quality in the past

couple of years has not been quite up to the mark, grocers are slow in handling it. Some refrain altogether. Eastern butter comes at 30c. There is a distinct difference in the keeping qualities of eastern butter and the local in cold storage. What is the cause of this has not yet been ascertained. The local butter once it has been frozen hard comes out with a taste not exactly rank, but somewhat off. On the other hand, when eastern butter comes out of the cold it is firm and nice. Whether the difference is due to the food the cows receive in this country, or in the making, it is hard to say.

The first consignment of canned milk has been turned out by the new company in New Westminster, under the name of the B.C. Clover Brand. This is not the venture in the condensed milk line on the Fraser River, and those interested are wondering what the outcome will be. Some years ago, a factory started at Mission, and went along first rate for a time. The present company purchased the plant at New Westminster, after a long idleness. The management has had experience in the business in Washington State and ought to be able to produce an article that will go.

The death took place at New Westminster on Tuesday evening of James Rae, who for over twenty years kept a grocery store in that city. About five months ago he gave up business, going into the customs office.

The Vancouver Prince Rupert Meat Company has absorbed the business of the Cromwell Ormsby Company, of this city. This latter company was established but a few months ago, and as it handled the product of the Swift house at Edmonton it was reported that this was one of the Swift stores in connection with the movement to try and secure some of the trade in the province held by P. Burns & Co. F. T. Cromwell, the leader of the firm, has had trouble with his eyes and has just returned from Chicago, where he went for treatment. An assignment was made last week, since he will not be able to conduct the business. The Vancouver Prince Rupert Meat Company is composed of all the large ranchers in the Ashcroft-Kamloops district, including such men as Thomas Ellis, Price Ellison, M.P., Ex-Governor Cornwall, Senator Bostock, Hon. C. A. Semlin, Joseph Guichon and William Fortune. The company now has thirteen branches, eight in Vancouver, one in New Westminster, three in Victoria and one in Prince Rupert.

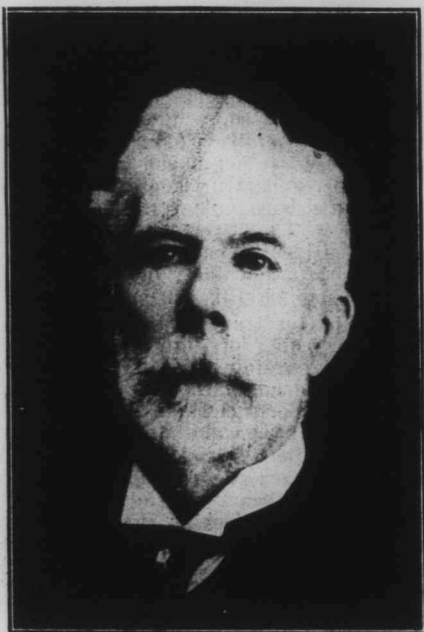
The herring season closed in Nanaimo to-day, and the Japanese, who have a monopoly of the business, declare that they have put up 20,000 tons. From a rough estimate, the figure is placed at 15,000 tons, though it may be that this figure will be exceeded. There is perhaps 5,000 tons in stock, and constant shipments have been made during the



past few weeks. Every effort was made to catch as many fish as possible before the season closed, and these are now being cured. There is a disposition to lament the fact that the Japs have a monopoly of the business, but they do not make a great deal out of the trade. The market is altogether in Japan, the price having been as low as \$15 per ton this year. After expenses have been made perhaps \$2 a ton has been realized. The local transportation companies get the best part of the business.

VICTORIA.

Feb. 23.—The annual meeting of the Retail Grocers' Exchange was held Wednesday evening the 10th inst. There was a large attendance and the greatest harmony prevailed. The treasurer's report showed a successful year financially, with a substantial balance in hand to start this year with. The following officers were elected: E. J. Wall, of the Windsor Grocery Co., president; F. Carne,



THOS. S. FUTCHER,  
Secretary of the Victoria Retail Grocers' Exchange.

vice-president; T. Redding, treasurer, and S. J. Heald, P. H. Havinson, and S. Greenhalgh, the three directors. T. S. Futcher continues as secretary.

Mr. Wall's election as president was unanimous. He has been longer in business than any of his competitors and his genial manners and reliability have secured him many friends.

The Windsor Grocery Co. has a large and modern store including a spirit department and the proprietors are making a success of the business by paying especial attention to the wants of their customers.

Eggs are away up in price, being 65c a doz. The supply from the East seems to have completely failed. The market is demoralized and unless milder weather induces the hens to "get busy" there may be a further advance in the near future.

The last lot of pineapples from Hawaii are of exceptionally good quality and bring from 25 to 60 cents each.

Advices lately received predicted an advance in flour; we have suddenly had an alteration in the opposite direction;

one particular brand is retailed at \$1.75 per bag and one firm has even made a price of \$1.70. The day before everyone was getting \$2.00! Something seems to be wrong somewhere and a few days will probably tell what it is.

Maritime Provinces and Quebec

Price of Charcoal Rises in Montreal—Suspicious Actions of St. John Clerk—Grocers to Form Company to Deal in Drugs Prince Edward Island a Confectionery Province.

ST. JOHN, N.B.

February 23.—A number of the wholesale grocery stores on the North and South market wharves were flooded on Saturday last by the high tides which rose to a height of from one-half to almost two feet of water on the wharf. The warehouses of Thomas Gorman, Andrew Malcolm and Elmore & Mullin grocers, were flooded and some damage was also done in John Sealy's fish warehouse. Thomas Gorman suffered the heaviest damage among the grocers. Most of the merchants, when the water commenced to rise so high, moved their goods above the level reached by the flood. Spring tides, together with a strong southeast wind, were responsible for the unusual conditions.

A mild sensation was created on Friday last by the announcement that W. H. Downie, a clerk in the office of T. S. Simms & Co., brush and broom manufacturers, had been choked into unconsciousness while alone in the office at the noon hour, and the company's payroll, some \$1,200, had been stolen. The police were notified and after inquiries suspicion centred on Downie, and a search of the office during his absence revealed the missing money hidden in his desk. His arrest followed Friday evening and the case is now before the courts. The police hold the theory that Downie schemed to throw suspicion on someone else by feigning unconsciousness after having secured the money.

Business has been rather quiet during the past week. Ontario flours advanced 10c a barrel on Thursday last, but Manitobas are unchanged up to the present. The dealers are, however, looking for an advance in this line as well. In the produce market butter and potatoes are a little easier. Dry cod and pickled herring are reported scarce, but no change in quotations is yet reported.

Charles D. Trueman, wholesale grocer and commission merchant who was reported as being in financial difficulties has made an assignment for the benefit of his creditors, to Charles E. Macmichael, broker, and Henry H. Pickett, barrister. A meeting of the creditors is called for Friday, Feb. 26, for the appointment of inspectors and giving directions with reference to the disposal of the estate. At a meeting held last week the committee appointed to look into affairs reported that the assets

amounted to \$8,142, with direct liabilities, \$4,482. The Bank of British North America estimated that it would rank for \$5,000, making a total liability of \$9,482. The debtor offered to pay 13 cents cash and further payments of nine cents at intervals of six, twelve and eighteen months, making a total of 40 cents in all, but the offer was declined and Mr. Trueman asked to make an assignment.

A number of St. John men, principally retail grocers of this city, are applying to the Provincial Government for incorporation as the Empire Chemical Company with a capital stock of \$13,000. The objects of the company are to manufacture and deal in drugs and druggists' specialties of all kinds. The names of the merchants interested are: Herbert G. Currie, merchant; W. Leslie Seely, grocer; Harry G. Martin, grocer; Frederick A. Young, merchant; James A. Cooper, grocer; Orland S. Dykeman, grocer; George W. Colwell, grocer; Israel E. Smith, grocer; David W. White, grocer; Melvin T. Gibbons, grocer; Frank S. Purdy, grocer; Frank T. Coleman, grocer, and John W. Rose, grocer, St. John.

The annual general meeting of the Phillips & White Co., manufacturing confectioners, was held on Monday Feb. 15, when the following board of directors were elected: J. Fraser Gregory, president; J. B. Keenan, vice-president; T. J. Phillips, manager; F. E. Williams and T. J. Durick.

Owing to rough weather in the Bay of Fundy lobsters have been very scarce and high for the past couple of weeks.

The grocery trade is represented in speed skating events by Walter (Happy) Evans, a clerk employed with H. G. MeBeath, the retail grocer, on Charlotte Street. Evans is entered for the championship races for the Maritime Provinces in Halifax, and in a series for the championship of St. John he has won the half-mile event and in the 440 yards he lost to Fred Logan, former world's champion. In this latter race Evans fell while close on the leader. Two events—the 220 yards and 1 mile races are yet to be skated. There are four or five contestants in the series.

Seed fairs are to be held in Woodstock, March 18, and in Chatham, March 19. W. H. Woodworth, a fruit grower, of Berwick, N.S., is to speak at Wood-



stock. The annual meeting of the Farmers' and Dairymen's Association is to be held in Fredericton on March 17 and 18.

**GEORGETOWN, P.E.I.**

February 23. — Business conditions generally are very much improved. The excellent sleighing is quite a big stimulus to trade. A few grocers are always complaining, but the general information is to the effect that business is quite satisfactory for this season of the year. The wholesale houses also report business good. Collections are proportionately satisfactory.

The principal feature of the week is the rapid advance in the price of pork. Buyers are paying as high as eight and three-quarter cents for first-class hogs. This certainly is an unprecedented price and should make the farmers sit up and think.

A. Maclean & Co. have added to their general stock of groceries a complete line of fresh, salt and smoked fish, also oysters—the United States goods. In conversation with this firm, The Grocer is pleased with the information that their sales of those goods have far exceeded their expectations.

W. A. Johnstone, Montague Bridge is making a specialty of choice smoked ham. Mr. Johnstone is a firm believer in the trade-pulling effect of strong advertising with prices conspicuous.

The smelt and eel business is about over for this season. Quite a quantity were shipped to Toronto, owing chiefly to the unsatisfactory returns made from New York and Boston.

The following are the average market prices throughout the island: White oats, 38c; black oats, 40c; hides, 7c; pressed hay, \$8 and \$9; loose hay, \$8.

The supply of molasses is quite low here. Some fancy Barbadoes is to be had in Charlottetown at 40c per gallon. It will be quite a time yet before any cargoes come here direct. In the meantime grocers who are low in this commodity will have to sell it at a very small margin of profit, as the consumer is very slow to grasp the necessity for an advance.

In a recent issue of The Grocer there was a sentence which contained some excellent advice, "Weigh, count, measure and gauge everything you buy."

George Poole, proprietor of W. A. Poole & Co., Lower Montague, has returned from St. John, where he went to meet Mrs. Poole, who has been spending some months in western Canada and United States.

A large contingent of biscuit and confectionery travelers have been doing the island. The quantity of confectionery consumed amongst our 100,000 inhabitants is enormous. Whether other salesmen find business good or slow those knights of the grip always have full order books on their P. E. Island trip.

L. A. Haszard, Charlottetown, a new grocer, is showing his wisdom by using some space in the local papers. He does

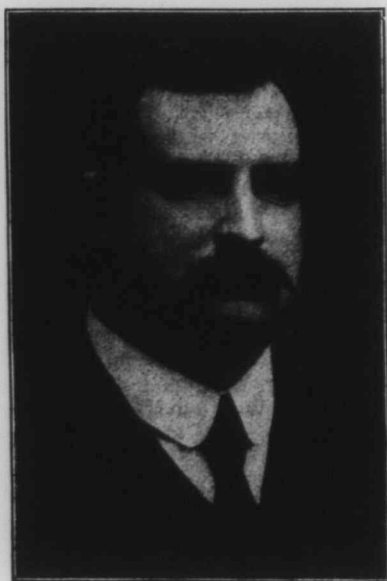
not crowd his ads., emphasizing one thing at a time.

Beer & Goff, Charlottetown, are having a special sale of orange marmalade. They advertise one pound glass jars at 15c each or \$1.70 per dozen.

**MONTREAL.**

February 23.—The license commissioners have cancelled the licenses of five grocers in different parts of the city, who were guilty of selling liquor by the glass. The following transfers were granted: D. Spector, 120 St. Lawrence St., to Carrie Aronson, wife of Max Gross, E. Lesperance, 1310 St. Lawrence St. to G. Thoin.

The price of charcoal has been boosted, and the poor are feeling keenly the rise in the price of this fuel. It now costs ten cents a bag. Last month it was possible to purchase three bags for a quarter. The Montreal needy, who use large quantities do not like the new rate. Complaints are being made at many retail stores, but the grocers are powerless as the price has been ad-



**COL. A. L. LABELLE,**

Manager of the Ogilvie Flour Mills Co. for Quebec, Elected President of Hunting Club, Chapleau.

vanced by the manufacturers. The principal wholesale firm in Montreal is the Standard Chemical Co. They stated that they had simply lowered the price in June, to 75 cents a dozen bags, to stimulate the demand. In winter there was no need to stimulate the demand, the cold weather did this, therefore the price of charcoal was raised to make money. Previously the commodity was being sold without profit. The company did not wish to run another out of business. It was simply following out a policy of its own.

"We wish to take exception to the statement made recently before a meeting of the Montreal Produce Merchants' Association that a butter factory could be equipped with a Pasteurizing plant

for about \$150," said H. A. Hodgson of Hodgson Bros. & Rowson, recently.

"That statement is misleading and unfair to the proprietor of the butter factory, on the ground that it will retard, more than anything else, the introduction and adoption of this very necessary improvement in our butter trade, from the fact that the proprietor will not be able to obtain from his patrons an increased price for the manufacture of butter, and consequently he will do all in his power to belittle and delay the adoption of pasteurizing, whereas, if a plain statement of the real conditions were made, that is, the cost of making the changes and buying of the machinery, as well as the necessity of employing better and more experienced labor, also the extra fuel and time, the patrons of his factory would then feel the necessity of increasing his remuneration, in which case he would become an interested worker to this end.

"From careful inquiries made by us, we are convinced that an outlay of at least \$300 would be necessary to properly equip the ordinary factory. The interest on this money, with extra labor, fuel, etc., would make it necessary in order to clear the butter maker, that he should be paid at least ¼c more per pound. The result of this charge would, however, be an increased price for the butter, so treated, and we are satisfied the trade generally would be willing to pay at least ½c per pound more for butter properly pasteurized. We also wish to caution both butter maker and patron, that the butter must be properly and scientifically pasteurized, and that no makeshift machinery or workmanship will accomplish this purpose.

"The butter trade of this country has been decreasing of late years, other countries obtaining as much as two cents per pound more for their butter. Something must be done, and that immediately, if we wish to retain our present trade, but if done, and done well, there is no reason to suppose that inside of three years we should not command as good prices as any other country, which would mean a gain of about \$600,000 to come into this country, which is now lost to it annually."

The Committee of Management of the Corn Exchange Association, held a meeting yesterday, to discuss the new bill of lading adopted by the owners of all Canadian grain carrying vessels, for use on grain cargoes from Port Arthur and Fort William, during the coming season. The new bill of lading limits the liability of the vessels for short weight in cargo, at the point of out-turn, which the shipping people declared was necessitated by the lax methods of weighing at the ports of shipment, and which they were unwilling to rectify, in spite of numerous complaints to the Government. No action was taken by the Exchange Committee other than hearing a report made by Joseph Quintal, president, on his annual visit at the Dominion Marine Association, which refused to change its present attitude on the subject. In the meantime the Corn Exchange Association, will exchange views with the Winnipeg Association. Joseph Quintal presided over the meeting and the other members present were A. Y. Chaplin, E. S. Jacques, Paul B. Earle, J. J. Norris and Alex. McFee.



The buyers in Montreal during the past week were:

R. H. Beaulieu, Chicoutimi, Que.; Aug. Beausoliel, Terrebonne, Que.; George Beausoliel, Terrebonne, Que.; P. S. Hardy, Granby, Que.; J. A. Lanctot, St. Isidore, Que.; F. X. Leblanc, St. Jude, Que.; Arthur Brossard, Laprairie, Que.; Chas. Briere, Terrebonne, Que.; G. Dumontet, Brosseau, Que.; Alex. Beaulieu, St. Elizabeth, Que.; C. Barrette, Joliette, Que.

**HALIFAX.**

February 23.—Wholesalers report that there is quite an improvement in some lines and fruit and vegetables are in good demand. Collections are fair and on the whole trade appears to be in a satisfactory condition. There was a slight improvement this week in the receipts of apples, and they found a ready sale. They were in small lots, and not sufficient for the local dealers. Stocks held in the country (that is outside of the speculators) are very low, and therefore no material change in the prices is looked for. It is reported here that late shipments to the British market have netted much lower prices than formerly, and if this should be confirmed, it will materially affect the prices here. No. 1 apples are quoted at \$5 per barrel. Oranges are somewhat easier this week, being quoted at \$4.50 to \$5 per barrel for selected stock. The stocks of onions are getting low, and a rise in the price has been made. They are now \$1.50 per bag, an advance of 25c. American onions are quoted at 3c per pound. Flour is also a little higher, there being an advance of 15c per barrel in Ontario patents. The receipts of eggs are very limited. Owing to the difficulties of navigation very few eggs are being shipped from P. E. Island.

John Connolly, grocer, of Sydney St., Charlottetown, died last week. He was 38 years of age, and had successfully conducted business in that city, his death having caused universal regret among his many friends. He was a member of the Knights of Columbus, and the C.M. B.A., holding the office of treasurer in the first-mentioned organization.

The firm of Mackenzie Bros., who have conducted a grocery and provision business on Townsend Street, Sydney, for the past eight years, has been dissolved by mutual consent, D. A. Mackenzie taking over the business.

The annual meeting of the Stanley Bridge Dairying Co. was held at Stanley Bridge, P.E.I., last week. The secretary's report showed that 1,700,038 pounds of milk were received last season, from which was manufactured 159,698 pounds of cheese. The total amount received from the sale of the cheese was \$19,036.14. Walter Simpson was elected president, and Miller Fife, vice-president.

With the approach of the Lenten season there is an improvement in the fish markets, both as regards the demand and the prices. Shipments to the United States markets are heavier, particularly pickled fish, such as mackerel. The

price of this brand of Nova Scotia fish has also advanced. Lobsters are scarce owing to the slackness of the catch, the stormy weather preventing the fishermen from attending their traps. There is not much change in the price of dry cod fish, but the demand is increasing and an advance is looked for.

William H. Stimpson, a Halifax business man, who for more than half a century was engaged in the grocery trade

in Halifax, died this week. In 1853 he was a member of the grocery firm of Lordby & Stimpson who did business at the corner of George and Barrington Streets. This firm conducted a very large business in those days, being one of the leading grocery firms of the city. The firm closed out its business some years ago, Mr. Stimpson retiring from active work. The other partner, Mr. Lordby still survives.

**From Ontario Correspondents**

**London Retailers Appreciate the Canadian Grocer—Delinquent Debtors Problem in Chatham—Demonstrations in Cocoa in Kingston—Berlin Grocers Get Results from Advertising—Tobacco Raising in Waterloo.**

**LONDON.**

February 24.—E. J. Ryan, treasurer of the Retail Grocers' Association, made a strong point in the course of his very sensible speech at the big banquet on the night of the 17th inst., when in urging the 120 grocers present to subscribe for their trade paper, The Canadian Grocer, he said: "It answers questions without their being asked." That is a point which London and other grocers who subscribe for The Grocer have long since recognized; but Mr. Ryan's remarks were intended for such men in the trade as may happen not to know from experience how valuable the paper published solely in their interests really is. Experience here in London, and it is doubtless the same in other places, shows that the grocer who once takes The Canadian Grocer feels he cannot do without it, that it is absolutely indispensable to his business. No man knows this better than Mr. Ryan, and hence in his zeal for the welfare of the trade generally he feels it a duty to sound the praises of "our trade paper," as he calls it, whenever opportunity offers. The up-to-date grocer looks for that paper every week with even a keener interest than does the politician for his morning paper when Parliament is in session. He knows that he can rely on finding something there that will prove of advantage in a business way. It may be some pointer in an editorial which will open up to him a new line of thought that will suggest changes in his plans, the carrying out of which means certain profit. Or perhaps it is a hint on advertising, on window dressing or store arrangement that never occurred to him, but which he can see at a glance is well worth taking advantage of. The market reports he knows from experience can be relied on, that they afford him a foreknowledge that stands him in good stead when adding to his stock. The advertisements are of interest and often of profit, for where would a grocer look for what he seeks if not in his own trade paper? As a medium for bringing buyer and seller together those in the trade naturally regard The Canadian Grocer as without an equal. This

is what Mr. Ryan meant when he said, "The Canadian Grocer answers questions without their being asked." Mr. Ryan, in his speech voiced the views of all who, like himself, properly appreciate The Canadian Grocer, and his words should be taken to heart by those who have not yet learned the lesson he would teach them. Finally, what Mr. Ryan says is of importance to wholesaler as well as retailer, to every man, in fact, who deals in groceries, and his words of wisdom should be kept in mind by all.

Wholesalers report trade very fair, with prospects of the best. Sugars both raw and refined, are a little easier. All qualities of tea are very firm. The coffee market is rising, with a good deal of speculation in Rios and Santos.

E. L. Liddicoatt, grocer, Dundas St. East, has sold his stock, store and all to the Dominion Bank a sub-branch of which will be established in the place.

C. L. Mountjoy, chief clerk in the grocery store of E. J. Ryan, and who was to have sung at the grocers' banquet, is laid up in Victoria hospital with an attack of pleurisy. He is recovering, however.

