

CANADIAN GROCER

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

Montreal: 232 McGill St.

Toronto: 10 Front St. East.

Winnipeg: 511 Union Bank Building.

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

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NO. 14.



This is the time of year when

Robinson's Patent Barley

is thoroughly appreciated by young and old.
It is during the breaking of the weather
from winter to spring that its merits and
benefits are most noticeable.

Stock it. It pays.

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

Syrup Sales

Syrup sales are easily made if you will place the true value
of using Table Syrup before your customers.

Everyone likes Syrup, but it's like asking a man to enjoy a
cigar with you—you have to make the suggestion first—So
with your customers suggest

“Crown Brand” Table Syrup

to them—point out the delicious flavor, color, body etc.
There's a sale every time. Try it with “Crown Brand.”

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal

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

"It's Pure
That's Sure"



"It's Pure
That's Sure"

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

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

The **BEST**
therefore **THE CHEAPEST**
“Thistle”
Kippered Herring

—Also—
Herring and Tomato

There are no Herring packed in Canada equal to these genuine “Blue Backs,” caught only in St. Mary’s Bay. They are like spring chicken compared with old fowl. **No other packer** can get these fish but the Thistle Co., whose factory is on St. Mary’s Bay, at Little River. Sample tin on application if you have any doubts. Every tin guaranteed.

Best dealers sell these.

Arthur P. Tippet & Co.

Agents Thistle Canning Co.



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

HAMILTON

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

HALIFAX

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

MONTREAL

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

ROBERT ALLAN & CO.

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

J. WALTER SNOWDON

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

D. McL. BROPHY
414 St. Paul St. Montreal
Broker and Manufacturers' Agent

Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.
Correspondence will receive prompt attention

MOOSE JAW

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

NEWFOUNDLAND

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

REGINA

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

ST. JOHN

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

TORONTO

FINEST STORAGE
in Toronto. Our own warehouse.
Lowest possible rates.
Also lowest insurance rates.
W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

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

TORONTO

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

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

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

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

WINNIPEG

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

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

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

(Continued on page 4).

We are making
a leader of

Remember especially
"ANCHOR" Brand
FANCY FRASER RIVER
RED SOCKEYES

Canned **SALMON**

1/2s and 1s

SOCKEYES—COHOES—PINKS

Our quotations make it well worth your while
to buy NOW—

EBY-BLAIN, Limited,

Wholesale Grocers
TORONTO

EXCITEMENT

Is the order of the day amongst the Tea Trade, owing to the United States probably placing an 8 cent or 9 cent duty per lb. on tea, and all American Houses buying everything in sight in Canada.

Do not let yourselves be talked into stocking up heavily in any class of Teas, with the idea that Teas are going to cost you more later on.

Such is not the case.

We shall continue to offer our Blue Ribbon Package Teas at the same prices, and in our Bulk Teas we shall offer you just as good value as in the past, without any alteration in the prices.

We do not mislead our friends. We endeavour to help them.

Yours faithfully

THE BLUE RIBBON TEA CO., Limited

266 St. Paul St. Montreal

HALIFAX

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

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

265 Barrington St.
 Halifax, N.S.

SASKATOON

CLARE, LITTLE & CO.
 WESTERN DISTRIBUTORS
 Wholesale Commission Merchants and Manu-
 facturers' Agents. Cars Distributed, Ware-
 housed and Forwarded, Warehouse on Transfer
 Track. Business Solicited.

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

VANCOUVER

H. S. MACGACHEN & CO.
 27 Manhattan Block VANCOUVER, B.C.
 Commission Brokers and
 Importers. Warehousing.
 Agencies solicited for this Province.

No Odor



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 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



is without a peer in the
 Canadian market.

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

Good tea is a magnet
 which always draws trade.

Ridgways Tea will be a
 trade winner for your store.

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

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

ESTABLISHED 1849

BRADSTREET'S

Capital and Surplus, \$1,500,000
 Offices Throughout the Civilized World
 Executive Offices: Nos. 346 and 348 Broadway,
 New York City, U.S.A.

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

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

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

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

—OFFICES IN CANADA—

THOS. IRVING, General Manager
 Western Canada, Toronto

**A. Boake, Roberts
 & Co., Limited**
 STRATFORD
 LONDON - ENGLAND

For:—
**Vinegar and
 Sauce Coloring**

**Essential Oils
 Essences
 Oil Lemon**

**Acid Phosphate &
 Phosphate Lime
 Precip.**

**Harmless
 Colorings**

Herbs, Roots, etc.

CANADIAN AGENTS:—

Andrews, Gillespie & Co.
 CORISTINE BLDG.
 MONTREAL

Collecting Money

from tardy debtors may be no easy
 task to you. But we make a specialty
 of the business. Our work during the
 year we've been in business has been
 (and is now) entirely satisfactory to
 our clients.

Let us collect your overdue accounts.
 We can get your money for you.

The Beardwood Agency
 313 New York Life Building - MONTREAL

To the Trade:

Do You Know Why

CEYLON TEA

IS SO

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

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

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

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

"Why I Sell Old Homestead"

A Short Story for Busy Men

"The cans are well filled," a Toronto Grocer says. "Their tomatoes we find are perfectly ripe, not so acid as others, and more nearly whole. Some of our customers call for Old Homestead specially, and they give good satisfaction."

Old Homestead Brand Canned Fruits and Vegetables

will please *your* customers. Of finest quality only, packed in a modern factory of sanitary equipment by skilled employes—a strong combination.

The Old Homestead Canning Co.

Picton

Ontario

FARMER BRAND

Canned Goods Class by Themselves.

WHY?

Growing our Fruits and Vegetables on our own 3,000 acres of garden land has enabled us to produce goods as yet

UNEQUALLED

If better are ever packed we will have the doing of it.

The Farmers Canning Company, Limited
BLOOMFIELD, ONT.

The Wise Grocer

is placing his order for 1908 pack and buying

“PEERLESS” Brand Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

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



Tilbury Brand Tomato Catsup

made in Canada's best equipped Canning Factory

A Strictly High Grade Catsup
at a Standard Grade Price

A Trade Winner

Selling Agents :

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

RYAN BROS., 147 Bannatyne Avenue, Winnipeg.

The Tilbury Canning Company, Limited, ^{Tilbury,}
Ont.

Unequaled in Quality
and a Producer of Permanent Profit

QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD,

ONT.

SYMINGTON'S, COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD
QUALITY!

UNQUESTIONABLY THE VERY BEST
THOMAS SYMINGTON & CO.

TO BE HAD OF ALL
WHOLESALEERS

EDINBURGH

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES (IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP (IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

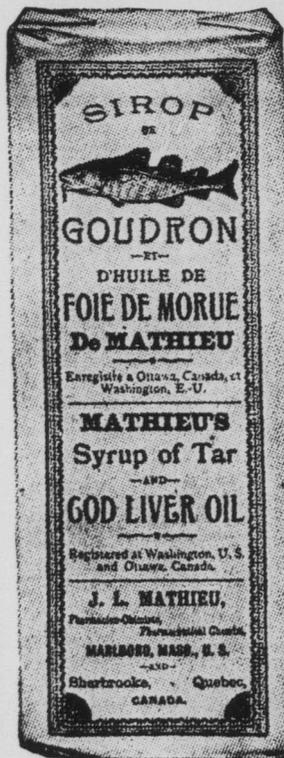
Agents

C. E. Paradis, - - - Quebec	W. H. Escott, - - - Winnipeg.
C. DeCartrol, - - - Kingston.	R. G. Bedington & Co., - Calgary
Jas. N. McIntosh, - - - Ottawa	Toos & Peorse, - - - Edmonton.
Geo. Mussen & Co., - - - Toronto.	Wilson & McIntosh, - - - Vancouver
J. W. Bickle & Greening, - - - Hamilton.	C. Leonard Grant, - - - P. E. Island
G. H. Gillespie, - - - London	

Dominion Molasses Co.,

LIMITED

Hallfax, - Nova Scotia



WHY YOU SHOULD SELL MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 2

It gives you a decent margin of profit. This profit is all profit. There is nothing to be subtracted from it at the end of the season. No bad or unsalable stock. No time and trouble spent in persuading people to have it.

Mathieu's Syrup sells all the year round. It is always on the move from off your shelves into your customer's hands.

Mathieu's Nerveine Powder is another good seller. Both are necessities in your business.

MAIL THAT ORDER TO-DAY

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

Sold by wholesale trade everywhere
Distributors for Western Canada.

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

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



BALAKLAVA SARDINES

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

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

Order a Trial Case and See

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

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

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

"Chocolate Bordeaux"

has well been called :

"The choicest Chocolate that can be produced."

Our phenomenal success with this Specialty has brought numerous imitators, **But ours is unequalled.** When you eat "Bordeaux" you taste something delightfully different from all other makes. It is important that you stock the most modern up-to-date goods, if you are out for the best paying business. "Chocolate Bordeaux" sells and repeats every day.

The MONTREAL BISCUIT CO., MONTREAL

The Montreal Biscuit Company, Montreal.

Gentlemen:—

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

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

Buggy Egg Crate



Everybody Says So:

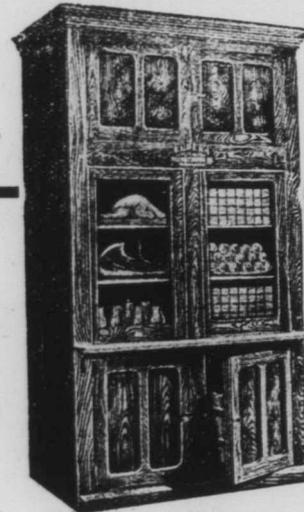
"Just the thing" "Been looking for this"

"Well, how simple" "So handy"

Every Dealer Should Have Them

Walter Woods & Co.

Hamilton and Winnipeg



How do you manage to keep your perishable foodstuffs, Mr. Grocer?

Why! In the easiest way possible, and that is in an **EUREKA REFRIGERATOR**

It is as perfect as human ingenuity and creative genius can make it, and again we desire to emphasize that the EUREKA PATENT dry air circulation is without an equal. We build the Eureka in many styles to suit grocers, restaurants and florists. Write us for OUR CATALOGUE. It will interest you.

EUREKA REFRIGERATOR COMPANY, LIMITED

54 and 56 NOBLE STREET, TORONTO

DO YOU WANT

to buy or sell anything, to engage a clerk or secure a situation? Try a Condensed Ad. in The Canadian Grocer, it will bring results. Two cents per word for first insertion, one cent per word for each subsequent insertion. See page 69 for yearly rates.

Better Tea Better Business

All records are broken! Our business during the month of March showed a larger increase than at any time during the seventeen years of our history. Our sales in March, 1909, were

**100,367 lbs.
MORE**

than our sales for the month of March, 1908. This is a sure indication that honest, consistent service is appreciated—that it pays well to sell only tea of the highest quality. It is also conclusive evidence that grocers in ever-increasing numbers understand the real, practical value of

"SALADA"

as a trade-winner—as the one tea that can be absolutely relied upon, year in and year out, to serve the public well. Its uniformity of quality, its delicious flavor and incomparable excellence, raise it to the pinnacle of tea superiority. "SALADA" is not better tea because it has a reputation; it has a reputation because it is better tea. To you it offers a sure road to quick profits and steadily increasing sales.

Salada—Toronto and Montreal

TO THE TRADE

Our stocks of Staple and Fancy Groceries are now complete and merchants in New Ontario will find it to their advantage to order from us. Prices on all lines are as low as those of Eastern Wholesalers and we save ten days or two weeks on deliveries

Canned Goods

Cereals
Pickles
Starch
Syrup
Spices
Extracts
Tobacco
Cigars
Cigarettes

Dried Fruits

Biscuits
Candy
Milk
Cream
Jams
Jellies
Sugar
Butter
Eggs

Get our prices on the above lines before ordering.

We help the retailer by carrying the stock and supplying him in small quantities at the same prices as he could buy at east in larger lots.

The JOHN KING CO., Limited
FORT WILLIAM, ONTARIO

As Pure as Windsor Salt

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

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

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

**Windsor
Salt**

CANADIAN SALT COMPANY, LIMITED,
Windsor, Ont.



The Worth is in the Wear

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

The "Pansy" Broom

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

Buy from the makers

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

Good Coffee

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

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

Aurora Coffee

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

W. H. GILLARD & CO.

Wholesale Grocers Coffee Importers

HAMILTON

Branch House—Sault Ste. Marie

WHITE SWAN COFFEE

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

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

WHITE SWAN COFFEE

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

Packed 2 doz. 1-pound tins per case

ORDER NOW

**White Swan Spices and Cereals Limited
TORONTO**

Mr. Grocer—Do you want to make money—here is a chance—to make it easily, quickly, and lots of it—Do you for any reason wish to take up this very profitable line—That will net you a good income, as well as increase your sales in other lines—If you do read this. Every house-keeper dreads ironing day, especially so when she has a lot of shirt-waists, men's shirts, collars, cuffs, etc. to iron, she always wants to obtain a high grade finish, equal to first class laundries. She of course asks the grocer for advice—in return he offers her the common wax—She knows it is impossible to do good work with common wax—So she walks away—one customer lost.

Now where she can procure an article of this merit—that reduces ironing time by half—reduces labor to a minimum—adds to the finish of clothes—and makes ironing a day of pleasure—There she is sure to do her buying—and leave her order for other things. The Kaiser Wax Pad and Iron Cleaner is used in more than a million homes, read what users say.—

Chicago, Jan. 4th, 1909

To whom it may concern,—

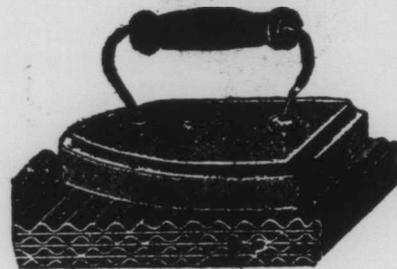
Some time ago I tried the Kaiser Wax Pad and Iron Cleaner, and was so pleased with the work it did, that I recommend it highly and advise every women who wants to make her work easy, to try the Kaiser Wax Pad and Iron Cleaner and be convinced of its good work.

Respectfully yours

Mrs. T. Ohmes, D.S.C.L.O.T.M., 937 W. Adams St.

Mr. Grocer

We do not want you to order until you have convinced yourself of the merits of our Kaiser Wax Pad and Iron Cleaner—Send us your name and address and jobber you do business with and we will send you one free of charge so that you may try it yourself and be convinced—Is this fair enough?



PATENT APPLIED FOR

Manufactured by

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

Dept. 54

Canadian Agents:

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

HOUSE CLEANING TIME

Suggests

The Ideal Duster

THIS SUGGESTION is not because the article depends upon any particular season for its uses, nevertheless the approaching cleaning time creates a profound interest in more useful appliances than have been.

THE IDEAL DUSTER

AS

- a high reaching duster
- an outside Window Washer
- a Polished Floor Duster
- a Porch and Grill Duster

has a principle excelled only by the human hand.

It is a MECHANICAL HAND, closing automatically, opened by a wire pulling cord. The user may change wiping cloths with practically the same facility as in hand cleaning—without stooping or climbing. THE HAND AND WRIST SHAPE gives the hand action, to wipe tops of doors, mouldings, etc., and gives 17 square inches like the hand on top the cloth for surface rubbing—WHEREAS ALL MOPS HAVE ONLY A STRAIGHT LINE RUBBING SURFACE.

The wholesale trade will supply you at prices right to enable you to sell with a proper profit at 50 cents for the Duster complete in the two parts. or with a proper, a very proper, Dust Cloth at 60 cents.

The consumption of these Dusters in some towns, where introduced the past year, has been enormous and this demand shows no abatement. Retail Price:

1st section, 5 ft., carrying the head, 35c. 2nd section, 5½ ft. Extension Handle, 15c.
Ideal Dust Cloths, 10c. Sold separate or ensemble.

Any dealer can obtain this line with the same facility as

The Tarbox Self-Wringing Mop and The Tarbox Pillow-Sham Holder



Tarbox Bros., Mfrs., Toronto, Ont.

BARGAINS!

Here are a few specials which we are offering, to clear, at ridiculously low prices. Order at once or the other fellow will get the goods before you.

"PURNELL" Pickles—

		Reduced Price	Regular Price
1 barrel —mixed—	8 doz. 1-2 pts.	\$1.28 doz.	\$1.45 doz.
1 " —chow-chow	8 " "	1.28 "	1.45 "
10 cases —mixed—	4 " "	1.35 "	1.50 "
5 " —chow-chow—	4 " "	1.35 "	1.50 "
1 " —walnuts—	4 " "	1.35 "	1.50 "
1 " —onions—	4 " "	1.35 "	1.50 "
1 " —gherkins—	4 " "	1.35 "	1.50 "
1 " —assorted—	4 " "	1.35 "	1.50 "
40 doz. Malt Vinegar rep. qrts.		1.55 "	1.65 "

"MILLAR," Ireland, Jams

100 doz. Strawberry Jam, stone jars, 1lb.	\$1.65 doz.	\$1.80 doz.
15 " Plum Jam, stone jars, 1 lb.	1.40 "	1.60 "
10 " Greengage Jam, stone jars, 1 lb.	1.65 "	1.80 "
40 " Marmalade, stone jars, 1 lb.	1.35 "	1.50 "
20 " Marmalade, 7-lb. tins	6.75 "	7.50 "

"HEATON," London, Pickles—

85 doz. mixed, 1-2 pts., lever top	\$1.30 doz.	\$1.45 doz.
35 " chow-chow, 1-2 pts., lever top	1.30 "	1.45 "

L. Chaput, Fils & Co.
Teas, Wines and Liquors

Wholesale Grocers and Importers
2, 4, 6 & 8 DeBresoles St., Montreal

SWISS-FREY CHOCOLATE Co., Limited

SWITZERLAND.

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IS THE BEST VINEGAR

MADE FROM FINEST MALT

Commands a Preference Over All Others.

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'Camp' Coffee is off your shelves almost before you get it on!

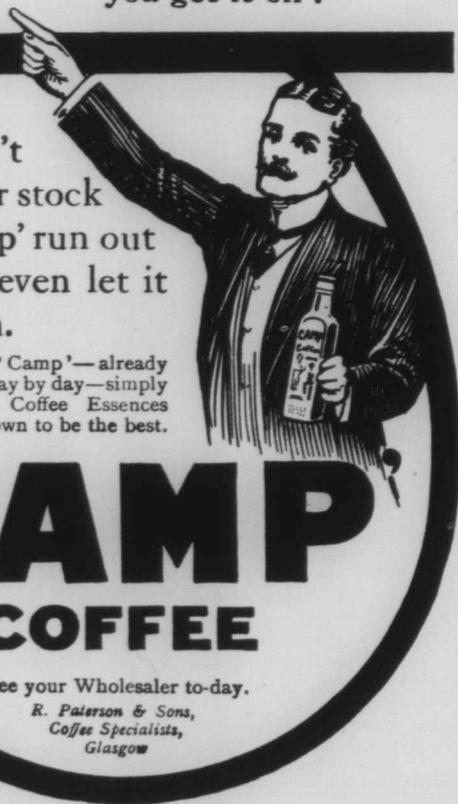
Don't let your stock of 'Camp' run out — don't even let it run down.

The demand for 'Camp'—already big—is growing day by day—simply because of all Coffee Essences 'Camp' is known to be the best.

'CAMP COFFEE

See your Wholesaler to-day.

R. Paterson & Sons,
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Lines That Will Sell Well Right Now!

Successful Merchants who have stocked the goods of the Taylor & Pringle Co., Ltd., declare that they sell much better than the ordinary, and are thoroughly satisfactory in every way. Here are our leaders:

Queen Quality Pickles

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Bulk Pickles, all sizes; Tomato Catsup, Worcestershire Sauce, Pure Apple Cider, Cider Vinegar.



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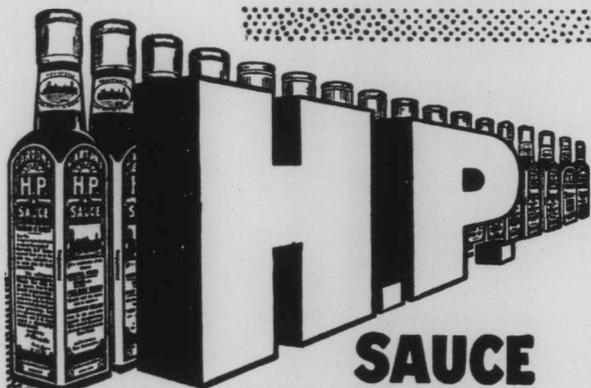
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There is a "want more" fascination in H.P. Sauce that is crowding English Grocery Stores, and the Sauce is replacing the older ones on the best tables.

Judging from its reception the Canadian Grocer sees in H.P. a truly good thing in Sauce lines.

Our bright advertising here will send you the customers. Brisk sales—liberal profit—in H.P.

Postal to our Canadian Agents secures full sized tasting sample and quotations. Try it for yourself. Then you'll get the reason for its success

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Every grocer likes to handle lines that are in constant demand. That is why in every up-to-date grocery one sees a full line of

**Sterling
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They are pickles that will bring you custom.

Order from your jobber or direct.

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

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Never Mind The Others

If you are selling **Shirriff's Imperial Extract** you have the satisfaction of knowing that you are placing with your customers a product that is the quintessence of whatever flavor is desired.

These extracts are unrivalled for their strength, purity and quality.



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All the year round

BORDEN'S BRANDS



are the staple lines for rich and poor—Every family almost now uses Condensed Milks—if you stock

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Right in front on your shelves and counters

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We want you to write.

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Put up in air tight sanitary cans without solder or acid. The milk from the cow to the can is under strict sanitary supervision and is pure.



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The demand for a cream richer in butter fat and phosphate properties than ordinary cream is increasing daily. Are you catering to that demand?

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

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

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



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DO YOU KNOW

That for 10 cents
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WHITE SWAN MUSTARD

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IS UNEXCELLED
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Shows you a profit of 33 $\frac{1}{3}$ %
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Packed 4 doz. to the case

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For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc.,
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Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

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"The Can Without The Cap Hole"
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All sizes—All kinds.

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For products of Maple, Corn
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Bevelled, Round and Square.

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ST. LAWRENCE Granulated Sugar

Maintains its high standard of excellence. This is proved by the following recent Government analysis:

Laboratory of Provincial Government Analyst,

Montreal, February 22nd, 1909

I HEREBY CERTIFY that I have drawn by my own hand ten samples of the St. Lawrence Sugar Refining Co.'s Extra STANDARD GRANULATED SUGAR, indiscriminately taken from four lots of about 150 barrels each and six lots of about 450 bags each. I have analyzed same and find them uniformly to contain 99-99/100 to 100 per cent. of pure cane sugar, with no impurities whatever.

(Signed)

MILTON L. HERSEY, M.Sc., LL.D.

Provincial Government Analyst.

The ST. LAWRENCE
Sugar Refining Company, Limited
MONTREAL

Redpath

is

CANADA'S STANDARD

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REFINED SUGAR

Manufactured by

The
Canada Sugar Refining Co.,
Limited
MONTREAL

Prince of Wales Pure Extracts

This brand of extracts we are prepared to back on every occasion. Give it to your exacting customers, and note how well pleased they will be. All flavors in 2 oz., 2½ oz. and 4 oz. bottles.

S. H. EWING & SONS. Montreal and Toronto

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SIGN OF PURITY

Be Wise and

sort up your Tea stock with us.

We have some Crackers which we are not shipping to the States, but reserving for good Canadian trade.

Also special in Evaporated Prunes, Peaches, Apricots, Apples, etc.

Complete stock Wagstaffe's Pure Jams and Jellies.

Phone for further particulars—596—Free to Buyers.

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Wholesale Grocers,

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The E.D.S. Brand Leads

It stands in fruits, jams and jellies for absolute purity, unrivalled quality and sweetest flavor—the original flavor of the fruit.

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

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Free Trip to "Toronto National Exhibition"

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

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

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Toronto, Ont.

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

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351 400	17		
401 450	19		My Ticket to be Via : _____
451 500	21		
501 600	23		Railway _____
601 700	25		
701 800	28		Boat Line _____
801 900	31		
901 1000	34		
1001 1100	37		
1101 1200	40		
1201 1300	43		
1301 1400	47		
1401 1500	50		
1501 1600	53		
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Any Article, to reach the page of Busy Man's, must possess the sparkle of merit.

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

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

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

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

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

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

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

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

WM. THOBURN, Almonte

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

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

It reproduces each month such articles as measure up to its standard. To secure these articles scores of the best magazines are ransacked. Each number also contains many original articles by clever Canadian Writers.

Thus condensed into Busy Man's are the most attractive features of the leading periodicals, including in the selections something good for every member of the family. Other good articles, for which space cannot be found, are classified in a section furnishing information as to where they may be found.

“The Busy Man's Magazine policy is as Wide
as this Great Dominion.”

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

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

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

This announcement first appeared a few days ago; already we are receiving acceptances from all parts of Ontario (those from other provinces have not had time to reach us yet). Take this offer at its face value, accept it and win the trip. We'll help you, and carry out the offer in its entirety.

The Busy Man's Magazine

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

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

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

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

Yearly Contract Rates.

100 words each insertion, 1 year.....	\$30 00
" " " " 6 months.....	17 00
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ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, **THE PRINTER AND PUBLISHER**. Subscription price \$2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, \$1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the **GROCER**. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. **CANADIAN MACHINERY**, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in **THE BOOKSELLER AND STATIONER**, of Canada. Subscription price \$1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. **BUSY MAN'S** is on sale at all news-stands. Better still, send \$2 for one year's subscription. Mail it to-day. **THE BUSY MAN'S MAGAZINE**, Toronto.

THE market reports make **HARDWARE AND METAL** a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is \$2 per year. Address **HARDWARE AND METAL**, Montreal, Toronto or Winnipeg.

FOR SALE.

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

GENERAL BUSINESS FOR SALE—In progressive northern Alberta town. Stock \$6,000. Building can be either purchased or leased. Best stand in town, making money. One opposition. Best reasons for selling. Apply Box 121, **CANADIAN GROCER**, Winnipeg. (14p)

ONE Taylor Safe, No. 3, in splendid condition. Price reasonable. E. H. Piggott, Midland, Ont.

DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "**POLYGRAPH**" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Pay Street, Room 116, Toronto, Canada.

ADDING MACHINE.

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

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **GROCCERS**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price \$2.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, \$2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, \$2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, \$2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, \$2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

AGENT WANTED.

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

AGENCIES WANTED.

PROPRIETARY MANUFACTURERS desiring to introduce their goods to Grocers and Stores throughout United Kingdom, can secure thorough representation. Experienced staff of travellers and complete sales organization. William Hill, McAlpine Street, Glasgow.

SITUATIONS WANTED.

WANTED—Position of trust, experienced banker, or partnership in broker's or other financial business. Can supply limited capital. Financier, care J. B. MacLean, 10 Front St. East, Toronto. (13p)

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

TRAVELER WANTED.

WANTED—Traveler, by large Montreal spice and coffee wholesale house. Territory between Montreal and Toronto and Montreal and Sudbury. Box 301, **CANADIAN GROCER**, Toronto. (14-)

MISCELLANEOUS.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. Busy Man's Magazine, Montreal, Toronto, Winnipeg.

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

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

IT PAYS FOR ITSELF—The money you are now losing because you haven't a National Cash Register, would pay for one in a short time. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto, Ont.

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

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

IF you are looking for a side line to add to your business, there is none better than **COLUMBIA GRAPHOPHONES**, Double Disc Records (which means two records for a single price) and Indestructible Records (that will not break or wear out no matter how much you abuse them). The Columbia Phonograph Company is the only firm that manufactures both Disc and Cylinder Machines and Records, therefore, a Columbia dealer has the advantage over all others, as he can furnish his customers with what they want while his competitor has to sell them what he has or lose the sale, which he generally does where there is a Columbia dealer. Are Columbia goods sold in your town? If not, why not? Do you want the exclusive agency? (remember exclusive). You had better write to-day or some one else in your town will read this advertisement and beat you to it. A postal will bring catalogues and full information free. Write to-day. Do it now. **TORONTO PHONOGRAPH CO.**, Limited, Exclusive Columbia Jobbers, 40 Melinda St., Toronto, Canada.

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

Messrs. Gordon, McDonald & Co., 67 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Dunblie." Codes "A B C," fifth edition, Riverside and Adams.

DAVID SCOTT & CO.

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

TRAVELING SALESMEN

EARN BIG SALARIES

From \$1,000 to \$10,000 a year and expenses. If you want to enter the easiest, best paid profession in the world, our free catalogue "A Knight of the Grip" will show you how. We place hundreds of our graduates in good positions with the best firms all over the United States and Canada. Write (or call) for particulars today. Address Dept. 288 National Salesman's Training Association Chicago, Kansas City, New York, Minneapolis, San Francisco. Write nearest office.

The Retailer's Ear

BY A. B. LEVER

MANUFACTURERS and wholesalers make a grave mistake when they think they can compel retailers to lend them their ears.

The retailer has a willing ear for those who go about getting it in the right way.

The right way to get the retailer's ear is the direct way.

Those who essay to get it through the medium of the consumer only are employing the indirect way—in other words, the way that is supposed to force the retailer to “sit up and take notice.”

The retailer who is a salesman and knows his business cannot be cultivated by using the consumer as a plow to prepare his mind to lay in the products of any manufacturer or wholesaler.

The best and the most direct way to get the retailer's ear, and through that organ to cultivate his mind, is through the columns of the trade newspaper, every reader of which is a possible buyer.

Don't attempt to pinch the retailer's ear. He will resent it.

TEAS

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

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

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

We will supply samples with pleasure. Ask for them.

Canned Goods--"Soleil Brand"

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

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

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

Canadian Canned Goods

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

Molasses

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

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

Laporte, Martin & Co., Ltd.

Wholesale Groceries, Wines and Liquors

Montreal

Adams
Allan, R.
Allison C.
Americo
America
Ancker-
Andrews
Anglo-S
Auker-
Aylmer C.

Balfour,
Beamsvi
Beardw
Benedict
Bloomfie
Blue Rit
Borden C
Botril, I
Bowser,
Boyd & C
Bradstre
Bristol, C
Brophy,
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Canada
Canada
Capstan
Cargill,
Carmann
Carrman
Carr & C
Carter-C
Ceylon
Champie
Chaput
Christie
Clare &
Clark, J
Clawson
Colwell,
Common
Comput
Connors
Constan
Cote, J
Cowan C
Cox, J.



California Fruits

Are now in good demand. We quote attractive figures on

Apricots, Peaches and Prunes.

If our travellers do not call, write or phone.

James Turner & Co., Limited

Hamilton and Arnprior, Ont.

INDEX TO ADVERTISERS

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Merchants Suffer from Farmers Hoarding their Money

Merchants, and especially those situated in a town or city surrounded by a good farming community, lay the claim that during the past couple of years the tillers of the soil have been getting top prices for their commodities, that they have not spent their money accordingly, and when they do spend it they want credit. What is the reason for this? It can scarcely result from the cause that farmers have not the money to spend, for with the present improved methods used by Ontario agriculturists, the assistance given by the governments, the reasonably good crops and the alluring prices, there must be money in the country:

The Banks the Cause.

Discussing the situation recently with *The Grocer*, one merchant contended that the banks, in their untiring zeal to build up deposits, were educating the farmers in the wrong direction—to hoard their earnings from the farm unreasonably—and that the tendency was being further encouraged by the introduction and use of cheques as mediums of payment, first, as between the buyer of farm produce and the farmer and second, as between the farmer and retail merchant. Once a bank account had begun to develop proportions, he argued, most farmers hated to see it shrink. It appears to be a condition which demonstrates that the bank and the farmer are a strong combination, but the complaint in the present instance is that it is not conducive to the greatest good to the greatest number deserving.

"When the farmer has money in his pocket," said the merchant, "he is a different man. A few years ago his house was rarely without cash. The banks had not begun to spread out. The farmer bought readily enough then, but this present day custom of carrying nothing more tangible than a blank cheque book in his pocket and an inordinate disinclination to disturb a fat bank deposit, is creating an undesirable merchandizing proposition. I think I may safely say, from instances I have encountered, that it is having a demoralizing influence upon the farmer's business principles. He does not draw the line. He keeps on depositing, and I contend that some of the money belongs to us. Backed by an account in the bank, there are those who apparently consider that they may demand an unlimited amount of credit. They expect the merchant to stand for it.

"Not having the ready cash, some of them frame up excuses for postponing payment, even though they know that our store is run on the cash plan. This man puts forward the plea that his money is deposited in another town and that he will settle up next time. Another man's wife says her husband filled

Cause Attributed to Abnormal Aggressiveness of the Banks in Their Desire to Get the Money From the Tillers of the Soil—Credits Prevail Where There are no Other Reasons — Farmer Usually Paid His Money by Cheque and not Cash.

out a cheque at home to make a withdrawal but that he came away and forgot it. The husband, of course, doesn't show up. These are some of the excuses, and I claim it is demoralizing. Of course there are exceptions—very notable exceptions, I am grateful to be able to say.

"I have noticed this condition developing for the past three years and I claim that it is not only having a serious effect upon business, but that the farm itself is not getting all that it is entitled to in order that the highest standard in agriculture might be developed. A few years ago, when the farmer brought his hogs, his cattle, his hay or other produce to market, he received the cash. His wife comes to market with butter and eggs it is true, and receives cash in payment, but that represents a very small part of the proceeds from products of the farm. Nowadays, when the farmer brings his hay or hogs to town, he either receives a cheque or a ticket which is as good as a cheque. He then goes to the bank and deposits it. The entire system is one which plays into the hand of the banker.

"The competition for these deposits has developed a plan which appeals to most farmers. He has been told that it is more businesslike to use cheques. The banks have accordingly equipped them with the means, but it is evident that the willingness to draw is not in it with the willingness to deposit. The bank book is the farmer's visible financial thermometer, and naturally, he likes to have the indicator soar as high as possible above zero."

Too Much Withheld.

"Do you not think it a good thing for a farmer to have a bank account?" was the question asked of me recently by a banker, and I agreed with him that it was, but I pointed out that the banks had so campaigned after the farmer's money, that he was now withholding more than he should from the merchant as well as from his own farm and even his own household. The agriculturists of Ontario are, on the whole, now in a position to live more comfortably than was the case in the early days. Nowhere will you see tables so well sup-

plied as in some of our farming districts. A man's ambition, however, should create in him a desire to be something more than a hewer of wood and a drawer of water. Farmer's wives have told me repeatedly, however, that it is now very difficult to secure money from their husbands. They state that the farm itself is being stinted by this regardless craze for bank accounts. True, the money is there for investment, but should the farm be neglected? Should the agriculturist cut himself down to a purely hand-to-mouth existence? The country requires something better of him than that. The banks, I claim, are responsible.

"Here is an example. A merchant in a small town remarked to me some time ago that trade then had picked up wonderfully. He could not explain it, but when he told me that the only bank in the place had gone out of business, I said, 'If any man comes to you to sign a petition for another bank, kick him out of the store.' There is a bank in that town now and trade has again gone back.

"The farmer will feel it; of that I am sure. The other day a farmer whom I knew to be very well off, came into my store and I asked his opinion of the outlook. He replied that while the year just closed had been very good, so far as he was concerned, the following year, he said, would fall short. I couldn't understand it and asked him why. His answer was that he would have no stock to sell.

"Why not buy more stock?" I asked, "You have plenty of money in the bank?"

"That is the trouble!" replied his wife. "Everything has gone to swell that bank account. He will not draw out the money necessary to re-stock the farm."

"We are doing what we can by friendly talks to the farmers and bankers," said the merchant, "to combat this evil, but it looks to me that the only remedy is a crop failure or a collapse of prices."

The story is told of a farmer who, though he had \$10,000 in the bank, asked to have a note for \$125 discounted.

"But you have plenty of money here," said the banker, "why should you want to discount a note and pay 7 per cent. interest?"

"Well," said the farmer, "I don't want to draw out any money just now."

Debtor Suggested a Loan.

Here is one which illustrates the altogether unreasonable proportions which sometimes confront the merchant. A farmer owed a storekeeper \$100. He was well off, but the merchant was short just then. The farmer was unwilling to tap his bank account.

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"But I must have the money," said the hard-pressed merchant.

"Well, then," suggested the farmer, "why not borrow the money off me? I'll let you have it for 6 per cent?"

And the merchant's finances were at that time in such a condition that he had to accept the farmer's very generous proposal.

Still another story. A farmer in a small town ran up a bill with the merchant to the extent of about \$80. He was a well-to-do farmer, and that is why the account was allowed to grow. It was an hereditary custom. The time came, however, when the merchant decided to get after this man. One day the farmer entered the store. To the merchant he looked like \$80.

"Dropped in to settle that little matter?" he asked.

"No, not exactly," replied the farmer hesitatingly. "It's just this way. The young banker here was over to my place last night and he convinced me that it would be a good thing to have a bank account. He's an awfully decent chap, and he suggested that it would be nice if I had an even \$100 to start on. Now I've only got about \$80 and I want to know if you could lend me enough to make up the balance."

ANNUAL STATEMENTS.

BOVRIL.—The annual general meeting of Bovril, Limited, was held in London a few days ago, and the chairman of the board was able to congratulate the shareholders that notwithstanding the very serious general depression of trade last year, the sales of Bovril throughout the world were larger in 1908 than during the previous year. After a very satisfactory statement of the present financial position the shareholders were given a very good idea of the extent of their business by being told that the increased cost of beef, the raw material of Bovril, had in 12 years occasioned a reduction of profits to the extent of \$3,000,000. This loss will be prevented for the future, for the company has just recently purchased 438,082 acres of the finest grazing grounds in the world in the Argentine Republic, where the company will breed and raise their own cattle. There are already 100,000 head of cattle on the farms, and that number will be largely increased. One of the directors, Sir James Crichton Browne, N.D.F.R.C.S., related how he had introduced Bovril for use in that terrible scourge of tropical countries, the sleeping sickness, and told how, carrying the matter further, Sir David Bruce, of Uganda, was prescribing Bovril as a reviver and pick-me-up in place of the almost universal whisky and soda.

LEVER BROS., TORONTO.—The annual report of Lever Bros., Limited, the proprietors of Sunlight Soap and other brands, was published recently and makes a specially appropriate appearance at this time after the recent interesting announcement of the profit-

sharing scheme. There has been no falling off in the wonderful prosperity shown by the company ever since it was floated, the net earnings for 1908 amounting to £380,700, an increase of £57,400, or 18 per cent., as compared with the preceding year. The ordinary dividend which was 8 per cent. in 1907, is now increased to 10 per cent., whilst the sum distributed amongst the employes, including village institutions account, has advanced from £32,200 to £37,200. The balance sheet reveals a strengthening of the general financial position in several respects. Stock has been reduced from £757,800 to £750,100, open accounts have been lowered from £509,500 to £452,200 and trade liabilities have been cut down from £386,200 to £376,300. Investments in associated concerns have gone up from £1,581,400 to £2,041,800, but goodwill remains as before at £750,000. The depreciation fund stands at £246,800, and there is also an insurance reserve amounting to £33,300. The general reserve has reached a total of £324,600.—The London Financial Times.

PROFITS DECREASE.

New York, March 28.—Publicity is not a strong point with the American Sugar Refining Co. and it will probably take some time for it fully to acquire the habit, after its long years of silence, though its securities are now on the regular list of the New York Stock Exchange. Its annual report for the fiscal year ended Jan. 2, 1909, is only the second in its history that ever told anything. The net profits for the year were \$6,502,929 a decrease of \$2,246,362 as compared with the previous year, and were barely sufficient to pay the 7 per cent. dividends on the capital stock, which called for \$6,299,942. In the financial district the report was regarded as disappointing to the stockholders, as there has been much talk of late regarding increased earnings and the general prosperity of the sugar trade. It gives no information about the gross sales or business done during the year, so the public is left in the dark as to whether the disappointing showing is due to decreased sales, or decreased profits on the output of the company's refineries, which are supposed to make 50 per cent. or more of all the refined sugar produced in the United States. The theory on which the stockholders have been building their hopes of increased earnings is that the consumption of sugar is not diminished by hard times because it is used very largely in foods that are substituted for meats when the necessity for economy arises.

One item in the list of assets is causing much speculation in commercial circles, including the wholesale grocery trade. The value of the raw sugar on hand is stated at \$21,395,724, an increase of \$3,863,498, the heaviest stock with a single exception of the year 1904, ever carried over into a new fiscal year in the history of the company.

CATALOGUES AND BOOKLETS.

Manufacturers and wholesalers are requested to send catalogues, booklets, etc., to The Grocer in order that it may be announced to the retail trade that they have been issued. Retailers in sending for catalogues referred to, should mention this paper to show they are in the trade and they should be read thoroughly by them on account of their educative value. Often they may be able to secure new ideas.

The Fairbank Plan.—The N. K. Fairbank Co. are sending out to the trade a neatly printed little booklet entitled "The Fairbank Plan." This book contains a very interesting list of prizes obtainable by merchants or merchants' clerks for certain numbers of Fairbank coupons. Any retail dealer or clerk who has not already received a copy of this catalogue will obtain one by sending their name and address to the Fairbank Co., Montreal, and mentioning The Canadian Grocer.

Holbrooks, Limited.—The April issue of "The Holbrook Gazette" is out and it deserves some recognition here. It is edited by H. Gilbert Nobbs, manager in Canada and the United States and published for the benefit of the representatives in these two countries as well as the head offices in England. The pamphlet contains some beneficial editorials for salesmen and should prove interesting to them.

HEAVY EXPORT COFFEE TAXES.

Washington, March 29.—The Bureau of Manufacturers has prepared a statement showing countries in which an export duty is imposed on coffee and the rate of duty, together with the United States equivalent. The pending tariff bill provides that a duty shall be collected on coffee imported into the United States from countries which impose an export tax, the duty collected to be equal to the amount of export tax imposed. The export tax for each 100 lbs. estimated in United States currency, is given in the bureau's statement.

The export taxes range from about three cents for each 100 pounds, in Ceylon, to \$2.97 a 100 pounds in Haiti. The export taxes on coffee shipped from the three principal provinces of Brazil range from .411 cents to 57 cents a kilo, and in one province the tax is 8½ per cent. ad valorem.

TRADE NOTES.

Alex Stewart is back at Montreal from a trip to the old country.

S. J. McCreery, general merchant, of Glencoe, is succeeded by E. Mayhew & Co.

The sales offices of the Aylmer Condensed Milk Co. have moved from Hamilton to Aylmer, Ont., and are now being looked after by D. Marshall, M.P., president; J. E. Gayfer, secretary-treasurer, and H. W. Knight, manager.

Judgment in the Grocers' Guild case has not yet been delivered, and, from inquiry made at Osgoode Hall, the officials there cannot state when Justice Falconbridge, before whom the case was tried, will hand out the judgment.

Another Explanation Apparently is Necessary

E. M. Trowern Thinks Canadian Grocer Made Misleading Statements But According to Three Members of Parliament it is the Other Way Around—His Letter Contrasted With the Actual Events.

Editor Canadian Grocer.—In a recent issue of your paper in referring to the above subject you make some misleading statements that I desire to set right, not so much for the sake of the unfair references that you make to me as secretary of the Retail Merchants' Association of Canada, but for the sake of the cause that I am elected to represent, and for the principles that the association stands for.

Had you had a desire to fully understand the true facts, and not seize upon the daily newspaper reports that are unfortunately gathered up by young men who have no knowledge of the subjects under discussion you might have been set right in a few moments over the telephone, but I am rather inclined to think that the false newspaper reports suited your purpose better, as I must say that the sentiments of your journal have never been in any way kindly disposed toward me personally, for reasons that you may have, and which I am unable to understand.

Now, the real facts of the case are these: P. H. Bowyer, M.P.P., representing East Kent, introduced a bill to amend the Pharmacy Act. This was done at the request of a number of general merchants and others with a view to give them the right to sell some articles which they did not have the right under the law to sell, and for which some general merchants were prosecuted for selling. The clause in the Pharmacy Act covering the section which Mr. Bowyer was anxious to amend reads as follows:

Section 26.—No person shall sell or keep open shop for retailing, dispensing or compounding poisons, drugs or medicines, except patent or proprietary medicines as provided for in Section 34 of this Act, together with turpentine, Epsom salts, senna, alum, borax, castor oil, sulphur, Glauber's salt, cream of tartar, carbonate of soda, bicarbonate of soda, and glycerine.

Mr. Bowyer's bill proposed to amend the above by striking out the words "drugs and medicines" after the words "poisons" down to the word "glycerine." This proposal would leave the clause to read: "No person shall sell or keep open shop for retailing, dispensing or compounding poisons." That is, they would be allowed to sell drugs or medicines, compound medicines and make up any prescription that may be asked for.

When the matter came before the association I took the trouble to ascertain

from a number of general merchants if they really wanted these large powers, and they said no, all we want is to be allowed to sell a number of articles that we are now prohibited from selling. We do not want to make up prescriptions or deal in all sorts of drugs. The members of our "drug section" were consulted and they agreed that they had no objection to extending the list by adding those things that would make it more convenient for the public in those districts where there were no drug stores.

When the matter came before the committee of the House I explained my position, and stated that the general storekeepers throughout Ontario did not want the large powers that the bill provided for. Some of the members of the committee who are general storekeepers and who had not had time to consider the provisions of the proposed measure, jumped up and stated that I was wrong, that the general storekeepers wanted the bill. The youths who report for the Toronto daily papers, and who did not understand the nature of my objection, recorded the attack as a "knock out one" for me, but when the matter was postponed, and a sub-committee was appointed to consider the objection, and they met with the members of our drug section, they came to the conclusion that my objection was well founded, and they unanimously agreed to amend the bill not as Mr. Bowyer had prepared it, but by extending the list of articles on the schedule, thus giving the general merchant the right to sell a number of additional articles, but not to compound medicines.

This proved beyond a doubt that my views were correct, and representative, not only of the general merchants of Ontario, but in harmony with the druggists, and in the best interests of the public. It also proves the great advantage that our association possesses over single line associations as advocated by The Canadian Grocer, as we are in a position to properly gauge the requirements and objections of each section of trade, and to settle them among ourselves and not make the committee room of the Legislature a fighting ground for the various one-line associations, as you would have it if we went back to that old and ancient system of one-line associations, which is fast becoming discarded by all civilized nations, and as far as we can see are only advocated by trade journals who are anxious to increase their subscription list.

I trust that you will give this equal prominence to the article you published

and which was by no means a correct report of the proceedings.

E. M. TROWERN,
Secretary Retail Merchants'
Association of Canada.

THE OTHER SIDE.

As intimated last week The Grocer has received a letter of explanation from E. M. Trowern, secretary of the Retail Merchants' Association, and which appears above. The letter, as will be observed, refers among other things, to Mr. Trowern's alleged connection with the bill introduced in the Ontario Legislature a few weeks ago, to amend the Pharmacy Act. He affirms in his letter that The Canadian Grocer made "some misleading statements" which he wants to set right—and if some have been made The Grocer desires to be set right.

It will be observed from the letter Mr. Trowern infers that P. H. Bowyer, M.P.P. for East Kent, and the man who introduced the bill, desired to so amend the act that all retail merchants would be allowed to "compound medicines and make up any prescription." Nothing was further from Mr. Bowyer's mind, as his statement attached will prove.

Later in his letter the secretary of the Retail Merchants' Association tells of what he did and said, when the matter came up before the committee. He says he stated that the "general storekeepers throughout Ontario did not want the large powers that the bill provided for." Still later he says that the sub-committee "came to the conclusion that my objection was well founded."

Let us consider whether "these" statements are "misleading" or not.

Covered No Such Points.

Mr. Bowyer is member for East Kent and is the proprietor of a newspaper. He was asked by The Grocer on Tuesday of this week if his bill intended to allow merchants to compound medicines and make prescriptions?

"The bill covered no such points," he emphatically replied, "and it was never my intention that it should. The Pharmacy Act prior to 1905 never allowed merchants to do it and what I wanted was to strike out an amendment made at that time in order that merchants might sell additional articles. If Mr. Trowern says the bill called for that he is entirely wrong."

"What did Mr. Trowern recommend?"

"We never heard him recommend anything," declared Mr. Bowyer. "He said that he represented the retail merchants of the Province of Ontario and he was there to say that there was no demand for the bill. Immediately Dargavel, Richardson, McElroy, Aubin and other members who are merchants, interrupted him to tell him he was wrong. He made no further statements in the general committee and nothing whatever at the meeting of the sub-committee which decided on the amendment sub-

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ASSOCIATION GROWS.

mitted, so that he couldn't have recommended very much."

"What was the difference between your original bill and what the sub-committee recommended?"

"My original bill would have allowed merchants to be free to sell, as in 1905, articles not mentioned in the prohibited schedule. The only difference is that when we considered the matter in the sub-committee we deemed it better that a specific list of articles which could be sold should be made because we thought this plan more practical. I was entirely satisfied with it and I have had congratulations from different persons on my success in carrying it through."

What Other Members Heard.

"What did Mr. Trowern say in committee when this matter was being considered?" was asked of J. R. Dargavel, M.P.P. for Leeds.

"He stated that the Retail Merchants' Association was satisfied with the way the act read," was the answer.

"Did he not say that the Retail Merchants' Association wanted some additional articles added to the list that could be sold by merchants or words to that effect?"

"He did not," declared Mr. Dargavel.

"Did you answer him?"

"I certainly did; I said to him, 'You may represent the Retail Merchants' Association but you don't represent the retail merchants of the province.' I called him down for presuming to represent the merchants of Ontario because I was one and he didn't represent me."

"Was it your intention that the bill should allow retail merchants to compound medicines or make up prescriptions?"

"It certainly was not and I don't think Mr. Bowyer ever intended it to do such."

R. H. McElroy, M.P.P., Carleton, was another of those present at the time the question arose. When asked as to Mr. Trowern's statement he said that that gentleman stated that the retail merchants were not in favor of any change and that they were not asking for it.

"Did he say that the retail merchants wanted some additions made to their selling list?"

"He did not," replied Mr. McElroy. "No person that I know of wanted to see the merchants have power to compound medicines or make up prescriptions. That was not my intention and I do not think Mr. Bowyer ever thought of that."

And still Mr. Trowern presumes to say that The Canadian Grocer made misleading statements.

On Thursday, April 1, the new duty on peanut butter coming into Canada came into effect. The general tariff is now four cents per pound instead of 20 per cent. as formerly. This decision of the Board of Customs applies to goods entered for duty on and after April 1.

The thirteenth annual meeting of The Retail Merchants' Association of Canada, Toronto Branch, was held in their board room Monday evening, March 29th, 1909, President F. C. Higgins being in the chair. The meeting was largely attended and great interest taken in the proceedings.

The president's address showed advancement in the growth and influence of the Association, and he dealt very fully with the great need there was in the present day to have all retail merchants organized, so that they could convey to their legislative representatives the needs of retail commerce.

Secretary E. M. Trowern dealt with the various legislative measures that had been considered during the past year, and laid especial stress on the fact that through their influence the investing public had been advised not to invest their capital in so-called Co-operative society stores, and the result was that many of them had not been able to succeed.

The treasurer's report showed that the great amount of legislative work and other important matters that had been undertaken took more money than had been received, and the Finance Committee are now engaged in raising a special fund to place the association on a sound financial basis.

Jno. Willmot representative on the National Exhibition Association reported very fully on the proposed improvements and additions to the grounds and buildings, and his report was unanimously adopted, every merchant believing that the exhibition is of great value to them. A resolution was unanimously adopted appointing a Press Committee to report to the members and advertisers any editorials or other references that may be made by the press that would be misleading in reference to any scheme or plan that would injure the business of the retail merchant.

A committee was also appointed to see that legislation was enforced that had for its object the abolition of fraudulent methods of advertising, adulteration or misrepresentation.

