

**PAGES  
MISSING**

# CANADIAN GROCER

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

Montreal: 701-702 Eastern Townships Bank Bldg.  
London, Eng.: 88 Fleet St., E.C.

Toronto: 10 Front St. East.  
New York: Rooms 1109-1111, 160 Broadway.

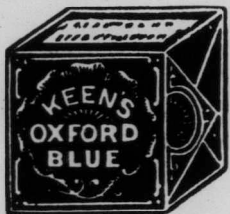
Winnipeg: 511 Union Bank Building

VOL. XXIV.

PUBLICATION OFFICE: TORONTO, APRIL 22, 1910.

NO. 16.

There's no disputing the fact that

KEEN'S  OXFORD  
BLUE

holds pride of place for quality and economy in use. Housewives the wide world over use Keen's and nothing else. Lose no chance offering to strengthen your hold on the family trade; stock up with KEEN'S—it's always in demand.

For Sale by all the Canadian Jobbing Trade.

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

A PROFITABLE PAIR

**BENSON'S**  
"Prepared" Corn  
**STARCH**

and

**EDWARDSBURG**  
"Silver Gloss"  
**STARCH**

They are the leading laundry and cooking starches in Canada, and are noted for their purity and ease in handling. See to your stocks.

**EDWARDSBURG STARCH CO., LIMITED**

ESTABLISHED 1858

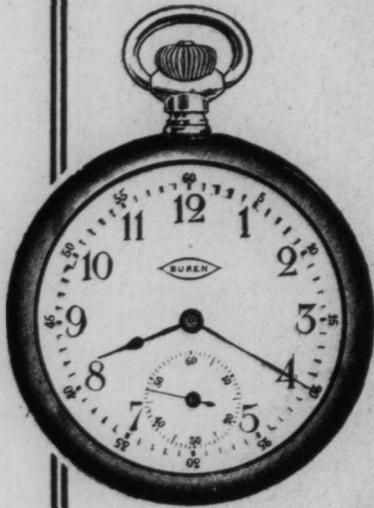
53 Front St. East, Toronto, Ont.

Works: Cardinal, Ont.

164 St. James St., Montreal



# HAVE YOU SEEN THEM?



## Imperial Dessert Jelly CERTIFICATES

Are in every Carton containing one dozen packages IMPERIAL DESSERT JELLY which leaves our factory up till Dec. 31st, 1910. On return to us of the proper number of these certificates, duly signed by a retail dealer or his clerk, we will comply with conditions outlined on the back of each certificate.

## SAVE THEM

### 125 CERTIFICATES

GOLD WATCH—Ladies' or Gents' gold watch, 15 jewel Buren movement, 10 carat gold filled case, guaranteed for 20 years. High-grade in every respect. (See illustration.)

### 100 CERTIFICATES

SILVER WATCH—Ladies' or Gents', same High-grade movement as in gold watch, in solid sterling silver case.

### 75 CERTIFICATES

GUN METAL WATCH—Ladies' and Gents' High-grade 7 jewel movement same as in gold watch, Gun metal case.

**NOTE--**We will send, by registered mail, to any part of Canada either of above watches, ladies' or gents', upon receipt of proper number of certificates. Also remember that the manufacturers guarantee goes with each watch, and we will be pleased to give you names of retailers who have already taken advantage of this special offer, and are well pleased with the watch they have received.

## IMPERIAL DESSERT JELLY

is the only jelly made from sterilized jelly and pure fruit juices. It will pay you to push the sale of it.

MANUFACTURED AND GUARANTEED PURE BY

**MACLAREN IMPERIAL CHEESE CO., Ltd.**

T O R O N T O

# One Aim In Life

The Packers of the "Thistle" Brand of  
Fish aim only to produce  
the best there is in  
Canned Fish.

## Canned Where Caught

The "Thistle" Brand of Canned Haddies, Kippered Herring, and Herring and Tomato Sauce, are canned right where they are caught, at the water side. How better could you preserve the natural richness and delicate flavor of the fish? IMPOSSIBLE.

But that is not all, because Captain Austin has the unequalled skill of a life-time of experience. THERE IS NO DIRT OR SLIME—NO UNCLEANLINESS TO BE FOUND IN THE "THISTLE" BRAND. The reputation of the foremost fish-curer in the country is at stake under the label of the "Thistle" Brand.

BUY IT AND YOU BUY THE BEST

### "Thistle" Brand Fish

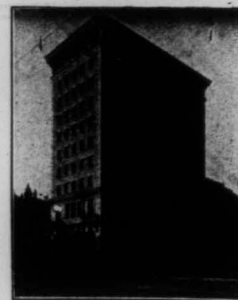
*Arthur P. Tippet & Co., Agents*  
MONTREAL





Montreal Office

# Manufacturers' Agents and Brokers' Directory



Winnipeg Office

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

<p><b>R. B. Colwell</b> BROKER HALIFAX, N.S. REPRESENTING LEADING MANUFACTURERS, SUCH AS <b>E. D. Smith Lowneys Toblers</b></p>	<p><b>Live Representation !</b> Do not neglect the Eastern Townships. Am open for another good agency. Know the trade. Have three travelers, <b>E. H. BOWEN, SHERBROOKE, QUE.</b> Manufacturers' Agent and Broker.</p>	<p><b>W. G. PATRICK &amp; CO.</b> Manufacturers' Agents and Importers <b>77 York Street, Toronto</b></p>
<p><b>J. W. GORHAM &amp; CO.</b> JERUSALEM WAREHOUSE, HALIFAX, N.S. Manufacturers' Agents and Grocery Brokers WAREHOUSEMEN can give close attention to few more first-class agencies. Highest references.</p>	<p><b>E. T. BUSINESS.</b> You, Mr. Manufacturer, can do a good deal larger business in the Eastern Townships, if your lines are pushed by a live representative right on the ground. You want someone who thoroughly knows the field and to whom grocery business is not a Chinese puzzle. <b>15 Years on the Ground</b> <b>S. ROBITAILLE &amp; CO., Sherbrooke</b></p>	<p><b>MacLaren Imperial Cheese Co.</b> Limited AGENCY DEPARTMENT Agents for Grocers' Specialties and Wholesale Grocery Brokers <b>TORONTO, Ont. DETROIT, Mich.</b></p>
<p><b>FOR SALE</b> Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order. <b>J. T. ADAMSON &amp; CO.</b> Customs Brokers and Warehousemen  27 St. Sacrament Street, Montreal TEL. MAIN 778 BOND 28</p>	<p><b>W. S. CLAWSON &amp; CO.</b> Manufacturers' Agents and Grocery Brokers. Warehousemen <b>ST. JOHN, N.B.</b> Open for a few more first-class lines.</p>	<p><b>ON SPOT</b> Spanish and French Shelled Peanuts. Two and three Crown Shelled Almonds. Whole, Halves and Broken Shelled Walnuts. Shelled Filberts. Quotations gladly furnished. <b>Lind Brokerage Company</b> 73 Front St. E., Toronto</p>
<p><b>ROBERT ALLAN &amp; CO.</b> MONTREAL General Commission Merchants Representing Morris Packing Co. Pork and Lard—Finest Quality</p>	<p>If you are looking for some nice large or twin cheese, write us at once. <b>W. H. Millman &amp; Sons</b> Wholesale Grocery Brokers TORONTO</p>	<p><b>MANUFACTURERS:</b>—Kindly open that other eye and take notice if your Toronto Representative is ener- getic and pushing your goods to the front; if not, communicate with the new firm, who have excel- lent selling facilities. <b>THE HARRY HORNE CO.</b> Wholesale Grocery Brokers and Manufacturers' Agents. 309-311 King St. West. Toronto</p>
<p><b>WAREHOUSE ACCOMMODATION</b> IN OTTAWA Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates. Special rates for large quantities <b>Dominion Warehousing Co., Ltd.</b> 82 Nicholas Street, Ottawa J. R. Routh, Manager.</p>	<p><b>NEWFOUNDLAND</b> <b>T. A. MACNAB &amp; CO.</b> ST. JOHN'S, NEWFOUNDLAND MANUFACTURERS' AGENTS and COMMISSION MERCHANTS Importers and exporters. Prompt and careful at- tention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.</p>	<p><b>WATSON &amp; TRUESDALE</b> (Successors to Stuart, Watson &amp; Co.) Wholesale Commission Brokers and Manufacturers' Agents. <b>WINNIPEG, MAN.</b> Domestic and Foreign Agencies Solicited.</p>
<p><b>CLARE, LITTLE &amp; CO.,</b> WESTERN DISTRIBUTORS Wholesale Commission Merchants and Manufac- turers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Busi- ness solicited. Our position is your opportunity. <b>SASKATOON,</b> Western Canada</p>	<p><b>G. C. WARREN</b> Box 1036, Regina IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT Trade Established 12 Years. Domestic and Foreign Agencies Solicited.</p>	<p><b>Prout, Simpson &amp; Co.</b> Wholesale Produce Merchants We are open to act as Selling Agents and Distributors for few suitable lines. GROCERS BUTCHERS BAKERS Canvassed Twice Weekly. Splendid Trackage Warehouse. Low In- surance Rates. <b>WINNIPEG MAN.</b></p>
<p><b>Face-to-Face Business</b> Are you satisfactorily represented in this dis- trict? If not, write <b>G. WALLACE WEESE</b> Manufacturers' Representative 30-32 Main East <b>HAMILTON</b></p>	<p><b>W. G. A. LAMBE &amp; CO.</b> TORONTO Grocery Brokers and Agents. Established 1885.</p>	<p><b>J. W. SNOWDON</b> Manufacturers' Agent 418 ST. PAUL STREET <b>MONTREAL</b></p>

# Cigars well displayed sell themselves

Which means just so much additional profit on a small investment.

This applies particularly to

You'll be interested in

**MARY ANN, 10c.**

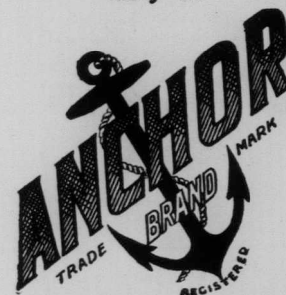
Put up

in glass

**UNO,**

**5c.**

**HUMIDORS**



**CIGARS**

the best 5c. straight on the market.

Send us your orders NOW and be the first in your locality to be selling the new line in HUMIDORS.

# EBY-BLAIN, LIMITED

Wholesale Grocers

TORONTO

## THERE IS A MORAL REASON FOR SELLING GOOD TEA

Tourists Observe the Deliciousness and Fragrance of the Tea Served in Certain Countries. . . .

They Also Observe that the People Who Drink High-Grade Tea are Healthier Than Those Who Drink an Inferior Tea.

THERE IS THE MORAL REASON FOR DRINKING "RAM LAL'S PURE TEA"

**RAM LAL'S PURE TEA CO., LTD.**  
MONTREAL, CANADA





UNSWEETENED

# Borden's Brands Do Build Trade—

Merchants who follow the policy of reserving the choice locations on shelves and counters, and in their windows, for such standard goods as Borden's are those who win and hold the largest measure of public confidence.

Always keep Borden's Brands to the front.

## Borden's Condensed Milk Co.

WILLIAM H. DUNN - Montreal and Toronto

Mason & Hickey, Winnipeg, Man.

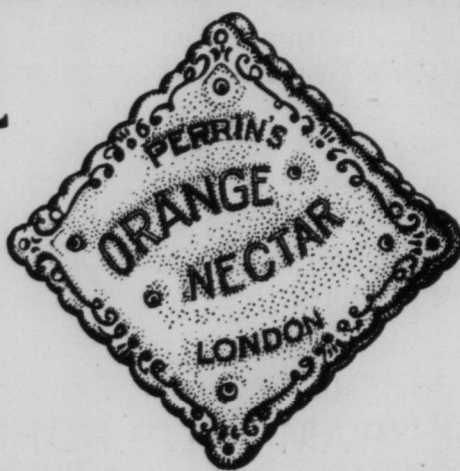
Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.



# ~ PERRIN'S ~

Our latest delicacy

ORANGE



NECTAR

# BISCUITS

LONDON

Ask traveler for sample

CANADA

# “AYLMER” JAMS, JELLIES PRESERVES, etc.

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

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

NO PRESERVATIVES

NO COLORING

At every process cleanliness is reduced to a science.

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

## CANADIAN CANNERS

Limited

HAMILTON, - CANADA

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dard  
neas-



AR

ADA





SPECIAL DRIVE IN

# TOMATO KETCHUP DIAMOND BRAND

Need of all available space and some judicious buying combine to enable us reduce the price for a short period. To move out this stock we make the figure:

**\$1.35 per dozen**

\$2.70 per case — 2 dozen to case — Pint Decanters

Freight prepaid in 5 case lots and over, up to 40c. per 100 lbs.

