

CANADIAN GROCER

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

Montreal: 701-702 Eastern Townships Bank Bldg.

London, Eng.: 88 Fleet St., E.C.

Toronto: 10 Front St. East.

New York: Rooms 1109-1111, 160 Broadway.

Winnipeg: 511 Union Bank Building

VOL. XXIV.

PUBLICATION OFFICE: TORONTO, MARCH 11, 1910.

NO. 10.



Keen's Oxford Blue

To recommend this Laundry Blue to your customers is to advocate the
very best Laundry Blue made.

Other makers may claim the same superiority, but the **world** has approved of **Keen's**.

Buy it from your jobber.

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

Syrup and Syrup

There's more than the mere name to be thought of when buying
Syrup for your trade.

There are lots of so-called Syrups on the market but they lack
the essential qualities of true goods.

"Crown Brand" Table Syrup

is absolutely the most perfect production of pure white corn, is
rich in color, of full body, delicious flavor, proper consistency,
and is healthful and nourishing.

Order "Crown Brand" from your jobber.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal

**BUY
MACONOCHIE'S**



If you want to stock Rapid-selling,
Profit-paying, Satisfaction-giving

PICKLES

PEELS

SAUCES

JAMS, JELLIES

FISH

Which Give

BEST VALUE



Sample and Particular from Agents:

MacLaren Imperial Cheese Co., Ltd., Toronto

For Sale by All Wholesale Dealers in Canada and U.S.A.

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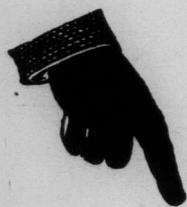


Currants Of High Repute

Aside from their high quality, the evenness of the packing is a feature that will appeal instantly in currants shipped by

THE
GREEK
CURRANT
COMPANY

Fine, selected, high grade in every respect and well deserving of the place they occupy in the front rank of popular estimation. The Greek Currant Co. has a reputation to conserve and that's why their product never varies.



Fruits Dried or Canned

The "Griffin" Brand of dried and other fruits established the standard of quality from which all other brands are judged, years and years ago. *Comparisons* are made from the "Griffin" Brand.

GRIFFIN &
SKELLEY

Their seeded and seedless Raisins, Canned Fruits, white and green Asparagus, Sterilized Prunes, Cured Fruits, are steady sellers to the most particular people—people who make a hobby out of "Quality." Best because no others are quite so good.



Gelatine The Best There Is

Cox's Gelatine (in powdered form) is as staple as sugar, tea or salt. It is as safe to stock up with as sugar, tea or salt. No other gelatine claims superiority, because it involves wasted effort so to do.

COX'S

It is the absolutely pure gelatine. It never disappoints the cook. It never fails to accomplish the desired and expected result. And it maintains its unsullied reputation for quality steadily year in and year out.

ARTHUR P. TIPPET & CO., Agents
Montreal



Montreal Office

Manufacturers' Agents and Brokers' Directory



Winnipeg Office

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.

<p>Face-to-Face Business Are you satisfactorily represented in this district? If not, write G. WALLACE WEESE Manufacturers' Representative 30-32 Main East HAMILTON</p>	<p>E. H. BOWEN Manufacturers' Agent and Broker SHERBROOKE, QUE. Solicits representation of another first class firm putting up high grade goods. Eastern Townships thoroughly covered by three travellers. Highest references. Write immediately if you desire to have your line well introduced.</p>	<p>W. G. PATRICK & CO. Manufacturers' Agents and Importers 77 York Street, Toronto</p>
<p>R. B. Colwell BROKER HALIFAX, N.S. REPRESENTING LEADING MANUFACTURERS, SUCH AS E. D. Smith Lowneys Toblers</p>	<p>E. T. BUSINESS. You, Mr. Manufacturer, can do a good deal larger business in the Eastern Townships, if your lines are pushed by a live representative right on the ground. You want someone who thoroughly knows the field and to whom grocery business is not a Chinese puzzle. 15 Years on the Ground S. ROBITAILLE & CO., Sherbrooke</p>	<p>MacLaren Imperial Cheese Co. Limited AGENCY DEPARTMENT Agents for Grocers' Specialties and Wholesale Grocery Brokers TORONTO, Ont. DETROIT, Mich.</p>
<p>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.</p>	<p>W. S. CLAWSON & CO. Manufacturers' Agents and Grocery Brokers. Warehousemen ST. JOHN, - - - N.B. Open for a few more first-class lines.</p>	<p>JUST ARRIVED IN STORE Shipment from John Gray & Co., Limited, Scotland, of their celebrated Jams and Marmalade. 1's, glass, black currant, strawberry and raspberry jam 1's, stone jars, black currant, strawberry and raspberry jam. 1's, glass, marmalade, 7lb. tins Marmalade. We will gladly furnish prices. DOMINION BROKERAGE CO. 73 Front St. E., Toronto</p>
<p>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. Sacramento Street, Montreal TEL. MAIN 778 BOND 28</p>	<p>We are Buyers and Sellers of White Beans W. H. Millman & Sons Wholesale Grocery Brokers TORONTO</p>	<p>WATSON & TRUESDALE (Successors to Stuart, Watson & Co.) Wholesale Commission Brokers and Manufacturers' Agents. WINNIPEG, - - - MAN. Domestic and Foreign Agencies Solicited.</p>
<p>ROBERT ALLAN & CO. MONTREAL General Commission Merchants Representing Morris Packing Co. Pork and Lard—Finest Quality</p>	<p>NEWFOUNDLAND T. A. MACNAB & CO. ST. JOHN'S, NEWFOUNDLAND MANUFACTURERS' AGENTS and COMMISSION MERCHANTS Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.</p>	<p>Canadian Manufacturers and Exporters Are you aware of the fact that there are 44 million Irishmen prepared to buy Canadian Goods? Don't you want some of this business? You can get into touch with 5,000 distributors every week by advertising in THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES' JOURNAL, the best known general store and grocery paper in Ireland. Write for sample copy and particulars to 10, Garfield Chambers, Belfast, Ireland</p>
<p>WAREHOUSE ACCOMMODATION IN OTTAWA Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates. Special rates for large quantities Dominion Warehousing Co., Ltd. 52 Nicholas Street, Ottawa J. R. Routh, Manager.</p>	<p>G. C. WARREN Box 1036, Regina IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT</p>	<p>TO Brokers and Manufacturers' Agents —Your business card on this page will keep —your name and field of operations before —Manufacturers, Importers and others —looking for responsible representatives. It costs you little and means much to you if you are looking for agencies. Write for particulars to The Canadian Grocer Montreal Toronto Winnipeg</p>
<p>CLARE, LITTLE & CO., WESTERN DISTRIBUTORS Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity. SASKATOON, Western Canada</p>	<p>W. G. A. LAMBE & CO. TORONTO Grocery Brokers and Agents. Established 1886</p>	

"The magic of a name"

When you see the word

"PICKANINNY"

on a package of

**BUCKWHEAT
or PANCAKE
FLOUR**

you can rest assured of the quality.
None other as good.

Sell "PICKANINNY"
and add to your reputation
for selling reliable goods.

The Western Milling Co.

Toronto



**JELLY
POWDERS**

Are put up in attractive cartons.

Make a delicious jelly of just the
right consistency.

Are so true to name that they are
a revelation to all users.

Are the right kind to sell.

Their high quality will create
and maintain a very large sale.

IT IS ADVISABLE TO ORDER EARLY.

EBY-BLAIN, LIMITED

Wholesale Grocers

Toronto



What do consumers want when buying

TEA ?

FLAVOUR I

PURITY III

FRAGRANCE II

STRENGTH II

Those are and have always been the characteristics of RAM LAL'S
PURE TEA, which constantly justifies the guarantee given with it.
If you don't carry it, send to us for samples and particulars.

RAM LAL'S PURE TEA COMPANY, Limited

MONTREAL, CANADA

Why not handle flour that will make permanent customers for you?

You will find it profitable to say to every housewife:

“Madam, I can heartily recommend PURITY flour.”

You can certainly recommend PURITY flour very strongly, for it has the quality that assures success on baking day.

PURITY FLOUR CONSISTS EXCLUSIVELY OF THE HIGH-GRADE CONSTITUENTS OF THE HARD WHEAT BERRY. There is no low-grade hard wheat flour in it. No soft wheat flour in it, either.

You know the reason now why PURITY flour makes

“More Bread and Better Bread”



You can now understand why a woman who once

buys PURITY flour becomes a PURITY enthusiast — why nothing but PURITY flour is good enough for her.



Now, why not handle a flour that will make your customers enthusiastic?—that will make PERMANENT customers for you.

We know it will pay you well to let us co-operate with you in building up a big flour trade in your town. Just mail us a post card and ask us for more information. Send the card by next mail. The sooner it reaches us the better for you.

PURITY FLOUR

Western Canada Flour Mills Co., Limited

Toronto, Montreal, Winnipeg, St. John, N.B., Brandon

“AYLMER” JAMS, JELLIES PRESERVES, etc.

Every Glass Jar or other package of “AYLMER” Jams, Jellies or Marmalades is Guaranteed Absolutely Pure, put up from FRESH FRUIT when in season and FINEST GRANULATED SUGAR.

The flavor and high quality of “AYLMER” Preserves cannot be obtained in preserves made from pulp.

NO PRESERVATIVES

NO COLORING

At every process cleanliness is reduced to a science.

“AYLMER” New Season's Scotch Marmalade and Orange Jelly Marmalade now ready. Send in your orders at once for stocks of these fine goods.

CANADIAN CANNERS

Limited

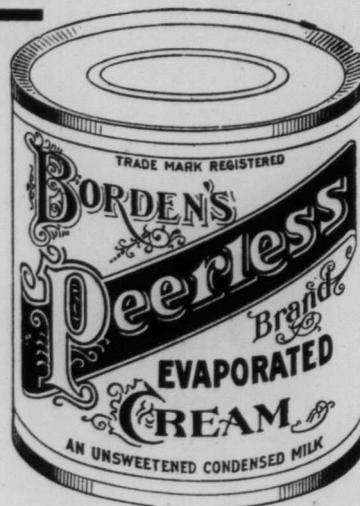
HAMILTON, - CANADA

Borden's Brands are standard—

IT takes goods of known quality - standard goods like Borden's---to build strength into a retail business---the sort of strength that endures throughout the years, and by means of which a large volume of profitable trade is attracted---and held.



Always give prominent display to Borden's Brands. They'll repay you handsomely for your attention.



UNSWEETENED

Borden's Condensed Milk Co.

WILLIAM H. DUNN - Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.

Mason & Hickey, Winnipeg, Man.

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



MAPLE SEASON IS HERE

LINES YOU SHOULD FEATURE:

DIAMOND BRAND MAPLE SYRUP—Has that true maple flavor which only pure goods possess. Known and

appreciated by the consumer, **Diamond Brand** is ever a ready seller.

TWIN BLOCK MAPLE SUGAR—Enjoys an equally high reputation. Made from the pure sap of the maple. A particularly seasonable line just now. Price is attractive.

CONFECTIONERY—Note quotations. Several maple lines, which sell freely at this season, are mentioned. Goods all neatly put up, are of highest quality, lend themselves to display, and sell readily.

Walnutine Blocks (about 1/2-lb.) 30 to case	\$2.00	Net weight per pail. per pail	
Maple Cream Blocks " "	2.00	Mint Buttons	17-lb. 2.00
		Nutty Creams	17-lb. 2.25
		Fruity Creams	17-lb. 2.25
Maple Cream Hearts	18-lb. \$2.25	Butter Beans	12 1/2-lb. 1.75
Maple Buttons	20-lb. 2.40	Assorted Cream Caramels	25-lb. 3.25
Maple Smacks	15-lb. 2.00		

Also Full Line of Gross Goods

SUGARS & CANNERS, LIMITED, MONTREAL

**TWIN BLOCK PURE
MAPLE SYRUP**



\$3.00 A CASE

A "Between Seasons" Opportunity



Now comes the time when the housekeeper---your customer---must cudgel her brains to think up attractive and varying menus. The winter things have about run out---the spring things haven't yet come in.

This is *your* opportunity. A little effort---a little diplomacy---a few words of recommendation will be appreciated by the housewife. It will make many, many sales for you that would not ordinarily turn your way. In other words, suggest that

Pure Gold Products

(Trade Mark Registered)

offer opportunity for an endless variety of desserts, salads and similar table delicacies. For instance, suggest the salad made with canned tomatoes, Pure Gold Gelatine and Pure Gold Salad Dressing Powder.

Some of the deliciously simple desserts---made either with Pure Gold Quick Puddings alone or with staple fruits.

You can see how you can divert many, many sales to your store by such suggestions.

And don't forget our guarantee to you---no matter how large or how small a stock of Pure Gold goods you put in, if any one or all of the articles prove unsatisfactory as sellers or with your trade all you have to do is to return the unsold stock and get your money back---every penny of it.

If you don't carry the goods now write for information and a salesman's call (should you wish it).

These goods can be had of all jobbers and can be shipped from Pure Gold stocks at Victoria, Vancouver, Winnipeg, Montreal, Toronto and Calgary.

PURE GOLD MANUFACTURING CO., Limited, Toronto

The Government's Opinion of Our Factory Is Well Worth Considering—

Here is what the Dominion Government Inspector of Canned Fruits and Vegetables had to say about our factory—as reported in the St. John Standard of Wednesday, December 22nd, 1909 :

“——found everything in excellent shape. He
“said that they were doing a very good business
“and that the class of canned goods put up was
“of the best quality.”

It is in this factory that **BOSTON BAKED BEANS** and
BALAKLAVA BRAND SARDINES are packed.

**Quality Will Out — and a Government
Inspector is Certainly a Disinterested Party.**

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

CANADIAN AGENTS—C. A. Chouillou & Cie., Montreal; Green & Co., 25 Front Street East, Toronto; D. C. Hannah, London, Ont.; G. Wallace Weese, Hamilton;
H. D. Marshall, 197 Sparks Street, Ottawa; H. M. McBride, 312 Ross Avenue, Winnipeg, Man.; Martin & Robertson, Vancouver, B.C.

Quality
Clean
Through



Many lines possess a quality
package—only. Our cartons
are neat—high class,—but they
“are not a patch” as compar-
ed with the goods they hold.

W. P. DOWNEY, Montreal

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.**

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



CHINESE STARCH

Money Maker
Known Everywhere
Repeat Seller
Best Value

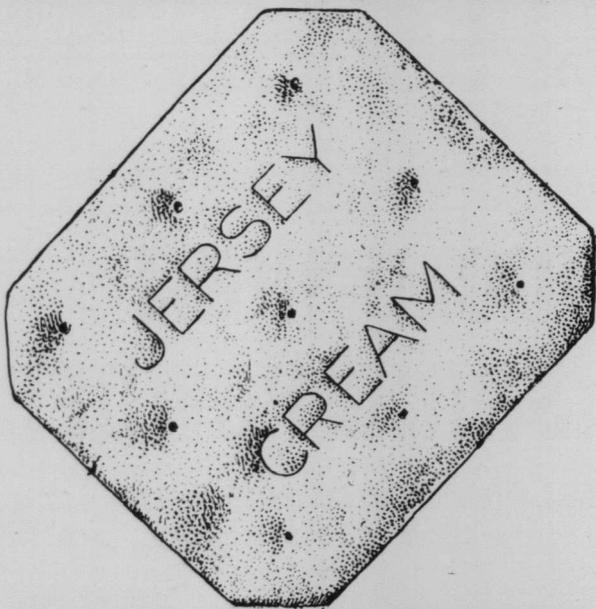
Get Prices

**OCEAN MILLS
MONTREAL**



It dries
them up **Common Sense**
KILLS Roaches and Bed-Bugs
Rats and Mice

All Dealers and 381 Queen St. W., Toronto, Ont.
Dealers find Common Sense a very good seller, for
the reason that it gives general satisfaction and each
customer tells others about same. Write for prices.



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.

MCCORMICKS

FANCY JERSEY
CREAM SODAS

BISCUITS



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

Hobart Electrical Meat Choppers

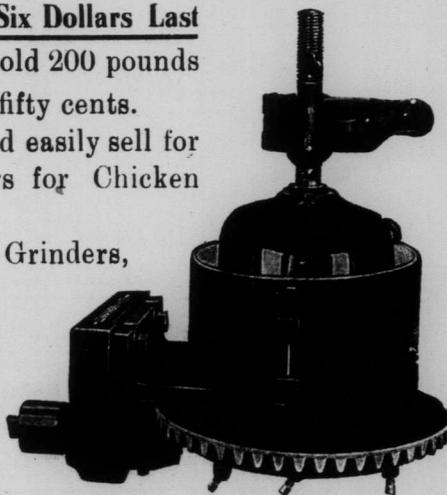
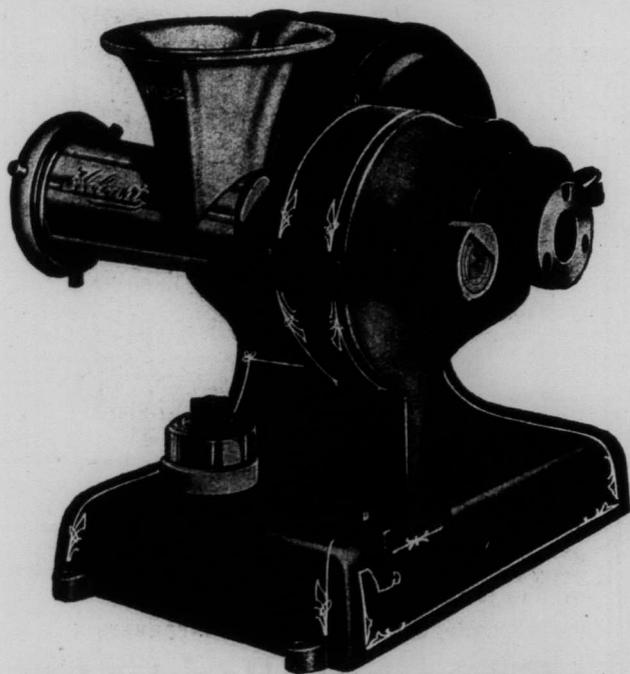
Are the Standard of Quality from
the Atlantic to the Pacific.

Bone Grinder Attachment

You Lost Six Dollars Last Week if you sold 200 pounds of bones for fifty cents.

They would easily sell for Seven Dollars for Chicken Feed.

Hobart Bone Grinders, attachable to Hobart Choppers, are making big money for Butchers everywhere.



CANADIAN SALES AGENTS: **The W. A. FREEMAN CO., Limited, Hamilton, Ont.**

"Keep up with the Twins"



"Keep up with the Twins"

Handle

**GOLD DUST
WASHING POWDER**

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

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

THE N. K. FAIRBANK COMPANY, Montreal



NOTHING YOU HANDLE

gives more genuine satisfaction to the user than the magic hand cleaner

SNAP

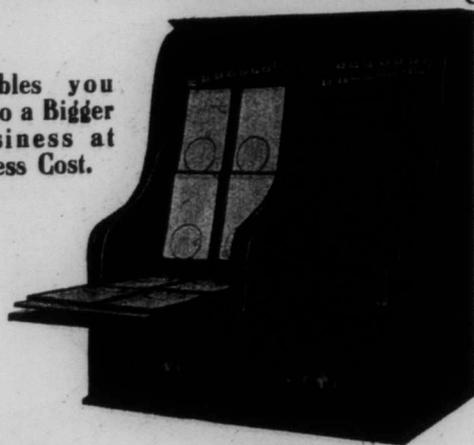
For chasing paint, tar, dirt or grease from soiled hands it is absolutely unequalled.

A liberal profit for you in selling "SNAP."

SNAP CO., LIMITED - Montreal, Que.

The Commercial Account Register

Enables you to do a Bigger Business at Less Cost.



FITS ANY SAFE

Besides practically cutting out book-keeping, it prevents disputes with customers, does away with the old-time pass books, collects your accounts, increases your business, absolutely prevents forgotten charges, pays for itself within a few months.

DROP A POSTAL FOR FULL INFORMATION

Commercial Register Co.

Successors to R. B. Belden & Co.

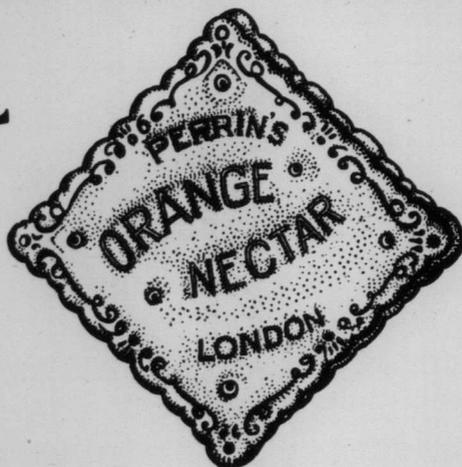
178-180 Victoria Street - - Toronto, Ont.

THE CANADIAN GROCER

PERRIN'S

Our latest delicacy

ORANGE



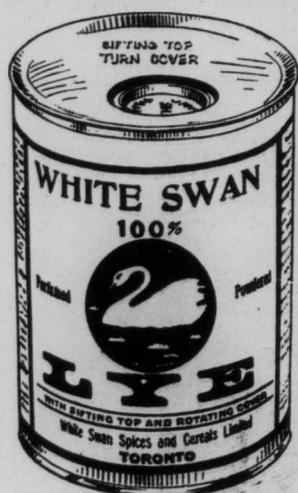
NECTAR

BISCUITS

LONDON

Ask traveler for sample

CANADA



Question

If you have been retailing about 12 ounces (net) tins of lye at 10 cents and now find you can give your customers 16 ounces net at the same price with a better profit to yourself, which will you handle provided the goods are equal in quality?

White Swan 100% Perfumed Powdered Lye

is packed in sifting top tins, averaging 18 ounces gross—16 ounces net. Weigh any other brand you may have—if it weighs 14 ounces gross allow 2 ounces for the tin and you have only 12 ounces net.

Protect your customers from high prices—and watch your profits.

"100% Lye Can Be Equalled But Not Surpassed."

White Swan Spices & Cereals, Ltd., Toronto



THESE ARE OUR
"PRIDE OF CANADA"
 MAPLE SYRUP PACKAGES

It is high time that you should order your 1910 maple syrup and maple sugar.

Usually, sap runs about the end of this month.

The run may be large or small—that rests entirely with Nature.

YOU cannot afford to take chances on getting a supply of maple goods **DURING THE SEASON**. So do not procrastinate, but order at once.

If you book with us now, we will fill your order immediately new syrup and sugar are obtainable.

You **KNOW** "Pride of Canada" Brand, from past experience, and can depend upon its purity.

Government tests found **EVERY** sample Absolutely Pure.

SPECIFY WHAT QUANTITY OF SYRUP AND WHAT AMOUNT OF SUGAR YOU WANT.

THE MAPLE TREE PRODUCERS' ASSOCIATION, LIMITED

WATERLOO, QUE.

Montreal Office—58 Wellington Street
 Toronto Office—512 Dundas Street

They Both Speak



For Themselves



PROPRIETORS:

ROWAT & CO. GLASGOW, SCOTLAND

CANADIAN DISTRIBUTORS:—Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, and Ontario; F. K. Warren, Halifax, N.S.; F. H. Tippett & Co., St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.; Nicholson & Bain, Winnipeg, Edmonton, Calgary.

THE SPRING IS COMING FAST
AND YOU WILL NEED CLEANING

DON'T FAIL TO ASK FOR

THE CELEBRATED DISINFECTANT

GREENBANK CHLORIDE OF LIME

Put up in sealed tins, 1-4 lb., 1-2 lb., 1 lb. and 25 lbs.

This is the Best Article on the Market without exception

SPECIAL PRICE TO JOBBERS

L. CHAPUT, FILS & CIE.

Distributing Agents

MONTREAL

The most profitable stock
for the average grocer is the
stock the public asks for.
By our large advertising
campaign we are telling
millions of people in Canada
why they should ask for Chase &
Sanborn's High Grade Coffees.

CHASE & SANBORN,
Montreal.

OLIVES!! ONCE A LUXURY, NOW A NECESSITY

OUR LINES ARE:

Manzanillas, Queens, Club House, Nutoliv
Pitted, Celery Stuffed, Pimento Stuffed

SELECTED FIRST QUALITY FRUIT ONLY. PACKED TASTILY IN NEAT GLASS PACKAGES AND IN BULK
FOR SALE BY ALL JOBBERS FROM COAST TO COAST.

GORMAN, ECKERT & CO., Limited

LONDON

LARGEST PACKERS OF OLIVES IN THE BRITISH EMPIRE.

WINNIPEG



Some
Day,
Why
Not
Now
?

You have been thinking of installing THE McCASKEY for a long time. The longer you think about it without writing us for information, the more money you are losing through forgotten charges, disputed accounts, poor collections, rebates to customers and in a hundred other ways.

We'll be glad to point out to you, without any obligation on your side, just how THE McCASKEY SYSTEM will save you time, labor and money.

Will you do your part—drop us a line and say: "Tell me something about your System of saving time, money and labor."

A postal card is just as cheap now as it will be in a year, buy one and ask us.

DOMINION REGISTER CO., Limited

Successor to The McCaskey Register Co. in Canada

96-104 Spadina Avenue

TORONTO, CANADA

Do you use

Redpath

Extra Granulated and other grades of Refined Sugar? They represent perfection in Sugar Refining.

Manufactured by

The Canada Sugar Refining Company, Limited, Montreal, Que.



PURITY AND STRENGTH Combined Have Made

SHIRRIFF'S FLAVORING ESSENCES

prime favorites with the economical housewife! This is a profitable line to handle, and SHIRRIFF'S goods will help you to get and retain the best of the family trade.

Imperial Extract Co., 8-10-12 Matilda Street
TORONTO

CHAMPION'S

MALT VINEGAR



LONDON, ENGLAND

IS THE BEST

Commands a Preference over all others.

Made from the finest malted barley.

W. S. Clawson & Co., South Wharf, St. John, N.B.
Green & Co., 25 Front Street East, Toronto

AGENTS

W. H. Escott, 141 Bannatyne Ave. East, Winnipeg
R. Robertson & Co., 25 Alexander St., Vancouver, B.C.

J. W. Snowdon, 413 St. Paul St., Montreal

We are open to do business on easy consignment terms

Write our Agents for Particulars

ATTENTION!

We can help you in your profit-making if you will handle

ASEPTO SOAP POWDER

"The enemy of dirt."

ASEPTO is a pure economical washing powder, which does away with half the "elbow grease." It is a firm favorite with the women, and means repeat orders for you.

Agents: ROSE & LAFLAMME, Limited
Montreal and Toronto

Order from your wholesaler.

ASEPTO SOAP COMPANY
ST. JOHN, N.B.

Thurston & Braidich

128 William Street NEW YORK CITY

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East



Repeat Orders is the story of all Grocers who handle

Canada First Evaporated Cream

There is nothing to equal it as a pure, healthful substitute for fresh cow's milk. Every can guaranteed absolutely pure and thoroughly sterilized. Order from your wholesaler.

THE AYLMEY CONDENSED MILK CO., Limited, - AYLMEY, ONT.

1910

CHICKEN THAT IS CHICKEN

Tartan
BRAND

Sole Agents for Leard's famous Canned Chicken. The finest ever packed. 5-pound whole birds dressed and roasted and ready for the table. 9 tins in case.

Leard's one-pound tall tins packed 4 dozen and all solid chicken.

SEE OUR TRAVELLERS OR 'PHONE 596 FREE TO BUYERS

BALFOUR, SMYE & CO. WHOLESALE GROCERS... HAMILTON

St. Lawrence

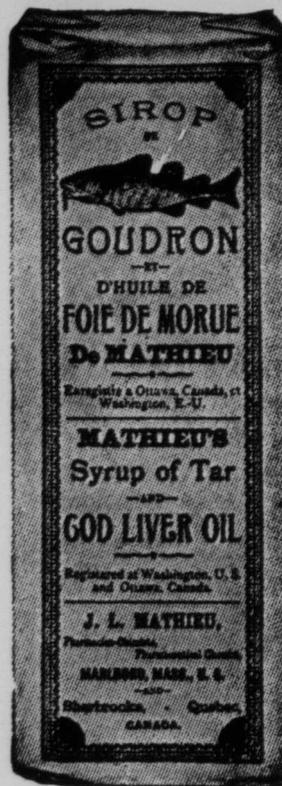
GRANULATED

and

GOLDEN YELLOWS

Made only from Pure Cane Sugar

**The St. Lawrence Sugar Refining Co., Ltd.,
Montreal**



A COLD CURE EVERY Dealer Can Recommend

To be able to recommend an article because of its success in the past makes selling easy.

MATHIEU'S SYRUP of Tar and Cod Liver Oil

has been a wonderful success. The testimonials received by the proprietors tell of marvellous cures. Thousands of households are never without it. Its sales have multiplied in every community where it is sold. Dealers never find it a slow seller. During the Fall and Winter seasons large sales are assured. Keep a good supply on hand and when ordering order also

MATHIEU'S NERVINE POWDERS

which are necessary to reduce fever and remove pains in connection with colds.

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

Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.
L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

PURE SPICES!

It does not pay any grocer to trifle with his trade in the matter of spices. Absolute purity must be the always-present feature of the line he handles or he will lose business.

Be on the safe side and sell

"PRINCE OF WALES" BRAND PURE SPICES

S. H. EWING & SONS
Montreal Toronto

EMPRESS BRAND JAMS

20-oz. Glass Jars—1909 Fruit

The attractive appearance sells them. Their delicious taste brings the customers back for more. TRY THEM. That's all we want. We are sure of your future orders once you have had the

EMPRESS BRAND

WRITE US FOR PRICES

Empress Manufacturing Co.

Limited

VANCOUVER, B.C.

QUALITY COUNTS

Of course, cheapness appeals to some of your trade, but your most profitable customers are those who want the best. You can supply 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 **HEINZ** is safe to sell.