The following officers were elected for the coming year: President, R. W. Doekray, milk dealer; 1st Vice-president, W. Mann; 2nd Vice-president, R. W. Walker; Treasurer, W. Dineen; Secretary, E. M. Trowern; Auditor, M. Moyer; Chairman of Municipal Committee, A. B. Griffin; Chairman of Legislative Committee, G. J. St. Leger; Chairman of Press Committee, Geo. Good; Chairman of Criminal Law Enforcement, J. C. Van Camp; Chairman of Finance Committee, A. M. Hobberlin; Trustees, W. Dineen, A. M. Hobberlin, E. S. Coryell (C. F. Adams Co.); Representative on Exhibition Board: Jno. Willmot and F. C. Higgins.

An increase of over three hundred members had been made during the past year, and votes of thanks were tendered to the retiring officers.

EVAPORATED APPLE PRICES.

Are evaporated apples losing their prestige on account of the cheapness of California dried fruits? This is a question that many brokers and wholesalers are interested in and different

opinions are expressed. Some claim that the demand for the "vaps" has fallen away, due to the low prices of dried peaches, prunes, etc.

Jos. Lintirie, manager of the Dominion Brokerage Co., Calgary and Edmonton, writing The Grocer, says:

"The demand for evaporated apples in this market has fallen off wonderfully during the last year, and the apple men of the east who have heretofore looked upon the west as a good field to offer their goods, are now wondering why their brokers out here are not selling more of them.

"While we are bringing in a few cars all the time the demand has fallen off fully fifty per cent. over last year, and it must be obvious to the eastern packers that something is taking the place of their goods.

"California fruits are responsible for this slump and people will certainly not pay ten and twelve cents per pound for apples when they can buy peaches, pears and prunes for seven and eight cents. This is no doubt an alarming prospect for the apple men, but the fact must be faced just the same, that not until the price of apples comes down to the level of California fruits, will the demand for apples increase.

"California fruits are finding a ready market here. Competition is keen as several firms are making a strong bid for the business and contractors have been compelled to buy these fruits in preference to evaporated apples because of the great saving in price."

Peaches Are Cheaper.

"Replying to your inquiry of the 22nd inst. regarding the evaporated apple situation there is hardly any doubt in our minds," says J. A. Somerville, of the W. A. Gibb Co., Hamilton, Ont., "but that the price of evaporated apples is affected considerably because of the low prices ruling on California dried fruits some of which can be sold as cheaply on our market to-day as evaporated apples, viz., peaches—of some grades only however. Pears are much dearer than evaporated apples. Prunes of some sizes are of course much cheaper, which is usually the case. In our judgment, however, California fruits cannot take the place of apples beyond a certain limit and we feel that there will be still an active demand for evaporated apples as the spring opens and it depends entirely on the holdings as to whether there will be an advance in price or not. It is hard to estimate the stocks held in this country at present. The greatest difficulty in the evaporated apple situation at the moment is the low prices ruling abroad, which, after all, largely makes the price on evaporated apples in this country."

F. A. Verey, agent in Toronto for the Edwardsburg Starch Co. has been ill for the past week or more with la grippe.

The Canadian Grocer

Established 1886

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MR. TROWERN AND THE GROCER.

Two weeks ago The Grocer called attention to the presumption of E. M. Trowern, secretary of the Retail Merchants' Association, on account of his attitude in opposing the bill introduced into the Ontario Legislature by P. H. Bowyer, to amend the Pharmacy Act. In this week's issue on another page appears a letter from Mr. Trowern in explanation of his part in connection with the bill.

He states that what he suggested was endorsed by the sub-committee and intimates that the bill as Mr. Bowyer wanted it, would allow retail merchants to compound medicines and make up prescriptions. Both these statements are contradicted by three members of the Ontario Legislature, who were on the spot at the time. All he did say was that he represented the Retail Merchants' Association and that the merchants did not demand the changes wanted in the bill. They say that he did not suggest, as he says he did, that general merchants should have the right to sell a number of additional articles. This was exactly Mr. Bowyer's position; and Mr. Bowyer did not say that, and did not desire that the merchants should have the right to compound medicines or make up prescriptions.

Therefore, the action of the sub-committee did not prove beyond a doubt—as Mr. Trowern says in his letter—that his views were correct.

The Canadian Grocer has nothing nor did it ever have anything against the Retail Merchants' Association. We believe in a central organization, but that does not alter the contention that there is also the need of single line associa-

tions. The success which has attended the Retail Hardware Dealers' Association is an evidence of this, to say nothing of the successes which have characterized the Retail Grocers' Associations in both England and the United States.

There is no reason in the world why single line associations should not be represented in an organization like the Retail Merchants' Association.

The Retail Merchants' Association has done a great deal of good and effected many reforms, but it could have done a great deal more had it been more efficiently conducted. The great drawback to the Retail Merchants' Association is Mr. Trowern himself. If he would give the association more prominence, and Mr. Trowern less, the organization of which he is the secretary would be a great deal more successful.

The Canadian Grocer has no quarrel with the Retail Merchants' Association. The quarrel, if any, is with Mr. Trowern, and the instigator of it was not this paper. No one knows this better than Mr. Trowern.

GOVERNMENT MAY ACT.

The Grocer learns that there is a possibility of the Quebec Government appointing an inspector whose duty shall be the inspection of the hotels throughout the province. It is to be hoped that official action will be taken, and promptly, too. Not alone in the interests of the commercial travelers should such an officer be appointed, but for the better accommodation of the general public as well. The commercial traveler, however, is the man who suffers the greatest discomfort and inconvenience if hotels are not properly run. He spends ten to eleven months of the year on the road, and must, naturally, spend more time in the hotels than any other Canadian. It is his right, and only just, that accommodation should be good. Some proprietors take pride in keeping up the reputation they have won for their house. But an inspector is required because there are too many owners who do not give a continental for the "drummer," who chiefly supports him. The only way to keep up the standard is to appoint an inspector.

We would suggest the appointment of a commercial traveler, say, between the age of thirty-five and fifty, and preferably one speaking French as well as English. The position must not be filled by any peanut politician for \$800 a year, but by a good, practical, sober, level-headed traveler, who knows from experience the life led by the commercial man. He must be able to understand the wants of the traveler, and at the same time he must be able to fairly

consider the hotelman's position. A first-class man will fill this responsible office to perfection, and will do a great deal to improve the standing of many of our hotels. He should be paid \$2,000 or \$2,500.

If the Government contemplates following in the footsteps of Ontario, in choosing a man to fill this position the situation had better remain as it is, for unless the inspector be thoroughly equipped with the necessary knowledge, which can only be gained through having gone through the mill, he will do more harm than good.

THE CO-OPERATIVE MOVEMENT

At the present time there seems to be considerable controversy in Brantford over the co-operative store scheme. A short time ago the Courier, of that city, published an extract from The Canadian Grocer, dealing with the failure of the Toronto Co-operative Equitable Society, and which was signed by "Citizen." A few days later the president of the Brantford Co-operative Association came back at "Citizen," and The Canadian Grocer, with a lengthy reply, in which he makes statements, many of which are misleading.

The first point he attempts to make is that we should not judge all co-operative concerns by the failure of one. It so happened that he either didn't know or didn't desire to know the real facts of the case.

The original "extract" printed in the Courier dealt only with the Toronto Co-operative Equitable Society, but if the president had seen the issue of The Grocer from which the extract came, he would have observed that it also announced the death-knell of the Dominion Co-operative Association. In the succeeding issue he might have noticed the failure of a similar concern at Hochelaga, the dissolving of the Duck Lake Co-operative Association in the West, and the acquiring of the Workman's Co-operative Association in Sydney, C.B., by the Sydney Supply Co.

Surely this must be proof conclusive to the president at Brantford that there has been more than one failure in the co-operative ranks. When it is considered, therefore, that there are comparatively few of such concerns in Canada the failure of five at about the same time is somewhat ominous.

Again, the president of the Brantford Association compares the failure of a co-operative society to that of an individual grocer, but he seems to appropriately forget that the failure of the former means loss of money to hundreds of stock subscribers, and not to a single person, and what is most irritating is that this loss to the subscribers—in some cases at least—has been a gain for the company promoters.

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ONTARIO ASSOCIATION UPHELD.

In last week's issue a letter appeared from F. C. Higgins, a Toronto grocer, disparaging the idea of forming a Provincial Grocers' Association. While we do not agree with the views of the writer, we are always desirous of opening our columns to our readers for all legitimate discussion, and we gladly gave space to Mr. Higgins' communication and respect him for clear-cut opinions on the question.

The Canadian Grocer claims that there is the need of a Retail Grocers' Association in Ontario, but it does not, nor never did, discourage the Retail Merchants' Association, which, we believe, has accomplished some good work.

It must be plain nevertheless that if grocers want to get the best assistance possible they cannot get it from an association in which are interested hardwaremen, druggists, dry goods men, coal and wood merchants, undertakers, and representatives of all the various existing trades. A Retail Merchants' Association is all right where sufficient numbers are lacking in a separate trade, but when the vast number of grocers in Ontario is considered in comparison with the members of any other trade, it remains an indisputable fact that they certainly would have sufficient strength to look after their own interests, were they properly organized.

There are times when questions arise in Parliament in which grocers alone are interested and when the other members of a merchants' association do not so much as give the problems a thought. There are also times when questions come up in which the interests of two trades conflict. It has to be a very diplomatic Retail Merchants' Association which can bring about an amicable arrangement.

A concrete example might be found in the bill introduced into the Ontario Legislature recently to amend the Pharmacy Act. This was a question between the druggists and general merchants—who are all grocers—of Ontario. The druggists were organized, but the grocers were not, and a strong kick was made by the former. The general merchants happened to have some of their representatives in Parliament who came to their rescue and they secured practically what they desired.

Mr. Higgins can scarcely contradict the success of the Retail Hardware Dealers' Association, organized a couple of years ago. Its membership has grown from twenty to two hundred and seventy, and it has become a force to back up the interests of the members of the hardware trade. The benefits that would accrue from an annual convention of retail grocers of the province, where different members of the trade would read papers or give addresses on store man-

agement, cash system and other live questions, would be incalculable.

Mr. Higgins is also asked to remember that at the time the trading stamp evil was overcome, three-quarters of those who filed into Parliament were grocers or members of allied trades, the majority of whom came from the Retail Grocers' Association of Montreal.

There is no disputing the benefits that have followed the organization of the grocers in the Ontario cities of London, Hamilton and Brantford. Is there any possible argument against a unity of grocers of Ontario should not exist in one big association where ideas for the most efficient running of a retail trade could be freely exchanged?

In referring to failures of one-line associations where did Mr. Higgins get his information? The medical, drug and hardwaremen are united in Ontario, and he has but to look across the line to the United States to see the success of Retail Grocers' Associations. Cities have them and these are affiliated with state associations which practically all belong to the great National Retail Grocers' Association of the United States, which has more than 350,000 members. There are not "numberless tombstones in the commercial graveyard," showing the demise of one-line associations, but if The Grocer desired it could point to many that stand to the memory of Retail Merchants' Associations. Our desire is to see the Retail Merchants' Associations prosper, but we also wish to see the members of the trade we particularly represent united in one large body for the common interests of all.

THE WEATHER UNFAVORABLE.

Reports from the eastern townships of Quebec state that weather conditions have not yet become favorable for sugaring. There is to be noticed throughout the sugar-making district a reviving interest in the industry, as farmers are beginning to realize the value of the product. In proportion to the amount of labor that is put into the industry, it yields better results than almost any other phase of farm work. Every year confectioners are using more maple sugar in their work. The taste for it is yearly becoming more widespread. If this enthusiasm continues, it will not be long before every maple tree in Canada will be tapped.

Making maple sugar can be learned only by practice. Common sense methods will yield good results. Two words express all that there is necessary to make good sugar and syrup—push and absolute cleanliness.

In the old days it was thought that sap could stand around for an indefinite period, and be just as good as ever.

This, however, is not true. The best results are gotten when the sap is put through the evaporator as soon as possible. The Government of Canada are recognizing the valuable asset they have in this industry, and are adopting means to encourage it. As a money-maker it beats the dairy. A farmer does not have to pay out all he gets to feed his trees. It is just labor, and the best paid labor on the farm.

DECEPTION IN BUSINESS.

Business men who practice deception are not wise. Possibly for a time deception may appear to pay, but as a paying proposition all the time there is no question of its futility.

The very foundation of successful and permanent business is confidence. It is as impossible to build up confidence on a foundation of deception as it is to build an enduring super structure on quick-sand.

Up-and-above-board ways of dealing with customers, creditors and employes may not make all rich in dollars who practise it, but it will create a name for probity and that, after all, is more important than even cash as a basis of commercial credit.

SPREAD OF THE CASH SYSTEM.

Even merchants doing business far back in what is sometimes termed the "hinterland of Canada" have caught the spirit of the cash system. Correspondence from Edmonton, Alta., appearing in this issue, contains the information that the seven merchants of Morinville, a little town some twenty-two miles to the northwest of the Albertan capital, have banded together and instituted the cash system. The penalty for breaking the contract has been placed at a hundred dollars, so that it is not probable the merchants will deteriorate from their good intentions.

In the same correspondence there is a splendid illustration of how an Edmonton grocer has built up a good business by sticking to the cash system. He was able to sell his goods cheaper than many of his competitors and was therefore able to work up a business in six years to which he can point with pride.

BUSINESS MAXIMS.

By Plato, Jr.

¶ An affable merchant usually means an agreeable customer.

¶ Clerks who watch the clock cannot keep their eyes open for customers.

¶ He who knows his business will not find it difficult to know his customers.

¶ He who has a thought for the welfare of his customers is by no means blind to his own interests.

¶ He is just with himself and honest with his customers who gives weight and measure exact and true.

Notes From the Maritime Provinces and Quebec

Montreal Grocer Wants to See Law Against Borrowing—St. John Wholesale House Separates From the Guild—Butter Dealers Lose in Halifax—Apple Prospects Good.

MONTREAL.

March 30.—T. S. Vipond, of the firm of T. S. Vipond & Co., fruit merchants, at 171 Youville Place, died suddenly at his home, in Kingston, Jamaica, Sunday, March 28, of apoplexy. The deceased was sixty-six years of age, and had rarely been ill. His son, Dr. Charles Vipond, his wife and his only daughter, Miss Mary Vipond, had left him at Kingston, Jamaica, two weeks ago in perfect health, but a cablegram reached the family residence at 576 Dorchester St. West, stating that he had succumbed to a sudden attack of apoplexy.

The late Mr. Vipond was a life-long resident of Montreal. He was born at St. Henri and received his education in the public and high schools of the city. For the past twenty-five years, he has been engaged in the fruit business, and was the first merchant to bring a cargo of bananas from Jamaica to Montreal. Deceased was a governor of the Montreal General Hospital, the Protestant Hospital for the Insane at Verdun, and was a member of the American Presbyterian Church.

Mr. Vipond is survived by his wife, one daughter, and eight sons, William, the eldest, resides in Belleville, Ont.; the following live in Montreal: T. J. Vipond, Dr. A. E. Vipond, George A. Vipond, Dr. Charles Vipond, Frank, Ernest and Salka'd. The remains are being sent to Montreal for interment. The funeral will be private.

Many of the grocers about town state that trade during the week has been decidedly dull which, in a large measure, is due to the cold weather. Spring trade cannot be said to have set in in earnest yet. The comparative scarcity of vegetables, and fruits, and the prevailing high prices of these products, at this time of the year, has given some impetus to the canned goods and dried fruits sales. In view of the seasonableness of these goods, several of the grocers are showing some nice window displays. Among the particularly attractive ones, may be mentioned Gavel Freres, corner McGill College Ave. and St. Catherine St. and the English Provision Co., corner of Bishop and St. Catherine St.

Thomas Waldron, 1375 Wellington St., near Church Ave., has opened a grocery at this address. Mr. Waldron has been doing a business as a tea merchant, but has decided to add groceries to his other trade.

W. C. Christmas, commission merchant, Merchants' Bank Building, St. James St., has secured the agency for the Hills Bros. Company, New York. This firm of dried fruit importers was for many years represented in Montreal

by the late Thomas Montgomery. Mr. Christmas is one of the younger generation of brokers who is making good in his field.

Willis Rowe, late of Rowe, Dean & Lacy, Sherbrooke, Que., is spending a few days in Montreal, en route to the Cobalt district. Mr. Rowe is going up there to look over the prospects for establishing a business.

Frank Cote, late with Sweet Milk Condensing Co., St. Lin, is spending a few days in town.

A representative of The Grocer was recently told by a member of the trade that a law should be passed preventing people from borrowing from their family grocer. This at first sight appears humorous, but it is nevertheless a fact that the grocer is singled out among all other tradesmen, as the victim of the borrowing fraternity. This is especially so in smaller towns, and the suburbs. Some people seem to think he is in business as an accommodation bureau, and should supply all their little odd wants, from lending his horse and rig to supplying crockery to church socials.

Some of the buyers in Montreal during the week were: T. B. Rivet, St. Sulpice, Que.; Willis Rowe, Sherbrooke, Que.; J. Julien, St. Bartheleme, Que.; M. Gendron, St. Maurice, Que.; V. Trudeau, St. Lambert, Que.; C. I. Gervais, St. Constant, Que.; A. Rivard, St. Genevieve, Que.; Alex. Robert, St. Bruno, Que.; E. Brunet, Pointe Claire, Que.; O. Brodeur, Richelieu, Que.; H. J. Desautels, Ste. Angele de Monnoir, Que.; G. Parent, Pointe Claire, Que.; J. P. Rocheleau Pauline, Que.; E. LaHaie, St. Eustache, Que.; J. N. Ledoux, Marieville, Que.; P. W. Sequin, St. Paul l'Ermite, Que.; J. B. Lefebvre.

ST. JOHN.

March 30—There has been a marked improvement in business here during the past few weeks and the usual spring activity has now set in. Both wholesalers and retailers report that trade has picked up lately and a continuance of brisk sales is anticipated.

Baird & Peters, wholesale grocers, of this city, have announced to the trade that they are severing their connection with the New Brunswick Grocers' Guild. C. H. Peters, head of the firm, declined to discuss their reasons other than that given in the circular which they have sent out and which reads as follows:—

"It is interesting to note from recent reports that the mother country in addition to providing capital for her immense industries and foreign commerce, has, at the same time, been able to loan to other countries the fabulous sum of between four and five billions of dollars, and this under a free trade policy.

"After giving the question careful consideration, based on our long experience,

and with a view of safeguarding the interests of our customers, we have decided our policy in future will be that of the mother country's—a free trade policy.

"We are satisfied it will be far the best interest and to the mutual advantage of our customers, prospective customers and ourselves, to be in a position to make our own arrangements with the manufacturers and producers, and fix our own selling prices.

"With this in view, we have given the required 60 days' notice to the Wholesale Grocers' Exchange of our decision to withdraw on the 20th May next.

"With the large volume of business here and at our branches, we have a purchasing power which places us in the best possible position to handle the grocery trade within our territory."

One of the most highly respected grocers in St. John, died on Tuesday, March 23, in the person of William H. Nose, of P. Nose & Sons. Mr. Nose was ill less than a week and his death came as a great shock to his friends.

Mr. Nose, with his brother Leonard T., succeeded to the business on the death of their father, Phillip Nose, in 1885, and have built up a very large trade in the north end, and all along the St. John river. He was 43 years of age and leaves a wife and three sons, also seven brothers and two sisters. He was a charter member of St. John Lodge No. 30, Knights of Pythias. The funeral was held on Thursday, 25th inst., and was one of the largest seen in the north end for many years.

Charles A. Clark, retail grocer, who a few years ago moved from the market building, Charlotte street, to 75 Sydney, will on the first of May return to Charlotte street, occupying a store opposite the market building.

H. W. de Forest & Co., wholesale tea packers, of this city, who have a branch in Boston, Mass., are considering enlarging their business there, in view of the proposed change in the United States tariff. Mr. de Forest and Mr. Howell of the firm are now in Boston in connection with the matter.

It is stated here that the United Fruit Company, of Boston, will open a branch office here to be known as the Fruit Despatch. Walter Katzman, of Boston, will be in charge here and will open the local office about the first of April.

The creditors of Charles D. Trueman, wholesale grocer, whose stock was sold at auction recently by the assignees, have been paid their first dividend of twenty-five per cent. It is thought that about 60 cents on the dollar will be realized.

E. A. Goodwin, wholesale fruit dealer, was in Boston on a business trip last week.

HALIFAX.

March 30.—The feature of the grocery markets this week was two more advances in the price of sugar, making four within a short time. Quotations this week show an advance of 20 cents per hundred pounds all round. The ruling prices now are: Extra Standard, \$4.90; No. 1 yellow, \$4.60; bright yellow, \$4.70; unbranded yellow \$4.25 and Austrian, \$4.60. Hand-picked beans al-

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so show an increase, being now quoted at \$2.25.

Business is brightening up in all lines and the travelers are sending in good orders. With the opening up of navigation business is bound to show good improvement. Trade in Cape Breton is also improving and orders coming from that section of the province are very satisfactory. Collections are fair and the jobbers hope for still further improvement as the spring advances.

Several Halifax dealers were hit hard by the sudden slump in the prices of eggs and butter, more particularly the latter. In anticipation of higher prices in the spring, many of the dealers early in the season had bought up all the available butter and paid pretty fancy prices for it. They also had an interest in a lot of butter stored in Montreal, but the market failed to hold and the price gradually dropped. Strong efforts were made here to keep the market together but when the retailers offered fresh-made butter at lower prices than were quoted by the wholesalers, the bottom soon dropped out of the market. Indications of a "break" had been evident for some time before the slump in prices. When butter is offered for sale at public auction it is a pretty sure sign that the supply is good and the demand light, otherwise this stock would be bought up quickly. One Halifax dealer who was hard hit, has decided to eliminate butter from his business altogether. The trade has just received the reports of butter from the Inland Revenue Department Laboratory, Ottawa, and they tend to show that the butter handled here is good and the quality high. Of the samples tested all were considered to be very good.

The market is well supplied with eggs, but the demand locally is only fair. Large quantities of eggs are now being sent to Quebec where better prices are obtained. Eggs are now selling here at eighteen cents per dozen in crate lots.

The prospects for another excellent crop of apples this season are very good according to G. H. Vroom, Dominion Fruit Inspector, of Middleton, who is in the city. "The trees all through the Valley are looking very well," said Mr. Vroom. From the buds now formed it looks as if the autumn would yield another record crop. The insects are not going to be as bad as in former years, although there will be a lot of trouble caused by the canker worm. A lot of spraying will be necessary on this account. There are still about 25,000 barrels to be shipped. The steamer Virginian took four thousand barrels and the steamer Tobasco seven thousand barrels. Both sailed this week for London. The price has gone up in London. The market has held firm, especially at the close, and the season will wind up a most successful one.

The fish markets are now very active and the demand for fresh fish is heavy. Halibut is now coming in more plentifully and there has been a drop of three cents per pound in the price, it being

now quoted at fifteen cents. The large stocks of cold storage mackerel have all been cleaned up. There is still some frozen salmon on the market, but as the price is high the sales are very limited. Cod and haddock are coming on the market in larger quantities and they relieve the rush on other lines. Very few lobsters are on the local market this week. There was a heavy drop in the

price of lobsters in the Boston market this week, and as a result the shipments have fallen off. The season for smelts is about over and the market is now bare of them. Many of the grocers are complaining about the poor quality of the salt herring this season. Not only are the fish poor but they seem to be packed very carelessly and soon lose their pickle.

Business Items From the Western Provinces

Address on Question of Manufacturers Maintaining One Price in Victoria—Edmonton and Winnipeg Grocers Build up Businesses on Cash System—British Columbia Travelers Going to Big Exposition—Large Shipment of Tea Landed.

VICTORIA.

April 6.—The Retail Grocers' Exchange held a smoker last week at the Pioneers' hall, to hear an address from J. J. Higgins, secretary of the Seattle Retail Grocers' Association, and also secretary of the State of Washington Retail Grocers' Association. The subject was, "Associations: some of their benefits, especially to Grocers." Invitations had been extended to the wholesale grocers, wholesale fruit dealers, cereal manufacturers, their travelers, all grocers' assistants and those grocers not members of the Exchange. The hall was well filled and the closest attention given to the address from 8.30 to 10.30. One prominent subject was the steady growth of the principle of manufacturers making and maintaining a minimum retail selling price on their manufactures. From all parts of the States, especially on the Pacific coast, leading manufacturers were falling into line and adopting this plan. It is felt to be the only way, said the speaker, to effectually and legally stop price-cutting; the general public seem to appreciate the one-price articles, and the retailer need not hesitate to consider the price to quote when asked by a customer. All present were urged to keep careful record of their expenses and remember these when pricing the goods. There should be a profit for the grocer on his invested capital, as well as enough to cover the expense amount. Retailers were urged to try always to be friends with the wholesalers, and they will be the friends of the retailer. Their interests were mutual and to succeed they must consult each other. Use well the "credit information department" of the Exchange, in which the secretary keeps private to himself the names of those enquiring, and those who give him the answers. It will save many a bad debt and pays many times over the small amount of the monthly dues. A number of other matters affecting the grocery trade were briefly referred to, the whole forming a most instructive and entertaining address.

Chinese peddlers of vegetables, fruit, fish, etc., are getting so numerous as to quite interfere with the business of the

stores, and meetings of those most affected have lately been held, to consider how best to rectify this. It was decided to prepare a petition asking the city council to revise the amount paid for the license with a view to largely increasing it, to insist on correct scales and weights being carried, and sufficient officers to be appointed to check peddling without a license.

The retail flour market is still disorganized, different prices being quoted for the same make of flour. Manufacturers' representatives have been in town trying to straighten out the matter.

EDMONTON.

March 30.—Prospects for the coming season in and around Edmonton are extremely bright, judging from reports given in connection with the new railroads and branches from Edmonton. To date about the only definite result from a business standpoint is that the contracting firm of Wickham and Alfred have been purchasing big quantities of supplies in our city for the coming season's operations on the western extension of the Grand Trunk Pacific. They have a long stretch from the McLeod River west through the Big Eddy. Foley Bros. and Larsen are also freighting with several hundred teams large quantities of supplies west to the McLeod from Edmonton, thus showing that even if all contracts haven't been let there is surely going to be plenty of work going on.