**ORDER QUICKLY—GOING FAST!**

Also Offering—500 cases 20 oz. Sour Mixed Pickles, at special prices, particularly for large orders. Inquire.

**Sugars & Canners, Limited, Montreal**

## SUGGESTION:



*You had best  
order  
immediately*



PROPRIETORS:

**ROWAT & CO. GLASGOW,  
SCOTLAND**

CANADIAN DISTRIBUTORS:—Snowdon & Ebbitt, 325  
Coristine Building, Montreal, Quebec, Ontario, Manitoba  
and the North-west; F. K. Warren, Halifax, N.S.; F. H.  
Tippett & Co., St. John, N.B.; C. E. Jarvis & Co., Van-  
couver, B.C.

# COWAN'S CAKE ICING



Prepared ready for use. Save the housewife a lot of work, and give better results than any but an expert cook can produce. They are popular wherever known. Make them known among your customers and develop a new and profitable line of trade.

The Cowan Co. Limited,

Toronto, Ontario



THE CANADIAN GROCER

# The W. A. Freeman Co., Limited

MANUFACTURERS, MERCHANTS

Phones

1475

1476

1477

537

597



Cable

Address

"FREEMAN"

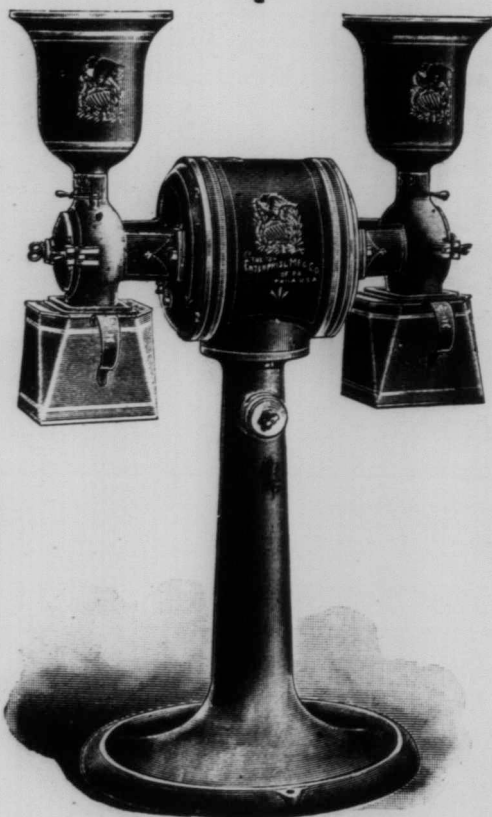
No. 08 MEAT, OR GROCERS' DELICATESSEN  
White tile panels, bronzed metal legs.

Counters, Silent Salesmen, Portable Offices,  
Oyster Cabinets, Etc.

Please Write for Catalogue

HAMILTON,

CANADA



## The LATEST "Enterprise" Electric Mill

New ideas applied to rapid grinding of coffee by electric power make these new "Enterprise" Pedestal Mills *by far the best on the market to-day*. They are **Direct Connected**. They lose no power in transmission. The grinders are on the motor shaft. The double Mill shown here, No. 0852, is for alternating current; can also be furnished for direct current. One Mill is fitted with tooth grinders which *cut* the coffee, the other mill fitted with ribbed grinders for pulverizing. Each hopper holds six pounds. The Mill will granulate 3 pounds of coffee per minute, and pulverize  $\frac{1}{2}$  pound per minute. The cans or receivers are enclosed as a protection against dust. The Mill is self-cleaning. This compact, graceful 1 H.P. Mill is already in great demand. We invite correspondence and will send facts, illustrations and prices of our 45 sizes and styles of Rapid Grinding and Pulverizing Mills on request.

We supply grocers also with Meat and Food Choppers, Self-Measuring Pumps and Faucets, Smoked Beef Shavers and other "Enterprise" Specialties. You should have our latest catalogue. If you haven't it, write.

The Enterprise Mfg. Co. of Pa. Philadelphia, U.S.A.

21 Murray Street, New York

544 Van Ness Ave., San Francisco



The Best Stores Sell the Greatest Quantity of  
**CAMPBELL'S SOUPS**

**CAMPBELL'S SOUPS** sell everywhere, in large stores and small stores. You can often measure a grocer's success by the quantity he sells. **FIRST**, the best class want **CAMPBELL'S SOUPS** and the grocer who caters to that class wisely gives them what they want. **SECOND**, as a successful grocer pushes what pays him best, he pushes **CAMPBELL'S SOUPS** for the profit of 33 $\frac{1}{3}$ %. Write to us and we'll help you with neat store cards and window dressing material to get and keep a good trade on **CAMPBELL'S SOUPS**.

**JOSEPH CAMPBELL COMPANY, Camden, N.J.**

ROSE & LAFLAMME, Ltd., 400 St. Paul St., Montreal, and 65 Front St. East, Toronto, Canadian Selling Agents  
 "21 KINDS—LOOK FOR THE RED AND WHITE LABEL"



**Fairbank's Famous Five**

Your stock is not complete without Fairbank's Famous Five Products, viz.:

- Fairbank's Gold Dust Washing Powder
- " Fairy Soap (for Toilet and Bath)
- " Glycerine Tar Soap
- " Sunny Monday Laundry Soap (contains no rosin)
- " Pummo Soap

Half Box Gold Dust free with each 5 box purchase.

WRITE FOR PRICES

**THE N. K. FAIRBANK COMPANY**  
 MONTREAL, CANADA

nited

Cable

Address

"FREEMAN"

S,

NADA

c Mill

electric power  
 the best on the  
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 nd Pulverizing

s, Self-  
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delphia, U.S.A.  
 re., San Francisco



## TO BE SUCCESSFUL

You have to supply the best goods in every line. For 30 years Chase & Sanborn's High Grade Coffees have been the recognized Standard. It will pay you to sell them.

**CHASE & SANBORN, Montreal**

### We Are Like The Quakers

in the matter of  
"Particularity."

We want our Salmon  
to be

## QUAKER SALMON

in the matter of quality,  
and we see that it is.

**You Can Depend Upon It.**

### Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal



## The Polish of Quality!

Lasts surprisingly. Polishes rapidly.  
Sells phenomenally. Is waterproof.  
Wears off slowly. Leaves excellent  
profit.

Such is "2 in 1." Stock it.

### The F. F. Dalley Co., Limited

HAMILTON, CANADA, - AND - BUFFALO, N.Y.

# Wagstaffe's Pure Strawberry Jam Sold Out

We packed the largest quantity of Strawberries of any single factory in Canada last season, still we have not a single case left.

## Why Is This?



Because they have that snap with them that is not found in any other make, and your customers come back again for them.

Book your contract early for next season.



### **WAGSTAFFE LIMITED**

*Pure Fruit Preservers*

HAMILTON, - ONTARIO

# E. & T. PINK

London                  England

STAND FIRST FOR PURE FOOD PRODUCTS

Jams  
Marmalade  
Candied Peel  
Confectionery  
Pickles      Pepper      Spices

FOR PRICE LISTS APPLY TO THE FOLLOWING AGENTS:

**EDGAR J. FRANKLIN** care Montreal Star **MONTREAL**

**FRED COWARD**  
1 Grandview Ave.  
TORONTO

**HERBERT J. CAVE**  
1220 Alberni St.  
VANCOUVER, B.C.

**J. W. SNOWDON**  
413 St. Paul St.  
MONTREAL

**JAS. H. MYLES**  
P. O. Box 262, St. John  
NEW BRUNSWICK



**Better Service. No Advance in Price**

# COUNTER CHECK BOOKS

To Suit Any System



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

**F. N. BURT COMPANY, Limited**

**TORONTO and MONTREAL**

Phone Main 2511

Phone Uptown 5962



## Broom Corn is Scarce

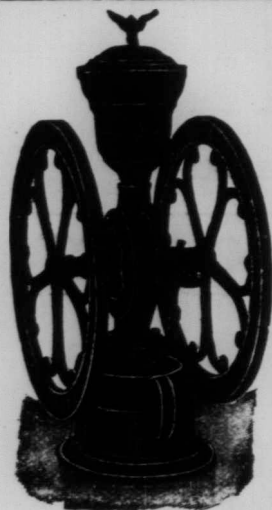
but we have been careful to secure a supply of the choicest grade stock for our

## Klondike and Jubilee Brooms

The trade may therefore rely upon the high quality of these goods being fully maintained.

**Stevens-Hepner Co., Limited**

Port Elgin, Ontario, Canada



*See Here!*

**Q** We can tell you just what is needed to give the finishing touch to your grocery store — you want an

### ELGIN NATIONAL COFFEE MILL

This mill is the easiest running and fastest grinding on the market and is well-built with steel grinders. Particular attention has been paid to its shape and finish, so that it is an ornament as well as an indispensable article in the store. *The cost is low.*

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).  
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.  
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glasco & Co.  
TORONTO—Eby, Blain, Ltd.  
LONDON—Gorman, Eckert & Co.  
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.  
REGINA, SASK.—Campbell Bros. & Wilson  
MONTREAL—The Canadian Fairbanks Co.

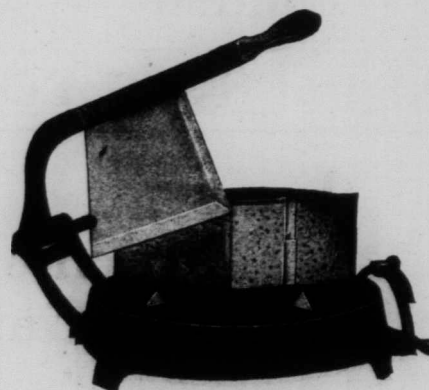
MANUFACTURED BY

**Woodruff & Edwards Co.**  
ELGIN, ILL., U.S.A.

## The Perfection Cheese Cutter

**IS THE BEST**

(Made in Canada)



The "Perfection"

Because it combines simplicity of operation with perfect accuracy.

No necessity for figuring and consequent mistakes. Place the cheese in position and the Cutter does the rest.

Manufactured only by

**American Computing Co. of Canada**  
HAMILTON, ONT.



## Obtainable with or without Tomato Sauce

Possess that "nutty" flavor so delicious in baked beans. Always uniform in quality and sure to please exacting customers.

We use only choice hand-picked Canadian beans, and the best pork—and our package is better from a point of view of attractiveness.

## How is Your Stock?

**The Eastern Canning Co.**

PORT CANADA, ; N.B.

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

NO SPRINGS

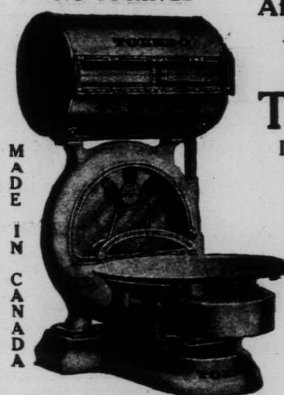
After 9 Years' Test and Its Adoption by the World's Greatest Merchants

## The Toledo Scale

Is Now the Recognized Standard.

1. It is Automatic.
2. It contains No Springs.
3. It is always reliable—not affected by temperature.
4. Guarantees Honest Weight.
5. Pleases Customers and Brings Trade.
6. Saves Money, Time and Labor.
7. Is Most Beautiful and Attractive.

105 Styles and Sizes for all kinds of Stores  
PRICES \$40 UP.



70,000 Now in Use

The Great Fair Store, Chicago, uses 100 Toledo Scales, and say:

"The 100 Scales you sold us are very satisfactory. They are certainly money-savers on over-weight."

"We satisfied ourselves the Toledo Scale was superior to all others."

E. J. Lehmann, Vice-Pres.

Scales of all makes taken in exchange rebuilt and for sale cheap  
Send for Catalogue, Free

**Toledo Computing Scale Co.**

Makers of Honest Scales  
TOLEDO OHIO

OFFICES:  
Toronto, 335 Yonge St.  
Winnipeg, Edmonton, Calgary



NO SPRINGS

## QUALITY

When anyone wants a high-class household refrigerator they always buy the Ham & Nott make. Our grocer refrigerators are made on the same principle. That means the best.

Sold by leading hardware dealers, or write to us.

**HAM & NOTT CO.**  
Limited  
BRANTFORD CANADA



## Never had a can of milk returned to us yet

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

Write for prices

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



# HALLEY'S COMET

has not affected our Big Sale of Teas. Orders are coming in from all quarters.  
For the balance of this month we will continue to quote special prices on all lines.

*If interested, see our travellers, or ask for samples and quotations.*

## Robert Simpson & Co., - Hamilton, Ont.

Formerly of Guelph

Phone 3541



### Over 25,000,000

SOLD LAST YEAR

### THE PYRAMID FLY CATCHER

is by long odds the best means of ridding the house of flies, and has double the surface of sheet fly-paper and lasts three times as long.