H. J. HEINZ COMPANY

New York

Pittsburg

Chicago

London

Kandy Kid

MEANS:

**Popcorn
Peanuts
Prizes
and
Profits
TO YOU**

YOUR WHOLESALE GROCER
HAS IT, OR WRITE US
FOR SAMPLE

Made Only By

Clyde Fuller & Bro.

WINDSOR : : : ONTARIO

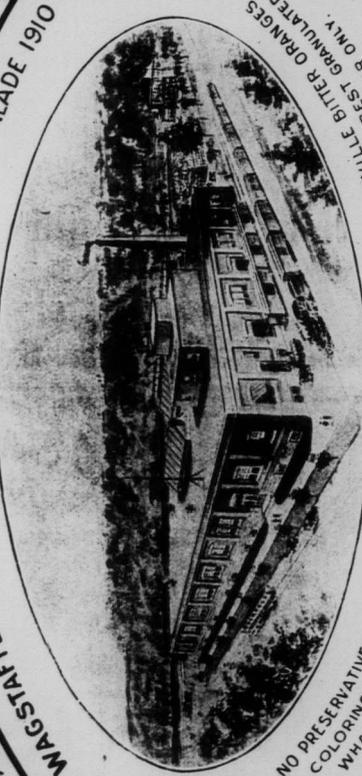
WAGSTAFFE LIMITED, HAMILTON

WAGSTAFFE'S FINE OLD ENGLISH NEW SEASON MARMALADE 1910

NO PRESERVATIVES OR COLORING USED WHATSOEVER

STILLE BITTER ORANGES AND BEST GRANULATED SUGAR ONLY.

Exact Reproduction of
The Most Modern & Up-to-date Fruit-Preserving Factory in Canada



The Choicest Salmon comes from the Fraser and Skeena Rivers in British Columbia

Such Fish, only, are packed in tins bearing that well known label—

QUAKER BRAND SALMON

MATHEWSON'S SONS

WHOLESALE GROCERS

202 MCGILL STREET, MONTREAL

THE
"Eureka" Patented System



of Refrigeration is an absolute guarantee against DAMPNES and FOUL AIR; goods will keep fresh longer in the

"EUREKA"
Refrigerator

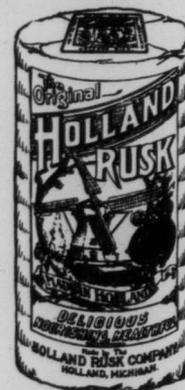
than in anything else made Used by leading merchants throughout the Dominion. No GROCER or BUTCHER should be without one. Economy

assured and satisfaction guaranteed.

Write for Catalogue.

Eureka Refrigerator Co., Ltd.
56 Noble Street (Near Queen St. Subway)
TORONTO

Every Grocer
Needs This
Line—



You need Holland Rusk because you must have more goods that pay a worth-while profit.

Holland Rusk

The dainty Dutch delicacy

The novelty of Holland Rusk—nothing else like it on the market—combined with a little salesmanship on your part, will make it one of the biggest sellers in your stock.

Order a case to-day.

MacGREGOR SPECIALTY CO.
Canadian Importers, TORONTO
Holland Rusk Co, Holland, Michigan, Sole Makers in America

JAPAN TEAS

WE ARE NOW SOLICITING
IMPORT ORDERS FOR
THE COMING SEASON

S. T. NISHIMURA & CO.

MONTREAL AND JAPAN

IT'S A SHORT-SIGHTED POLICY

to send good customers elsewhere.

Your customers are buying H.P.—SOMEWHERE

ARE YOU SUPPLYING THEM WITH

H.P. SAUCE

W. G. Patrick & Co., Toronto and Montreal.
 R. B. Seaton & Co., Halifax, N. S.
 W. H. Escott, Winnipeg, Man.
 The Midland Vinegar Co., Birmingham, Eng.

COUNTER CHECK BOOKS

F. N. BURT COMPANY, Limited

Successors to

THE CARTER-CRUME COMPANY, LIMITED

Better Service. No Advance in Price.

Write for samples, or telephone repeat orders at our expense.

TORONTO and MONTREAL
 Phone Main 2511 Phone Main 2512

Not "just as good"—but a GREAT DEAL BETTER. That's the claim we make for "STERLING" MARMALADE—that it is better than most other Brands.

Sterling Brand Marmalade

is made from the finest bitter Seville Oranges and pure sugar only. It contains no preservatives or other additions whatsoever. Keep a liberal supply in stock. You'll find it a rapid seller.

The T. A. Lytle Co., Limited
 Sterling Road, Toronto, Can.

You'll Hit the Bull's Eye

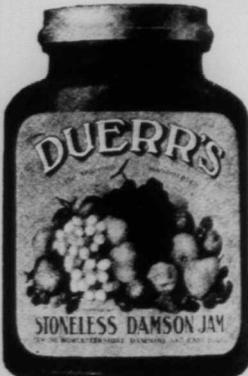
on the "Popular Taste" Target if you are selling

AURORA COFFEE!

The distinctive quality, aroma and flavor of "AURORA" Coffee have made it a prime public favorite, and its retailing price of 40c. leaves you a "well-worth-while" profit. See to your stocks.

W. H. GILLARD & CO., Hamilton, Ont.
 BRANCH—SAULT STE. MARIE





BRITAIN'S BEST JAM.
£250 CHALLENGE

Issued in "The Grocer" (London), August 14 1909, (repeated October 2, 1909), which did not elicit a single response.

"We are prepared to deposit £250 against a like amount that our New Season's Vacuum-Bottled Jams, as sold by grocers to the public, will surpass in excellence of quality and flavor any Jams made by any other firm in the United Kingdom, as sold by grocers to the public, which are free from Chemical Preservatives, artificial flavoring or coloring matters.

"Samples to be drawn from actual stocks held by grocers.

"This challenge remains open until Saturday, October 9th, 1909."

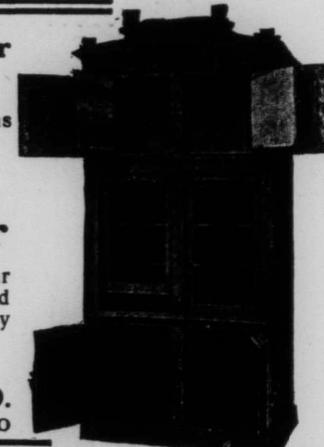
First British Vacuum Jam Factory.
Duerr & Sons, Old Trafford, Manchester, Eng.

PRESERVE your PERISHABLES
during the hot summer months
by installing an

ARCTIC Refrigerator

The 'Arctic' will keep your stock in tip-top condition, and will not swamp your profits by excessive ice consumption.
Made for all purposes.

JOHN HILLOCK & CO.
Queen and George Sts., TORONTO



HAVE YOU TRIED

MOLASSINE DOG and PUPPY CAKES?

MARVELLOUS FOR ERADICATING WORMS and Keeping Dogs in Splendid General Health

The "MOLASSINE" Dog Foods are the only Foods on the market which besides feeding, keep dogs healthy and improve their coats.

QUOTATIONS AND SAMPLES FROM

ANDREW WATSON, - Sole Importer
91 PLACE YOUVILLE MONTREAL

The White Mop Wringer

SELLS AND KEEPS SELLING

Because it never disappoints.
Because it does what we say it will.
Because it does what no other machine does.
Because it does perfect work; wrings drier and easier than any other device.
Each one sold is YOUR advertisement, creating more sales.

Every one **TRADE** and that it par excel-
Write for




knows this **MARK,** stands for lence.
particulars.

Made in Canada.
WHITE MOP WRINGER CO., : Fultonville, N.Y.

Looking For Gold

Prospectors, miners, when away from civilization, find our famous "BLUENOSE BUTTER" indispensable, for it is always in perfect condition, and ready to use. Put up in 1 lb. and 2 lb. tins, which do not impart a "tinny" taste. Keeps indefinitely in any clime.
You will find "BLUENOSE BUTTER" a good seller to hunters as well.

Order One Case at Least.

Smith & Proctor, Halifax, N.S.
SOLE PACKERS.

The Name Talks!

"White Moss" tells you just what delicious, scientifically prepared cocoanut you get when you order this brand. Mossy, perfectly shredded cocoanut, absolutely pure, and white as new-fallen snow.

It's the Brand to sell to please your critical customers.

The Canadian Cocoanut Co.
MONTREAL



YOU can influence a large volume of the family trade to your store if you are handling and pushing

Richards Pure Soap

Stock our full line—Quick Naptha Soap, Snow Flake Soap Chips, Ammonia Powder, 100% Pure Lye, Toilet Soaps



Satisfied customers are the result of selling

"MELAGAMA" THE TASTY TEA AND COFFEE

Satisfied customers add others to the list and increase your business.

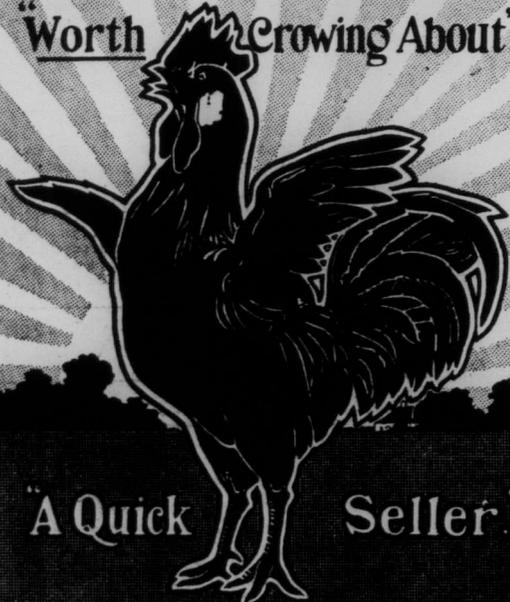
Keep your shelves well filled with "MELAGAMA"—the Tea and Coffee that sell themselves. They show you good profits.

BULK TEAS and COFFEES—We are acknowledged leaders. Samples and prices cheerfully submitted.

MINTO BROS.

TORONTO and BUFFALO

"Worth Crowing About"



"A Quick Seller"

BAIRD'S SAUCE

SOLE PROPRIETORS
JOHNSTON, BAIRD & CO., GLASGOW, Scotland.

GINGERBREAD

BRAND

MOLASSES

THE KIND THAT SELLS

This well-known Molasses is packed in tins—2's, 3's, 5's, 10's and 20's; in pails—1's, 2's, 3's and 5's, 10 gallon kegs, half-barrels and barrels.

When ordering from your wholesaler mention the above brand.

The Dominion Molasses Co., Limited

HALIFAX

NOVA SCOTIA

It Pays to Sell Goods That Give Satisfaction



A LEADER FOR 50 YEARS

COOK'S FRIEND

Baking Powder has been giving satisfaction for the past 50 years. If you want purity and known quality without the fancy price, you should order Cook's Friend at once.

"IT CONTAINS NO ALUM"

W. D. McLAREN, LIMITED

BAKING POWDER SPECIALISTS

MONTREAL

**We Actually Guarantee
Each Individual Tin**

The fact that we do should be evidence to you of our absolute faith in

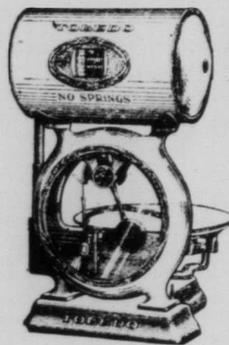
**Golden Crown Lobsters
and
Golden Key Lobsters**

We are **sure** of the quality of each and every tin, because the lobsters are all selected.

Secure a trial order from your jobber. There is no element of risk for you under our guarantee offer.

**The People Like Them
and Ask For Them**

W. S. Loggie Co., Limited
Chatham, - N.B.



Customer's Side

**ATTRACT TRADE
TO YOUR STORE
BY USING
TOLEDO SCALES**

**NO SPRINGS
HONEST WEIGHT GUARANTEED**



Customer's Side

Made in Canada
105 Styles and Sizes
Adapted to all kinds Stores
PRICES \$40 UP

THE HIGH PRICES OF EATABLES

Have caused the consuming public more closely than ever to observe the scales used by the grocer and butcher. People lack confidence in Spring Scales, Beam and Even-Balance Scales. But they like to buy over Toledo Scales, because they can see the beautiful Toledo Springless Mechanism which automatically does the weighing; the scales show them the exact weight of their purchase; they see on the scales the signs, "No Springs," "Honest Weight," and have full confidence that their purchases are weighed correctly.

NO WAITING—NO ERRORS

There is no waiting for a salesman to find a balance or to figure what to charge. The Toledo itself does the weighing and calculates the exact value mechanically, instantly and accurately. Thus time is saved, errors avoided, profits assured, customers pleased. Any customer prefers to trade where his purchases are weighed by the most modern, automatic, reliable weighing machine than to buy supplies over old-style scales.

YOU CAN GET THESE ADVANTAGES

Write us and learn how profitable it would be to you to get a profit-increasing and trade-bringing Toledo Scale. We make allowances for some scales in part payment for Toledos. Tell us what you have. We guarantee a better computing scale for less money than you can get from any other source. Write for our Book 3, showing scales and prices.

TOLEDO COMPUTING SCALE CO.
Makers of Honest Scales, TOLEDO, O., U.S.A.

Offices in all Large Cities
Look in Telephone Directory

It is a genuine satisfaction

to sell an article with a guarantee behind it. Are you stocking

CONCORD NORWEGIAN SARDINES?

The brand with a guarantee on each tin. The extra care taken in the packing of these sardines preserves their natural delicate flavor in a remarkable manner. There is an extra cover for use after the tin has once been opened. This high-class sardine will appeal strongly to your better-class customers. Send your order to any wholesale grocer.

AGENTS:—R. S. McIndoe, Toronto. A. H. Brittain & Co., Montreal. W. A. Simonds, St. John, N. B.
Watson & Truesdale, Winnipeg. Radiger & Janion, Vancouver and Victoria, B.C.



KEEP WIDE AWAKE

Here's a chance you shouldn't miss. Stock up with

**KITCHENER BRAND
PORK AND BEANS**

In 1, 2 and 3-lb. sizes in plain or Tomato Sauce. A line of splendid sellers!

If your wholesaler cannot supply you, write us direct.

The OSHAWA CANNING CO., Ltd.
OSHAWA, ONT.

THE RETAILERS class the houses who advertise in their trade papers as the most progressive in their line—the houses out hard after business, appreciative when they get it, and always trying to give a little better service than anyone else.

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Adamson, J.
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Andrews & N
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Benedict, F.
Blue Ribbon
Borden Cond
Bowen, E. H
Brack & Co.
Bristol, Geo.
Burt, F. N.

California Fr
Campbell Co.
Canada Mapl
Canada Sugar
Canadian Bis
Canadian Cau
Canadian Coc
Canadian Mil
Carr & Co.
Cereals, Ltd.
Champion & S
Chaput Fils &
Chase & Sanb
Christie, Brov
Clare & Little
Clark, W.
Clawson & C
Colwell, R. B.
Common Sens
Concord Cann
Connors Bros.
Constant, H...
Oox, J. & G...
Crescent Mfg

Dignard, Ltd.
Dominion Bro
Dominion Car
Dominion Mo
Dominion Reg
Dominion Wa
Downey, W. 1
Duerr & Son
Duncan, W. W

The Wholesale Grocers' Guild Found Not Guilty

The First Complete Report of Justice Glenholme Falconbridge's Judgment in Important Case Which Closed In January of 1909—History of The Guild and What Defendants Were Charged With—No Violation of the Law or no Restraint of Trade Says His Lordship—Memorable Cases Cited in Justification of Decision.

This is a prosecution for an alleged conspiracy connected with trade and commerce, laid under Section 498 of the Code.

The indictment was found by a Grand Jury at Hamilton, before me at the Autumn Assizes of 1907.

The persons and corporations against whom such indictment was found exercised the option given by Section 581, and elected to be tried before me without the intervention of a jury, and by consent the venue was changed to Toronto.

Partly owing to the fact that witnesses had to be brought from great distances, and from the United States, and partly because regard was necessarily had to the other engagements of myself and counsel, the case was not immediately proceeded with, but it was tried on 21st September, 19th, 20th, 22nd and 23rd October, 11th and 12th November. The evidence was closed on 7th January, 1909, and the argument at once proceeded, and occupied three days (the 7th, 8th and 9th). The evidence was then extended and copies made of certain exhibits, and after I became (some weeks later) finally seized of the case by the delivery to me of the papers necessary to complete the record, various circumstances of a personal nature from time to time interfered with my disposition of the case.

There are over 1,000 pages of type-written evidence. The exhibits number 112—two of them being letter-books from which hundreds of letters were read—and other individual exhibits, each comprising in several instances bundles of 30 or 40 letters and documents.

The indictment charges, "that Henry C. Beckett, George E. Bristol, John I. Davidson, Thomas B. Escott, W. G. Craig, Joseph E. Eby and Thomas Kinnear, The Dominion Wholesale Grocers' Guild and the Ontario Wholesale Grocers' Guild, did in and during the years 1898, 1899, 1900, 1901, 1902, 1903, 1904 and 1905 at the City of Hamilton in the County of Wentworth and elsewhere in the province unlawfully conspire and agree and arrange one with the other and others of them and with "some 208 named persons, firms and corporations," and with the several members during the years aforesaid, of such as are corporations and with the several officers and members of committees of the Dominion Wholesale Grocers' Guild, and of each of the Provincial Guilds, during the years aforesaid, and other persons, firms and corporations at present unknown:

(1) To unduly limit the facilities in producing, manufacturing, supplying and dealing in sugar, tobacco, starch, canned goods, salt and cereals and other articles and commodities, being articles and commodities which are the subject of trade and commerce.

(2) And to restrain and injure trade and commerce in relation to such articles and commodities.

(3) And to unduly prevent, limit and lessen the manufacture and production of such articles and commodities.

(4) And to unreasonably enhance the price of such articles and commodities.

(5) And to unduly prevent and lessen competition in the production, manufacture, purchase, barter, sale and supply of such articles and commodities, against the form of the Statute in such case made and provided and against the peace of Our Lord the King.

Counsel for the Crown admitted that no case had been made out against defendants under section one of the indictment corresponding to sub-section (a) of Section 498 of the Code (for unduly limiting facilities for transportation, production, etc.), and that the case would have to be maintained, if at all, under the remaining charges corresponding to sub-sections (b) (c) and (d) of the said section.

I have, of course, always been seized of the principal features of the case, and having carefully considered the numerous authorities cited to me and others, I have been for some time in a position to say that I had made up my mind and was prepared to render a general verdict, but I was anxious, in a case of so much importance, to give a very full and elaborate statement of the facts. But, as I have indicated above, every time that I thought I saw before me the two or three weeks necessary for that purpose, illness or some other intimate disabling cause came in the way. And I now realize that it is unfair to all parties concerned further to delay judgment, and I must do so, leaving the details to be filled in hereafter, if considered necessary or desirable.

Origin of The Guild.

The history of the guild has to be gathered from the evidence of defendants and the letters and documents. It appears that the Wholesale Grocers' Guild had its origin in the year 1883.

Prior to the formation of any association of wholesale grocers, the conditions of the trade in tobacco, starch and staple articles, sugar, canned goods and matters of that kind and cereals are proved to have been very unsatisfactory. The wholesale grocers were making a very small profit altogether, and not even a living profit on staples. Price-cutting

was prevalent. Defendants claim that it was owing to the unfortunate and unsatisfactory conditions that existed that some steps had to be taken to preserve their existence in trade.

The evils of which the wholesale grocers were complaining and for which they sought a remedy, were that a great many lines of goods were being sold at a less price than they thought they ought to be, and business conditions were not fairly understood, and enforced as the grocers thought they should be. It is sworn that the object of the guild in seeing the manufacturers was to try and get, if possible, sufficient profit to deliver or market their goods without drawing upon the profit of other portions of the business—(Kinnear).

The guild's origin was due to the fact that conditions of the trade were very bad, and it was found necessary in order to prevent disaster amongst those engaged in wholesale business to meet and confer with a view of seeing what measures might be arrived at to improve such conditions—(Beckett).

Mr. Kittson says, that what gave rise to the guild was this. The wholesale trade came together for the purpose of forming an association for their mutual helpfulness, to educate each other as to the conditions of trade, to endeavor to promote legislation when necessary, for the purpose of consulting with regard to the standing of customers, for the general purpose of throwing light on better methods of doing business and to increase the profit if possible.

Colonel Davidson states in his evidence, that the origin of the guild was about 1883, when Mr. Blain and he went east to Montreal to arrange a tobacco price.

Mr. Blain relates, that Colonel Davidson and he went to Montreal with a view of discussing the situation of the trade on the question of tobacco and on that occasion they succeeded in making an arrangement among the wholesale grocers to sell tobacco at an advance of two cents a pound. This arrangement was subsequently made between most of the wholesale grocers.

The next move was in the reduction of time terms given to the trade. Shortly afterwards they devoted their attention to the sugar business. This was the first time any united action had been taken by the wholesale grocers to see what could be done with the refiners. Negotiations with the refiners extended over three or four years, and finally resulted in the wholesalers getting a dis-

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Grocers

THE CANADIAN GROCER

count on the price which the refiners were charging, becoming able thereby to make a little profit on sales.

Mr. Blain further says that the bone of contention between the wholesalers and refiners was that the refiners could not afford the wholesalers a profit between the wholesale and retail trade, and the wholesalers' contention on the other hand was that they could not exist without it. The refiners contended that they could not sell the goods themselves for the profit they were getting. In short the wholesalers wanted more profit on sugar from the refiners; the price to the retail trade was to remain the same.

Mr. Blain says that the next move was further to reduce the terms on sugar to the retail trade. Sugar was reduced to thirty days, and other goods gradually came to be put on a thirty days basis, but these negotiations extended over quite a series of years.

Colonel Davidson says, that after his trip to Montreal with Mr. Blain, the wholesalers met occasionally and discussed matters, but for some time there was no regular constitution and no by-laws or anything of the kind.

Mr. Beckett in his evidence, states that the organization was at first rather a "go-as-you-please" affair. There was no paid staff and about it, and on the wholesalers appear to have acted in

the conference in the early stages. Some took no interest in the matter. The wholesale grocers had what they called a guild, but they did not even have a list of the members. No guild member could tell or knew who the other guild members were, and apparently they had no opportunity of knowing from any records or books of the so-called guild.

No Funds Prior to 1903.

Mr. Blain, says that the guild did not have many meetings during the presidency of Mr. Gillard, and that the guild was never organized upon what might be called a regular system, until 1903. Mr. Gillard seems to have acted largely on his own responsibility, and he did not consult with or represent the guild officially.

Mr. Beckett says that prior to 1903 there were no funds in the possession of the Guild, and no membership fees. That Mr. Gillard or anyone else who was active in the Guild's interests paid his own expenses and that the Guild did not contribute anything towards them.

Colonel Davidson says that the Dominion Guild was the outcome of the local guilds, but they were not at that time called local guilds, but local associations, and then afterwards provincial guilds were formed.

Mr. Cook says that the first and only by-laws of the guild were adopted on

January 22nd, 1903; that the Dominion Guild consisted of nearly all the wholesale grocers in the Dominion; that there are also provincial and local associations. Each city where there are wholesale grocers has a guild; each province has a guild. By becoming a member of the local guilds, members also become eligible for the Dominion Guild. A member in good standing on 31st December, 1902, of the local guilds was made member of the Dominion Guild.

Mr. Blain says that the object of forming a constitution was to have a proper system of looking after the wholesale grocery business, and to have it properly organized. The condition of membership in the guild was that the applicant must be a wholesale grocer. The guild was formed for the purpose of giving to its members a reasonable profit for handling the trade in staple commodities of general consumption.

Colonel Davidson says that the guild was not formed for the purpose of enhancing the price to the retailer or consumer, but the guild had the reverse effect; that it had not destroyed competition nor enhanced the price of any article, but on the contrary it has reduced the price, and that there is no difference between the method of conducting business now under the guild and as it was conducted thirty years ago, before any guild was thought of.

Things That Shouldn't Be



Grocers should see that their clerks should not carry fish in their hands from boxes outside the door. It does not look well and they are apt to handle other foodstuffs without washing the hands.

Mr. Beckett says that the guild was not formed at all for the purpose of regulating prices; that the method adopted was to prevent the demoralization of the trade continuing, and to remedy existing grievances.

Mr. Kittson says the guild simply endeavored to get the manufacturers to fix their prices of their goods independently of the grocers and the wholesale people then asked the manufacturer to pay the wholesale grocer so much out of the price as his remuneration for handling the goods.

Mr. Cook in his evidence says that the loss of membership was the only penalty known in the Dominion Wholesale Grocers' Guild.

Consideration of Public Policy.

The history and proceedings of the guild are set out in the exhibits filed. They are too lengthy to be transcribed here, but if this case should come to be reported, some of them must be set forth:

(See Mr. Washington's argument, pp. 1-16).

This prosecution is under the statute, but it is instructive to consider the common law on the subject, as defined by several leading cases and authorities:—"The doctrine that certain contracts are void as being in restraint of trade is founded upon considerations of public policy. According to a well-known dictum of Mr. Justice Burrough, 'public policy is a very unruly horse, and when once you get astride it you never know where it will carry you.'" "To determine what is and what is not prejudicial to the interests of trade requires very exceptional insight into economic conditions and the nature of commercial transactions, and consequently, as the late Mr. Justice Cave once remarked, 'Judges are more to be trusted as interpreters of the law than as expounders of what is called public policy.'"

(Jolly on Contracts in Restraint of Trade, 2nd Edition, pages 1 and 2).

In *Nordenfelt v. Nordenfelt-Maxim* (1894) A.C. 535, several very eminent law lords discussed the question of contracts in restraint of trade, and pointed out that "the course of policy pursued by a country in relation to and for promoting the interests of its commerce must, as time advances and its commerce thrives, undergo change and development from various causes, which are altogether independent of the action of its courts." (per Lord Watson at page 553) and Lord Ashbourne at page 556 says: "The cases that have been referred to are interesting and important as showing the history, growth and development of an important branch of our law. In considering them it is necessary to bear in mind the vast advances that have since the reign of Queen Elizabeth taken place in science, inventions, political institutions, commerce and the intercourse of nations. Telegraphs, postal systems, railways, steam, have brought all parts of the world into touch. Communication has become easy, rapid and cheap. Com-

merce has grown with our growth, and trade is ever finding new outlets and methods that cannot be circumscribed by areas or narrowed by the municipal laws of any country. It is not surprising to note that our laws have been also expanded, and that legal principles have been applied and developed so as to suit the exigencies of the age in which we live."

Salt Merger Case Cited.

In the *Ontario Salt Company v. Merchants' Salt Company*, 13 Gr., Ch. Rep. (1871), 540, that eminent judge, Strong, then Vice-Chancellor, delivered an elaborate judgment, the bill having been demurred to for want of equity; the head-note is as follows: "Several incorporated companies and individuals, engaged in the manufacture and sale of salt, entered into an agreement, whereby it was stipulated that the several parties agreed to combine and amalgamate under the name of 'The Canada Salt Association,' for the purpose of successfully working the business of salt manufacturing, and to further develop and extend the same, and which provided that all the parties to it should sell all salt manufactured by them through the trustees of the association, and should sell none except through the trustees." "Held, on demurrer, that this agreement was not void as contrary to public policy or as tending to a monopoly, or being in undue restraint of trade; that it was not ultra vires of such of the contracting parties as were incorporated companies, but was such in its nature as the court would enforce."

At page 542 he says: "It is out of the question to say that the agreement which is the subject of this bill, had for its object the creation of a monopoly, inasmuch as it appears from the bill that the plaintiffs and defendants are not the only persons engaged in the production of salt in this province, and therefore the trade in salt produced here by other persons, and in salt imported from abroad, will remain unaffected by the agreement, except in so far as prices may be possibly influenced by it. The objection on this head is rather that the agreement has for its object the raising the price of salt, and for that reason is illegal, as constituting the old common law offence of 'engrossing,' or at least is void as being against public policy."

And on page 43: "Were I to hold this agreement void on any such ground I should be laying down a rule which, if applied, would cause great inconvenience in trade, and one the necessity for which would at this day be discountenanced by all public and scientific opinion."

So that it would be dangerous to accept as a settled doctrine of political economy or proposition of law, that under any and all conditions, and at all times, every man or corporation should be declared to have an absolute and inalienable right to buy and sell, trade or barter, with any other person or cor-

poration, without restriction as to quantity or price.

Coal Association Decision.

The case of *Rex v. Elliot* (1905), 9 O.L.R., 648, has been strongly relied on by the Crown. There the defendant was president of, and took an active interest in the conduct of affairs of the Ontario Coal Association. That association was not formed so as to include a whole class. Dealers in Ontario could not become members of the association as of right, and at least one applicant had been refused because the state of the coal business "would not admit of additional competition."

The main object of the association was to restrict and confine the sale of coal by retail to its own members, and to prevent anyone else from obtaining it for that purpose from the operators and shippers. Here the endeavor is to protect the interest and the welfare of the wholesale grocers of Canada, whether they are members of the guild or not. Article 5 of the constitution of the Ontario Coal Association plainly contemplated the fixing of prices by the local organization so that in the two particulars that case is entirely different from the present one, viz., the legitimate coal dealer could not get admission to the Coal Association, whereas here the guilds have invited the membership of legitimate wholesale dealers from the beginning, and secondly, the price has in all cases been fixed by the manufacturers themselves.

The Plumbers' Combine Case.

In the case of *Rex v. Master Plumbers' Association* (1905) 14 O.L.R., 295, persons in the trade who were not members of the Plumbers' and Steamfitters' Association could not buy supplies except at an advance of from 20 to 25 per cent.; in other words, men who were in the same position as the members, either could not buy at all, or if they could buy could only do so at an advanced rate. On page 300 of his judgment in that case, Clute, J., says: "We find that that system was endeavored to be rigidly carried out. Of course, for the purposes here, it is not necessary that it should be shown that it was carried out or that it was put in force—the mere combination was sufficient; but as a matter of fact it was so enforced, and so rigidly enforced, that numbers of plumbers who were not members of the association found it is impossible to obtain goods except by a roundabout way through other members of the association or by importing them from the United States."