**GALT.**

February 24.—Business in Galt has been brisk during the past fortnight, and travelers passing through report the same condition of affairs elsewhere in Western Ontario. The future looks exceptionally promising, at least so far as Galt is concerned. There is every indication that with the coming of spring trade will open up better than before. The factories are all running full time and that air of prosperity which has been sadly missed during the last two years is again being evidenced. The winter has been safely passed and with the opening up of the building season business in Galt will without the shadow of a doubt be better than ever before. This applies to all lines.

Whether or not it was the statement in the Grocer from the Galt correspondent that influenced them, is not known, but at any rate the local grocers laid in a stock of real good apples. Where they came from is a mystery, but at any rate they were sold as rapidly as



they could be procured. It goes to show that with proper care the average apples all the year round.

The clerks in Sloans have formed a hockey team and big things were expected from the organization, but unfortunately their promising career was nipped in the bud by a defeat at the hands of the shoe clerks.

The Retail Merchants' Association of Preston are holding regular meetings and the organization is booming. On the other hand, the association in Galt is never heard of. Maybe it is only the lull before the storm.

Miss Susie Coxhead, of Sloan's staff, is holidaying at her home in Milton.

"Bob" Percy, of Radigan's grocery, is down and out for the time being with an attack of "grip."

The remarks made by Dr. Dickson, of Central Church, on a Sunday evening, are attracting considerable attention among the business men and clerks in Galt. The reverend gentleman was speaking on "Our Saturdays," and in the course of his discourse he said, referring to preparations for the proper observance of Sunday: "Of course our workmen have an advantage in this respect. They have a half holiday on Saturday, which, if they choose to use it in that manner, can be spent in preparing for the proper observance of Sunday. I do not see why all others should not have a half holiday as well. Those employed in stores, whose business often keeps them until a late hour on Saturday night, should be set free in order that they might enjoy the same privilege as the workingman." Dr. Dickson referred to the Golden Rule in this connection. Workingmen were always anxious to get concessions for themselves. The Golden Rule said: "Do unto others as you would they would do unto you," and perhaps if Galt business men let it be understood that business was to be done within certain hours the people would do their shopping within those hours, and then the employees would be set free and have a favorable opportunity for that preparation which is necessary for the right observance of the Lord's Day.

Oranges are much in demand and an excellent quality of the fruit is being offered.

**GUELPH.**

February 24.—Chas. Smye, traveler for Balfour, Smye & Co., of Hamilton, is to branch out in a new line next week in Guelph. He is to be an end man for one night in the Guelph Amateur Minstrels.

The firm of J. A. McCrae & Son report the sale of one ton of dates in one day, which is certainly a big one for a retail store.

R. J. McCrae spent Monday in Toronto on a buying expedition.

The Guelph Co-operative Association is advertising a large banquet for Tuesday night.

The Imperial Biscuit Co.'s factory was broken into last Sunday and a pail of candies was taken, but the boy who did it was very glad to return the loot after eating a few—not on account of the quality of the candies but because

of his stomach not being able to hold them all.

Saturday was a good day in the grocery stores after the good market. There was a great demand for butter and eggs, which ran the price up a little, but the scarcity on the market helped the stores to get rid of a lot of surplus stock. Potatoes still keep from 50c to 60c a bag, while good Spy apples are scarce.

The O'Mara store had a well-dressed window on Saturday, which drew a lot of attention. It consisted of dressed pigeons, a thoroughbred hog and a beautiful display of turkeys and chickens. The window was a great credit to the enterprise of Mr. Barber, the manager.

**INGERSOLL.**

February 24.—C. H. Crawford, who upwards of a year ago disposed of his flour and feed business here to Grieve & Daniel, and subsequently accepted a situation as traveling salesman for a Toronto seed firm, has decided to re-engage in business. He will locate at Salford Village, about five miles south of here, which is in the heart of a magnificent agricultural section. Mr. Crawford is now having his buildings

**A PROFITABLE INVESTMENT.**

Trout Creek, Ont.,  
Jan. 26th, 1909.

The Canadian Grocer, Toronto, Ont.

Gentlemen,—Kindly permit us to enclose the sum of \$2.00 as subscription for the GROCER for 1909. We find your paper both pleasing and instructive, as well as being a practical help financially, which makes it a very profitable investment. Yours truly,

**B. F. QUINLAN & CO.**

erected, and he will likely be ready for business in the course of a few weeks. His business will be practically the same as the one he formerly conducted here.

Notwithstanding the reports to the contrary last fall, potatoes are seemingly very plentiful at the present time. It is understood that the demand is anything but keen among the dealers, in fact, the market in this respect may be said to show a very indifferent tendency. From what can be learned, many farmers who had a successful crop of potatoes did not attempt to market them before the winter set in, but placed them in their cellars with the expectation of receiving increased prices later on. The yield, generally, however, was so abundant, that they apparently miscalculated. Seventy-five cents per bag was the ruling figure this fall and this is the price at the present time. On Saturday a couple of loads, comprising probably thirty or forty bags were offered for sale on the market and 75 cents per bag was the highest price asked. From what can be learned in regard to the situation, it is doubtful if this price will be exceeded as reports from the neighboring districts are to the effect that potatoes are plentiful, and it is a well-known fact that many of the merchants have a large supply in their cellars.

**ST. THOMAS.**

February 24.—Saturday's markets were both well patronized and the supplies offered were quickly disposed of. The few grocers who put in an appearance after the by-law regulation of 10 o'clock found a bare market and did not get an opportunity to purchase. Fresh eggs sold for 25c doz., and butter 28c lb. The grocers sold dairy butter for 25c lb. Fowl were very scarce and the people had to go to the butcher shops for their supplies. Vegetables are becoming scarce, likewise, and the few cabbage offered were sold at 10c per head. Potatoes were plentiful, and sold at from 80c to 90c per bag. Apples of inferior quality brought 30c per peck.

The fees recently collected by the lessee of the privileges on the West End market do not warrant its renewal for 1909, and in that event it will be a free market, and that being a fact the grocers will again have the privilege of patronizing it at any hour. No doubt the result following such a condition of affairs will be that the Horton, or East End market, will be a free market once more.

**KINGSTON.**

February 24.—A great many merchants bought lemons at \$2.50, anticipating an advance, owing to the destruction of so many at Messina, but they still sell for \$2.50. A fruit man states that next year would show a different price, as the effects of the disaster would then be felt.

An immense gas tank was built in Kingston about a year ago, which now leaks, and the contractor may be held liable, so some of our council think.

The Cereals Limited, manufacturers of Orange Meat, intend extending their business. They expect to handle grain in their big elevators. Their prospectus is out asking capitalists to buy stock.

Owing to the snow drifts few farmers care to venture out and small markets are the result. Business is somewhat at a standstill, but the tide will turn for people must eat and drink.

A particular brand of soups are being introduced here and demonstrated and are being appreciated this cold weather.

Mrs. Webster was demonstrating in cocoa for 10 days in James Redden & Co.'s fine store on Princess St., and worked up quite a sale. She is now at one of Gilbert's stores, continuing the work. Everyone enjoys a cup of cocoa on a cold day and it makes one wish his throat was a foot long when swallowing it. It tastes fine and Mrs. Webster knows how to make it.

F. L. Gleeson, of the staff of The Grocer, is visiting here in the interests of that widely-read trade journal. We hope success will attend his efforts and make him go away feeling happy and whistling. "For they are Jolly Good Fellows."

Our esteemed W. H. Graham is sending out circulars saying he is representing S. Carsley & Co., Montreal.



**HAMILTON.**

February 24.—The ice question is one that is worrying the grocers hereabouts just now. Owing to the very mild weather a sufficient thickness of ice has not formed on the bay—and as the season is so far advanced, it is doubtful if any will be procured here. Various projects are being discussed, one of which is bringing it from Lake Simcoe, and another to start a Limited Company and make artificial ice. Ald. Guy, of the Rogers Coal Co., has been interesting himself in the matter, but no information has been handed out as yet.

The Hamilton grocers who attended the Brantford grocers banquet were delighted with their trip. They thoroughly enjoyed the hospitality of their Brantford brethren and incidentally worked off an overflow of eloquence and oratory. Some of the gems of the evening were the speeches of Bay Hill and Ald. Forth. James Main chaperoned the "bunch" and all had a good time.

The grocers here are pleased to hear that the Ontario legislature have taken up the question of law reform and are likely to deal with it vigorously.

The Division Court act relative to the collection of small debts is one of the most important matters from the grocer's point of view. It has been considered in their meetings here by the hour and it would be good policy on the part of those who have the matter in hand to secure a deputation of Hamilton grocers to go with them, when they state their case to the Hon. Mr. Foy.

The trade here have been very well satisfied with the appointment of Mr. C. H. Peebles as clerk of the Division Court, he being an old grocer, and an honorary member of the Association as well.

Lent has opened here with a good demand for fish. The fish men say trade never was better and while most grocers handle only smoked or salt fish, some of them are making arrangements to put in fresh fish as a sideline.

**CHATHAM.**

February 24.—The board of trade held a largely attended meeting last Tuesday evening, chiefly for the discussion of the city electric light plant. The securing of a new asylum and of the proposed new bi-lingual school for Chatham was also discussed. Local manufacturers strongly objected to a new ruling of the water commissioners, requiring meters on factory services. A project was also urged to interest adjacent townships in the construction of municipal telephone lines, having headquarters in Chatham. This is a project of considerable interest to merchants, since the construction of rural telephone lines with headquarters in outside points particularly in Blenheim, has had a tendency to steer trade away from Chatham, to a certain extent.

On Friday evening the annual board of trade banquet was held, about 175 being present. Hugh Guthrie, M.P., of Guelph delivered an address on "The Last Great West."

A conference was held here last week between local net fishermen and representatives of the Angler's Associations of London and Chatham, with a view to reaching a basis of agreement on which the former could secure net li-

censes in the Thames. No agreement was reached, however. A strongly signed petition is being forwarded to the Provincial Government, protesting against the re-issue of net licenses.

E. R. Snook has a couple of attractive window displays this week. A small side window is given up to a handsome jelly display, while the main window has a tea display, made up of red and blue packages, built into an arch.

Bradley & Son's grocery stores celebrated their tenth anniversary last week, the local branch quoting some special prices for an anniversary sale on Friday and Saturday.

G. A. Trudell of Prairie Siding has sold his general store to C. M. Curtis of Northwood.

The account in last week's Grocer of the novel debt collecting method pursued by Guelph merchants will probably be read with interest by local merchants. In this city the Retail Merchant's Association has a list of delinquent debtors which hasn't been revised, "since the Lord knows when." The executive found it extremely difficult to induce merchants to send in the names of delinquents or to assist in revising the list. The only collection method in use was the sending out of the customary notices, which sometimes did the trick, and sometimes didn't. The fact that only a comparatively small number of merchants have latterly co-operated in keeping the black list up-to-date has tended to render it rather ineffective.

Incidentally, if the Guelph merchants will send down a copy of the original recipe used by them in inducing one another to "get together," it will be cheerfully welcomed by the organization enthusiasts of this city.

Chatham millers are paying \$1 for wheat, standard. As a result of the high price and difficulty of procuring wheat, flour has been advanced 10c per cwt. The hog market last Saturday was weaker, prices quoted being \$6.25 live and \$8.25 dressed.

A set of scales have been installed in the city market, and are being quite liberally patronized by the buying public. Hitherto, poultry has been sold by the fowl, rather than by the pound; but the installation of the scales may lead to selling by weight.

The practically entire failure of the ice harvest in this vicinity is now certain, and the prospect is that the coming summer will put a kink in butter and other perishables. The variable weather is at fault, zero never having lasted long enough to produce ice of the required thickness. One cutting was taken off the city sedimentation basin, which supplies household purposes; and last week cutting was started on the river, but did not go far, the Maple City Creamery nearly losing a valuable horse in the process. Considerable ice was cut at Rondeau, but this will not be available for Chatham. Ice will have to be imported at high prices, with the result that a jump in the price of perishables and ice cream is probable.

Harry Agnew, who has had charge of C. A. Mayhew's bakery at Thamesville for the past two years, has taken a position in Stratford.

Geo. Colville, formerly of Toronto, has taken a post as head baker with Wm. Evans, Wallaceburg.

**BRANDY CHOCOLATE CASES.**

Judge Bazin, Montreal, rendered judgment last week in the brandy chocolate cases. There were in all thirty-one cases before the court, on the charge of having sold liquor without a license, and in every case the defendant was found guilty and fined \$50 and costs.

In Toronto, too, the License Department of the Ontario government is getting after those who sell brandy in chocolates. R. Burger, 92 Yonge street, has been summoned to answer the charge of selling liquor without a license.

**HOCKEY LEAGUE ENDED.**

**The Tillson Silverware Goes to H. P. Eckardt & Co.'s Team—Through Season Without a Loss.**

The hockey season of the Wholesale Grocers' League of Toronto is once again a thing of the past with the honors this year perching on the banners of the H. P. Eckardt & Co.'s team. Bert Brown's boys went through the season without a single defeat and therefore come in for the coveted silverware, known as the Tillson Trophy, and emblematic of the league championship for one year. It was donated some five years ago by the Tillson Oat Co. of Tillsonburg, and for three successive years was won by the Brokers team. Last winter the T. Kinnear Co.'s team captured the honors.

H. P. Eckardt Co.'s team was closely followed by Jas. Lumber's sextette, which lost but a single game and that to the champions by a single goal.

The last game of the winners was played on Friday night, Feb. 12th. At half time there was no score and when the final whistle blew each had notched a goal. In ten minutes overtime H. P. Eckardt & Co.'s team succeeded alone in finding the nets, and that was but a minute or two before time was called. The teams were:

H. P. Eckardt & Co.—Goal, Russell Joyce; Point, Geo. Wilkinson; cover point, B. Brown; centre, Alf. Thompson; left wing, Frank Wilkinson; right wing, Arthur Cowan.

Jas. Lumbers—Goal, W. Lumbers; point, Caradus; cover point, Kerr; centre, Pyne; left wing, W. Ford; right wing, Nelles.

Referee—Art. Anglin.

The final standing of the teams is:

	Won.	Lost.
H. P. Eckardt	5	0
Jas. Lumbers	4	1
Eby-Blain	3	2
Brokers I.	2	3
T. Kinnear Co.	1	4
Brokers II.	0	5

**TRADE NOTES.**

R. Stirling, 980 Bathurst St., Toronto, has sold to Mr. Elmes.

Jas. A. Benson, of Benson Bros., retail grocers, Guelph, was in Toronto this week and made a friendly visit to the office of the Canadian Grocer.

G. E. Carveth, of Carveth & Co., Montreal, was in Toronto and Hamilton this week, calling on the trade. Carveth & Co. are sole agents for Canada of Lovatt & Lovatt's Langley ware.



# Markets and Market Notes

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

## QUEBEC MARKETS

### POINTERS—

Butter—Declined 1c.  
Eggs—Declined 2c.  
Cheese—Advanced 1c.  
Provisions—Live and dressed hogs firm, pure lard advanced.  
Flour—Advanced 30c bbl.  
Vegetables—Advanced slightly.

Montreal, Feb. 25, 1909.

Orders for spring shipments have been coming in very freely during the week, and other obvious signs of the nearness of spring are apparent. Travelers returning from the country state that stocks there are exceedingly low, and dealers seem to be waking up to the fact that they are going to be short of spring goods if they do not cover their requirements soon.

The advance of flour is the chief feature of the market this week. As has been stated previously, the decline of the market was due to local conditions, which have been lately modified, therefore the market has gone back to its logical level.

The egg market is slightly easier, having declined 2c for new laid receipts. The market is entirely bare of pickled, and storage stock. Receipts from western points are large, which have depressed the price. Butter has weakened, owing to desire of holders to unload. Receipts of creamery are light, Beans and peas are unchanged. The cheese market remains firm. Stocks for export are getting into small compass, and slightly higher prices are looked for. Live and dressed hogs continue firm on small supply.

The demand for comb honey has been good during the week. Demand for sugar is moderate. The molasses market during the week displayed no new features. Barbadoes continues strong, owing to small supplies. The tea trade in the country, is fairly good, but in the city is decidedly quiet. Other lines are practically as last quoted.

SUGAR—The sugar market has been steady under fair demand.

Granulated, bbls	\$4 40
" 1-bbls	4 35
" 20-lb. bags	4 45
" Imperial	4 10
" Beaver	4 10
Paris lump, boxes, 100 lbs	5 25
" 50 lbs	5 35
" 25 lbs	5 55
Red Seal	0 35
Crystal diamonds, bbls	5 55
" 100 lb. boxes	5 65
" 50 lb. "	5 75
" 25 lb. "	5 95
" 5 lb. cartons	0 40
Extra ground, bbls	4 80
" 50-lb. boxes	5 60
" 25-lb. boxes	5 20
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	4 35
White coffee	4 30
No. 2 yellow	4 20
No. 1 "	4 10
No. 1 " bbls	4 00
No. 1 " bags	3 95

SYRUPS AND MOLASSES — The position of Barbadoes molasses con-

tinues strong, owing to limited supplies. Syrups are in fair demand only.

Barbadoes, in puncheons	0 44	0 46
" in barrels	0 46	0 48
" in half-barrels	0 47	0 49
" fancy	0 49	
New Orleans	0 22	0 35
Antigua	0 20	0 30
Porto Rico	0 40	0 50
Corn syrups, bbls	0 08	0 08
" 1-bbls	0 08	0 08
" 2-bbls	1 75	
" 35 lb pails	1 25	
Cases, 2 lb tins, 2 doz per case	2 40	
" 5-lb. " 1 doz. "	2 75	
" 10-lb. " 1 doz. "	2 65	
" 20-lb. " 1 doz. "	3 60	

MAPLE PRODUCTS—The market is quiet, with no new features presented.

Compound maple syrup, per lb.	0 04	0 05
Pure Township sugar, per lb.	0 06	0 07
Pure syrup, 8 1/2 lb. tin	0 60	0 6 1/2

TEA—Demand in the country is fairly good for all lines, but city trade is dull. Reports from the primary market regarding the future of the Calcutta and Colombo market states that:

As regards future supplies, the position has scarcely shown any change; the reported shipments to London from both Calcutta and Colombo at present, bear the same relation to last year's figures as they did a month ago; and as the month's deliveries for both home consumption and export show an increase of quite a million pounds, the position has become relatively stronger than it was at the end of December. Importers evidently feel confidence in the market, judging by the firm attitude shown in refusing to sell below brokers' valuations, and the statistical position appears to warrant the belief that on the average, prices should be well maintained during the remainder of the present season.

Choicest	0 38	0 45
Choice	0 35	0 37
Japan—Fine	0 27	0 30
" Medium	0 22	0 25
" Good common	0 21	0 22
" Common	0 19	0 21
Ceylon—Broken Orange Pekoe	0 20	0 28
" Pekoes	0 19	0 20
" Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17	0 18
Ceylon greens—Young Hysons	0 19	0 25
" Hysons	0 18	0 20
" Gunpowders	0 17	0 25
China greens—Pineauy gunpowder, low grade	0 15	0 16
" " " "	0 18	0 27
" " " "	0 20	0 45

COFFEE—A rumor gained considerable currency that large shipments of coffee were being stored in Canada, in order that they might be easily shipped to the United States, in case the proposed legislation, to put a duty on coffee should become probable. This, however, is generally denied by the large coffee men here. Locally trade is good at unchanged figures.

Mocho	0 18	0 25
No. 7	0 09	0 11
Santos	0 19	0 16

DRIED FRUITS—Stocks held are comparatively light, as compared with the same period of other years. No changes of any consequence have taken place in the market during the week.

Figs—		
Bag figs	0 03	0 05
Tapeta	0 03	0 05
Blomes	0 08	0 14

Dates—		
Hallowees, per lb	0 05	0 05
Sais, per lb		0 05
Malaga Raisins—		
London layers	2 25	
" Connoisseur Clusters	2 50	
" " " " 1-box	0 75	
" Royal Buckingham Clusters, 2-boxes	1 30	
" " " " " " " " 4 75		
" Excelsior Windsor Clusters " " " " 5 75		
" " " " " " " " 1 60		
Australian raisins	0 07	0 08
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 09	0 10
Choice seeded, 1-lb. pkgs	0 08	0 09
Loose muscatels 3 crown	0 08	0 09
" " " " 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb	0 12	0 14
Peaches, "	0 11	0 14
Pears, "		0 13
Prunes—		per lb.
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 08	0 08
" " " " 80-100s		0 07
Currants, fine filistras	0 06	0 07
" " " " " " " " 0 08	0 08	0 08
" " " " " " " " 0 08	0 08	0 09

SPICES—No changes have taken place during the week. All lines are in moderately good demand.

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

RICE AND TAPIOCA—Nothing new has happened in either the rice or tapioca market.

BEANS AND PEAS—Beans continue to be firmly held. Peas are unchanged and in fair demand.

Ontario, pickers	1 20	2 00
Peas, baling	1 35	1 40

EVAPORATED APPLES — Prices remain firm, owing to continued scarcity. Demand is fair.

Evaporated apples, new	0 03	0 05
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FURS—The situation of the market has not altered during the week.

Mink	5 00	6 50
Marten, pale	4 00	6 00
" dark	3 00	5 00
Fox, red	4 00	6 00
Lynx	9 00	15 00
Oter	15 00	25 00
Fisher	7 00	12 00
Weasel	0 25	0 35
Muskat	0 15	0 25
Canadian coon	0 75	1 25
Skunk	0 40	1 25
Bear, large	8 00	10 00
" small	3 00	5 00

## CANNED GOODS

MONTREAL—There is a good demand for fruits, vegetables and fish. Other lines are neglected.