Causes no annoyance. A red-hot seller.

Price per 100, \$3.50

**WM. H. DUNN**  
MONTREAL AND TORONTO  
General Import Agent for Canada.

Do you use

# Redpath

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

Manufactured by

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



### It is to your own profit and credit

to handle a superior brand of Jelly Powders, and you have solved this problem of what to stock if your shelves hold

## SHIRRIFF'S JELLY POWDERS

This well-known brand is always reliable, easy and quick to handle, and retains in a large degree the natural flavor of the fruit.

ORDER FROM YOUR JOBBER

**Imperial Extract Co., 8, 10, 12 Matilda St., Toronto**

ESTABLISHED OVER 100 YEARS

**CHAMPION'S**

**MALT VINEGAR**



LONDON, ENGLAND

IS THE BEST

Commands a Preference over all others.

Made from the finest malted barley.

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

AGENTS

W. H. Escott, 141 Bannatyne Ave. East, Winnipeg  
R. Robertson & Co., 912-913 Dominion Trust Bldg., Vancouver, B.C.

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

We are open to do business on easy consignment terms

Write our Agents for Particulars

**Thurston & Braidich**

128 William Street NEW YORK CITY

Direct Importers of

VANILLA BEANS  
TONKA BEANS  
GUM TRAGACANTH  
GUM ARABIC

Winnipeg Representative,

**W. H. Escott**

Wholesale Grocery Broker

141 Bannatyne Ave., East

**To Sell or Not To Sell**  
**THAT IS THE QUESTION**

you are always "up against" when ordering! Are you selling

**A SEPTO**  
**(SOAP POWDER)**

(The enemy of dirt).

It is positively unequalled for every kind of cleaning work, and the economical wife likes its price as well! A 5-cent packet makes two gallons of soft soap, or four gallons of liquid soap. Try a case.

Order from your jobber.

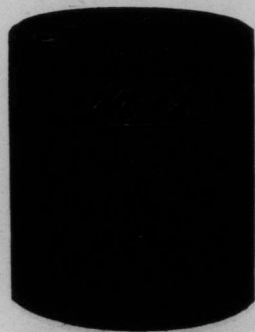
**Asepto Manufacturing Co.**

ST. JOHN, N.B.

Agents: Rose & Laflamme, Ltd., Montreal

**THERE'S a reason why**

**Canada First Evaporated Cream**



sells so well throughout the year. Customers know that the process of manufacture is as perfect as care, skill and cleanliness can make it, and the canning in air-tight sanitary tins, without the use of acid or solder, uniformly safe. Stock and recommend this splendid selling line.

Order from your wholesaler

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



**Tartan**  
**BRAND**

**MAPLE SYRUP**

1910 Run, Guaranteed Pure. Straight from the  
Sugar Bush. Nothing Finer

SEE OUR TRAVELLERS OR 'PHONE 596, FREE TO BUYERS

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

*St. Lawrence*

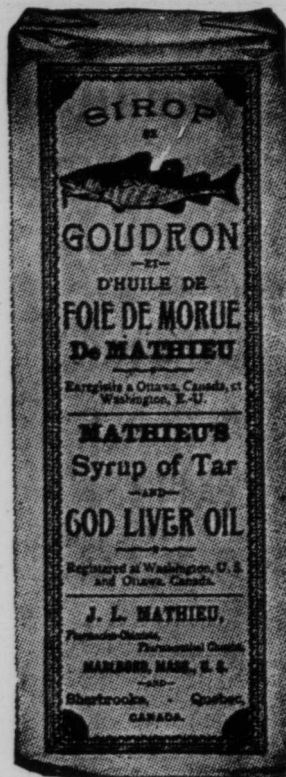
**GRANULATED**

and

**GOLDEN YELLOWS**

Made only from Pure Cane Sugar

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



**MATHIEU'S SYRUP**

of Tar and Cod Liver Oil

**MATHIEU'S NERVINE POWDERS**

are the safest sellers amongst all the cold cure and cough remedies on the market.

The sale has increased enormously—  
Thousands of testimonials attest their wonderful value—  
They never become dead stock—  
They afford dealers a good profit—  
Those who once use them make them a household remedy—  
Dealers who do not carry them simply lose sales that go elsewhere.  
As the demand will be continuous for some months order a good supply now.

Sold by all wholesale dealers.

AND

**J. L. MATHIEU CO., Props.**

**SHERBROOKE, P. Q.**

Distributors for Western Canada:

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

**PRINCE OF WALES PURE EXTRACTS POSSESS  
REGAL QUALITY**

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

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

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

## Are You Carrying The Empress Brand?

Coffees, Spices, Flavoring  
Extracts, Pure Jams  
and Jellies

WE WANT YOU to do so.  
IT WILL PAY YOU to do so.  
YOU WILL do so if you try them once.

WRITE US

**Empress Manufacturing Co.**

Limited

VANCOUVER, B.C.

WHITE SWAN BAKING POWDER

**CONTAINED NO ALUM**

A MONTH AGO

**CONTAINED NO ALUM**

A YEAR AGO

**CONTAINED NO ALUM**

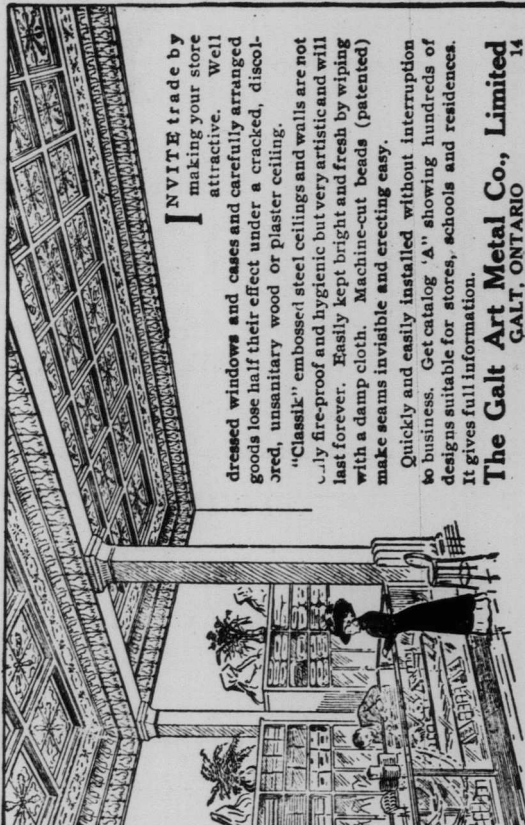
5 YEARS AGO

**CONTAINS NO ALUM**

TO-DAY

HANDLE GOODS THAT DON'T  
CHANGE IN MAKE-UP, QUAL-  
ITY AND COST, AND DON'T  
PAY FANCY PRICES.

White Swan Spices and Cereals Limited  
TORONTO



**I** NVITE trade by making your store attractive. Well dressed windows and cases and carefully arranged goods lose half their effect under a cracked, discolored, unsanitary wood or plaster ceiling.

"Classik" embossed steel ceilings and walls are not only fire-proof and hygienic but very artistic and will last forever. Easily kept bright and fresh by wiping with a damp cloth. Machine-cut beads (patented) make seams invisible and erecting easy.

Quickly and easily installed without interruption to business. Get catalog 'A' showing hundreds of designs suitable for stores, schools and residences. It gives full information.

**The Galt Art Metal Co., Limited**  
GALT, ONTARIO  
WINNIPEG-DUNN BROS.

## Galt "Classik" Ceilings

In replying to the above advertisement mention  
The Canadian Grocer.

**H** AVE A PLAN. The man who is satisfied with what comes to him unsolicited answers few knocks at the door. The stay-at-home misses daily opportunities that pass at the next corner. Get away from the desk—get out of the chair-tilting class. Opportunities are in perpetual motion. Get after them. Lay out a plan, a campaign for new business—then go after it. Exhaust every source, swing every prospect into line. Don't be satisfied with the business that you have—get more.—System.



THE CANADIAN GROCER

# YOU

have a fine profit making proposition right within your grasp if you will follow the lead of the wise grocers and feature



## RICHARDS PURE SOAP

HERE'S THE COMPLETE LINE:

Quick Naptha Soap      Snowflake Soap Chips  
Ammonia Powder      100% Pure Lye      Toilet Soaps

Agent for Toronto and Hamilton : Mr. Hutchinson, Omand Mfg. Co., 76 Colborne St., Toronto.

### You have found

the most effective means of preserving your perishables in the hot weather if you have been induced to instal a

## "Eureka" Refrigerator



The "EUREKA" provides a continuous supply of cool, pure air, so long as any ice remains, and is, moreover, very economical in ice consumption.

*Investigate the merits of the "Eureka" carefully.*

SEND FOR PARTICULARS

**Eureka Refrigerator Co.**  
Noble St., : Toronto

## Sanitary Cans

For Hand Filled Goods

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

## Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

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

Write for Samples

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

# JAPAN TEAS

Always best value at

## S. T. NISHIMURA & CO.

MOTREAL AND JAPAN

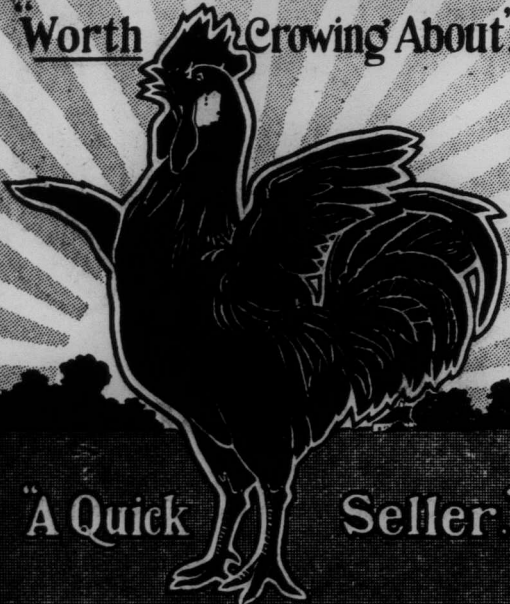
If it's PROFITS you want, Sir—  
Don't overlook the claims of H. P. SAUCE

A reliable article, an ever widening demand, and most generous margin for YOU. Get H. P. into stock—quick!

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

**H.P. SAUCE**

"Worth Crowing About."



"A Quick Seller."

**BAIRD'S SAUCE**

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

**GINGERBREAD**  
BRAND  
**MOLASSES**

A Molasses that increases your sales.

THREE reasons for it:

- No. 1—A Strong Baker
- No. 2—Body
- No. 3—Flavor

Packed in tins—2's, 3's, 5's, 10's and 20's;  
pails—1's, 2's, 3's, 5's gals. and in barrels  
and halves.

A trial order from your wholesaler will  
convince you that Gingerbread Brand is

**THE BEST THERE IS**

Be convinced now.

**The Dominion Molasses  
Co., Limited**

HALIFAX - NOVA SCOTIA



Branch: Sault Ste. Marie

**BIGGER AND BIGGER SALES**

That's the tale you'll have to tell if you are featuring

**AURORA COFFEE**

because superior merit and better value are bound to win.  
"Aurora" is the coffee with that exquisite aroma and flavor  
which guarantees repeats. It is the best that money can buy  
and retails at 40c., leaving you a splendid profit.

**W. H. GILLARD & CO., :: Hamilton, Ont.**



**"THE SALT THAT SATISFIES"**

*That is the great advantage of handling*

**PURITY  
SALT**

It never fails to satisfy your customers. It is PURE; being composed of fine, dry, even salt crystals only. Ask your jobber for "Purity" Salt.



**The Western Salt Co., Limited**

Mooretown,  
Ontario

How's YOUR stock of  
**"KANDY KID"**

¶ There'll be a big demand as Summer approaches.

¶ You'll find "KANDY KID" the quickest selling and most profitable line you stock.

¶ We are booking orders for May 1st shipment, and can fill orders for present requirements from stock.

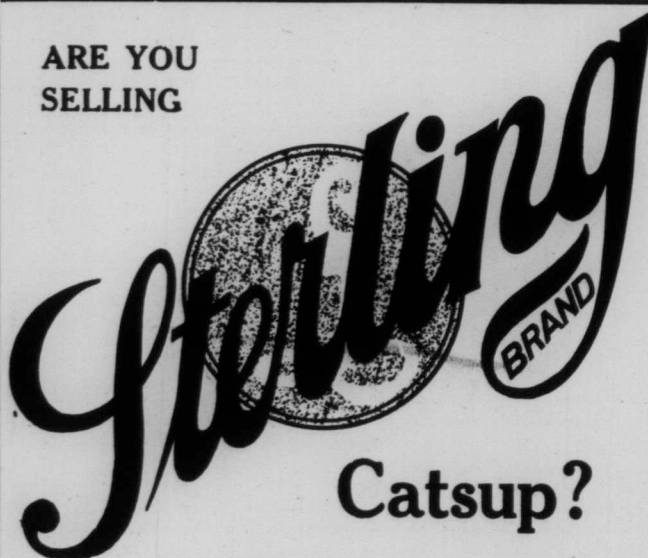
SEND US YOUR ORDERS NOW.