And at page 302: "During all this time I find that the existence of this combination continued, that it was being observed as well as it could be under the circumstances, that both parties relied upon it, and that while making a pretence, for use at Ottawa, that they were selling to everyone equally, as a matter of fact, the very firms that were engaged in this business, and who formed the association of plumbers' supplies,

were refused who sought to cause the Plumbers' ingenious through the union it was to be carried

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were refusing applications of persons who sought to purchase their goods because they were not members of the Plumbers' Association." And then an ingenious scheme was devised whereby through the medium of a supply Association it was thought that the scheme could be carried out without danger.

In the present case any wholesale merchant could buy exactly on the same terms as members of the association. I note on page 309, an observation of Osler J. A., which applies to some of the evidence given in this case: "The prosecution, however, went very far afield, introducing evidence, which comprises the bulk of the record, of unlawful acts committed by individuals, members of old unincorporated associations, years before these defendants came into existence. This, in my opinion was absolutely wrong."

A Rage for Writing.

This remark applies very specially to the indiscretions of some individuals, notably of the late Mr. Gillard, who was badly afflicted with the cacoesthes scribendi (a rage for scribbling), and defendant, Beckett, has more than a slight attack of the same malady. In this connection I may cite the extremely fair and reasonable pronouncement of the senior counsel for the prosecution, p. 51, lines 21 to 30: "I apprehend that I am within the judgment of Your Lordship, in saying that if these arrangements, as we have them exposed in evidence now, were on the whole reasonable, satisfactory and free in the main from objectionable features, that Your Lordship would not think it fair or reasonable that these defendants should be pursued into some details of their conduct, which seem perhaps more or less objectionable, but after said and done, which are perhaps out of harmony with the general idea which they have in their mind."

And again at page 82, lines 17 to 27: "Now, My Lord, I shall only conclude, as I commenced, by saying that if Your Lordship reaches the conclusion on this evidence that the general arrangements made by these defendants, are on the whole free from objection, informed by a proper spirit, conceived with proper idea, and aimed at the accomplishment of proper results, then on the part of the Crown I should not desire to see some details of their conduct, which are objectionable, fastened upon for the purpose of finding them guilty of the charges preferred against them."

In the *Mogul S. S. Co. vs. McGregor, Cow & Co.*, 1892, A.C., Lord Halsbury says at page 36: "There are doubtless to be found phrases in the evidence, which, taken by themselves might be supposed to mean that the associated traders were actuated by a desire to inflict malicious injury upon their rivals; but when one analyses what is the real meaning of such phrases, it is manifest that all that is intended to be implied by them is that any rival trading which

shall be started against the association will be rendered unprofitable by the more favorable terms, that is to say, the reduced freights, discounts, and the like, which will be given to customers who will exclusively trade with the associated body."

And in *Allen vs. Flood*, 1898, A. C., p. 138: "I now proceed to consider on principle the proposition advanced by the respondents, the alleged authorities for which I have been discussing. I do not doubt that everyone has a right to pursue his trade without 'molestation' or 'obstruction,' if those terms are used to simply imply some act in itself wrongful. This is only a branch of a much wider proposition, namely, that everyone has a right to do any lawful act he pleases without molestation or obstruction. If it be intended to assert that an act not otherwise wrongful always becomes so, if it interferes with another's trade or employment, and needs to be excused or justified, I say that such a proposition in my opinion has no solid foundation in reason to rest upon."

The case of *Wampole vs. Karn*, 11 Q. R., 619, deals with a proprietary article, and it is a civil action. It does not appear that any criminal prosecution was founded on it. See *Quinn vs. Leathem*, 1901, A. C., 506: "Every judgment must be read as applicable to the particular facts proved, or assumed to be proved, since the generality of the expressions which may be found there are not intended to be expositions of the whole law, but governed and qualified by the particular facts of the case in which such expressions are to be found." And at page 512: "In *Allan vs. Flood*, (1) the purpose of the defendant was by the acts complained of to promote his own trade interest, which it was held he was entitled to do, although injurious to his competitors."

The case of *Rex vs. Clark*, 14 Can. Cr. cases 46, and, in appeal, 57, was that of an association composed of retail dealers in lumber, and they assumed to fix the price. Eligibility to membership was finally determined by the directors, not as here by the mere fact of being a wholesale dealer, and retailers who dealt directly with the consumers assumed to decree a monopoly, and to fix the price at which the monopoly should sell.

Protection of the Public.

In the case of the *King vs. Gage*, 13 Can. Cr. cases, 415, the head-note is as follows:—

1. A conspiracy 'to restrain or injure trade' in relation to any commodity under Code, Section 498, sub-sec. (b) must from the context be taken to refer to 'undue' restraints of trade, such as malicious restraints or those not justified by any personal interest for the protection of which the trade arrangement is made."

2. Traders may legally organize for the protection and advancement of their

common interests, provided that the interests of the public are not to be unduly impaired.

3. A regulation of a grain buyers' association, which required that its members on purchasing wheat from producers should pay therefor not more than one cent per bushel below the export market price, and so allow a fixed profit of one cent per bushel on the trade done by members of the association on its own exchange or market, does not constitute an undue restraint of trade, if it appears that such profit is a fair and reasonable one.

It was tried by Phippen, J. A., who adopted the view taken by Killam, C. J., in *Gibbons vs. Medcalf*, 15 Man., L.R., 583—that sub-section (b) relates to those restraints which are not justified by any personal interests of the contracting parties, but which are mere malicious restraints unconnected with any business relations of the accused. It was held in that case that the combination which the defendants there had entered into, though resulting in damage to some person or persons, is actionable only in cases where its object is unlawful, or where, if lawful, such object is obtained by unlawful means.

In "Eddy on Combinations," volume 1, Section 556, the author says: "Every combination, whether a partnership, an association, a corporation, or a combination of these various factors, is presumed legal until the contrary is shown by affirmative evidence."

"In accordance with the views heretofore expressed, it is submitted that the correct doctrine is that all agreements underlying combinations are presumed valid, unless they show upon their face that the object of the agreement is to do that which is unlawful, injurious or oppressive. However, the presumption of validity which attaches to an agreement apparently legal in its terms and upon its face may be overcome by proof that, as a matter of fact, the agreement was entered into and the combination formed for unlawful, injurious or oppressive objects." In section 560 he says: "The right of a combination of dealers to advance their own interests by mutually agreeing that they would not deal with any manufacturer or wholesale dealer who should sell directly to customers has been broadly upheld." For this contention the author cites *Bohn Mfg. Co. vs. Hollis et al* (1893) 54 Minn. 223, 55 N.W.R., 1119.

When Lawful and Laudable.

I cite the following extracts from a judgment of Mitchell, J., in this case, page 1120:

"The case presents one phase of a subject which is likely to be one of the most important and difficult which will confront the courts during the next quarter of a century. This is the age of associations and unions, in all departments of labor and business, for purposes of mutual benefit and protection. Confined to proper limits, both as to

end and means, they are not only lawful, but laudable. Carried beyond these limits, they are liable to become dangerous agencies for wrong and oppression. Beyond what limits these associations or combinations cannot go, without interfering with the legal rights of others, is the problem which, in various phases, the courts will doubtless be frequently asked to pass upon.

"There is, perhaps, danger that, influenced by such terms of illusive meaning as 'monopolies,' 'trusts,' 'strikes,' and the like, they may be led to transcend the limits of their jurisdiction, and, like the Court of King's Bench in Bagg's case, 11 Coke, 98a, assume that, on general principles, they have authority to correct or reform everything which they may deem wrong, or, as Lord Ellsmere puts it, 'to manage the state.' But whatever doubts or difficulties may arise in other cases, presenting other phases of the general subject involved here, it seems to us that there can be none on the facts of the present case. Both the affidavits and brief in behalf of the plaintiff indulge in a great deal of strong, and even exaggerated, assertion, and in many words and expressions of very indefinite and illusive meaning, such as 'wreck,' 'coerce,' 'extort,' 'conspiracy,' 'monopoly,' 'drive out of business,' and the like." (This sounds very like the present case).

Selling Direct to Consumer.

"This looks very formidable, but in law as well as in mathematics, it simplifies things very much to reduce them to their lowest terms. It is conceded that retail lumber yards in the various cities, towns and villages are not only a public convenience, but a public necessity; also, that, to enable the owners to maintain these yards, they must sell their lumber at a reasonable profit.

"It also goes without saying that to have manufacturers or wholesale dealers sell at retail, directly to consumers, in the territory upon which the retail dealer depends for his customers, injuriously affects and demoralizes his trade. This is so well recognized as a rule of trade, in every department, that generally wholesale dealers refrain from selling at retail within the territory from which their customers obtain their trade. Now, when reduced to its ultimate analysis, all that the retail lumber dealers, in this case, have done, is to form an association to protect themselves from sales by wholesale dealers or manufacturers, directly to consumers or other non-dealers, at points where a member of the association is engaged in the retail business.

"The means adopted to affect this object are simply these: They agree among themselves that they will not deal with any wholesale dealer or manufacturer who sells directly to customers, not dealers, at a point where a member of the association is doing business, and provide for notice being given to all their members whenever a wholesale dealer or manufacturer makes any such sale.

That is the head and front of the defendants' offence."

The Fixed Price Problem.

I refer to the case of the Commonwealth v. Grimstead (1900) 108 Kentucky, 59, affirmed in appeal in 1901, 111 Ken., 203, where it was held that an agreement by one who buys goods from a manufacturer not to resell them for less than a certain price, does not violate section 3915, Kentucky statutes. The Kentucky statute in question provided that "any corporation or individual who shall become a member of, or a party to, or in any way interested in any pool, trust, combination or agreement, for the purpose of regulating the price, or limiting the production of any article of property, shall be deemed guilty," etc.

There is a decision of the Supreme Court of California sitting in banc, in the case of Grogan v. Chaffee, wherein it is held that fixed prices are not in restraint of trade.

The court sustains the manufacturer and holds that price-cutters are liable if they do not maintain prices fixed by the maker of goods.

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

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

In the present case there has been no evidence of the enhancing of prices, no complaint by any consumer, no complaint by any retail dealer, but rather approbation.

Most Economical Method.

It is conceded that the proper method of distribution of goods from the manu-

facturer is through the wholesale dealer to the retailer and then to the consumer, because this is the most economical method. For if the manufacturer attempts to deal directly with the consumer, or even with the retailer, he must in a country like Canada, sparsely settled and of enormous area, maintain a staff of travelers and also establish depots for his goods at important points.

These are great outlets of expenditure, for the traveler carrying only one line of samples gets possibly as large a salary, and certainly spends as much in traveling expenses, as the traveler for a wholesale house who sells, we are told, three or four hundred different articles.

This is one reason why the wholesaler undertaking the sole distribution gets a larger profit, and yet the price is not enhanced to the consumer.

The various cases of alleged oppression and "driving out of trade" of persons who either openly, or by some ingenious device, aim to belong to the wholesale trade, and at the same time sell at retail, are thus easily understood. If this system were to be practised, it would injuriously affect and demoralize the trade, not only of the wholesaler, but of the retailer, and the consumer would certainly not be the better off in the long run.

The same remarks apply to the efforts made to put a stop to the "cutting" of prices.

Equalization of Rates.

There was some complaint about the system known as the "equalization of rates," it being contended that it bore unequally and oppressively as against certain towns or districts. This statement was entirely disproved, and it was shown that the "equalization" was based strictly upon the freight rates of the different railways, so that the retail merchants got their goods at the different points at practically the same prices.

The Court's Decision.

I find the facts then to be as follows:

1. The defendants have not, nor has any of them, intended to violate the law.
2. Nor have they, nor has any of them, intended maliciously to injure any persons, firms or corporations, nor to compass any restraint of trade unconnected with their own business relations.
3. They have been actuated by a bona fide desire to protect their own interests and that of the wholesale grocery trade in general.

As far as intention and good faith of the want of it are elements in the offence with which they are charged, the evidence is entirely in their favor.

Have they then been guilty of a technical breach of law?

This question is answered by the citations which I have given above and which cover every branch of the case.

I, therefore, say that the defendants are not, nor is any of them, guilty as charged.

There are minor matters as to which I, sitting as a jury, give the defendants (as I am bound to do) the benefit of the doubt; and as to which I warn the de-

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defendants and those in like case to be careful, e.g., as to alleged efforts to coerce wholesale dealers into joining the guild.

It is of the essence of the innocence of

defendants that the privileges which they seek to enjoy should be extended to all persons and corporations who are strictly wholesalers, whether they choose to join the guild or not.

To Re-enact Extra Provincial Corporations Law

Manitoba Premier Says Act Was Made in Retaliation to Other Provinces—Cabinet Would Not Consider Its Abolition—The Licensing of Travelers.

Winnipeg, March 9.—The last word has been said between the deputation from the board of trade in Winnipeg, and the provincial cabinet of Manitoba, over the extra Provincial Corporations Act, which went into effect on March 10, 1909.

It may seem that the inquiry into the matter of restriction has not been a success on the part of those more vitally interested in the Act, since the Act has been taken up again by the Legislature and will be put through the house in practically the same form as it was passed one year ago.

One change has been made in the Act namely, the words "and a copy of the last auditor's report" has been struck out of clause eight (8). That this alteration, though apparently slight, has a far-reaching effect will be seen later, but those points which at one time loomed up most grievously have either been ignored or dissolved.

The Government's Attitude.

The cabinet were extremely courteous to the deputation and listened duly to all the objectionable features brought to their attention. The premier at the outset explained the situation from his standpoint and this did much to clear the atmosphere. It became evident that the whole Act was compiled as a retaliation to other provinces which had instituted similar legislation. He said that in no wise would the cabinet consider the abolition of the Act, since the reputation of the province was at stake. Manufacturers and corporations in Manitoba were not allowed such privileges in other provinces as companies in other provinces have been allowed heretofore in Manitoba. The government, therefore, must retaliate to equalize the justice of the Dominion as represented by action of the other provinces. Every loyal citizen of this province could be appealed to on these grounds, and may be some citizen who might suffer by the operation of the Act would be willing to sacrifice to maintain the integrity of the province in which he lives.

The premier stated further that although the Act could not be nullified, yet such grievances as the deputation could point out would be fairly dealt with, point by point, in the hope that in some degree certain discriminations might be eliminated. This was done with the result that a clause was struck out of the formalities as stated above.

Effect of Change Proposed.

The dismissal of the obligation of the extra-provincial corporations to submit the last auditor's report has the effect of leaving room for the company to place its capitalization at any

figure it chooses with the option on the part of the government of inquiring into the accuracy of the statement. It is obvious that this clears the situation somewhat since the rigorous basis upon which the fees were levied was perhaps the most outstanding grievance against the Act.

Already it has been known that an Eastern Canada corporation has paid the tax on a capitalization much less than it is reputed to possess. Should the company be assured that it is proof against all approaches of the government in connection with the production of a fraudulent capitalization figure, then the company has no cause to murmur against the Act on this point. If, however, another point of law could allow the government to inquire into the exact capitalized standing of the company and fraud could be deduced, then the company is not any more exempt than before the clause was erased. Nevertheless under the present circumstances they feel more secure.

Upon examination of the Act it was pointed out that the Act distinctly reads: "The Lieutenant-Governor-in-Council may reduce the fee payable for its license to such sum as he may think just, having regard to the nature and importance of its business in Manitoba." (Sec. 21). This simply means that there is no rigidity in the levy to be imposed, but at the same time such understanding may not be entirely satisfactory to the corporation against which the Act operates, since the matter is one over which the corporation has no control other than drawing the attention of the Lieutenant-Governor to the matter.

It must be admitted that the crude understanding of the Act gave rise to some unwarranted agitation. For instance many were under the impression that the fee was annual, and even the solicitor did not make it clear that the tax was only an introductory fee of corporation within the province.

No Tax on Travelers.

The brokers and extra-provincial corporation representatives resident within the province still maintain, and justly so, that they are unfairly discriminated against in favor of travelers. Their principals have the same cause of complaint. This is an outstanding weakness of the Act and apparently without remedy. An Act respecting the licensing of travelers in the various provinces was introduced in the Dominion House some years ago, but it was dismissed on the advice of Sir Wilfrid Laurier, who thought it wiser for the Dominion Government to grant the provinces sums of money rather than have the individual provinces tax the travelers or the firms

they represent. It would seem that the brokers have the same cause for elimination as the travelers, and an appeal to the Dominion Government might have the tendency to make some radical changes in the extra-provincial corporations act.

During the time between the verbal agreement that the government would not penalize any agent or company, and the meeting of the cabinet and deputation for the last time, many companies have paid the required license fee according to their interpretation of the Act, and no penalties have been meted out.

It must be said in conclusion that the inquiry has been justified in that it has greatly cleared the situation, and that one change more or less radical was made, and although all grievances have not been swept away the whole question resolves itself into whether the province as a whole should maintain its integrity among the other provinces in the dominion, to the sacrifice of localized individual rights.

TROUBLES OF PRICE-CUTTING.

Grocers in British Columbia Have Worries Over This Problem.

Vancouver, B.C., March 8.—Retail grocers here, who belong to the Vancouver Retail Grocers' Association, are facing the problem of others not in the organization offering staple articles at cut prices as catches for the new customer.

Such things as flour, which is sold with the understanding that the retail price is fixed at so much, is cut say from \$1.90 to \$1.75. This would be about cost price, and to the consumer looks as if the ordinary dealer is trying to squeeze out an exorbitant profit. The dealer who cuts, realizes that anything lost on the one article may be made up if a customer is gained, and the loss of profit is practically, or may be charged up to the advertising account.

There is talk of combine prices, but those who know jobbing prices and retail figures in Vancouver are aware that little out of the ordinary is gained by the retailer in profit. He has to sell very close or there is a loud complaint from his customers, who are already feeling the upward trend of prices. It is not the retailer who profits, but the bigger houses, for the retailer has to have the goods, and he is the man who has to shave his prices.

A. P. Tippet, Montreal, has returned from a two months' tour of Europe.

S. G. Caldwell, Barrie, Ont., recently purchased the grocery business of E. J. Armson.

The grocery and crockery business of the Coxall Co., Tamworth, Ont., has been purchased by Reuben Richardson.

Armand Chaput, of Chaput, Fils & Cie., Montreal, is in New York, on a holiday trip. Mrs. Chaput and his sister-in-law accompany him.

The incorporation of the Maritime Fish Corporation has been officially announced with a capital of \$1,000,000; head office of the company to be in Montreal.

The Canadian Grocer

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CO-OPERATIVE BILL KILLED.

It will be welcome news to merchants in all portions of Canada to learn that the Harris-Monk Co-operative Bill is again a dead letter.

Just at the time of going to press The Canadian Grocer received a despatch from Ottawa stating that the bill came up in committee and that it had been killed.

It did not even get as far as the Senate where it was blocked by a single vote on the last occasion it was introduced.

Merchants who actively opposed the Bill with this paper, will now realize that their labors to prevent the granting of special privileges to a few have not been without fruit. The circumstances connected with the opposition also indicate what can be done by means of organized effort and a good, strong campaign to secure the rights of the trade.

The death-knell of the bill has, therefore once again been sounded and it is not likely that another member of our Dominion government will be foolish enough—at least for some time to come—to bring in such another piece of unfair legislation.

FROM WHOLESALER TO CONSUMER.

The wholesalers and retailers of British Columbia are working along correct lines when they meet together to clear away differences in respect to the wholesale trade selling to the consuming public.

An item to this effect appears elsewhere in this issue, showing the ques-

tions at issue and the unfairness of wholesalers selling to consumers at wholesale prices, and at the same time holding the retail trade down to strict terms in making payments, etc.

The retailers in the western province have certainly a good grievance. It is not fair to them that they should act as the special medium between wholesaler and consumer only when the wholesaler does not have an opportunity to sell direct himself to the consumer. The retailer handles his goods for him and has a right to obtain all his business.

But the point is: no permanent arrangements can be made to right this wrong unless the question is jointly discussed by retailers and wholesalers such as was done in the case of the British Columbia merchants.

True co-operation is needed, and the sooner it comes the better will it be for all concerned. It will assist in a better understanding of trade questions and tend to improve existing conditions at a more rapid rate than they are improving at present.

GERMAN AND BRITISH METHODS.

Canadians are experiencing just now a marked difference between British and German methods of extending business. When in 1897 Canada reduced the duties on British goods 25 p.c., but few British exporters were interested. A year later the reduction was made 33 1-3 p.c. without creating any apparent additional interest. Of course there were a number of exceptions and many bright representatives came to Canada, but they represented a very small percentage of the British firms who could have done business with Canada. Canadian agents and brokers were somewhat more enterprising and many of them visited leading manufacturers in England, soliciting representation in Canada, but as a rule they got a discouraging reception.

On February 15th the Canadian surtax on German goods was removed, but British exporters still have an advantage of 33 1-3 p.c. over the Germans. Yet Canadian manufacturers and merchants have had a greater number of visits from salesmen of German firms since then than we see from Britain in the course of six months. Their methods, too, are entirely different from the British. They are ready to meet Canadian wishes in any respect, and already a number of orders have been placed, and indications are that Germans will do an enormous trade in this country. It has been argued that German goods are not as high class as British. This was true a few years ago but leading German firms are now getting into the same class with the best

British manufacturers in the quality of their goods. Canadians should study these German missionaries, their goods and their methods and adopt them wherever it is to their advantage to do so, for Germany is to-day the most progressive nation in the world.

Canadians for sentimental reasons would rather do business with British manufacturers, but the latter must bestir themselves if they expect to hold this market and possibly their own market.

Canadians would rather place their orders with British manufacturers, but the latter, as a class, must adopt better factory and selling methods for, even with the advantage of sentiment and preference, these Germans will take the market from them. Where British firms have modernized their methods they are doing and will continue to do a profitable trade here without fear of German or United States competition.

The great question is, will British manufacturers as a whole do so? The invariable answer of the majority is that they are quite satisfied with the business they are doing, and they point out that in spite of all competition they have been holding their own or increasing. With the great increase in the world's consumption, this is to be expected, but Britain's exports have not increased in the same ratio as other competing countries. It is natural too for old established firms to hold their trade for many years because of their reputation and connections, but the turn invariably comes, and when it does the decline is very rapid.

INTEREST ON CAPITAL INVESTED.

A subscriber writes stating that there are two partners in his firm, one of whom invested \$3,000 and the other \$2,000. He replies to The Canadian Grocer's statement that interest should be charged on capital invested in a business and asks: "Will there be any deduction or addition to present capital or should interest figure only on the expense account?"

Assuming that each partner gave equal service to the business each is entitled to the same salary. But the amounts invested were not equal, so after salary, rent, and other costs are figured and the year's profits arrived at interest on capital must be deducted. Suppose the profits were \$5,000 and interest was figured at six per cent., \$300 would have to be deducted for interest, \$180 of this going to the partner who had invested \$3,000 and \$120 to the one whose investment had been but \$2,000. This interest would figure only in the expense account and would not affect the capital investment.

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ADVANTAGES OF A PLATFORM.

Merchants who belong to trade organizations, and who are interested in association work should always have a policy to advance and stand by before each meeting.

There can be no benefit in attending meetings at which no question is before the members for discussion, and it's the man with the policy thought carefully out in every detail who wins in the debate.

Of course, there will always be some weak points in the argument, but it will be up to the others to establish something better. Many men can pull apart a platform, but when it comes to building another they fail. They are destructive, but not constructive.

If a better policy cannot be advanced, that which has been thought out by the man with forethought stands the blasts of the campaign successfully. His is sure to be a winner.

The benefits to a member of an organization who pursues such a course are many. He gets to the bottom of the question aided by the criticisms of his colleagues. He becomes enthused with his subject, since he has to go into it deeply to obtain arguments to offset any adverse criticism that might occur.

Gradually he becomes a debater to be reckoned with and an influence upon the organization of which he is a part. His views are eagerly sought on every question that arises, and in time outsiders begin to realize his sound sense—and all because he was a constructor in his association and because he developed to a great degree his argumentative ability.

With such men as this in an organization, it is bound to be successful, and to become a power in the trade. Men with good sound policies are needed—policies that will stand criticism. It is no use going to a meeting unless you are prepared to intelligently set before your colleagues a proposition that is going to be of value to the association.

A question that is incidentally advanced at a meeting can only meet with a superficial treatment in debate.

It requires the application of good sound common sense at a time when there is plenty of time to get right down to the substance of the thing.

THE ADVANCING HOG MARKET.

If hogs go much higher they will soon be as expensive as broilers—and they show little inclination to take much of a tumble.

While prices in Canada are somewhat behind some United States sections yet they are higher than they have been for years.

For instance they are now quoted around \$9 and \$9.15 per cwt., live weight in Montreal, Winnipeg and Toronto and difficult to obtain at those prices.

Reports from Cincinnati, O., are to the effect that hogs went over the \$10 mark the other day. Some paid \$10.05—the highest since the civil war. In St. Louis they are up to \$10, while in Pittsburg they have been up to \$10.15. Other United States markets are equally strong.

The wonder is, at where are they going to stop? Dressed hogs a year ago about this time were \$10.25; in 1908, they were only \$7 and in 1904 only \$6.20—much less during the last two mentioned than hogs, live weight, are now.

A year ago at this time hogs were quoted on the Canadian markets between \$6.50 and \$7. They were about the same in 1908 and therefore were more than \$2 less than they are to-day.

If the hogs are not to be obtained they will eventually go so high that the finished food product will be beyond the reach of the ordinary consumer.

This will have a serious effect on the industry. It will tend to divert the attention of the consumer to something else that is within easier reach of his finances and to have a demoralizing effect upon the industry when there are signs of its revival among the farming communities.

THE ALUM QUESTION.

A very important question among houses engaged in the manufacture of baking powder at present is that relating to alum. To use it or not to use it, that is the question. In view of the fact that the question of pure food laws is a live topic at the present time, and also the fact that the use of alum in food is prohibited by law in Great Britain, makes it look as if it would only be a question of a short time when the sale of alum baking powders in Canada will be prohibited.

There seems to be a popular prejudice against the use of alum in baking powder or anything that enters into our food.

ELEMENTS NECESSARY TO SUCCESS.

A very important factor in the success of the traveling salesman in his own special work, as well as in the advancement of his employer's interest, are his relations with the trade which he visits.

As a matter of fact, the position he occupies is not a single-headed, but a three-fold one. Employed first of all to extend the acquaintance and the business of the house, he is expected also to see that buyers settle their accounts

as provided by contract or agreement. Beyond that he is looked to for the adjustment of any difference that may come up, from whatever cause or source.

The requirements are those of a good salesman, a fair accountant and something also of a diplomat. To successfully carry these responsibilities one must be a thorough gentleman. He will find it worth while to keep himself informed on the topics of the day, and particularly on the progress of events in his own trade. Ready at all times to give an opinion if asked for it, he must not force his ideas upon those who are not interested in what he thinks or has to say. It is essential that he will appear well when calling upon his trade so that, no matter what sort of company he is with, he will feel perfectly at ease. Shabbiness is always self-conscious of being out of place.

So far as possible, one should aim to make friends of his customers and encourage them in the same way towards himself. Genial at all times and in all places, he will never indulge in undue familiarity. Remembering that other calls are likely to follow, one should make no promises that can not be fulfilled to the letter. By this means confidence is established and plain statements come to be taken at their face value. Not only is the dealer glad to see such salesmen, but the latter finds his way smoothed with others, and his reputation as a man who can always be depended upon to do the right thing extended where it will do the most good.

WHERE PERSONALITY STANDS

It is interesting to calculate how far personality really influences the fortunes of business. Is the personal element in business gradually being squeezed out by the mechanical? Any merchant within fifty miles of a metropolis is acutely sensible of the competitive pressure exerted against him by large distributors, whose methods operate with the precision of some cleverly constructed machine.

Personality, as he understands the term, has little if anything to do with the reasons why some of his neighbors buy from the big stores instead of from him. The public has no intimate knowledge of the proprietors of these stores; it is apparently satisfied if its orders are filled with promptitude and accuracy.

Can the local man, by the dextrous exercise of his own personality, defend and extend his trade in face of the opposition from without? That is a question well worth studying. Of course, personality devises and permeates the methods of the mammoth stores.

There are surprising possibilities in the power of the personal element in business, if we strive to discover them, and the return should be repayment for the trouble.

Articles Which Go Well Together in Displays

What Easter Suggests in the Way of Windows—Care Should be Taken Not to Have Too Many Varieties of Goods.

Every merchant recognizes that there is at least some benefit to him in dressing a window. If he does not, why does he ever place an article in his window or why does he have a window-sill at all where goods can be kept?

Therefore from the fact that the window is there and that there are always some goods in it, it is an established fact that every merchant recognizes its value.

The question then is: How to give to the window its best selling properties?

Easter is near at hand and it is a festive season. Here is one opportunity to make it a valuable asset. Easter is a time when everybody thinks of the

While it is attractive and appropriate it cannot be said that it is dressed to make the most sales possible. The trouble seems to be that there are too many varieties of goods in it. Had ham and eggs been exclusively used with the same amount of attractiveness its selling power might have been better. The gaze would then have been concentrated on those two articles closely associated with each other.

Such a display could have been used a couple of days in the week and changed for say lard and pastry flour; biscuits and cheese or ham and pickles.

The presence of a few Easter lilies lends beauty to the window and are also suggestive of the season.



Easter Window Dressed by Ralph McKenny, Port Hope, Ont.

table and the good things to be had after the closing of Lent, and preparations for appropriate displays should be made as early as possible.

The illustration shown here represents an appetizing scene. Eggs, bacon, lard, ham, pickles, cheese, etc., are suggestive of the Easter season, but the question is are they displayed to the best advantage? Is the window a good selling one? That's what counts.