TORONTO—The canned goods market here represents a fair demand. An authority states that a good clean up in supplies is anticipated. The price of peas is well maintained and these goods are stated to be rather scarce. One broker says that corn is not over abundant either.

R. A. Smith, Newmarket, and T. S. Ford, Mitchell, Ont., retail grocers, were callers on Toronto wholesalers during the week.



# Ewing's Pure Spices

Prince of Wales Brand Pure Spices require no introduction to the grocery trade. This brand stands for highest quality, and, above all things, for absolute purity. Always specify Prince of Wales Brand Pure Spices when ordering.

## S. H. EWING & SONS, Montreal and Toronto

### ONTARIO MARKETS.

#### POINTERS—

Sugar—Advance In New York of 10c.  
Beans—Good export demand.  
Dried Fruits—Selling well.  
Evaporated Apples—Demand is fair.

Toronto, February 25, 1909.

Sugar is again the interesting factor in this market. Although no change in prices has occurred since last week's quotations yet from the advance of yesterday of 10c in New York should one occur it would not be unexpected. The demand is good. Raws have made four advances since they reached the low figure a short time ago.

There is a firm undertone to the bean market on account of the demand from the newly opened districts of the north as well as the demand from the United States where beans are represented as being rather scarce. Some Canadian beans are being exported to New York.

In the dried fruit market trade is fairly brisk. The cheaper dried fruits are expected on the market within a couple of weeks' time.

There is a noticeable scarcity of peas in the canned goods market and prices are well maintained.

Business on the whole has been steady with little change from the conditions existing a week ago.

**SUGAR**—The sugar situation is still interesting, conditions pointing to an advance here following an advance of 10c. made by the refiners American Howell & Arbuckle in New York which took place on Wednesday. The market is strong. Raws have made no less than four advances totalling 3-16 of a cent a lb. from the recent lowest figure.

"Crystal Diamonds," barre's	5 65
" " half barrels	5 75
" " boxes, 100 lbs.	5 85
" " " 50 lbs.	5 95
" " " 25 lbs.	6 15
" " 5-lb. cartons, boxes 100 lbs.	8 10
St. Lawrence Crystal Diamond D-minos, 5 lb. ctns	5 55
" " " in 100-lb. "	5 45
" " " in 25-lb. boxes	5 75
Red Seal	7 10
St. Lawrence granulated, barrels	4 50
Beaver granulated, bags only	4 20
Red Seal extra granulated	4 50
Imperial granulated	4 20
Aosdia granulated, (bags and barrels)	4 40
Wallaceburg	4 30
St. Lawrence Golden bbls.	4 10
High coffee	4 40
No. 3 yellow	4 30
No. 2 "	4 20
No. 1 "	4 10
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

**MOLASSES AND SYRUP**—The prices of molasses are firm and well maintained

the call being fairly good. The syrup market is quiet.

Syrups—		
Medium	0 30	0 35
Bright	0 40	0 45
2 lb. Tins, 2 doz. in case	2 40	
5 " " "	2 75	
10 " " "	2 45	
20 " " "	2 60	
Barrels	0 03 1/2	
Half Barrels	0 03 1/2	
Quarter "	0 03 1/2	
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 30	0 35
" " bbls.	0 28	0 30
Barbadoes, extra fancy	0 45	0 45
Porto Rico	0 45	0 60
West Indian	0 31	0 33

**TEA**—The situation in tea has changed little since last week's report. Advances say that Colombo has responded in sympathy with London and lower grades are up.

**DRIED FRUITS**—It is expected that within two or three weeks the cheaper dried fruits will be on the market. At present all are selling fairly well, and in fact better than usual for this time. There is nothing new to mention regarding the prices.

Prunes—		Per lb.
30-40's, 25-lb. boxes	0 10 1/2	
40-50's, 25-lb. boxes	0 09 1/2	
50-60's, " "	0 08 1/2	
60-70's, " "	0 08 1/2	
60-70's, 50-lb. boxes	0 08 1/2	
80-90	0 07 1/2	
90-100, " "	0 07	

Apricots—		
Choice, 25-lb. boxes	0 12 1/2	
Fancy, " "	0 16	

Candied and Drained Peels—		
Lemon	0 10	0 11 Citron
Orange	0 10 1/2	0 12
Figs—		
Elemes, per lb.	0 08	0 10
Tapnets, "	0 03 1/2	0 04
Bag Figs	0 03 1/2	0 04
Dried peaches	0 10	0 10 1/2

Currents—		
Fine Filiatras	0 06 1/2	0 07
Patras	0 08	0 08 1/2
Uncleaned, 3c. less.		
Raisins—		
Sultana	0 07 1/2	0 09
" Fancy	0 11	0 12 1/2
" Extra fancy	0 14	0 15
Valencia	0 05 1/2	0 06
Seeded, 1-lb. packets, fancy	0 09 1/2	0 10
" 18 oz. packets, choice	0 09 1/2	0 10
" 12 oz.	0 08	0 08
Dates—		
Hallowes	0 05 1/2	0 06
Sais	0 05	0 05
Fards choicest	0 08	0 08 1/2
" choice	0 07 1/2	

**NUTS**—This market has been quiet for the past few weeks and its quietness has been maintained again.

Almonds, Formigetta	0 12 1/2
" Tarragona	0 13
Walnuts, Grenoble	0 14
" Bordeaux	0 11
" Marbots	0 12

Filberts	0 10
Pecans	0 16
Walnuts	0 15
Canuts	0 10

**RICE AND TAPIOCA**—The demand for rice is fairly steady and no ups or downs are reported. The tapioca market is quiet.

	Per lb.
Rice, stand. B.	0 03 1/2
Bangkok	0 03 1/2
Patna	0 03 1/2
Java	0 05 1/2
Java	0 06
Sago	0 05
Seed tapioca	0 06
Tapioca, medium pearl	0 04 1/2

**SPICES**—The usual demand exists in spices and nothing in the situation is announced.

Peppers, blk pure	0 14	0 20
" white pure	0 22	0 30
" whole, black	0 18	
" whole, white	0 28	
Ginger	0 18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 35	0 50
Cloves, whole	0 28	0 35
Cream of tartar	0 22	0 25
Allspice	0 16	0 19
" whole	0 17	0 20
Mace ground	0 09	0 10
Mixed pickling spices, whole	15	0 20
Cassia, whole	0 20	0 25

**BEANS**—There is just now a good demand and prices are well maintained. Large quantities are being sent to the new districts recently opened in the north country and beans in the New York market are also scarce. This has created an export demand from Canada and dealers, even with the duty can sell there with advantage.

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

**EVAPORATED APPLES**—In this market some report trade as quieter than it should be while others say the demand is good, prices being maintained as last quoted.

Evaporated apples	0 07 1/2
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### TRADE NOTES.

R. Grenier & Co., grocers, Quebec, have registered.

The assets of Jos. Gervais, general merchant, St. Canute are to be sold.

Chas. Rishor, wholesale grocer, Peterboro, was in Toronto on Wednesday on business.

A demand of assignment has been made on E. J. Arsenault, general merchant, St. Celestin.

J. B. Renaud & Cie., wholesale flour grain and grocery merchants, Quebec City, have registered.



THE CANADIAN GROCER

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, February 25, 1909.)

Trade continues to improve and the outlook is very bright indeed. The volume of business for the first two months of the year is very greatly in excess of the business done in the first two months of 1908. Local competition in some lines reducing profits to a minimum and in some instances causing actual loss, is the only disturbing factor in the situation. Country dealers are buying freely and payments are being met very satisfactorily.

**SUGAR**—The quotations in sugar now are:

Montreal and B.C. granulated, in bbls.....	5 00
" " " " in sacks.....	4 95
" " " " yellow, in bbls.....	4 60
" " " " in sacks.....	4 55
Wallaceburg, in bbls.....	4 90
" " " " in sacks.....	4 95
B.O. gunnies granulated, 5-18's to bale, per cwt.....	4 95
" " " " 5-1/2's.....	6 15
" " " " hard pressed lump, 25's, per cwt.....	6 50
" " " " half bbls, per cwt.....	5 80
" " " " icing.....	6 60
bar sugar.....	5 60
icing sugar in bbls.....	5 60
" " " " in boxes.....	5 60
" " " " in small quantities.....	5 60
Powdered sugar, in bbls.....	5 60
" " " " in boxes.....	5 60
" " " " in small quantities.....	5 65
Lump, hard, in bbls.....	5 95
" " " " in 1/2-bbls.....	5 95
" " " " in 100-lb cases.....	5 95

**SYRUPS AND MOLASSES**—Prices are steady at figures quoted. Corn syrups are in strong demand.

Syrup "Crown Brand," 2-lb tins, per 2 doz. case.....	2 16
" " " " 5-lb tins, per 1 ".....	2 10
" " " " 10-lb tins, per 1 ".....	2 43
" " " " 20-lb tins, per 1 ".....	2 15
" " " " barrel, per lb.....	0 03 1/2
" " " " Sugar syrup, per lb.....	0 03 1/2
Beaver Brand, 2 lb tins, per 2 doz case.....	3 10
" " " " 5 " " " " ".....	3 60
" " " " 10 " " " " ".....	3 30
" " " " 20 " " " " ".....	3 20
Barbadoes molasses in 1/2-bbls, per gal.....	0 40
New Orleans molasses in 1/2-bbls, per lb.....	0 03 1/2
Porto Rico molasses in 1/2-bbls, per lb.....	0 04 1/2
Blackstrap, in bbls, per gal.....	0 31
" " " " 1/2 gal. bats., each.....	0 35
" " " " 1/2 gal. bats., each.....	2 25

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

Sugar, 25 lb. boxes, 1/2 and 1/4.....	3 00
Syrup, gallons 1/2 doz. to case, per case.....	5 65
" " " " 1 doz. to case, ".....	6 15
" " " " 2 doz. to case, ".....	6 55

**FOREIGN DRIED FRUITS**—There is nothing new in the situation. The California raisin market is weak, Quotations continue as follows:

Sultana raisins, bulk, per lb.....	0 09
" " " " cleaned, ".....	0 10 1/2
" " " " 1 lb pkgs.....	0 11 1/2
Table raisins, Connoisseur clusters, per case.....	2 50
" " " " extra dessert, ".....	3 85
" " " " Royal Buckingham, ".....	4 00
" " " " Imperial Russian, ".....	5 25
" " " " Connoisseur clusters, 1 lb pkgs, per case (20 pkgs).....	3 70
" " " " Connoisseur clusters, boxes (5) 1/2 lb.....	0 85
Trenor's Valencia raisins, f.o.s., per case, 28's.....	2 05
" " " " 14's.....	1 09
" " " " 25's.....	2 25
" " " " 22's.....	1 15
" " " " layers.....	2 35
" " " " 14's.....	1 25
California raisins, choice seeded in 1/2-lb. packages.....	0
" " " " fancy seeded in 1/2-lb. packages.....	0 07 1/2
" " " " choice seeded in 1-lb. packages.....	0 08 1/2
" " " " fancy seeded, 1-lb. packages, per package.....	0 09
Raisins, 3 crown muscatels, per lb.....	0 03 1/2
" " " " 0 07 1/2	
Prunes 90-100 per lb.....	0 05 1/2
" " " " 80-90.....	0 05 1/2
" " " " 70-80.....	0 06 1/2
" " " " 60-70.....	0 07
" " " " 50-60.....	0 07 1/2
" " " " 40-50.....	0 08
" " " " 30-40.....	0 08 1/2
Silver prunes.....	0 09
Currants, uncleaned, loose pack, per lb.....	0 06 1/2
" " " " dry cleaned, Filistras, per lb.....	0 06 1/2
" " " " wet cleaned, per lb.....	0 07
" " " " Filistras in 1-lb pkg. dry cleaned, per lb.....	0 08

Pears, per lb.....	0 08 1/2
Peaches, standard, per lb.....	0 08
" " " " choice.....	0 08
Apricots, standard, per lb.....	0 10 1/2
" " " " choice, per lb.....	0 11 1/2
Plums, black pitted, per lb.....	0 11 1/2
Neotaries, per b.....	0 09 1/2
Dates, new, per lb.....	0 07

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

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

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

Honey, 2 1/2 lb. tins, in case 24.....	8 75
" " " " 12.....	8 50

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

**NUTS**—Advanced prices on new stock. We quote:

Shelled Walnuts, in boxes, per lb.....	0 28
" " " " small lots, per lb.....	0 20
" " " " Almonds, in boxes, per lb.....	0 32
" " " " small lots, per lb.....	0 30

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

Rolled oats, 80 lb sacks, per 8 1/2 lbs.....	2 10
" " " " 40 " " " 80.....	2 15
" " " " 20 " " " 80.....	2 20
" " " " 8 " " " 80.....	2 50

**CORNMEAL**—We quote the following reduced prices:

Cornmeal, per sack.....	1 91
" " " " per 1/2 sack.....	0 15
" " " " per 1/4 sack (10, 10's).....	2 15

**BEANS**—Prices are steady at the recent advance. Hand picked are quoted at \$2.35 per bushel and the three-pound picker at \$2.25.

**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.

**TOBACCO**—Declines in T. & B. tobaccos have been announced.

**COFFEE**—Owing to the strong primary market for coffee local advances were announced this week. Green Rio is quoted now at 10c per lb.; roasted whole at 13c, and roasted ground at 14c per lb.

**CANNED GOODS**—An advance in canned peas is expected in the local market but may not materialize, owing to local conditions.

FRUITS.

Apples—3's standard, per case.....	\$3.44	\$3.24
" " " " Gallons, standard, per case.....	1.55	1.52 1/2
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 2's.....	6.54	6.44
" " " " pie, unpeeled 2's.....	3.34	3.24
" " " " pie, unpeeled, gallons.....	2.42 1/2	2.40
" " " " pie, peeled, gallons.....	3.30	3.27 1/2
Pears—Flemish Beauty 2's.....	3.68	3.58
" " " " Flemish Beauty 3's.....	4.74	4.64
" " " " Globe l.s. 2's.....	2.78	2.78
" " " " Globe l.s. 3's.....	4.14	4.14
Plums—Damon 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, gallons.....	3.80	3.77 1/2
" " " " black 2's.....	4.18	4.08
" " " " black, gallons.....	3.80	3.77 1/2
Strawberries—2's.....	4.18	4.08
" " " " gallons.....	3.80	3.77 1/2

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	1.86
Early June, 2's.....	1.98	1.85
Sweet Wrinkle, 2's.....	2.18	1.86
Extra fine sifted, 2's.....	3.08	2.76
Pumpkins—3's.....	2.14	2.04
Succotash—2's.....	2.68	2.58
Tomatoes—3's.....	2.44	2.19
Tomatoes, 2's.....	2.08	1.74
Tomatoes—gallons.....	3.70	3.06

MEATS.

Clark's 1 lb. pork and beans, plain, per case.....	2 50
" " " " " " " " ".....	1 90
" " " " " " " " ".....	2 50
" " " " tomato sauce, per case.....	2 50
" " " " " " " " ".....	1 90
" " " " " " " " ".....	2 50
" " " " Chili " " ".....	2 50
" " " " " " " " ".....	1 90
" " " " " " " " ".....	2 50
soups, per doz.....	1 25
corned beef " " " " " " ".....	2 00
" " " " " " " " ".....	1 75
Roast beef.....	
" " " " 1's, per doz.....	1 07
" " " " 2's.....	2 55
Potted meats, 1/2's, per doz.....	0 65
Veal loaf 1/2 lb., per doz.....	1 35
" " " " 1 lb.....	2 50
Ham loaf 1/2 lb.....	1 25
" " " " 1 lb.....	2 50
Chicken loaf 1/2 lb.....	2 50
" " " " 1 lb.....	3 50
Langtonque 1's.....	3 65
Sliced smoked beef 1/2-lb. tins, per doz.....	1 80
" " " " 1-lb. tins, ".....	3 10
" " " " 1-lb. glass, ".....	3 35
Chipped " " " " 1-lb. tins, ".....	1 45
" " " " 1-lb. tins, ".....	2 50
" " " " 1-lb. glass, ".....	0 65
Sliced bacon, 1-lb. tins, ".....	3 10
" " " " 1-lb. glass, ".....	3 35

**BUTTER**—The butter market continues very weak with no change in prices. For No. 1 dairy local houses are paying 18c f.o.b. Winnipeg; for No. 2, 14c to 15c per lb.

Creamery butter is in ample supply and it is said that holders are losing money on it at present prices. The best grades are selling to the retail trade at 25c per lb.

**EGGS**—The egg famine is not so severe as it was and some small supplies are coming in from country points. Lower prices are in sight. Local dealers are offering from 30c to 35c per dozen for country eggs, subject to candling.

TRADE NOTES.

M. Eichen, grocer, Montreal, has consented to assign.

T. W. Lyall, general merchant, Poplar Point, Man., was burnt out.

Honore Drapeau, general merchant, East Broughton, has assigned to V. E. Paradis.

Thos. Ed. Tremblay, general merchant, Les Eboulements, has assigned to V. E. Paradis.

A. Laroche, general merchant, Notre Dame Du Saere Coeur, is offering a compromise.

The assets of Geo. St. Hilaire, general merchant, New Liverpool, were to be sold on Feb. 25th.

Cairns, Copelin & Co., general merchants, Glenboro, Man., are changing to Cairns, Pettie & Co.

R. & W. Galloway general merchants, Gladstone, Man., have sold to a joint stock company headed by Messrs. Collins and Diamond.

The stock of C. J. McClocklin, general merchant, Carberry, Man., is to be sold by auction on March 2nd.



# Progressive Port Elgin Grocers

Members of the Trade Doing Profitable Business—Hilker & Co., the Oldest Firm, the Founder Being the Father of the Town—Young Grocers Getting Along Well—Brush and Broom Factory an Important Establishment—Credit System Being Wiped Out.

There's a town up in Bruce County of which the citizens are more than ordinarily proud, and it's Port Elgin. During the recent spell of tight money Port Elgin came through far better than most places of like size in the Province, and now this year the people there are looking forward with a great deal of hopefulness. Getting away from the business aspect just for a moment, it may be said that Port Elgin is noted for its cleanliness. The place was well laid out, the streets are wide and level, almost every street has granolithic walks, and the residences partake of a degree of comfort and cheerfulness that is refreshing to see. The homes for the most part are neat, tidy places showing that few of the owners are very wealthy but none of them very poor.

Of course the blue waters of Lake Huron are on one side of the town, but while that expanse can hardly bring as much trade as a farming tract, nature has in part made up for that deficiency by prodigal gifts in the surrounding townships of Arran, Elderslie, Saugeen and Bruce. Here are agricultural lands as good as any in Ontario. The lake sand has given way to a rich clay loam in these townships, while owning the land are intelligent Scotch farmers, with here and there a sprinkling of industrious, cash-paying Germans. All of this, of course, is of material advantage to Port Elgin.

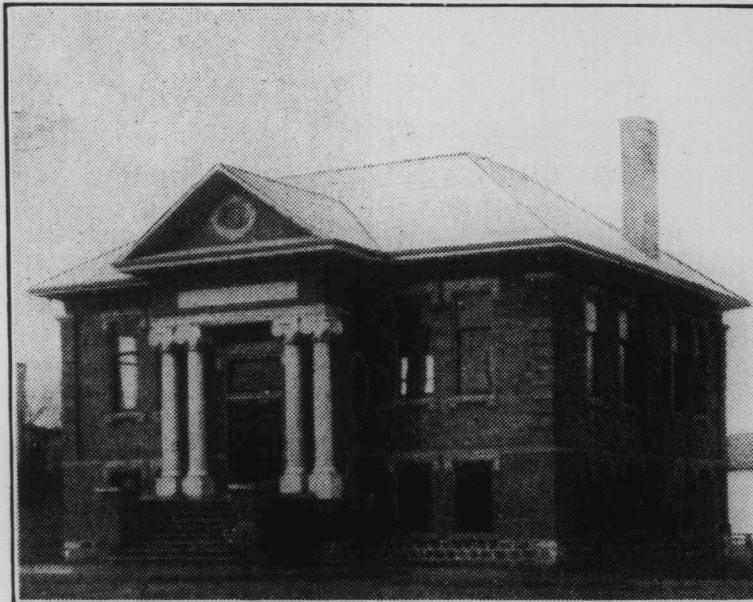
### Profitable for Farmers.

While an excellent surrounding country is of immense advantage to any

Hepner Co. Limited, a firm of some years standing and the out-growth of Port Elgin's oldest industry. This firm employs about two hundred hands the

for hardwood logs. All of this was strictly cash.

Coming directly to the grocery trade it may be said that the town is well



PORT ELGIN PUBLIC LIBRARY.

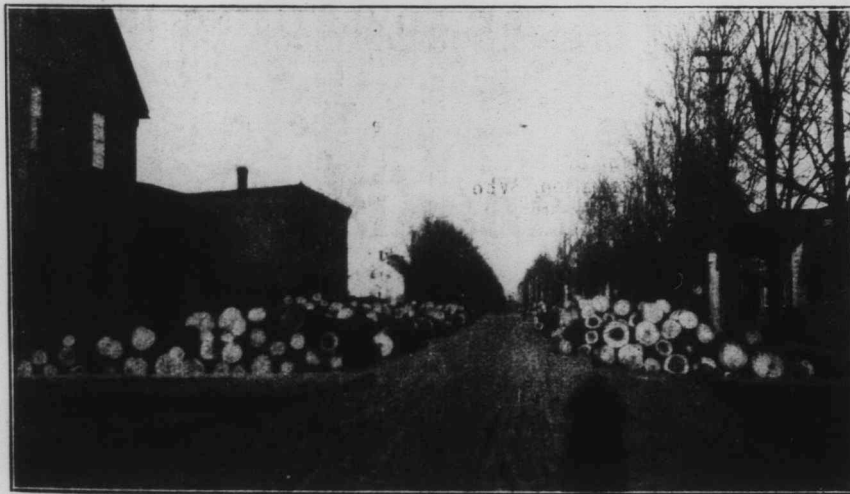
year round while their products, brooms and brushes, are found in groceries from the Atlantic to the Pacific. Some idea

supplied, though each store is doing well and the majority of them have been in business for many years. Hilker & Co. is the oldest firm, and the founder, the late Henry Hilker, was the first man in the town. His son is now head of the business which is a general store with one side devoted to groceries. Besides being an up-to-date business man Mr. Hilker has taken an active part in municipal affairs and last year was County Warden.