**EBY-BLAIN, LIMITED**

Wholesale Grocers,

TORONTO

ARE YOU  
SELLING



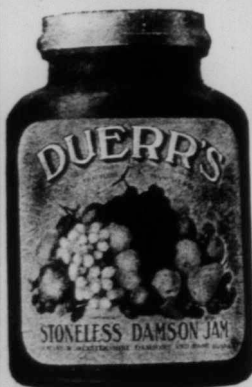
**Catsup?**

It's one of the leaders in the well-known "Sterling" Line—the brand that stands for quality. It is put up in a sanitary, up-to-date factory, and you have our absolute guarantee that only the freshest fruit and purest spices are used. "Sterling" flavor is natural fruit flavor! A great public favorite; get ready to meet the demand.

Send for prices.

**The T. A. Lytle Co., Limited**

Sterling Road, TORONTO



**BRITAIN'S BEST JAMS.**

£250 CHALLENGE

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

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

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

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

First British Vacuum Jam Factory.

Duerr & Sons, Old Trafford, Manchester, Eng.

**McLean's**

A package of first-class cocoanut—the kind the housewife can depend upon—is always obtainable under the name **McLean**. Such packages the best grocers make their leaders.

**THE CANADIAN COCOANUT COMPANY**  
MONTREAL



WHEN YOU OFFER

# MELAGAMA *The Tasty Tea and Coffee*

to your customers you can do so with the assurance that they will be thoroughly satisfied with the quality and you can make yourself doubly sure by trying **Melagama** in your own house. We can save you money on **Bulk Teas and Coffees**. Ask for samples and prices.

*For prices of "MELAGAMA" Tea and Coffee, see under "Proprietary Articles."*

**MINTO BROS. - - - TORONTO**

**THE LARGEST SAUCE FACTORY IN THE WORLD**

**HOLBROOK'S**

Worcestershire  
**SAUCE**

Punch Sauce

Pure Malt  
Vinegar

Pure Pickles



Local Agents

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Montreal: F. L. Benedict & Co.

Winnipeg: Richards & Brown

Regina: Campbell Bros. & Wilson

Calgary: Campbell, Wilson & Horne

Vancouver: Kelly, Douglas & Co.

Victoria: Wilson Bros.

**HOLBROOKS LIMITED**

*Canadian-American Branch*  
**40 Scott Street, Toronto, Canada**

Manager, H. GILBERT NOBBS

**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 181 for yearly rates

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

# SYMINGTON'S

## COFFEE ESSENCE

**ALWAYS READY!**  
**ALWAYS PURE!**  
**ONE STANDARD**  
**QUALITY!**

**UNQUESTIONABLY THE VERY BEST**  
**THOMAS SYMINGTON & CO.**

**EDINBURGH**

TO BE HAD OF ALL  
WHOLESALEERS



**It is a genuine satisfaction**

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

**CONCORD NORWEGIAN SARDINES?**



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

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

**Tea Lead,**

*Best Incorrodible*

**"Pride of the Island"**

Manufactured by

BRAND

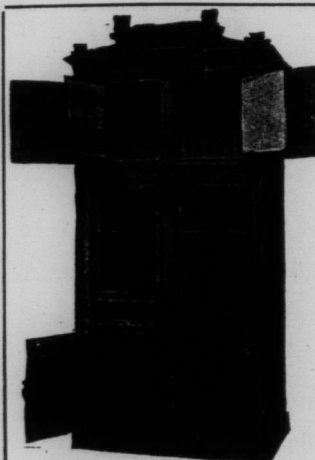
**ISLAND LEAD MILLS LIMITED,**

Tel. Address: "Laminated," London.  
A.B.C. Codes used 4th and 5th Editions.

**LIMEHOUSE,  
LONDON, E., ENG.**

Canadian Agents

ALFRED B. LAMBE & SON, TORONTO  
J. HUNTER WHITE, ST. JOHN, N.B.  
CECIL T. GORDON, MONTREAL



**ARCTIC Refrigerator**

It does not matter a great deal what kind of a refrigerator you use. For they don't all refrigerate alike. There are many good reasons why your refrigerator should be an ARCTIC.

These reasons have to do with the profits you make from butter, eggs and other perishables, and the degree with which you are able to satisfy your customers.

Arctic Refrigerators for All Purposes.

**JOHN HILLOCK & CO.**  
Queen and George Sts., TORONTO  
Agents for Western Provinces: Ryan Bros., 147 Bannatyne Ave., Winnipeg



**The White Mop Wringer**

always proves a splendid seller, because it does all we claim for it.

It never disappoints. Wrings drier and easier than any other device.

Each one sold is YOUR advertisement, creating more sales.

Watch for TRADE MARK below; it stands for excellence.

Write for Details. Made in Canada.

**White Mop Wringer Co.,**  
FULTONVILLE, N.Y.



**? "BLUENOSE" ?**

Yes, it IS an odd name for butter, but miners, prospectors, hunters, campers know it as signifying highest quality and greatest convenience.

In tins. Keeps for years in any climate.

ORDER A CASE TO-DAY.

**SMITH & PROCTOR, Sole Packers**  
Halifax, N.S.

**Spices, and How to Know Them**

By W. M. GIBBS

The only book on the subject—just published. The merchant or salesman, who knows all about spices, can command the spice trade in his territory. To get this information, he should read this work, dealing with PREPARATION, USE and ADULTERATION OF SPICES—a chapter devoted to each spice.

14 Colored Plates. 176 Pages. 100 Illustrations.  
Price \$3.50, Postpaid.

**MACLEAN PUBLISHING COMPANY**  
(Technical Book Department)

10 Front Street East - Toronto, Canada

Get Wise to the Profit Problem

**KITCHENER BRAND  
PORK AND BEANS**

are equal in quality and selling at 25 per cent. less than the best packs on the market.

Why not, Mr. Grocer, make this profit?

Our beans are all hand picked and put up in the new sanitary can, in 1, 2 and 3 lb. sizes, plain or tomato sauce. We also have a full line of fruits and vegetables. If your wholesaler cannot supply you, write us direct for prices.

**THE OSHAWA CANNING CO., Limited**  
OSHAWA, ONT.

## Free Advertising For You

The Dy-O-La proposition carries with it a mutual advertising plan which has proved most successful. Postal us for information. You bind yourself to nothing whatever by inquiring.

Dy-O-La is the guaranteed *one* Dye for *all* kinds of goods.

**The Johnson-Richardson Co., Ltd.**  
Box 2335 MONTREAL

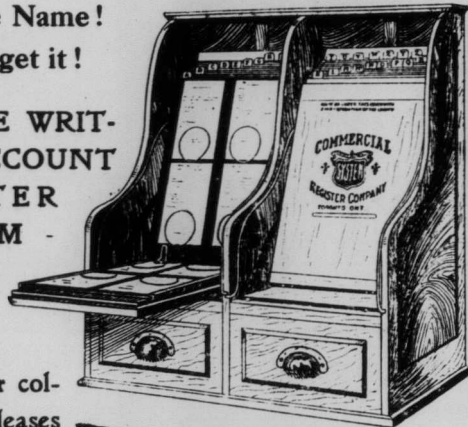


## THE COMMERCIAL

That's the Name!  
Don't Forget it!

**THE ONE WRITING ACCOUNT REGISTER SYSTEM**

that cuts out Book-keeping, makes your collections; pleases your customers and increases your trade. Thousands in use on the American Continent. Send postal for catalogue and testimonials of Canadian merchants that YOU KNOW.



**COMMERCIAL REGISTER CO.**

178-180 Victoria Street - - Toronto, Ont.

Say, Brother Grocer, are you carrying

## SNAP?

We don't claim for SNAP that it will do everything from washing a baby to cleaning a frypan, but we do claim that for chasing grease, paint, dirt and tar from soiled hands it is absolutely without a rival.



**SNAP SELLS AT SIGHT**

and leaves you a good margin of profit.

Order from your jobber

**The Snap Co., Limited**  
MONTREAL, : : CANADA

## LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON,

JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce





## A "WALKER BIN" INSTALLATION

marks the beginning of "better things" in the grocery. It means much to both the dealer and customer whose interests are more closely associated than is often supposed—

- Better and Cleaner Stock**
- Better Clerks**
- Better Service**
- Better and More Satisfied Customers**
- Better Turn-over**
- Better Profits**

It means everything to the grocer who is looking for "big things" from his business.

*Write for Illustrated Catalogue: "Modern Grocery Fixtures."*

### The Walker Bin & Store Fixture Co., Limited

Designers and Manufacturers of Modern Store Fixtures  
**BERLIN, - - - ONTARIO**

## W. P. DOWNEY

IS THE PACKER  
OF

# White Dove BRAND

Cocoanut and  
Almond Paste  
—than which  
there are no  
better.



*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 about same. Write for prices.

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

## BOYD & CO.

(formerly Watson, Boyd & Co.)

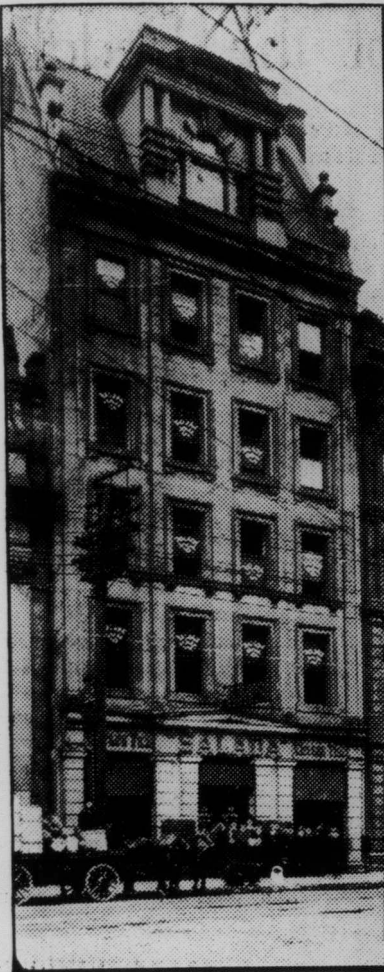
Port of Spain,

TRINIDAD, B.W.I.

Are prepared to receive and handle to best advantage all classes of Canadian Produce, including Hay, Oats, Fish, Flour, etc., etc.

Correspondence Invited.

All Codes Used.



## Eight Days After

—eight short days after the disastrous fire that ruined our entire stock, we resumed packing tea. An army of painters, plasterers, carpenters and charwomen have turned chaos into order—a smoke and water-laden building into a perfectly clean, fresh, wholesome warehouse. It is this characteristic energy that has served to place "SALADA" at the top and it is this same determination that is going to keep it there.

We wish to take this opportunity of thanking most heartily and appreciatively our friends who have extended the hearty handshake to us during the past week and to the grocers throughout Canada who have sympathized with us, we express our sincere thanks.

## THE "SALADA" TEA COMPANY

TORONTO

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# Grocers Watching the Aggression of the Peddler

Toronto R.G.A. Take up the Question—What is a Fair Profit on a Pound of Butter?—Selling Quality in Preference to Meeting Competition of Those Competitors Who Cut Prices—Pleas for Early Closing.

Toronto, April 22.—Discussion of business matters occupied the majority of the time of the Toronto Retail Grocers' Association at their regular monthly meeting on Monday night.

Among other things that arose was the move on the part of the Toronto peddlers in forming a union to look after their interests. They have been objecting to the payment of a license of \$10 for every assistant whom they employ and who leaves the wagon to sell and deliver goods.

David Bell brought the matter to the attention of the association. He referred to an article in The Canadian Grocer of last week mentioning the union and advised that the grocers be on the watch when the peddlers came before the Board of Control. It was something that should be carefully followed.

C. F. Thorne stated that the peddler usually carried only those goods on which profits were good leaving the grocer to get along as best he could with the remainder.

It was finally decided on motion that the association as a body be a committee to watch the interests of the retailer against the encroachments of the peddlers.

## The Profits on Butter.

The question as to what was a fair profit on butter, biscuits, etc., was also on the slate. It was introduced by C. F. Thorne, who maintained that in selling butter which cost 32 cents for 35 cents as some were doing the profit was not sufficient. That means a gross profit of about 9½ per cent. which, as one of the grocers said, does not even pay for the expense of doing business.