Good capital can certainly be made out of the coming festive season and grocers should seize the opportunity to obtain their share of new business which the holidays are bound to create.

By all means introduce a few decorative display cards and one or two price tickets — they are in themselves good salesmen.

SELLING TO CONSUMER EVIL.

Vancouver, B.C., March 9.—At a recent meeting of wholesalers and retailers, three important trade questions were discussed, namely, wholesalers selling goods to consumers; wholesalers selling to small camps and boats, and wholesalers supplying goods to employes at cost, who in turn were supplying goods to relations and friends.

Among those present or represented at the meeting were W. H. Malkin Co.; Kelly, Douglas & Co.; Hudson's Bay Co.; W. J. McMillan & Co.; Leeson, Dickie, Grosse & Co.; Oscar Brown Co.; Campbell & Muir; F. R. Stewart & Co.; C. B. Bainsford, J. Goddard, M. Oppenheimer, D. Naismith, C. Milne and the directors of the Vancouver Retail Grocers' Association.

It has been no trouble for consumers in most instances to buy direct from wholesalers, which the retailers declare is unfair, and discussion was along this line. Moreover, goods are supplied in large quantities and at wholesale prices, to say, managers of companies who might have some business, and these are delivered direct to the private houses.

Complaint has been made that retailers, who are held down to tight prices and prompt payments, are not given a fair show, since at least one-quarter of the trade is supplied by wholesalers which is in the sphere of the retailer.

These and other points were discussed, after being presented by W. Clark, president of the Retail Grocers' Association, and the chairman remarked that he was sure that any wholesaler who had been selling to the consumer in the past would cease from this time forward. Further, he thought a clear arrangement should exist between wholesalers and retailers, as to what camps and boats were in the respective fields. It was decided that forthwith no more goods should be sold to employes.

What the retailer now wants is these conditions lived up to, for although they have been understood in the past, little attention has been paid to them.

"That clerk of yours seems to be a hard worker."

"Yes, that's his specialty."

"What, working?"

"No; seeming to!"

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Practical Methods Used in Retail Grocery Stores

What Halifax Grocer Considers to be Unfair Methods in Doing Business—An Exclusive Tea, Coffee and Chinaware Store—Disadvantages of Over-stocking—Catering to Saturday Night Street Walkers Through Window Displays—Are Newspaper Advertisements Read?

Unfairness in the Trade.

Halifax, N.S., March 9.—“There can be no permanent benefit to any man in any undertaking unless that undertaking is fair to all parties concerned.”

This was a statement made by a merchant the other day, and it implies some good advice.

He maintained that if a manufacturer in selling goods to the wholesale trade gave one distributor an advantage over another he was doing something which was unfair and which could have no permanent advantages.

Also if a jobber in selling goods to the retail trade gave to one merchant an advantage that his “across-the-street” competitor did not receive, he claimed that that jobber was not acting squarely. The undertaking was not fair to all concerned and therefore he claimed there could be no permanent trade benefits in it, considering the trade as a whole.

Such a transaction gave to one person a preference a competitor did not receive, thus giving to the one selling advantages over the other. It meant loss of trade to the retailer who did not get the preference because he could not sell the article and make a fair profit.

The tendency was for him to eliminate that article from his selling list and substitute another. That meant loss to the jobber, he claimed; and therefore to the manufacturer.

A Tea and Coffee Store.

Windsor, Ont., March 9.—The retail tea and coffee stores, though not numerous, bear evidence of the importance to the grocery trade of these staple beverages. Some one has yet to start a retail sugar store, or cereal store, or canned goods store. C. T. Bourbeau has a tea and coffee and spice store in Windsor. Mr. Bourbeau carries also a fine stock of crockery, glassware and fancy china. The decorations include oriental umbrellas, fans and lanterns.

Mr. Bourbeau calls his place the Central Tea Store. It is located on the market square. He began his career as a tea and coffee merchant six years ago in a small way utilizing a room in his house. Later he built an extension and about a year ago moved into the present premises which are 25 feet by 45 feet. Before starting for himself Mr. Bourbeau was clerk for a number of years with Geo. Nairn, Windsor, and had charge of the tea and coffee department.

The Central Tea Store is modernly equipped, with silent salesmen, computing scales, and cash registers. The tea and coffee bins are of Mr. Bourbeau's own design. He has installed an electric coffee grinder, and he has taken special care to have his store brilliantly lighted at night. Mr. Bourbeau has two clerks and two delivery wagons. At the start he adopted the policy of giving good value and prompt delivery and

he attributes his success to having lived up to it.

The Evils of Over-stocking.

Victoria, B.C., March 8.—“There are too many retailers to-day,” claims a local merchant, “suffering from too large a stock.

“A large stock,” he says, “is all right, of course, if the trade demands it; but as a general principle it is poor policy to overstock, even if prices seem particularly attractive. It is an easy matter for a dealer to allow a smooth salesman to overload him, and no matter if the dealer really knows that his trade will not warrant it, he finds it hard to resist the argument of price, when he should know better.

“The quick turning of stock, even at only a fair net profit, is one of the great requirements in the retail business. Figure it out. Take, for example, \$10,000 invested in stock, turned over once a year with a net profit of 25 per cent—that means \$2,500. One-fourth that amount, or \$2,500, turned four times a year at a net profit of only 20 per cent., would yield a profit of \$2,000, or four-fifths the amount returned by a capital four times as large, while interest at six per cent. on the difference in capital invested would bring the difference in the net returns very close together, the volume of business remaining the same.

“Then, the tying up of so much capital as is frequently invested in what is virtually dead stock often prevents a man from doing that which would add materially to his profits.

“Another advantage in favor of the smaller and better selected stock, to my mind, is the smaller space required and consequently smaller rental, less insurance premiums and smaller taxes, and a proportionately smaller risk all around. It requires a thorough knowledge of local business conditions, excellent judgment of goods and of the trade, a determination not to allow the salesman to unload on one a lot of unsalable stock, or too much of stock that would be salable if given time enough.

“In other words, it requires a man who knows his business thoroughly and who has the backbone to stand by what he knows to be his own best interests.”

Caters to Saturday Night Wayfarers.

Lindsay, Ont., March 10.—The advantage of catering to the Saturday night buyers was illustrated by a Kent St. grocer the other day. In Lindsay the working men, their wives and children, and also men and women of other occupations, who are lucky enough to cease work at the hours of five and six on Saturday's, number in the hundreds. The one popular pastime in the evening is to take a walk down town and perhaps do some shopping. Saturday night is the busiest of times for the grocer. One grocer in particular every

Saturday makes it a point to dress up a new window with something special which he wishes to dispose of and something which he thinks will catch the eye. In this way he has made many large sales of some particular line of groceries on a Saturday evening.

Do People Read the Papers?

Chatham, March 10.—“Do people read the advertisements?” echoed a grocer the other day, in response to a query. “Just let me give you an instance.

“We have been regular advertisers for many years. Some time ago, we advertised a certain line of goods as a Saturday feature, and one of the items was cooked ham. The price should have been 30c a pound or thereabouts, but inadvertently we put it in at 25c.

“You should have seen the rush. Our entire stock of cooked ham, and it was a pretty large one, was cleaned out long before 12 o'clock on Saturday, and all afternoon and evening we had people clamoring for cooked ham at 25c. The mistake was ours, and of course we made good, though it involved a dead loss; but it was really worth the money to see that stream of customers.

“Before that, I used to have my doubts as to the efficiency of advertising, but after the ham episode I didn't want any more convincing.

“It showed that our advertisements were being read—how, otherwise, could the people know? It proved that the efficiency of advertising depended solely upon the skill of the advertiser; and that, as long as I wrote the kind of advertising that appealed to buyers, the newspaper would do its part in placing my propositions where they would be read. Now, if a certain advertisement does not seem to bring results, I proceed to pick flaws in my own work as an ad. writer instead of wasting time worrying whether or not the paper is doing its part.”

Watching the Slow Pays.

Berlin, Ont., March 9.—A change will be made in the collection department of the Berlin Retail Merchants' Association, with a view to having the best results possible. The Guelph Association has placed their collection department in the hands of the Canadian Mercantile Agency, and on the invitation of President Hessenaur, of the Berlin Association, Mr. Vanderburg, their representative came down and addressed the members at their regular monthly meeting on the advantages of the system. After his address, a committee was appointed to investigate thoroughly into all details of the system, and report at the next meeting on April 12, which is also the annual meeting. The members were confident that the present system would be much improved if there was an officer placed in charge.

New Tariffs on Canadian Exports to Germany

Recent Adjustment Which Went Into Effect March 1st Places Our Goods Going to Germany on Conventional Tariff Basis—Schedule Showing Reductions That Have Been Made.

The rearrangement of the tariffs between Germany and Canada can be best exemplified by giving in detail how our exports are affected and by how much the duty has been lowered.

The agreement took place on March 1st and, broadly speaking, removed the Canadian surtax to allow German goods to be admitted into Canada on the General Tariff basis, while Canadian goods going to Germany will be admitted into

that country on what is known as the Conventional Tariff rate of duty.

A kilogram mentioned in the accompanying table is equal to about 2.203 lbs. and a mark is equal to 23.8 cents. This schedule shows the Canadian foodstuffs which will now be admitted into Germany at Conventional Tariff rates, the unit of quantity on which the tariff is based, and the general and conventional tariffs.

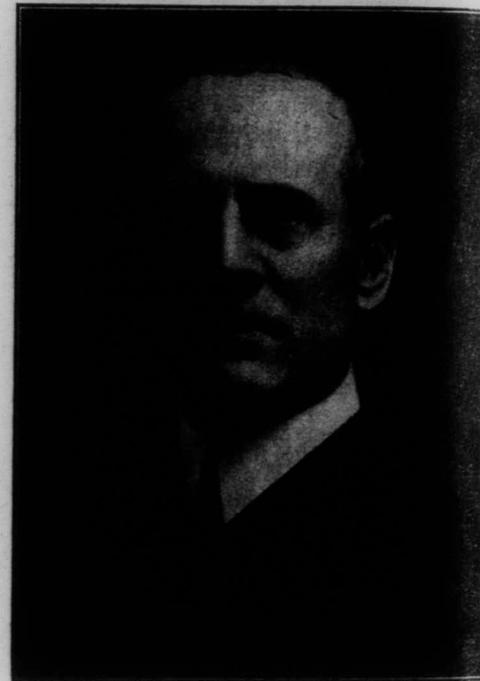
Goods.	Unit of Quantity.	German Tariff.	
		General	Conventional
Apricot pulp, without addition of sugar or syrup, in tins weighing at least 5 kilogs. (11 lbs.)	100 kilogs.	75 marks	5 marks
	100 kilogs.	\$17.85	\$1.19
	100 lbs.	\$8.10	54 cts.
Condensed milk (syrup, but not milk in a dry state) without addition of sugar	100 kilogs.	75 marks	20 marks
	100 kilogs.	\$17.85	\$4.76
	100 lbs.	\$8.10	\$2.16
Milk and cream, sterilized or peptonized	100 kilogs.	75 marks	Free
	100 kilogs.	\$17.85	Free
	100 lbs.	\$8.10	Free
Preserved tomatoes; olives, whether in vinegar, oil or brine or not	100 kilogs.	75 marks	30 marks
	100 kilogs.	\$17.85	\$7.14
	100 lbs.	\$8.10	\$3.24
Fish— Marine crustaceous, living or not, including those merely boiled or salted, whether shelled or not— Lobsters and cray fish (gross weights)	100 kilogs.	100 marks	65 marks
	100 kilogs.	\$23.80	\$15.47
	100 lbs.	\$10.80	\$ 7.02
Other (gross weight)	100 kilogs.	24 marks	
	100 kilogs.	\$5.71	
	100 lbs.	\$2.59	
Fruits— Fresh— Apples, pears, quinces— Unpacked— From September 25 to November 25		Free	Free
	100 kilogs.	2.5 marks	
	100 kilogs.	59.5 cts	
From November 26 to September 24	100 lbs.	27 cts.	
			Free
	100 kilogs.		2 marks
From September 1 to November 30	100 kilogs.		47.6 cts.
	100 kilogs.		21.6 cts.
	100 lbs.		
Packed— Sent by post in packages weighing not more than 5 kilogs. (11 lbs.)	100 kilogs.	10 marks	Free
	100 kilogs.	\$2.38	Free
	100 lbs.	\$1.08	Free
Imported otherwise— Only in bags of at least 50 kilogs. (110 lbs.) gross weight— From September 1 to November 30	100 kilogs.	10 marks	Free
	100 kilogs.	\$2.38	Free
	100 lbs.	\$1.08	Free
From December 1 to August 31	100 kilogs.	10 marks	2 marks
	100 kilogs.	\$2.38	47.6 cts.
	100 lbs.	\$1.08	21.6 cts.
Otherwise packed— In a single wrapper	100 kilogs.	10 marks	3.2 marks
	100 kilogs.	\$2.38	76.2 cts.
	100 lbs.	\$1.08	34.6 cts.
In more than one wrapper	100 kilogs.	10 marks	5 marks
	100 kilogs.	\$2.38	\$1.19
	100 lbs.	\$1.08	54 cts.

DEATH OF W. H. SEYLER.

Former Advertising Manager of The Canadian Grocer—The Passing of a "Good Fellow."

The Canadian Grocer regrets to announce the death of its former advertising manager, W. H. Seyler. His death took place on Tuesday, the 8th inst., at Victoria Memorial Hospital, Toronto. Mr. Seyler had been unwell for nearly a year. His illness began in May of last year with an attack of pleurisy, and although he spent some five months away from the office he never fully recovered. Nerve and kidney trouble was the immediate cause of his death.

The late Mr. Seyler was one of the best known men in the grocery trade. He was with Eby, Blain Ltd. for eleven years, part of which time he was man-



W. H. SEYLER,

Former Advertising Manager of The Canadian Grocer, Whose Death Occurred on Tuesday.

ager of the sample room. Subsequent to this he was for a short time in business for himself as a broker. He was with the F. F. Dally Co. as traveler for a year or two and later still with the E. W. Gillett Co. He came with the MacLean Publishing Co. in 1903, representing The Canadian Grocer in Montreal, and becoming advertising manager about three years ago. His association with The Canadian Grocer has really extended almost from the time of its inception, for while he was not directly employed on its staff until 1903, for years he was a frequent contributor to its columns.

He was a whole-souled fellow, warm hearted and with a kindly greeting for everybody. This was the secret of his popularity, and in his death there are many in the grocery trade—retailers,

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THE CANADIAN GROCER

wholesalers, and travelers—who will mourn the loss of a friend.

None will miss him more than the publishers of The Canadian Grocer. He was a valued counselor and an enthusiastic and hard worker, and the publishers lose a warm friend as well as a faithful employe.

His remains were interred in Waterloo, Ont., yesterday, the 10th inst.

MAKING A STARCH WINDOW.

Grocer Finds That Special Displays Sell The Goods.

Jas. Vair, an Orillia, Ont., merchant, recently got in a large shipment of starch. He made a window display of starch only, and in describing it says:

"Having received a large shipment of starch amounting to over 1,000 pounds, we thought it best to make a good display, so we displayed it in our front window.

"By filling in the centre of the window with loose starch, then placing the package starch all round and building up pyramids of packages for a background, we found it showed off all the different kinds of starch to perfection.

"We always find that these special displays sell a lot of goods."

AMENDMENTS TO BREAD ACT.

The new bread bill that has occupied so much time in the committee of the Ontario Legislature goes into effect on July 1st. It provides for every baker equipping his bread wagons with scales to weigh the bread. One other important amendment was made making it imperative upon villages and towns to appoint inspectors. The clause providing for a fine of \$5 in the case of any person who makes for sale or sells bread in contravention of the provisions of the act was passed without comment. The clauses providing for a fine of \$25 against any person who uses or keeps any adulterant or deleterious material which may be used in the manufacture of bread were also passed.

The weighing of bread at the point of sale instead of at the factory was another amendment that passed.

TRADE NOTES.

Solomon Allen, of the Norwich Cider & Vinegar Works, died in a Toronto hospital on March 8th. He was 64 years of age.

W. H. Todd has opened a new grocery at 1052 Queen St. West, Toronto, with everything entirely new. It has a good appearance. It is attractive in many ways and the goods are of superior quality.

I have always believed that people are satisfied with what they get only just as long as they do not know there is something better to be had—I always stand for quality and it has always been my aim to improve on everything that could be improved upon.—C. H. Bolster, manager of the foreign and fancy grocery department of Sprague, Warner & Co., Chicago,

Apricots, peaches—

(Continued from page 34.)

Apricots	100 kilogs.	8 marks	Free
	100 kilogs.	\$1.90	Free
	100 lbs.	86.4 cts.	Free
Peaches—			
Sent by post in packages weighing not more than 5 kilogs. (11 lbs.)			
	100 kilogs.	8 marks	Free
	100 kilogs.	\$1.90	Free
	100 lbs.	86.4 cts.	Free
Imported otherwise			
	100 kilogs.	8 marks	2 marks
	100 kilogs.	\$1.90	47.6 cts.
	100 kilogs.	86.4 cts.	21.6 cts.
Plums of all kinds, cherries, mazards, medlars—			
Cherries—			
Fresh for use in the distillation of spirits by permission and with control over their use.....			
	100 kilogs.	6 marks	Free
	100 kilogs.	\$1.43	Free
	100 lbs.	64.8 cts.	Free
Other cherries, mazards			
	100 kilogs.	6 marks	1 mark
	100 kilogs.	\$1.43	23.8 cts.
	100 lbs.	64.8 cts.	10.8 cts.
Medlars			
	100 kilogs.	6 marks	Free
	100 kilogs.	\$1.43	Free
	100 lbs.	64.8 cts.	Free
Plums of all kinds, cherries, mazards, sent by post in packages weighing not more than 5 kilogs. (11 lbs.)			
	100 kilogs.	6 marks	Free
	100 kilogs.	\$1.43	Free
	100 lbs.	64.8 cts.	Free
Plums of all kinds—			
Daisons—From September 1 to November 30.....			
	100 kilogs.	6 marks	Free
	100 kilogs.	\$1.43	Free
	100 lbs.	64.8 cts.	Free
Damsons—From December 1 to August 31.....			
	100 kilogs.	6 marks	2 marks
	100 kilogs.	\$1.43	47.6 cts.
	100 lbs.	64.8 cts.	21.6 cts.
Other plums			
	100 kilogs.	6 marks	2 marks
	100 kilogs.	\$1.43	47.6 cts.
	100 lbs.	64.8 cts.	21.6 cts.
Hips and haws, sloes and other stone or kernel fruit not separately mentioned above.....			
		Free	Free
Raspberries, currants, gooseberries, blackberries, myrtles, elderberries, red bilberries, juniper berries, and other edible berries			
	100 kilogs.	5 marks	
	100 kilogs.	\$1.19	
	100 lbs.	54 cts.	
Except red bilberries			
			Free
Red bilberries—			
Sent by post in packages weighing not more than 5 kilogs. (11 lbs.)			
			Free
Sent in any other manner, coming from the Austrian frontier zone and imported into the German frontier zone subject to special conditions being complied with			
			Free
Grocer CCC			
Strawberries—			
Sent by post in packages weighing not more than 5 kilogs. (11 lbs.)			
	100 kilogs.	20 marks	Free
	100 kilogs.	\$4.76	Free
	100 lbs.	\$2.16	Free
Imported otherwise			
	100 kilogs.	20 marks	10 marks
	100 kilogs.	\$4.76	\$2.38
	100 lbs.	\$2.16	\$1.06
Dried or kiln-dried (cut up and peeled or not)			
Apples and pears including waste capable of use			
	100 kilogs.	10 marks	4 marks
	100 kilogs.	\$3.38	95.2 cts.
	100 lbs.	\$1.08	43.2 cts.
Apricots and peaches			
	100 kilogs.	10 marks	4 marks
	100 kilogs.	\$2.38	95.2 cts.
	100 lbs.	\$1.08	43.2 cts.
Plums of all kinds—			
Loose or in sacks weighing at least 80 kilogs. (176 lbs.) gross weight.			
	100 kilogs.	10 marks	4 marks
	100 kilogs.	\$2.38	95.2 cts.
	100 lbs.	\$1.08	43.2 cts.
Loose or in casks weighing at least 50 kilogs. (110 lbs.) gross weight.			
	100 kilogs.		4 marks
	100 kilogs.		95.2 cts.
	100 lbs.		43.2 cts.
Packed in other ways—			
In boxes weighing at least 10 kilogs. (22 lbs.) gross weight			
	100 kilogs.	15 marks	5 marks
	100 kilogs.	\$3.57	\$1.19
	100 lbs.	\$1.62	54 cts.
Packed in other ways			
	100 kilogs.	15 marks	6 marks
	100 kilogs.	\$3.57	\$1.43
	100 lbs.	\$1.62	64.8 cts.

The Markets—Has Sugar Reached its Climax Yet?

Demand Has Been Heavy Recently—Some Think It Will Again Advance While Others are Doubtful in View of so Many Orders Being Filled Recently—Firm Market in Nuts.

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

QUEBEC MARKETS

POINTERS—

Sugar—Advance probable.
White Pepper—Firm.
Valencia Raisins—Low stocks.

Montreal, March 10, 1910.

Sugar is interesting at present, and appears likely to advance again, unless something unforeseen happens. Demand has been much above average for this season of the year. Ceylon teas continue strong, with Indians following them. Spices, especially white pepper, are firm. Valencia raisins are running low in supply. Figs are in good demand. Castile soaps are reported as sure to advance, owing to the continued high figures asked for oils. Candied peels are also likely to cost more on account of the scarcity of peels and the advances in sugar. Grenoble walnuts are up again.

Trade is good in the city, but rather slack in the country, owing to bad roads. Collections are satisfactory.

Sugar—Considerable strength continues to be displayed in sugar, and a remarkable demand for this season is felt by most wholesalers. The situation appears to be one that will hold for some little time, owing to numerous circumstances which will contribute toward the maintenance of prices—unless the refiners, holding the key to the situation—care to make reductions. There appears to be no reasons to suppose they will. Consumption of sugar during the past few weeks has been surprising, and considerably in excess of anticipations. Refiners, in making their purchases for the close season of navigation, estimated a certain demand, but their figures were too small, and in consequence their supply of cane is running dangerously low, while there is no cessation to the demand. Reports from the West Indies are firm in their nature, advising the taking up of all sugar offering. Beets in Europe are scarce and the markets are strong. Viewing the situation, and considering that several wholesalers have been displaying more interest in refiners' offerings, some rather large sales for the season are reported. With the price over the \$5 mark, and supplies of cane likely to be rather short, it would not be surprising to see further advance, especially in view of the fact that there can be little competition from Scotch sugars until the opening of navigation, as holdings of same apparently are not too large.

Granulated, bags	5 05
" 20-lb. bags	5 15
" Imperial	4 80
" Beaver	4 80
Paris lump, boxes, 100 lbs.	5 85
" 50 lbs.	5 95

" " " 25 lb.	6 15
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 75
" 100 lb. boxes	5 85
" 50 lb. "	5 95
" 25 lb. "	6 15
" 5 lb. cartons, each	0 37 1/2
Crystal Diamond Dominoes, 5-lb. cartons, each	0 37 1/2
Extra ground, bbls.	5 50
" 50-lb. boxes	5 70
" 25-lb. boxes	5 90
Powdered, bbls.	5 30
" 50-lb. boxes	5 50
Phoenix	5 05
Bright coffee	5 00
No. 3 yellow	4 90
No. 2 "	4 80
No. 1 " bags	4 65
Bbls. granulated and yellow may be had at 5c. above bag prices.	

Syrups and Molasses—Jobbers are distributing considerable molasses to all parts of the country and report demand good, especially for one and two ton lots. Syrups are still moving out in quantity, at unchanged prices.

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " " barrels	0 41	0 43
" " " half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 36	0 38
" " " barrels	0 39	0 41
" " " half-barrels	0 41	0 43
New Orleans	0 27	0 28
Antigua	0 30	
Porto Rico	0 40	
Corn syrups, bbls.	0 03	
" 4-bbls.	0 03	
" 2-bbls.	0 03	
" 25-lb. pails	1 80	
Cases, 24-lb. tins, 2 doz. per case	2 50	
" 5-lb. " 1 doz. "	2 25	
" 10-lb. " 1 doz. "	2 75	
" 20-lb. " 1 doz. "	2 70	

Tea—Ceylon teas continue to be firm, both black and greens being held for a price by those who are fortunate in having supplies. Indians are more reasonable, but follow Ceylons, as much as usual. Japans are unchanged since last week. Wholesalers report demand for teas generally to be very good, but in almost every instance buyers are taking only small lots.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 32	0 37
Medium	0 25	0 28
Good common	0 21	0 23
Common	0 19	0 21
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 22
Ceylon greens—Young Hysons	0 20	0 25
Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " " pea leaf	0 20	0 30
" " " pinhead	0 30	0 50

Coffee—Lower grades of Santos are quite firm, the lack of receipts from Brazil, owing to the operation of the valorization scheme, adding strength to the situation. The quickness with which recent lots were disposed of in large markets, at good prices, illustrates the truth of the statement that holdings in the trade are limited. Reports of a short crop in Sumatra have reflected strength to the market generally, too.

Mocha	0 18 1/2	0 25	Santos	0 14	0 17
Rio, No. 7	0 10	0 12	Marsambo	0 15	0 18

Spices—Spices are firm, white pepper, specially, with demand for all varieties about as usual. Nutmegs, which have

been very low all along, are looking up, and higher prices are anticipated. Cloves are unchanged.

Allspice	Per lb.	0 13	0 18	Ginger, whole	Per lb.	0 15	0 20
Cinnamon, whole	0 16	0 18	" Cochin	0 17	0 20		
" ground	0 15	0 19	Mace	0 15	0 18		
Cloves, whole	0 18	0 30	Nutmegs	0 30	0 60		
Cloves, ground	0 20	0 25	Peppers, black	0 16	0 22		
Cream of tartar	0 23	0 32	" white	0 22	0 29		

Dried Fruits—Stocks of Valencia raisins are running low, reports from Denia also advising small holdings. Demand is fairly good. Californian fruits, speaking generally, are firm, as holdings of reliable grades of raisins are in few hands, and prunes are steady. Demand for California seeded raisins is slack, say the jobbers. Demand for figs is noticeably good, with stocks small. Currants are quiet. Patras reports state that the market for currants there is steady, and recently more active. The bulk of stock remaining is said to be of inferior quality.

Currants, fine filiatras, per lb., not cleaned	0 06 1/2
" " " cleaned	0 06 1/2
" Patras, per lb.	0 07 1/2
" Vostizias, per lb.	0 08
Raisins—	
Australian, per lb., (to arrive)	0 08 1/2
Old seeded raisins	0 06
California, choice seeded, 1-lb. pkgs.	0 07
" fancy seeded, 1-lb. pkgs.	0 09
" loose muscatels, 3-crown, per lb.	0 07 1/2
" " 4-crown, per lb.	0 08 1/2
" sultana, per lb.	0 07 1/2
Valencia, fine off stalk, per lb.	0 10
" select, per lb.	0 13
" 4-crown layers, per lb.	0 06 1/2

Rice and Tapioca—Patna rice is moving freely, sales being above normal. Recent reductions have greatly stimulated demand for all grades. Tapioca is unchanged.

Rice, grade B, bags, 250 pounds	2 75
" " " 100 "	2 75
" " " 50 "	2 75
" " " pockets 25 pounds	2 85
" " " 12 1/2 pounds	2 95
" grade c.c., 250 pounds	2 65
" " " 100 "	2 65
" " " 50 "	2 65
" " " pockets, 25 pounds	2 75
" " " 12 1/2 pounds	2 85
Tapioca, medium pearl	0 04 1/2

Evaporated Apples—Evaporated apples are reported as being practically unchanged. Jobbers report slim demand.

Evaporated apples, prime	0 08	0 08 1/2
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Nuts—Grenoble walnuts are firmer this week, another advance having been recorded. Watt, Scott & Goodacre, in their report of March 2, say, regarding walnuts: "Goods in shell corralled for shelling purposes. Orders placed for storage in ice houses have been much smaller than usual, and for September shipment nil. Next fall there will be a famine in Canada with shelled walnuts bringing whatever 'the traffic will stand'." Shelled almonds are easier. Peanuts are firm, with stock, especially of higher grades, low.

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And you have something more than our unsupported statement that "E.D.S." Brand contains no preservatives or coloring matter!

Send to the Department of Inland Revenue for Bulletin 194; it will open your eyes and show you how much purer "E.D.S." Brand is than most other brands.

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MADE BY **E. D. SMITH**
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MANITOBA MARKETS

Corrected by Wire.

POINTS—

Advance — Sugar, canned tomatoes, walnuts.

Weaker—Beans, evaporated apples.

Stronger—Prunes, sago.

Winnipeg, March 10, 1910.

The wholesale output is not remarkably large this week, but the special ordering has been particularly a feature of the business. Merchants everywhere are indulging in a wider range of goods than formerly, and are more careful in the quantity of any one line stocked. This is a result of manufacturers advertising their lines, and as literature is more and more finding its way in the remote parts, the public becomes acquainted with a more comprehensive range of goods, and the merchant is the source through which they are received. However, staples are moving well, and as the spring approaches the ordering will bulk up more. Grocers are buying strongly in the advancing lines, such as sugar and prunes.

It will be interesting to watch the markets on many lines in the coming weeks, as some declines are inevitable. It is believed that beans will be down as soon as the large stock in the east is let loose.

Merchants have been particularly fortunate in having no trouble thus far with transportation, and facilities of shipment are improving.

Sugar—It is confidently expected by some here that sugar will reach the \$6 mark before it abates. An advance of 10 cents occurred last week, and another boost of 10 cents on the N.Y. market is the latest report. That the Canadian market will be \$5.70 within a few days, is believed by many. Merchants generally expect a higher price and are stocking well in anticipation of this result.