Neil McGillivray has two stores, both of which handle groceries. Mr. McGillivray is one of the town's shrewdest business men and his stores have customers of many years standing. Two other general stores carrying heavy grocery lines are those of D. Geddes and Falconer Bros. Mr. Geddes is an experienced business man, who also likes municipal affairs and who is now Town Clerk.

### Young Men in Business.

The firm of Falconer Bros. is composed of two hustling young men who broke into the trade about five years ago, and who have done well. Some people call them extremists in the use of printers' ink, but they think it pays. Henry Ebert, a thrifty German, has two stores, one of which is devoted almost exclusively to groceries, and which has a large following of steady customers.



A Street in Port Elgin a Couple of Weeks Ago. Showing Portion of Brush and Broom Factory.

town, perhaps the mainstay of Port Elgin is its brush and broom factory. Readers of The Canadian Grocer will be familiar with the name of Stevens-

of the benefit this firm is to the surrounding country may be obtained when it is stated that in two months of this year the firm paid \$10,000 to farmers

J. M. Wells follows along the same line though on a smaller scale. One of the neatest and cleanest grocery counters in the place is that of James George & Son, the head of which firm is one of Port Elgin's oldest residents. This firm is of course of old standing though its patronage was probably never as great as at present. All told the town has a splendid grocery service with an increasing number of cash sales each year. In a few years it is expected that the credit system in Port Elgin will be entirely wiped out.

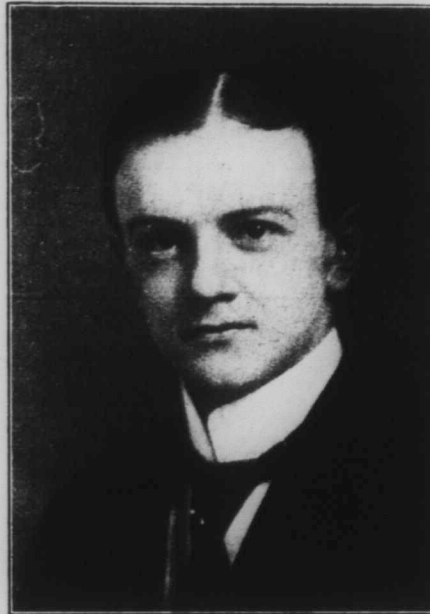
Last year the town obtained a splendid Carnegie Library at a cost of \$8,000. Besides the advantages of free reading there are lecture rooms in the building and in every way it is looked upon as a model for a small town. This building was formally opened a few weeks ago by Rev. W. A. Bradley, B.A., president of the Library Association of Ontario, who stated that for the money Port Elgin had anything in Ontario "beaten to a finish" so far as Library Buildings are concerned. In conclusion it may be said that Port Elgin is well served by a neat, clean, weekly newspaper, The Times.

**MAKING HIS MARK.**

**Emil Chaput Admitted to Partnership in One of Canada's Largest Grocery Houses.**

Many young men, with parents glad to grant their every request, would take life as it came and enjoy the pleasures and privileges that would be theirs, because of the success of those who had

gone before them. But these are not the young men who are the coming heads of Canada's large commercial enterprises, nor are they the men who



**EMIL CHAPUT,**  
Who Has Risen Rapidly From Packer to Partner in the Firm.

have been toiling unheard of for the past ten years.

Emil Chaput is a young Canadian who has not been heard of very much until

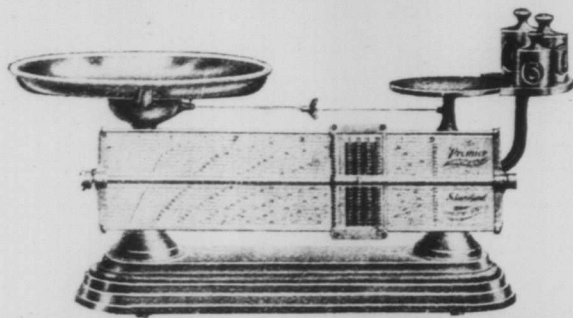
within the past three years. He is only 28 anyway, and perhaps is not expecting to cause much of a disturbance for some years yet, but it is to his credit that the big men in the grocery trade have been watching his progress during the past couple of years.

He has just made his first splash, having been taken into partnership with Charles and Armand Chaput, L. E. Geoffrion and F. Prudhomme, who form the personnel of L. Chaput, Fils & Cie., the Montreal wholesale grocers.

Five years ago Emil secured a job in the packing room of the firm of which his father is the senior member, and his grandfather one of the founders. He soon learned how to handle a broom, and in short order was promoted to the shipping department, and gradually worked himself up until he is at present in the buying department, being assistant to manager Geoffrion. He was at one time going to be a doctor, and as a preliminary took a course at St. Mary's College, but business appealed to him more and medicine lost a bright young man.

Mr. Chaput is very popular around town, belonging to several clubs and societies. He possesses a fine singing voice, and is generally a good fellow. He will do things if he keeps on.

Arch. Hutchinson, of the St. Lawrence Starch Co., Ltd., Port Credit, who has been visiting Scotland during the past month, has returned home. The trip seems to have been a beneficial one from the health point of view.



**Premier No. 1 Computing Chart Scale**

**A high-grade scale at a BIC saving. Highest quality of material and workmanship, handsomely finished**

No giving of OVER weight with this scale—"Exact Weight" Indicator prevents that. Wonderfully sensitive—marvelously accurate—the scale of all scales for "fine" weighing of light groceries, teas, coffees, etc. Range of prices 4c. to 70c. pound, including fractional prices. Capacity 30 lbs. One movement of sliding poise tells "exact" weight and money value of article—all in plain sight of customer. Knife Edge Pivots protected by V-shaped Agate Bearings, which prevent rusting, corroding or binding. This scale sold to you at a clear saving of 35 per cent. on competitors' prices. Read our catalogue and learn why we are selling the Premier No. 1 for such a low price. Write to-day.

**Onward Manufacturing Co.**

Berlin, - Ontario

**G r o c e r s**

**Make Your Wants Known  
BY ADVERTISING IN**

**The  
Canadian Grocer**

Through this paper you reach the retail trade, and let those interested know what you want to sell or buy. We circulate among those who read this kind of wants.

**SEE PAGE 69**



# To-Day's Business

should not be the first object of any merchant. Not immediate gain by pushing poor, cheap goods that soon result in the loss of your customers' confidence and consequent loss of business, but a steady and sure increase in the number of customers by selling only the best standard goods—goods that can be honestly recommended, pays in the end. YOU are creating business for the future and increasing your present profits by recommending your customers to use Red Rose Tea, for it gives them greater satisfaction than other tea, and satisfied customers mean more customers.

Every merchant can sell good tea if he tries. Many are selling a lot more Red Rose Tea since the advance in prices have made 25c. tea so unsatisfactory. They are pushing it and creating a demand. Many of your customers buy cheaper tea as a matter of habit. On your recommendation they will gladly buy

## RED ROSE TEA

And your tea trade will  
be a business builder.

BRANCHES:—  
TORONTO, 3 Wellington St. E.  
WINNIPEG, 315 William Ave.

T. H. ESTABROOKS,  
ST. JOHN, N.B.



## AID FOR FISHING INDUSTRY

Department of Marine and Fisheries to Have Special Committee to Suggest Changes—What Government has Recently Done—Fish go to United States and Back to Canada.

Steps that have recently been taken by the Dominion Government to advance the fish industry in Canada have been greatly appreciated by all those interested in this special line. There is, however, room for improvement and the Department of Marine and Fisheries have promised a special committee to deal with the situation.

The first step in the endeavor to direct into Canada a certain portion of the Maritime trade in fresh salt-water fish was inaugurated last year by the department. The general complaint among shippers had been that inasmuch as transportation facilities were considered inferior to those of the United States, both as regards regularity and price of shipments, which gave the market of Montreal as a distributing centre to the New England ports of shipment they were unable to compete against the United States market. With a view to ameliorating if possible these conditions the Department of Marine and Fisheries a year ago procured a vote of \$25,000 and initiated the refrigerator car service over the Intercolonial railway. One day each week a refrigerator car attached to a fast freight left Halifax with its consignment of fresh fish due at Montreal in 56 hours.

### Dealers Advocated Service.

The service commenced in September, 1907, with results gratifying, though limited. The department guaranteed that the earnings would be at least two-thirds of those on a minimum carload of 20,000 lbs. The dealers contended, however, that nothing short of an express service would enable the shippers and themselves to extend satisfactorily the business, so that an arrangement was entered into with the Intercolonial railway by which a refrigerator car was attached to the Maritime express leaving Halifax and Mulgrave each week for the carriage of fresh fish, the department undertaking that the earnings by this car would not be less than \$200 per trip.

### Express Service Finally Adopted.

As, however, this service received little patronage, after four trips had been made it was withdrawn, and return was made to the fast freight service of the previous year, which has been run all season. But urgent representations continued for a daily express service, and in order to exhaust all available means in the way of transportation facilities the Department of Marine and Fisheries consented, in order to complete the season beginning on the 5th of September and ending on the 30th November, of last year, to an arrangement being made with the two express companies by which they would collect two-thirds of the or-

dinary express charges from the shipper and consignee of all shipments of fresh fish from the Atlantic coast to points in Quebec and Ontario, and the other third from the Department of Marine and Fisheries. Thus a daily express was placed at the disposal of that department at the rate of \$1 per 100 pounds from Halifax to Montreal and relatively to all other points. As the service ceased at the end of November full details of its results are not yet in; but most gratifying reports have been given by the shippers.

The weekly service now enjoyed from Halifax to Montreal is 26c per 100 lbs. in carload lots. In connection with this it may be explained that the arrangements with the Intercolonial railway contemplated a minimum carload of 20,000 lbs. of fresh fish. When this amount was forwarded on any one trip the rate charged by the railroad was 26 cents per 100 lbs., but if less than this amount was consigned on a trip the rate was 35 cents per 100 pounds, the net weight of the fish being considered. Refrigerator cars with ice bunkers at either end are capable of carrying in the vicinity of 30,000 lbs., but should the carload be above the minimum the rates would be just the same. The Department of Marine and Fisheries assumes the responsibility of supplying the ice.

The express rate from Boston to Montreal is 80 cents per 100 lbs., but as there is also an import duty of 1 cent per lb., the cost of delivering fresh fish in Montreal from Boston is \$1.80 per 100 lbs., as against \$1 per 100 lbs. from Halifax.

As to specific results attending these efforts towards stimulating trade inland, it has not yet been possible to obtain figures indicating the resultant increase.

### A Special Committee.

During the present session of Parliament discussion arose on how the fishing industry of Canada could be encouraged, especially the promoting of the conveyance of Canadian fish to the Canadian consumer direct, instead of having it shipped to the United States and then re-shipped to Canada, thus paying two customs duties.

In speaking of the industry in Nova Scotia in the House one of the members from that province said that existing conditions were responsible for many young men leaving the fishing villages in Nova Scotia. In many of the settlements along the seaboard there was but one mail delivery a week. The people were cut off from telegraph and telephone connections, and all modern conveniences. Another thing that discouraged Canadian fishermen, he said, was the failure of the Dominion Government

to enforce the rights of Canada as against the fishermen from the United States. The latter fished in broad daylight within the three-mile limit. A United States vessel loaded with mackerel was once caught within the three-mile limit, and after being detained for one week at Halifax escaped with a fine of \$400. Either the ship, he said, should have been released or it should have been confiscated.

Another member called attention to the singular fact that fish caught in the Maritime Provinces went to the United States, and a part of it was then re-imported to Canada. This meant that the people of Montreal paid something like \$8,000 a week in the way of customs duty and extra railway freight rates. Why could not the fish caught in Nova Scotia and New Brunswick, he asked, come directly to Montreal, Ottawa and Toronto?

Hon. Mr. Brodeur on behalf of the Government, promised the appointment of a committee to consider the matter of aiding the Canadian fisheries.

Referring to the fish trade in Canada the weekly report of the Department of Trade and Commerce says:

The Canadian share of the trade varies with the salmon catch in British Columbia. In 1905 the imports from Canada amounted to \$270,660; last year they were \$181,830. The total value of imported fish, preserved in tins, and dried and salted, is \$1,718,070. Canada, however, supplied on an average but one-tenth of the amount imported. If the herring, the mackerel and other fishes of the Maritime Provinces were put up in tins, as they are put up in Scotland, Canada ought to secure a much larger share of the trade. It seems to be an anomaly that the United Kingdom, which has to depend upon importations for so large a proportion of its food, should be able to ship to Australia nearly three times the value of the tinned fish that Canada is able to send, and the United States two and a half times as much. There would seem to be a field for the extension of the Canadian trade in this direction.

The work of encouraging the fisheries of the east is an important one, and should be assisted in by the fishermen, canners, packers and shippers of the Maritime Provinces.

### ENJOYING WELL-EARNED TRIP.

E. D. Smith, the widely known nurseryman and fruiterer of Winona, Ont., who left recently with his wife and daughter for England, will enjoy a three months complete rest. He has been a very busy man and for two successive terms represented Wentworth in the House of Commons. He has also taken a very active part in looking after his farms, nurseries, jam factory, etc. Mr. Smith is also president and chief stockholder in the Beamsville Preserving Company, and this is the first holiday he has had for many years.



**THE OLD RELIABLE**

**ROYAL**



**BAKING  
POWDER**

**Absolutely Pure**

**THERE IS NO SUBSTITUTE**

**(Though many imitations)**

**All grocers should carry a full stock of ROYAL BAKING POWDER. It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the dealer.**

## Quality Counts

Of course, cheapness appeals to some of your trade, but your most profitable customers are those who want the best. You can meet the demands of the most exacting by handling

### HEINZ 57 VARIETIES Pure Food Products

(The kind that contain no preservatives)

They are made in the largest, cleanest and best equipped kitchens in the world and represent the highest attainable perfection in food preparation.

Furthermore, you run no risk in selling Heinz goods. They meet the requirements of all pure food laws and are sold under the guarantee of money back to your customer if they ever fail to please.

Anything that's  is safe to sell

H. J. HEINZ COMPANY

New York      Pittsburg      Chicago      London

## Eggs

We Buy and Sell

## Butter

We Buy and Sell

## Cheese

We Buy and Sell

Write Us for Prices

### F. W. Fearman Co.

LIMITED

HAMILTON

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.

## New Laid Eggs

We are buyers F.O.B. your station.

Get in touch with us.

### Roll Bacon

Mild cured. Just the thing for breakfast these mornings with New Laid

Eggs. Get our prices.

### The WM. RYAN CO.

LIMITED

70-72 Front Street East

Toronto - Ont.



# Dairy Produce and Provisions

## CHEESE AND BUTTER BULLETIN

Montreal, February 25, 1909.

The cheese situation remains firm. Stocks for export purposes are getting into small compass, with the result that slightly higher prices are looked for. Colored cheese is in particularly good demand. In England, reports state that cheese is going steadily into consumption at firm prices. The Englishmen are aware of the fact that, what cheese there is in Canada, will be absorbed for home requirements, therefore they are not surprised at the firm condition of the market. The reports in commenting on the present year's make of cheese, which is a short one, states that it is expected, the make for 1909 will be much increased, as it is known, that Canadian cows have wintered much better this year, than last. Considering the competition that Canadian cheese has had to encounter, in the competition of the New Zealand product, the price of the former has kept up wonderfully well. Locally finest Westerns are being quoted 12½ to 13c and Eastern's at 12½ to 12½c. Receipts for the season since May 1, 1908 have been 1,958,150 boxes, against 2,053,770 boxes for the corresponding period of last year.

The butter market is lower again, due to the fact that holders are getting anxious, and are beginning to unload their stocks. There is an opinion held in some quarters, that stocks are larger than was supposed. Receipts of creamery are light, and there may be higher prices later on, if supplies run short. It is difficult to estimate stock, as nearly every little dealer in the country, is carrying butter of some sort. Reports from England state that the market is displaying a distinctly firm tone, and a rise is anticipated soon. Supplies arriving from Australia, and other exporting countries, are showing a distinct falling off. Small supplies seem to be the rule, and not the exception, at all points in Great Britain. It is stated that supplies are completely wiped up in Glasgow, and Cardiff is in much the same position. Locally prices rule for Fall creamery 23c and Winter creamery is quoted at 22c. Receipts for the season since May 1 have been 418,004 packages, against 413,148 packages for the same period of last year.

### THE PROVISION SITUATION.

Toronto, February 25, 1909.

The provision situation from a packer's standpoint is discouraging. The great difficulty arises from the fact that there are not enough hogs raised by the farmers to keep the packers supplied. For some reason there is only about one-third the quantity of hogs raised now that were raised a few years ago, and on the other hand there are far more packing houses. Live hogs this week are for \$6.25 to \$6.50 f.o.b. in the country, and dressed to butchers in the city for \$9.50 to \$9.75 per 100 lbs.

Butter is again a little lower with the usual complaint that a large quantity of it is, not good. There has probably been some neglect in looking after this branch of our agricultural industries, as it is a well known fact that our butter was much better made some years ago.

Fresh eggs are coming in freely and are lower. The held stock is practically all sold, and the new laid will all be required to meet the demand and prices are not likely to be much lower for some time.

Cheese is firm with light stocks on hand.

Poultry is practically out of season.

## PROVISION MARKETS

### MONTREAL.

PROVISIONS—Live and dressed pigs continue scarce, and prices have firmed up slightly. Pure lard is stronger, owing to poor supply of hogs. Compound lines are firm but unchanged in price.

Compound Lard—	
Tierces, 375 lbs.	0 09
Paper lined boxes, 50 lbs.	0 04
Tubs, 50 lbs.	0 04
Wood pails, 20 lbs net.	0 09
Tin pails, in cases.	0 09
Heavy Canada short cut mess pork, in bbls.	23 00 23 50
Select'd 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 12
Boxes, 50 lbs., grained.	0 12
Tubs, 50 lbs.	0 13
Paper lined, 20 lbs., parchment lined.	0 13
Tin pails, 20 lbs., gross.	0 12
Cases, tins, 10 lbs, each.	0 13
" 5 "	0 13
" 3 "	0 13

BUTTER—Locally dealers are getting a little anxious, and have commenced to unload, which fact has weakened the market slightly. Receipts of creamery are light, so higher prices are probable later on.

Fall creamery, solids	0 2 0 25
Fresh Creamery, solids, lb.	0 34 0 24
" " " " " " " "	0 24 0 24
Dairy, tubs, lb.	0 16 0 17
Fresh lard, roll.	0 14 0 13

CHEESE—The cheese situation remains firm. Stocks for export are getting into small compass. Colored is in particularly good demand. Locally trade is fair, with strong tone to the market.

Cheese, old	0 15 0 16
" large	0 13
" twin	0 13
" small	0 13

EGGS—All pickled or storage supplies are exhausted. Receipts of new laid are very large, which has depressed the market 2c. Supplies are arriving chiefly from the West, where spring-like weather prevails. Demand is good, but not yet up to the supply, which has a tendency to bear down prices.

New laid	0 28
Pickled	0 28

HONEY—The demand for white comb is slightly more brisk this week, but prices remain unchanged.

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—There are small offerings of poultry, which keep the market firm under moderate demand.

Spring chickens, per lb.	0 15 0 16
Hens, per lb.	0 11 0 12
Young ducks, per lb.	0 12 0 14
Turkeys, per lb.	0 19 0 20
Geese, dressed	0 10 0 12
Ducks	0 12 0 14

### TORONTO.

PROVISIONS—There is no change in the prices of cured meats this week. The packers all expect the usual falling off in demand through Lent. As hogs have been bought at high prices it is not likely that prices will be any lower.

Long clear bacon, per lb.	0 11 0 11
Smoked breakfast bacon, per lb.	0 11 0 11
Ham, per lb.	0 11 0 11
Light ham, per lb.	0 11 0 11
Acorn ham, per lb.	0 13
Large ham, per lb.	0 13
Shoulder ham, per lb.	0 10 0 10
Bacon, plain, per lb.	0 16 0 16
" pea meal	0 16 0 17
Heavy mess pork, per bbl.	20 00
Short cut, per bbl.	22 50 23 00
Lard, tierces, per lb.	0 12 0 12
" tubs	0 12 0 13
" pails	0 13 0 13
" compounds, per lb.	0 08 0 11
Dressed hogs	0 10 0 10
Live hog, f.o.b.	6 50 6 50

BUTTER—Butter is from 2 to 3 cents lower again this week and the poorer qualities are still accumulating and dealers are puzzled to know what to do with it. No doubt some must be sold at a heavy loss.