Grocers should have a fair living profit, stated J. S. Bond, and he did not believe in giving customers the goods at a loss.

Most of those present considered that a profit of 5 or 6 cents on butter which cost 32 cents was about right. The gross percentage in the first case would be about 16 per cent. and in the latter about 19 per cent. which, when the cost of doing business at 15 per cent. is taken into consideration, would at least allow the grocer to break even or make a little net profit.

A. J. Conium advised that grocers should pay considerable attention to quality in butter rather than buy cheaply in order to meet the competition of neighboring price cutters. He had experimented by buying butter around 20 cents, making 2 or 3 cents on some, and finally having to get rid of the rough

stuff at 15 cents. Usually a couple of dollars were lost on every case.

"There is more money in the better class of butter," he maintained, "and we should have at least 5 cents per pound profit."

Other members also talked quality. One declared that in handling only butter that could always be recommended was more satisfactory and more profitable than selling both good and poor qualities.

"Quality always pays," was the remark of President Donald McLean.

## Late Closing Trouble.

There was also a lengthy discussion on methods of interesting more grocers in association work. One of the chief difficulties is the fact that so many keep their stores open so late at night.

W. F. Johnston proposed a plan to get in more members. It was that the grocers get together and wait upon the various members of the trade to get them enthused. If one calls on a grocer the chances are he will not take him seriously and he therefore advised unity in getting in recruits.

It was pointed out that when there was a bowling tournament some 30 or more members turn out, many of whom never come to the meetings. Many do not join because they claim they cannot afford the time to attend the monthly meetings.

"If we held our meetings at 12.30 a.m. we might get some of these late closers in," said A. J. Conium.

"There is no need of keeping open after 7 o'clock. Clerks and delivery boys are entitled to some rest if they work steadily from 7 in the morning."

He cited a case in which one time he induced a competitor to close Wednesday afternoons during the summer and also during the evenings. That same man had told him later that that was the only time he ever enjoyed the grocery business.

J. S. Bond attributed the trouble to the fact that there were so many inexperienced old women (both kinds evidently referred to), old maids, etc., in the trade. Boys were entitled to some rest and he maintained that the trade generally should be educated to early closing. If he were a boy again he would want to have a little time to himself.

Mr. Bond stated his desire to see trade questions discussed to bring out the ideas of different merchants in order to get the advantages of doing things right. He liked to come to the meetings of the

association. In fact, it was as easy for him to miss going to church as it was to miss attending a session of Grocers' Association. More grocers should be interested in it, he thought.

## Would Meet Semi-Monthly.

W. C. Miller, vice-president, suggested that more interest would be taken in the various meetings if they were held semi-monthly instead of monthly. A better account of things could then be kept as all would have a better remembrance of the subjects discussed from time to time.

This appealed to others and it will be further discussed at the next meeting night, as will also be a proposal to change the place of meeting.

The committee in charge of amendments to the constitution reported with some slight proposed changes. The new constitution will be published shortly.

Picnic plans are also under way but as yet nothing definite has been arrived at. A special meeting will likely be held to further consider the excursion.

## WOULD CELEBRATE DOMINION DAY.

Chatham, Ont., April 21.—At their meeting last week the Chatham Retail Merchants passed a resolution strongly favoring the celebration of Dominion Day in Chatham this year.

The members of the local Retail Merchants' Association were largely instrumental in bringing to a successful issue the celebration of two years ago, and there has always been a strong feeling among merchants in general in favor of celebrating the day. At the meeting a celebration was urged by many members and a resolution pledging the co-operation of the retail merchants was passed without a word of dissent. They believe that such an affair is highly beneficial apart from the patriotic view of the question.

A. Benallick, Guelph, Ont., has entered into partnership with W. G. Hood, formerly Hood Bros.

A. H. Pettigrew, of the Thos. J. Lipton Co., visited the Toronto office from Chicago during the week.

Robt. Millar, who has been manager in Geo. William's grocery store, Guelph, Ont., has resigned. He is leaving about the first of May for the Pacific coast.

Henry Wright, president and general manager of the MacLaren Imperial Cheese Co., Toronto, is visiting the branch offices of his firm at Detroit, Chicago, Philadelphia, New York and Boston. He will be away for a few weeks.



## Is Refined Sugar a Preservative for Fruits?

**Retailers Have Been Accused of Selling Poor Sugar Which Spoiled Preserved Fruits—Chief Analyst Says it is not a Preservative in One Sense of the Word—Superior Sugar on the Market at the Present Time.**

Some retail grocers occasionally receive complaints from customers about the quality of the sugar they buy. The latter sometimes lay the blame of spoiled preserved fruit to the quality of the sugar that has been used.

On the other hand sugar refiners claim that sugar is not a preservative—that it will not keep fruit. Naturally the retailer is at a loss to know his exact position. He does not care to be censured for selling inferior sugar when that sugar is of good quality. If the sugar he sells does spoil the housewife's fruit then he should lay the blame on the proper party.

In order to throw some light on this question The Grocer took the matter up with A. McGill, the Dominion Chief Government Analyst.

Mr. McGill says: "Sugar is not a preservative in the same sense that benzoic acid, salicylic acid or formaldehyde are such, i.e., it does not inhabit or actively destroy microbial life.

"But, a strongly sugared food (such as jam or condensed milk with sugar), if sterilized by heat, is remarkably resistant to the fresh influx of microbial life, and will maintain its sound characters, under ordinary conditions of exposure, for some considerable time. This fact has led to the belief in sugar as a preservative; and Thresh and Porter in their work on preservatives (Churchill, London, 1906), use the words, 'The sugar added, may be regarded to some extent, as a preservative.'

### Good Sugar on the Market.

"If, however, we understand by a preservative, something which added to a perishable food stuff, will prevent fermentation and putrefaction, then sugar cannot be called a preservative.

"As to the sugar now on the market, so far as I have had opportunity of studying it, it is one of the purest food-stuffs in commerce. It is, of course, possible for raw, or badly refined sugar, to be of such a nature as might conceivably tend to produce rather than retard fermentation in fruits. But I have no reason to believe that sugars of this class are offered for sale."

### W. I. SUGAR INDUSTRY.

Now that Lord Balfour, says the West India Committee Circular, and the members of the Royal Commission on trade with Canada have left the West Indies, it is to be hoped that there will be no slackening of interest in that subject in those colonies. As far as we can gather, some months must elapse before the commissioners can present their report, so great is the mass of evidence

which has to be sifted and considered. We are glad to note that so far the subject of the enquiry has been successfully kept beyond the pale of party politics, and it is much to be hoped that the opposing forces of Free Trade and Tariff Reform will continue to treat it as a purely Imperial question.

While on the subject of trade with Canada, we should like to correct a statement that has been made in more than one paper and in several public utterances. This is to the effect that it is Canada who saved the West Indian sugar industry. While giving Canada all credit for what she has done to help the West Indies—and all West Indians appreciate the action of the Dominion Government in extending to them a preference for over ten years—we are constrained, in the interests of accuracy, to point out that it is to the abolition of bounties and the suppression of cartels by the International agreement signed at Brussels in 1902 that the resuscita-

tion of the West Indian sugar industry is mainly due. In every country in the world which did not countervail the bounties, or prohibit bounty-fed sugar, the conditions of competition were so unequal prior to 1903, when the convention came into force, that even with the Canadian preference it is doubtful whether the industry could have survived but for the convention.

### WHO IS THE PURCHASER?

**It is Claimed That the T. Eaton Co. Has Bought Large Blocks of Land in Toronto and Not the C.P.R.**

Toronto, April 22.—A few weeks ago there was a report to the effect that the C.P.R. had bought large blocks of land in the vicinity of the corner of Yonge and Carlton Streets, as a site for a new station. Since then, however, it has been stated that the buyer was not the C.P.R., but the T. Eaton Co.

The reason given for the purchase is that the T. Eaton Co. is handicapped by the lack of space in the block occupied at the present time. The block enclosed between Yonge and Church Streets on the one hand and Carlton and Wood Streets on the other is a large one and would allow ample room for extensions.

## Things That Shouldn't Be



Careless Grocers and Grocery Clerks Waste too Much Sugar, Bulk Tea, Spices, etc., in Weighing. If Such a Man Could see the Entire Loss During the Year, How Surprised he Would be!



# The Canadian Grocer

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## CANNED FRUITS TO ADVANCE.

Although not definitely announced at the time of going to press, it is generally admitted by wholesalers that the prices of practically all canned fruits will be advanced in a few days.

The advance will amount to two and a half cents per dozen.

The season of the year has a great deal to do with this situation. It is the time for canned fruits and as they have had to be kept in storage for so long, canners feel that they should get more for them.

The Grocer has maintained all along that canned fruit was a safe holding and the present advance in prices justifies our contention.

## SHRINKAGE IN NUTS.

That grocers should be careful not to hold nuts too long is illustrated by the following incident:

A Canadian importer of Tarragona almonds sold a jobber a quantity of these nuts last autumn. A short time ago he bought ten bags back again—and by the way, he got them at the same price as he sold them last fall, the jobber not knowing that they were up in price or about to go up.

When the ten bags were weighed, it was found that the weight of an entire bag of the almonds had been lost during the winter. This was due to shrinkage, loss through rats and mice and the pilfering habit.

Retailers should take warning from this and see that nuts should not be

kept too long. Sell them when they are fresh and no loss will accrue from shrinkage.

## THE SCIENCE OF SERVICE.

He is a wise man who studies to do a good turn for non-customers as well as customers, for foes as well as friends. It may not always be appreciated, but it pays even if only one out of ten appreciates it. It is certainly a good habit to cultivate just as assuredly as the opposite is a bad habit.

The merit of a habit is determined by its intent—it is for good or for evil.

To cultivate disobliging habits whether toward customers or non-customers is unprofitable, for not only do they not gain new customers, but there is always the danger of their causing the loss of customers already secured.

Successful business men, particularly in this day and generation when competition is so keen, are obliging business men. Sugar, as the old saying has it, will always catch more flies than vinegar.

The nether kingdom may be paved with good intentions, but the road to success in business is certainly paved with the acts of obliging men.

Study to oblige. Shun the very appearance of discourtesy.

## PROSPECTS IN CURRANTS.

Advices to The Canadian Grocer direct from Greece, tell that the new Up-rooting Bill has been approved of by the Chamber and has become law. However, as cultivation has already begun it can only be applied practicably next season. It will, it is stated, have the desired effect—that is, of keeping up the prices.

The currant market gradually adopted a firm tendency in anticipation of the approval. The actual approval did not have an immediate further effect on prices, but this was due to the fact that it was Easter time and during the holidays little interest was shown from abroad.

The advice also stated that disposable stocks were in firm hands and good qualities were getting particularly scarce.

## A DISGUSTING HABIT.

When will grocers learn that the goods they handle are for people to eat? The Canadian Grocer has been trying to impress upon the trade the importance of being neat, clean and tidy in handling goods, and yet a certain class, who neither read nor learn are going on in their old ways without knowing how their habits look to others.

Recently a grocer was observed buying a box of butter from a wholesale dealer. He tried nearly every roll by digging his trier into it, biting a bit off the end and shoving the rest into the roll again.

This is disgusting. Much has been said about it, but still some have never yet discovered the unfitness of it.

This is the class of grocers who know it all, who do not read or try to learn anything. But if they do not live up to reasonable sanitary methods, they should not be surprised if their customers find places where the goods they have to eat will be handled with some degree of cleanliness.

## AN UNBUSINESSLIKE SYSTEM.

No record is kept by the Post Office Department of the franked mail matter which it yearly handles. It keeps a record of nearly everything else, but when it comes to dead-head stuff which passes through the mails no figures are accessible to the economist, business man, or anyone else, who may be of an enquiring mind.

Possibly the Post Office Department is actuated by the same motives as the man who does not keep a record of his wines and cigars, because he does not wish to be brought face to face with the facts of his extravagance.

If franking or the carrying of dead-head mail matter was confined to the members of Parliament it would not be so bad. The trouble is, the friends of the said members also enjoy the privilege of sending letters and other matter through the mails free of cost.

The maw of the franking system undoubtedly has a pretentious capacity, but how pretentious it is none but the gods know. To business men, however, it would be particularly interesting to learn how many tons it annually swallows and at what cost. All that the man on the street knows is that there are 221 members, plus an army of friends, innumerable as the sands of the sea shore.

The revelation of the facts would probably lead to the abolition or at least curtailment of the system—which would be business-like.

In large Chicago concerns a strict rule is in force. Any employee borrowing from another is in danger of dismissal if found out. That, perhaps, is too stringent a rule, but employers should do all in their power to lessen this practice which always injures both lender and borrower.