From this work has sprung a trading company known as the Pembina River Trading Co., which is to open large general stores both at Pembina River Crossing and the McLeod. This company has unlimited capital and is rushing supplies in to both stores while the snow lasts with the anticipation of supplying survey parties and other outfits in connection with the railroad work. This company is also making plans for establishing a permanent store at the townsite, or divisional point of the G.T.P., in the vicinity of the McLeod or Wolf Creek as soon as the townsite is surveyed.

H. T. Langmaid is opening a new general store at the Paddle River about sixty miles north west from Edmonton. Mr. Langmaid has just returned from



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Boston where he was making arrangements for the establishment of the largest store in this section of the country. He is to put in a stock of about \$30,000 thus enabling him buying in such large quantities to corral most of the north western business and to save people in this rapidly filling section from the long and hazardous freight haul from Edmonton.

V. H. Davies, for a long time in the employ of the Acme Co., in Edmonton, has gone west and opened up a general store at Wolf Creek, about one hundred and twenty miles on the direct line of the G.T.P. This is another aspirant for the early opportunities in connection with the opening of the divisional point.

As The Grocer has always advocated a cash business among merchants this bit of news might be of interest to its subscribers. At the little town of Morinville, twenty-two miles north-west from Edmonton, on the branch of the Canadian Northern Railway, which branch in the near future is to be extended to Athabasca Landing, the merchants, seven in number, have banded together for protection and all signed an agreement on Jan. 1st. last to do a strictly cash business, the first to break the contract to be penalized by a fine of \$100. So far this scheme is acting very well. One would imagine this the hardest place to institute a cash business as it is the centre of a large farming community.

We have a splendid example in Edmonton of a man who has made a success at doing business on a strictly cash basis; this is F. Schattner. Starting in a little store on the corner of Mamayo Ave. and Isabella St. a little over six years ago handling groceries, he has been so successful by adhering strictly to a cash basis that to-day he owns the large new two story brick block where he does business, on the site of his former little store besides owning considerable city property. He claims that by doing business for cash only he has been able to undersell all his competitors and getting his money for his goods he has been able to buy in such large quantities that this is made possible. His little grocery store has grown into a departmental store of considerable size now handling groceries, dry goods, boots and shoes and flour and feed. He never solicits business but relies on the lowness of his prices and quality of his goods.

C. C. Thompson, who has for about two years been conducting a grocery, fruit and confectionery business at the east end of Jasper Ave., intends moving the first part of April into new and more commodious quarters in the west end at 439 Jasper Ave. West, the new Wellington Block.

T. W. Rourke, who has for about three years been manager of Revillon Bros., Edmonton branch, has been transferred to New York to become general manager of the New York branch. He is succeeded by Jean Revillon, of the head offices in Paris.

CALGARY.

March 30—Trade in grocery and produce lines is steadily improving. Large quantities of supplies are being purchased for shipment to country points in anticipation of a big demand in the near future. Settlers are arriving in increasing numbers from week to week,

and this stimulates trade of a very satisfactory nature as it is spot cash business. The C.P.R. Irrigation Company have let contracts for a large amount of work to be done in extending irrigation canals to the south-east of Calgary. It is stated that more than 250 teams will be employed, and that settlers will be given the preference, provided they care to take up the work. The demand for wheat lands in the south country is urgent and the company is desirous of satisfying it. With Alberta winter wheat selling at 97c. per bushel, the farmer who last season harvested anywhere from 35 to 50 bushels to the acre, has surely no reason to complain of hard times. Since the movement of grain westward to the Pacific began, many inquiries are coming in for Alberta wheat. One of the local milling companies to-day received a wire from San Francisco asking for a quotation on 25,000 bushels of Alberta red winter wheat. It will not be long until our famous wheat is known and appreciated the world over. The recent snowfalls will prove beneficial to the crop, which is reported to be in excellent condition.

Prices are firming up in some grocery lines. Corn syrups have been marked up 15c. per case; sugars are higher, also California seeded raisins and evaporated apricots. In the produce market potatoes are more plentiful, as farmers are now hauling in loads from country points and this is satisfying the demand. Fresh eggs are plentiful, retailing at 25c. per dozen.

SASKATOON.

March 30.—B. A. Archibald has sold his general store business to A. W. Cooper.

A new general store has been opened on Broadway by A. I. Farnham.

J. F. Cairns is at present on a trip to Eastern Canada and is expected back in a few days.

A new residence is being erected on Saskatchewan Ave. for B. A. Archibald.

A new frame warehouse is under course of construction for Carruthers & Co., hide and fur merchants, of Winnipeg, who recently purchased a site here. The building is 28x60 ft. and will be metal clad. It is situated in the wholesale section and has track facilities.

Considerable alterations are taking place in the Cairns store. The whole front of the grocery section has been taken out and the door placed in the centre instead of at the end of the building where it formerly was. The windows will be fitted with glass doors and a refrigerator will be installed for meats and other articles requiring a cool place. The general offices have been moved upstairs, which gives much more room on the ground floor.

F. Booth has taken a position as manager with Avery Smith in the store on Avenue A. Mr. Smith has gone to Floral, where a general store has been opened under the name of Avery Smith & Searles. The new firm intend to extensively handle butter and eggs, which they will ship to the city store for disposal.

Early & Early, produce merchants, intend building a new warehouse on 20th St. The firm have done an extensive business in potatoes, flour and farmers' produce during the winter, necessitating the erection of larger premises. Some material is now on the ground ready to make a start as soon as the ground can be excavated.

A site for a city market has been purchased by the city on Avenue A at a cost of \$25,000. Buildings will be erected as soon as possible. For some time there has been a feeling that a market should be established by way of encouraging farmers to go in more extensively for farm produce.

VANCOUVER, B.C.

March 30.—A visitor to the city last week was William C. Mooney, vice-president and assistant manager of the Mooney Biscuit and Candy Company, of Stratford, Ont., whose product is known in this part of Canada. H. B. McKelvie is the manager in Vancouver for the company. Mr. Mooney ascribes no little of the success of his company to judicious advertising, principally in trade papers. In six years it has accomplished what other firms in the same line of business have taken 50 years to achieve. As indicating the strides made by his company, Mr. Mooney stated that last year it did between \$350,000 and \$400,000 worth of business west of the Great Lakes.

The United Commercial Travelers of this city plan a large excursion to Seattle in June, when they will attend the Alaska-Yukon Exposition. Theirs is no cheap money-making proposition, but a scheme to give every member of the association an opportunity of attending the fair without being rushed and crushed to death. It was proposed at first to charter one of the Empresses, a rather ambitious project, and failing to secure that, negotiations are now pending for the Makura, the big liner that runs between this city and Australia. It is figured that if it costs each of the 300 members of the association about \$20 each, it will be easy, as that will give accommodation while at Seattle, thus saving hotel bills. It will not be known until the Makura returns to Sydney whether or not she can be chartered for the trip.

The Northern Commercial Company, operating in the Yukon and Alaska, has its buyers in town this week, namely, F. S. Jones, J. A. Murphy and J. R. Hansen, of San Francisco. They are placing large orders, which will run, according to an estimate of one wholesale man, to between \$75,000 and \$100,000.

F. A. Bean, president of the Saskatchewan Flour Mills, of Moose Jaw, and the assistant manager, J. A. Wilson, are here introducing their Robin Hood flour. They are conducting a demonstration campaign, and their unique scheme is to have a group of charming young ladies, known as the Robin Hood girls, extol the virtues of this particular manufacture.

D. K. Chungranes, Ltd., one of the

oldest fish houses in the province, which has operated at Victoria for many years, has started in Vancouver, and has absorbed the business at 630 Westminster Avenue. It is proposed to sell both wholesale and retail. Mr. Chungranes, president and general manager, is here in connection with the transfer. This company has for a number of years had its own fleet of fishing boats.

The grocers of New Westminster are taking an active interest in bowling this season and have a team which is competing for a trophy in the business league.

Capt. Charles W. Busk, a pioneer fruit grower of the Kootenay, was in the city the other day on his way home from a trip to Florida and Cuba, which he made principally to secure information about the methods of handling and marketing fruit. The results of his ob-

ing Vancouver one of the principal tea ports in the Dominion. Their large business in this line was exemplified last Saturday when 1,352 chests were taken from the Empress of China to their warehouse. This was the largest single shipment of tea landed here by one consignee, and it will be shipped to all parts of the west and north. The leaf was brought from points in India and Ceylon to Hongkong, where it was transhipped to the Empress of China. The removal of the tea was quite an event on Saturday afternoon, it being made under the direction of W. T. Heddle, manager of the tea and coffee department of the company. The shipment was loaded on sixteen drays.

The milk and cream shippers of the Fraser valley have organized and will approach the C.P.R. for cheaper freight rates, so as to reach the factory at New

to see the term "C.O.D." repeatedly. Such a tendency in the grocery business will be welcomed by many. The old nuisance of waiting for the money will be to some extent eradicated. No doubt when the retail merchants become better organized, this matter of inaugurating a cash trade will be discussed. The largest grocery store in the city to-day is doing a strictly cash business, and other retailers ask, why cannot we? There are others doing a leading trade who are reluctant toward a cash business, because they are filling orders continually by phone from wealthy homes who prefer monthly settlements. Such customers may be the making of his trade and to ask for cash they consider would be a direct insult to those who have best served them in the past in the matter of payment.

J. F. Powell was in the city last week representing the Cadbury chocolate and cocoa manufacturers of Birmingham, England.

The McNaughton Dairy Co. have opened a jobbing creamery house in this city. The head of the firm is C. H. McNaughton, of the fruit company of that name, in another part of the city. The creamery puts up cheese in five sizes of jars for the retail market and their butter, which comes from creameries in Saskatchewan, is put up in one pound cartons. It is the intention of the company to manufacture cheese in their present plant before long.

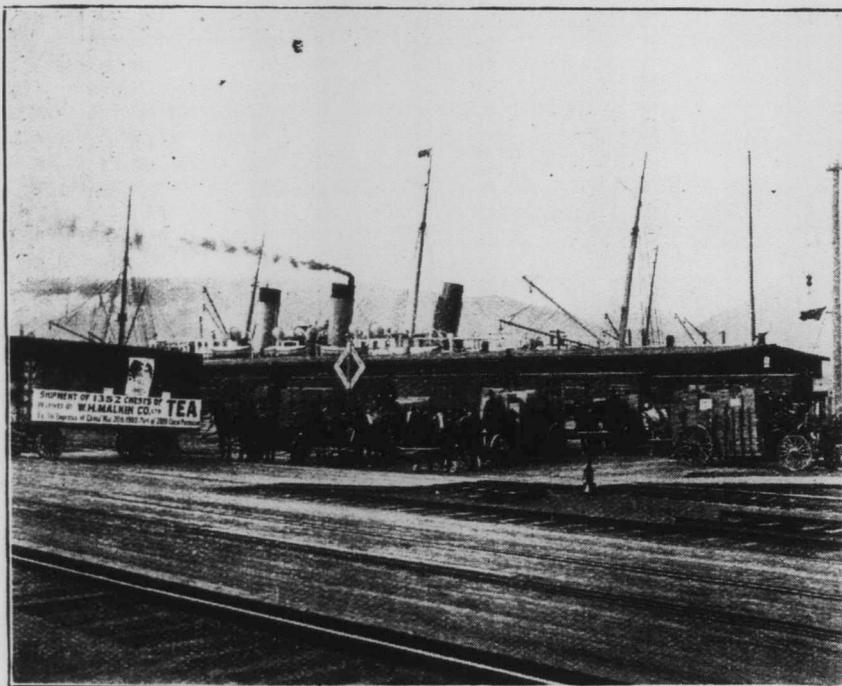
Clements & Macdonald is the name of a new grocery and hardware retail store opened in this city a few weeks ago. H. M. Clements and R. G. Macdonald, the proprietors, were formerly real estate brokers here, and have put considerable capital in their new stock. The store is in the corner of a beautiful block, admirably situated in the city for good trade. At the rate of increase of business there is reason to believe that the firm will have good success.

There are many retail grocery stores in the city which cater to foreign trade. Few of these are on metropolitan streets but are scattered throughout the city among the residences. It is interesting to note the volume of business carried on by some of these stores. On Redwood Avenue, in the north end of the city, is a neat store conducted by S. Katz. For the past four years he has done a successful trade among his immediate neighbors, and looks forward to a busy season this coming summer. In this store the fruit trade is excellent, surpassing the same line of trade in some of the down town stores.

J. C. Gobart is erecting a departmental store in the St. James section of the city fronting on Portage Ave. The building will be 60 feet by 66 feet, and by July 1 will be fitted up modernly with a stock of groceries, hardware and dry goods.

The Olympic Cafe is said to have the most attractive display of fresh fruits in the city. J. F. Dasso, late of Chicago, is the special artist in window decoration. At present the front window is a mass of green moss arranged in three pyramids on the banks of which are terraces at frequent intervals, and on which are laid oranges, lemons, apples and the various other fruits. No prices are quoted in the windows.

J. A. McKerchar, a Main street grocer for the past twenty-two years, was presiding last week at the Manitoba school trustees convention.



Scene at Vancouver, B.C., on the Occasion of the Landing of the Largest Cargo of Tea in the History of the Province.

servations confirmed him in the belief that the vital need of the fruit growers of British Columbia is a central organization which will look after the distribution of the fruit in the large consuming centres in the prairie provinces and the coast cities.

The Victoria Fruit Exchange is in receipt of a number of letters from leading importing firms of London, England, enquiring as to a supply of fruit for the Old Country market. Of the various varieties grown here, it is pointed out that Ribstons, Kings, Jonathan and Cox's Orange Pippins best meet the requirements of British buyers. These inquiries are an outcome of the display made of British Columbia fruit at several fairs last fall by the local Government.

The W. H. Malkin Company, of this city, is one of the largest tea importing houses in Canada, and the constant large consignments received by them are mak-

Westminster. T. Foster, of Whonnoek, was elected president; H. Payne, Matsqui, vice-president, and S. H. Shannon, secretary.

The general store of Hardy & Company, of Midway, B.C., was destroyed by fire, with a loss of about \$14,000, with insurance about \$8,000. The origin of the fire is a mystery. About ten days ago \$300 worth of damage was done to stock, and the business since then had been conducted in another building.

WINNIPEG.

March 30.—J. G. Hargrave, who has been in the retail trade in this city since 1879, last week referred to the gradual closing down of a credit business in connection with the grocery trade. It was interesting to note, he said, that upon looking over the books of three years ago, the term "charge" was repeatedly used, and on the books to-day,

Some Interesting Ontario Grocery Correspondence

**Peterboro Grocery Window Dressed With "Rheumatism Cures"
—Cash System in Bracebridge Better Than Collector—Shop-
lifting Prevalent in Ottawa**

PETERBORO.

April 1.—Your correspondent had a conversation recently with a citizen of Norwood regarding the business conditions in that village and learned that mail ordering from Toronto houses is killing business in that place. The city companies that make a specialty of mail ordering give the village particular attention with the result that they are taking away a great deal of the home trade and are thus damaging the whole business of the village in every line. Even farmers from the outlying districts are feeling the effects and the exchanging or bartering has not been anything like it was formerly. The only business that has increased as a result is the handling of express and the villagers state that they are sorry that they have to report this state of affairs. Not only are hats and shoes, clothing, and house furnishings, stoves and hardware among the list but groceries are also purchased in bulk. The result has been a marked falling off in the wholesale purchases made by the merchants. The system has spread even to the farmers and the village is losing the position it formerly held as a centre for farmers trading. This condition indirectly affects Peterboro for in the past many of the Norwood people came to this city for their largest purchases, but now they obtain all their wants from Toronto and do not have to go any farther than the post office with the letter containing their money order.

In connection with the above it is learned that Peterboro business men do not suffer to any appreciable extent because they are able to offer their goods at tempting prices and there does not seem to be the tendency here to try the mail delivery system.

A collector for one of the leading up town establishments states that he has received offers from grocers to collect their debts with a promise of commission ranging from 10 to 90 per cent. Many of the outstanding debts are practically hopeless as they have been swelled by the past winter's lack of work to a high figure. With skilled mechanics a brisk summer will probably wipe off these debts but with the majority of the laboring people who have fallen into this lot the summer will no more than provide necessities and may leave a little over for the winter, but the debt cannot be lessened. This is the condition as reported by this collector who is well versed with the true conditions.

One of the grocers who was displaying a window of oranges this week had them marked "Rheumatism Cure." A druggist remarked that this was the latest method of cutting in on their trade.

The mercantile hockey league championship was won by the team representing the Quaker Oats factory who, after a successful season, were banqueted by the managers of the company.

As yet there have been no offerings of maple syrup on the local market. The farmers promise a good supply in a

week or two providing the present conditions of the weather are maintained.

BRACEBRIDGE.

March 31.—The marriage of J. W. Reid, of Hutchison Bros., to Beatrice Ada Kirk, sister of Kirk Bros., was solemnized Wednesday at high noon, at the residence of her father, John Kirk.

On Monday evening the Tattie and Herin Club of this town, entertained J. W. Reid on the eve of his approaching marriage.

Trade in town is splendid owing to the continued good sleighing. All merchants declare March the best month so far this year.

Plans have been accepted for the erection of six splendid stores to take the place of the ones destroyed by the late fire. The town council will raise the sidewalk in front of the new blocks going up.

The large linen mills of Bracebridge resumed active operations yesterday and in another week the large saw mill and planing mills will be in full swing making the grocers wear that smile that won't come off.

We have noticed that Guelph, Brantford and other cities are arranging for the collection of debts by a special collector to be paid a salary by the merchants. With all good success to them we have a still better system in Bracebridge, and that is "Cash." A merchant who cannot say "No," should try something else for a living. Nearly all of our stores have introduced the cash system and all speak highly of its success and may it become a factor in every city, town and village in Canada.

OTTAWA.

March 31.—The Retail Grocers' Association will not hold a pure food show in connection with the Central Canada Exhibition this year. There are none of the grocers who care to spare the time from their business necessary to work up a show again this summer. The association was offered the part of Howick Hall, formerly occupied by the stage for a pure food show this year. However, the association feels that even if it could secure men who had time to work up such an undertaking, the place offered would not be large enough or at all suitable for the show. The association will hardly take up this work again, which proved so successful last year, unless the exhibition association can provide a permanent building in which to hold the shows each year. In this way the exhibitors could be leased spaces for a term of years, which would prove much more satisfactory to them.

Suggesting changes in the market by law, sixty members of the Ottawa branch of the Ontario Vegetable Growers' Association have presented a peti-

tion to the city council. Some rather novel reasons are set forth. What the petitioners want is the removal from the by-law of that provision which restricts them from selling to any but housekeepers before 9 o'clock in the morning. They say that they have to be on the market early in order to get a stand and that under present conditions they do not get home until noon; then, so to speak, they are "all in," or as the petition sets forth—so exhausted as to be unfit for work in the afternoon. The matter is one which will require very careful attention. The 9 o'clock restriction is for the benefit of the householder (5 per cent. in Ottawa go to the market) and designed to prevent hucksters and dealers going to the market and buying up the best of everything before the ordinary person is awake. The dealers who would engage in such business will doubtless support the petition, but it represents only a portion of the patrons of the market, as on busy days both sides are full and the line extends up to York St. Things are going pretty smoothly down there this year and from what can be learned at the city hall there is little likelihood of the by-law being changed, particularly in the direction suggested. The Allied Trades and Labor Association think the 9 o'clock by-law a farce because they claim it is never adhered to, though dealers run the risk of being fined. "The practice of shoplifting is costing merchants in this city thousands of dollars yearly," was the statement made in police court one morning last week by a prominent Sparks St. dry goods merchant. A grocer, in referring to the matter said: "For my part I am getting tired of letting these people go. They just spread the news that our store is easy because if caught we do not prosecute, but in the future we will adopt a different policy. From now on we intend to bring up every shoplifter before the magistrate and insist on punishment."

LONDON.

The annual meeting of the Retail Grocers' Association will be held on Tuesday evening, April 6, when officers for the year will be elected and arrangements will probably be made for the annual excursion. There is a strong feeling in favor of giving President T. Shaw a second term, for which there is a precedent in the case of C. H. Lee, the first president of the association, who had two years of it. Vice-president John Diprose also finds many warm supporters for the office, while others again favor giving ex-President E. J. Ryan, who takes a very deep interest in the organization, another term. It is hoped there will be a very large turn out of members at the next meeting.

H. A. Bishop, for some time representative of the Shredded Wheat people, with headquarters in this city, has resigned his position.

Canadian General Markets and Market Notes

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

QUEBEC MARKETS

POINTERS—

Molasses—Firm.
Maple Sugar—No new sugar.
Tea—Market strong.
Evaporated Fruits—Good demand.

Montreal, March 30, 1909.

The week has been an exceedingly dull one, in both retail and wholesale circles. Merchants state that spring trade will not open up actively, until the cold weather which has hung onto the tail-end of the winter has given place to warmer days.

There are scarcely any changes in the grocery situation during the week. The lack of interest has kept things about as they were one week ago. In discussing the situation with a leading wholesale man, he said "I believe this is the calm before the storm," and continuing "I somehow think warm weather will come all of a sudden, and then there will be some brisk business doing. I believe the coming season will be a prosperous one, as indications seem to point that way. Dealers are buying with more caution it is true, but the sum of the business passing is good. The fact that an effort will be made to open the river channel by ice breakers earlier than usual, will be of great advantage to Montreal at least.

SUGAR—The sugar market is firm, at the recent advance. Supplies of Scotch sugar are small and prices are firm. Muscovados are moving fairly well.

Granulated, bbls	4 70
" 1-bbls	4 85
" 2-bbls	4 65
" 20-lb. bags	4 75
" Imperial	4 40
" Beaver	4 40
Paris lump, boxes, 100 lbs.	5 15
" 50 lbs.	5 55
Red Seal, boxes	5 35
Crystal diamonds, bbls	5 25
" 100 lb. boxes	5 30
" 50 lb.	6 05
" 25 lb.	6 25
" 5 lb. cartons	5 40
Extra ground, bbls	5 10
" 50-lb. boxes	5 30
" 25-lb. boxes	5 50
Powdered, bbls	4 90
" 50-lb. boxes	5 10
Phoenix	4 65
Bright coffee	4 60
No. 2 yellow	4 50
No. 2	4 40
No. 1 " bbls	4 35
No. 1 " bags	4 25

SYRUPS AND MOLASSES—The molasses market remains very firm as the demand is greater than the supply. Advices from the primary market state that large amounts are being absorbed by Newfoundland and until their wants are supplied prices will remain strong.

Barbadoes, in puncheons	0 44	0 46
" in barrels	0 46	0 48
" in half-barrels	0 47	0 49
" fancy	0 49	
New Orleans	0 22	0 35
Antigua	0 30	
Porto Rico	0 40	
Corn syrups, bbls	0 08	
" 1-bbls	0 05	
" 2-bbls	1 15	
" 25 lb. pails	1 25	
Cases, 2 lb tins, 2 doz per case	2 40	
" 4-lb. " 1 doz.	2 75	
" 10-lb. " 4 doz.	2 85	
" 30-lb. " 1 doz.	2 80	

MAPLE PRODUCTS—The market is not showing any signs of the season. No genuine new sugar has made its appearance yet. The days continue to be too cold to make the trees run.

Compound maple syrup, per lb.	0 04	0 05
Pure Townships sugar, per lb.	0 06	0 07
Pure syrup, 8 lb. tin	0 60	0 6

TEA—The excitement caused by the little speculation indulged in as a result of the proposal to place an 8c and 9c duty on teas, has subsided largely. It has, however, left the market with added strength. Japans, owing to small compass, continue to be much sought and firm in price. It is said that stocks in this line have not been so light for many years.

Choicest	0 40	0 10
Choice	0 35	0 37
Japan—Fine	0 30	0 35
Medium	0 25	0 28
Good common	0 22	0 25
Common	0 20	0 22
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoe	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 20
Ceylon greens—Young Hysons	0 20	0 25
Hysons	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " " " " " " " " "	0 20	0 30
" " " " " " " " " "	0 30	0 50

COFFEE—The demand is good for all lines with volume evenly divided among all grades. Prices are unchanged.

Mocha	0 18	0 25
Eld. No. 7	0 09	0 11
Santos	0 12	0 16

DRIED FRUITS—Malagas are moving well. There is small call for dates while figs are selling fairly well. The California raisin market is somewhat demoralized but changes at primary sources have not affected prices locally yet. California evaporated fruits are in good demand for all lines but stocks are very low. Other lines unchanged.

Figs—		
Bag figs	0 03	0 05
Tapnets	0 03	0 05
Elmes	0 08	0 14
Dates—		
Hallowees, per lb	0 05	0 06
Sais, per lb.	0 05	0 05
Malaga Raisins—		
London layers	2 25	
" " " " " " " " " "	2 50	
" " " " " " " " " "	0 75	
" " " " " " " " " "	1 30	
" " " " " " " " " "	4 75	
" " " " " " " " " "	5 75	
" " " " " " " " " "	1 80	
Australian raisins	0 07	0 08
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 09	0 10
Choice seeded, 1-lb. pkgs	0 08	0 09
Loose muscatels 3 crown	0 08	0 09
" " " " " " " " " "	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb.	0 12	0 14
Peaches, " "	0 11	0 14
Pears, " "	0 13	0 13
Prunes—		
Prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " " " " " " " "	0 09	0 10
" " " " " " " " " "	0 08	0 10
" " " " " " " " " "	0 08	0 08
" " " " " " " " " "	0 07	0 07
Currents, fine filistras	0 06	0 07
" " " " " " " " " "	0 08	0 08
" " " " " " " " " "	0 08	0 09

SPICES—Nothing remarkable has happened in the spice market. No changes are recorded and quotations are as last reported.

Peppers, black	Per lb.	0 14	0 20
" white	0 20	0 27	
Ginger, whole	0 15	0 20	
" Cochin	0 17	0 20	
Cloves, whole	0 18	0 30	
Cloves, ground	0 20	0 25	
Cream of tartar	0 23	0 32	
Allspice	0 13	0 18	
Nutmegs	0 30	0 60	
Cinnamon, ground	0 15	0 19	
" whole	0 14	0 16	

RICE AND TAPIOCA—The rice market has settled down and trade is rather on the slow side this week. Tapioca is featureless.