Syrup and Molasses—The demand and supply are both abundant in syrup, and prices are quite unchanged, but syrup will likely soon go up, if the present condition continues. Molasses is moving moderately only.

Montreal and B.C. granulated, in bbls.	5 65
" " " in sacks	5 79
" " yellow, in bbls.	5 25
" " " in sacks	5 20
icing sugar, in bbls.	6 00
" " in boxes	6 20
" " in small quantities	6 28
Powdered sugar, in bbls.	5 80
" " in boxes	6 00
" " in small quantities	6 05
Lump, hard, in bbls.	6 50
" " in 1-bbls.	6 60
" " in 100-lb. cases	6 60
Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 23
" " 5-lb. tins, per 1 " "	2 68
" " 10-lb. tins, per 1 " "	2 51
" " 20-lb. tins, per 1 " "	2 57
" " barrel, per lb.	0 04
" " Sugar Syrup, per lb.	0 03 1/2
Beehive Brand, 2-lb. tins, per 2 doz. case	2 23
" " 5 " " " "	2 68
" " 10 " " " "	2 51
" " 20 " " " "	2 57
Barbadoes molasses in 1-bbls., per gal.	0 60
Gingerbread molasses, 1/2 bbls., per gal.	0 40
New Orleans molasses, 5-gal. tins, per tin.	1 95
Challenger, 6 10-lb. tins, per case.	2 15

Foreign Dried Fruits—All lines are

moving well and there is no change in prices this week. Prunes form the most interesting feature in the list, since stocks are low and supplies at other points are almost exhausted. That they are to have a stronger market is inevitable, particularly the better grades. Dried apricots have a good market and stocks are quite plentiful.

Smyrna Sultana raisins, uncleaned, per lb.	0 08
" " cleaned, per lb.	0 09 1/2
Valencia raisins, Rowley's, f.o.s. per case, 28's.	1 85
" " selects " 28's.	1 95
" " layers " 28's.	2 06
California raisins, choice seeded in 1/2-lb. packages	0 06
" " fancy seeded, in 1/2-lb. packages	0 06 1/2
" " choice seeded in 1-lb. packages	0 07 1/2
" " fancy seeded in 1-lb. packages	0 08 1/2
Raisins, 3 crown muscatels, per lb.	0 06 1/2
Prunes, 90-100, lb.	0 05
" " 50-90 " "	0 05 1/2
" " 70-80 " "	0 06
" " 60-70 " "	0 06 1/2
" " 50-60 " "	0 07 1/2
Prunes, 40-50, lb.	0 08 1/2
" " 30-40 " "	0 09
Silverprunes, ac. to quality.	0 09 0 12
Currants, uncleaned, loose pack, per lb.	0 06 1/2
" " dry, cleaned, Filiatras, per lb.	0 06 1/2
" " wet, cleaned, per lb.	0 07 1/2
" " Filiatras, in 1-lb. pkg. dry, cleaned, per lb.	0 08 1/2
Pears, per lb.	0 09 0 15
Peaches, stand-ard, per lb.	0 08 1/2
Peaches, choice.	0 09
Apricots, stand-ard, per lb.	0 15
Apricots, choice per lb.	0 15 1/2
Plums, pitted, lb.	0 11 0 12 1/2
Nectarines, lb.	0 09 1/2
Dates, per lb.	0 06 1/2
Hallows, bulk	0 06 1/2
Dates, Fard, 9 1/2 lb. boxes.	1 30
Dates, packages 30 in case.	0 07
Figs, per lb.	0 04 1/2 0 05
Peel, lb., lemon	0 09 1/2
" " orange	0 10
" " citron.	0 13 1/2 0 18

Honey — At the recent bee-keepers' convention, held in this city, definite steps were taken to materially increase the production in this province. In years to come, the eastern producers will likely have such competition in the west, as will make the market features more interesting than at present. The matter of marketing the product is to occupy the attention of the western associations.

Honey, 2 1/2 lb. tins, per tin	0 37 1/2
" " 5 lb. jars, per dozen	0 75
" " 12 oz. jars, per dozen	2 10
" " 60-lb. tins, per lb.	0 12 1/2

Beans—The future of the bean market is uncertain. It has been thought that supplies were scarce until recently, when it became known that producers were holding stocks in expectation of higher prices. Local wholesalers claim that the scheme of holding stocks is played out and no higher prices will be paid. The following prices hold to-day.

3-lb. picker, per bushel	2 40
Hand picked, per bushel	2 50
Tapioca and Sago—These goods continue firm and higher prices may ensue. The trade is excellent in these lines, and the supply is abundant.	
Pearl tapioca, per lb.	0 06
Sago, per lb.	0 05 0 05 1/2

Nuts—Shelled walnuts are up 1 cent, and reports are to the effect that further advances are probable. Wholesalers are ordering freely now, as in the summer season. Walnuts cannot be shipped. Almonds and peanuts are unchanged, but with a good market.

Shelled Walnuts, in boxes, per lb.	0 29
" " small lots, per lb.	0 30
" " Almonds, in boxes, per lb.	0 25
" " small lots, per lb.	0 26
Peanuts, Japan, per lb.	0 11 0 15

Rolled Oats—The market is quiet, and prices are unchanged at last week's quotations. It is rumored that an effort

is on foot to raise the price. Only moderate sales are being made.

Rolled oats, 80 lb. sacks, per 80 lbs.	1 80
" " 40 " " 40 "	0 95
" " 20 " " 20 "	0 5 1/2
" " 80 " " (8, 10s)	2 20

Barley — Prices are unchanged, but Ontario millers may make an advance to western purchasers at an early date. The output has been quite heavy.

Pot barley, per bag, 100 lbs.	2 40
Pearl barley, per bag, 100 lbs.	3 50

Evaporated Apples—Practically two prices prevail this week, resulting from two grades of goods on the market. Some stuff is selling as low as 7 1/2 cents. The No. 1 goods, however, are moving at about 10 cents, and as soon as the inferior lines are exhausted the market is likely to advance.

Canned Goods—A splendid trade is opening up and supplies are coming in abundance. Tomatoes have been advanced and other lines may follow.

Fresh Fruits and Vegetables—Prices held quite firmly and no changes are recorded this week.

Carrots, per lb.	0 02 1/2
Potatoes, per bushel	0 50
Cal. cauliflower, per crate	3 50
Native cabbage, per lb.	0 02
Native cec., per bushel	0 75
Native onions, per doz.	0 40
Oranges	3 10 3 75
Lemons	5 00
Apples, Ontario, per bbl.	3 75
Grape Fruit, per crate	5 00
Grapes, per keg	5 00
Bananas, per lb.	0 05
Cranberries, per bbl.	9 00 10 00

NOVA SCOTIA MARKETS.

Corrected by Wire.

Halifax, March 10, 1910.

The grocery business is fairly brisk for the season of the year. Prices in all lines are firm and in some lines they have a tendency to go even higher. Among the staples that have been making strong advances this season are onions which are now very high owing to the short crop. The Spanish onions which are imported from Liverpool, and which cost ordinarily from 1 1/2 to 2 cents per pound are now quoted at about equal to 3 1/2 to 3 3/4 cents delivered here duty paid. The demand in the United States is said to be heavy and the crop is light and late. Liverpool which is the great exporting onion port of England is now importing onions from the United States.

Prices rule about as follows:

Creamery prints per lb.	0 26 0 27	Beef, Canadian per bbl.	18 00
Creamery solids per lb.	0 27 0 28	Hams smoked	0 16 1/2
Dairy, tubs, lb.	0 23 0 24	Pork, fresh	0 10 0 11 1/2
Fresh eggs, doz.	0 25	Codfish, quintal	5 50
Case eggs	0 23	Herring, pickled per bbl.	5 00
Sugars—		Apples, per bbl.	1 50 3 00
Extra Standard, granulated	5 15	Potatoes—	
Austrian, bags, granulated	5 05	P.E. Island, bag	1 35
Bright yellow	4 85	Nova Scotia	1 60
No. 1 yellow	4 75	Onions, Spanish per lb.	0 02 1/2
Flour h. wheat per bbl.	6 40 6 50	Onions, American, per lb.	0 02 1/2
Flour, Ontario blends, bbl.	5 75 5 85	Onions, Canadian, per bag	1 60 1 75
Cornmeal, bag	1 70 1 75	Molasses, fancy Barbados, bbl.	0 38
Oats	0 54 0 55	Molasses, fancy Barbados, gal.	0 32 0 35
Pork, American per bbl.	28 00	Beans, bushel	2 25
Pork, clear bbl	31 50 32 00	Rolled Oats, bbl.	5 25 5 40
Beef, American plate per bbl.	18 25		

BRITISH COLUMBIA MARKETS.

Corrected by Wire.

Vancouver, March 10, 1910.

The steady reduction in the price of eggs is the feature, in fact, about the

Golden Rule Displaces Old Time "Do or be Done"

Present Trend of Trade Conditions More Edifying Than Past
—Value of Co-operation of Retailers Discussed— The Influence Organizations Have on Governments in Passing Legislation.

Kingston, Ont., March 10.—The value of merchants assembling to talk over trade conditions was well exemplified at a smoker held here on Friday night last. Nearly 100 business men were in attendance.

David G. Laidlaw, one of the speakers, was delighted at the change in spirit already manifest among the business men. In other days, when a Smoker was planned, it was expected that about twenty-five would attend. This occasion brought out one hundred business men. All over the United States and Canada retail men's associations were meeting to discuss problems peculiar to their class, and seeking a solution through organized effort. The retail men were done with sitting down before their troubles, disheartened and discouraged. Twenty-five years ago it was the business maxim. "Do or be done." Now the golden rule obtained in business affairs more than ever before, and people had grown to appreciate the change. With right-thinking people it was a great sign for a better commercial world.

"People to-day are getting into the habit of thinking more of their fellowmen," said Mr. Laidlaw. "Who does not remember a few years ago, when life was made a burden and a drudgery for the merchant because there was no early closing movement? Merchants kept open until 8 and 9 o'clock because they would not work together."

To-day there are conditions confronting the merchants which they had to fight. Collectively, they could get what they required without raising any dust, any ill-feeling, and without antagonizing the public. The public might not take kindly to new reforms at the moment, but they would soon learn to appreciate them. Another sign of the new spirit of true co-operation was the fact that one man would indicate to his fellows anything that might save them from being bitten. The co-operative spirit was the best thing the retailers could have.

An Influence in Politics.

The influence of substantial gatherings of merchants on the politicians could not be overestimated. The retailers, by standing together as a class, by showing a united front, could make the politicians pay close attention to their needs. The young business men could take their cue from the older men—that co-operation and a brotherly spirit were the most beneficial things they could adopt.

President Steacy had done much, he said, in keeping together the retailers of Kingston as an organization, and he deserved great credit for what he had done in preventing a break-up at a time when interest seemed at a low ebb.

George Mills referred to the great influence of the man who cheered, who boosted. The pessimist was not a desirable man. There should be no room in Kingston for a pessimist. He was

one, who in the words of the couplet, saw only the hole in a doughnut, where the optimist saw the doughnut.

Dr. Ryan said that what was needed was the pulling together of the men who made the business life of the city, who were the permanent supports of the city.

Against Unfair Legislation.

E. M. Trowern, secretary of the Dominion Retail Merchants' Association, addressed the meeting on the work which was being done in Toronto and Ottawa legislative halls to prevent legislation against the interests of the retailer and for the promotion of legislation in his interests. After dwelling on the need for organized effort, the same as was put forth by the labor interests, Mr. Trowern took up the question of the big Toronto department stores, telling how and why he thought they might be checked. He argued they were a menace to the retailer. He explained the provisions of the Co-operation bill now before the Commons, demonstrating that it was an iniquitous measure, insofar as the interests of the retail men and the consumers were concerned.

Songs were sung by John Hurley, Geo. Gillespie and Messrs. MacInness and Barry, and recitations given by Messrs. E. Mullen and Plews.

INFORMATION FOR BUYERS.

Supplied to the Trade by Sellers.

Several important changes in prices of Gillett products were recently made, and became effective March 1st. Correct Ontario and Quebec prices are given in this issue of The Canadian Grocer. The most important changes in prices relate to Magic Baking Powder. For a long time, we understand, a new and improved formula has been used and the Gillett Company, who are the manufacturers of this article, claim it cannot be sold at the former low prices.

Thornburn A. MacNab of St. John's, Newfoundland, who represents several Old Country houses, is now paying a visit to some of his principals in England. He called at the London office of The Canadian Grocer a few days ago, after having visited Carr & Co.'s biscuit works in Carlisle. He was very much interested in these bakeries and somewhat surprised at their magnitude. He reports excellent sales of Carr's biscuits in his island territory.

R. B. Colwell, a Halifax broker, has been appointed selling agent for Lowney's chocolates.

A neat mirror, of pocket size, is being distributed to customers of the Laing Packing and Provision Co., Montreal. The back bears a reproduction of a barrel, suggesting one of the barreled products.

only change in the markets here. Locals are fairly plentiful and retail at 45c. With the big demand for good eggs in this city, chicken raisers have their regular line of customers to whom are delivered eggs at least not more than a week old, and often every day or two. These people generally pay 5c more than the retail price. Californias are strong at 34c, while there is no change in eastern.

[Correction by Wire.]—Sugar market advanced to \$5.80. Eastern butter strong at 30c, and may advance to 31c; Manitoba cheese at 14c.

Sugar, standard granulated.....	5 80	Butter, local creamery.....	0 45
Val. raisins, lb.....	0 05 1/2	Butter, Western.....	0 22 1/2
Cal.....	0 07	Eggs, Eastern.....	0 30 1/2
Prunes.....	0 05 1/2	Eggs, California.....	0 34
Currants.....	0 06 1/2	Cheese, Ontario.....	0 14 1/2
Dried apricots.....	0 11 1/2	Manitoba.....	0 14
Flour, Standard, bbl.....	6 90	Bacon, premier.....	0 29
Cornmeal, p. 100 lb.....	2 60	Lard, pure.....	0 18 1/2
Beans, per lb.....	0 03 1/2	Lard, compound.....	0 17 1/2
Rice, per ton.....	68 00 76 00	Potatoes—Ashcroft, ton.....	40 00
Tapioca, per lb.....	0 03 1/2	Local, ton.....	25 00
Evaporated apples.....	0 08 1/2	Canned Goods—Peas.....	1 30
Butter, Eastern dairy in tubs.....	0 25	Tomatoes.....	1 27 1/2
Butter, Eastern dairy, choice.....	0 30 1/2	Corn.....	1 02 1/2
		Apples.....	3 42 1/2
		Strawberries.....	2 15
		Raspberries.....	1 60

NEW BRUNSWICK MARKETS.

Corrected by Wire.

St. John, N.B., March 10, 1910.

Sugar is again the most interesting commodity in the grocery markets. Last week there were two advances in the quotations and the price now is \$5.30 for granulated. Since the first of the year there has been an advance of forty-five cents per hundredweight. There has been a reduction in the price of eggs and butter, but other country products are high. In the fruit market, bananas are quoted 25 cents higher. Present quotations are:

Sugar—Standard gran.....	5 30 5 40	Molasses, fcy. Barbados, gal.....	0 32 0 33
Austrian.....	5 20 5 30	Butter, dairy, lb.....	0 22 0 25
Yellows.....	4 81 5 20	Butter, creamery, lb.....	0 26 0 29
Flour, Manitoba.....	6 55 6 65	Eggs, doz.....	0 22 0 24
Ontario.....	5 85 6 15	Eggs, new laid.....	0 24 0 30
Cornmeal, bags.....	1 57 1 60	Potatoes, bbl.....	1 25 1 50
Rolls oats, bbls.....	5 35 5 40	Canned goods—Peas, doz.....	1 10 1 50
Buckwheat, west. grey, bag.....	2 90 3 00	Corn, doz.....	0 85 0 90
Val. raisins, lb.....	0 05 1/2 0 06 1/2	Tomatoes, dz.....	0 95 1 00
Cal. raisins, seed.....	0 07 1/2 0 08 1/2	Raspberries, dozen.....	1 85 1 90
Currants, lb.....	0 07 0 07 1/2	Strawberries, dozen.....	1 45 1 50
Prunes, lb.....	0 05 1/2 0 06	Salmon, case—Red spring.....	6 50 6 75
Rice, lb.....	0 03 1/2 0 03 1/2	Cohoos.....	6 00 6 25
Beans, hand picked, bus.....	2 25 2 30	Peaches, 2s, dozen.....	1 70 1 80
Beans, yellow eye, bus.....	3 60 3 75	Peaches, 3s, dozen.....	2 70 2 80
Cheese, lb.....	0 13 1/2 0 14	Baked beans, dozen.....	1 15 1 25
Lard, compound lb.....	0 14 0 14 1/2	Fish—Cod, dry.....	3 25 4 50
Lard, pure, lb.....	0 17 0 17 1/2	Herring, salt, half bbls.....	2 60 2 70
Pork, domestic mass.....	28 50 29 00	Herring, smoked, box.....	0 11 0 12
Pork, American clear.....	28 00 28 50		
Pork, clear backs.....	28 50 32 50		
Beef, American plate.....	17 00 18 00		
Beef, Canadian plate.....	16 75 17 00		

From all accounts Edmonton, Alta., will have a new packing plant this year to be erected by P. Burns & Co., Calgary.

A report from Kenora, Ont., states that a new milling company will be organized there, known as the Royal Canadian Flour Mills, the capital stock to reach \$1,000,000.

THE CANADIAN GROCER

CANADIAN TRADE CHANGES.

Businesses Bought and Sold, Assignments Made, Losses by Fire, Etc. Ontario.

J. H. Primeau, grocer, Ottawa, has sold out.

W. D. Ross, merchant, Welland, Ont., has assigned.

Wm. R. Johnson, grocer, Springfield, Ont., has assigned.

Assets of A. W. Dalglish, grocer, Vernon, Ont., have been sold.

Edward Segsworth, general merchant, Monck, Ont., is selling out.

J. R. Skinner, grocer, West Lorne, Ont., has sold to S. A. Morrison.

Peter A. McArthur, general merchant, Hopeville, Ont., has assigned.

Angus Campbell, grocer, Leamington, Ont., has sold to Geo. Tennant.

Jas. L. Fletcher, grocer, Dutton, Ont., has sold to Jas. Lewis & Son.

Jas. Jenkins, general merchant, Comber, Ont., has sustained loss by fire.

Z. McCormick, general merchant, Lucan, Ont., advertises his stock for sale.

C. E. Hetherington, general merchant, Delhi, Ont., has sold to Geo. Schmidt.

H. A. Adams & Co., general merchants, Hawkestone, Ont., have sold to L. Leigh.

Thos. J. Hartnell, grocer, London, Ont., sustained a small loss by fire recently.

Walter M. Hord, grocer and confectioner, Mitchell, Ont., has sold to G. Bates.

H. J. Glanville, grocer, London, has sold to Ed. Bodkin, of Lawrence Station.

Canadian Eatables, Ltd., Toronto and Honora, have assigned to Athol G. Robertson.

A meeting of creditors of M. G. Brethour, grocer, Gosfield South, Ont., is called for March 15th.

H. S. Thompson, general merchant, Belmore and Wheatley, Ont., has sold to Lowrey & Rogers.

Pickard & Fleming, grocers, St. Mary's, Ont., have dissolved, Mr. Pickard continuing.

Quebec.

J. A. Bernier, grocer, Montreal, has assigned.

F. Bourgeois, general merchant, Montebello, Que., has assigned.

A. Gauthier & Co., general merchants, LaBelle, Que., have assigned.

Assets of Felix Vaillancourt, general merchant, Amqui, Que., are sold.

Dewitt & MacDougall, grocers, Montreal (St. Louis), have dissolved.

Chas. Crepeau, general merchant, Notre Dame de Mercie, Que., has assigned.

Meeting of creditors has been called of J. A. Desaulniers, grocer, Montreal.

L. A. Smith, grocer, Montreal, died recently.

Assets of Mrs. Geo. Vaillancourt, grocer Quebec, are sold.

Lajeunesse & Falcon, grocers, Montreal, have registered.

Wilfrid Fleury, grocer, Montreal, is succeeded by E. Boursier.

Assets of F. Bourgeois, general merchant, Montebello, Que., are to be sold.

Assets of Geo. Moore & Son, general merchants, Lisgar Station, Que., are sold.

Barbeau & Pare, mfrs. brooms and wholesale grocers, Quebec, have dissolved.

A. Plamondon, general merchant, St. Cesaire, Que., is succeeded by Aress & Fleury.

Maritime Provinces.

L. P. Greenslade, grocer, St. John, N.B., has assigned.

E. J. Grondin, general merchant, Grand Falls, N.B., has assigned.

A meeting of creditors of Chas. McDougall, general merchant, Maddock, N. B., is called for March 19th.

Western Canada.

M. Simpson, grocer, Vancouver, is selling out.

L. Perilmutter, grocer, Winnipeg, has sold to H. Fenson.

D. Rice, grocer, Brandon, Man., is retiring from business.

A Brandelli, grocer, Calgary, Alta., was burnt out recently.

J. Lilge & Co., general merchants, Lamont, Alta., have assigned.

The New York & Pacific Tea Co., Edmonton, Alta., have assigned.

Jas. Brydon, general merchant, Hilton, Man., has sold to N. Coolidge.

Lyons Bros., general merchants, Laird, Sask., has sold to C. Lyons.

Horner's Busy Corner, Brandon, Man., have sold branch store to A. Grant.

B. Panitz, general merchant, Neudorf, Sask., is succeeded by L. Feinstein.

J. Backwood & Co., general merchants, Dauphin, Man., have sold to E. Bay.

The Colonial Grocery, Fruit & Produce Co., Regina, Sask., has dissolved.

J. R. Baker, general merchant, Perdue, Sask., has sold to S. A. Todd.

S. E. Riggs, general merchant, Abernethy, Sask., has sold to Scott McKay.

Loreburn Trading Co., Loreburn, Sask., is succeeded by Hepburn & Lock-
erbue.

Stuartburn Trading Co., general merchants, Ronleau, Sask., have sold to Moses Bay.

J. H. Coates, general merchant, Broadview, Sask., sustained loss by fire recently.

Stuartburn Trading Co., general merchants, Estevan, Sask., have sold to J. E. Loughlin.

Flook, Rowell & Co., general merchants, Dubuc, Sask., have sold to J. B. Wilson.

W. C. Patterson, general merchant, Innisfail, Alta., is succeeded by J. T. Fumerton.

W. A. McGreevy, general merchant, Maryville, Sask., has sold to V. McRorie.

Amphlett & Brittain, general merchants, Hewitt's Landing, Sask., have dissolved.

Great West Trading Co., general merchants, Sheho, Sask., are succeeded by Sheho Supply Co.

Whyte & Co., general merchants, Moosomin, Sask., are offering 65c on the dollar compromise.

"VERY OFTEN

in selling soaps, a grocer will give his customer a brand which he knows will not satisfy that customer. The next time she wants soap she goes elsewhere for it and, usually, not only the soap trade but her general grocer trade is lost. It even goes beyond that. She tells her neighbors."

The Canadian Grocer.

In selling Fels-Naptha Soap, the genuine, you always satisfy customers and run no such risks.



The Hustling, Booming West

is calling out for every description of manufactured goods.

We are here to tell you of the demand, prospects and opportunities which the West presents of successfully selling your products, and we will, if you wish it, handle your goods for you on a reasonable commission basis.

We are located in the three chief distributing centres: Winnipeg, Calgary and Edmonton, and have every facility for handling goods in large quantities. Let us hear from you.

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

Winnipeg Regina Calgary Edmonton

Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton.



Try a Can, Mr. Grocer

If you try CAMPBELL'S SOUPS on your own table you'll decide to eat them always, because they're BETTER, more CONVENIENT, and more ECONOMICAL than others. Every customer who tries them will keep buying them for the same reasons. Recommend CAMPBELL'S SOUPS to all your customers, mention them in your advertisements and circulars, tell your order clerk to talk CAMPBELL'S SOUPS,—in short, PUSH them all you can, not simply because your customers always buy CAMPBELL'S SOUPS once you start them, but because they pay you 33 $\frac{1}{3}$ % profit.

JOSEPH CAMPBELL COMPANY, Camden, N.J.

"21 KINDS—LOOK FOR THE RED AND WHITE LABEL"

FOR
EASTER
 TRADE
GUNNS
 HAMS and BACON

ARE PERFECTION
 ORDER EARLY

GUNNS Pork and Beef Packers
 LIMITED TORONTO

EASTER

will be here in a very few days. Orders for Hams and Bacon should be in now so as to secure proper attention and insure delivery before the 25th. Prices will be no lower, it looks very much like higher prices before many days. Send in your order now.

ALL MEATS MADE UNDER
 GOVERNMENT INSPECTION

F.W. Fearman Co.
 LIMITED
 Hamilton

THE MILK
 Everywhere Acknowledged to be
Richest and Best



Reindeer Condensed Milk

The dealer wins customers by selling reliable goods that give satisfaction.

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

MILD CURED

**Breakfast Bacon
 Skinned Backs
 and Hams**

Finest Quality. Made from Selected Hogs.
 Made under Government Inspection.

The WM. RYAN CO.
 LIMITED

PACKING HOUSE:
FERGUS, - - ONT.

HEAD OFFICE:
70 and 72 Front St. East, TORONTO

Anot

It now will soon yond the From the num ern Stat 2,695,000 prices a must un time to Butter stocks at sidered g is conce foreign c Cheese and sati the deale the new

Provisi firmer th mand for smoked than for

Pure Lard— Boxes, 50 Cases, tin " " Palls, wor Palls, tin, Tubs, 50 Tierces, 31 Compound L Boxes, 50 Cases, 10- " 5 " 3 Palls, wor Palls, tin, Tubs, 50 Tierces, 31 Pork— Heavy Canad Bean pork ... Canad short Heavy clear Clear fat bac Heavy flank Plate beef, 10 " 20 " 30 Dry Salt M Green bacon, Long clear ba Long clear ba Hams— Extra large si Large sizes, l Medium sizes Extra small s Bone out, rol Breakfast bac Windsor bac Spiced roll ba Hogs, live, pe dressed

Butter- e in fre which il market. the tail-e offered. made re peg and were of t mand fro grades, t brisk. Th nature th

Another Advance Occurs in the Prices of Lard

Hog Products Getting to be a Luxury — Cold Storage Egg Stocks all Gone—Market in Healthy Condition and Declines Occur—Butter Situation Looking Good.

It now appears that the hog product will soon be regarded as a luxury and beyond the reach of ordinary mortals.

From November 1st the decrease in the number of hogs killed in the Western States compared with last year was 2,695,000. The scarcity is general and prices are firm and the hog products must undoubtedly rule high for some time to come.

Butter has a better outlook. The stocks are not heavy, and butter is considered good property, so far as Canada is concerned, even in the absence of foreign demand.

Cheese is firm and is moving gradually and satisfactorily out of the hands of the dealers, who will be ready to tackle the new crop when it becomes available

MONTREAL.

Provisions—Lard and bacon are both firmer this week, as prices indicate. Demand for the former has kept up, while smoked meats are selling more freely than for some time past.

Pure Lard—	
Boxes, 50 lbs., per lb.	0 17
Cases, tins, each 10 lbs., per lb.	0 17
" " " " " " " "	0 17
" " " " " " " "	0 17
Pails, wood, 20 lbs. net, per lb.	0 17
Pails, tin, 20 lbs. gross, per lb.	0 17
Tubs, 50 lbs. net, per lb.	0 17
Tierces, 375 lbs., per lb.	0 16
Compound Lard—	
Boxes, 50 lbs. net, per lb.	0 11
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 13
" " " " " " " "	0 13
" " " " " " " "	0 13
Pails, wood, 20 lbs. net, per lb.	0 13
Pails, tin, 20 lbs. gross, per lb.	0 13
Tubs, 50 lbs. net, per lb.	0 13
Tierces, 375 lbs., per lb.	0 12
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	29 00
Bean pork	23 50
Canada short cut back pork, bbl. 45-55 pieces	28 50
Heavy clear pork, bbls. 20-35 pieces	28 50
Clear fat backs	32 50
Heavy flank pork, bbl.	29 00
Plate beef, 100 lb bbls.	7 75
" " 300 "	15 00
" " 300 "	22 00
Dry Salt Meats—	
Green bacon, flanks, lb.	0 14
Long clear bacon, heavy, lb.	0 15
Long clear bacon, light, lb.	0 15
Hams—	
Extra large sizes, 25 lbs. upwards, lb.	0 15
Large sizes, 18 to 25 lbs., per lb.	0 16
Medium sizes, 13 to 18 lbs., per lb.	0 16
Extra small sizes, 10 to 13 lbs., per lb.	0 16
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 17
" " small, 9 to 12 lbs., per lb.	0 18
Breakfast bacon, English, boneless, per lb.	0 19
Windsor bacon, skinned, backs, per lb.	0 19
Spiced roll bacon, boneless, short, per lb.	0 15
Hogs, live, per cwt.	9 00
" dressed, per cwt.	13 25

Butter—There has been an advance of in fresh dairy rolls since last week, which illustrates the firmness of the market. Supplies are dwindling, and the tail-ends of holdings are now being offered. Some shipments have been made recently to Toronto, Winnipeg and other western points. They were of the best creamery, chiefly. Demand from the United States for poorer grades, to be worked over, continues brisk. There has been more trade of this nature this year than in the past, im-

porters taking all that has been offered.

Fall creamery solids	0 26	0 27
Fresh creamery solids	0 27	0 27
Fresh creamery prints	0 27	0 27
Dairy, tubs, large	0 21	0 22
Fresh dairy rolls	0 23	0 24

Cheese—A steady market rules, prices being unchanged. Little export business is being done, though local demand is satisfactory. Stocks are gradually disappearing.