**INCREASE IN OLIVE OIL RATES TO CANADIAN WEST.**

Canadian importers of olive oil in bottles find that since a year ago the freight rates to the western provinces have advanced considerably.

In an effort to discover the cause The Canadian Grocer made enquiries from some of the importers and discovered some interesting conditions. Here are some:

Recently the Dominion Government was instrumental in changing the tariff on olive oil from 20 per cent. to 15 per cent., providing it entered by a Canadian port—a decrease of 5 per cent.

The steamship and railway rate on olive oil from Liverpool to Calgary in 1909 was \$1.40 per cwt.

The rate which comes into effect on May 1st raises it to \$2.22 in car load lots to Calgary and to \$3.16 per cwt. in less than car load lots.

But as no shipper ever sends an entire car load of olive oil to the west, the rate becomes \$3.16 per cwt. from Liverpool to Calgary.

Last year there was no distinction in what is known as "Oilman's Stores"—olive oil, vinegar, pickles, sauces, etc.—so far as the freight rates were concerned.

That situation enabled an importer to send a mixed carload of Oilman's Stores to Calgary at the rate of \$1.40 per cwt.

There is a distinction this year, olive oil in bottles being classified differently from the others, but this only applies to western Canada—the rates remain the same from Liverpool to Toronto on account of the competition from United States sources via Boston and New York.

Here is how the new regulations of the Canadian Freight Association work out:

The reduction in duty made by the government reduces the price of a half pint bottle of olive oil about 7c a dozen.

But the increase in the western freight raises the price 30c a dozen to Calgary wholesalers—therefore the advance in price equals 23c per dozen.

The extra 23c must come from the retailer who, if he wants to make his former profit will evidently have to charge the consumer about 5c per bottle extra.

Other western centres will be affected in proportion to their distance from the east.

Importers were surprised and somewhat startled a few days ago when they discovered the rates above mentioned, as it would appear that the railway companies are more than absorbing the advantages secured by the new treaty.

Another complaint they have to make is that freight rates are not announced until a couple of weeks before the steamships sail from British ports. This in the face of the fact that western buyers want quotations in January demoralizes business they claim. The cause of this delay is ascribed to the fact that the British steamship companies do not understand Canadian conditions and they think there is no hurry necessary.

The new rates this year come into effect on May 1st, and they have only just been made public.

It is also claimed that shipping rates from England have increased much from four years ago. In 1906 the rate from Liverpool to Toronto was 27s. 9d, whereas now it is 34s. 8d. on the same goods.

**THE FLY-PAPER DEMAND.**

The season is not far distant when the fly nuisance will again be at hand both in the home and in the store.

Preparations should be begun at once to look after it. Now is the time to order stocks of fly-paper so that they will be in readiness when the demand begins. No customer should be allowed to inquire for fly-paper and be refused on the grounds that "our stock has not arrived yet—in fact it has not been ordered, etc." The probability is that she will go elsewhere.

Up-to-date grocers will have such a seasonable article in stock when the demand arrives.

**PROSPECTS IN THE WEST.**

Perhaps never before in the history of Western Canada has the general outlook for business been so favorable as at the present time. This statement is vouched for, not by the boomer who invariably talks optimistically, but by the soberest and sanest and best informed business men of the west, and it is capable of overwhelming proof.

The recovery from the depression of 1907-08 has been complete; the large returns from the 1909 crop were more than sufficient to transfer the balance to the right side of the profit and loss account. There has been a complete absence of the speculative fever, which was such a menace to business some four or five years ago, and consequently the business of the west is now on an absolutely secure and stable basis. In the meantime while the speculative fever has passed away the tide of immigration has not stopped.

On the contrary it has been greatly improved in quality, a larger proportion than ever of the newcomers being settlers from the United States and Great

Britain—the most desirable class. Neither has railroad construction been retarded. All three railways have been pushing their construction work forward as fast as practically unlimited capital will allow, and the areas of new country thrown open for settlement are rapidly being taken up by the new settlers. All of this spells prosperity and progress.

So much for the general condition of the west. What of the retail grocer? He is getting a share of the new business created by this development, but his share should be large, and that it is not is largely his own fault. He will make money this year, but not so much as he would were all grocers alive to their own best interests.

**OLIVE OIL AS A MEDICINE.**

There is a probability that the prices on olive oil will be a little lower.

It will be remembered that two seasons ago the olive crop was poor and prices advanced, but last year it was much greater and the tendency now is toward lower quotations.

These will be only gradual if they occur, as it will take considerable time for the market to get back to where it was before the crop of the season before last failed.

The consumption of olive oil is rapidly increasing in Canada, where it is fast becoming an item of importance in the grocery trade. Instances are known where grocers have sold large quantities.

Doctors are recommending it for its medicinal qualities and it is being used for both inside and outside applications. It is claimed to be an excellent remedy for various ailments and a case is known where a New York doctor recommended olive oil for appendicitis.

It is bad policy to allow an idea to get abroad, always quite prevalent among some clerks, that the owner has little or no authority. See that they recognize clearly who is "boss" and better work will be the result. There is no need of being unreasonably dictatorial; a show of authority at the proper time will have the required effect.

**ADDRESS WAS OMITTED.**

The Grocer received a communication this week regarding a letter which appeared in last week's issue from a West Indian firm in connection with the acceptance of drafts. But as the writer gives no address and as he is not known by The Grocer his letter could not be published.

Every communication must bear the name and address of the writer not particularly for publication but simply as a matter of good faith.



# Figuring Out the Secret Rebate

By Edwin Dowsley

"Look here, Dollenby, there's no other construction to it, this doesn't pay, and you know it!"

"I'm not saying it does."

The general manager jerked up with an undisguised expression of sourness.

"I'm not saying it does," repeated Dick, his eye meeting the other's meaningfully.

"Now then, Dollenby," continued the manager, somewhat mollified in tone. "here's the situation." He picked up a paper with a condemning column of figures of Dick's sales and expenses, and continued:

"If you can't make the business pay the company, you cannot make it pay yourself. I have talked this over with you several times, as you are aware. I know you have your own ideas about selling, but I also have mine. Some-

if we get it, and it's up to you to get it!"

Dick nodded, and agreed that it was. The manager leaned back, assuming again his dignified bearing.

"You know, Dollenby," he continued insinuatingly, "a bit of commission is neither here nor there with us. If it's necessary to fix them, why, fix them! That's all there is to it. I'm not stingy about a present or two, and I lay no limit to what you pay, except common sense. You know what I mean."

"Yes, I know what you mean!"

"Very good!" interrupted the manager. "You have just twenty minutes to catch your train, and this time—Dollenby—you understand, of course, it's business."

Dollenby suddenly found himself outside the manager's office, scarcely com-

Dollenby in a tantrum. The idea silenced them.

The bag nicely packed, brushed and cleaned, was finally tendered gingerly to Dick.

Immediately, the old winning smile broke out. Patting one on the shoulder, "Thanks, old man." Then his hand to the other, "Thanks, son."

Years ago Dick Dollenby had possessed himself of a fund of that good-humored optimism that believes it can annihilate anything that bars the way to progress. Now, things revolved so contrarily that Dick developed a suggestive temper. He indulged in a swear or two, and there was, to use his own words, "pure cussedness in things in general."

Dick had been summoned several times lately within the precincts of the inner sanctum, and there, as he put it, "made to walk the carpet" before the general manager of the house which had bid so high for his services, and he did not like it a bit.

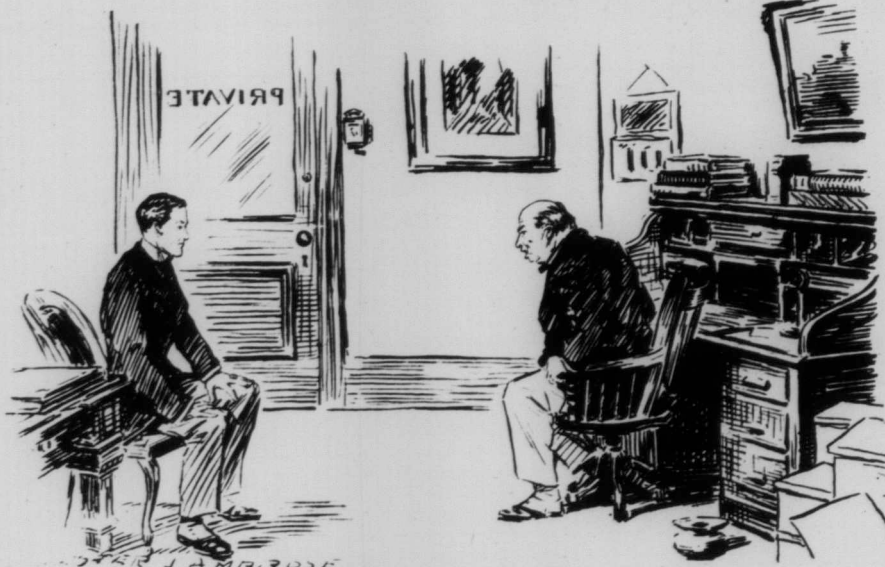
Dollenby had always been rated high by his brother salesmen. His easy, non-combative, gently persuasive manner, bore with it some graceful mesmeric influence, finding an opening for him into the hearts of the most obstructive buyers. To-day, this winning optimism, this ingratiating personal influence seemed to have lost its charm.

Hurrying along to his train, Dollenby comprehended more fully the significance of that last remark of the general manager. It roused all the fight within him. What did he care for the general manager? He would sell goods for the pure love of selling them, and do it his own way, too.

## A Mental Debate.

Sneaking into any company's establishment with a bribe for some subordinate to recommend his goods was repugnant to Dollenby's ideas. He did not graduate from that school. To attempt success along those lines would be folly. Yet, he thought, how much there was of this underhand business, and how was he to make returns unless he conducted his business along the lines by which buyers were the most easily accessible?

Then, he reflected, with some misgivings, his own way had not worked lately. The manager only gave him a hint. He even recalled he had permission—suggestion, to fix them. A savage delight suddenly evolved itself that he might easily fix a price, the recoil from which would compel even the general manager to wince; only to be as quickly rejected.



"If it's Necessary to Fix Them, Why Fix Them."

times you ideas work, but sometimes they don't. Being successful in a field molded after your own ideas doesn't prove that your ideas will be successful everywhere. A salesman must be pliable enough to accommodate himself to conditions as he finds them."

Dick said nothing. He was an experienced salesman, and he was irritated. The manager continued:

"Now this is the point," picking up a long printed paper, "here's a specification of wants from the Chinaway Transit Company; and-I-want-that order!" The manager struck the paper with his hand to emphasize the want. "Do you understand, Dollenby? I want the order!" bending over, looking closely at Dick, partly menacing, partly coaxing. "That order will make things hum-

prehending how, so politely was the ejection accomplished. A slow crimson tinge mounted his forehead, but discipline saved the general manager.

Walking swiftly to the sample-room, Dick stopped at the entrance, his big six feet three nearly filling the doorway. Dropping his bag, he delivered a violent kick that sent the thing wobbling sideways, endways, to the centre of the room, a couple of samplers stepping smartly to escape the bolt.

"Whew!" from both of them.

"Fill it up with Chinaway samples!"

"Going down to sell 'em?" timidly from one.

"No," from Dick, savagely. "To buy 'em."

The samplers worked rapidly. Dick

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## THE CANADIAN GROCER

To sell the Chinaway Company, however, or rather, their bribe-seeking dependants. Dollenby was determined. He would sell them once, no matter what it cost, and deal with his own house afterwards.

As the train sped along, he wondered why such a company as the Chinaway should tolerate such a system of buying. The chiefs were blind—or deaf, if they didn't know it. It was common talk with every road salesman.

Then he began to consider how he should approach a man with a bribe for his departmental business—a delicate undertaking, practised to a nicety by those who knew how.

He was still wondering how they did it when his train pulled into the depot.

The Chinaway Transit Company's establishment was a busy place. The ver- hum of immense development and many interests were potential. Even prestige was to be gained from the mere selling to such a concern.

Dick steered his way along the line of offices to the door of the Purchasing Department, arriving there on the minute for the appointment made by wire for a representative from his house.

The moment he handed in his card he found himself being ushered down past a long column of clerks, each of whom eyed him curiously, until he passed into the sanctum of the chief buyer.

Dick mentally noted with reserved expression the buyer's attitude. It was characteristically assumed to convey the impression that he was a very busy man. He was actually seated on a high stool, with his feet on a high rung, his face almost lost in the depth of papers on the desk before him.

The busy man turned quickly, put his hands on his knees, and eyed Dollenby suspiciously. He was at once the possessor of a little bald head, his face ornamented with a sharp peaked nose, and little beady eyes that looked out over his spectacles in a spirit of annihilation.