Rice, grade B, bags 250 pounds	2 95
" " " " " " " " " "	2 95
" " " " " " " " " "	3 15
" " " " " " " " " "	3 05
" " " " " " " " " "	3 05
" " " " " " " " " "	3 05
" " " " " " " " " "	2 85
" " " " " " " " " "	2 95
" " " " " " " " " "	3 00
" " " " " " " " " "	3 00
Tapioca, medium pearl	0 05

BEANS AND PEAS—Beans are moving freely and prices are firm. Peas are also firm and unchanged.

Ontario, pickers	2 10	2 15
Peas, boiling	1 4	1 50

EVAPORATED APPLES—Stocks are in a very small compass and firmly held. No change has taken place in prices.

Evaporated apples, new	0 03	0 08
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FURS—The market is quiet, and uninteresting, with no changes in quotations.

Mink	5 60	6 05
Marten, pale	4 00	6 00
" dark	8 01	20 00
Fox, red	4 00	6 00
Lynx	9 00	15 00
Otter	15 00	25 00
Fisher	7 00	12 35
Weasel	0 25	0 25
Muskrat	0 15	0 25
Canadian coon	0 75	1 25
Skunk	0 40	1 00
Beaver, large	8 00	10 00
" small	3 00	5 00

CANNED GOODS

MONTREAL—Fruits and vegetables are moving well. The demand for fish has been on the whole disappointing for the Lenten season. Meats are moving only fairly freely. Baked beans are having a steady sale.

TORONTO—It is the general impression among wholesalers in Toronto that the available supply of canned goods will be well consumed before the new pack is placed on the market. As stated before, peas are scarce and corn is likely to be. Tomatoes are plentiful but the consumption is large and the demand good.

Some report a stiffening in prices of varieties of canned salmon owing to lowering of stocks. Gallon apples are in good demand, too.

BUYERS IN TORONTO.

During the week the following were among the buyers noticed in Toronto: J. A. McCrae, Guelph, Ont.; O. Donnell, Ravenshoe, Ont.; T. B. Reeve, Markham, Ont.; Lyman Larweg, Wexford, Ont.; B. Ward, Bloomington, Ont.; E. E. Emerson, Mongolia, Ont.; W. A. Brunton, Newmarket, Ont.

Demand for Breeding Cattle in Western Canada

Surplus Stock Picked up During the Winter—Farmers Going Out of Hog Raising—Wheat Market Rallies After Recent Depression.

Winnipeg, March 31—While business of all kinds is showing the stir that invariably precedes the coming of spring, there is little of a startling nature to write about. The weather has been very soft and mild all week, and has been further marked by one or two very heavy falls of snow, which have been general throughout the whole west, and have been welcomed by the farmers, as in many sections further west particularly, the snow fall had been light and had almost entirely disappeared. It is generally conceded that nothing could be more opportune to put the seed bed in a good condition than this heavy blanket of soft snow, which is already beginning to melt and making the roads very sloppy and difficult to travel.

Implement men report a great movement in their business and the inquiry and orders both very much in advance of last year at the same time. New settlers are arriving daily, not in the herds that marked the immigration two and three years ago, but in picked parties running from 20 to 100, and all with more or less money. A larger percentage of these settlers are remaining in Manitoba than has been the case in the past. The opening of so many homesteads in the northern part of the province, has had the effect of not only bringing people to Manitoba to homestead, but it seems to have awakened interest in Manitoba lands, and the older, larger and more conservative real estate firms report some good sales, and also many inquiries, particularly for land near Winnipeg.

The season promises to be an especially active one in building, not only in Winnipeg, but in the country districts and smaller towns, and the buildings are of all kinds, shapes, sizes and costs.

Elevators Going up,

A large number of elevators are being contracted for at different points, many of them along the line of the G.T.P. A considerable amount of building on the farms is taking the form of stabling for cattle, and marks the degree to which many of the districts are departing from purely wheat farming and going in for both dairy and beef cattle.

A well-known breeder of shorthorns was asked recently when he intended to have his customary sale of surplus stock. He answered: "I am not going to have one, I have nothing to sell, the private demand has been so good all winter that I have sold everything I want to sell, and in fact I am in the market myself for some additional breeding stock."

A breeder of Herefords reported that he had nothing left to dispose of this spring, the demand had been too good all winter. An even more significant circumstance is the interest taken in the dispersion of the herd of the "Munro Pure Milk Co." This is one of the largest, if not the very largest, herd of pure bred Holsteins in Canada. It has been specially built up with a view to quality as well as quantity of milk. The company has consisted of the father and several sons, and the health of the sons

has necessitated a removal to a milder climate, and the herd has been advertised for sale on April 1st. Previous to the announcement of the sale, in fact previous to the decision to sell out at all, the surplus stock of young bulls had been disposed of by private contract, 40 in all being sold. There are no males left excepting the heads of the herd, which will not be disposed of at all, unless a very high price is realized, and one or two yearling bull calves. The females, some 120 in number have among them some very noted cows with great records and great pedigrees. Ever since the announcement of the sale, inquiries have been pouring in from all over the country from as far west as Salmon Arm and as far east as mid-Ontario, with not a few inquiries from the states to the south. The sale promises to be a record one. The demand has been especially heavy from Alberta and Saskatchewan, showing that the farmers there are early realizing the need not only of raising stock but of dairying also. The loss of this dairy herd from the milk supply of Winnipeg will be no light matter, particularly as all the cattle have been tested and are warranted free from tuberculosis.

Such matters may be straws, but they sufficiently indicate the direction in which the wind is blowing in the matter of mixed farming.

Cattle Prices High.

Another feature was that of the high prices obtained for good males of beef type at the annual sale at Regina, in connection with the spring show, which was concluded on Friday, March 26th. Anything in the shape of a well-bred quality bull, either Shorthorn or Hereford, brought good prices and the bidding was active.

The year promises to be a record one in the matter of both cattle and horse breeding in the Canadian West; alas that it cannot be said that it will be a record one for hogs also, but as previously indicated, the farmers have taken what our Scotch friends so forcefully describe as "a scunner" at hog raising just at present, and are getting out of it with a zeal that is certainly worthy of a better cause.

Changes in Wheat Situation.

The wheat market has been both erratic and interesting, and after very considerable depression, has shown a very decided rally with an active increase in export trade. The lowering of the rates from Buffalo and the consequent lowering of rates along the Canadian route coming almost simultaneously with the advance in British markets, occasioned by light Argentine and Australian receipts made it possible to do business, and 25th, 26th and 27th of the month witnessed a very active trade with cash wheat higher than it has been all season. Receipts have been liberal and increasing, but these have come forward mainly out of interior storage, as all elevator lines report receipts very light. Country roads

are in bad condition, and it is getting so near seeding as to make it doubtful as to much being delivered before that event is over. The small deliveries at interior elevators will certainly increase the full feeling of the market.—H.

MANITOBA MARKETS

Winnipeg, March 27.—The change in the temperature has given the trade a different aspect. There are evidences of the fast approaching spring and though the trade has not picked up in a substantial way yet it has strengthened as shown by the fact that there is a change in the demand for grocery commodities. A few fresh fruits are coming in but as yet these are specialties. The canned goods trade seems to be in a somewhat demoralized condition with the exception of peaches, pears and strawberries which have cheapened. The fresh fruits, however, have not displaced the canned fruits materially.

Owing to the Lenten season, the fish market has been heavy. Haddies sell retail for 7½c., herring at \$2 per box, fancy No. 1 mackerel 25c. each, and smelts at 12½c.

The roads at the present time are in an almost impassable condition and the farmers' native produce is scarce among the retail stock. Collections for the week have been fair considering present conditions. The features of the week are the advances in cereals and corn syrup.

SUGAR—The sugar market is settled again, and it is expected that no changes will occur in the near future. The sudden rise of last week was due largely to the poor outlook for beet-sugar crop in some quarters.

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

SYRUP AND MOLASSES—The manufacturers have advanced syrup on account of the advance in the price of corn. Syrup is a heavy selling product in Winnipeg and the wholesalers supply it extensively to rural retailers. The advance is 15c. per case and ¼c. per lb. on bulk lots.

Molasses remains unchanged. Only a moderate business is being done in this commodity.

Syrup "Crown Brand," 2-lb tins, per 2 doz case.....	2 31
" " " 5-lb tins, per 1 ".....	2 75
" " " 10-lb tins, per 1 ".....	2 58
" " " 20-lb tins, per 1 ".....	2 70
" " " barrel, per lb.....	0 03½
" " " Sugar syrup, per lb.....	0 04
Beaver Brand, 2 lb tins, per 2 doz case.....	2 25
" " " 5 " " " 1 ".....	2 75
" " " 10 " " " 1 ".....	2 45
" " " 20 " " " 1 ".....	2 35
Barbadoes molasses in 1-bbls, per lb.....	0 04½
New Orleans molasses in 1-bbls, per lb.....	0 04½
Porto Rico molasses in 1-bbls, per lb.....	0 04½
Blackstrap, in bbls, per gal.....	0 31
" " " 5 gal. bats., each.....	2 45

MAPLE PRODUCTS—Maple syrup has declined owing to the large stock that has come in, and the weakness of the demand. Since the decline it is moving more freely.

Are you getting your share of Western Canada Business?

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- DO YOU ADVERTISE YOUR GOODS?**
- ARE YOUR PRICES RIGHT?**

If the answer is "Yes" to all three questions you should be able to do well in this market if you go at it right. It's a big market and a fast growing one.

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Reindeer Milk

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Jersey Cream

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

Reindeer Milk 7½% richer

Jersey Cream	8.05
Highest of other Brands	7.10
	.95

Jersey Cream 13% richer.

Figures taken from Government Bulletin No. 144

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

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Produce and Provision Situation of the World

Change in Bacon Trade During Past Few Years — Cheese Stocks for Export are Small—Butter Trade in the Old Country Slow—Australian Make Arriving in England.

The provision situation is so different from what it was a few years ago, that it has to be studied from different standpoints. England does not now, as formerly, govern our prices here. Our rapidly increasing population and the fact of greater production in some of the European countries must be considered. During the whole winter the prices of cured meats in England were lower than our own, and therefore very little was exported, and yet the supply was scarcely sufficient to meet our local demand. We are rapidly growing into a great country, and instead of feeding people in other countries we get them to come here to place into commission the great resources of our country, feed them here, and derive the benefit of their producing power. Under these changed conditions, it might be well for the government to pay more attention to the local trade of our country, than to the export.

Cables from England, state that the cheese market there is quiet. This is not out of the ordinary however, as distributors are working on small lots, just before the foddere come in. The season has lagged dismally, and the usual spring activity has not yet set in, consequently the season is worse this year than ever. Holders are asking stiff prices for their fast diminishing stocks, and the undertone of the market keeps firm. Receipts for the season as shown by the Montreal figures of May 1, 1908, have been 1,959,492 boxes against 2,053,992 boxes for the corresponding time of last year. Stocks for export in Canada are very small if not quite exhausted.

The latest despatches from England, state that trade in butter is very slow, and little interest is manifested in it. The colonial season is drawing to a close and other countries like Denmark and Siberia are not encountering colonial competition. It is however a remarkable fact, that Australian butter may be gotten in England practically any time during the year, in more or less quantity. Canadian butter is only visible in Liverpool, and what there is there is in very small compass indeed. The Danish people are holding out for good prices as their own home demand is good.

MONTREAL.

PROVISIONS—A feature of the market is the strong undertone for live hogs, and prices have scored another advance of 5 to 10c. per 100 lbs., which is due to the continued limited supplies coming forward and the keen demand for the same. Sales of selected stock were made at \$7.90 to \$8.00, and straight lots at \$7.75 to \$7.85 per 100 lbs.

Compound lard—	
Tierces, 375 lbs.	0 09
Parchment lined boxes, 50 lbs.	0 09½
Tubs, 50 lbs.	0 09½
Wood pails, 20 lbs. net.	0 09½
Tin pails, in cases.	0 09
Heavy Canada short cut mess pork, in bbls.	23 00 23 50
Selected heavy Canada short cut clear boneless pork.	24 00 24 50
Very heavy clear pork.	25 50

Plate beef, 100-lb. bbls.	7 75
" 200 "	15 00
" 300 "	22 00

Pure Lard—	
Tierces, 375 lbs.	0 13½
Boxes, 50 lbs., grained.	0 13½
Tubs, 50 lbs.	0 13½
Pails, wood, 20 lbs., parchment lined.	0 13½
Tin pails, 20 lbs., gross.	0 13½
Cases, tins, 10 lbs., each.	0 13½
" " 5 "	0 13
" " 3 "	0 14
Dressed hogs, fresh killed.	10 50 10 75
" Manitoba.	10 0 10 25
Country dressed.	9 0 9 50

BUTTER—The situation is remarkably free of interesting features. Everyone seems to be taking things as they come and waiting for the other to make the first move. Quotations have remained the same throughout the week.

Fall creamery, solids.	0 22
Fresh Creamery, solids, 10.	0 21 0 22
" prints, lb.	0 22½ 0 23
Dairy, tubs, lb.	0 16 0 17
Fresh larze roll.	0 18 0 19

CHEESE—The local market is steady with good demand. Export practically exhausted. No quotable changes have taken place in prices.

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

EGGS—Eggs are coming in from all directions and the price has declined to 20c. One large house states that the price will be down to 16c. by the end of next week. The demand is good.

New laids.	0 70
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HONEY—The market for honey is firm with a fair volume of trade passing.

White clover comb honey.	0 13 0 15
Ruckwheat, extracted.	0 08 0 09
Clover, strained, bulk, 30 lb tins.	0 10 0 11

POULTRY—The poultry market is dull, owing to lack of supplies and high prices prevailing. No changes have taken place in prices.

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

TORONTO.

PROVISIONS—There is no observable change in the hog situation this week. Even the drop reported last week was not maintained and the prices are firm. Scarcity of hogs seems to be the prevailing trouble to the packers. Sales of cured meats declined somewhat in the city during Lent, but were very little affected outside. Local demand keeps up well, and is far in excess of former years. Prices are steady and not much change can be expected for some time.

Long clear bacon, per lb.	0 12½ 0 13½
Smoked breakfast bacon, per lb.	0 15 0 15½
Roll bacon, per lb.	0 11 0 11½
Tight hams, per lb.	0 14 0 14½
Medium hams, per lb.	0 13½ 0 14
Legs hams, per lb.	0 13
Shoulder hams, per lb.	0 10½ 0 11
Bacon, plain, per lb.	0 18 0 18½
" pea meal.	0 16½ 0 17
Heavy mess pork, per bbl.	20 00 21 00
Short cut, per bbl.	23 50 24 00
Lard, tierces, per lb.	0 13 0 13½
" tubs "	0 13 0 13½
" pails "	0 13½ 0 13½
" compound, per lb.	0 08½ 0 11
Dressed hogs.	9 50 9 75
Live hog, f. o. b.	6 75 7 00

BUTTER—Good fresh made butter is in fair demand, and all that is coming

in finds ready sale. There is still a good deal of the winter's accumulations of bad butter on hand, and without any outside demand for what is not good enough for the Toronto people, it has to be worked in to make up the various qualities of pastry to suit the purses of all classes of people. Although the spring is here there are no cards seen yet in the retail windows offering new grass butter.

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

CHEESE—The cheese market is firm, prices well maintained, but not changed from last week. There is some skim milk cheese in the market at 7c. per lb.

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

HONEY—The demand for honey has almost disappeared. A few small lots of maple syrup have arrived, but none so far from Quebec.

60-lb. tins.	0 11 0 11½
Smaller sizes, tins and bottles.	0 10½ 0 12
Comb, doz.	1 50 2 50

POULTRY—Although entirely out of season, there is still quite a supply of poultry on the market. The price for turkeys for good stock has reached the extreme limit of 30c. per lb.

Spring chicken, dressed.	0 16 0 20
" also.	0 13 0 17
Hens, per lb., dressed.	0 12 0 14
Turkeys, per lb., dressed.	0 25 0 30

EGGS—The egg market is watched with great interest, and each dealer seems to have his own idea about the prices between now and Easter. The rapid increase of the local demand changes the conditions from year to year, so that many new features must be taken into consideration in making calculations for the Easter supply. It is, however the prevailing opinion, that the price will not be any lower before Easter. While there is a possibility of a shortage to meet the extra demand, the wisest thing to do is to sell and not allow them to accumulate on your hands.

Fresh Eggs.	0 18 0 20
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FOOD BILLS SIGNED.

In Harrisburg, Pa., U.S.A., Governor Stuart has signed pure milk and ice cream bills, prepared by the dairy and food commissioner and they will become effective at once. The milk bill prohibits the sale of any milk to which water has been added or from which butter fat has been removed, provides that skimmed milk may be sold as such and that no cream shall be sold as cream containing less than 15 per cent. butter fat. The penalty is a fine of from \$20 to \$50.

The ice cream bill prohibits under the same penalty the sale of any ice cream containing preservatives deleterious to health, such as salts of copper, iron oxide, ochre or any flavoring matter not true to its name. One-half of one per cent. of gelatine and gum tragacanth and nuts and fruits may be used. Where extracts are used the butter fat must reach 8 per cent. and but six where fruit or nuts are used.

WHY HOGS ARE SCARCE.

A Breslau, Ontario, Man Attributes Cause to Conditions in October, 1907.

By L. H. Stauffer.

It is a fact that farmers of this country are not raising as many hogs as in former years. One reason (and I may say the principal reason) is on account of the high cost of production. The price of hogs to-day is from \$7 to \$7.10 per cwt., to the farmer, live weight. This price you would think would be in proportion to the cost of production and so I think it is. But the trouble started in October, 1907, during the money panic when the price of hogs dropped just \$2 per cwt. below the present price and the cost of production remained the same as to-day. At that time farmers got afraid to raise hogs and took advantage of every means to

they are going after it hard. Hence, the falling off in exports. But—as I have said before—when the cost of production of hogs becomes cheaper our exports will again become as heavy as ever.

HINTS TO BUYERS.

The recent large shipments of teas from Canada to the United States have made prices higher, from 2c to 5c a lb. Laporte, Martin & Co., Montreal, who are carrying a very large stock of teas, especially of the favorite brands, "Princess Louise" and "Victoria," have not increased their prices and are booking large orders. It may be also well to note that the time of placing orders for the new crop of molasses has arrived. Laporte, Martin & Co., Limited, are taking orders at prices much lower than

TRADE NOTES.

R. T. Stillman, grocer, Toronto, has sold to Geo. P. Robinson.

J. Beck, grocer, London, has sold to Fred Jones.

The Guaranteed Pure Maple Syrup Co., Sutton, Que., have registered.

A. Kouri & Co., general merchants, Victoriaville, Que., have registered.

N. Albert, general merchant, North Bay, has advertised his assets for sale.

S. Lamb, general merchant, Springfield, Ont., has sold to W. R. Johnson.

David Simoneau, general merchant, Ste. Sophie D'Halifax, Que., has assigned.

Mrs. J. E. Benoit & Co., general merchants, Ste. Helene, Que., have registered.

A. Leindburg has purchased the Macdonald grocery at 119 South Marks, Fort William, Ont.

SITUATION WANTED.

SITUATION WANTED—Young man is open for engagement, any capacity in grocery department; ten years city and country experience. Best references. Box 302, CANADIAN GROCER, Toronto.



In London, Ontario, there are many attractive grocery stores and among them is the branch of A. Rowat & Co., 234 Dundas St., managed by R. J. Donaghy. As the illustration indicates, one of the chief features of the management of the store in the care exercised in its cleanliness. With its handsome silent salesmen on the right for confectionery it looks—from that side—more like a

high-class confectionery store. Another feature displayed is the using of show cards gotten up attractively and appearing in the windows as well as in the interior. Chairs are placed in convenient places for the use of the ladies, and they are very often used. On the whole, the store is arranged on the neat and attractive basis which should be a feature of every grocery store catering to a good class of trade.

get rid of them by fattening off breeding stock, etc. Hence, the light supply of hogs in the country.

But these conditions will not always prevail. The cost of production will again become cheaper and even now farmers are getting after the hogs again. But as you say in The Grocer, home consumption is on the increase. This is not so much on account of the high quality of our hog products, but on account of the efforts of our packers to push their products on our markets. Packers all agree on this point: that the home trade is at present their best trade and

actual market prices. The world-wide reputation of Soleil brand canned vegetables and fruits is due to the quality, prices and attractiveness of packages of these goods. Laporte, Martin & Co. are agents for these canned goods, and their travelers are now on the road taking orders for immediate delivery, until the new crop is ready to market. They handle also the best domestic brands.—Advt.

W. R. Morgan, general merchant, Round Valley, Sask., has assigned to W. W. Livingstone, Battleford.

Vi-Cocoa

A Cocoa and more
A Stimulator and Invigorator

WRITE

W. H. ESCOTT

(Wholesale Grocery)

BROKER

Winnipeg

Canada

BARRELS

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

H. CARGILL & SON
CARGILL, ONTARIO

SALT

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

TORONTO SALT WORKS
125 Adelaide Street E., Toronto

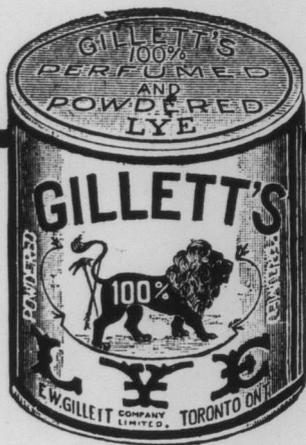
SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

USE OVAL WOODEN BUTTER DISHES.

THOMAS BROS., St. Thomas, Ont.



Gillett's Lye Eats Dirt!

It cleanses whether the dirt is visible or invisible.

Gillett's Perfumed Lye

has been the Standard for over 50 years, and millions of people use it every day. Why experiment with substitutes?

Handle the brand with the established demand!
Useful for 500 purposes.



GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

CLARK'S CANNED MEATS

The advertising campaign now running in the daily press is designed to help you and other dealers, not only by stimulating the demand in your district for CLARK'S goods—but by creating an increased consumption for this line.

From experience of previous campaigns the response of the public will be immediate and sustained, because they know the quality of CLARK'S MEATS.

See that you are ready to meet the demand in the following lines:—

- CLARK'S PORK AND BEANS
- " POTTED MEATS
- " CORNED BEEF
- " OX TONGUE

WM. CLARK
Manufacturer
MONTREAL

DO NOT ALLOW
YOUR STOCKS OF

BOVRIL

TO RUN LOW.

When winter sales fall off there will be a good demand for use in the kitchen.

Gravy, containing a little BOVRIL, goes well with all hot dishes, and a few drops of BOVRIL are an improvement to salads of all kinds.

BOVRIL LTD.

27 St. Peter St., - MONTREAL

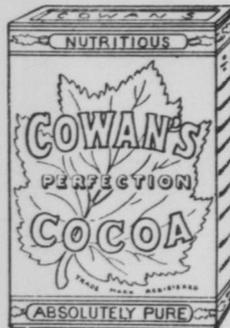
AGENTS:

- R. S. McIndoe, 54 Wellington St. East, Toronto
- W. L. Mackenzie & Co., 306 Ross Ave., Winnipeg
- A. G. Urquhart & Co., 524 Hornby St., Vancouver
- A. B. Mitchell, Mitchell's Wharf, Halifax

IF YOU ARE NOT SELLING

Cowan's

**Maple Buds
and
Chocolate
Confections**



There is room for more profits from your Candy trade.
Superbly delicious flavor and wholesome purity make
"Cowan's" specialties great sellers and profit earners.

The Cowan Co., Ltd.
Toronto, Canada

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

You're right in line for the best
trade by handling

MOTT'S
brands of
Chocolate

Two of the best and best known
brands in Canada are "Diamond"
and "Elite". Both are profitable
and both bring repeat orders.

You can buy them from any wholesale grocer in Canada.

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

SELLING AGENTS:

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

Canadian made Licorice
Y&S BRAND
All Druggists.



SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5c. bags.

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

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery
and drug trades.

Price Lists and Illustrated Catalogue on request

AGENTS

ONTARIO, R. 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

VANCOUVER, J. F. Mowat & Co., 354 Water St.

By Royal



Letters Patent

Nelson's Opaque, Brilliant,
Isinglass, Leaf,
and Powdered **Gelatine**

NELSON'S

Granulated Jellies, Tablet Jellies, Creams, Custards,
Fruit Puddings, Bottled Jellies, Lemonade
Crystals, and Baking Powder.

Nelson's Gelatine
and
Liquorice **Lozenges**

NELSON'S SOUPS
(SIX VARIETIES)

Sole Proprietors and Manufacturers of

GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, 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, 34 Inns of Court Buildings, Vancouver, B.C.

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News of the Flour, Feed and Cereal Markets

Advance in Price of Winter Wheat Flour in Toronto—Millers Awaiting Changes in Freight Rates and Opening of Navigation to Ship Flour and Cereals to Eastern Provinces—Consumption of Cereals Expected to Decrease With Warmer Weather.

March 30.—Winter wheat flour was advanced in Toronto on Monday twenty cents, due to the prevailing high figure at which wheat remains. There was no change in Manitoba flour owing to the same cause as has before been quoted. The price of that variety, according to one miller, is kept down to such a figure that millers are giving away flour. Some enquiries are reported from London and those from the country have also increased. There is not much flour going at present to the Maritime Provinces but with the lowering of the freight rates next month it will begin to move rapidly. Many millers are getting orders ready now in preparation for shipment to Newfoundland, Prince Edward Island and to the other eastern provinces.

No changes are recorded in prices in the cereal markets but the cereal men report a good demand, both domestic and foreign. The month of March shows a better business than the same month last year and the same may be said of January and February.

There are likely to be decreases in the volume of business done with the approach of warmer weather but this occurs every year and is expected. Many companies dealing in cereal products are awaiting the opening of navigation and the cheaper freight rates to ship to eastern Canada.