Creamery prints	0 26 0 27
Creamery solids	0 24 0 25
Farmers separator butter	0 22 0 24
Dairy prints, choice	0 29 0 23
" ordinary	0 19 0 20
" tubs, choice	0 20 0 21
Large rolls	0 18 0 23
Baking butter	0 15 0 17

CHEESE—The cheese is practically all in the hands of a few, and prices are firm. New cheese may be expected within a month, but the old stock is light, and some old cheese is always wanted, therefore it is safe to say that old cheese will not be cheaper.

Cheese, large, prime	0 13
" twins	0 13 0 14

HONEY—Very little is doing in this market, and there is not much of a demand.

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

POULTRY—Very little in the market and it is a wonder that any poultry is killed at this time of the year, especially when prices are no higher than they have been two months ago. Prices are firm, but there has been no advance.

Spring chicken, dressed	0 16 0 20
Hens, per lb., dressed	0 12 0 14
Turkeys, per lb., dressed	0 18 0 20

EGGS—The held eggs are nearly all sold out and the demand must depend almost entirely on new laid eggs, which



during this mild weather are keeping up a good supply. There are always more eggs used during Lent, and this with the old stock sold out will likely keep the prices from going much lower, unless the weather should continue unusually mild.

New laid..... 0 26 0 27  
Pickled..... 0 23 0 24

The estate of B. W. Kert, general merchant, Rainy River, has sold the stock to Mrs. Kathleen Kert.

A meeting of the creditors of the estate of Frank V. Samwell, merchant, of Pembroke, was called for Feb. 23rd.

#### 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]

## BARRELS

For Flour, Butter or packing any kind of merchandise, manufactured and for sale by

**H. CARGILL & SON**  
CARGILL, ONTARIO

## SALT

Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.

**TORONTO SALT WORKS**  
125 Adelaide Street E., Toronto

ESTABLISHED 1892

## Rutherford, Marshall & Co.

Wholesale Produce and Commission Merchants,  
**TORONTO, ONT.**

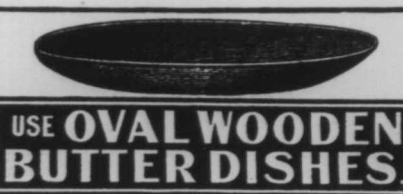
Solicit Correspondence. Always  
buyers of Dairy Products.  
Write us before selling.

## Poultry Wanted!

Persons having Poultry to ship to Montreal market should make a trial shipment to

**P. POULIN & CO.**  
39 Bonsecours Market, Montreal

Buyers of Poultry, Game, Eggs and Feathers. Prompt remittance. No commission. Reference, any bank.



**USE OVAL WOODEN BUTTER DISHES.**

**THOMAS BROS., St. Thomas, Ont.**

## "OLEO" IN A SECRET CHAMBER

**Detectives in Montreal Claim they Have Unearthed a Mystery of Long Standing**  
—Maximum Fine for Manufacture is \$400—Product Said to Have Been Sold as Creamery Butter.

Montreal, February 24.—On the charge of illegally manufacturing oleomargarine, G. Dumais was last week summoned to appear before Judge Choquet, the charge being preferred by D. M. McPherson, Inspector of Dairy Products for the Dominion.

J. J. Costigan, Inspector of Food for the Inland Revenue Department, has been at work on the case for some time, and recently the matter was placed in the hands of the Thiel Detective Service. As a result of the evidence secured, Mr. McPherson, Mr. Costigan and E. R. Carrington, the manager of the Thiel service, paid a visit to the building partly occupied by Demers and Clouthier, on Cote St. Paul Road, on Saturday, and there seizures were made. Their story is that Mr. Dumais was the proprietor of that portion or the business carried on in the building in what turned out to be a secret chamber, and difficult to discover. All the ingredients for the illegal manufacture of oleomargarine were found and a plant capable of turning out fifty-six pound boxes, or about three thousand pounds a day, was discovered in the secret portion of the premises. In another part there were one hundred barrels which had contained oil shipped from the Armour's of Chicago. There were seven full barrels, while a large quantity of beef fat, salad oil, cotton seed oil, colorings, etc., were also there.

#### As Creamery Butter.

Most of the product turned out from the building, it is claimed, has been shipped in the direction of Quebec, and sold as creamery butter. Quebec city has eaten an immense quantity of it. It is only a short time since a man confessed judgment in Quebec, to having sold the "oleo," and the fact that he confessed judgment prevented the inspectors finding out where he obtained the stuff. They kept at work, however, and their success apparently came on Saturday.

The building in which the oleomargarine was manufactured is situated on the Cote St. Paul road, on the banks of the Lachine Canal. No one to look at it would imagine that anything eatable could come from within its wooden walls, but, still less would one think so after a view of the interior.

The firm are general dealers in hides, tallow, etc., and though it was supposed that they were manufacturing oleomargarine government inspectors, during their many visits, failed to see any signs of a factory for this purpose.

#### Secret Leaks Out.

Detectives were set to work and after weeks of careful watching they claim the secret was discovered and on Saturday a seizure was made of a tub of oleomargarine and much of the paraphernalia required for its manufacture.

After the detection of the scheme adopted for the purpose of throwing the inspectors off their guard there could be little doubt that there was a genius at the bottom of it all. For half an hour

the building was searched until finally it was found that beyond the elevator shaft on the second floor there was a room. How to get into it was a mystery. A closer search showed that there was a secret pulley behind a partition and when the rope was pulled it released a bolt on the other side of the door so that by walking over the elevator trap door, an opening was obtained to the room opposite, which up to this time, no inspector would have ever thought of looking for. Then through a long room and the door of the manufacturing room is found.

#### Wholesale Manufacture.

This room is stated to be fitted up in a manner which suggests that the firm has been manufacturing oleomargarine by the thousands of pounds. There is an immense boiler in which the fat is rendered, the churn, coolers, coloring machine, and to add to the evidence secured by the officers there is a large tub of the manufactured article.

#### What the Law Says.

The criminal code as applied to the case is as follows:

"No oleomargarine, butterine or other substitutes for butter, manufactured from any other animal substance other than milk, shall be manufactured in Canada, or sold therein, and every person, who contravenes the provisions of this act in any manner whatsoever shall incur a penalty not exceeding four hundred dollars and not less than two hundred dollars, and in default of payment shall be liable to imprisonment for a term not exceeding twelve months and not less than three months."

In passing this law the Government did not do so with the belief that a good substitute for butter could not be made, but with the intention of protecting the name of Canada as a butter producing country.

A few days ago a dealer in Quebec was fined \$500 for selling the product. It is stated that the proprietor will confess judgment and that he will pay the maximum fine.

#### NEW COMPANIES.

The J. H. Pelletier & Cie., Sherbrooke, Que., has been given a Dominion charter to carry on the business of manufacturers of and dealers in syrups and acquire and take over as a going concern the business at present carried on in the City of Sherbrooke under the name of J. H. Pelletier & Cie. (Registered), and also the right to manufacture and sell certain syrups manufactured by the firm above-mentioned. The capital stock is twenty thousand dollars, divided into four hundred shares of fifty dollars, and the chief place of business of the company will be at the City of Sherbrooke.

Hayden & Hamilton, general merchants, Hagersville, Ont., has sold to G. W. Hamilton.



# Quality Always Wins!

That "Gillett's Goods" are the best is the general verdict of the housekeepers of Canada. They have stood the test of time—the true test of quality.

Only the purest ingredients are used in the manufacture of

**Magic Baking Powder**                      **Gillett's Perfumed Lye**  
**Gillett's Cream Tartar**                      **Royal Yeast Cakes**  
**Etc.**



ESTABLISHED 1852.

Food products that are produced in clean factories are best.

## CLARK'S CORNED BEEF

This and the following weeks housekeepers 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.

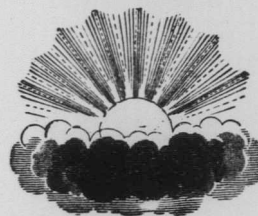
Your co-operation with this extensive publicity campaign will result in profits to you. Remember every tin sold is extra trade which might otherwise go to the dealers in fresh meats.

Let us help you in making your stocks complete.

**WM. CLARK**  
 Manufacturer  
**MONTREAL**

## "Salad, Edible and Cooking Oils"

WINTER PRESSED



**"Sun Burst"** Reg'd.

**"Non-Pareil"** Reg'd.

To know these oils is to stock them. The finest substitute for lard on the market. Guaranteed under the Pure Food Act.

We carry a stock and will be pleased to send you samples, with prices.

You will find our oils a good proposition all the way, owing to the number of uses to which they can be put.

WRITE US TO-DAY

**J. M. BRAYLEY,**  
 MANAGER KENTUCKY REFINING CO., Incorporated  
 Cotton Seed Oils

55 ST. PAUL ST.,

MONTREAL

# Cowan's

## Cocoa and Chocolate

are as good as sold when you put them into stock.

Your customers know and appreciate their flavor and purity, and will insist on

"COWAN'S"



The Cowan Co., Ltd.  
Toronto, Canada



## "White Moss"

Our exhibit at the S. Carsley Co.'s  
**FOOD FAIR**

is attracting lots of attention, and will no doubt interest you. See it. First-class grocers sell it, and everybody buys "McLean's WHITE MOSS Cocoa nut."

*It's in the preparation*

**The Canadian Cocoa nut Co., Montreal**

The delicious flavors of

## Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.



Agents:

**GREEN & CO.,**  
25 Front St. E. Toronto

**W. H. ESCOTT,**  
Winnipeg

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

# PURE SOLUBLE COCOA

WE ARE MAKING A SPECIAL OFFER OF HIGH GRADE PURE COCOA POWDER, EITHER IN BULK OR BARRELS OR IN 1-lb., ½-lb. and ¼-lb. CANISTERS, WITH LABELS BEARING YOUR OWN NAME OR BRAND.

## IT WILL PAY YOU TO GET SAMPLES & PRICES

FROM OUR WHOLESALE AGENTS:

A. B. LAMBE & SON, 27, Wellington St. East, Toronto.

H. & A. B. LAMBE, Hamilton.

C. A. PARKER, 10, Albert Street, Ottawa.

CHAS. DUNCAN, P.O. Box 22, Winnipeg.

MITCHELL & WHITEHEAD, 92, St. Peter St., Quebec.

A. E. CURREN, 54, Bedford Row, Halifax.

## GEORGE PAYNE & CO., Ltd.,

Wholesale Tea, Cocoa and Coffee Merchants,

### LONDON, Eng.

WE ALSO SELL CHOCOLATE COVERING AND COCOA BUTTER.

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# THE FLOUR AND CEREAL MARKETS

Flour Market Restless, Decline and Advance in a Week—Present Prices Very Firm—Rolled Oats and Oatmeal go up 10 Cents.

The restless condition of the flour market is the feature this week. Since the last quotation in the Toronto markets there was a decline and shortly after an advance which means two advances and one decline in two weeks. The cause of the decline is stated to have been a run between two large milling companies, but on account of the price of wheat which has been steadily advancing the figures simply had to go back to where they were with the prospects of another advance in the near future. The Winnipeg wheat market never was so strong in some time and prices in the Old Country are also advancing.

Rolled oats and oatmeal on the Toronto market have advanced 10 cents since last week's quotations. One cereal authority stated that there was likely to be another advance in view of the high price of oats and that the present price warranted a 25 cent advance on prices as at present quoted. February business has been good.

Shorts seem to be scarce as well as bran.

## MONTREAL.

FLOUR—The flour market has gone back to its old level, as before the recent decline. As was intimated last week local conditions were responsible for the drop, and could in no way reflect the wheat market, which is strong and advancing.

Winter wheat patents.....	5 50
Straight rollers.....	4 70 4 80
Extra.....	4 00 4 10
Royal Household.....	5 90
Glenora.....	5 40
Manitoba spring wheat patents.....	5 90
"    strong bakers.....	5 40
Five Roses.....	5 90
Harvest Queen.....	5 40

ROLLED OATS—There is a strong feeling in the rolled oat market, and prices are firm at last week's level.

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

FEED—Shorts continue scarce, and prices have been well maintained. Bran continues to be firmly held, as it is very scarce. Other lines are the same as last reported.

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

## TORONTO.

FLOUR—The flour market has been very uneasy during the past couple of weeks, when an advance, a decline and later another advance took place. The first advance was noted in last week's Grocer, but since then the price went down. It could not be held there, however, on account of the high price of wheat and millers were practically forced to come back where they were. The present prices are well maintained, and one miller stated that "we are on the eve of another advance."

Manitoba Wheat.	
1st Patent.....	5 70 5 80
2nd Patent.....	5 40
Strong bakers.....	5 20 5 30
Winter Wheat.	
Straight roller.....	4 80
Patents.....	4 90 5 00
Milled.....	5 20 5 25

CEREALS—The rolled oats and oatmeal markets are strong this week and prices have advanced 10 cents with the probability of another upward move. The amount of business done in these lines during February has been larger than anticipated—at least by some of the firms. The price of rolled wheat has been fully maintained.

Rolled wheat in barrels, 100 lbs.....	2 55
oats in bags per bag 90 lbs.....	2 60
Oatmeal, standard and granulated, in bags 98 lbs.....	2 55

## GOOD MACARONI YEAR.

C. H. Catelli Co. Hold Annual Meeting and Re-Elect Old Officers.

The annual meeting of the C. H. Catelli Co., of Montreal, macaroni and vermicelli manufacturers, was held Feb. 19. The old board, consisting of C. H. Catelli, president; H. Laporte, vice-president, and A. P. Frigon, T. Bastien, S. D. Vallieres and C. E. Martin, directors were re-elected. The report of the year was read and showed that despite the financial depression, the year had been highly satisfactory in every respect. The new factory is equipped with the latest styled machinery, which Mr. Cattelli recently purchased in Europe, which, in addition to a new and highly hygienic process of drying, introduced lately in the manufacture, makes this factory a little ahead of its old world rivals.

## TRAVELER BECOMES WHOLE-SALER.

A new wholesale grocery establishment has been opened in Fredericton, N.B., by J. D. Palmer, formerly of G. E. Barbour Co. of that city.

Mr. Palmer, who has been making his home there for upwards of a year, was for twelve years a traveling representative of the Barbour Company and since the incorporation of the company has been a stockholder. Some time ago he gave up his position and has since been arranging for opening business in St. John, and lately he withdrew his interest in the Barbour Company.

Most of the time Mr. Palmer will be on the road and he will soon have a commercial man also traveling for him.

In speaking of his reason for selecting Fredericton for opening his business, Mr. Palmer said: "Fredericton is undoubtedly one of the best distributing centres in New Brunswick for provincial trade, and especially for the steadily increasing trade of northern New Brunswick."

Mr. Palmer has his premises fitted with all modern appointments.

Handle what  
People ask for

A soda biscuit that is always crisp and toothsome, delicious and relished is

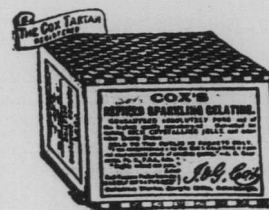
## MOONEY'S PERFECTION

They are meeting with Popular favor to a degree that you cannot afford to be without what your customers call for.



The Mooney  
Biscuit & Candy  
Company,  
LIMITED

STRATFORD, - CANADA



COX'S  
GELATINE

The Leading Gelatine for more than SIXTY YEARS. Foremost in PURITY and MANUFACTURED by Messrs. Cox as well as PACKED by them.

PURITY GUARANTEED

Canadian Agents: **J. & G. COX** Ltd  
C.E. Colson & Son, Montreal  
D. Messon & Co., " Gorgie Mills  
A.P. Tippet & Co., " EDINBURGH



CANADA: No better Country

MOTT'S: No better Choco'ate

MOTT'S DIAMOND CHOCOLATE

Mention "Diamond" and "Elite" brands of

# Chocolate

Put up for over thirty years by

# MOTT'S

Canadian housekeepers everywhere use and recommend them. Profitable for you to sell.

Every jobber carries them in stock.


## John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor	R. S. McIndoe	Jos. E. Huxley	Arthur Nelson
Montreal	Toronto	Winnipeg	Vancouver
Arthur M. Loucks	R. G. Bedlington		
Ottawa	Calgary		

By Royal Letters Patent



# Nelson's Opaque, Brilliant, Isinglass, Leaf, and Powdered Gelatine

NELSON'S Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

# Nelson's Gelatine and Licorice Lozenges

## NELSON'S SOUPS (SIX VARIETIES)

Sole Proprietors and Manufacturers of

## GORDON'S GRANULATED GRAVY

## G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:

The Smith Brokerage Co., Ltd., St. John, N.B.  
 Watt, Scott & Goodacre, P.O. Box 1204, Montreal.  
 J. L. Watt & Scott, 27 Wellington St. East, Toronto.  
 W. E. Ashley Winnipeg.  
 Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

**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.

**French Vermicelli and Macaroni**

The only factory in Canada producing these goods.

## H. CONSTANT

Manufacturer

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

**OPEN TO BUY**

From 5 to 10 Cars Choice Cooking Peas Clean and White

Quebec's leading Flour and Grain House.

C. A. PARADIS, Dalhousie St., Quebec

**Ridgeway's Collecting Agency**

11 St. Sacrament Street, Montreal


Established 1880

Has the confidence and patronage of the bank and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Sons

Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

48 Highest Awards in Europe and America

# WALTER BAKER & CO.'S CHOCOLATE & COCOA



Registered, U.S. Pat. Off.

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.

## Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St. MONTREAL, CANADA

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## Now, what do you know about Allison?

Of course you've heard of the famous, flawless, universal Allison Coupon System. But what do you KNOW of this remarkable system in its application to your business? Here's a brief explanation.

### 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

Manufactured by ALLISON COUPON CO., INDIANAPOLIS, U.S.A.

Order them from your jobber.

Persons addressing advertisers will kindly mention having seen their advertisement in this Paper.



**OUR EGGS AND POULTRY IN BRITAIN.**

**Canadian Supply Diminishing—Russia and Danish Eggs in England.**

(By J. B. Jackson.)

The wholesale value of eggs and poultry consumed in the United Kingdom last year was over £20,000,000, two-fifths of the produce being imported. The figure of consumption is an estimate, and more accurate facts may be obtained in future, as poultry is now being included in the annual census of the Board of Agriculture. The Irish Department have already gathered statistics which reveal the striking fact that the Irish poultry industry stands second amongst agricultural exports, cattle ranking first. Eggs and poultry sent out of Ireland exceed dairy products in value by nearly £100,000, and are equal in value to pigs, bacon, horses and sheep combined.

**Demand Met by Home Production.**

Though the English demand for poultry and eggs has grown rapidly, it is, apparently, being met more and more by home produce, as the number of eggs imported last year was nearly 200,000,000 less than in 1903, when the import reached its maximum. The total last year was 2,185,000,000, of which nearly a half came from Russia and a quarter from Denmark.

The average import value of Russian eggs was 7s. 1d. per 120; of Danish, 9s. 3d., the best average from any country

except those from Canada, which were 9s. 10d. per 120. The supply from Canada is gradually diminishing, only one imported egg in 300 now coming from the Dominion.

Taken all round, imported eggs have grown steadily in value from an average of 5s. 10d. per great hundred in 1903 to 7s. 10d. in 1908. Part of the increase is due to enhanced demand, but no small share of it has been brought about by better organization and methods of marketing in the United Kingdom.

**Russia Contributes One-Third.**

The annual value of imported poultry has steadily increased, and now approaches £1,000,000. Russia contributed last year over one-third of the total, and with the exception of £35,000 from 'other countries,' all the remainder came from France, Belgium and the United States. Formerly the United States occupied the dominant position now taken by Russia, and it would appear from information received that the great improvement of quality by fattening to meet the requirements of the English market, has led to a much greater demand for these birds in the United States and enhanced prices.

**NOVA SCOTIA FRUIT.**

One shipper in Nova Scotia has during the past season shipped about 5,000 barrels of apples from Auburn, N.S. Some of these went as far south as

South Africa and others as far west as Calgary. He has also shipped 13 car-loads of cranberries. As the cars average 250 barrels, this was a total of 3,250 barrels. At \$5.00 a barrel this represents a value of \$16,259.

**DEATH OF TOBACCO COMPANY ORGANIZER.**

Sir Frederick Wills, organizer of the Imperial Tobacco Company of Great Britain and Ireland, Limited, died in Cannes, France, yesterday of heart disease. He was born in 1838 and was created a baronet in 1897. He was graduated from Magdalen College, at Oxford, and was well known as a sportsman. His widow, three sons and three daughters survive him.

**Sales  
and  
Sighs**

The dealer with Fels-Naptha soap has a good lively sale now—the dealer with an imitation is living on hopes of a good lively sale some day. Do promises or profits pay your rent?



The demand for a higher Standard in flour is growing steadily; we have anticipated this and for years our milling has been done on a basis of "quality first."

**Anchor Brand  
Flour**

Is perfectly milled—from selected wheat of absolute purity, and no effort or care is spared to make it a "perfect flour" that will appeal to the most exacting.

Manfd. by  
Leitch Brothers  
Flour Mills,  
Oak Lake, Manitoba. 5



FRUITS, VEGETABLES AND FISH

The Orange a Good Seller—Spinach Advanced—First of Messina Lemons Arrive Since Earthquake—Good Demand for Fish.

MONTREAL.

GREEN FRUITS—While prices have not changed during the week, the undertone of the market has changed a little. Oranges are selling well, with the undertone of the market a shade easier. Bananas are strong at last week's figure. Apples are becoming stronger owing to exhaustion of stocks.