### Uses His Finest Arguments.

Dick, once again in the presence of an important subject for his skill, forgot any nervousness he might have acquired, and entered into the bout of securing a hearing with his wonted vigor and grace. He talked of many things in easy, fluent style, with genial interest touching lightly on the main idea, then back again to things in general and on by interesting by-ways until his listener was actually led unconsciously, though not unwillingly, to the topic of the goods he had to sell.

Dick had him thoroughly interested, and taking quick advantage, went on deftly to put forward the becoming points of his own particular brands. He pointed out consistently their excellent qualities, proved successfully their durability, satisfied the buyer on the price. With easy, unassumed courtesy his samples had been decorously introduced, and altogether, Dollenby got as good a hearing as any drummer could possibly desire.

Through it all, however, Dick instinctively experienced an air of something absolutely uncongenial, as those little eyes looked into his—sometimes quizzical, sometimes suspicious, other times altogether beyond comprehension.

Finally, when there came the natural lull after all had been said, the little man angled his head a point lower, and again looked over the top of his spectacles.

"Well"—slowly and deliberately—"I believe all you say. You certainly have got it down well; but the point now is—what is there in it for me?"

"Beg your pardon?" queried Dick, redely shocked at the very bluntness of the suggestion.

"Oh, now Mr.—Mr.—(looking around for his card, and then finding it)—Dollenby, don't pretend you don't know what I mean. I say, what-is-there-in-it-



LESTER J. AMBROSE

"He Was Actually Seated on a High Stool."

for-me?" with a suggestive dig of the thumb at his right lung as he said for me. "I've made it easy for you; I didn't leave any thorny path for you to crawl up wondering how you were going to do it; I just gave you the cue right off the handle," and he stretched out his hands, slightly elevating the shoulders.

"As a matter of fact, I never thought of it," suggested Dick, mildly.

"Didn't you, indeed? Well, I won't hurry you," sneered the buyer.

"I have shown you honest guarantees for honest goods—fill your orders properly—make the price right—"

"Now, Dollenby," interrupted the buyer, "let us drop that to get over with it. You know well enough that buyers in concerns like this get a rake-off, and if they don't—so many more the fools. Neither you, nor the sellers, nor the powers that be of this or any other concern can prevent it. We're here alone and my word is as good as yours. If there isn't room in the price for a rake-off, chop it off the goods. I'm here

to pass the stuff or condemn it, see?"

"I see," replied Dick.

"Well, here's a paper; sit down over there and figure it out; don't hurry yourself," suggestively.

Dick took the paper and sat down by the window. He looked out on the busy crowds passing up and down in the great factory yard. Here in his grasp was an order that meant thousands to his house, dollars and restored prestige for himself. He had come to that house with a brilliant record. He was drawing a large salary. His record had gone back on him. To lose now was to lose all. He realized it was disastrous for a salesman to leave a house under a cloud. This order would retrieve everything. Why should he not have it? It only meant handing a bribe to this miserable buyer—yes, and cutting the honest goods he had talked about to dishonest ones and cheating the people who were paying for them, to put something into this fellow's pocket. Still, that wasn't his affair, he had the authority of his house to do it—it need be only this once, then he could leave the house, his prestige retained. His whole future might be staked on this one order. He must have it. And yet—and yet—

Suddenly, some great resolve steadied him.

Dick took up the paper; looked at it—hesitated, then stooped and hurriedly wrote upon it.

He took it to the desk and laid it down before the man.

The buyer picked it up. "Not one cent." He turned on his stool and looked at Dick over his spectacles.

Dick nodded his head assertively twice, dug his thumb into his right lung and said, "From me."

The buyer calmly turned to his work with admirable indifference.

Dick knew well enough the fellow could get what he wanted from other houses, and he knew that the fellow knew it. Yet, he was angry. He could have thrown the peaky-faced little sinner out the window, but he realized that it would be impolitic even to say a word. So he quietly packed his grip, turned to the man and said, "Good-day."

The man returned "Good-day" without looking up.

A couple of hours later Dick's composure was restored, and his illimitable good humor had returned. He could scarcely restrain a laugh now at the whole sorry business, but as for himself he was quite resolved.

Strolling over to the hotel telegraph counter, he scratched off the following to his firm. "Send another man, can get order, please accept my resignation."

As he finished writing a boy came shouting along the corridor. "Mr. Dollenby! Mr. Dollenby!"

"All right, here you are," and Dick held out his hand for the note. It read: "The president of the Chinaway Transit Company wishes to see Mr. Dollenby immediately at his office."

"Hum," said Dick to himself. "wishes to see me—immediately, does he?"



Well, he can see me after I send this message—if I'm ready then."

On second thought he put the telegram in his pocket, and walked away to the office of the president.

When Dick was ushered into the president's office, after presenting his card, he encountered a small, wizened man with a bald head, a small, peaked nose, and beady eyes that looked at him over the top of his spectacles.

"Well, so you're back again, are you?"

"Looks a bit like it, doesn't it?" returned Dick, with his most engaging smile.

"What can I do for you now?"

"Fact is, I don't know that you can do anything. I got a little note a minute ago requesting me to come to see the president, and here I am."

"So you did, Dollenby. Sit down. I'm the president."

Dick closed his eyes tight for an instant, then opened them comically to look at the little man.

"It's all right, Dollenby. You're awake. Sit down. I sent for you." Dick began to get a glimmering of the play.

"Now Dollenby, it's one on you, or it's one on me. I don't much care which; but I've found out a thing or two these last few days that has opened my eyes. It may not have been the least questionable way to find it out, but it was about the only way, and I did it. I became acquainted with a number of firms ready to figure it out differently

from the way you did it, and I have my suspicions that your firm would have been with them if they hadn't sent you. Well, never mind that. This concern wants a buyer, Dollenby, and I have an idea, mark me, that a man who won't give a bribe, won't take one. Do you follow me?"

Dick hinted that he did.

"Are you open for an engagement?"

Dick slowly pulled the telegram he had

written from his pocket, and the president read it.

"All right—that's fair." Then turning he wrote hurriedly on a piece of paper, and handed it to Dick, continuing, "That's what there is in it for you—from me," with a twinkle.

Dick looked at the paper. The amount nearly took his breath away.

"Is it a bargain?"

"Yes, sir."

## Original Idea in a Maple Sugar and Syrup Window

Maple Tree, Wild-Cats, Owl and Hawk go to Make a Realistic Forest Scene—From the Raw State to the Manufactured Article—Attracts a Lot of Attention in the Royal City.

Guelph, Ont., April 21.—As a good example of an original window trim, a recent display in the window of J. A. McCrea & Son might be pointed to.

The background was made of large branches of trees. At the base were 2 large logs about a foot thick, lying in dead leaves 6 inches deep. In the centre a camp fire was represented with a kettle suspended into it. There was also a maple tree tapped with a pail attached.

To make the forest scene more realistic two large stuffed wild cats, a beautiful feathered partridge and a large black hawk were shown.

At the opposite end of the window was a small oak barrel of maple syrup and a generous display of the various priced jars of absolutely pure goods as

well as a quantity of maple sugar in blocks.

The window was prettily illuminated at night and attracted large crowds on account of the striking originality about it.

The idea was conceived by J. A. McCrea and worked out by Albert Voss and the staff in general.

Such a window as this is bound to bring good results. It attracts attention because it is something out of the ordinary. When a window attracts the public then it should be such as to cause the public to buy.

If it is appetizing and if some neat show cards and price tickets are used there is every reason why it should prove profitable. A good window dresser is a useful person around a store.



Drawing Giving an Idea How a Guelph Grocery Firm Dressed a Maple Goods Window.



# Practical Methods Used in Retail Grocery Stores

Retailers Discuss Their Profits on Certain Goods—Brandon Merchants Enthusiastic Over Half Holiday During the Summer—Suggestions for a White Confectionery Window—Vancouver Grocers Aiding Their Exhibition.

## Profits of the Retailer.

St. John, N.B., April 21.—A retail grocer of this city in commenting on the article from a Hamilton grocer in a recent issue of *The Grocer* on "The Retailer's profits," thinks that the trade has come to such a state that it is difficult for the retailer to get along. Profits have been cut down on many articles to such an extent that those articles do not pay their share of the expenses of running the store. Such articles as these this retailer places out of sight and displays prominently only those which pay a fair percentage of profit.

In reference to conferences with wholesalers and manufacturers he believes that in view of the existing conditions they would do a considerable amount of good. The retailer would then have an opportunity to point out wherein he is being unfairly treated.

The same grocer refers to a biscuit manufacturer, who, he claims sells to the consumer a pound or a box of biscuits almost as cheaply as to the retailer and at the same time wonders why the retailer does not handle more of his goods. This is one example of many he says, and is one of the reasons why the retail trade should be protected in order to preserve its existence.

## They Believe in a Rest.

Brandon, Man., April 21.—About five years ago, through the instrumentality of Smith & Burton, wholesale and retail grocers, a half holiday was instituted on Thursday afternoons in all the city grocery stores during July and August. The first year or two the idea was looked upon as more or less radical but it became more and more popular. The third year the retailers of all other branches of the trade joined in and the Thursday afternoon half holiday is now a grand success, so much so that this year the merchants are to carry out the idea for three months, making it June, July and August, the citizens recognizing the action of the merchants' plan to have all civic holiday features take place on Thursday.

The same is true of the churches and other bodies and this year, as well as the years to come, Thursday afternoon is sure to be a great day in Brandon.

## White Confectionery Window.

Winnipeg, April 21.—If the dressing of the confectionery window in the grocery store has not been tried according to the plan given here it might be profitable to attempt it. It is a sugges-

tion of a grocer for a white confectionery window.

"Drape the whole window in white with crepe paper, cheesecloth, or something similar. Do not try to get a good white effect with one thickness, unless the woodwork underneath is very white, for in using any of the above drapings the color underneath will show through. Then display white dishes of white candy like cream peppermints, etc., and in the centre place a large dish of something red to make the desired contrast. Such a window will command attention and if a few price tickets are used it should sell the goods."

## Grocers Support Exhibition.

Vancouver, B.C., April 21.—The question of supporting the Vancouver Exhibition was one of the points discussed at the last meeting of the R.G.A. It was unanimously resolved: "That the Vancouver Retail Grocers' Association offer a solid silver cup, value \$100, for the best display of goods manufactured in British Columbia sold by grocers."

It was further decided that the association as a body and the members individually, do everything in their power to make Vancouver's first exhibition a great success, and a hope was expressed that all similar associations and semi-public bodies should do likewise.

The president of the association, W. Clark, announced his intention of giving a prize, value \$25, for the best display of honey at the exhibition.

## Building a New Store.

Bridgeburg, Ont., April 21.—W. R. Krafft is erecting a new store which he expects to occupy by June 15th.

The building is to be of brick veneer, two-storey, thirty-two feet wide by sixty feet in depth. Mr. Krafft will occupy the entire ground floor and cellar with his grocery store. The second storey will be composed of two residential flats.

## Prize Winning Outfits.

Guelph, Ont., April 21.—At the horse show held here last Thursday three grocers entered their delivery outfits in the single delivery outfit competition and two of them, C. T. Hicks and J. A. McCrea & Sons, were successful in capturing prizes.

A meeting of the executive of the clerks' and Salesmen Association was held Thursday evening, April 14th. The usual half-holiday petition has been signed by a large number of the merchants, in all lines of business, and everything is favorable for the Thursday

half holiday during the months of July and August. One change has been made, however, the hour for closing being 12.30 instead of 1 o'clock.

## Window Card Sells Puddings.

Toronto, April 21.—A neat show card is used with good results by a local grocer selling puddings put up by a manufacturer. The card reads: "Meal time is always 'on time' if you keep a supply of ——— half minute puddings within reach. More quality and flavor than you've been accustomed to getting at popular prices."

The above is printed on the card in 3 colors and the whole is made more attractive by the figure of a youth ringing a bell.

## Fruits Moving Slowly.

Lindsay, Ont., April 21.—At the present season of the year Lindsay grocers are doing their best to push the sale of fruit of various kinds, but so far they have not experienced the demand for prunes, oranges, lemons, maple syrup, etc., that they did this time last year for the reason that the people seem to be stocked with fruit. The cellars of housewives were stocked last season with oranges especially, because they were "dirt" cheap. There was even a famine in preserve jars last year, because of the great demand for oranges for marmalade, but the case is different this year.

But even at that there has been a fairly brisk demand for oranges this year for eating purposes. One grocer conceived the idea of giving a spoon away with each dozen of oranges bought at his store and advertised the fact that the wrappers would not have to be saved and buyers would not have to spend money in postage stamps. He put on a big sale on Saturday, and he says it paid well.