Bran is still a scarce commodity with the demand fairly good.

MONTREAL.

FLOUR—The demand has been good during the week. Inquiries from country points have increased quite considerably. No changes in quotations have been made up to to-day (Tuesday) at the time of writing.

Winter wheat patents.....	5 50
Straight rollers.....	4 70 4 80
Extra.....	4 00
Royal Household.....	5 00
Osprey.....	5 40
Manitoba spring wheat patents.....	5 80 6 00
" strong bakers.....	5 30 5 50
Five Roses.....	5 80
Harvest Queen.....	5 30
Anchor Brand Sovereign.....	5 80
Anchor Brand Manitoba Patent.....	5 30

ROLLED OATS—The rolled oat market is in a good healthy condition. Some of the smaller mills have indulged in a little price cutting, but this has not disturbed the equilibrium of the market. No quotable changes are recorded.

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

FEED—Bran continues scarce, and in good demand. Shorts and middlings are firm, owing to a general shortage. No quotable changes have occurred since the last report.

Ontario bran.....	21 50 22 00
Ontario shorts.....	25 00
Manitoba shorts.....	24 00
" bran.....	22 00
Moullie, milled.....	25 00 27 00
" straight grained.....	30 00 33 00
Feed sour.....	1 80 1 60

TORONTO.

FLOUR—The differences among western millers still seem to present the advance in price of Manitoba flour but in Toronto on Monday an advance of 20 cents was made in the winter wheat variety. The cause was of course the high price of wheat. One miller stated to The Grocer that they were all giving away their flour on account of the western war. "They can't get an advance in Manitoba," he said, "and we have also to keep the prices down."

Manitoba Wheat.

1st Patent.....	5 70 5 80
2nd Patent.....	5 40 5 50
Strong bakers.....	5 10 5 30

Winter Wheat.

Straight roller.....	5 00
Patents.....	5 20 5 40
Blended.....	5 50

CEREALS—In the cereal market there has been a fair domestic demand during the week and a good export demand also. Deliveries of wheat have been better. One miller stated that the month of March this year was a much better one for business than March in 1908 and another said that the first three months of this year have exceeded the corresponding ones of last. With the advent of warm weather there is sure, however, to be a falling off in the consumption of cereals.

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

THROUGH CEREAL PLANT.

The trip of the Canadian Press Association to Peterboro last Saturday afforded the members of the fourth estate an excellent opportunity to visit the extensive plant of the Quaker Oats Co. in that city. Through the kindness of W. H. Denham, the general manager, the members were shown through every department of the establishment and their journey was a most profitable one.

The puffed rice department was interesting, especially to those who were fortunate in seeing the large guns discharge. The manufacture of the paste-board and wooden boxes was also a revelation, but probably the greatest interest was taken in the filling with Quaker Oats the packages and the self-action of the machinery in closing and sealing them. One of the principal features of the plant is the cleanliness observed.

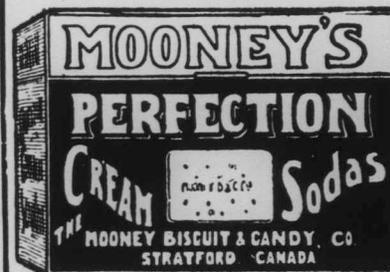
When each company of visitors concluded the journey through the establishment, they were entertained to a light luncheon by the young ladies of the office who served wheat berries and puffed rice with sugar and cream. Cigars for the gentlemen and a souvenir card for everybody made all leave in the best of spirits.

BRISK STEADY CERTAIN

is the demand for that excellent brand of cream sodas known as

MOONEY'S PERFECTION

The trade is still growing. Stock up and profit from it. The biscuits are made known by wide advertising, superior quality and just the right taste.



**The Mooney
Biscuit & Candy
Company,
LIMITED**

STRATFORD, - CANADA



**COX'S
GELATINE**

COX'S GELATINE is a STEADY SELLER, therefore should always be in your STORE.

PURITY GUARANTEED BY THE MAKERS

Canadian Agents
C. E. Colson & Son, Montreal
D. Masson & Co., " Gorgie Mills
A. P. Tippel & Co., " EDINBURGH

Mock Salesmanship and Buying Demonstration

Business Science Club of Toronto Hold Novel Meeting Full of Instruction for Traveler and Retailer—The Travelers Make the Sales and Retail Grocer Aims at Striking the Best Bargains—Some Humorous Situations.

Of more than ordinary interest to grocers was the last monthly dinner and meeting of the Toronto Business Science Club, held at the St. Charles restaurant, Toronto, last Saturday evening, in that the sales demonstration, which is a feature of the meetings of the club, showed the buying end of a retail grocery business.

The Business Science Club is an organization of business men formed nearly three years ago "to study and discuss the application of scientific principles to the conduct of business, especially to the sale of goods at a profit."

T. J. Pugh, manager of the Pugh Mfg. Co., was chairman of the meeting, which was attended by about 125 manufacturers, commercial travelers and merchants—members of the club. After dinner several musical numbers were contributed by J. Sproule, Geo. Hudson and W. Davis, and then came the sales demonstration.

The rear of the room was fitted up to represent a country grocery store, with a counter and displays of tea, boxes, cases etc., and all about were signs such as are seen in many stores in the smaller

business centres. Horace Hardy, of Eby-Blain, Limited, was proprietor, and he proved himself a very shrewd merchant, his questions putting the travelers on their mettle to find ready answers. Some of the asides were very funny.

The Sale of Tea.

The first salesman to appear was T. Sterling, representing Melagama Tea. To place a trial order of 500 pounds of tea he allowed the merchant a discount at 60 days, and afterwards raised it to 90 days on condition that the merchant would place a 1,000 pound order. After getting this discount the grocer got the promise of an "ad. for his brother's paper," and a donation of some tea for "a church social." He also obtained a number of samples of tea for distribution among his customers. While the salesman proved to be persevering and did not leave until he got his order, the grocer did not appear to get "the short end of the stick" so far as a bargain was concerned.

The dialogue was bright and sharp. On the question of advertising, Mr.

Sterling said his house, instead of using the newspapers to gain publicity, gave premiums in the shape of "money in every package" to the consumer. This brought out the retort that the order was cancelled forthwith, for Mr. Hardy "would have nothing to do with lotteries; I belong to the church," said he, immediately adding in sotto voce, "which end is the money in?" Another complaint made by the grocer was that Toronto houses were slow in delivering goods. "I can get goods from Hamilton in half the time," said he. Mr. Hardy's frequent glimpses at his watch and his pointed remark, "What time does your train leave?" punctuated every time the traveler's peroration on the merits of his wares, and his suggestion "don't tell the boss, tell the book-keeper," when the merchant was not able to meet his bills on time evidently struck a sympathetic chord in the hearts of the audience, judging by the laughter and applause brought forth.

Salesmanship Displayed.

E. W. Pyke, selling Cadbury's chocolates, was as ready with his answers as was his questioner. Mr. Hardy did not want any chocolates; "the last lot of milk chocolates I handled ran away." He would, however, take some "brandy chocolates." Mr. Pyke met this by giving some history of the makers and of the manufacture of his line. Then Mr. Hardy said his clerks ate too much cho-

Canadians Eating the Best Biscuits

This is true since they have the opportunity of buying Carr & Co.'s Biscuits

These imported English biscuits are the finest possible and are packed and shipped in such a manner as to insure absolute perfection on arrival.

Order



A profitable line to stock.

Write our agents in Canada—

CARR & CO., CARLISLE, ENGLAND

AGENTS:

Wm. H. Dunn,
Hamblin & Brereton,
L. T. Mewburn & Co., Ltd.
The Standard Brokerage
Co., Ltd.,

Montreal and Toronto,
Winnipeg,
Vancouver, B.C.,

Eastern Provinces
Port Arthur to Alberta
Province of Alberta
British Columbia

Turning Down Customers

by telling them you haven't got what they want is a dangerous business. You know it! Which is a sound reason why you should keep a good stock of

FORCE

People want it—the merits of "FORCE" and our "Force"-ful advertising combined, do the trick. Can you supply the people with all the "FORCE" they want? Our trade price is the same to every dealer. It leaves you a good big profit.

THE H-O MILLS
HAMILTON - - ONTARIO

That Nigger in the Wood Pile

Read Our Next

(6) "QUIT TAKING THE OTHER MAN'S DUST" (6)

April 9, 1909



Five Roses Flour

FOUR POUNDS of wheat per barrel of flour--that's what the milling fraternity technically term "*the invisible loss.*" How this loss creeps in, no one seems to know. Still, it's the nigger in our wood pile, and we always focus an observant eye on this "colored gentleman" when figuring cost.

¶ When tempted by a "confidential" price or "elastic" terms to stock cheap flours *merely because of its cheapness*--just poke that wood pile--find out exactly the *net* cost to you, not the *apparent* cost.

¶ Many a retailer has learned *too late* what "near-good" flour *really* costs. He overlooked the interest on capital tied up in a *slow seller*--forgot to figure in his selling price sufficient margin to cover the loss sustained when he sacrificed the balance of his *shop-worn stuff*--overlooked safeguarding the consumer's confidence without which none can prosper.

¶ It goes like this: dead stock, dead trade, dead capital, dead business. When charging up the facts against "near-good" flour don't fail to include "that nigger in the wood pile" --*consequent cost!*

¶ We can't express our boundless enthusiasm in FIVE ROSES and its goodness that is *double-barrelled*. Let your customer say "pastiy flour," say "bread flour"--it's ROSES she wants first, last and all the time. Why? Because it's not a *one-sided* flour.

¶ This is going to be our biggest year--we want it to be yours, too. We are in the *same* boat; to "get there" we must pull together. Via *your* store we'll supply your customers with flour such as they have *never* known before. Your trade cannot know what *thoroughly good* flour means--unless you give them FIVE ROSES.

LAKE OF THE WOODS MILLING COMPANY, Limited

Address the nearest office

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

colate. This brought forth the ready response that "chocolate liked behind the counter is half sold over the counter." Mr. Hardy thought confectionery was a Christmas line, but Mr. Pyke said "people with a sweet tooth do not wait for Christmas. The summer is a good time to sell candy, too, as people from the city who are accustomed to eat the better grades will naturally want these kinds. There is a good profit, as well, running sometimes as high as 100 per cent." This argument was a "clincher" and Mr. Hardy was forced to say that he wished he could "sell chocolates all the time." Asked as to whether Mr. Pyke had sold to Smith across the street the answer came "No; we usually pick out the best store; that's why I came here," and a strong point made by the chocolate man when his goods were compared with other makes was his reply. "There are good chocolates and good chocolates, but we consider ours the best. Judge for yourself." Suiting the action to his words, Mr. Pyke handed a box to Mr. Hardy and asked him to circulate a couple of other boxes among the audience. He wound up with the remark that his company "gave no premiums and allowed no discounts—all the profit goes to the grocer." He secured a \$100 trial order.

Soap Salesman Calls.

Five years elapsed, and Mr. Hardy, having made his pile, moves to the city. He is called upon by H. S. Moore, representing the Pugsley-Dingman Co. Mr. Hardy's first remark on being questioned as to his wants was, "I would like a rubber-tired wagon." Mr. Moore had been selling soap to Mr. Hardy in five-box lots and he wanted the latter to raise it to 25 boxes. His firm gave premiums and stood behind the grocer and helped him sell his goods by giving selling talks to the clerks.

On cutting prices Mr. Moore made the point that "price-cutters will sooner or later cut themselves out of business. There was Smith (naming a one-time well-known Toronto grocer) and he was the biggest man in town in his day. But his day was a winter's day; and a short one. The longest day comes in the middle of the summer, and is enjoyed by the man who does business honestly."

One line of soap handled by Mr. Moore was a twin bar which sold for five cents. He advised cutting the bar in half and selling the two halves for five cents; "it looks more to the customer." Mr. Moore got his 25-box order. As he was leaving Mr. Hardy gave the worn-out cry "there is no money in the grocery business." Prompt was Mr. Moore's

reply "Call me up some time when you are busy."

At the conclusion of the demonstration J. F. Wildman, of the Office Specialty Co., expressed his opinion that S. H. Moore made the most of his part in that he succeeded in building up his order. He also made the point that Mr. Hardy contradicted himself in many particulars. Mr. Pugh held that this latter was the buyer's privilege. The travelers made their sales, but not before a hard bargain was driven by the grocer. The meeting concluded with the singing of the national anthem.

TRAVELERS' TAX IN B.C.

There is no tax on travelers doing business in the cities of British Columbia. There used to be a provincial tax but this is not now in force. Travelers going into unorganized districts are taxed but this is more of a pedlar's tax and varies according to wares. With the exception of a few from Vancouver and Victoria, however, travelers do not go into these unorganized districts. The above only holds good in connection with merchandise other than liquors and cigars. The tax on travelers selling these in British Columbia is \$50 for six months.

EPPS'S GRATEFUL AND COMFORTING
 IN ¼-LB. LABELLED TINS. 14-LB. BOXES
 Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
 In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & CORDON, Winnipeg

NUTRITIOUS AND ECONOMICAL

COCOA

POT and PEARL
 FOR CLOSE QUOTATIONS WRITE
JOHN MacKAY Caledonia Mills **BOWMANVILLE, ONT.**
BARLEY and FEED

1909 MAPLE SUGAR and SYRUP
 Season now on. Write for quotations.
 Woodman & McKee, Coaticook, Que.

BASKETS
 You can make money as well as oblige your customers if you handle our
Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.
 We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.
The Oakville Basket Co., OAKVILLE, ONT.

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
 Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

Are you interested in any of the lines that are advertised?
 A Post Card will bring you price list and full information.
 Don't forget to mention Canadian Grocer.

SUCHARD'S COCOA
 This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal Agents.

French Vermicelli and Macaroni
 The only factory in Canada producing these goods.
H. CONSTANT
 Manufacturer
 Sales Agent: L. FONTANEL,
 187 Commissioners St., Montreal

OPEN TO BUY
 From 5 to 10 Cars Choice Cooking Peas
 Clean and White
 Quebec's leading Flour and Grain House.
C. A. PARADIS, Dalhousie St., Quebec

Ten Good Reasons why you should push Christie's Biscuits—

1. Because you know Christie's Biscuits are the best.
2. Because the people of Canada know they are the best.
3. Because we are telling the people, through our advertising, just why they are the best.
4. Because the goods will stand behind, and justify, any claims that we can make to you, or you to your customers.
5. Because, for the sake of your reputation, you cannot afford to recommend any but the best goods.
6. Because Christie's give you a larger turn-over, and greater aggregate profit, in your biscuit department.
7. Because Christie's Biscuits sell much easier than any others—and satisfy your customers better.
8. Because Christie's are, and always have been, the standard line in Canada.
9. Because Christie's Biscuits draw the particular trade—and hold it.
10. *Because Christie's Biscuits sell more than biscuits.*

Christie, Brown & Co., Limited

DAILY CAPACITY 30,000 LBS.



**Dignard
Limited**

BISCUIT
MANUFACTURERS

MONTREAL



Ask the Housewife

Ask the woman who uses cocoanut how
White Moss Cocoa Nut
compares with others.

Her answer will show you the truth
of our claim, that this brand is the
most popular.

Do YOU Sell It?

The Canadian Cocoa Nut Co., Montreal

The delicious flavor of

Natlon's Custard Powder

with Stewed Fruit is an ever pleasant memory.



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

W. H. ESCOTT,
Winnipeg

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

"LUCERNA"

Swiss Milk Chocolates

can be had from Agents at all principal points: St. John's, N.F.; Halifax, N.S.; St. John, N.B.; Montreal, Toronto and West to Vancouver.

Write us for Samples and Prices, etc.

**LUCERNA ANGLO SWISS MILK
CHOCOLATE CO.**

214 Princess Street, - - Winnipeg

The Grocer's Encyclopedia From Week to Week

England the Home of Mustard—Discovered by a Woman in Durham Who Made Periodical Journeys to London to Sell Her Goods—Crop Harvested in October.

MUSTARD—The English word, mustard, was derived from the Italian mostarda, owing to the ancient custom of having a little must (Latin mustum, unfermented grape juice), mixed with it, in preparing the condiment.

For centuries the English have been great mustard eaters—the greatest in the world. An Englishman may almost be identified by his liberal use of it, although it has been said that perhaps after all there is not so much really eaten, as there is left on the edges of the plates.

The use of mustard powdered in its present form, for making into a paste, originated in Durham, about the year 1720, where it was prepared on a small scale, by an old lady named Mrs. Clements, who kept the secret of its manufacture to herself,—grinding the seed in a mill, and sifting it—for several years. She used to travel twice a year to London and the principal towns in England to take orders, and from this arose the name and fame of "Durham Mustard," but the best and finest qualities now made are the genuine Imperial, and D.S.F., (double superfine). In manufacturing mustards the white, or black or mixed seed, is ground to powder, and then put through an elaborate course of sifting. The product that remains in the first sieve is called dressings and that which passes through is impure mustard flour. This is submitted to a finer sieve, and separated into a finer quality of dressings, and pure mustard flour. Mustard oil is afterwards pressed from the dressings.

It is calculated, that upwards of 7,000 tons of mustard are now manufactured yearly in England, and in no other part of the world is its manufacture carried on so energetically, two or three of the English firms sparing neither trouble nor expense in producing by the aid of most elaborate machinery the best possible article.

The result is, that the best makes of English mustard are popular all the world over, and that more English made mustard is now exported in a single year than there is of foreign manufactured mustards imported in twenty years.

But although a mustard may be made from ground white seed principally, and even keep good for a fair length of time, also be sold at a low price, yet such mustard is necessarily very deficient in true piquant flavor, because it is the brown or black seed only, which possesses the volatile myronic oil, yielding this esteemed flavor.

Detection of Stale Mustard.

Ground mustard made from dark seed with this oil left in will not keep good long, owing to variations in temperature and exposure to air. It soon causes fermentation, cakes the powder, turns it rancid, bitter, and unfit for use; hence any kegs, tins or other packages, with discolored paper linings or wrappers showing oil stains within or without, should always be rejected as stale or out of condition. The oil is in fact, a source of great trouble to manufacturers, who wish to sell a pure mustard in

powder of good flavor, and at the same time one that will keep good. The white seed contains practically none of the volatile myronic oil of the black, but an acrid substance, known as "sinalbin" which again is but slightly present in black seed; but of these two active principles the volatile oil is by far the most important, and the dark seed is therefore the more valued. Hence also, the reason of manufacturers mixing the two kinds of seed, for although the white seed possesses very little pungency, yet it has within it the peculiar ferment which develops the pungent flavor of the black, and therefore the art of producing the best mustards seems to depend on the judicious mixture of the proper proportions. Most of the English makers now sell two classes of mustards, one comprising mustards of different qualities, but all pure, and the other class a set of mixtures, called mustard condiments, or mustard compounds of various strengths. The best mixed mustards, now preferred by consumers are really stronger than many grades of the pure mustards, and are mostly made from brown seed, and in which the oil is neutralized or absorbed by the other ingredients—flour, etc.,—which has in fact been done in the Government Victualling Yard at Deptford, where rice, flour, pepper and capsicums have been always used. The government has now relinquished the manufacture, but they used to make it of about 37 per cent. of brown, and 50 per cent. of white mustard flour, with 10 per cent. of rice flour, and 3 per cent. of black pepper, and a little Chili pepper. It also contained ginger. Besides its culinary uses, ground mustard is largely employed medicinally, as an emetic in cases of poisoning, in preparing external poultices, making drenches for cattle, and with hot liquids, like milk. It is also a powerful deaphoretic. The fresher the mustard is, the better. The crop is generally harvested in August, and is threshed in October.

CLAY PIPES

The best in the world are made by
MCDUGALLS

Insist upon this make
D. MCDUGALL & CO., Glasgow, Scotland.

If you desire to increase your business buy your

**PIPES, TOBACCO, CIGARS,
BISCUITS AND CONFECTIONERY**
from

JOS. COTE

Importer and Wholesale Tobacco Dealer
The greatest assortment of smoker's articles in the Dominion.

Office & Store - - - 188 St. Paul St.
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YOUNG'S PATENT PIPE
in Seven Shapes
W. J. GRANT
Sole Agent for Canada
506 Lindsay Building, MONTREAL.

Tell Your Customers
That :

SHAMROCK
BIG PLUG
SMOKING TOBACCO

When cut never dries up or
becomes hard. The leaves
are so firmly packed that the
plug remains fresh and moist

BLACK WATCH

The Big Black Plug
Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



SALE or RETURN

In offering a
SPECIAL LAUNDRY SOAP

we not only claim but

Guarantee

"CANADA'S BEST"

to be

**A Marvellous Cleanser
Free from Adulteration**

**PATRONS WILL ALWAYS USE
IT AFTER A TRIAL**

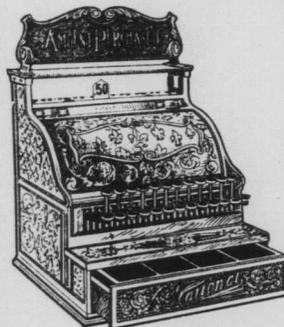
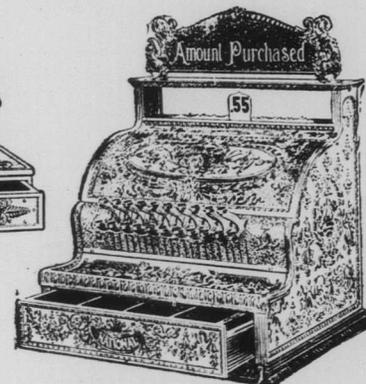
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Brantford

Ontario



They Pay!



Ask the Man Who Has One!

Guaranteed the Cheapest
Registers on Earth

THE NATIONAL CASH REGISTER CO.
Corner Yonge St. and Wilton Ave., Toronto, Ont.
F. E. MUTTON, Canadian Manager

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

Manufacturers Aid Retailers in Selling Goods

By Persistent Magazine, Newspaper and Poster Advertising—
Something Which Retail Men Often Overlook—An Example
of What One Firm is Doing.

The retail trade very often overlook the work accomplished by many manufacturers in their education to the consumer of their products. Retailers forget sometimes that the public call at their stores for goods which they have seen advertised either by poster, news-

dium is the Cowan Company. They seem to be persistent in their work of educating the consumers to their goods and produce a demand. This was evidenced in a recent trip of a Grocer representative who observed a large and handsome poster showing a striking ad-

paper or magazine at the expense of the manufacturer. They sell the goods and get the profits and consider themselves the getters of new business, whereas in reality it's the men who make them and who advertise them who produce the demand.

Among the leaders in the manufacturing business who are disposing of their goods through such an advertising me-

for one of the company's products in the firm's establishment and which will soon be shown to the public. It was an advance sheet and when the Toronto Lithographing Company have concluded turning out the required number they will be posted up.

A cut of the poster appears on this page—with the colors, of course, absent. The original of the little girl—the cen-

tral figure—is in red and the other colors used blend appropriately. The whole picture makes a very striking poster and one that should attract a good deal of attention.

GENERAL PARCEL DELIVERY.

This System in Vogue in the Town of Simcoe as Well as in St. Mary's.

By Geo. O. Werrett.

Some little time ago I noticed a description of the St. Mary's delivery system. If all towns that now have this system would make it known you would find more have it than one would think. It was started here about ten or eleven years ago in a half-hearted way, the merchants wanting to get the delivering done too cheaply and the man running it attempting to meet their idea. Consequently no one got a service. It ran along this way until about one year ago when one of the 'bus men of our town thought he saw something in it as a side line and he became the original starter. Since that time it has given, I might say, perfect satisfaction and the originator is today doing about seven-eighths of the delivering with the other eighth looking his way.

He immediately put on nicely painted and serviceable wagons, good horses and good men. He divides the towns into districts, each driver continually covering the same ground. The merchants use clean wooden boxes of different sizes for their goods. The average cost to each merchant is one dollar a day, which is something less than each merchant could do his own. While there is not a large saving we get a much better service than we could give ourselves. I was the last convert to the general delivery. Having had occasion to employ them temporarily for some ten days I found I was getting the parcels to my customers from one-half to one hour sooner than I could with my own delivery. Instead of having one wagon at my door I now have three or four every hour or hour and a half, ready to deliver to all parts of the town. We are fortunate in having a man at the head of the general delivery who is all business.

The merchants long realized that the expense of delivering was a burden, which it is not now. We have a pretty town and our stores have long been noted for their excellence of equipment and progressiveness. This is also the home of the Simcoe Canning Factory, one of the largest of the Consolidated Cannerys.

NOTE.—The Canadian Grocer is pleased to give space to the above communication of Mr. Werrett, who is one of Simcoe's live grocers. Our columns are open to our readers for similar articles which we are always glad to receive.—Editor.

THE OLD RELIABLE

ROYAL



**BAKING
POWDER**
Absolutely Pure.

***No Grocer can afford to be without a
full stock of ROYAL BAKING POWDER***

THERE IS NO SUBSTITUTE

EASTER HOLIDAYS

You will want a good supply of Oranges, Lemons, Grape Fruit, Celery, Cabbage, Pine Apples, etc. Please send in your orders early. Will have all kinds new Vegetables, Strawberries, Tomatoes, in fact a full line of all Fruits, etc.

McWILLIAM

Mc. AND E.

EVERIST

25-27 CHURCH ST. - TORONTO

Franc Tracuzzi's

LEMONS

"St. Nicholas"

AND

"Home Guard"

B. L. O. E.

Fresh supplies arriving weekly.

Ask your Wholesaler.

J. J. McCabe

Agent

32 Church Street - Toronto

Canadian Fruit, Vegetable and Fish Markets

Increase in Fruit Business During the Week—Demand for Fish Easing Off—Rain Interferes With Orange Picking—The Vegetable Market Active.

MONTREAL.

GREEN FRUITS—There has been considerable activity in the fruit market during the week. Dealers report an increased volume of business from country points, especially. Apples are firm and the supply is none too free. Quotations have not changed during the week.