Almeira grapes, extra choice	6 00	6 50
California navel, 96, 126, 2-0, 288 size	2 75	2 75
" " 150, 17, 201, 216 size	2 85	2 85
Floridas, 126, 15, 176, 200	3 00	3 00
Mexican oranges, 1-6, 200, 216, 150 size	2 00	2 25
Valencia 420 size	3 00	3 50
Extra sweet Jamaicas	2 00	2 25
Bitter oranges	2 70	2 70
Grape fruit	3 50	3 75
Jamaica grape fruit, extra heavy	3 00	3 00
Lemons, cho ce, 300 size	1 75	2 00
Bananas crated	1 75	2 00
Pears, boxes	4 50	4 50
Pineapples, extra fancy, 24 size	4 50	5 00
Cranberries, Nova Scotias, early blacks, bbl.	8 00	10 00
Spies, XXX	6 00	6 00
Baldwins, Greenings, Russets, XXX	5 00	5 00
Strawberries	0 50	0 50

VEGETABLES—Spanish onions are very scarce and what are available are held at \$7. Boston lettuce is slightly easier. Potatoes are quoted this week at a cent per pound. Spinach has advanced 25c. String beans are scarce and selling for \$7. Cauliflowers are stronger. Other vegetables are selling same prices as last quoted.

Mushrooms, lb.	0 75	0 75
Cucumbers, dozen	3 50	3 50
New carrots, bunch	0 15	0 25
Tomatoes, crate	4 50	4 50
Oyster plant doz	0 50	0 50
Artichokes bbl.	2 70	3 00
Leeks, dozen	1 50	1 50
Parsnips, bag	0 90	0 95
Sweet Potatoes, basket	2 00	2 00
Marrows, dozen	1 50	1 50
Cal. Cauliflowers, crates, single	2 75	2 75
" " crates, double	5 10	5 10
Paraley, box	6 00	6 00
Sage, per doz.	0 60	0 60
Savory, per doz	0 50	0 50
Can. celery bunch	0 50	0 75
Celery, crate	6 00	6 00
Water cress, large bunches, per bunch	0 15	0 15
Spinach, barrels	4 25	4 25
Green peppers, crate	6 00	6 00
Beets, bag	0 90	0 90
Carrots, bag	0 70	0 75
Spanish onions, large cases	7 00	7 00
Lettuce, early	0 60	0 60
Lettuce, Boston, box	2 00	2 00
Radishes, doz.	0 60	0 60
Horse radish, per lb.	0 15	0 15
Cabbage, bb's	1 50	1 75
" " new, crates	4 10	4 10
Montreal potatoes, bag	0 90	0 90
New Brunswick potatoes	0 90	0 90
Onions large bag	2 50	2 75
Red onions, barrel	5 00	5 00
Turnips, bag	0 60	0 60
Pumpkins, doz.	3 70	3 70
Squash, doz.	2 50	2 50
Brussels sprouts, quart	0 95	0 95
String beans, basket	7 00	7 00
New beets, crate	3 00	3 00

FISH—Owing to large demand prices have advanced slightly on fresh frozen lines. Other lines remain as last quoted, and supplies are, generally speaking, arriving fairly freely.

Fresh and Frozen Fish.

Codfish	0 04	0 04
Qualla salmon	0 07	0 07
B.C. salmon, frozen	0 09	0 10
Haddock, per lb.	0 08	0 08
Fresh halibut	0 08	0 08
Mackerel	0 12	0 12
Dore	0 07	0 08
Steak cod	0 05	0 06
Frozen Grass Pike	0 04	0 05
Whitefish, lb. Tullibees	0 54	0 06
Lake trout	0 09	0 10
Sea trout, lb.	0 10	0 10
Flounders, lb.	0 10	0 10
American live lobsters	0 24	0 24
Bullheads (dressed)	0 10	0 10
New Smelts	0 10	0 10
Sea herring, per 100	1 35	1 45
Large sea herring	1 65	1 75
Ton cods, bbl	1 50	1 50

Smoked—		
Haddies (exp) 15 lb. bxs., per lb.	0 06	0 06
Bloaters, per box, large, Yarmouth	1 10	1 10
Smoked herring, per box	0 17	0 17
Prepared—		
Skinless cod, new, 100 lb. cases	5 25	5 25
Shredded cod, 1 lb. cartons, 2 doz. cartons	1 80	1 80
in box, per box	0 06	0 06
Dry cod, in bundles 112 lb., per pound	0 06	0 06
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes	0 06	0 06
Boneless cod, 20-lb. boxes	0 08	0 08
Boneless cod, 20 lb. boxes	0 09	0 09
Boneless fish, 20 lb. bxs., 2 lb. blocks	0 05	0 05
Boneless fish, 25 lb. bxs., loose	0 01	0 01
Pure cod in crates, 1 and 2 lb. bricks	0 05	0 05
Salted and Pickled—		
No. 1 Labrador herring, bris.	5 50	5 50
" " bris.	3 25	3 25
Large green cod, 100 lbs. bbl.	6 50	6 50
Oysters, bulk, per gallon	1 30	1 30
Standards, bulk	1 40	1 40
" " quart tins, sealed	0 40	0 40
Paper pails, per 100 qt. size	1 70	1 70
Live lobst. 1/2 lb.	0 18	0 18
Standards, 4 cals	6 8	6 8
Selects	7 60	7 60

TORONTO.

GREEN FRUITS—Apples are scarce, and prices are firm, with a good demand. California navel oranges are from 15c to 25c a box higher, with an upward tendency. Bitter oranges for marmalade are plentiful, and of good quality. The first shipment of Messina lemons since the earthquake has arrived, and they are selling at \$3 a box. Strawberries are firm at 60c to 65c a box.

B. Follina, of the firm of Fratelli Follina, fruit exporters, Palermo, Sicily, spent a few days in Toronto this week and made arrangements with W. B. Stringer to represent them in Canada. He is now in New York, but will meet Mr. Stringer in Montreal again this week to make further arrangements to handle their fruit in that city.

While Messina lemons will be off the market for some time, the same lemons are now shipped from Palermo, which is only one hour's run farther away from the lemon-growing district, and they will be called Palermo lemons, from the fact that they are shipped from that point.

Mr. Follina states the unfortunate fact that 90 per cent, of all the fruit exporters of Messina were killed in the earthquake, and also a large number of owners of lemon orchards who had their residences in Messina. The stock of lemons in Messina at the time of the earthquake is estimated at 300,000 boxes, out of which about 3,000 were saved. Besides this loss, the owners of large orchards were killed, large quantities of fruit were left on the trees, and allowed to become over-ripe and useless.

Although this quantity may seem large, it is, after all, a very small percentage of the enormous quantity grown there and, of course, has a very light effect on the value of the lemons. Very few oranges come from Sicily at present, except the bitter oranges, and these grow wild and are only used for marmalade.

Grapes, Almeria, keg	7 00	8 00
Apples, Spies	5 50	6 50
" " Russets	3 70	4 00
" " Baldwin	3 70	4 00
" " Greenings	3 25	4 00
" " Tolman Sweets	3 70	3 50
" " Ben Davis	2 50	3 25

CALIFORNIA ORANGES

Rose Brand—Fancy  
Volunteer Brand—Special

Also extra choice brands.  
Can furnish you with good stock at right prices.

CELERY Both California and Florida.



25-27 CHURCH ST. - TORONTO

CHASE & CO.'S

pack of

Sanford Celery

is coming

FRANC TRACUZZI'S

"St. Nicholas"

and

"Home Guard"

Lemons and Bitters

are fine and going fast

Buy quick from your wholesaler.

J. J. McCabe

Agent

32 Church Street - Toronto



Oranges, Valencia, case.....	3 50	3 74
" Large.....	4 50	
" California naves.....	2 75	3 25
" Messina bitter oranges.....	2 25	2 50
Lemons, Messina.....	3 00	3 25
" California, box.....	3 25	3 50
Bananas, Jamaica, flats.....	1 75	2 00
" Jamaica, eight.....	1 00	1 25
Grape Fruit, Florida, box.....	3 00	3 75
" Jamaica.....	3 00	
Pineapples, Florida, crate.....	3 50	4 00
Strawberries.....	0 60	1 65

VEGETABLES—Full lines of all kinds of vegetables are on the market, which gives it a summerlike appearance, but as soon as prices are mentioned, the summer idea disappears and the fact is realized that we are still in February. Potatoes have been without the slightest change for a good many weeks; the quality is exceptionally good, and the demand well supplied.

Beets, Canadian, bag.....	0 45	0 50
Potatoes, Ontario, per bag.....	0 75	0 80
" sweet, hamper.....	2 00	
" Bermuda, per bushel.....	3 00	
" per barrel.....	9 10	
Lettuce, Boston head doz.....	1 25	
Onions, Canadian, dried, bag.....	0 75	0 90
" Spanish, crate.....	5 00	
" Bermuda, per case.....	4 50	
Tomatoes, California, small basket.....	1 60	
Carrots, per bag.....	0 35	0 40
Cabbage, Florida, new.....	3 25	3 50
Cauliflower, per case.....	4 00	
California celery, per case.....	6 50	
Turnips.....	0 30	0 35
Radi-shes, per dozen.....	0 40	0 45
Sparnch, per bushel.....	1 00	
Egg plants, per doz.....	3 40	
Green peppers, per doz.....	1 60	
Cucumbers, per dozen.....	3 50	

FISH—The fish dealers were all hustling and wearing smiles this week. The fish business has never been so satisfactory. The quality of the fish is splendid, the demand is good and everything connected with the fish trade seems to be satisfactory. One of the jobbers pointing to the stocks ready to go out, expressed it in his own way thus: "It's awful, we hardly know which way to turn; you see meat is pretty high and the people are beginning to find out that fish are cheaper." With Lent at hand, the demand is expected to increase, but the stock on hand is supposed to be sufficient to satisfy all the requirements.

Perch, large, per lb.....	0 06	0 07
Herring, medium, per lb.....	0 04	0 05
" sea, per 1.0.....	2 00	
" lake, per keg.....	4 00	4 25
Whitefish, frozen.....	0 09	0 10
Trout.....	0 9	0 10
Whi fish fresh caught.....	0 13	0 14
Trout.....	0 13	0 14
Cod.....	0 07	0 13
Cod, fresh caught.....	0 07	0 07 1/2
Halibut.....	0 09	
Haddock, frozen, per lb.....	0 07	
" fresh caught.....	0 07 1/2	
Sea salmon, Silver-side.....	0 10	
" ttee head.....	0 13	
Pike.....	0 05	0 06
Pickrel, yellow.....	0 08 1/2	0 09
Herring, Digby, smoked, bundle 5 boxes.....	0 85	
Mack-rel, per lb.....	1 25	
" kippered, 15-lb. box.....	0 10	
Smelt, per pound N. L.....	0 09	0 10
" extra.....	0 12	0 14
Oysters, Long Island.....	1 50	
" medium selects.....	1 75	
" extra.....	1 85	
" shell, per 100.....	1 50	
Cleones, basket.....	1 00	1 10
Finna Hiddle, smoked, 15-lb. package.....	0 07 1/2	0 08
Boneless cod, quail on toast.....	0 05 1/2	
" imperial.....	0 05	
" steak.....	0 07	
Shredded cod, doz.....	8 10	
Arcadia, 24 packages 1 lb. box.....	3 12	
" 12 packages, 2 lb. box.....	2 40	
Acaia cod, case.....	2 40	
" tablets, box.....	1 60	
Bloaters.....	1 15	1 25
Qualla.....	0 09	
Carfish, dressed.....	0 10	
G ld eyes.....	0 05	0 05 1/2

In choosing a clerk, don't forget that politeness is a prime qualification. The polite clerk will bring back customers who are hard to please. He will make friends where you yourself may have failed.

# Florida Celery

First car of season has arrived

## Florida Cabbage and Lettuce

# Fish for Lent

Full stocks of all lines

Orders Solicited

## WHITE & CO., Limited

TORONTO and HAMILTON

## "BUSTER BROWN"

The increasing Canadian Trade has attracted the attention of Fratelli Follina, Packers of the Finest Lemons in Italy, "Buster Brown" Brand, standard sized boxes—White, Waxy Fruit—uniform pack. Prices may be slightly higher but best value. No five or ten dozen poor lemons in a box. Ask for them.

W. B. Stringer, Toronto,

Canadian Representative

## The Best Grown in California

SUNKIST

# "Golden Orange" Brand Navel Oranges

SUNKIST

# "Squirrel" Brand California Lemons

Packed by Arlington Heights Fruit Company, California

We control these two brands for Ontario. One car each just unloaded.

Also one car Extra Fancy

## "Camillia" Brand Navels, from Redlands

All Sizes, and at Rock Bottom Prices

## Hugh Walker & Son

Guelph, Ont.

## Ask for DAWSON'S Banner Brand Table Delicacies

THE DAWSON COMMISSION CO., TORONTO



## MAIL YOUR FISH ORDERS

Wednesday, Friday and Saturday  
are the Fast Days next week.

The **F. T. JAMES CO., Limited**

Church and Colborne Streets, Toronto

Catchers and Wholesale Distributors FISH and OYSTERS

## The "Know-How" That Helps Brunswick Brand Quality.



Having to start with, the finest fish procurable is not in itself sufficient to guarantee the grocer a perfect sea food.

The firm must know just how to pack the fish properly.

That's it—the "know-how." Solve the secret of scientific and sanitary packing, and, with fine fish, other things being equal, the packer can make good.

Not every packer "knows how." We do. Not every packer makes good. We do. Hence the perfection of BRUNSWICK BRAND SEA FOODS. It took us years to learn, but we have succeeded.

**It Is Easiest To Sell Products With Reputation.  
Brunswick Brand Goods Have Reputation.**

# CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons, Quebec; Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; R. G. Bedlington & Co., Calgary; Drexel & Co., Vancouver; J. Harley Brown, London, Ont.



# FISH for LENT!

SECURE SUPPLIES NOW. DEMAND WILL BE HEAVY.

## FROZEN SEA HERRING

OUR LEADER

**Halibut  
Salmon  
Haddock**

**Pike  
Pickerel  
Whitefish**

**Haddies  
Bloaters  
Kippers**

**Labrador Herring—Boneless Cod—Skinless Cod. "Sealshipt" and Bulk Oysters**

**ALL OTHER KINDS IN SEASON**

Low prices—Best quality—Fair dealing. Our new price list now ready. Copies mailed on request.

**"The largest Fish Warehouse in Canada."**

# LEONARD BROS.

(Near Customs House)

**MONTREAL**

## Lent is Here

¶ There will be a lot of fish used by your customers during this period.

¶ Sardines figure largely in household affairs then.

¶ A good suggestion to your trade is

### "King Oscar" Brand of Norwegian Sardines

¶ These sardines are superior to any French or Portuguese brands.

¶ You can prove this by testing. Your customers will thank you for putting them wise to this fact.

**J. W. Bickle & Greening**  
(J. A. HENDERSON)  
Canadian Agents, HAMILTON, ONT.

## Write Us About Handling "Sealshipt" Oysters

We want you to know the advantages of handling "Sealshipt" Oysters and to share our profits. A letter of inquiry will bring you full particulars. You positively can increase your oyster business—your profits—by handling "Sealshipts"—the oysters with the real "sea tang" and that piquancy of flavor that comes of absolute freshness, purity and correct methods of packing. No water. Ice is put around the steel can but does not touch the oysters. You get them just as they come from the sea. No comparison with the old fashioned tub oysters.

"Sealshipt" Oysters will give you increased trade among the class of customers you most desire to have come into your store.

Ask us how you can get an Agency

Agents—Leonard Bros., Montreal; Samuel Egan, Toronto; R. M. Cline, Hamilton; Steele Fruit Co., London; W. J. Guest Fish Co., Ltd., Winnipeg; Winnipeg Fish Co., Winnipeg.

**National Oyster Carrier Co.**  
SOUTH NORWALK CONNECTICUT



## CHEESE FOR THE HOME MARKET

President and General Manager of an Ontario Cheese Factory Tells Why, in His Opinion, Some Culled Cheese Are Used for Home Consumption—Modern Cool Curing Rooms Necessary.

C. B. Meyers, president and general manager of the cheese factory at Bayside, Ont., writes the Grocer on the question of the quality of the supply of home-made Canadian cheese for home consumption. This question was dealt with some time ago by J. A. Ruddick, chief dairy commissioner for Canada, in this journal and was read with interest by grocers. Mr. Meyers says:—

My attention has been called to an article in the Canadian Grocer, regarding the supplying of the Canadian home market with the cull cheese of the factories. In reply I will say in regard to the Bayside factory—the factory I represent as president and general manager—we have never sold any cull cheese to any grocer for the simple reason that since I have been in charge we have nothing but the finest cheese to offer and have sold almost solely for export trade. I might say, however, I have seen cheese offered for sale by retail men that was of a very poor quality. They were culls pure and simple and poorly cured and if put on the public market for export trade they would not bring five cents per pound. I was informed that the same cheese had cost the grocer more than the price goods of the finest quality were selling for on any cheese board in Ontario.

Such practice if allowed to continue must act as a very poor inducement to the expansion of the home consumption of that splendid article of food—the Canadian cheese.

In regard to my own business I must say I have sold very few cheese to the grocery trade until last year. Up to the year 1906 we had the usual curing room and a first class one at that, with cement floors and a splendid sanitary plant but in spite of all we could do, the temperature would rise from 75 to 85 degrees in the middle of summer, and any one knows who is at all familiar with the business that the cheese maker would have to cook his curd longer and salt heavier on account of the heat.

### An Everlasting Cheese.

The result would be a dry crumbly cheese and one that would carry to the end of the earth and last for an indefinite period, but would not be very enticing to the appetite of a human being. In the fall of 1906, Messrs. Publow and Ruddick came to our factory and explained to us the advantages of the cool curing process in cheese making with the result that in the winter of 1906 and 1907 we equipped our factory as they recommended. In regard to the local trade we have sold to that but very few cheese for the reason that what we had were pretty hard and dry and would not be a very good advertisement. But as we are situated only five miles from Trenton and six from Belleville, occasionally someone would get one of our cheese, and although they found no fault they did not seem very anxious about getting a supply all the time. I might say here, that we did not care about the local trade as our maker was satisfying the export

demand. We were getting the top prices on Belleville Board and had had no cuts for inferior cheese since our present maker had been in charge. This is his eleventh year.

### Cool Curing Effect.

In the season of 1907 we had our first experience with the modern cool curing room. Our maker made a much softer cheese and one that did not require as much salt—in fact he tried to make September quality all the time. A few of the local grocers began to get a cheese now and then, the same as in other years and they told me they found they could sell twice as much as the kind they had formerly received from us. The result was that in 1908 I sold several times as many as the year before. In fact I kept several retailers supplied for the entire year. Now as we salesmen are paid by the year to sell on the cheese Boards of the country we do not try to cultivate the home trade to any extent. That trade we leave to those unfortunates who have either a poor maker or bad flavors in his make and cannot sell on the Board at top prices. And I take it that it must be the superior class of cheese for our home trade that brought about such an unlooked for demand for our goods. In conclusion I must say that from what the grocers who have dealt with us tell me, that, if grocers would be more careful where they purchase their supplies and secure them only from factories with up-to-date plants—and there are plenty of them—they would have a better flavored and a moister class of cheese. It would be better for themselves by creating a larger demand and thereby creating a much larger home market for the products of one of our main industries—the cheese industry of Canada.

### A LARGE LEMON.

In a hot house in Cape Breton a lemon of an unusually large size was picked recently. It measured fully 10

inches in circumference and was a healthy looking specimen. A curious circumstance is that the tree was grown from an orange pip and the lemon tree afterwards grafted on.

### PEACH CROP NOT A FAILURE.

A correspondent from Winona, Ont., in reference to the recent startling reports about the failure of the 1909 peach crop, owing to the peculiar weather, writes the Canadian Grocer: "I think the newspapers must keep the type standing all the time and use such misleading rumors about this time every year and also after a cold day in June. Growers here declare that if half the buds were really killed there would be more than enough left, and the peach fruit is of a far better quality when the yield is not too numerous."

## 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

Highest price paid for  
**DRIED APPLES**  
**O. E. ROBINSON & CO.**  
Established 1850  
**Ingersoll - Ontario**  
WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9  
**Dried Apples**

Shipments Solicited  
Settlements Prompt

**W. A. GIBB COMPANY**  
HAMILTON  
JAMES SOMERVILLE, Manager



**Abolish Waste—Save Money**

Eureka patented system of Dry Air circulation is superior to anything else in use. Thousands of grocers, butchers, and others, in all parts of the Dominion testify to this. You handle perishable goods—Milk, Butter, Cooked Meats, etc., and a

**EUREKA REFRIGERATOR**

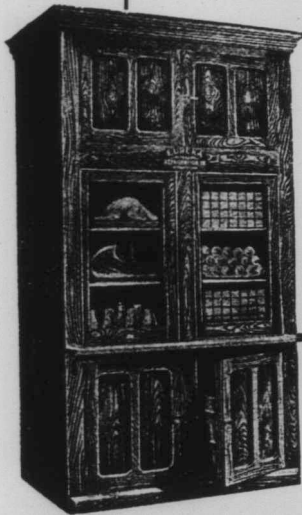
will add to your profits by keeping perishable foodstuffs in good condition until the last ounce is sold. All Eureka Refrigerators are strongly built and handsomely finished.

Prices from \$33.00 up

Write us to-day for our complete catalog.

**Eureka Refrigerator Co., Limited**

54 and 56 Noble Street  
Toronto, - - Canada



**“Mephisto”**

The Finest Brand of Lobsters put up—

**Selected Stock  
Cleanly Packed  
Lined Tins**

Nothing to destroy or impair the natural fresh flavor of fresh Lobsters.

Every can is sold with a guarantee.

Sold from coast to coast by wholesale grocers in Canada.