Quebec, large	0 13
Western, large	0 13
" " twins	0 13
" " small, 20 lbs.	0 13
Old cheese, large	0 16

Eggs—New eggs are down 2c, while No. 1 have dropped 1c. More fresh eggs are being received, while supplies from United States points are larger than they have been. One dealer this week brought into the country a carload of limed eggs from Liverpool, the first importation of the kind in a considerable period. They sold freely.

New laid	0 28
No. 1, dozen	0 24

Poultry—Usual amount of business is being done in chicken, but other lines are quiet.

Chickens, per lb.	0 15	0 19
Hens, per lb.	0 12	0 15
Young ducks, per lb.	0 19	0 20
Turkeys, per lb.	0 19	0 22
Geese, per lb.	0 14	0 15

Honey—Nominal prices continue to rule.

White clover comb honey (nominal prices)	0 15	0 17
Buckwheat, extracted	0 08	0 08
Clover, strained, bulk, 30 lb. tins	0 11	0 11
Buckwheat comb	0 12	0 13

TORONTO.

Provisions—The demand for hog products keeps up regardless of the price and packers are straining a point to keep it supplied. The highest prices quoted for hogs in the press are paid by butchers, who must have them to cut up fresh on the block. Dressed hogs sell at \$12.25 to \$12.50. Lard has taken another advance of $\frac{1}{4}$ of a cent.

Long clear bacon, per lb.	0 14	0 14
Smoked breakfast bacon, per lb.	0 18	0 18
Roll bacon, per lb.	0 14	0 14
Light hams, per lb.	0 16	0 16
Medium hams, per lb.	0 16	0 16
Large hams, per lb.	0 14	0 15
Shoulder hams, per lb.	0 13	0 13
Backs, plain, per lb.	0 19	0 19
" pea meal	0 19	0 20
Heavy mess pork, per bbl.	27 50	28 00
Short cut, per bbl.	29 50	30 00
Lard, tierces, per lb.	0 16	0 16
" tubs "	0 16	0 16
" pails "	0 16	0 16
" compounds, per lb.	0 13	0 13
Live hogs, at country points	9 00	9 15
Dressed hogs	12 25	12 50

Butter — Fresh-made butter of good quality is in good demand, it will bring a little more money.

With a light supply of fresh-made butter, it opens the way to clear out all the storage butter, which also is growing less from day to do. On the whole, so far

as Toronto is concerned, the conditions are favorable to meet the spring butter-making season.

Fresh creamery print	Per lb.	0 29	0 31
Stored creamery solids		0 25	0 26
Farmer's separator butter		0 24	0 25
Dairy prints, choice		0 21	0 23
Baking butter		0 18	0 19

Cheese—The cheese market is firm, but the prices in the local market remain unchanged. The quality of our cheese is excellent, and with a little push on the part of the grocers, consumption should be materially increased, especially now when cheese is considerably below the value of many other foods.

Cheese, new, large	0 12	0 12
" " twins	0 12	0 13

Eggs—Cold storage eggs are now all off the market, and with the exception of a small stock of limed eggs, which are used by bakers, the demand must depend entirely on fresh laid eggs. To meet the demand it was necessary to import some from the States, but if the mild weather continues, our own supply will soon meet all demands. In view of these favorable conditions the prices have dropped to 27c, and will likely drop further in the near future.

New laid eggs	0 27	0 28
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Poultry—The receipts of fresh stock are decreasing from week to week, but on account of the cold storage equipments, the public need not fear that they will not be able to get anything they want in the poultry line later on. There will be turkeys, geese, ducks and chickens, as fresh looking, as if they had been killed just before they are sold. If it were not for the cold storage, the prices of poultry would be out of sight.

Spring chicken, dressed	0 18	0 20
Hens, per lb. dressed	0 11	0 12
Turkeys, per lb., large	0 18	0 19
Ducks, per lb.	0 16	0 17

Honey—Honey is becoming a staple article of food, and is used steadily all the year round, and therefore the demand is regular, and prices are well maintained.

Honey, extracted, 60 lb. cans	0 10	0 11
" " 10 lb. pails	0 11	0 12
" " 5 lb. pails	0 12	0 12
" comb, per dozen	2 50	2 75

When anybody approaches a merchant for a gift for some charity or charitable institution, let the merchant inform the solicitor that the store business cannot give to such things at all. The members of the firm or the merchant personally may give, but not the store.

The merchant must be approached as an individual and not as the head of a business. He may give as much as he likes, but it is not just that the store business, which receives no advantage from such things, should be expected to donate. It is an institution of a purely business character. This we conceive to be by the correct attitude.—Oregon Tradesman.

Other Things High Besides Cold Storage Goods

Can the Merchant Pay His Landlord Twice the Rent He Used to, Pay His Drivers Salaries Instead of Wages, Feed His Horses 50c Oats and Sell on Same Margin as Before?—Several Queries Unanswered.

Under the heading, "Who Knows," the following satire on the high cost of living and cold storage appeared in a recent issue of The Egg Reporter, Waterloo, Iowa:

"Some of our Congressmen and other law makers and world movers have recently discovered that the cold storage warehouse is responsible for the high prices of food. They have overlooked the fact that some other things that are not carried in cold storage are also high; at least they seem so to us when we try to foot the bills—such as city lots, farm lands, wheat, corn, oats, lumber, Pittsburg stogies Champagne, labor, etc. Some of the labor we have noticed ought to be kept in cold storage. However, being in the business, we perhaps are inclined to resent this new line of defamation, although we have long ago accustomed ourselves to hearing most everything bad in eatables called "Cold Storage," and seeing all the goods that really came out of our warehouses sold over the retail counter for fresh; but we have all the time been encouraged by the idea that we were really a boon to mankind and on that account could take some pride in running a business where tremendous investment yields tremendously small return.

Perhaps and Perhaps Not.

"Perhaps the farmer can raise hens on \$200-an-acre farms, hire expensive farm labor to feed on 70c corn through the winter, sell his eggs and poultry for the same price he used to and then have

money left to buy violets for the automobile. Perhaps the storekeeper can pay his landlord twice as much rent as he used to, pay his truckmen salaries instead of wages to drive those 50c oat-eating horses, look after the wants of an up-to-date blonde stenographer and still sell the eggs and poultry on the same margin as before. Perhaps the housewife who hollers the loudest against the ruinous prices will dust off the market basket and try to take a personal interest in her hubby's welfare instead of ordering a few best short-weight deliveries sent up quick in the gasoline wagon, as she has a 'bridge' on. Perhaps the average between 10c a doz. for eggs in the spring and \$1 a doz. in the winter would be less than 30c the year round.

"Perhaps prices are reduced through a billion dollar Congress preventing Canada and other countries from relieving the famine, thereby soaking the consumer but avoiding that terrible income tax. Perhaps the boy who was asked his opinion regarding a certain barn-door and who gave his entire attention to a blue-bottle fly that was crawling on the surface was able to render an intelligent verdict. Perhaps if our law makers prohibited storing wheat in grain elevators, wheat would be cheaper. Perhaps a gold dollar will buy just as much when there's twice as many of them and they're one half as scarce. Perhaps — will some time freeze over.

"Who knows?"

The Alarming Loss of More than a Million Dollars

This is What is Represented to be Happening in the Egg Industry—Cause of Trouble Placed at the Door of Farmers and Lack of Co-operation With Merchants and Packers—A Convention Suggested.

Editor Canadian Grocer.—You published a report in a recent issue of a speech of John A. Gunn, Montreal, on the waste in the egg industry and also its possibilities if properly carried on. Does this not show clearer from day to day your contention, that there should be a better understanding between the producers and the men, called middlemen, who handle their goods?

If his statement is correct, and from the knowledge I have of the egg business myself, I believe it is no exaggeration, then it shows how important it is for farmers to become familiar with the best methods for handling their pro-

ducts. Instead of discussing at their meetings how to beat the middleman out of his profits, they should consider with the dealers the best way to prepare and handle their goods.

According to Mr. Gunn's statement, 17 per cent. of the entire egg product is lost through careless handling, which sums up to the enormous amount of \$1,850,000. Is it not like trying to stop a very small leak in a barrel and allowing a much larger one to run? I have been watching your paper, because The Canadian Grocer is the first and only paper which seems to have the right idea of true association work between the different organizations.

As long as the farmers are a separate organization and consider all other progressive efforts as antagonistic to themselves, so long will they block the wheels of progress against their own interests. Through the foresight of cold storage men, and at great cost, they have provided facilities for taking care of the farm products, and the farmer is reaping a large share of the benefits; but in spite of all this, he has never even considered how he might work more advantageously with the packers.

Think of 17 per cent. of all our eggs lost, and why? Where is the trouble? The trouble is entirely on the part of the farmer, in not understanding what the packers and merchants know, and could teach them, if the proper connection was made between different organizations. This entire loss could be saved through a proper system of handling the eggs, and this system the farmers should understand, and for their own interests carry it out, and save \$1,850,000 per year.

This is an absolute loss, without any necessity for it. All this great loss can be saved without any cost to the country, by only knowing how to do our work better and more fairly towards each other. This can only be attained by cultivating proper relations and harmony between the different parts of the great machinery of trade and commerce.

Organization, first in each particular line of industry to produce better results, is right and very much good has been accomplished, but you are perfectly right in your views in advocating the connecting link between the different organizations.

If the farmers would meet the packers or dealers and find out what they require to enable them to give the farmers the best returns, the loss on eggs would soon disappear.

To carry out your idea why not let the farmers, merchants and packers all appoint representatives and meet to discuss the whole situation and adopt such methods that will be of mutual benefit to all. This could also be done between manufacturers, wholesalers and retailers.

MOVE ON.

Kingston, Ont., March 9, 1910.

LABELS SHOWING BUTTER WEIGHTS.

Councilmen of Youngstown, O., U.S.A., are struggling with a new weights and measures ordinance. It is proposed to require stamps or labels showing the weight of butter sold in rolls, lumps or prints and to provide for sale of bread by weight. A question was raised in council as to whether manufacturers of package cereals might be required to label each package with a statement of the net weight of its contents. The director of public service, said that the weighing of cereals and breakfast foods is being investigated in Washington and in a year or so new laws governing the above will be made.

Pure Cream of Tartar

GROCERS—As you are interested in knowing about the quality of goods which you are supplying to your customers, we recommend that you get a copy of Bulletin No. 195, just issued by Inland Revenue Department of Dominion Government.

It will show you that the claim we always make of having chemically pure goods is correct.

Gillett's Cream Tartar

You need not take our word for it—see what the Chemists employed by the Government say on the question. There is possibly no article adulterated and tampered with as much as Cream Tartar. The Government Chemists report that many samples examined did not contain any Cream Tartar at all, but were composed of a mixture of phosphate and alum.

GILLETT'S CREAM TARTAR is reported in the Bulletin as being up to British Pharmacopœia Standard of purity.

E. W. GILLETT COMPANY LIMITED

TORONTO, ONT.

Clark's "Inglass" Brand of Meats

make a most attractive display—

These are the goods **your** very best customers ask for—

They are the perfection of **Clark** manufacture, made in the best way and shown in the best manner.

Wm. Clark - Montreal

Manufacturer of high-grade
—Food Specialties—



The Fresh Fruits are carefully selected

Their delicious flavor appeals to everybody

You should have them in stock.

Agents;
ROSE & LAFLAMME, Ltd., MONTREAL and TORONTO

CLERKS ANSWERING THE PHONE.

A Woodstock Merchant Appreciates "Things That Shouldn't be."

Editor Canadian Grocer,—The cartoons which you are now using under the heading, "Things that shouldn't be," are undoubtedly good ones, as they seem to be meeting with the approval of all who see and study them. Perhaps the best one you have had to date was the one in your last week's edition, "Retailers should be careful to allow only the brightest clerks in the store to take orders over the 'phone."

This is indeed a very true article, and in the writer's opinion merchants should be very careful to allow only a bright clerk to take an order over the telephone, or perhaps a better way is to have one certain clerk take all the orders over the telephone. Above all things a merchant should keep an absent-minded clerk from doing this work. If all the others in the store are busy at the time it would be better to delay taking the order over the telephone until some capable person is available than to let any clerk with a poor memory tend to it, as this kind of an employe is liable to forget about the order right after he has taken it, and by so doing he may rob his employer of the patronage of a first-class customer.

There are many clerks who are very

responsible in other ways who cannot take orders over a telephone, and perhaps the best way of all is to have one person to do the brunt of the telephone order work and to have another to relieve him (or her) in case he or she) is busy or away.

D.

Woodstock, Ont., March 10, 1910.

CATS IN GROCERY STORES.

Editor Canadian Grocer,—I am glad to see that you are touching on cats in the grocery stores. A pleasant scene which caught my eye one day was a cat asleep in an open chest of tea which had been placed in the window for display purposes. The display attracted attention but, it is needless to say, did not sell goods. Get after the cats. Possibly it may turn attention from the mad dog scare, as well as draw the attention of grocers to the evil of allowing cats to roam at large in their stores.

A PASSER-BY.

Toronto, March 10, 1910.

P. P. Russell, a large fish dealer, of St. Andrew, N.B., is at Bay of Islands, Newfoundland, looking for a place to erect a smoked herring plant. Mr. Russell says he is ready to invest \$20,000 to \$50,000 in the enterprise, provided he receives Government support.

Oval Wooden Dishes

For etables that make the paper greasy or wet when wrapped, use a dish to hold the goods and one as a cover, and avoid having a mussy parcel.

Ask your traveller for prices.

Graham Bros. & Co., Kinmount, Ont.

SUCHARD'S COCOA
This is the season to push SUCHARD'S CO. COA. 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. BENEDIOT & CO., Montreal Agents.

Nation's Celebrated CUSTARD POWDER THE BIG 5c. PACKAGE

Just the thing

WHEN EGGS ARE SCARCE

We stock it. Write.

W. H. ESCOTT

Broker

Winnipeg, - - - Man.

The Largest and Oldest Barley Manufacturers in Canada

LET US QUOTE YOU PRICES ON

Pot and Pearl Barley Split Peas and Feed

John MacKay, Limited BOWMANVILLE, - ONTARIO

Maple Sugar

We handle only Pure, Unadulterated Maple Sugar. Write us.

Woodman & McKee Coaticook - Que.

ARE YOU COLLECTING
ORANGE MEAT

CARTON BOTTOMS?

They are valuable. Send postcard to Orange Meat, Kingston, Ontario, for full particulars of their Eighth Prize Contest.

NONE HAVE BETTER OPPORTUNITY OF WINNING THE FIRST PRIZE THAN THE GROCER

BISCUITS THAT SELL

It pays you best to sell groceries that make possible a quick turnover. Our lines have two features to recommend them—quality and price. So you need never worry over a possible "sticking" of our biscuits. They sell quickly.

Free sample and prices from

THE CANADIAN BISCUIT COMPANY, LIMITED LA PERADE, QUE.

The causes which lie behind Christie reputation.

For over half a century our whole efforts have been concentrated in the making of better biscuits.

We have paid no attention to any side issue—all the ability we possess and every hour of our experience has been utilized for the purpose of bettering Christie biscuits.

Every ounce of raw materials is selected and tested—the flour used is a blend of the best flours milled—butter, eggs, sugar and lard must all be high-grade table quality.

Our factory is the biggest, brightest and cleanest in all Canada. Our employees are all healthy and happy and imbued heart and soul with Christie ideals.

Christie ideals—that's the real source of Christie reputation. It's this constant effort to better the product of yesterday—this striving after excellence that has made the name *Christie* a household word all over the Dominion.

Are you making the most of Christie reputation?

Remember, "*Christie biscuits do sell more than biscuits.*"

CHRISTIE, BROWN & CO., Ltd.

Good
Condition



is indispensable if your biscuit trade is going to be a live business. Carr's biscuits, whose unexcelled quality is well known, reach you in a crisp, fresh condition, because they are packed right.

These are the kind to handle.

CARR & CO., Carlisle, Eng.

Agents—Wm. H. Dunn, Montreal & Toronto; Hamblin & Brereton, Winnipeg; L. T. Mewburn & Co., Ltd., Calgary; Standard Brokerage Co., Ltd., Vancouver, B.C.; T. A. McNab & Co., St. John's, Newfoundland.

PROGRESSIVE GROWERS HANDLE THIS MONEY-MAKER



Our
VILLAGE
Biscuit
retails
3 lbs. for
25c.

DIGNARD, LIMITED, Biscuit Manufacturers MONTREAL

Never had a can of milk returned to us yet

Banner and Princess Brands of Condensed Milks—and two brands of Powdered Milk—manufactured by J. Malcolm & Son, St. George, Ont., are the best brands that skill and science can produce. No dead stock on your shelves if you handle these lines.

Write for prices

**John Malcolm & Son,
ST. GEORGE, - ONT.**



Grocers,
Confectioners
and
Druggists

should not fail to handle a full range of our

Licorice Specialties

which will be found quick selling and profitable.

We also recommend our

Soft Mints, 5c. boxes | M. & R. Wafers, 5c. bags
Acme Pellets, 5-lb. tins | Lozenges, etc.

Write for price lists and illustrated catalogue

Send
To-day

AGENTS

ONTARIO S. McIndoe, 54 Wellington St. E., Toronto
PROVINCE OF QUEBEC and MARITIME PROVINCES, W. H. Dunn, 394 St. Paul St., Montreal
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
BRITISH COLUMBIA, Shallcross, Macaulay & Co., Vancouver
PROVINCE OF ALBERTA, Tees & Peres, Calgary and Edmonton

M^cVITIE & PRICE

EDINBURGH and LONDON

BISCUIT MAKERS TO

H.M. THE KING
AND H.R.H. THE PRINCE OF WALES

The following kinds are specially recommended :

Digestive	The Premier Biscuit of the World.
Rich Tea	An Ideal Tea Biscuit.
Abernethy	The Scottish Favorite.
Breakfast	Finely Flavored, Exceptionally Light.
Rich Mixed	An assortment of Fine, Old-fashioned Biscuits.
Osborne	A Homely, Substantial Biscuit of the Highest Class.

AGENTS for Manitoba, Saskatchewan and Alberta :
RICHARDS & BROWN, 314 Ross Avenue, WINNIPEG

By Royal



Letters Patent

NELSON'S POWDERED GELATINE

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

NELSON'S Gelatine and Licorice LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

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, 24 Innes of Court Buildings, Vancouver, B.C.

CANADA :
No better
Country



MOTT'S :
No better
Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.
Halifax, N.S.

SELLING AGENTS:

J. A. Taylor Montreal R. S. McIndoe Toronto Jos. E. Huxley Winnipeg Arthur Nelson Vancouver
Arthur M. Loucks Ottawa R. G. Bedlington Calgary

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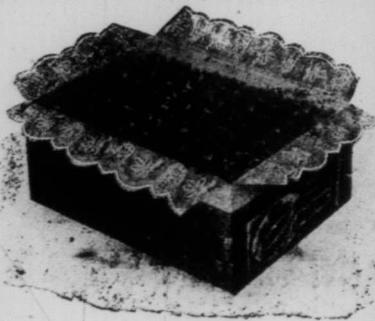
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Blended...

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change

Rolled oats
Rolled whea
Standard a



NEXT WEEK WE ARE GOING TO MAKE A PROPOSITION IN THIS PAPER WHICH WILL PROVE OF ESPECIAL INTEREST TO EACH AND EVERY READER OUT FOR A MONEY PROPOSITION—SO KEEP THIS SUGGESTION IN MIND AND WATCH FOR SOMETHING TO HAPPEN.

You know that we have been doing everything possible to boost the sale of our famous Chocolates, and that of one of our lines in particular, our

“CHOCOLATE BORDO”

(Registered)

and you are aware of the fact that we will leave nothing undone to keep this and all of our lines leaders in Canada.

Our new move is along these lines. It will pay you to watch, and to seize the opportunity we present you.

The Montreal Biscuit Company

Manufacturing Confectioners

MONTREAL

TRUMILK — AND — MILKSTOCK

The only milk powders manufactured in Canada that are perfectly soluble in cold water.

Always sweet, safe, pure and nourishing. Will keep after the cans have been opened.

Manufactured and packed under the most sanitary conditions.

For Further Information Write to

Canadian Milk Products, Limited

Head Office: MAIL BUILDING, TORONTO.

52 Highest Awards in Europe and America

WALTER BAKER & CO.'S



Registered,
U. S. Pat. Off.

CHOCOLATE & COCOA

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

Walter Baker & Co., Limited

Established 1780, **Dorchester, Mass.**

Branch House, 86 St. Peter St.

MONTREAL, CANADA

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



THE NEW FLAVOR

MAPLEINE

Better
Than
Maple

The Crescent Mfg. Co.,
Seattle, Wash.

CIE FRANCAISE des PATES ALIMENTAIRES
Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed
Manufactured at
82 Beaudry Street MONTREAL

FEATHERS WANTED

Highest prices paid for feathers of all kinds. Must be clean and free from quills. Prompt remittance.

WRITE TO

P. POULIN & CO.
39 Bonsecours Market, - Montreal
WE SELL FEATHERS TOO

WINDSOR SALT

CAR LOTS OR LESS. Prompt shipments. Write us for prices. Phone order our expense.

TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, MANAGER

ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.
Prompt attention to all orders.

J. W. EWEN, - Uxbridge, Ont.

MAPLE SYRUP

"Your syrup is superior to anything I have seen on the market."—H. Mockford, Charlmoad Road, London
It is STANDARD. Get Prices.

CANADA MAPLE EXCHANGE
Montreal



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 d'lers or dolly'd. Book 4d free.
ABSORBINE, JR., for mankind.
\$1 bottle. Reduces Varicose Veins, Varicocele, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands. Allays pain quickly.

W. F. YOUNG, P.D.F., 204 Temple St., Springfield Mass
LYMANS, LIMITED, Montreal, Canadian Agents



BE IT KNOWN, Brother Grocer, that I live on the sunny side of the street.

Which, of course, doesn't mean that to'ks on t'other side are *shady*—goodness, no!

Only, you see, it helps wonderfully to inherit the Sunny Disposition, even if it be true that Happiness is only a Habit of Thought.

Whenever, wherever, however, I read articles on How to Burglarize Success in the Retail Way, I note the emphasis placed on *Optimism*.

So don't wait till May to move, Brother Grocer.

Get on the Sunny Side *soon*.

* * * *

The Beaming Countenance, you know, is a Trade Magnet, a real, live asset *as cashable as your own accepted cheque*. Magnifies the customer's spending mood, kind of loosens the purse strings.

Yet it's hard to wax cheerful with cheap stuff on the shelves, with any flour *less good than FIVE ROSES*.

Because now and then and again the Customer marches back with battle in her eye, quite wrathful, most certainly.

She's sore—you're sore—everybody sore.

Net results: *Lost Temper—Lost Customer*.

Plus all the Bum Free Advertising handed out at the Church Social with yourself in the limelight.

The only kind of advertising that "*doesn't pay*."

* * * *

Expecting every visitor to repeat the performance, Brother Grocer, there's no Knight of the Beaming Countenance for yours.

One such adventure before 10 A.M. spoils the day's work, raises an Adult Grouch, always a Poor Purchase.

In the FIVE ROSES sack or barrel is your Insurance Policy on Cheerful Optimism.

Which is only *Quality plus Confidence based on Past Performance*.

Making no Extravagant Claim, we don't promise the Broad Grin just yet.

But a twelvemonth hence, in Inventory Days, when you count the Turnover—

Then, Brother Grocer, yes—*then!*

—S.M.S.

**LAKE OF THE WOODS
MILLING COMPANY**

LIMITED

MONTREAL
TORONTO
OTTAWA
LONDON
ST. JOHN
WINNIPEG
KEEWATIN
VANCOUVER

MAKERS OF FIVE ROSES

Bookkeeping System with Counter Check Books

How a Merchant Keeps Tab on Unpaid Accounts by Using Them Alone—Does Not Use Slip in Counter Check Book in Case of a Cash Transaction—Transfers Accounts Which are Unpaid From Filled Book to Back Cover of a New One.

By J. M. Donovan.

An accurate and simple method of keeping books in the grocery store is something to be desired by every merchant. I do but little credit business, but there is always at least a fraction that I cannot get away from entirely. However, I only give credit to those whom I know well and am pretty sure of.

At one time I gave out my goods to everyone asking credit, to my sorrow, but I believe I profited by the transactions, as it is worth something to know who and what kind of people you are dealing with.

Many grocers issue counter check slips with all goods, whether paid for or not at the time of ordering. I only give a counter check slip with goods going out on credit, or ordered over the phone. c.o.d., as in the latter case very often the party ordering is indisposed to receive and pay for the goods at time of delivery.

When a person comes to the shop and orders goods to be sent to a certain address, and when I do not know whether they will be paid for on the spot or not, I tear off a neat strip of paper from the counter roll, on which to put down the articles with prices. If paid for at the time, that piece of paper goes with the goods, but if it happens to be a person to whom I am giving credit for a few days, and whose former slip is filled (for I have my customers educated to bring back the same slip as they would a pass book until it is filled), then I give a new slip, and in most cases, with amount of former slip rendered up to date. Many of my customers like the latter, as they have then but one to look after; but some are careless and want a new slip with every order. I have had customers get as many as twenty slips before settling up, and probably they would not have as great an amount on them as the person with only two or three slips filled. Besides, the persons having many are apt to lose two or three and are that many short when they bring them for settlement; but, of course, when I can show them the copy and give date and numbers of the missing slips, they are more particular and anxious to fall in line with my style of doing business and have their whole account on as few slips as possible. Also by that scheme I save hundreds of slips, hence a few cents by so doing.

I now come to the more particular part of the idea, showing its simplicity.

Keeps Tab on Old Accounts.

When the leaves in the check book are all used and removed from the frame

for a new book, the names of those who have unpaid accounts in the old book are transferred to the back of the new, under same date as on the front cover of the new, with the numbers of the accounts following. This is our only delay and extra work, but it well repays us. We do it at our leisure, but as soon as convenient. It does away with keeping another book, which would also have to be indexed.

The old books holding unpaid accounts are placed in a receptacle with the names up. I have a desk that will hold fifteen books, and I have never had occasion to put more in it. If there should be a name not marked on the oldest book, I render a new account—mark out the name, throw away the old book, which then leaves room for another—and it's very seldom that a person owing an account that long will refuse to pay it. When a person comes to pay his account, the books being conveniently placed behind the counter, anyone attending the store can turn around, find it immediately and merely draw a line through the name. I do not even look up the account to mark it paid. By simply drawing the line through the name and number settles it for all time.

Another point is, should a person lose a slip and dispute the goods and say they never got the slip, I can show them the items quite easily. This usually settles the matter.

Fred Magee, lobster packer, Port Elgin, N.B., passed through Montreal on his way home from New York.

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

SPRAGUE

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

TANGLEFOOT



The Original Fly Paper
For 25 years the Standard
In quality
All others are imitations

Black Watch

The Big Black Plug
Chewing Tobacco

"A Trade Bringer"

Sold by all the Wholesale Trade



A SAMPLE OF DISCOURTESY.

Scale Salesman Ordered Out of Grocery Store—The Attack Renewed.

A young scales salesman, calling on a city grocer, had been ordered out of the store. The next morning, supported by his sales manager, he advanced to the second attack. They were scarcely over the threshold when the aproned grocer saw them. Anger, simmering from the day before, boiled over.

"I thought I told you to keep out of here," he shouted at the salesman. "I don't want any of your scales, and I told you so. Now you get out of that door. I——"

"We didn't come here to be insulted," the sales manager cut in at the proprietor. "I came here to buy groceries. Get out your pencil and take this order," he continued, as he drew a \$10 bill from his pocket.

"But I didn't know——" protested the shop-keeper, eyeing the money.

"Shut right up," snapped the sales manager, "and take this order."

When the order was on paper, the grocer was still mumbling his apologies. The sales manager had twisted his anger into attention, and was now ready to broach the sale.

"Mr. Wilkes," he said, "I came in here to talk to you like a gentleman, and you know how you treated me. There is just one way that you can

apologize to me, and I'm going to give you the chance. My office is at 69 Winthrop street. Come over there and I'll show you how one gentleman should treat another. I don't care whether you buy a scale or not; I just want to give you an example of business courtesy."

"I'll come," said the unhappy merchant.

"When?"

"This afternoon."

"What time?"

"Two o'clock."

"All right; see that you keep your appointment. I'll be waiting for you."

The grocer was prompt, and within an hour the sales manager, with his suavest manner, had sold him two machines.

The sales manager afterward admitted that some men would have kicked him and his money into the street, but a slight knowledge of the grocer's reputation precluded that possibility.—System.

FARMERS PAYING BY CHEQUE.

The analysis of the employment of cheques and similar instruments of credit by farmers and laborers is one of the features of a report made public by the National Monetary Commission on "The Use of Credit Instruments in Payments in the United States."

The deposits in national banks by retail dealers on a selected date, showed that outside of reserve cities under the

national banking law the retail deposits aggregated \$36,255,308, of which \$24,929,620, or 68.7 per cent., was in cheques.

An examination of retail deposits in five agricultural states, leaving out cities of more than 25,000 inhabitants, indicated that cheques are used more generally by farmers in making their payments than is sometimes supposed.

TRADE NOTES.

Andrew Loggie, of A. & R. Loggie, Loggieville, N.B., was in Montreal recently.

Charles Chaput, of Chaput, Fils & Cie., Montreal, is spending some time in Augusta, Georgia, accompanied by Mrs. Chaput.

L. B. Rogers, representing Carveth & Co., Montreal, has left on a trip through western Canada. His first stop will be Port Arthur.

Harry Maskell, Brantford, Ont., has been appointed official collector of the Retail Merchants' Protective Association, to succeed Norman Willits, who, as was mentioned some time ago, purchased a retail business in St. George.

Carveth & Company, Montreal, have moved from the Lindsay building to a larger suite in the Coristine building, where sample rooms have been opened. Mr. Carveth but recently returned from Europe, where he spent several weeks on 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.