Almeira grapes, extra choice	6 75
California navel, 96, 124, 250, 288 size	3 75
" " 150, 170, 200, 216 size	2 65
Floridas, 126, 150, 176, 200	3 60
Mexican oranges, 176, 200, 216, 160 size	2 25
Valencia 420 size	4 00
Extra sweet Jamaicas	2 00
Bitter oranges	2 25
Grape fruit	5 50
Lemons, choice, 300 size	2 30
Bananas crate, fancy, 24 size	1 75
Pineapples, extra fancy, 24 size	4 00
Cranberries, Nova Scotias, early blacks, bbl.	8 00
Spies, XXX	6 00
Baldwins, Greenings, Russets, XXX	5 00
Strawberries	50

VEGETABLES — Mushrooms have been quoted 10c higher for best quality. New carrots are selling 5c cheaper per bunch. Artichokes are easier. Canadian celery, owing to scarcity, has gone forward 10c a bunch. An advance of 10c per bag has taken place in turnips. Other lines are unchanged.

Mushrooms, lb.	0 75	0 90
Cucumbers, doz.	3 00	
New carrots, bunch	0 15	0 20
Tomatoes, crate	3 50	5 00
Oyster plant, doz	0 75	
Artichokes, bbl.	2 50	2 95
Leeks, dozen	1 00	
Parsnips, bag	1 10	
Sweet Potatoes, basket	2 25	
Marrows, dozen	1 50	
Cal. Cauliflowers, crates, single	4 00	
crates, double	8 00	
Parsley, box	2 75	
Sage, per doz.	0 60	
Basil, per doz.	0 50	
Can. celery bunch	0 60	0 90
Celery, crate	6 50	
Water cress, large bunches, per bunch	0 15	
Spinach, barrels	3 25	
Green peppers, crate	5 00	
Beets, bag	1 00	
Carrots, bag	0 70	0 75
Spanish onions, large cases	9 00	
Lettuce, early	0 60	
Lettuce, Boston, box	2 20	
Radishes, doz.	0 50	
Horse radish, per lb.	0 15	
Cabbage, bb's	2 25	2 50
" new, crates	4 50	
Montreal potatoes, bag	0 90	
New Brunswick potatoes	0 80	0 90
Onions large bag	2 50	2 75
Red onions, barrel	5 00	
Turnips, bag	0 60	0 70
Squash, doz.	2 50	
Brussels sprouts, quart.	0 27	
String beans, basket	6 50	
New beets, crate	3 50	

FISH—The Lenten demand for fish is shading off considerably. There is, however, sufficient time left yet to see revival, as sometimes happens towards the end of this season. Prices remain as last quoted.

Fresh and Frozen Fish.		
Codfish	0 06	0 04 1/2
Qualla salmon	0 07	0 07 1/2
B.C. salmon, frozen	0 08	0 08 1/2
Fresh halibut	0 07	0 07 1/2
Mackerel	0 10	
Dore	0 07 1/2	0 08
Steak cod	0 04 1/2	0 05
Dressed pike	0 10	
Frozen Grass Pike	0 05	0 05 1/2
Whitefish, lb. Tullibess	0 05 1/2	0 06
Lake trout	0 09 1/2	0 10
Flounders, lb.	0 08	
American live lobsters	0 24	
Bullheads (dressed)	0 20	
Sea herring, per 100	1 00	1 10
Haddock	0 05	0 06
Large sea herring	1 40	1 50
Smoked—		
Haddies (exp) 15 lb. bxs., per lb.	0 06 1/2	0 07
Bloaters, per box, large, Yarmouth	1 10	1 25
Smoked herring, per box	0 17	

Prepared—	
Skinless cod, new, 100 lb. cases	5 25
Shredded cod, 1 lb. cartons, 2 doz. cartons	
in box, per box	1 80
Dry cod, in bundles 112 lb., per pound	0 06
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes	0 06
Boneless cod, 20-lb. boxes	0 06
Boneless cod, 20-lb. boxes	0 06
Boneless fish, 20 lb. bxs., 2 lb. blocks	0 05
Boneless fish, 25 lb. bxs., loose	0 04 1/2
Pure cod in crates, 1 and 2 lb. bricks	0 05
Salted and Pickled—	
No. 1 Labrador herring, bris.	5 50
" " " " " "	3 00
Large green cod, 200 lb. bbl.	6 00
Oysters, bulk, per gallon	1 30
Standards, bulk	1 40
" selects	1 50
" quart tins, sealed	0 40
Paper pails, per 100 qt. size	1 50
Live lobsters, lb.	0 18
Standards, 4 gals	6 80
Selects	7 60

TORONTO.

GREEN FRUITS—There is not much change to report on the fruit market this week. Navel oranges are firm and 25c a case higher. The receipts have fallen off on account of continuous rains which interfere with picking. Strawberryeries arrive in good shape but are still very high in price. Grape fruit is plentiful, and offers below the regular quotations will not be turned down. A small lot of cranberries have just arrived, but from where was not positively stated. However, they are in very good condition for this time of the year, and sell at \$3.50 a case. Apples are scarce and the choicest Spies will sell as high as \$7.50.

Grapes, Almeria, keg	7 00	8 00
Apples, Spies	6 50	7 50
" Russets	3 50	4 00
" Baldwins	4 00	5 00
" Greenings	4 00	5 00
" Tolman Sweet's	3 00	3 50
Oranges, Valencia, case	4 00	4 25
" Large	4 50	4 75
" California navel	2 75	3 25
" Messina bitter oranges	2 25	2 50
Lemons, Messina	2 75	3 25
Bananas	1 75	2 25
Grape Fruit, Florida, box	3 25	3 50
Pineapples, Florida, crate	4 25	4 50
Strawberries	0 55	0 60
Cranberries	3 15	

VEGETABLES—The hustle seems to be principally in handling vegetables, with which the market is well supplied. Almost all our summer vegetables are to be had, these coming from different parts of the Southern States. Even such articles as new carrots, beets, potatoes, etc., are sold at high prices, which are no better than the old, but they sell all the same. Potatoes are about 5c a bag higher and very few are sold. Canadian onions are also higher.

Beets, Canadian, old, per bag	0 45	0 50
" Florida, new, per dozen	1 00	
Parsnips, per bag	0 55	0 60
Potatoes, Ontario, per bag	0 75	0 80
" sweet, hamper	2 00	2 25
" Bermuda, per bushel	3 50	
" per barrel	10 00	
Lettuce, Boston head, doz.	1 25	
Onions, Canadian, dried, bag	1 15	1 25
" Spanish, crate	5 00	5 50
" small crate	1 75	
" Bermuda, per case	4 50	
Tomatoes, California, small basket	0 75	1 00
" per case	3 50	
" Floridas	4 00	
" small	0 75	
Carrots, per bag	0 45	0 50
" new, per bunch	1 20	
Cabbage, Florida, new	3 50	3 75
Canadian, old, per barrel	2 25	

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Cauliflower, per case	4 00
California celery, per case	6 50
Florida celery, per half case	3 25
Turnips	0 35
Radishes, per dozen	0 40
Sp nach, per bushel	1 50
Egg plant, per doz	3 00
Green peppers per doz	1 50
Cucumbers, per dozen	2 75
Asparagus per bunch	0 90

FISH—Owing to the mild weather the fish market is less active. The frozen stock on hand is quite sufficient to meet all the demand through Lent. Very little fresh caught stock is coming in. Trout and white fish are very scarce.

Herring, medium, per lb	0 04	0 05
" sea, per 10	1 00	1 25
" lake, per keg	4 00	4 25
Whitefish, frozen	0 09	0 10
Trout	0 9	0 10
Whitefish fresh caught	0 13	0 14
Trout	0 13	0 14
Cod	0 07	0 08
Cod, fresh caught	0 09	0 07
Halibut	0 09	0 07
Haddock, frozen, per lb	0 07	0 07
" fresh caught	0 09	0 09
Sea salmon, Silverside	0 13	0 13
" steelhead	0 05	0 06
Pike	0 05	0 06
Pickrel, yellow	0 05	0 06
Herring, Digby, smoked, bundle 5 boxes	1 25	1 25
" Rippered, 15-lb. box	0 09	0 10
Smelts, per pound N. 1	0 12	0 14
" extra	1 50	1 50
Oysters, Long Island	1 75	1 75
" medium selects	1 85	1 85
" extra	1 50	1 50
" shell, per 100	0 07	0 08
Finnan Haddie, smoked, 15-lb. package	0 05	0 05
Boneless cod, quail on toast	0 05	0 05
" imperial	0 07	0 07
" steak	0 90	0 90
Shredded cod, doz	3 12	3 12
Arcadia, 24 packages 1 lb. box	2 40	2 40
" 12 packages, 2 lb. box	1 60	1 60
Arcadia cod, crabs	1 15	1 25
" tablets, box	0 08	0 09
Bloaters	0 10	0 10
Qualla	0 15	0 15
Catfish, dressed	0 15	0 05
Gold eyes	0 15	0 05

FRUIT MEN TO UNITE.

Rochester, March 29.—An organization of growers and handlers of dried fruit will be formed here soon, to be known as the Fruit Association of New York. It will be incorporated, and its main object will be to unify interests and methods of fruit men in this section so that they can compete on even terms with growers of the far west, who have invaded eastern markets successfully.

Richard Schuetze, Rochester, chairman of the committee, having details of the organization in charge, said, in discussing the need of an association in this state that the increased production of fruit in the Hood River Valley, Wenatchee, and in the irrigated orchards of the Yakima Valley, and California, as well as the superior methods of packing and marketing fruit, in those sections are hurting eastern markets. He believes that closer attention to detail in packing by western interests and the evolving of something like a standard in grading are responsible for the loss of the foreign trade and the domestic market in the east by the eastern growers.

A LIFE SENTENCE.

Patent salt some time ago was banished forever from the mess room of the House of Commons, London, Eng. Several doctors of medicine and scientists at the time tested the salt after many had been ill with appendicitis and they decided to eliminate all patent salt from the culinary department of the House.

FOR EASTER

Tomatoes, Pineapples, Bananas, Celery,
Asparagus, Oranges, Grape Fruit,
Cucumbers, Head Lettuce, etc.

FISH FOR GOOD FRIDAY

Halibut, Qualla and Silverside Salmon,
Haddock, Cod, Trout, Whitefish.

EVERYTHING BEST QUALITY.

WHITE & CO., Limited

TORONTO and HAMILTON



RESOLVED

that you as consumers do not use as many Lemons as you should—
Try a slice in your cup of tea - it gives a fine flavor. Ladies who use
a Lemon face-wash acquire a more beautiful complexion. For best
results use my clear-skin juicy LEMONS.

BUSTER BROWN

FOLLINA BROS.
Packers, Italy.

W. B. STRINGER
Can. Agent: Toronto.

EXTRA FANCY

GOLDEN ORANGE Brand NAVELS

BEST SHIPPED FROM CALIFORNIA

Where e'er the've been in Competition,
At every kind of Exhibition,
Wherever Golden Orange shown,
Wherever Golden Orange known,
They stand unrivalled and alone
for Highest Quality.

SOLD AND DISTRIBUTED BY

HUGH WALKER & SON

GUELPH ONTARIO

Modes of Lobster Living as Seen Beneath the Sea

Carries Its Eggs Attached to Its Body by Means of Tenacious Threads—Food for Larger Fish and Many of the Young Are in This Way Destroyed—Lobster Industry Comes Next to the Salmon in Canada.

The peculiarities of the lobster, its modes of living and the enormity of the lobster fishing industry in Canada were recently very vividly portrayed by Prof. E. E. Prince, Commissioner of Fisheries and General Inspector of Fisheries for Canada before the special Marine and Fisheries Committee of the Dominion Government appointed to investigate the condition of the fishing industry of Canada and to suggest means for its development. Prof. Prince has been with the Department of Marine and Fisheries since 1892, prior to which time he had been in the employ of the Irish Government and the Scottish Fishery Board where he assisted in carrying on an investigation into the fishing grounds.

He stated that during the seventeen years since he had been Commissioner of Fisheries for the Dominion he had felt keenly that this subject of fisheries as a parliamentary subject has been less prominent than some others, for example agriculture, and he was very glad indeed that it was during the regime of Hon. Mr. Brodeur, who had done so much to foster the fishing industries, that this step has been taken and a Fisheries Committee of the House of Commons constituted.

Lobster Fisheries Second.

"There can be little doubt whatever," he said, "that the Fisheries Department has in some cases been hampered by the fact that members of parliament have not had opportunities such as this committee will afford of discussing and ventilating fishery questions. I think it is also a very happy circumstance that the lobster fishery has been taken up first of all because it is one of the most pressing fishery questions in the Dominion of Canada. The lobster fishery, as most of you know, ranks at present second so far as regards value. The salmon fishery stands first with a value of over \$5,000,000, according to the latest statistics, the lobster fishery comes next with a value of over \$4,000,000, and the cod next, with a value of a little over three and a half million dollars. The lobster is usually called a shell-fish, but it has really nothing in common with other shell fishes such as the oyster and the clam. It is a crustacean like the crab and the shrimp and has certain peculiar habits and modes of life. In the second place the lobster is local in its habitat, that is, it does not move about over great distances. That is an important fact to remember, that each locality has practically its own race or run of lobsters and it only moves about as it is stimulated by the needs of food, of temperature, and of the season such as the approach of the

breeding season. In the third place the lobster produces eggs, but does not deposit them in the sand or under rocks as some fishermen have imagined. It carries its eggs about attached to its body and they are carried for a considerable time until the young hatch out. The female lobster, unlike so many marine animals, does not scatter its eggs or deposit them in any particular location but they are glued or attached by tenacious threads to the body and they are not impregnated or fertilized until the female has pressed them out or extruded them. The male lobster places what is called sperm matter on the underside of the body of the female and this sperm matter remains sometimes for months before the eggs are extruded. If a female is not fertilized it is probable that the eggs are not extruded. Then in the fifth place, it is certain that a ten and a half-inch lobster is fully matured and that lobsters under that size produce proportionately fewer eggs though there may be lobsters of even seven and a half to eight inches at times bearing eggs, diminutive specimens though they may be. Years ago in what might be termed the virgin condition of the fisheries, large lobsters prevailed in all districts but the average size has since diminished in almost every locality. In the next place July and August are the main spawning months. Only about 20 per cent. of the females extrude their eggs in other months; but whether the lobster spawns every year or every two years is still a matter of controversy. I have taken myself quite a prominent part in this discussion with Prof. Herrick and others on the question of the annual or biennial spawning of lobsters. That, of course, is a scientific question."

"What are your views?" was asked.

"I am inclined to think," said Prof. Prince, "the lobster spawns annually as most of the marine animals do. Indeed some crustaceans belonging to the same family as the lobster spawn twice every year. Then in the next place as to the number of eggs: the number of eggs increases very much more rapidly as the size of the lobster increases. An 8-inch lobster may have 5,000 eggs, a 10-inch lobster 10,000 eggs, a 12-inch lobster 20,000 eggs. A 16½-inch lobster caught at Wood's Hole, Mass., in 1895, was examined and found to have 85,000 eggs. The eighth point is that when hatching begins it occupies only about a week. The mass of eggs on the female is hatched out in a very short time. That makes the process of lobster hatching in the hatcheries a very short one. The eggs

are hatched out very rapidly after the female has carried them for some time.

Form Food of Larger Fish.

"The ninth point is that the lobster on hatching out makes for the open sea. It does not remain on the bottom or in-shore but goes out into the open waters and swims about not as the adult lobster tail foremost, but head foremost. It is a very minute creature only about a third of an inch in length. It swims forward near the surface for six or eight weeks in company with a great many other pelagic or surface swimming animals out in the open sea. At that time they are fed upon very largely by other fishes. The mackerel especially feed upon young lobsters and wherever young lobsters are abundant on the surface of the sea the mackerel school there. Consequently we have to face this fact: They form the food of a very large number of fishes in the sea. That destruction means that there must be a very large quantity of young lobsters to keep up the lobster supply at all. Then the next point is that when the lobster has about doubled its length, that is, when it is about three-fifths of an inch in length, it sinks to the bottom of the sea. It then travels shorewards and hides about the rocky ledges, the piles of wharfs and piers and so on. It grows there, close in shore, to a length of 2½ or 3 inches.

Growth is Slow.

"The lobster doubles its length in about 6 or 8 weeks, and within a year it would be three or four inches long. The lobster is fond of living amongst eel grass at this time and it grows at the rate of 1½ to 2 inches every year so that the lobster is a slower growing animal than one would imagine. You can see, therefore, that when the large lobsters of a certain size are all cleaned out of any locality it will be some time before you can have big lobsters to replace them; the average size will be small for some time."

"How long does it take a lobster to reach eight inches?" was asked.

"An eight-inch lobster would be in its third year and the ten-inch lobster in its fourth year so far as observations have gone," Prof. Prince stated.

John Rose, formerly with the Canada Brokerage Co., Toronto, left for Vancouver on Saturday last where he will enter into a brokerage and commission business with H. St. Clair Kirkland, under the style and name of Kirkland & Rose. Previous to his departure for his new home he was presented by the Canada Brokerage Co. and staff was a very fine watch fob and charm as a token of the esteem in which he was held by his employers and co-workers. Mr. Rose was for three and a half years with the Canada Brokerage Co. and leaves with the firm's best wishes for his success.

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Protection Wanted for British Columbia Fruit

Member for Yale-Cariboo Says Inferior United States Fruit is Shipped Into the West—Advocates More Fruit Inspectors for the Western Provinces—Reply of Minister of Agriculture.

Martin Burrell, M.P. for Yale-Cariboo, B.C., and a practical fruit grower in the Pacific Coast province, has been advocating in the House of Commons at Ottawa more consideration for British Columbia fruit. The fruit growers there want more protection through the rigid enforcement of the Fruit Marks Act. The market for which they are contending is that of the prairie provinces; they claim that the Fruit Marks Act is applied to Canadian growers, but not to those of the United States who thereby get an advantage in the market. Mr. Burrell estimated the fruit acreage of British Columbia at 75,000 acres, with a value of \$15,000,000, and predicted a value of \$100,000,000 ten years hence. Incidentally, he stated that of the 75,000 acres of fruit trees, 5,000 acres were of peaches—a fact not generally realized in the east.

The growers of British Columbia, he pointed out, did not want an increase in tariff, though they did ask for a change which would mean an increase. Hon. Sydney Fisher, Minister of Agriculture, said that the Fruit Marks Act applied to the United States growers as well as Canadians and he promised to support the suggestion as to tariff alterations.

Mr. Burrell maintained that the non-enforcement of the Fruit Marks Act against Americans was resulting in the Americans dumping in the Canadian West diseased fruit and culls. This fruit was sold as first grade, and therefore the British Columbian growers, who had to comply with the Canadian regulations, had to meet unfair competition. He cited one American company which controlled five distributing houses in the prairie provinces. The peach market, he stated, is largely held by Americans who last year shipped into Saskatchewan and Alberta 63,000 cases, or 50 earloads.

More Inspectors Needed.

His remedy was the appointment of more inspectors. At present there are one in Manitoba, one for Saskatchewan and Alberta, and one for British Columbia, a force totally inadequate to cope with the situation, and especially when they had to watch not only United States imports, but shipments from Ontario, whence some shippers sent inferior fruit, though half of them packed honestly. He proposed that the inspecting force in the West be brought up to seven; two in Manitoba, one each in Saskatchewan and Alberta, and three in British Columbia.

Mr. Burrell's suggestion regarding the tariff was this: American fruit comes largely in boxes, while the Canadian duty is based on the barrel. At present

application is made by four boxes a barrel, whereas they hold more. He asked that the interpretation should be changed, and that three boxes should be called a barrel. This would equal an increase equivalent to one-quarter of the duty.

Wanted in Ontario, Too.

Joseph E. Armstrong, of West Lambton, backed up Mr. Burrell and advocated the increase of the force of inspectors in Ontario, which contains two-thirds of the fruit trees of Canada. The present tax inspection, he said, encouraged dishonest packers.

The Minister of Agriculture welcomed the suggestions made, and the non-partisan spirit in which they were made. But he also pointed out that it was not the design of the Fruit Marks Act, to secure the inspection of all Canadian fruit. The act could be enforced by any person, and it was expected that the Canadian purchaser would make use of it to protect himself. To inspect all fruit would require so large a force of competent men that it would be "impossible" to obtain them for a service lasting only for three months.

Mr. Armstrong—"Could not the Government get competent men just as the packers do now?"

Mr. Fisher—"Not for all the fruit."

Mr. Armstrong—"Not necessarily all."

Mr. Fisher—"Well, I am speaking of that."

A further reason against inspecting all fruit was that it would interfere with the forwarding of the fruit. For example, from 500,000 to 1,000,000 barrels of apples were shipped from Montreal in about two months, and it would be impossible to inspect all without seriously impeding shipment.

Careless Packing.

The act was first established, said the Minister, to protect Canada's name in the British and other foreign markets. Careless packing had brought Canadian fruit into disfavor.

Later the act was extended to inter-provincial trade, to protect western consumers.

The act applies to imported as well as to Canadian fruit, said Mr. Fisher, and the inspectors had been instructed to so enforce it. The Government inspectors reported that United States fruit was generally well packed. They did not report any bad American fruit. Further western fruit dealers spoke favorably of American fruit.

"Wholesale or retail?" asked Mr. Burrell.

"Both, I think," replied the Minister. "but perhaps more wholesalers."

"They are generally Americans," commented Mr. Burrell.

The Minister paid a compliment to British Columbia fruit. He would prefer it to American. He believed the chief reason why the British Columbians had not captured the prairie market was that they did not produce enough to supply the demand.

He met Mr. Burrell's suggestion in regard to the tariff by promising to bring it before the Minister of Customs. He would represent to him that, if fruit were to be admitted in boxes, and the duty paid on a barrel basis, the basis should be three instead of four boxes to the barrel. The Minister closed by expressing his readiness to give a larger measure of inspection, and pointed out that three inspectors had been added to the Ontario force last season.

TRADE NOTES.

W. H. Robson, grocer, Toronto, has assigned to N. L. Martin.

J. F. Moseley, grocer and confectioner, Parry Sound, died recently.

William Engley, Pembroke, Ont., has purchased Mr. Lehmann's store at Petewawa and is putting in a stock of general merchandise with the idea particularly in view to cater to the wants of the summer camper and tourist.

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1886
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Would you like our Weekly Circular

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**DAWSON'S Banner Brand of Jams,
Marmalades and Jellies is the very best.**
THE DAWSON COMMISSION CO., TORONTO

Three Fish Days Next Week!

This is the finish of the Lenten Season. There will be a strong demand next week for all kinds of fish. We can fill your wants promptly and satisfactorily.

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B.C. Salmon Labrador Herring Skinless Cod
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And a good special, like

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Bulk Oysters

"I Want a Tin of Your Best Lobsters"

When your customer comes in and makes this request of you, you cannot do either her or yourself justice unless you hand her a tin of lobsters that you can guarantee.

The lobster must be whole meat only, very choice, only claws and tails. In short—perfection.

Hand her a tin of Loggie's

Golden Crown

OR

Golden Keys Lobsters

and she gets what she wants—the best.

Years in business, the same brands always, never the slightest deterioration in quality, no matter what the conditions,—these are our recommendations to you.

Also, NOTE WELL, we stand behind every Tin and will refund for any and every package found unsatisfactory.

YOUR JOBBER HAS THEM.

W. S. Loggie Co., Limited

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WHEN YOU WANT

the best in all kinds of Smoked, Salted, Fresh or Frozen Fish, and desire prompt delivery and satisfactory treatment write

JOS. T. O'CONNOR

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Send us your order for balance of Lenten Requirements.

WE CAN PLEASE YOU



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat Put up in ¼ gross cases

Bulk in 7-lb. Pails, ½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour. Sold by all wholesale dealers.

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Brunswick Brand Is The Very Best Obtainable



We buy only the choicest sardine herring, haddock and kippered herring. We have also several traps of our own for catching sardines.

"In their raw state" the supply is the very best procurable and we guarantee the purity, excellence and quality of the finished product.

Skilled help, a modern plant and the most improved methods are ever at our command.

Mr. Wholesaler—Write us regarding our prices and for list showing the number of tins to case.

The Brunswick Brand is the leading Canadian Brand.

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BLACK'S HARBOR, N.B.

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IS SECOND ONLY TO THAT OF
A WELL-SELECTED STOCK**



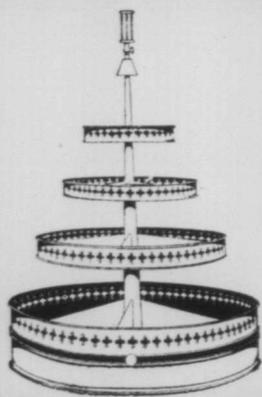
WALKER BIN FIXTURES will

**Build up a new business,
Put new life into a dead business and
Improve and make more profitable
the best grocery business in Canada.**

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

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Designers and Manufacturers of
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Representatives: Montreal; Kenneth H. Munro, Coristine Bldg.
Manitoba: Watson & Truesdale, Winnipeg, Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.



**Vegetable Display
Stands**

They keep green truck fresh, crisp and attractive. They prevent waste and increase sales and profits.

They are used by Retail Grocers and in markets where there are city water systems.

If you have no city water, write us anyway, we have something interesting to show you. . . .

**Galesburg Cornice
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14 E. Ferris St., Galesburg, Ill., U.S.A.

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Coupon Books**

They systematize business, make credit customers easy to handle, and prevent the loss of many a dollar.

They are now successfully and profitably used in every corner of the United States, and their fame has spread to all quarters of the earth.

HOW THEY WORK

A man wants credit. You think he is good. Give him a \$10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with \$10 no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the \$10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.



For sale by the Jobbing trade everywhere.
Manufactured by ALLISON COUPON CO.
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LAMENESS from a Bone Spavin, Ring Bone, Splint, Curb, Side Bone or similar trouble can be stopped with

ABSORBINE

Full directions in pamphlet with each bottle. \$2.00 a bottle at dealers or delivered. Horse Book 9 D free.
ABSORBINE, JR., for mankind, \$1 a bottle, removes Painful Swellings, Enlarged Glands, Goitre, Wens, Bruises, Varicose Veins, Varicosities, Old Sores, Allays Pain.
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When writing advertisers kindly mention having seen the advertisement in this paper.