SOLE PACKER:  
**Fred Magee,**  
Port Elgin, N.B., and  
Pictou, N.S.

**LANGLEY WARE**



Egg Poacher



Sauce Pan



Stew Pot



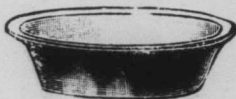
Milk Boiler



Bake Pie Dish



Jelly Mould



Oval Baker



Entree Dish

In Plain, Green and Brown

Sole Agents for Canada

**CARVETH and COMPANY** Manufacturers Agents

600 Lindsay Building, - MONTREAL

**Quaker Salmon**

Talls \$2.00

Flats \$2.15

For absolute quality you certainly cannot beat this brand.

Stock it up now, for you can sell a great amount of it during Lent.

Obtainable from

**Mathewson's Sons**

Wholesale Grocers

202 McGill Street - - Montreal

## THE GROCER'S ENCYCLOPEDIA

**The Manufacture of Malt Vinegar and Why it is Best for Table Use—Made From Barley Malt—Spurious Vinegars on the Market—Canada Manufactures Some.**

**MALT VINEGAR.**—Every household has its vinegar supply and every house-keeper knows there are different kinds of vinegar used. But everybody does not appreciate why certain kinds of vinegar are used at times in preference to others.

Malt vinegar, made from barley malt, is one of the most important, and every grocer should know something about its manufacture, as it is the one widely used for the table. Why it is best for such should be known by all salesmen.

The developments of recent years in cereal food products have scientifically demonstrated that the malting of cereals gives them a most healthful effect upon the digestive organs of the human system.

The malting of grain signifies the artificial doing of that which nature does in reproducing grain of its species. The process consists of first steeping the grains in vats of water, to extract from them the impurities attached to the hulls, after which the water is run off and the grain is spread upon floors of tile, where it soon begins to germinate in the same manner as when planted in the soil. As soon as the germ or root sprout develops, its further growth is checked, and at the same time the germs are kept intact by an intricate drying process, through which all moisture is gradually exhausted.

When thoroughly dry, the grain becomes known as malt, and is ready for brewing, which is the process of developing the extract from the starch and the germ which the malted grain contains.

### Malt Extract.

In brewing the malt, after being crushed, is again placed in vats, where, mixed with water and subjected to heat, the starch, acted upon by the germ, is converted into a sweet liquid called "wort" or malt extract.

Up to this point the process is the same for making the malt extracts so generally recommended by physicians, as for making malt vinegar. Beyond this point the similarity of treatment ceases; and as we have only to do with vinegar, we will discuss the treatment of malt extract from a vinegar standpoint only.

In preparing malt extract for transformation into vinegar, all albuminous matters are first removed by boiling, after which alcohol is developed from the sugar contained in it by fermentation. When the process of fermentation is complete, the liquid is drawn off into air-tight vats; here an after-fermentation and the precipitation of all yeasty matters take place; the fermented liquid remaining in these vats for several months before being carried to refining tanks.

The next step is to the generators for the development of its natural acidity, which is brought about by the contact of the liquid with oxygen contained in the air. After this process the liquid must again pass through the refining and clearing tanks, finally coming out a bright, clear, brown vinegar.

In malting barley, a very agreeable aroma develops, which is retained through all the subsequent processes, and which finally serves to give finished malt vinegar its fine, aromatic flavor in which quality, as well as purity and wholesomeness, it is notably superior.

### Age is Required.

In common with all other vinegars, malt vinegar requires age, and until it has been stored for at least one year it is not considered good for use.

It is known to the trade that the market has many spurious vinegars, some of them dangerous to the health. The grocer should make it a point to see that he gets the kind he pays for, and he therefore can be certain as to quality and can make the quality a strong selling point.

Although Canada has some ten or dozen vinegar manufacturing establishments not all of these manufacture malt vinegar.

### IN A NEW STORE.

M. L. Fingland, grocer, of Brampton, has moved into a fine new store across the way from his old stand. He has fitted it with the most modern fixtures and put in a plate glass front, making it in every way a thoroughly up-to-date store. In addition to his fine stock of quality groceries and fruits Mr. Fingland has added a stock of boots and shoes. He has the good wishes of a large circle of friends in his new venture.

H. Laporte, of Laporte Martin & Co., Montreal, called at the Toronto office of the Grocer during the week. He was on a business trip through Ontario to Chicago and other United States cities.

**ALL ABOARD  
GET READY TO SUPPLY THE  
DEMAND FOR**

# GREAT WEST

**CUT PLUG  
SMOKING and CHEWING  
TOBACCO  
SALES INCREASING DAILY**

## CLAY PIPES

None Equal. Insist upon McDougall's.  
There IS a difference.

**D. McDOUGALL & CO.,** Glasgow, Scotland

## PIPES — CIGARS — TOBACCO

Merchants procuring their smokers' articles from the house of

**JOS. COTE, QUEBEC**

are always certain of getting value for their money.

Assortments always ample—Prices are based on practical knowledge of each article.

Calls and correspondence solicited.

Office & Store	188 St. Paul St.
Warehouse	119 St. Andre St.
Branch	179 St. Joseph St.

Tel. Up 2076 Tel. East 5964

**YOUNG'S PATENT PIPE**  
in Seven Shapes

**W. J. GRANT**

Sole Agent for Canada

506 Lindsay Building, MONTREAL.

# BLACK WATCH

**The Big Black Plug  
Chewing Tobacco.**

**Already a Big Seller**

**Sold by all the Wholesale Trade**





# "ENTERPRISE"

Grocers testify that when they install the

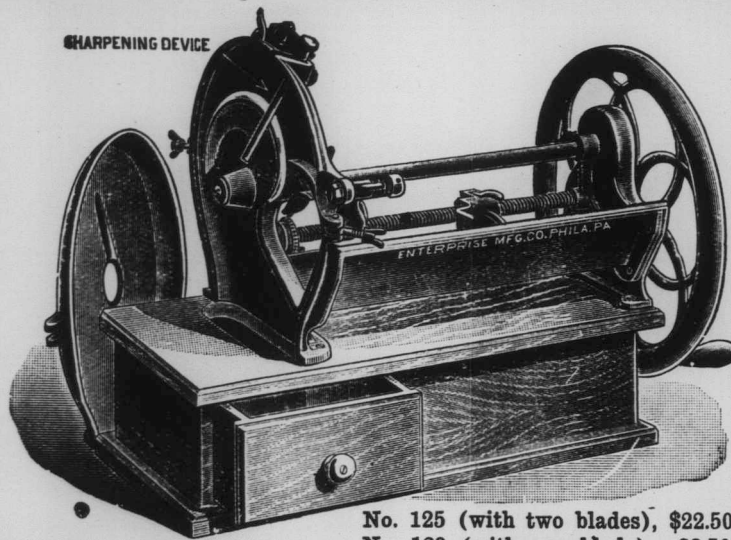
**"ENTERPRISE"**  
Rotary Smoked Beef Shaver

sales of smoked beef showed a marked increase.

Of course they did.

The easier you make selling and buying—the better for business.

SHARPENING DEVICE



Observe the Sharpening Device, the drawer for storing sliced beef; note that the feed is readily regulated to cut from the thinness of tissue paper to 1.8 inch for the No. 125 and from 1.40 to 1.4 inch for the No. 129.

"Enterprise" Smoked Beef Shaver No. 23, Japaned, at \$8.00; cuts evenly with a pendulum stroke. Write for our latest catalogue of "Enterprise" goods for grocers.

The Enterprise Mfg Co.,  
of Pa.  
Philadelphia, U.S.A.

New York San Francisco  
21 Murray Street 438 Market Street

No. 125 (with two blades), \$22.50.  
No. 129 (with one blade), 22.50.

## BUILDS BUSINESS

### Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT—WHY NOT ?

# "Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured  
from

Imported Leaf Exclusively

## The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

## THE WALKER BIN SYSTEM OF GROCERY STORE EQUIPMENT

has become a large factor in meeting the demand for pure, clean food products and the public is not slow in showing its appreciation. A Walker Bin installation will mean a great deal to your regular and transient customers and to you it will mean **LARGER BUSINESS—BETTER SERVICE—REDUCED EXPENSE** and **LARGELY INCREASED PROFITS.**

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

Representatives:

Manitoba: Stuart Watson & Co., Winnipeg, Man.  
Saskatchewan and Alberta: J. C. Stokes, Regina, Sask.  
Montreal: Kenneth H. Munro, Coristine Bldg.

**The Walker Bin and Store Fixture Co., Limited**  
Designers and Manufacturers of **Berlin, Ontario**  
Modern Store Fixtures

—BUY—

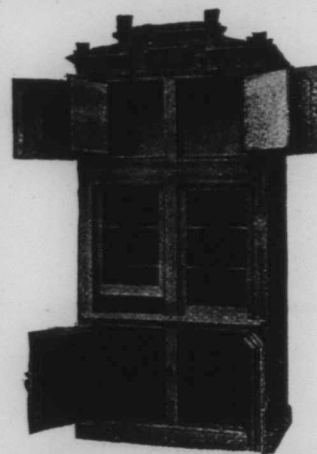
# Star Brand

## COTTON CLOTHES LINES

—AND—

## COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.  
For Sale by All Wholesale Dealers.  
SEE THAT YOU GET THEM.



### 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

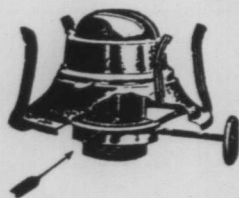
MANUFACTURERS:

**JOHN HILLOCK CO., Limited**  
TORONTO, ONT.

WRITE FOR CATALOG

TALKING POINTS FOR DEALERS  
— ON —

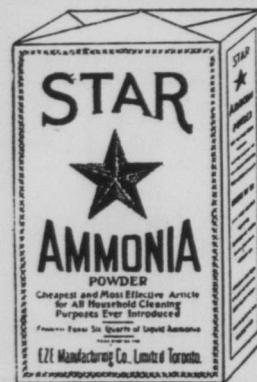
## BANNER, CANADA, ONTARIO and HICONE LAMP BURNERS



The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects, or charred portions of wick may collect thus becoming saturated with oil and liable to catch fire. OURS DON'T.

Manufactured by


**ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.**



## Star Ammonia

*Is perfection of production in a neat and attractive package.*

**IT SELLS**



## 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.



## 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.



**Mr. Grocer**—Do you want to make money—here is a chance—to make it easily, quickly, and lots of it—Do you for any reason wish to take up this very

profitable line—That will net you a good income, as well as increase your sales in other lines—If you do read this. Every house-keeper dreads ironing day, especially so when she has a lot of shirt-waists, men's shirts, collars, cuffs, etc. to iron, she always wants to obtain a high grade finish, equal to first class laundries. She of course asks the grocer for advice—in return he offers her the common wax—She knows it is impossible to do good work with common wax—So she walks away—one customer lost.

Now where she can procure an article of this merit—that reduces ironing time by half—reduces labor to a minimum—adds to the finish of clothes—and makes ironing a day of pleasure—There she is sure to do her buying—and leave her order for other things. The Kaiser Wax Pad and Iron Cleaner is used in more than a million homes, read what users say.—

Chicago, Jan. 4th, 1909

To whom it may concern,—

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 yours

Mrs. T. Ohmes, D.S.C.L.O.T.M., 937 W. Adams St.

**Mr. Grocer**

We do not want you to order until you have convinced yourself of the merits of our Kaiser Wax Pad and Iron Cleaner—Send us your name and address and jobber you do business with and we will send you one free of charge so that you may try it yourself and be convinced—Is this fair enough?



PATENT APPLIED FOR

Manufactured by

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

Dept. 54

Canadian Agents :

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

**Variety is the Spice of Life**

**W**HETHER in work, pleasure or play it relieves monotony and adds attractiveness to any pursuit.

Nowhere is this more in evidence than in the matter of reading and in the contents of the Busy Man's Magazine there will be found each month a wide range of subjects, much that will appeal to all classes.

The following contents of the March number will prove most timely.

*System and Business*

- Revolutionizing an Industry.
- The Virtue of Thrift.
- Agricultural Co-operation in Denmark.
- Fitness in the Business Race.
- The Business End of Polar Exploration.
- The Human Factor in Business Efficiency.

*Political and Commercial Affairs*

- Let the People Know.
- Ye Story of Caviare.
- Who Owns the United States?
- Romance of a Famous Mining Camp.
- Life Stories of Successful People*
- The Romance of the Rothschilds.
- Memoirs of a Great Editor.
- Brown of the New York Central.
- From Apprentice to Baronet.
- Hugh Chalmers of Detroit

*Short Stories*

- The Other Self of Jimmie Thrums Oriented.
- Miscellaneous*
- Men and Events in the Public Eye.
- An Understudy to a Queen.
- Motor Cars for the Millions.
- Towered Cities.
- Men of the Sky.
- The Book of the Month.
- Contents of Other Magazines.

On sale at all Newsstands

20 cents a copy.

\$2.00 per year.

**Busy Man's Magazine**

MONTREAL

TORONTO

WINNIPEG



QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder.

W. H. GILLARD & CO.

Diamond—		
1-lb. tins, 2 doz. in case		\$2 00
1-lb. tins, 3 " "		1 25
1-lb. tins, 4 " "		0 75
IMPERIAL BAKING POWDER.		
Cases.	Sizes.	Per doz.
4-doz.	10c.	\$0 85
3-doz.	5-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
1-doz.	24lb.	10 50
1-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 60
4 " "	3 " "	0 75
4 " "	2 " "	0 95
4 " "	12 " "	1 40
2 " "	12 " "	1 45
4 " "	16 " "	1 66
2 " "	16 " "	1 70
1 " "	24-lb.	4 10
1 " "	5 " "	7 50
2 " "	5-oz.	Per case
1 " "	12 " "	\$4 55
1 " "	1E "	



ROYAL BAKING POWDER

Cases.	Sizes.	Per Doz.
10c.	1 lb.	\$ 0 95
5-oz.	1 lb.	1 40
6-oz.	1 lb.	1 95
4-lb.	1 lb.	2 55
12-oz.	1 lb.	3 85
1 lb.	1 lb.	4 90
3 lb.	1 lb.	15 60
5 lb.	1 lb.	22 35

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

CLEVELAND'S BAKING POWDER.

Cases.	Sizes.	Per Doz.
10c.	1 lb.	\$ 0 93
5-oz.	1 lb.	1 35
6-oz.	1 lb.	1 90
4-lb.	1 lb.	2 45
12-oz.	1 lb.	3 70
1 lb.	1 lb.	4 65
3 lb.	1 lb.	13 90
5 lb.	1 lb.	21 65

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

T. KINNEAR & CO.

1-lb. tins, 2 doz. in case	\$1 20
1-lb. " 2 " "	0 80
1-lb. " 4 " "	0 45

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 40
1-lb. " " "	1
1-lb. " " "	0 8

Blue.

Keep's Oxford, per lb.	\$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, 1/2 gross box	2 00

Cereals

H-O COMPANY, ROCHESTER, N.Y.

Per case.	Per case.
Porco, 36s.	\$1 50
Korn-Kinks, 31s.	1 45
Presto, 32s.	3 40
Pancake, 36s.	3 50
Tapioca, 36s.	2 85
Hominy, 36s.	2 50

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, \$3 60.

The King's Food, 2-doz. in case, per case, \$5.

White Swan Barley Crisps, per doz., \$1.

White Swan Self-rising Buckwheat Flour, per doz., \$1 20.

White Swan Self-rising Pancake Flour, per doz., \$1 20.

White Swan Wheat Kernel, per doz., \$1 40.

White Swan Flaked Rice, per doz., \$1.

White Swan Flaked Peas, per doz., \$1.

Chocolates and Cocoas.

THE COWAN CO., LIMITED

Perfection 1-lb. tins per doz.	\$4 75
Perfection, 1-lb., per doz.	2 40
" 1-lb., per doz.	1 30
" 10c. size " "	0 90
5-lb. tins per lb.	0 37
Condensed cocoa, cream and sugar, 2 lbs.	2 25
Soluble, bulk, per lb.	0 55
London Pearl per lb.	0 15
Special quotations for Cocoa in bbls., kegs, etc.	
Unsweetened Chocolate—	
Plain Rock, 1-lb. cakes, 12-lb. boxes.	0 40
1-lb.	0 40

EPF'S.

Agents, C. E. Colson & Son, Montreal.

In 1/2 and 1-lb. tins, 14-lb. boxes, per lb.	0 85
Smaller quantities	0 87



Sweet Chocolate—

Queen's Dessert, 1-lb. cake, 12-lb. boxes, per lb.	\$0 38
Queen's Dessert, 5s, 12-lb. boxes, 20 doz.	\$0 40
Vanilla, 1-lb. 12-lb. boxes per lb.	\$0 35
Parisian 8s, 1b.	\$0 30

Royal Navy, 1/2's, 1/4's, 12-lb. boxes per lb.

1 lb.	0 33
1/2 lb.	0 24
1/4 lb.	0 25
1/8 lb.	0 28

Things for cake—

Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, in 1-lb. pkgs., 1/2-doz. in case.

Chocolate—

Maple buds, 5-lb. boxes, lb.	0 31
Vanilla wafers, " "	0 35
" nonpareils, 5-lb. box	0 35
" 2s, 5-lb. boxes, lb.	0 28
" 2s, nonpareils " "	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

BEWLEAF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case	per doz., \$ 90
" " " " "	2 40
" " " " "	4 75
" " " " "	9 00

JOHN F. MOTT & CO.'S

R. S. McIndoe, Agent, Toronto.

Arthur M. Loucks, Ottawa.

J. A. Taylor, Montreal.

Jos. E. Huxley, Winnipeg.

R. J. Bedington & Co., Calgary, Alta.

Standard Brokerage Co., Vancouver, B.C.



Mott's breakfast cocoa, 1/2 size 90 per dz.

breakfast cocoa, 1/2's	0 38
" " " " "	0 38
No. 1 chocolate, 1/2's	0 32
Navy " " "	0 29
Vanilla sticks, per gross	1 00
Diamond chocolate, 1/2's	0 24
Plain choice chocolate liquors	0 32
Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, 1/2 and 1-lb. cakes	\$0 38
Breakfast cocoa, 1-5, 1/2, 1 and 5-lb. tins	0 41
German Sweet chocolate, 1/2 and 1-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-5 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6 lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda) 1-lb. tins	0 38
Cracked cocoa, 1-lb. pkgs., 6-lb. bags	0 34
Caracas tablets, 100 bundles, tied 1/2s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases.	Per lb.
1 lb. packages	0 26
1 lb. " "	0 27
1 lb. " "	0 28
1 and 1/2 lb. packages assorted	0 26
1 and 1/2 lb. " "	0 27
1/2 lb. packages assorted in 5 lb. boxes	0 28
1 lb. " "	0 29
1 lb. " " in 5, 10, 15 lb. cases	0 30

Bulk—

15 lb. pails and 10, 25 and 50 lb. boxes.	Falls.	Tins.	Bbls.
White Moss	0 10	0 11	0 17
Best Shredded	0 18	0 18	0 18
Special Shred	0 17	0 15	0 15
Ribbon	0 19	0 17	0 17
Macaroon	0 17	0 15	0 15
Deicated	0 16	0 10	0 10

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—

Featherstrip, pails.	0 18
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

Cases. Doz.	
"Eagle" brand (4 doz.)	\$6 00 \$1 50
"Gold Seal" brand (4 doz.)	5 00 1 25
"Challenge" brand (4 doz.)	4 00 1 00
Evaporated Cream—	
"Peerless" brand evap. cream	4 70 1 20
hotel size	4 90 2 45



TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.) \$4 85

Reindeer brand per case (4 doz.) 5 75



Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	\$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jar, ground	0 30
German Dandelion, 1 and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole

0 40	0 30
------	------

JAMES TURNER & CO. Per lb.

Meccs	\$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12
PATERSON'S "CAMP" COFFEE ESSENCE	
Agents, Rose & Lafamme, Montreal and Toronto.	
5 oz. bottles, 4 doz. per doz.	1 75
10 " " " "	3 00
Rep. quarts, 1 " "	6 50
Imp.	9 00

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb	
Mo-Ja, 1-lb. tins 30c. lb.	
Mo-Ja, 1-lb. tins 28c. lb.	
Mo-Ja, 2-lb. tins 28c. lb.	

Cafe des Epicures—1-lb. fancy glass jars, per doz., \$3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., \$4.

Presentation, with 3 tumblers, \$10 per doz.

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	\$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese.—Imperial

Large size jars, per doz.	\$3 25
Medium size jars, " "	4 50
Small size jars, " "	2 40

Individual size jars, per doz. 1 00

Imperial holder—

Large size, doz. 18 00	
Med. size " 17 00	
Small size " 12 00	

Roquefort—

Large size, doz.	2 40
Small size, " 1 40	

Peanut Butter.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	\$3 50 each
Small " " 50 " "	3 60 " "
Assorted, cases, 25 small, 12 large	3 55 " "

Net 30 days.

Confections

THE COWAN CO., LTD.

Cream Bars, 60s, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box	1 35
" " 10c cakes, 36 in box	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds 5-lb. boxes, lb.	0 36
Nut Milk Chocolate, 1-lb. cakes, 12-lb. box, lb.	0 40

These prices are F.O.B. Toronto.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemin & Fils, Montreal \$2, \$3, \$5, \$10, \$15 and \$20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each (3)
500 books to 1000 books	13

For numbering cover and each coupon, extra per book 1/4 cent.

Cleaner.

Per doz.	
4-oz. cans	\$ 0 90
6-oz. " "	1 35
10-oz. " "	1 85
Quart " "	3 75
Gallon " "	10 00

Wholesale Agent

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & OIE, LTD.