An Overloaded Potato Market Now Prevailing

Tubers Waiting for Buyers—Apple Market Shows Signs of Recovery—Navel Oranges in Good Demand—Scarcity of Haddies—Recent Mild Weather Curtails Fish Demand.

MONTREAL

Green Fruits—Sicily lemons are in good supply, and prices continue to be sufficiently attractive to induce good buying. Limes are quiet, and in small demand, owing to the situation in lemons. Oranges, Californias, are moving freely at unchanged figures. Pineapples and strawberries are easier, notably the latter, while kumquats are slow at reduced prices. Apples are inactive, with a tendency to lower quotations. Cranberries are firm. Mild weather has not affected trade to any extent.

Apples—	Kumquats, qt.	0 20
Baldwins, bbl.	Lemons—	
Greenings, bbl.	Sicily bitters, box	1 75 2 25
Russets, 3 50 4 25	Limes, per box.	1 50
Kings, No. 1.	Oranges—	
Spies, per bbl.	Floridas, 3 00	
Tallman Sweets, ...	California navels	2 75 3 00
Bananas crated,	Porto Ricos, 2 50	
bunch, 1 50 2 00	Mexicans, 2 25	
Cranberries, bbl. 6 00 9 00	Messina bitters,	
Cranberries, per	box, 2 25 3 00	
bushel box, 1 50 2 00	Jamaica, bbl.	4 10
Cocoanuts, bags, ...	Pineapples—	
Grape fruit—	Floridas, case, ...	3 75 4 00
Florida, box, 5 00	Strawberries—	
Grapes, Almeria,	Florida, qt. 0 30 0 40	
per keg, 5 00 7 00	Tangerines, strap	5 75

Vegetables—For several days past there has been a glut in the potato market, and trading has been slack. Comparatively warm weather induced numerous shippers to send holdings into town, with the result that early in the week there were eight to ten cars on track. With supplies so heavy, buying was limited, in anticipation of lower quotations, most dealers being afraid to purchase more than for immediate requirements. The result shows in the lower figure quoted below. Turnips are in large supply, too, and weak prices rule. A fair trade in different imported lines continues to be transacted, while hot-house stuff is selling freely in quarters where the price is forthcoming.

Beets, bag, 0 40 0 50	Spanish, cases	
Brussels sprouts,	150 lbs. 3 00	
per qt. 0 23	Spanish, 1/2 cases	1 50 1 75
Carrots, bag, 0 40 0 50	Potatoes—	
Cabbage, bbl. 1 00 1 25	Montreal, bag, ...	0 65
Celery—	Sweet, per bbl. ...	3 50
Canadian, doz. ... 0 75 0 90	" basket, ...	1 50
California, crate, ...	Parsley, dozen, ...	0 30
Florida, crate, ... 3 25 3 50	Parsnips, bag, ... 0 75 0 80	
Cauliflowers, cr te	Radishes, dozen	
2 75 3 00	bunches, 0 40	
Cucumbers, doz. 1 00 2 00	Rhubarb, doz.	1 25
Garlic, per lb. 0 17 1/2	Spinach, bbl.	4 00
Green Peppers,	Tomatoes—	
basket, 0 75	Floridas, crate ..	5 00
Lettuce, box, 0 50 1 20	Cubans, crate ...	2 25 2 50
Mushrooms, lb. ... 0 75 1 00	Turnips, bag, ... 0 50 0 60	
Onions—	" Quebec,	
Red, per bag, 0 90	per ton, 12 00 14 00	

Fish—Cod is slightly easier this week, and lower prices rule. Haddock and halibut are still very scarce, and dealers are finding it difficult to fill orders. Demand generally is poor, considering the season, owing to the extremely mild weather. Fillets are scarce; so difficult is it to secure supplies, prices may be considered nominal.

FRESH FROZEN

Codfish, 0 04 0 04 1/2	Steak cod, lb. 0 04 1/2 0 05
Dore, winter caught,	Salmon, B.C., red,
per lb. 0 07 1/2 0 08	per lb. 0 08 0 08 1/2
Haddock, 0 05 1/2 0 06	Smeits, 10 lb. boxes, ..
Halibut, per lb. 0 09 1/2 0 10	Tom cods, bbl. 0 75 1 00
Herring, per 100, 1 70 1 80	Whitefish, large,
Mackerel, 0 09	lb. 0 09 0 09 1/2
Pike, 0 06 0 06 1/2	

SALTED AND PICKLED

Green cod, small, bbl. 4 75	" " bbls., red	14 00
Labrador herring, bbl 5 00	" " Labrador, bbl	18 00
" " bbl 2 85	" " bbls	9 00
Labrador sea trout,	" " trcs.,	
bbl. 11 00	300 lb.	26 00
Labrador sea trout,	Salt eels, per lb.	0 07 1/2
half bbls. 6 00	Salt sardines, 1/2 lb.	3 00
No. 1 mackerel, pall. 2 00	Sardines, bbl.	5 50
" " bbls. 8 00	No. 1 Hake, 200 lbs.	3 50
Salmon, B.C., 1/2 bbls. 8 00		

SMOKED

Bloaters, large, per box.	1 10
Fillets, lb.	0 10
Herring, new smoked, per box.	0 13
Herring, boneless, per lb.	0 10
Kipper herring, per box.	1 00

SHELL FISH

Lobsters, live, per lb.	0 18
Lobsters, cooked, 0 20	
Oysters, choice, bulk, Imp. gal.	1 40
" " "Sealahpt," standards, per carrier 4 Imp. gal.	7 40
" " " " "select, per carrier 4 Imp. gal.	8 00

PREPARED FISH

Boneless cod, in blocks, all grades, at 5 1/2, 6, 8, 9 & 10c. per lb.	
Boneless fish, 0 04 1/2 0 05 1/2	
Dry cod in bundles, per bundle	
Skinless cod, 100 lb. case.	5 50

TORONTO.

Green Fruits—The demoralized condition of the apple market is slowly improving, but still out-of-season apples have to be sold at a loss. Real good, firm apples of the better varieties are expected to command a fair price as soon as the belated goods are disposed of. California navels are of better quality now and are firm, and will likely bring a little more money. Cuban and Florida grapefruit are rivaling each other in the same-sized cases, the one at \$2.25 and the other at \$4. This difference is in the quality and packing. The Florida fruit is carefully packed with only the best fruit, while the other is not so reliable and frequently contains useless fruit. Strawberries are arriving regularly, packed in ice, and will remain high for some time.

Apples, 1 00 4 00	Oranges—
Bananas, 1 75 2 00	California navels 3 00 3 25
Cranberries, bbl 7 50 8 00	Floridas, 2 50 2 75
Cocoanut, sack, 4 00	Mexican, 2 00 2 25
Grapes, Almeria	Valencia, 3 50 4 00
per keg, 6 00 6 50	Jamaica, barrel, ... 4 25
Grape Fruit—	Marmalade, Sev-
Cuban, 2 25 2 50	ille, per chest, ... 4 50
Florida, 4 00 4 50	Sicily bitter, box, ... 2 50
Lemons—	Pineapples, case 4 50 5 00
Sicily, 2 25 2 75	Strawberries, qt. 0 50 0 60

Vegetables—During the spring-like weather of the last week vegetables looked more natural, and people felt that they should be able to buy them cheaper. To eat fresh onions, tomatoes, strawberries, radishes, lettuce, etc., when the snow is blowing, and the thermometer down to zero at sky-high prices seems to be quite reasonable, but when the sun shines bright and warm the prices appear ridiculous, and the demand falls off. California celery cannot hold out any longer against the Florida celery, which has practically crowded it from the market. Potatoes are weak and plentiful, and dealers would like to see some outside demand. The Northwest may soon give us a call for some.

FLORIDA

Strawberries, Celery
Head Lettuce

Supplies now coming along regularly in quantities. Demand increasing from day to day.

Also—Tomatoes
Egg Plant
Green Peppers

We can supply your wants with strictly fresh stock at reasonable market prices.

FULL LINES

Oranges Lemons
Bananas



25-27 CHURCH ST. - TORONTO

Always

Take
time
to
think

Don't be misled by any wild, breezy, February-March assertions. They usually amount to about as much as the goods they refer to.

MORAL

In Lemons pin your colors to the old reliable St. Nicholas and Home Guard. They'll make you money.

J. J. McCABE

AGENT

32 Church Street, Toronto.

Asparagus, bunch..... 0 40	Valencias, new, crate..... 3 00 3 25
Beets, bag..... 0 90	Spanish..... 2 50 2 75
Beets, new, doz. 1 00	Green, per doz. 0 50 0 60
Beans, green in qt. boxes..... 0 25	Spanish, 4 cases. 1 50
Cauliflower, doz. 2 25	Parsnips, bag... 0 85 0 90
Cabbage, Canadian, dozen... 0 35 0 40	Potatoes—
per barrel..... 1 50	Canadian, bag.. 0 55 0 60
Carrots, bag... 0 65 0 75	Bermuda, new, per barrel..... 8 00
Carrots, new, dz. 1 25	Sweet, hamper.. 1 25 1 50
Celery, Canadian, dozen... 0 30 0 35	barrel..... 3 50
Celery, Cal., per case..... 5 00 5 50	Parsley, per doz bunches..... 0 70
Celery, Florida 3 25 3 50	Radishes, doz... 0 35 0 40
Cucumbers, doz. 2 50	Rhubarb, doz. 1 00
Lettuce, hamper..... 2 50	Spinach, hamper.... 1 10
Lettuce, per doz. 0 30	Tomatoes, hot house, lb..... 0 25
Mushrooms, lb. 0 90	Tomatoes, case of 6 baskets... 3 00 4 00
Onions—	Turnips, bag..... 0 40
Canadian, bag.. 1 00 1 25	

Fish—Owing to the mild weather the demand for fish fell off considerably, but as the fish are scarce it rather favored the dealers in filling their orders. Weather conditions are unfavorable to the fishermen, which is the cause of the scarcity. Finnan haddies have not been as scarce for five years. Fillets had a good run, but it is found that they do not keep as well as fish with the bone in it, and for that reason may not be a great success on this market.

LAKE FISH (FROZEN)

Goldeyes..... 0 05½	Pike..... 0 06
Herring, Lake Superior 0 04	Trout..... 0 10
Pickrel, blue..... 0 05½	Whitefish..... 0 10
Pickrel yellow..... 0 05	

OCEAN FISH (FROZEN)

Steak Cod..... 0 07	Salmon, pink, per lb.. 0 09
Halibut..... 0 12	red..... 0 10
Haddock..... 0 06½	sea dressed... 0 13
Herring, per 100..... 2 00	Smelts, No. 1..... 0 11
Mackerel, each..... 0 20	extra..... 0 15

SMOKED, BONELESS AND PICKLED FISH.

Acadia, per crate.... 2 40	Fillets, per lb..... 0 14
tablets, box.. 1 60	Haddie, Finnan..... 0 09
Bloaters, per basket.. 1 10	Herrings, Digby, bundle 0 60
Codfish, shredded, box 1 80	Herrings, Imported
Bluenose, " 1 40	Loch Fyne, per kit.. 1 10
Cod steak, per lb..... 0 07	Kippers, per box..... 1 25
Cod, Imperial, per lb.. 0 05	Quail on toast, per lb.. 0 05½
Ciscoes, per basket.... 1 25	

SHELL FISH.

Oysters, standards, per gal..... 1 65	Oysters, selects, per gal 1 85
	Oysters, extra selects... 2 00

AN EXPERIENCED GROCER'S ADVICE.

The MacLean Pub. Co.—Enclosed please find Postal Note for \$2 in payment of our subscription to Canadian Grocer which expires March 10, 1910.

We find it a great help in our business as it is always bringing forward some helpful suggestions; in fact, reading it is like getting the advice of an old experienced grocer.

R. LAING & CO.
Wroxeter, Ont., Feb. 21, 1910.

Fancy Florida Tomatoes

CHASE'S PACK
VERY FINE QUALITY

FIRST CAR ARRIVED
THURSDAY

HARD RIPE

PINEAPPLES—We are headquarters for this fruit. Prices are coming down to a moderate basis. Sizes 16, 18, 24 and 30.

WHITE & CO., Ltd.

Branch at
HAMILTON

Toronto

Fresh Arrivals

THIS WEEK

Car **BANANAS**—Fancy Fruit

Car **CALIFORNIA NAVELS**

Extra Fancy Heavy Juicy Fruit.

"GOLDEN ORANGE" Brand.

Car **DOMESTIC CABBAGE**

FINE SOLID HEADS

Fancy Ripe Pineapples.

Extra Fancy Florida Celery

PRICE AND QUALITY ALWAYS RIGHT

HUGH WALKER & SON

(Established 1861)

GUELPH, ONTARIO



Hello, People!

I am so glad to be back that I am glad I was away. Yes! thank you, I am well, and pleased to hear that you continue handling my Lemons and are making money. My name is popular—easy to remember—**BUSTER BROWN**. My Pack of Lemons is satisfying and will satisfy the most discriminating trade.

Recent arrivals warrant the statement that my brands of Lemons are by far the best buy. You pay as much, perhaps, for cheaper packs. Why not always order my brands, they are unquestionably the best value?

Buster Brown

Hiawatha

Lord Beresford

Fratelli Follina, Packers
Palmero and Messina, Sicily.

W. B. STRINGER
Canadian Agent, Toronto.

Loss of Trade from Boxes Piled Inside the Store

Customers Do Not Care to Wend Their Ways Among Cases Sacks and Boxes—Gives Incomplete Service and Tends to Repel Custom—Storeroom the Place for Surplus Stock—Shelf Arrangement Should be Attended to.

By a Traveling Salesman.

A food many grocers still make the mistake of using their stores in place of warehouses. Some stores are so crowded with goods or rather with boxes, barrels, sacks, etc., that there is little room left for customers. If any retailers think that people are so anxious to come to their stores that they will crawl over boxes, or elbow their way through narrow passages, they are certainly making a mistake. Plenty of room to make customers feel that they are not standing in the way of others is always a good feature in a retail store.

With a mountain of goods piled in the centre of the store, containing lots of goods which are not touched for weeks, and during all that time are seen by the customers, it is not reasonable to suppose that much of those goods will be asked for. Customers know that they are dusty and that for some reasons other people are not buying them, and they think it is better for them to leave them alone.

Nobody wants to buy anything from a box that has either not been touched for some time, or which has been exposed to dust. Why then have them

there to take up the room and show people that they are not salable articles?

Merchants grow into certain habits, and they do not see their goods as their customers see them. They want to sell them, but their customers want to eat them. Things look entirely different when they are viewed from these two different standpoints, and grocers often forget this.

The idea in the mind of a grocer should not be to stick things in the faces of his customer, and in that way almost force them to buy, but rather in a way that shows that they are clean and good to eat.

Better Services Rendered.

The Canadian Grocer has been pointing out the importance of better service on the part of the grocers, if they intend to hold their trade, and a marked change is evident, but still some continue in their old slovenly methods and then blame anybody and everybody but themselves, because their trade is not what it ought to be.

The Grocer, I am glad to know, has also frequently called the attention of

grocers to the importance of getting their clerks better posted in their work. This can only be done, either by the grocer himself, if he himself has the training, or else by reading the many valuable articles that appear from week to week in The Canadian Grocer.

There is no more important thing to my mind than system in arranging stock. Boxes and cases in confusion tend to repel custom rather than attract it. When a consignment of soap, tea, or canned goods arrive, as many cases as are needed should be unpacked for the shelves and the remainder stored in the warehouse for future use.

How Money is Lost.

Certain portions of the shelves should be exclusively set apart for certain goods to prevent confusion. Otherwise it means a loss of time and hence a loss of money due to slow service, and to not being able to buy according to requirements. And when a merchant discovers he is losing money on account of poor system, he should quickly rectify that system.

Confusion caused by piling cases and boxes of goods all over the store tends to poor service and therefore loss of trade and a continuance of loss of trade means failure in business eventually.

It therefore behooves every merchant to pay the closest attention to the interior appearance of the store since it has so much to do with getting and holding trade which means an increase in the business.

FISH BARGAIN

Owing to the lateness of this arrival we are enabled to offer to our trade

Two Cars Newfoundland Herring

at a greatly reduced figure. Fish are packed about 250 to a barrel. These fish are choice, hard-frozen, bright stock, weighing on an average over half a pound each. We make an extraordinary price of

\$1.50 Per Hundred Count

The F. T. JAMES CO., Limited

Church and Colborne Sts.

TORONTO

THE CANADIAN GROCER

FISH FOR L E N T

Seasonable Sellers—Some Special Suggestions

LARGE FROZEN SEA HERRING

*Halbut
Salmon*

*Mackerel
Smelts*

*Haddock
Cod*

We have all other kinds, too. Full supply of Prepared, Pickled, Salted and Smoked always on hand.

Our stock is carried in our own large, new cold storage plant, up-to-date in every respect.

Ask us to mail you our latest price list

LARGEST FISH AND OYSTER WAREHOUSE IN CANADA

BRANCHES:

Montreal
St. John
Grand River
Gaspé

P. O. Box 639

4 Long
Distance
Telephones

LEONARD BROS.

20 to 26 Youville Square (Near Customs House) Montreal

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence



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

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

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

Thos. Symington & Co. EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.

Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

YOU, Mr. Retailer

are not in business for your health.

You doubtless want to "get yours" out of every sale.

You also without doubt want to make **more** sales to your trade.

And probably you would not mind getting a nice slice of somebody else's trade.

The question always is, how to get more good customers without such expense as will eat up all the profits.

The answer is: become a **SEALSHIPT** AGENT.

Write us to-day and we will tell you how it's done.



The Sealshipt Oyster System,

SOUTH NORWALK, Inc.
Connecticut.

Europe Controlling the Raw Sugar Situation

Market Higher Than it Has Been Since 1905 — Speculative Interests With Short Beet Crop and Reports of Cuban Drouth Cause of Advancing Markets.

New York, March 10.—That Europe practically controls the raw sugar situation is claimed to be the cause of the present high market in raws compared with a year ago, and the recent advances made in refined sugar.

The situation in raws here has not been paralleled since 1905, when the memorable boom carried prices of Cubas to 5.35c duty paid New York, and granulated to 6.15c per pound. Recently a lot of 5,000 bags was taken by one company for last half April shipment at the record price this season—4.39c—following purchases of fully one-half million bags at 3 cents during the week by local interests. What this means to the refiner is indicated by the fact that last year at this time Cuban raw sugar sold at 3.73c, or 63 points less than at the present.

The interesting feature of the situation is the part Europe is playing in forcing our refiners to pay high prices when the heavy Cuban crop movement has made for the reverse tendency, the shipper usually being at the mercy of the buyer. It was the advance in London beet options of 4½d over Washington's birthday that caused refiners to abandon their waiting policy and rush in, cables from Cuba reporting severe damage to the sugar cane by drouth being also a factor. This same thing has happened twice before this campaign, European speculators taking away our market, as London was 6 points higher than New York parity.

While there is real scarcity abroad owing to the 332,000 tons shortage in beets, speculation of a Brazilian plunger has played a considerable part, this operator being credited with carrying 500,000 tons, of which he is said to have liquidated 120,000 tons last week. It is this fact that causes head-shaking in conservative circles, where the sharp collapse of the 1905 bull campaign is fresh in mind. Never was lower Wall Street more confident, Cuba being apparently 1,000,000 tons short, but the shrewd German quietly spoiled the whole game by increasing his beet output about an equal amount.

The wholesale grocer refused to purchase at the 6.15c level and for two months lived on the invisible supply of refined in the country, forcing refiners and individual speculators to carry the burden, losses of \$25,000 to \$100,000 being the rule.

The Shipper Benefiting.

There is still a goodly margin between present prices, 5.15c and 6.15c in 1905, so that distributors have purchased freely of late, until they must have fully six weeks' supply. Yet the refiner is not making much money, his margin over raws being only 74 points. The Cuban

shipper is benefiting this year, a profit for him of \$22 a ton being figured, as against \$10 in 1909. On a recent sale of 30,000 tons the owner realized \$660,000 clear gain. Porto Rico and Hawaii will also have prosperous campaigns, for which the consumer will pay the piper.

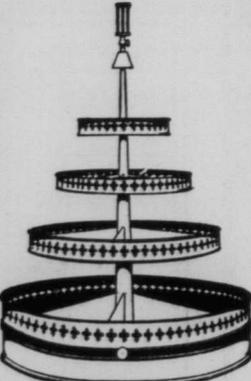
Commenting upon the situation, Federal Sugar Refining interests take a cheerful view of the situation, they looking for a large Cuban crop, despite the drouth. They say: "Receipts showed a falling off of 6,000 tons from the previous week. This, combined with the news from Cuba that the weather was too dry, was considered a bullish feature, and was the direct cause of the advances noted above. We have previously referred to the fact that while the weather in Cuba has been fine and dry, and excellent for grinding, it was too dry for the cane, the spring canes suffering particularly, and a continuance of this condition would have some effect on the ultimate outturn. A general rain, even if it interrupted grinding for some days, would be of great benefit to the country, both on account of the good it would do the cane fields and also because it would

allow the planting of land prepared to receive cane for next year. There is no assurance that Cuba will not get these rains, and it must be remembered that all districts are not suffering from drouth, also a proper allowance must be made for the probability that reports of bad conditions are more or less exaggerated by the planters, who are naturally anxious to see the market advance."

LICENSE NOT NECESSARY.

The Canadian Manufacturers' Association is sending out a circular to its members announcing the repeal of the provisions of the British Columbia extra-Provincial Corporation Act, under which companies holding a Dominion charter from any of the other provinces were forbidden to do business in British Columbia through travelers, agents or commission houses until they had first taken out a license. This cost from \$25 to \$250, according to capitalization, under penalty of a heavy fine per day.

The new Companies Act seems to remove all cause for complaint in this regard, only firms with a branch house, a commission house, a broker or resident agent, or who carry stock in the province having to provide themselves with a license, or with travelers who reside in the province. There is a penalty of \$50 a day for firms doing business illegally, and a withdrawal of all rights in the courts until a license is obtained.



Here's a Fixture That Will Make Money for You!

Our Vegetable Display Stand [earns its cost many times over by reducing spoilage of greens and vegetables and also increases your profits because when fresh and crisp they sell at better prices.] Write to us for price and particulars. State whether you have a city water supply.

GALESBURG CORNICER WORKS
93 Cox Street, Galesburg, Illinois

TRY LEARD'S LOBSTERS and CANNED CHICKEN

Write for Prices

W. A. LEARD

Summerside, P.E.I.

Lemon Bros.

Owen Sound, Ont., and Sault Ste. Marie

Wholesale FRUIT, FISH and PRODUCE

Commission Merchants, and

Dealers in HIDES, WOOL and RAW FURS

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY

HAMILTON

JAMES BOMERVILLE, Manager

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

ESTABLISHED 1886

Ingersoll - Ontario

Would you like our Weekly Circular



To The Fruit Trade



One way of increasing your fruit trade and your profits is to keep your stock cleaned up. A dozen oranges left to dry out and spoil in the bottom of a box reduces the profits on a whole case. Fruit that doesn't move in a reasonable time is bound to deteriorate in value and will not do your fruit trade any good. Again, if you can double your sales you double your profits, and your stock is always fresh and clean. Its very appearance is an added incentive to your customers to buy.

Every orange and lemon packed in the "Sun-kist" wrappers passes the most rigid inspection ever given fruit. Every piece must be well colored, juicy and full flavored. As we ship entire train

loads of fruit from California, we have the advantage over all traffic lines, thus bringing to you the best fruit of California in prime condition. "Sun-kist" brand is fruit you can recommend, fruit your trade will appreciate, and you can build up a fresh fruit business that will make you more clear money than any other line of goods you handle. "Sun-kist" on the wrappers of oranges and lemons means quality insurance.

We are taking special care with our Canadian shipments and believe every jobber can supply you with "Sun-kist" oranges and lemons. If you have any trouble in having your order filled, we will be glad to hear from you.

CALIFORNIA FRUIT GROWERS' EXCHANGE

Distributing Points: TORONTO WINNIPEG MONTREAL CALGARY



BRUNSWICK BRAND BUILDS UP BUSINESS



Because the most carefully selected, smallest and sweetest fish is the sardine herring caught in weirs or traps in Passamaquoddy Bay. And in the **BRUNSWICK BRAND** they are canned in such a manner that the natural flavor is preserved. This is the brand, Mr. Grocer, you can handle with credit to your store and with increasing profit to yourself.

BRUNSWICK BRAND Are Quality Goods

CONNORS BROS., Limited, Black's Harbour, 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; Shallcross, Macauley & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.

Can a Retail Salesman Save \$1,560 in Six Years?

Question Asked by a Beginner Making Inquiries About Apprenticeship System—What Salary a Clerk Should Get Who is Faithful to His Duties—How Much he May Spend and What he Should Save.

Editor Canadian Grocer.—I read with much interest the article in last week's issue by A. H. Harvey, which, to some extent, opens the way to me. I have a natural ambition to be a retail grocer, and have a little experience, but without any means. I could never see how I could manage to get both the experience and the capital necessary to conduct, in time, a business of my own. The article I refer to looks very well in theory, and if it works out in practice it will solve a problem which has been troubling many a young man whose choice in life is merchandising.

I would, however, like to ask Mr. Harvey whether there would not be some difficulty in securing an apprenticeship with a good, reliable, sensible, well-qualified grocer, who could give a young man the training which, he says, is essential to business success.

I would also like to know how much salary a young man should get during the six years he is expected to save \$1,560, and what system he would suggest in making these savings?

I fully realize that it means a struggle and close application, but I also know that success cannot be gained any other way, therefore I do not look for an easy way, but rather a possible way. If Mr. Harvey, therefore, will give us further light on this subject I believe he will not only do me a great favor, but give hope and encouragement to many a boy who aims to be one of the future merchants of the country, and not merely a mechanical machine to be operated by some one at his pleasure.

BEGINNER.

Ottawa, March 7, 1910.

Advice of an Authority.

The above letter was submitted to A. H. Harvey, who has supplied us with the following answer:

"It is gratifying to know that there are young men with ambition who aim to be merchants, and if I can be of any assistance to them in putting them on the royal road to success, I have attained the object I have in view.

"In spite of all the abuse, there is no occupation that offers any greater opportunities to a young man of ambition than the retail business. I mean not only from a financial viewpoint, but in many other ways. He has opportunities to become acquainted with the people, learn more of their peculiarities, and bring his own personality more before the people than in any other line of industry. and if he has the qualities which a good, practical commercial training and experience give him he will stand at the top notch in the estimation of the people.

"Feeling this, and knowing this from experience, I can conscientiously recommend retailing to any clear-headed, active, diligent, honest boy, who has not the means to put himself through a college training, and yet who has the snap and grit to reach a standing in society surpassed by none.

"If a retail merchant makes the best of his opportunities, does not allow himself to wear down into a rut, but keeps up with the times, he is the best-informed and best all-round useful man in the community. This high level is open for the right kind of a boy and can be reached, without fail, through energy, industry, perseverance and honesty.

"Now I will answer my young friend's question. While a great many retail grocers are in business who are not competent to give a young man the right kind of training, it may, however, be stated that there are grocers, and they are rapidly increasing, under whose management a boy can acquire the proper training.

How \$1,560 Can be Saved.

"As to what the salary should be to enable the boy to save \$1,560 in six years, I would say that he can do it if he gets \$4 per week the first year, \$6 the second, \$8 the third, \$12 the fourth, \$14 the fifth and \$16 the sixth. These figures, I should judge, would gladly be paid by a competent grocer in a city to a first-class young man who would do his full duty. The boy could then, the first year, pay his parents \$2 a week and have \$1 for pocket money and deposit \$1 in the bank; the second year \$3 to his parents, \$1 pocket money, deposit \$3; the third year \$4 to his parents, \$1 pocket money, and deposit \$3; the fourth year, \$4 to his parents, \$2 pocket money, and deposit \$6; the fifth year, \$4 to his parents, \$2 pocket money, and deposit \$8; the sixth year, \$4 to his parents, \$2 pocket money, and deposit \$10. Of course, his parents in such a case should provide him with clothing, board, etc.

"Any boy who would enter into such an arrangement and carry it out would have everything in his favor, and success in life would be absolutely assured.

"Good conduct, which always pleases parents, keeps him out of bad company, and swells his bank account, secures for him the respect of good, honest people, and what is still infinitely more, the satisfaction of knowing that he has done his best.

"I trust that my young friend will see that my theory is really practicable, and that if followed out will land him safely in the delightful field of success."

NOVA SCOTIA IN THE LEAD.

The extent to which the sea and other waters of Canada provide for the food wants of the people is indicated in the report for last year of the fisheries branch of the Department of Marine and Fisheries. While all of the provinces are producers of commercial fish, those on the sea naturally take the lead. Thus in 1908-9, while the whole fisheries product of the country was valued at \$25,451,000, over \$21,000,000 was credited to Nova Scotia, New Brunswick, Prince Edward Island and British Columbia, the other provinces together showing a little over \$4,000,000. The figures in detail are:

Nova Scotia	\$8,009,000
British Columbia	6,465,000
New Brunswick	4,754,000
Ontario	2,100,000
Quebec	1,881,000
Prince Edward Island	1,378,000
Manitoba and Keewatin	600,000
Saskatchewan	152,000
Alberta	59,000
Yukon	49,000

WORTH TWICE ITS COST.

Messrs. The MacLean Pub. Co.—I like your paper—The Canadian Grocer—O.K.: no merchant should be without it. It is worth twice its cost.

Enclosed subscription.

JOS. DEVARENNES.

St. Paul, N.B., Feb. 1910.

MR. GROCER, Try the Better Way

That credit customer should not give you trouble at all. His business is as good as the cash customer's, and he will pay just as well if you use the right tactics on him. Don't jump all over him—don't be too loose with him. Just use the good, old, safe, sensible plan that has been tried and proved successful by thousands of grocers all over America.