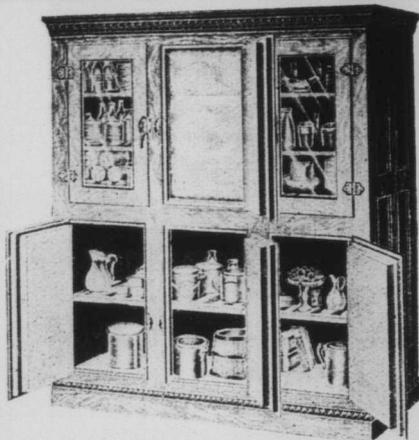


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CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind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

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

**TRY A CONDENSED AD IN
THE CANADIAN GROCER.**



OUR GROCER REFRIGERATOR

REFRIGERATORS

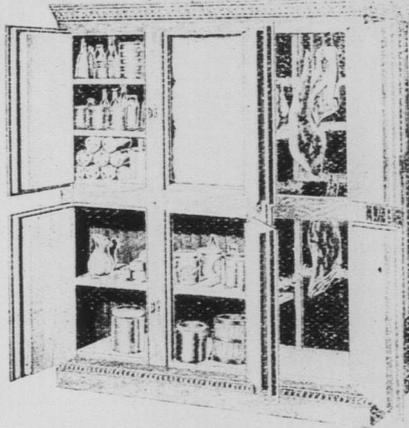
We manufacture the best line of Refrigerators for Grocery Stores, Restaurants, etc., on the market. Prices the lowest.

Ask all leading Hardware Merchants about them, or write us direct for circular.

We are the largest makers of Refrigerators under the British Flag.

The Ham & Nott Co., Limited

BRANTFORD, - CANADA



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FOREWARNED IS FOREARMED IN INVESTMENT MAKING

The Financial Post of Canada

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Its editorial comment on market movements is based on facts obtained at first hand from "The Men Behind."

Its special articles on the making of investments are interesting, practical and authoritative.

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THE FINANCIAL POST

MONTREAL

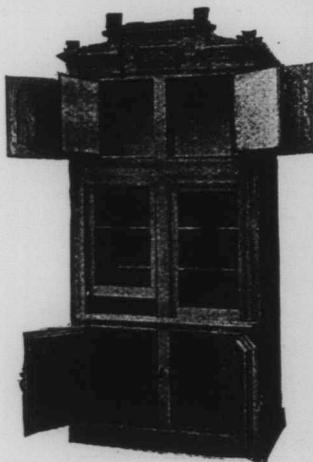
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Arctic Refrigerator

For butchers, grocers, hotels, etc. The coldest, driest and most up-to-date refrigerator on the market.

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40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices

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MAKERS

ELGIN, ILLINOIS, U.S.A.



What the up-to-date Merchant wants is **PROTECTION**

We will **GUARANTEE TO PROTECT** one end
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If you use our System of Weighing you will never
give overweight

The merchants of Canada who have studied our system of weighing have adopted it, and it is certain that you will find some progressive merchant in your locality using a Famous Dayton Scale. Ask him why. The answer is always the same—because it saves money.

Now, if this system will save you money, it is certainly worth trying, and in order that every merchant who cares to study this system of correct weighing may have the chance to do so, we have engaged special men to demonstrate these scales. It does not cost the merchant anything to have this scale demonstrated to him. All you have to do is to drop us a card, and we will give you a chance to have the scale demonstrated to you and your clerks. Remember, you will be under no obligation to buy.

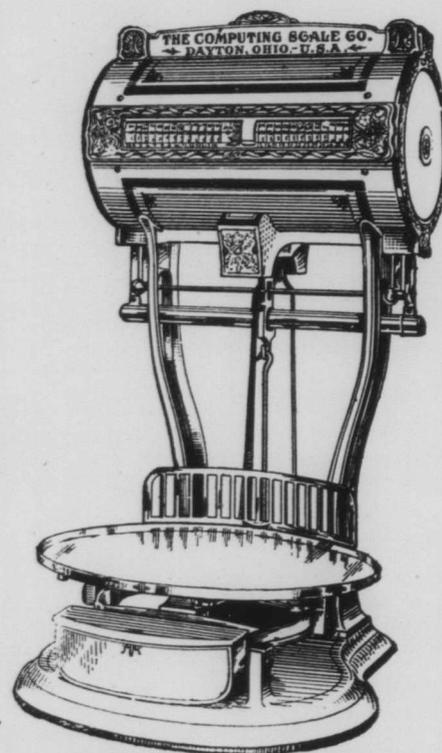
We ask every merchant to be careful not to buy any **imitation** of the **Dayton**. There is only one system, and that is the **Dayton**.

Send in a card and have a chance to study this wonderful system.

Made in Canada—by Canadian workmen—a Canadian guarantee—with a Canadian factory behind it.

The Computing Scale Company
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164 King Street West, Toronto, Ont.



DAYTON MONEYWEIGHT SCALE
NOTE THE LOW PLATFORM



CAN'T EXPLODE

"A customer with a cigar or pipe can come as near as he likes to my gasolene pump and it can't explode, because it's

THE BOWSER



This absolute safety which the Bowser gives you is alone worth its price.

But cost doesn't figure, for the Bowser pays for itself by stopping all leakage, evaporation and waste.

Put in a Bowser and sell gasolene. It means money in your pocket.

Bulletin 5056 tells you why. A postal will bring it, free. Write now.

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W. H. GILLARD & CO.

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"	1 lb. tins, 3 " "	1 25
"	1 lb. tins, 4 " "	0 75
IMPERIAL BAKING POWDER.		
Cases.	Sizes.	Per doz.
4 doz.	10c.	\$0 85
4 doz.	6-oz.	1 75
4 doz.	12-oz.	3 50
4 doz.	12-oz.	3 40
4 doz.	2 1/2 lb.	10 50
4 doz.	5 lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 60
4 " "	5 " "	0 75
4 " "	6 " "	0 85
4 " "	12 " "	1 40
2 " "	12 " "	1 45
4 " "	16 " "	1 65
2 " "	16 " "	1 70
1 " "	2 1/2 lb.	4 10
1 " "	5 " "	7 90
2 " "	6 oz.	Per case
1 " "	12 " "	\$4 55
1 " "	16 " "	

ROYAL BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 60
4 " "	5 " "	0 75
4 " "	6 " "	0 85
4 " "	12 " "	1 40
2 " "	12 " "	1 45
4 " "	16 " "	1 65
2 " "	16 " "	1 70
1 " "	2 1/2 lb.	4 10
1 " "	5 " "	7 90
2 " "	6 oz.	Per case
1 " "	12 " "	\$4 55
1 " "	16 " "	

CLEVELAND'S BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 60
4 " "	5 " "	0 75
4 " "	6 " "	0 85
4 " "	12 " "	1 40
2 " "	12 " "	1 45
4 " "	16 " "	1 65
2 " "	16 " "	1 70
1 " "	2 1/2 lb.	4 10
1 " "	5 " "	7 90
2 " "	6 oz.	Per case
1 " "	12 " "	\$4 55
1 " "	16 " "	

T. KINNAR & CO.

Crown Brand	1 lb. tins, 2 doz. in case	\$1 20
"	1 lb. " " " "	0 80
"	1 lb. " " " "	0 45
White Swan Spices and Cereals Ltd.	White Swan Baking Powder	
"	1 lb. tins, 3-doz. in case, per doz.	2 00
"	1 lb. " " " "	0 8
"	1 lb. " " " "	0 8

Blue.

Keen's Oxford, per lb.	\$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, 1 gross box	2 00

Cereals

H-O. COMPANY, ROCHESTER, N.Y.

Force, 36s.	\$4 50	Gusto, 36s.	\$2 85
Korn-Kinks, 33s.	1 45	H-O. oatmeal, 24,	3 10
Presto, 36s.	3 40	Buckwheat, 36s.	3 50
Pancake, 36s.	3 50	Oern Starch, 36s	2 50
Tapioca, 36s.	2 85	Farina, 24s.	1 70
Hominy, 36s.	2 50		

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., \$1.00.	
White Swan Self-rising Pancake Flour, per doz., \$1.00.	
White Swan Wheat Kernels, per doz., \$1.40.	
White Swan Flaked Rice, per doz., \$1.	
White Swan Flaked Peas, per doz., \$1.	

Chocolates and Cocoas.
THE COWAN CO., LIMITED.

Cocoa—	
Perfection, 1-lb. tins, per doz.	\$4 50
Perfection, 1/2-lb. per doz.	2 40
Perfection, 1/4-lb. per doz.	1 30
Perfection, 10c size 5-lb. tins	0 90
per lb.	0 37
Solu le, bulk, No. 1, per lb.	0 20
Soluble, bulk, No. 2, per lb.	0 18
London Pearl, per lb., kegs, etc.	0 22
Special quotations for Cocoa in bbls.	
Unsweetened Chocolate—	
Plain Rock, 1/2 & 1/4, cakes, 12-lb. boxes	0 36
Perfection Chocolate, 20c size, 2 dozen boxes, per dozen	1 80

Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen \$ 90

Sweet Chocolate—

Queen's Dessert, 1/2 & 1/4, 12-lb. boxes, per lb.	\$1 40
Queen's Dessert, 5/8, 12-lb. boxes	0 40
Vanilla, 1/2-lb., 12-lb. boxes, per lb.	0 35
Parisian, 5/8, " "	0 30
Royal Navy, 1/2 & 1/4, boxes, per lb.	0 24
Diamond, 7/8, 12-lb. boxes, per lb.	0 25
" " " " " "	0 28

Loings 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	Per lb. 0 36
Maple buds, 5-lb. boxes	0 30
Chocolate wafers, No. 1, 5-lb. boxes	0 25
Chocolate wafers, No. 2, " "	0 25
Nonpareil wafers No. 1, " "	0 30
Nonpareil wafers, No. 2, " "	0 25
Chocolate kinger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

Chocolate—

Maple buds, 5-lb. boxes, lb.	0 34
Vanilla wafers, " "	0 35
" " nonpareils, 5-lb. box	0 35
" " " " " "	0 28
" " " " " "	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

BENSDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.	
10c. tins, 4 doz. to case, per doz.	\$ 90
" " " " " "	2 40
" " " " " "	4 75
" " " " " "	8 00

Condensed Milk.
BORDEN'S CONDENSED MILK CO.
Wm. H. Dunn, Agent, Montreal & Toronto.

"Eagle" brand (4 doz.)	\$6 00 \$1 50
"Gold Seal" brand (4 doz.)	5 00 1 25
"Challenge" brand (4 doz.)	4 00 1 00
Evaporated Cream—	
"Peerless" brand evap. cream	4 70 1 20
hotel size	4 90 2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	\$4 80
Reindeer" brand per case (4 doz.)	5 60

Agents, O. E. Colson & Son, Montreal.

In 1/2, 1 and 1-lb. tins, 14-lb. boxes, per lb.	0 55
Smaller quantities	0 57

JOHN F. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.	
Arthur M. Loucks, Ottawa.	
J. A. Taylor, Montreal.	
Jos. E. Huxley, Winnipeg.	
R. J. Bedlington & Co., Calgary, Alta.	
Standard Brokerage Co., Vancouver, B.C.	

MOTT'S DIAMOND CHOCOLATE

Elite, 10c size (for cooking), doz	0 90
Prepared cocoa, 1/2 & 1/4	0 28
Prepared 1/2 & 1/4	0 28
Mott's breakfast cocoa, 1 doz	90 per dz.
" " breakfast cocoa, 1/2 & 1/4	0 38
" " No. 1 chocolate, 1/2 & 1/4	0 32
" " Navy " " " "	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 1/4-lb. cakes	\$0 38
Breakfast cocoa, 1-5, 1/2, 1/4 and 1/8-lb. tins	0 41
German Sweet chocolate, 1/2 and 1/4-lb. cakes, 6-lb. boxes	0 28
Caracas Sweet chocolate, 1/2 and 1/4-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-5-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-5-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda) 1-lb. tins	0 38
Cracked cocoa, 1-lb. pkgs., 6-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00
The above quotations are f.o.b. Montreal	

COCONUT.
CANADIAN COCONUT CO., MONTREAL.

Packages—5c, 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases.	Per lb.
1 lb. packages	0 26
1 lb. " "	0 27
1 lb. " "	0 28
1 and 1/2 lb. packages assorted	0 26 1/2
1 and 1/2 lb. " "	0 27 1/2
1 lb. packages assorted in 5 lb. boxes	0 28
1 lb. " "	0 29
1 lb. " " in 5, 10, 15 lb. cases	0 30
Bulk—	
In 15 15 lb. pails and 10, 25 and 60 lb. boxes.	Pails. Tins. Bbls.
White Moss, 4-c. strip, 2 1/2 " 1 1/2 "	0 41 0 17
Best Shredded	0 18 0 16
Special Shred	0 17 0 15
Ribbon	0 19 0 17
Macaroon	0 17 0 15
Desiccated	0 16 0
White Moss in 5 and 10 lb. square tins, 2-lb. cases	0 17
White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

CONDENSED MILK.

BORDEN'S CONDENSED MILK CO.
Wm. H. Dunn, Agent, Montreal & Toronto.

Cases. Doz. \$6 00 \$1 50

"Eagle" brand (4 doz.)

"Gold Seal" brand (4 doz.) 5 00 1 25

"Challenge" brand (4 doz.) 4 00 1 00

Evaporated Cream—

"Peerless" brand evap. cream 4 70 1 20

hotel size 4 90 2 45




TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.) \$4 80

Reindeer" brand per case (4 doz.) 5 60




Coffees.
EBY, BLAIN CO. LIMITED.
Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.	
Club House	\$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 14
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 and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18
THOS. J. LIPTON retail wholesale	
Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40 0 30
JAMES TURNER & CO. Per lb.	
Mocha	\$0 32
Damascus	0 23
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12 1/2
PATTERSON'S "CAMP" COFFEE ESSENCE	
Agents, Rose & Lafamme, Montreal and Toronto.	
5 oz. bottles, 4 doz. per doz.	1 75
10 " " " "	3 00
Rep. quarts, 1 " " "	6 50
Imp.	9 00

WHITE SWAN SPICES AND CEREALS LTD.
White Swan Blend.

1-lb. decorated tins, 32c. lb	
Mo-Ja, 1-lb. tins	30c. lb.
Mo-Ja, 1-lb. tins	28c. lb.
Mo-Ja, 2-lb. tins	28c. lb.

Flavoring Extracts.
SHIRRIFF'S

1 oz. (all flavors), doz.	1 00
2 " " " "	1 75
2 1/2 " " " "	2 00
4 " " " "	3 00
4 " " " "	3 75
5 " " " "	5 50
15 " " " "	10 00
30 " " " "	18 00

Discounts on application.

Jams and Jellies.
BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Lafamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20
THOMAS J. LIPTON	
Prices on application.	
T. UPTON & CO.	
Compound Fruit Jam—	
12-oz. glass jars, 2 doz. in case, per doz.	\$1 00
2-lb. tins, 2 doz. in case	0 72
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	0 08 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 72
7 wood pails, 6 pails in crate, per lb.	0 07

Individual size jars...

per doz.	1 00
----------	------

Imperial holder—

Large size, doz.	18 00
Med. size " "	17 00
Small size " "	12 00

Roquefort—

Large size, doz.	2 40
Small size, " "	1 40



Confections
THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box	1 35
" " 10c cakes, 36 in box	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb.	0 36
Nut Milk Chocolate, 1/2-lb. cakes, 12-lb. box, lb.	0 40

These prices are F.o.b. Toronto.

MACLAREN'S IMPERIAL CHEESE CO. LTD.

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	\$3 50 each
Small " " " "	3 60
Assorted, cases, 26 small, 12 large	3 55
Net 30 days.	

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemin & Fils. Montreal \$2, \$3, \$5, \$10, \$15 and \$20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03 1/2
500 books to 1000 books	each 03

For numbering cover and each coupon, extra per book 1/2 cent.

Cleaner.

Per doz.	
4-oz. cans	\$ 0 40
6-oz. " "	1 35
10-oz. " "	1 85
Quart " "	3 75
Gallon " "	10 00

Wholesale Agent
The Davidson & Hay, Limited, Toronto

Extract of Beef.
LAPORTE, MARTIN & OIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles 1-oz., case of 2 doz.	\$3 20
" " 2 " " 1 " "	3 00
" " 4 " " 1 " "	4 50
" " 20 " " 1 " "	4 75
" " 20 " " 1 " "	9 00

THOMAS J. LIPTON
Prices on application.

Infants' Food.

Robinson's patent barley 1-lb. tins	\$1 25
" " 1-lb. tins	3 25
" " 1-lb. tins	1 25
" " 1-lb. tins	2 25

"Mephisto" and "Purity" Canned Lobsters.




Flavoring Extracts.
SHIRRIFF'S

1 oz. (all flavors), doz.	1 00
2 " " " "	1 75
2 1/2 " " " "	2 00
4 " " " "	3 00
4 " " " "	3 75
5 " " " "	5 50
15 " " " "	10 00
30 " " " "	18 00

Discounts on application.

Jams and Jellies.
BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Lafamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20
THOMAS J. LIPTON	
Prices on application.	
T. UPTON & CO.	
Compound Fruit Jam—	
12-oz. glass jars, 2 doz. in case, per doz.	\$1 00
2-lb. tins, 2 doz. in case	0 72
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 07</



FOR MORE THAN FORTY YEARS we have been making our trade-mark a synonym for highest perfection in Stove Polish. Our facilities have been multiplied and improved. There are four million bricks in our present factory. Original devices of our own are almost exclusively used in producing our goods. This spells out successful Stove Polish making and explains why more housekeepers every year ask for Stove Polish with the trade-mark **RISING SUN**. It pays you to push them.

MORSE BROS., Props. - Canton, Mass., U.S.A.



Royal Metal Polishes

With spring and cleaning time here there is a good business in metal polishes for the up-to-date grocer.

There is greater profit in **Royal** Polishes than in any other. Cost you less—sell for the same price as other polishes, and a **home product**.

Canada's Leading Metal Polish

Write for samples and prices.

Royal Polishes Company, Montreal

AGENTS:

Ottawa: General Supply Co., of Canada, Ltd.
 Winnipeg: H. W. Glassco & Co. Vancouver: Wm. Erichsen & Son
 Halifax: J. C. Calder Sherbrooke: E. H. Bowen
 And all dealers.



There are no complaints heard about

BLACK KNIGHT STOVE POLISH

It lasts long, wears well, and shines serenely. We are helping by our vigorous advertising campaign to make the merits of this polish, which works so easily and quickly, more widely known.

The F. F. Dalley Co., Limited
 Hamilton, Canada Buffalo, N.Y., U.S.A.

BLACK JACK

"THE WONDERFUL PASTE FOR FAMILY USE."



TRY IT.

SOLD BY ALL JOBBERS

1/2-lb. tins—3 doz. in case.

Cables—BOYD, TRINIDAD

All Codes Used

BOYD & CO., TRINIDAD, B.W.I.

Late Watson, Boyd & Co.

General Commission, Export and Import Merchants

Export—Cocoa, Coffee, Coconuts and other Produce.

Import—Codfish, Flour, Oats, Split Peas, and all classes of Provisions.

Correspondence Invited.

London and New York, Frame & Co.



50-lb. wood Pure assort doz. in



Assorted Lemon Orange Raspberry Strawberry Chocolate Cherry Peach Weight 7



The GEN





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

WAGSTAFFE'S

Fine old English

Pure Orange Marmalade

Season 1909, now ready.

WAGSTAFFE'S Jams, Jellies and Sealed Fruits

are better than the imported. Once tried always used.

WAGSTAFFE, LTD.

Pure Fruit Preservers

HAMILTON

50-lb. wood pails..... per lb. 0 07
Pure assorted jam, 1-lb. glass jars, 2 doz. in case..... 1 75

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited



Assorted Case, Contains 4 doz. \$3.50
Assorted Case, Contains 2 doz. \$1.80
Lemon (Straight) Contains 2 doz. \$1.80
Orange (Straight) Contains 2 doz. \$1.80
Raspberry (Straight) Contains 2 doz. \$1.80
Strawberry (Straight) Contains 2 doz. \$1.80
Chocolate (Straight) Contains 2 doz. \$1.80
Cherry (Straight) Contains 2 doz. \$1.80
Peach (Straight) Contains 2 doz. \$1.80
Weight 7 lbs. to case. Freight rate, 3d class.

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:
Less than 5 cases..... \$ 25
Five cases, or over..... \$ 28



List price
"Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces... \$0 10
1-bbls. 0 12
Tubs, 60 lbs. 0 10
20-lb. Pails. 2 20
20-lb. tins.. 2 10
Cases 3-lb. 0 11
" 5-lb. 0 10
" 10-lb. 0 10

F. O. B. Montreal.



Lard

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 boxes 40) per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans... per can 2 00
Licorice lozenges, 3-lb. glass jars... 1 75
" 20-lb. cans... 1 50
" Parity " licorice 10 sticks... 1 45
" 100 sticks... 0 75
Dulce large cent sticks, 100 in box....

Lye (Concentrated)

SILBETT'S PERFUMED. Per case

1 case of 4 dozen..... \$3 60
3 cases of 4 dozen..... 8 50
5 cases or more..... 3 40

Marmalade.
J. W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars 1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass jars 5 and 7 tins

Preserved Ginger Marmalade, 1 lb. glass jars.
Pineapple " 1 " "
Green Fig " 1 " "
Green Fig and Ginger " 1 " "
Lemon " 1 " "
Grape Fruit " 1 " "
Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case... per doz \$1 00
16-oz. glass jars, 2 doz in case " 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen..... 2 00

SHIRRIFF BRAND

"Imperial Scotch"—
1-lb. glass, doz... 1 55
2-lb. " " " 2 80
4-lb. tins, " " 4 85
7-lb. " " " 7 35
"Shredded"—
1-lb. glass, doz... 1 90
2-lb. " " " 3 10
7-lb. tins, " " 8 25



THOMAS J. LIPTON
Prices on application

Mince Meat

Wetley's condensed, per gross net... \$12 00
" per case of 3 doz. net... 8 00



ST. CHARLES CO. DENNING CO.

PRICES:

St. Charles Cream family size, per case..... \$4.70
Ditto, hotel. 4.90
Silver Cow Milk 5.00
Purity Milk... 4.70
Good Luck.... 4.10

Mustard

COLMAN'S OR KEEN'S
D.S.F., 4-lb. tins..... per doz. \$ 1 40
" 1-lb. tins..... " 2 50
" 1-lb. tins..... " 5 00
Durham 4-lb. jar..... per jar 0 75
" 1-lb. jar..... " 0 25
F.D. 1-lb. tins..... per doz. 0 85
" 1-lb. tins..... " 1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.
Minerva Brand—
Minerva, qts. 12's..... \$ 5 75
" pts. 24's..... 5 50
" 1-pt. 24's..... 4 25

Sauces

PATERSON'S WORCESTER SAUCE
Agents, Rose & Laflamme, Montreal and Toronto
1-pint bottles, 3 & 5 doz., per doz..... 0 90
pint " 3 doz..... 1 75

THOMAS J. LIPTON
prices on application

Soda

COO BRAND

Case of 1-lb. containing 60 packages, per box, \$3.00
Case of 1-lb. containing 120 pkgs. per box, \$3.00
Case of 1-lb and 1-lb. containing 30 1-lb. and 60 1-lb. pkgs. per box \$3.00

Case of 50. 5pkgs. containing 96 pkgs. per box, \$3.00

MAGIC BRAND Per case
No. 1, cases 60 1-lb. packages..... \$ 2 75
No. 2, " 120 1-lb. " " 2 75
No. 3, " 30 1-lb. " " 2 75
" 60 1-lb. " " 2 75

No. 5 Magic soda—cases 100—16-oz. pkgs.
1 case..... \$ 2 50
5 cases..... 8 75



TANGLEFOOT FLY PAPER The Standard throughout the world for more than twenty-five years. ALL OTHERS ARE IMITATIONS.



"CHAMPION" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, ONTARIO

A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

is the PUREST, contains LEAST MOISTURE and therefore DOES FURTHEST of any Washing Soda sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS

MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK
HALIFAX

OAKEY'S The original and only Genuine Preparation for Glassing Cutlery, etc. and is Canadian

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Works, London, England

Agents:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

For best values in

CURRANTS

Get quotations on fruit exported by

J. Caramandani & Co.

Patras. Greece

Cleaners and Exporters, Est. 1878

Apply to General Agents in Canada:

J. L. Watt & Scott - Toronto
Watt, Scott & Goodacre, - Montreal

TWO CENTS PER WORD

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

SALT!

All High-Grade,
for every purpose
for which SALT is used.

VERRET, STEWART & CO.
LIMITED
MONTREAL

*We have some of the most
delicious*

Tender Little Beets

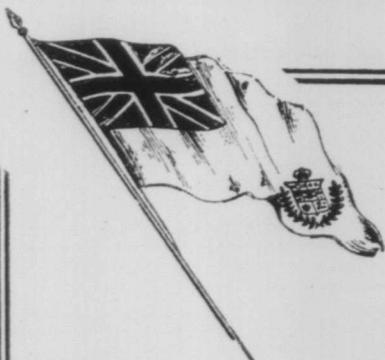
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*We have them in 2-lb. cans,
every can wrapped in tissue*

If your customers once used these, they
would have no other.

Write us for fuller particulars

J. H. WETHEY, LIMITED
ST. CATHARINES



Empire Brand

“A Bunch of Live Ones”

Prunes in 50 lb. boxes, 110/120, 70/80, 60/70, 50/60.
Slab Apricots, 50 lb. boxes. Choice Apricots, 25 lb. boxes.
Peaches, 25 lb. boxes. Canned Pears. Pineapples, all sizes.

**These are all snaps
Quality guaranteed**

TEAS. A great bargain in a lot of lines, good appearance and
cup quality guaranteed. A post card brings prices and
samples if desired. Try it.

GEO. E. BRISTOL & CO.

Wholesale Grocers

Hamilton,

Ontario

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**Free Phones
Use Them**

Montreal:
VOL. 2



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