Vite's Pasteurized Extract of Beef. Per case. Bottles 1-oz., case of 3 doz.

\$3 20	
3 00	
4 50	
4 75	
9 00	

THOMAS J. LIPTON

Prices on application.

Infants' Food.

Robinson's patent barley 1-lb. tins

\$1 85	
1 35	
1 25	
2 25	

"Mephisto" and "Purity" Canned Lobsters.

1 flat	\$4 40	4 10
" "	2 30	2 40
" "	1 40	1 50

Flavoring Extracts

SHIRIFF'S

1 oz. (all flavors), doz.	1 00
2 " " " "	1 75
3 " " " "	2 00
4 " " " "	3 75
5 " " " "	5 50
10 " " " "	10 00
15 " " " "	18 00

Discounts on application.

Jams and Jellies.

BATON'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Lafamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 30

THOMAS J. LIPTON

Prices on application.

T. UPTON & CO.

Compound Fruit Jam—

12-oz. glass jars, 3 doz. in case, per doz.	\$1 00
3-lb. tins, 2 doz. in case	0 74
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 07
7 wood pails, 6 pails in crate, per lb.	0 07
20-lb. wood pails	0 06

Compound Fruit Jellies—

12-oz. glass jars, 3 doz. in case, per doz.	1 00
3-lb. tins, 2 doz. in case per lb.	0 07
7 wood pails, 6 pails in crate, per lb.	0 0



## 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.

### SITUATION VACANT.

WANTED—Bright, ambitious, active young man, with experience in selling grocers' specialties to Ontario trade. Give full particulars. Box 290, CANADIAN GROCER, Toronto. [8]

### FOR SALE.

FOR SALE—Town, city, rights for preserving eggs. None better; fortune builder. Start this spring. W., care GROCER, Toronto. (14p)

### DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Pay Street, Room 116, Toronto, Canada.

### 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 Grocers—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price \$2.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, \$2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, \$2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, \$2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, \$2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

THE GROCERS' 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.

### SITUATIONS WANTED.

CLERK desires engagement in general store, capable and reliable. North-West preferred. Box No. 291 CANADIAN GROCER, Toronto.

TEA TASTER, BLENDER, Coffee, Cocoa and Chicory manufacturer, advertiser with 16 years' experience seeks engagement as buyer and manager of department with wholesale company. Address Stirling, 37 Jameson Ave., Toronto. (p.ttd)

WANTED—A position as clerk in grocery store. Have had five years' experience. Willing to work and strictly temperate. Can furnish the best of references. Apply to Lorne Sweetman, Bracebridge, Ont. (8)

WANTED—By young grocer, position in Cobalt store or vicinity. Thoroughly experienced. Open to buy interest in business. Reasonable salary to commence. Address Box 292, CANADIAN GROCER, Toronto. [10p]

SUCCESSFUL store manager desires change; high grade expert, excellent testimonials. Correspondence invited. Box 293, CANADIAN GROCER, Toronto. [12p]

### 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 Steam-fitter, 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.

WANTED—Manufacturers' agents or jobbers in the butchers' and grocers' supply lines to handle the Arctic Refrigerator for British Columbia and the Maritime Provinces. Write at once and get ready for the spring rush. John H. Lock & Co., Limited, Toronto, Ont. (9)

### MISCELLANEOUS.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. Busy Man's Magazine, Montreal, Toronto, Winnipeg.

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.

IT PAYS FOR ITSELF.—The money you are now losing because you haven't a National Cash Register would pay for one in a short time. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., 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)

IF you are looking for a side line to add to your business, there is none better than COLUMBIA GRAPHOPHONES, Double Disc Records (which means two records for a single price) and Indestructible Records (that will not break or wear out no matter how much you abuse them). The Columbia Phonograph Company is the only firm that manufactures both Disc and Cylinder Machines and Records, therefore, a Columbia dealer has the advantage over all others, as he can furnish his customers with what they want while his competitor has to sell them what he has or lose the sale, which he generally does where there is a Columbia dealer. Are Columbia goods sold in your town? If not, why not? Do you want the exclusive agency? (remember exclusive). You had better write to-day or some one else in your town will read this advertisement and beat you to it. A postal will bring catalogues and full information free. Write to-day. Do it now. TORONTO PHONOGRAPH CO., Limited, Exclusive Columbia Jobbers, 40 Melinda St., Toronto, Canada.

## Do You Want to Buy

### A BOILER, ENGINE OR MACHINERY?

If you are a subscriber of CANADIAN GROCER, you can insert a notice free in

## CANADIAN MACHINERY

TORONTO MONTREAL

### Salesmen Wanted!

Be a high grade Traveling Salesman and earn from \$1,000 to \$10,000 a year and expenses. We will prepare you by mail in eight weeks to be one and assist you to secure a good position. Hundreds of our graduates now holding good positions we secured for them, with reliable firms. Many who had no former experience now earn \$100 to \$500 monthly and expenses. If you want to secure a good position and increase your earnings our Free Book, "A Knight of the Grip" will show you how. Send for it today. Address nearest office, Dept. 287 NATIONAL SALESMEN'S TRAINING ASSOCIATION, Chicago, New York, Kansas City, Minneapolis, San Francisco.





**THE BEST ADVERTISING COPY** we have ever used is appearing in the best women's periodicals with millions of circulation this season. You are sure to be in the best of company when you urge the sale of **RISING SUN** Stove Polish in Cakes and **SUN PASTE** Stove Polish in Tins. They are both old friends of the housekeepers. They yield a good margin

for your profit. Our goods are preferred above all others by those who have used them and you make friends for yourself as well as for us when you push them.

**MORSE BROS., Props.** - **Canton, Mass., U.S.A.**

**BANISH  
"BLUE MONDAY"**

**SELL**

**SUNNY MONDAY**

to customers and make them **YOUR** customers.

Your stock is not complete without our new **LAUNDRY SOAP**

**SUNNY MONDAY**

**SUNNY MONDAY** is made almost entirely from vegetable oils with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

**YOUR CUSTOMERS** should try it and avoid the aching backs which cause "Blue Monday."

**SUNNY MONDAY  
SAVES LABOR, TIME, CLOTHES  
FUEL, TEMPER, MONEY**

THERE IS PROFIT IN IT FOR YOU

**"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."**

**Worms in Horses and All Live Stock**

The eradication of worms from horses and other animals is one of the most striking features of **Molassine Meal**, and is proof of its unique properties. When

**MOLASSINE MEAL**

is used regularly—although it is quite free from arsenic or drugs—in consequence of its antiseptic properties, all foul or putrid matter is evacuated, worms cannot live, and are naturally expelled.

A food which has effects like this must command the attention of all persons interested in the feeding of horses and cattle.

*Sole Importer*

**ANDREW WATSON**

91 Youville Square - - MONTREAL



**CAPSTAN BRAND  
PURE MINCE MEAT**

**Package Mince Meat**  
Put up in 1/4 gross cases

Bulk in 7-lb. Pails,  
1/2 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.**



30-lb. wood  
Pure assort  
doz. in



As  
MaoLare



Assorted  
Lemon  
Orange  
Raspber  
Strawber  
Chocolat  
Cherry  
Peach  
Weight 7

The GES



Fr  
Less than  
Five case



**These  
are  
the  
Goods**

**Have you  
a Good  
supply?**

AGENTS:  
Rose & Laflamme, Limited  
Montreal and Toronto



# ECONOMY

is successfully combined  
with high quality in

## PATERSON'S WORCESTER SAUCE

It sells for less than other  
high-grade sauces. That  
is one of the reasons it is  
so popular with prudent  
housekeepers.

ROSE & LAFLAMME  
LIMITED

Agents, Montreal and Toronto



30-lb. wood pallets ..... 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. \$8.60  
Assorted Case, Contains 2 doz. \$1.80  
Lemon (Straight) Contains 2 doz. \$1.80  
Orange (Straight) Contains 2 doz. \$1.80  
Raspberry (S. right) 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, 8d class.

### Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:  
Less than 5 cases ..... \$ 25  
Five cases, or over ..... \$ 15



List price  
'Shirriff's' (all  
flavors), per doz. 0 90  
Discounts on ap-  
plication.

THE ROBERT GREIG  
COMPANY.

White Swan, 15  
flavors. 1 doz. in  
handsome counter  
carton, per doz., 90c.



### Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD  
LARD COMPOUND.

Tierces.....\$0 10  
1-bbls. .... 0 10  
Tubs, 60 lbs. 0 10  
20-lb. Pails. 2 20  
20-lb. tins.. 2 10  
Cases 3-lb.. 0 11  
" 5-lb.. 0 10  
" 10-lb.. 0 10

F.O.B. Montreal.

### Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper.... per lb. 80 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 2 00  
" " (fancy boxes 40) per box 1 50  
Tar licorice and Tolu wafers, 5-lb.  
cans ..... per can 2 00  
Licorice lozenges, 5-lb. glass jars.... 1 75  
" 20 5-lb. cans..... 1 50  
" Purity" licorice 10 sticks..... 1 45  
" " 100 sticks..... 0 75  
Dulce large cent sticks, 100 in box....

### Lye (Concentrated)

GILLETT'S PERFUMED. Per case

1 case of 4 dozen..... \$3 40  
3 cases of 4 dozen..... 3 50  
5 cases of more ..... 3 40

### Marmalade.

J. W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars  
1, 4, 5 and 7 lb. tins.  
Orange Jelly Marmalade, 1 and 2 lb. glass  
5 and 7 lb. tins

Preserved Ginger Marmalade, 1 lb. glass jars.  
Pineapple " 1 " "  
Green Fig " 1 " "  
Green Fig and Ginger " 1 " "  
Lemon " 1 " "  
Grape Fruit " 1 " "  
Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case... per doz \$1 00  
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 30  
4-lb. tins, " " 4 45  
7-lb. " " " 7 35  
"Sbrredd"—  
1-lb. glass, doz.... 1 90  
2-lb. " " " 3 10  
7-lb. tins, " " 8 25



THOMAS J. LIPTON

Prices on application

### Mince Meat

Wetley's condensed, per gross net... \$15 00  
" per case of 4 doz. net ..... 3 00



ST. CHARLES CO.  
DENNING CO.

### PRICES:

St. Charles Cream  
family size, per case  
..... \$4.70  
Ditto, hotel, 4.80  
Silver Cow Milk 5.00  
Purity Milk... 4.70  
Good Luck... 4.40

### Mustard

COLMAN'S OR KEEN'S  
D.S.F. 1-lb. tins..... per doz. \$ 1 40  
" 1-lb. tins..... 2 50  
" 1-lb. tins..... 5 00  
Durham 4-lb. jar..... per jar 0 75  
" 1-lb. jar..... 0 25  
F.D. 1-lb. tins..... per doz. 0 85  
" 1-lb. tins..... 1 45

### Olive Oil

LAPORTE, MARTIN & CIE., LTD.  
Minerva Brand—  
Minerva, qts. 12's ..... \$ 5 75  
" pts. 24's ..... 6 50  
" 1-pt. 24's ..... 4 25

### Sauces

PATERSON'S WORCESTER SAUCE  
Agents, Rose & Laflamme, Montreal and  
Toronto  
1-pint bottles, 3 & 6 doz., per doz. .... 0 90  
" 3 doz ..... 1 75

THOMAS J. LIPTON  
Prices on application

### Soda

COW BRAND

Case of 1-lb. contain  
ing 60 packages, per  
box, \$3.00  
Case of 1-lb. con-  
taining 120 pkgs. per  
box, \$3.00  
Case of 1-lb. and 1-lb.  
containing 30 1-lb.  
and 60 1-lb. pk. s, 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. " ..... 3 75  
No. 3, " 30 1-lb. " ..... 3 75  
" 60 1-lb. " ..... 3 75  
No. 5 Magic soda—cases 100—10-oz. pkgs.  
1 case ..... 3 55  
5 cases ..... 3 75



# SOME LIKE ONE, SOME ANOTHER

Of our different brands of Coffees.

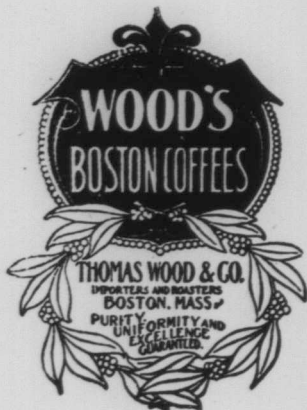
Let your customer decide on the brand, and we will back you up in suiting him every time whether that "time" is the first purchase or the fiftieth.

In our list the coffee drinker finds everything that is GOOD in coffee to select from. Why say more?—except to remark that

## WOOD'S COFFEES

Have for thirty years maintained the highest standard for even and uniform excellence. That is their record.

Canadian Factory and Salesrooms:  
No. 428 St. Paul Street, - MONTREAL



**Soap and Washing Powders.**  
A. P. TIPPET & CO., Agents.  
Margarole soap, colors ..... per gross \$10 30  
" black ..... " 15 30  
Oriole soap ..... " 12 00  
Gloriosa soap ..... " 12 00  
Straw hat polish ..... " 12 00



3 doz. to box ..... \$3 45  
6 doz. to box ..... \$6 90  
30 days.



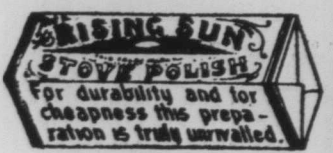
1 Box Price ..... \$1.00  
5 Box Price ..... \$4.90  
Freight paid on 5 box lots.

**EDWARDSBURG STARCH CO., LIMITED.**  
Laundry Starch—  
No. 1 White or blue, 4-lb. cartons ..... per lb  
No. 1 " " 4-lb. " " .....  
Canada laundry ..... 0 06  
Silver gloss, 5-lb. draw-lid boxes ..... 0 08  
Silver gloss, 8-lb. tin canisters ..... 0 08  
Edward's silver gloss, 1-lb. pkg. .... 0 08  
Kegs silver gloss, large crystal ..... 0 08  
Benson's satin, 1-lb. cartons ..... 0 08  
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

**BRANTFORD STARCH WORKS, LIMITED.**  
Ontario and Quebec.  
Laundry Starch—  
Canada Laundry, boxes of 40-lb. \$0 06  
Acme Gloss Starch—  
1-lb. cartons, boxes of 40 lb. .... 0 04  
Finest Quality White Laundry—  
5-lb. Canisters, cases of 48 lb. .... 0 07  
Barris, 200 lb. .... 0 72  
Kegs, 100 lb. .... 0 34

**Lily White Gloss—**  
1-lb. fancy cartons, cases 30 lb. 0 08  
5-lb. toy trunks, 2 in case ..... 0 08  
5-lb. enameled tin canisters, 2 in case ..... 0 08  
Kegs, 22 crystals, 100 lb. .... 0 07  
**Brantford Gloss—**  
1-lb. fancy boxes, cases 30 lb. .... 0 08  
Canadian Electric Starch—  
Boxes of 40 fancy pkgs., per case 3 00

**Stove Polish.**  
Rising Sun, 5-oz. cakes, 4-gross boxes \$4 50  
Rising Sun, 3-oz. cakes, gross boxes 4 50  
Sun Paste, 10c. size, 4-gross boxes ..... 18 00  
Sun Paste 5c. size, 4-gross boxes ..... 5 00



**JAMES' DOME BLACK LEAD**  
Per gross  
6a size ..... \$2 40  
2a " ..... 2 50  
**NICKLE PLATE STOVE POLISH.**  
Pints ..... 2 90  
Quarts ..... 5 40  
1 gallon ..... 5 10  
4 gallons ..... 4 80  
5 gallons ..... 4 50

**Syrup.**  
EDWARDSBURG STARCH CO., LTD.  
"Crown" Brand Perfection Syrup.  
Barrels, 600 lbs. .... 0 03  
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—  
3 lb. tins, 1 doz. in case ..... 2 40  
5 " " " ..... 2 75  
10 " " " ..... 2 60  
(5, 10 and 20 lb. tins have wire handles.)

**THE "SALADA" CEYLON TEA CO.**  
Wholesale Retail  
Brown Label, 1's and 1/2's ..... \$0 25 \$0 30  
Green Label, 1's and 1/2's ..... 0 27 35  
Blue Label, 1's, 1/2's, 1's and 1/2's ..... 0 30 40  
Red Label, 1's and 1/2's ..... 0 35 50  
Red-Gold Label 1/2's ..... 0 44 60  
Red-Gold Label 1/2's ..... 0 55 60

**EMPIRE PACKAGE TEA**  
C.S. 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 and 1's ..... 0 30 0 40  
Pink " 1/2's and 1's ..... 0 35 0 50  
Red " Dominion blend, ..... 0 44 0 60  
1/2's and 1's ..... 0 44 0 60  
Gold " Afternoon blend, ..... 0 50 0 70  
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 28 0 40  
Brown Label, 1/2's ..... 0 30 0 40  
Green Label, 1's and 1/2's ..... 0 35 0 50  
Red Label, 1/2's ..... 0 40 0 60  
LAPORTE, MARTIN & CO., LTD.  
Japan Teas—  
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

**BLUE RIBBON TEA CO., TORONTO**  
Wholesale Retail  
Yellow Label, 1's ..... 0 20 0 25  
Green Label, 1's and 1/2's ..... 0 21 0 25  
Blue Label, 1's and 1/2's ..... 0 24 0 30  
Red Label 1's, 1/2's and 1's ..... 0 25 0 35  
Red Label 1's, 1/2's and 1'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

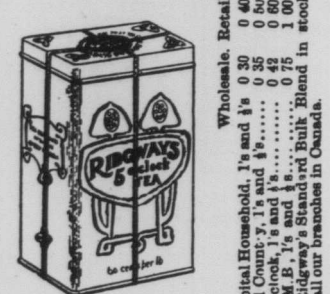
**RAM LAL'S PURE INDIAN TEA**  
Wholesale Retail  
Pink Label 1's and 1/2's ..... 30c 40c  
Gold Label 1's and 1/2's ..... 35c 50c  
Lavender Label 1's and 1/2's ..... 42c 60c  
Green Label 1's and 1/2's ..... 50c 70c  
Canisters  
Gold Tins, 5's ..... 35c 1.75 50c 2.50  
Gold Tins 3's ..... 35c 1.05 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

**MELAGAMA TEA.**  
MINTO BROS.,  
65 Front St. East  
Wholesale Retail  
Black, green, mixed, 1/2's ..... 0 70 1 00  
" " " 1's ..... 0 55 0 80  
" " " 1/2's ..... 0 44 0 60  
" " " 1 lbs. & 1/2 ..... 0 40 0 60  
" " " 1 lbs. & 1/2 ..... 0 38 0 50  
" " " 1 lbs. & 1/2 ..... 0 35 0 50  
" " " 1 lbs. & 1/2 ..... 0 30 0 40  
" " " 1/2's ..... 0 32 0 40  
" " " 1/2's ..... 0 25 0 30  
" " " 1 lbs. .... 0 24 0 30

**KOLONA PURE CEYLON TEA**  
Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.  
Black Label, 1-lb., retail at 25c ..... \$0 30  
" 1/2-lb. .... 0 21  
Blue Label, retail at 20c ..... 0 23  
Green Label, " 40c ..... 0 30  
Red Label, " 50c ..... 0 35

**WOOD'S PURE PACKAGE TEA**  
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.

Orange Label, " 60c ..... 0 42  
Gold Label, " 80c ..... 0 56  
RIDGWAYS.  
London, Vancouver Winnipeg and Ceylon.



**THOMAS WOOD & CO.**  
Montreal and Boston  
Wholesale Retail  
Capital Household, 1's and 1/2's ..... 0 40 0 60  
Old Country, 1's and 1/2's ..... 0 35 0 50  
5 o'clock, 1's and 1/2's ..... 0 48 0 75  
H.M.E., 1's and 1/2's ..... 0 75 1 00  
Ridgway's Standard Bulk Blend in stock at all our branches in Canada.

**Tobacco.**  
IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.  
Chewing—black Watch 5's ..... 16  
Black Watch 11's ..... 38  
Bobs 5s and 10s ..... 38  
Bully 5s ..... 44  
Currency 5's and 10s ..... 33  
Stag 5's ..... 38  
Ol' Fox 12's ..... 44  
Pay Roll Bars 7 1/2's ..... 56  
Fey Roll 7's ..... 56  
Plug, moving—Shamrock 6s., plug or bar ..... 45  
Rosebud Bars 6s. .... 45  
Empire 7s. and 10s. .... 36  
Amber 8s. and 3s. .... 60  
Ivy 7s. .... 10  
Starlight 7s ..... 10  
Cut Smoking—Great West Pouches, 7s. 51

**JOS. COYE, QUEBEC.**  
Cigars  
St. Louis (union), 1-20 ..... \$33 00  
St. Louis, 1-40 ..... 25 10  
St. Louis, 1-100 ..... 35 00  
Champlain, 1-20 ..... 35 00  
Champagne, 1-40 ..... 35 00  
El Sergeant, 1-20 ..... 55 00  
El Sergeant, 1-40 ..... 55 00  
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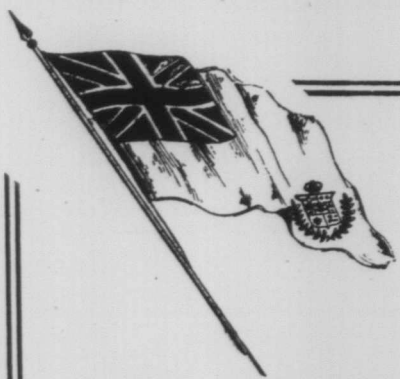
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