Allison

COUPON BOOKS

systematize credit accounts, simplify collections, please the customer and eliminate arguments. They cost but little and pay for themselves many times over.

HOW THEY WORK



A man wants credit. You think he is good. Give him a \$10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with \$10—No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the \$10 and gets another book. No pes books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale by the Jobbing Trade Everywhere.
Manufactured by

ALLISON COUPON CO., Indianapolis, Ind.

The LATEST "Enterprise" Electric Mill



New ideas applied to rapid grinding of coffee by electric power make these new "Enterprise" Pedestal Mills *by far the best on the market to-day*. They are **Direct Connected**. They lose no power in transmission. The grinders are on the motor shaft. The double Mill shown here, No. 0852, is for alternating current; can also be furnished for direct current. One Mill is fitted with tooth grinders which *cut* the coffee, the other mill fitted with ribbed grinders for pulverizing. Each hopper holds six pounds. The Mill will granulate 3 pounds of coffee per minute, and pulverize $\frac{1}{2}$ pound per minute. The cans or receivers are enclosed as a protection against dust. The Mill is self-cleaning. This compact, graceful 1 H.P. Mill is already in great demand. We invite correspondence and will send facts, illustrations and prices of our 45 sizes and styles of Rapid Grinding and Pulverizing Mills on request.

We supply grocers also with Meat and Food Choppers, Self-Measuring Pumps and Faucets, Smoked Beef Shavers and other "Enterprise" Specialties. You should have our latest catalogue. If you haven't it, write.

The Enterprise Mfg. Co. of Pa. Philadelphia, U.S.A.
21 Murray Street, New York 544 Van Ness Ave., San Francisco



One satisfied customer will bring another. We are finding it so every day. When a customer asks you for a

KLONDIKE OR JUBILEE BROOM

or a Keystone Brush don't offer him something "just as good." There is **only one Keystone Brand** and the goods bearing that trade mark excel all others in quality and finish.

MANUFACTURED BY

Stevens-Hepner Co., Limited
Port Elgin, Ontario, Canada

The West Indies

If you have anything to ship to the West Indies we will handle it promptly and get you the top price.

If you are a manufacturer and wish to place your goods on the West Indian markets our travellers will do it for you.

If you want information of any kind about the West Indies do not hesitate to write us for it.

T. Geddes Grant
Port of Spain - Trinidad

Classified Advertising

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

ADDING MACHINE.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

AGENT WANTED.

AGENTS WANTED IN CANADA by Manchester Manufacturer of Bottled Jams. An attractive line that should sell well. Address—Duerr & Sons, Old Trafford, Manchester. (tf)

BUSINESS CHANCE

FOR SALE—Grocery business, large corner store in growing locality; well established, splendid connection, big order trade; annual turnover \$20,000. Must be sold immediately. Good reasons for selling. Address Box 334, CANADIAN GROCER, Toronto. (tf)

GROCERY, CROCKERY and CONFECTIONERY business for sale. Good thriving village in Western Ontario. Excellent farming country. Stock and fixtures \$2,000. Turnover \$8,000, at 85 cents on the dollar. Good reasons for selling. Box 336, CANADIAN GROCER, Toronto. (13)

COUNTER CHECK BOOKS.

COPELAND-CHATTERSON SYSTEMS—Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

FOR SALE.

CASH REGISTER FOR SALE—National, nearly new, cost \$525. Price to-day \$350. Will sell for \$175. Box 338, CANADIAN GROCER, Toronto. (11p)

FOR SALE—City and Town rights for preserving eggs. No cold storage needed. Box 339, CANADIAN GROCER, Toronto. (14p)

FOR SALE—Automatic Computing Scale. S. H. Fagan, Windsor, Ont. (13p)

SITUATIONS VACANT.

GREAT OPPORTUNITY FOR SALESMAN visiting the drug or grocery trade in and west of Winnipeg. Firm established on eastern market several years wants salesman who can invest \$300. All profits from his territory will be turned over to him until his investment is paid back. Commission and half the profits thereafter. Profits very large. L.C.M. Co., 506 Union Trust Building, Detroit, Mich.

MISCELLANEOUS.

AT LAST—A really practical pencil sharpener. The "Spiro" sharpener built on a new principle, positively does not break the lead. Ten blades. Sharpener lasts lifetime. Every pencil user needs one. Pencil sharp in a second. Ask your stationer or write us direct. A. R. MacDougall Co., Canadian Agents, Toronto.

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

MISCELLANEOUS.

CUT DOWN THE COST of your fire insurance. Our illustrated catalog "O" on fire-proof windows, doors, etc., contains full information as to how you can save money on your insurance. You will find it interesting. Write for it to-day. A. B. Ormsby Co., Ltd., Toronto. (tf)

DDOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only \$70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

DOES YOUR FIRE INSURANCE POLICY protect you? There are points in connection with fire insurance policies that need expert handling to secure proper protection. We are Fire Insurance Experts. We can safeguard your interests, and procure the lowest rates. Mitchell & Ryerson, Confederation Life Bldg., Toronto.

ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fire-proof Construction. Used in many of the largest business premises on this continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont.

ERRORS AVOIDED, LABOR SAVED—Using the "Shou-prior" Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full enquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada. (tf)

FREE TEST—Prove our claim that "Klear Copy" Carbon gives the best, clearest, unsmudged copies of all typed matter at our expense. Send for sample package "K," free. Peerless Carbon and Kibbon Mfg Co. of Canada, Ltd., 180 Richmond St. West, Toronto. (tf)

FASHION DECREES—Holland Linen correspondence stationery correct in style. Its beautiful writing surface most attractive. Envelopes to match. Fashionable sizes and colors. Visiting cards. Invitation and At-Home Cabinets and Writing Tablets. Ask your stationer. W. J. Gage & Co., Ltd., Toronto.

GET THE BUSINESS—INCREASE YOUR SALES. Use Multigraph Typewritten Letters. The Multigraph does absolutely every form of printing. Saves you 25% to 75% of your printing bill. Multigraph your Office Forms; Letter-heads; Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto. (tf)

INSURE HEALTH by installing Pullman system of natural ventilation. Simple, inexpensive. All foul air in room expelled through special outlets. Use in store, office and home. Send for free booklet. Wm. Stewart & Co., Saturday Night Building, Toronto; Board of Trade Building, Montreal. (tf)

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Oliviers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

MISCELLANEOUS.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Ter-auley Street, Toronto. (tf)

SAMPLES FREE—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow leaves. We make Check Books endfold and sidefold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better Register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

THE METAL REQUIRED in a Modern Concrete Building. Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock, quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Write-press Company, Limited, 33 John St., Hamilton, Ont. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WHEN buying bookcases insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease; no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S" The Goldie & McCulloch Co., Ltd., Galt, Ontario. (tf)

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

\$75 buys the best duplicating machine on the market. ACME will print anything a job printer can do. Complete outfit: Acme Duplicating Machine, one tubular stand fitted with type cases, compartments plainly lettered and arranged like universal keyboard of the standard make of typewriters, one drawer for accessories and forms, 20 lb. font of typewriter type, one chase, one Acme ribbon any color with typewriter ribbon to match, one pair tweezers, two quoiners, one key, one oil can and one set of registers. Sold with a guarantee. Acme Duplicator Co., Baltimore, Md., U.S.A.

REPRESENTATIVE WANTED.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

REPRESENTATIVES WANTED in each county in Ontario, with horse and rig and small cash capital, to sell staple grocery, drug, confectionery and general store sundries to retail trade. Address Box 337, THE CANADIAN GROCER, Toronto. (10p)

1-lb. tins, 3
1-lb. tins, 4
IMPERIAL

1-doz.....
1-doz.....
1-doz.....
1-doz.....
1-doz.....



CANADA
Aymer

Strawberry...
Raspberry...
Black currant...
Red currant...
Raspberry & currant...
Raspberry & gooseberry...
Damson plus stoneless...
Greengage plus stoneless...
Gooseberry...
51

Strawberry...
Black currant...
Raspberry...
Other variety...
Freight all...
WHITE SWAN...
1-lb. tins, 3...
1-lb. "



Cartoons—
No. 1, 1-lb., 4
No. 1, 1-lb., 2
No. 2, 5-oz., 6
No. 2, 5-oz., 3
No. 3, 2-oz., 12
No. 10, 12-oz.,
No. 10, 12-oz.,



White Swan
White Swan
White Swan

Seen's Oxford
in 10-box lot
Gillett's Max

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder
W. H. GILLARD & CO.

1-lb. tins, 3 doz. in case	\$2 00
1-lb. tins, 3	1 25
1-lb. tins, 4	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
1-doz.	10c.	\$0 85
1-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
1-doz.	18-oz.	3 40
1-doz.	24lb.	10 50
1-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 dozen	5c.	\$0 50
4 "	4-oz.	0 75
4 "	6 "	1 00
4 "	8 "	1 30
4 "	12 "	0 80
4 "	12 "	1 85
4 "	16 "	2 25
4 "	16 "	2 30
1 "	24-lb.	5 00
1 "	5-lb.	9 50
1 "	6-oz.	Per case
1 "	12 "	\$6 00
1 "	16 "	

ROYAL BAKING POWDER

Sizes.	Per Doz.
Royal-Dime	\$ 0 95
1 lb.	1 40
6 oz.	1 95
1 lb.	2 55
15 oz.	3 85
1 lb.	15 50
5 lb.	23 85

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

Aymer Jam	Perch.	1 80
Strawberry	Per doz.	1 70
Raspberry	Jellies	
Black currant	Red currant	2 40
Red currant	Black currant	2 40
Raspberry & red currant	Crabapple	1 70
Raspberry and gooseberry	Plum	1 70
Damson plum	Grape	1 70
Greengage plum	Marmalade	
stoneless	Scotch	1 40
Pineapple	Orange Jelly	1 75
Gooseberry	Green Fig	2 25
	Lemon	1 80
	Pineapple	2 25
	Ginger	2 25

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 00
1-lb. " " " " " " " "	0 00
1-lb. " " " " " " " "	0 00



Cook's Friend Baking Powder

Cartoons— Per doz	No. 12, 4-oz., 6 dz	0 70
No. 1, 1-lb., 4 doz	No. 12, 4-oz., 3 dz.	0 75
No. 1, 1-lb., 2 doz	In Tin Boxes—	
No. 2, 5-oz., 6 doz	No. 13, 1-lb., 2 dz.	3 60
No. 2, 5-oz., 3 doz	No. 14, 3-oz., 3 dz	1 75
No. 3, 24-oz., 4 dz	No. 15, 4-oz., 4 dz.	1 10
No. 10, 12-oz., 4 dz	No. 16, 24-lb.	7 25
No. 10, 12-oz., 2 dz	No. 17, 5-lb.	14 00

Cereals

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case \$3.00.

The King's Food, 2-doz. in case, per case \$4.80.

White Swan Barley Crisps, per doz \$1.

White Swan Self-rising Buckwheat Flour, per doz \$1.

White Swan Self-rising Pancake Flour, per doz \$1.

Blue

Green's Oxford, per lb.	0 17
In 10-box lots or case	0 16
Gillett's Mammoth, 1-cross box.	2 00

Chocolates and Cocoas
THE COWAN CO., LIMITED

Cocoa—

Perfection, 1-lb. tins, per doz.	\$4 50
Perfection, 1-lb. per doz.	2 40
Perfection, 1-lb., per doz.	1 30
Perfection, 10c size	0 90
Perfection, 5-lb. tins per lb.	0 37
Soluble, bulk, No. 1, per lb.	0 20
Soluble, bulk, No. 2, per lb.	0 18
Loudon Pearl, per lb.	0 22

special quotations or Cocoa in bbls. kegs, etc.

Unsweetened Chocolate—

Plain Rock, 1/2 & 1/4, cakes, 12-lb. bxs	Per lb.	0 36
Perfection chocolate, 20c size, 1 dozen boxes, per dozen	1 80	
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90	

sweet Chocolate—

Queen's Dessert, 1/2 & 1/4, 12-lb. bxs., per lb.	\$0 40
Queen's Dessert, 5's, 12-lb. boxes	0 40
Vanilla, 1-lb., 12-lb. boxes, per lb.	0 35
Parman, 8's	0 30
Royal Navy, 1/2 & 1/4, boxes, per lb.	0 30
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" " " " " "	0 25
" " " " " "	0 28

Ingredients for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. pkgs., 2-doz. in box, per dozen	0 90
---	------

Confections—

Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, " "	0 25
Nonpareil wafers, No. 1, " "	0 30
Nonpareil wafers, No. 2, " "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 10c cakes, per box	1 35

Agents, O. E. Colson & Son, Montreal.

In 1/2 and 1-lb. tins, 14-lb. boxes, per smaller quantities

JOHN P. MOTT & Co's.
R. S. McIndoe, agent, Toronto; Arthur M. Loucks, Ottawa; J. A. Taylor, Montreal; J. E. Huxley, Winnipeg; Tees & Perse, Calgary, Alta.; Standard Brokerage Co., Vancouver, B.C.; G. J. Estabrook, St. John, N.B.

Mott's Diamond Chocolate

Milk, 10c size (for cooking)	0 90
dos	0 90

Mott's breakfast cocoa, 10c. size

90 per doz.	0 38
breakfast cocoa, 1/2 & 1/4	0 38
No. 1 chocolate, 1/2 & 1/4	0 32
Navy, 1/2 & 1/4	0 29
Vanilla sticks, per gross	1 00
Diamond chocolate, 1/2 & 1/4	0 24
Plain choice chocolate liquors	0 32
Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 1/2 and 1-lb. cakes	Per lb.	\$0 35
Breakfast cocoa, 1-5, 1/2, 1 & 5-lb. tins	0 41	
German Sweet chocolate, 1/2 and 1-lb. cakes, 6 lb. boxes.	0 26	
Caraos Sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes.	0 32	
Autz Sweet chocolate, 1-5 lb. cakes, 3 and 6 lb. boxes.	0 32	
Vanilla Sweet chocolate, 1-5 lb. cakes 6-lb. tins.	0 44	
Soluble cocoa (hot or cold soda) 1-lb. tins.	0 38	
Cracked cocoa, 1-lb. pkgs., 6-lb. bags	0 32	
Caraos tablets, 100 bundles, tied 5c, per box	3 00	

The above quotations are f.o.b. Montreal

Cocoanut
CANADIAN COCOANUT CO., MONTREAL.

Packages—5c, 10c, 20c and 40c packages, packed in 15 lb. and 30 lb. cases.	Per lb.		
1-lb. packages	0 26		
1-lb. packages	0 27		
1-lb. packages	0 28		
1 and 1/2 lb. packages, assorted.	0 26		
1 and 1/2 lb. packages, assorted.	0 27		
1-lb. packages, assorted, in 5 lb. boxes.	0 28		
1-lb. packages, assorted, in 6 lb. boxes.	0 29		
1-lb. packages, assorted, 5, 10, 15 lb. cas.	0 30		
Bulk—			
In 15 lb. tins, 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails. Tins. Bbls.		
White moss, fine strip	0 12	0 21	0 17
Best shredded	0 18		0 1
Special Shred	0 17		0 16
Ribbon	0 19		0 15
Macaroon	0 17		0 17
Desiccated	0 16		0 16
White Moss in 5 and 10 lb. square tins, 21c.			

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 5-oz., 4 oz., 3-oz., lb.	0 16

Condensed Milk
BORDEN'S CONDENSED MILK CO.
Wm. H. Dunn, Agent, Montreal & Toronto.

Eagle Brand Condensed Milk	36 00	1 50
Gold Seal Condensed Milk	4 25	1 10
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream five cent size (4 dozen)	2 00	0 50
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream pint size (4 dozen)	4 80	1 20
Peerless Brand Evaporated Cream hotel size	3 70	1 85



TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)

per case (4 doz.)	\$4 00
Reindeer brand per case (4 doz.)	5 10



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
Crushed Java and Mocca, whole or ground	0 17 1/2
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 Jars, ground	0 30
German Dandelion, 1/2 and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18
WHITE SWAN SPICES AND CEREALS LTD. White Swan Blend.	



Cafe des Epicures—1-lb. fancy glass jars, per doz. \$2.50.

Cafe 1/2 romantique—1-lb. amber glass jars, per doz. \$4.

Presentation, with 8 tumblers, \$10 per doz.



THOMAS WOOD & CO

"Gilt Edge" in 1 lb. tins.	\$0 38
"Gilt Edge" in 2 lb. tins.	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese—Imperial

Large size jars, per doz	\$ 25
Small size jars, per doz	2 4
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.	3 40
Small size " "	1 40

Canada Cream Cheese—

In cartons, each 1 dozen	0 95
Large blocks, dozen	2 35
Medium blocks, dozen	1 40

W.S.P. Ret. P.

Ground or beach, 15	0 32	0 50
" " " " " "	0 33	0 50
" " " " " "	0 29	0 40
" " " " " "	0 30	0 40
" " " " " "	0 22	0 30
" " " " " "	0 23	0 30

Packed in 30s and 50-lb. cases. Terms: Net 30 days prepaid.

Confections
THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box	1 85
" " " " " " 10c cakes, 36 in box	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " " " " " No. 2, " "	0 36
Maple Buds, 5-lb. boxes, lb.	0 36
Nut Milk Chocolate, 1-lb. cakes, 12-lb. box, lb.	0 36

These prices are F.o.b. Toronto.

IMPERIAL PEANUT BUTTER

Small, cases 2 dozen	0 95	dozen
Medium, cases 2 dozen	1 80	"
Large, cases 1 dozen	2 75	"
Tumblers, cases 2 dozen	1 35	"
25-lb. pails	0 15	lb.

Coupon Books—Allison's

For sale in Canada by The Eby Blain Co. Ltd. Toronto. O. 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	04
500 books to 1000 books	each	04

For numbering cover and each coupon, extra per book 1/4 cent.

Infants' Food

Robinson's patent barley, 1-lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, 1-lb. tins, \$1.25; 1-lb. tins, \$2.25.



Flavoring Extracts
SHIRRIFF'S

1 oz. (all flavors), doz.	1 00
2 " " " " " "	1 75
4 " " " " " "	3 00
5 " " " " " "	3 75
8 " " " " " "	5 50
16 " " " " " "	10 00
32 " " " " " "	18 00

Discounts on application.

CRESCENT MFG. CO.

2 oz. bottles (retail at 50c.)	4 25
4 oz. bottles (retail at 90c.)	6 50
8 oz. bottles (retail at \$1.50)	12 50
16 oz. bottles (retail at \$3.00)	24 00
Gal. bottles (retail at \$14.00)	14 50

Milk Powder
CANADIAN MILK PRODUCTS, LTD., TORONTO

Trumilk, full cream, per case (4 doz), 1 lb tins	4 80
Milkstock (cooking milk), per case (4 doz) 1 lb tins.	4 80

Jams and Jellies
BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Lafontaine, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz.	\$2 20
T. UPTON & CO.	
Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb.	0 07 1/2
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
30-lb. wood pails, per lb.	0 06 1/2
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb.	0 07 1/2
7 wood pails, 5 pails in crate, per lb.	0 07

Soups
JOS. CAMPBELL CO., CAMDEN, N.J.

Soups (condensed)—No. 1 cans, all kinds, doz. \$1.20. Pork and Beans, with tomato sauce or Boston style—No. 2 cans, doz. \$1.40. Tomato Ketchup—Bottles (10c size only) doz. \$1.40. Tabasco-Ketchup—Bottles (10c size only) doz. \$1.40. Chili Sauce—Bottles (10c size only) doz. \$1.40. Mustard (prepared)—With spoon (new) doz. \$1.40; No. 89 jars, doz. \$1.40.

W. CLARK'S SPECIALTIES

S.S. Beef (Inglass Brand), 3 sizes—1s, \$1.5; 1/2s, \$2.25; 1s, \$3.35 dozen.	Ox Tongue (Paragon), 4 sizes—1s, \$7.50; 2s, \$8.50; 2 1/2s, \$9.50; 3s, \$12 doz.
Stewed Ox Tail—1s, \$1.60 dozen. Stewed Kidney—1s, \$1.5; 2s, \$2.65 dozen.	Minceed Collops—1s, \$1.40; 2s, \$2.50 dozen.



ALWAYS RIGHT. SUN PASTE

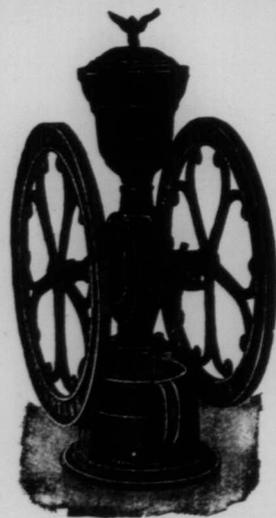
Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

MORSE BROS., Props. - Canton, Mass., U.S.A.



If Interested in Modern Grocery Equipment write for Our Illustrated Catalogue.

The Walker Bin & Store Fixture Co., Ltd.
Berlin, - - Ontario



See Here!

Q We can tell you just what is needed to give the finishing touch to your grocery store — you want an

ELGIN NATIONAL COFFEE MILL

This mill is the easiest running and fastest grinding on the market and is well-built with steel grinders. Particular attention has been paid to its shape and finish, so that it is an ornament as well as an indispensable article in the store. *The cost is low.*

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- VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
- HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glasco & Co.
- TORONTO—Eby, Blain, Ltd.
- LONDON—Gorman, Eckert & Co.
- ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
- REGINA, SASK.—Campbell Bros. & Wilson
- MONTREAL—The Canadian Fairbanks Co.

MANUFACTURED BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

R. B. Wiseman & Co.

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Warehousemen, Forwarding Agents and Wholesale Brokers

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

Reference—Bank of Ottawa, Winnipeg

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Best Incorrodible

"Pride of the Island"

Manufactured by **ISLAND LEAD MILLS LIMITED,**

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A.B.C. Codes used 4th and 5th Editions.

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CECIL T. GORDON, MONTREAL

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We are proprietors of
"AFRODITE" brand, the best AMALIAS
 currant on the market.
"NARCISSUS," fine FILIATRA currants,
"NAUSICAA," fine FILIATRA cleaned
 currants
 and importers and distributors of
 highest grade PATRAS and VOSTIZZA
 currants.

We aim to give the trade the best grades
 of currants obtainable from season to season.
 We solicit the opportunity to quote on
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 95 Broad Street - NEW YORK
 THE LARGEST CURRANT HOUSE IN GREECE

BUGGY EGG CRATE



The most satisfactory Egg Carrier
 yet invented.

YOU should have them in stock.

5,000 sold first season.

Walter Woods & Co.
 Hamilton and Winnipeg



Ocean Mills
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 Chinese starch, 48
 1-lb., per case \$4.00;
 Ocean Baking Pow-
 der, 48 3-oz., \$1.40;
 48 4-oz., \$1.80; 60 8-
 oz., \$4.50; 36 1-lb.,
 \$3.75; 48 1-lb. pkg.,
 \$4; 10 1-lb. tins, \$5;
 loose 25 lbs., \$1.75;
 Ocean blanchmange,
 48 8-oz., \$4; Ocean
 Dora's, 48 8-oz.,
 \$1.60; Ocean cough
 syrup, 36 6-oz., \$3.00;
 36 8-ounce, \$7.20;
 Ocean corn starch, 48 1-lb. \$3.60

Jam Per lb.
 30-lb. wood pails..... 0 06
 Pure assorted jam, 1-lb. glass jars, two
 dozen in case..... 1 75

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
 Soap
 The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:
 Less than 5 cases..... \$5 00
 Five cases or more..... 4 85



List price.
 "Shirriff's" (all
 flavors), per doz....
 Discounts on applica-
 tion.

WHITE SWAN SPICES
 AND CEREALS, LTD.
 White Swan, 15
 flavors. 1 doz. in
 handsome counter
 carton, per doz., 90c.



Lard

N. K. FAIRBANK CO. BOAR'S HEAD
 LARD COMPOUND.

Tierces.... \$0 12
 4-bbls. 0 12
 Tubs, 60 lbs. 0 12
 30-lb. Pails. 2 63
 30-lb. tins. 2 63
 Cases 5-lb. 0 13
 " 5-lb. 0 13
 " 10-lb. 0 13



F.O.B. Montreal.



GUNNS
 "EASIFIRST"
 LARD
 COMPOUND.

Tierces.... 0 12
 Tubs..... 0 12
 30-lb. pails. 0 12
 30-lb. tins. 0 12
 10-lb. " 0 13
 5-lb. " 0 13
 3-lb. " 0 13
 1-lb. cartons 13

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb..... \$0 40
 Fancy boxes (36 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 box, 40), per box 1 50
 Tar licorice and tolu wafers, 5-lb. cans,
 per can..... 2 00

Licorice lozenges, 1-lb. glass jars..... 1 75
 " " 20 5-lb. cans..... 1 50
 "Purity" licorice, 10 sticks..... 1 45
 " " 100 sticks..... 0 73
 Dulc, large cent sticks, 100 in box.....

Lye (Concentrated)

GILLET'S PERFUMED Per case
 1 case of 4 dozen..... \$3 50
 3 cases of 4 dozen..... 3 40
 5 cases or more..... 3 35

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case.... per doz \$1 00
 16-oz. glass jars, 2 doz in case " 1 40
 In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
 Pint Sealers (24 oz.), 1 doz in case, per
 dozen..... 2 00



SHIRRIFF BRAND

"Imperial Scotch"—
 1-lb. glass, doz... 1 55
 2-lb. " " 2 80
 4-lb. tins. " 4 65
 7-lb. " " 7 35
 "Sbradded"—
 1-lb. glass, doz..... 1 90
 2-lb. " " 3 10
 7-lb. tins. " 8 25



SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen
 cases per doz \$0 85
 Parrot Food, 1-lb. pkts., 1 doz cartons 0 45
 Parrot Food, 2-lb. pkts..... 1 35
 Bird Cage Sand, about 1 1/2-lb. bags, 1-
 gross cases, per doz..... 0 30
 Bird Cage Grit, about 1 1/2-lb. bags, 1-
 gross cases, per doz..... 0 20

Mince Meat

Wethy's condensed, per gross, net... \$12 00
 " " per case of 3 dozen, net. 3 00



ST. CHARLES CON-
 DENSING CO.

PRICES:

St. Charles Cream,
 family size, per case
 \$3 50
 Baby size, per
 case..... 2 00
 Ditto, hotel, 3.70
 Silver Cow Milk 4.55
 Purity Milk..... 4.25
 Good Luck.... 4.00

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

IMPERIAL PREPARED MUSTARD
 Small, cases 4 dozen..... 0 45 dozen
 Medium, cases 2 dozen..... 0 90
 Large, cases 1 dozen..... 1 35

Olive Oil

LAPORTE, MARTIN & CIE., LTD.
 Minerva Brand—
 Minerva, qts. 12's..... \$ 5 75
 " " pts. 24's..... 6 60
 " " 1/2-pt. 24's..... 8 25

Sauces

PATERSON'S WORCESTER SAUCE
 1/2-pint bottles, 3 and 6 dozen cases, doz 0 90
 Pint bottles, 3 dozen cases, doz. 1 75

Soda

COW BRAND

DWIGHT'S
 SODA
 Case of 1-lb. contain-
 ing 60 packages, per
 box, \$3 00
 Case of 1-lb. con-
 taining 120 pkgs. per
 box, \$3 00
 Case of 1-lb and 1/2-lb.
 containing 30 1-lb.
 and 60 1/2-lb. pkgs. per
 box \$3 00

Case of 50. pkgs. containing 96 pkgs. per
 box, \$3 00
 MAGIC BRAND Per case
 No. 1, cases 60 1-lb. packages..... \$2 60
 No. 2, " 120 1-lb. " " 2 60
 No. 3, " 30 1-lb. " " 2 60
 No. 3, " 60 1-lb. " " 2 60
 No. 5 Magic soda—cases 100 10-oz. pkgs.
 1 case..... 2 65
 5 cases..... 2 55



SELL SEEDS THAT FEED—
SPRATT'S
 MIXED
BIRD SEEDS

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

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, Blackberries, 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

DWIGHT'S



BAKING SODA

We can add little to all that has been said about the absolute purity and superiority of

"Cow" Brand Baking Soda

When the consumer's confidence in its work is so generally expressed it needs no long argument to point to the advantage of your stocking it.

It is THE BEST, and as such should always be found on your shelves.

CHURCH & DWIGHT
 Manufacturers
MONTREAL

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Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

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Oakey's
'WELLINGTON'
KNIFE POLISH

JOHN Oakey & Sons, Limited
 Manufacturers of
 Emery, Black Lead, Emery, Glass
 and Flint Cloths and Papers, etc.

Wellington Mills London, England

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

LET US COLLECT YOUR OVERDUE ACCOUNTS

During the year we've been in business we've collected a heap of money for our clients. Send us your slow collections, and we'll make your slow-paying customers hustle to pay up.

Send Them in To-day

The Beardwood Agency
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SALT:

Poisonous Mushrooms may be detected by sprinkling some Salt on the spongy or under-side. If the fungus turns yellow where the Salt has been sprinkled it should be rejected as poisonous, if it turns black it should be fit to be eaten.

VERRET, STEWART & CO.

LIMITED

Wholesale Salt Dealers, 12 Port St.

MONTREAL

The average consumer is every day becoming more and more discriminating, and demands that the food products offered shall be pure, wholesome, and—above everything—free from any contamination.

WETHEY'S CONDENSED MINCE MEAT

Wrapped and packed
in sanitary packages

SOLVES THIS QUESTION

Quality Unexcelled.
Three dozen to a case.

Absolutely Dust-proof
All jobbers.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.

MEATS ARE HIGH

Therefore push your lines
of Canned Salmon, Fresh
Cod, Herrings, Haddie,
etc., etc.

BUY SALMON NOW—MARKET
IS ADVANCING STEADILY

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