The housecleaning season brings with it the demand for all kinds of brushes, brooms, etc., and a few windows dressed with these articles were noticed last week.

## Ships Syrup to the West.

Smith's Falls, Ont., April 21.—One grocer here who makes good money by taking advantage of the maple syrup season is H. Layng. Every spring he purchases large quantities of syrup from the farmers in the neighborhood and sends it by the barrel to the Canadian North-West where he has established a ready market. By making drafts on the buyers there he receives cash for the goods and has therefore a profitable side line with certain profits.

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# The Markets—Advance on the Way in Canned Fruits

They Will Likely Go Up 2½ Cents Per Dozen in a Few Days—Sugar Declines in Manitoba and St. John—Almonds Advancing and Ginger Higher in Primary Market—Poor Sale For Dried Fruits.

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

## QUEBEC MARKETS

### POINTERS—

Molasses—Choice 3c lower.  
Ginger—Higher in primary market.  
Tarragona Almonds—½c higher.  
Evaporated Apples—½c lower.

Montreal, April 21, 1910.

The features of the week are the drop of 3c in choice grades of molasses and the upturn of ½c in Tarragona almonds. The former is due principally to a large influx of supplies, which have, to a large extent flooded the market.

A severe frost in France is reported to have damaged the almond crop to a considerable extent, this being reflected in the ½c raise here. If true, as the report seems to be, a still further rise is looked for.

Spice men report fine business now, in fact seem to be by far the busiest men in the grocery trade, and prices continue firm.

Recent rains have not improved roads here, but they were not heavy enough to do any great harm. It is hoped no further rainfall will take place for a few days, as it is difficult for the country people to get in. Trade generally is dull and discouraging reports are given by most of the grocers. A recent talk with Sherbrooke, Que., grocers showed that trade was on the upgrade there, in spite of the fact that maple products are scarce this year. The early season is given credit for it to a great extent.

Sugar.—Last week's weakness in beet sugar has been fully counteracted. The Cuban drought still continues, though rains are reported from one or two sections. Local trade is dull, waiting for the market to shape one way or the other.

Granulated, bags	5 05
" 20-lb. bags	5 15
" Imperial	4 80
" Beaver	4 80
Paris lump, boxes, 100 lbs.	5 85
" " 50 lbs.	5 95
" " 25 lbs.	6 15
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 75
" " 100 lb. boxes	5 85
" " 50 lb. "	5 95
" " 25 lb. "	6 15
" " 5 lb. cartons, each	0 37½
Crystal Diamond Dominoes, 5-lb. cartons, each	0 37½
Extra ground, bbls.	5 50
" " 50-lb. boxes	5 70
" " 25-lb. boxes	5 90
Powdered, bbls.	5 30
" " 50-lb. boxes	5 50
Phoenix	5 50
Bright coffee	5 00
No. 3 yellow	4 90
No. 2 "	4 80
No. 1 " bags	4 65

Bbls. granulated and yellow may be had at 5c. above bag price.

Syrup and Molasses.—Choice Barbadoes lines are all down 3c, owing to a sudden influx of supplies. Fancy are firm at former quotations. Sales of both syrups and molasses are slow at present, though the present reduction should induce more buyers to stock up on choice.

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " " barrels	0 41	0 43
" " " half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 33	0 35
" " " barrels	0 36	0 38
" " " half-barrels	0 38	0 40

New Orleans	0 27	0 28
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbls	0 03½	0 03½
" " 1-bbls.	0 03	0 03
" " 1-bbls.	0 03	0 03
" " 32-lb. pails	1 80	1 80
" " 25-lb. pails	1 30	1 30
Cases, 2-lb. tins, 2 doz. per case	2 50	2 50
" " 5-lb. " 1 doz. "	2 85	2 85
" " 10-lb. " ½ doz. "	2 75	2 75
" " 20-lb. " ¼ doz. "	2 70	2 70

Tea.—A pretty bare market with good demand for lines showing is the local situation. Prices remain steady at former quotations.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 32	0 37
" Medium	0 28	0 28
" Good common	0 21	0 23
" Common	0 19	0 21
Ceylon—Broken Orange Pekoe	0 21	0 40
" Pekoes	0 20	0 22
" Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 02
Ceylon greens—Young Hysons	0 20	0 25
" Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pinguay gunpowder, low grade	0 14	0 18
" " " pea leaf	0 20	0 30
" " " pinhead	0 30	0 50

Coffee.—Coffees remain firm with a good demand. Supplies at first hand are somewhat short at present. No prices are affected.

Mocha	0 18½	0 25	Santos	0 14	0 17
Rio, No. 7	0 10	0 12	Maracaibo	0 15	0 18

Spices.—Ginger is firm, and high in the primary markets. So far this upward tendency has been insufficient to affect manufacturers' prices, but a further advance would probably bring this about. Sales of all lines have been unusually good, and spice men are about the busiest in the trade at present.

Allspice	Per lb.	0 13	0 18	Ginger, whole	0 15	0 20
Cinnamon, whole	0 16	0 18	" Cochin	0 17	0 20	
" ground	0 15	0 19	Mace	0 75	0 75	
Cloves, whole	0 18	0 30	Nutmegs	0 30	0 60	
Cloves, ground	0 20	0 25	Peppers, black	0 16	0 18	
Cream of tartar	0 23	0 32	" white	0 20	0 25	

Evaporated Apples.—Slow is the only word to describe the evaporated apple market. They are now ½ cent lower and there is little sale even at that. They have proved disappointing to local dealers this year.

Evaporated apples, prime 0 08 |

Dried Fruits.—Some local dealers are lowering prices to stimulate trade in dried fruits, particularly currants, the sale of which is slack. In this regard it is important to bear in mind the fact that next year's crop will be about 25 p.c. smaller, owing to the pulling up of many vines in Greece. This should eventually strengthen prices. Figs are slightly easier and occasional reductions are reported.

Currants, fine filatras, per lb., not cleaned	0 06½
" " cleaned	0 06½
" Patras, per lb.	0 07½
" Vostizzas, per lb.	0 08

Prunes—	
40-50	0 09
50-60	0 08
60-70	0 07
70-80	0 06½
80-90	0 06
90-100	0 05½

Raisins—		
Australian, per lb., (to arrive)	0 08½	0 09
Old seeded raisins	0 06	0 06
California, choice seeded, 1-lb. pkgs.	0 07	0 07
" " fancy seeded, 1-lb. pkgs.	0 09	0 09
" " loose muscatels, 3-crown, per lb.	0 07½	0 08
" " " 4-crown, per lb.	0 08½	0 09
" " sultana, per lb.	0 07½	0 10

Malaga table raisins, Rideau clusters, per box	2 25
Valencia, fine off stalk, per lb.	0 05
" select, per lb.	0 06
" 4-crown layers, per lb.	0 06½

Nuts.—It is reported that frost has seriously damaged the almond crop in France. As a result Tarragonas are ½ cent higher and brisk at the advance. The report seems well founded according to local cables received. Peanuts are easier in the primary market, though unchanged to the retailer. The new Brazil nuts have slightly lowered in price.

In shell—		
Brazils	0 14½	0 16½
Filberts, Sicily, per lb.	0 19	0 19
" " Barcelona, per lb.	0 10	0 10
Tarragona Almonds, per lb.	0 12½	0 13
Walnuts, Grenobles, per lb.	0 13	0 14
" " Marbots, per lb.	0 12	0 12
" " Cornes, per lb.	0 11	0 11
Shelled—		
Almonds, 4-crown selected, per lb.	0 33½	0 36
" " 3-crown	0 31	0 33
" " 2-crown	0 28	0 30
" " (in bags), standards per lb.	0 26	0 27
Cashews	0 15	0 17

Peanuts—		
Spanish, No. 1	0 12	0 12
Virginia, No. 1	0 13	0 15
Pecans, per lb.	0 65	0 65
Pistachios, per lb.	0 75	0 75
Walnuts—		
Bordeaux halves	0 23	0 30
Broken	0 23	0 27

Beans and Peas.—Beans are quiet. Some small orders have been placed, but it is getting warm too fast seemingly for the good of this market. Peas are still selling fairly well. Prices of both are unchanged.

Ontario prime pea beans, bushel	2 15	2 20
Peas, boiling, bag	2 60	2 60

Rice and Tapioca.—Dealers seem to have pretty well filled their requirements of rice, as the demand, of late, has shown a decided falling off. It has not affected prices other than creating a weaker situation locally. Tapioca remains firm at the advance, and sales are reported brisk.

Rice, grade B, bags, 250 pounds	2 75	
" " " 100 "	2 75	
" " " 50 "	2 75	
" " " pockets 25 pounds	2 85	
" " " ½ pockets, 12½ pounds	2 85	
" " grade c.c., 250 pounds	2 95	
" " " 100 "	2 85	
" " " 50 "	2 85	
" " " pockets, 25 pounds	2 75	
" " " ½ pockets, 12½ pounds	2 85	
Tapioca, medium pearl	0 06½	0 06

## CANNED GOODS

MONTREAL—There is a strong undertone to the fruits and vegetables. They are a good buy at present prices, as stocks in some lines are already running low and it will be some time before this year's crop finds its way to the market.

Meat sales have been good in most lines, particularly tongue. Fish are quiet except, as usual, lobsters.

Peas, standard, dozen	0 11	0 06
Peas, early June, dozen	1 07½	1 10
Peas, sweet wrinkled, dozen	1 10	1 12½
Peas, extra sifted, dozen	1 52½	1 52
Peas, gallons	3 87½	3 92½
Beans, dozen	0 85	0 85
Corn, dozen	0 80	0 82½
Tomatoes, dozen (Ontario and Quebec)	0 86	0 90
Strawberries, dozen	1 37½	1 40



# THE CANADIAN GROCER

Raspberries, 2's, dozen	1 75
Peaches, 2's, dozen	1 85
Peaches, 3's, dozen	2 65
Pears, 2's, dozen	1 60
Pears, 3's, dozen	2 30
Plums, Greengage, dozen	1 50 1 85
Plums, Lombard, dozen	0 95 1 00
Lawtonberries, 2's, dozen	1 60
Clover Leaf and Horseshoe brands salmon—	
1-lb. talls, per dozen	1 87½
1-lb. flats, per dozen	1 30
1-lb. flats, per dozen	2 02½
Other salmon—	
Humpbacks, dozen	0 95 1 00
Cohoos, dozen	1 35 1 40
Red Spring, dozen	1 60 1 65
Red Sookeys, dozen	1 85 2 00

Lobster Futures—	
1-lb. flats, doz., \$2.40; 1-lb. talls, doz., \$4.25.	
1-lb. flats, doz., \$4.50.	
Compressed corned beef, 1s.	1 65
Compressed corned beef, 2s.	2 90
English brawn, 2s.	3 00
Boneless pigs' feet, 2s	3 00
Ready lunch veal loaf 1s.	1 30
Ready lunch veal loaf 1s.	2 40
Roast beef, 1s.	1 65
Roast beef, 2s.	2 90
Stewed ox tail, 1s.	1 60
Stewed kidney, 1s.	1 50
Stewed kidney, 2s.	2 65
Mixed collops, 1s.	1 40
Mixed collops, 2s.	2 50
Corned beef hash, 1s.	1 95
Corned beef hash, 2s.	2 80
Jellied hocks, 2s.	3 50
Jellied hocks, 6s.	10 00
Paragon ox tongue, 1s.	7 50
Paragon ox tongue, 2s	8 50
Paragon ox tongue, 2s	9 50
Paragon lunch tongue 1s.	4 00
Tongue lunch, 1s.	3 50
Sliced smoked beef, 1s	1 60
Sliced smoked beef, 1s	2 60

**TORONTO** — It has been intimated for several weeks that canned goods were good stock to hold, that prices were strained and that they would likely advance. We have it now from good authority that it has been decided to advance all kinds of canned goods 2½¢ per dozen.

Beans	0 85 0 90	Red pitted cherries, 2's.	1 75
Corn	0 90 0 85	Gallon apples.	2 45 2 75
Figs	1 10 1 60	Bartlett pears—	
Pumpkins	0 90 0 85	Heavy syrups, 2's	1 65
Tomatoes, 3's.	0 85 0 90	Light " 3's	1 15
Strawberries, 2's 1 40 1 50		Heavy " 3's	3 40
Raspberries, 2's 1 60 1 67½		Light " 3's	1 70
Peaches, 2's.	1 65	Lombard plums, 2's.	0 80 0 85
" 3's.	2 65	Clover Leaf and Horseshoe brands salmon:	
Lawtonberries.	1 65	1-lb. talls, dozen	1 90
		1-lb. flats, dozen	1 25
		1-lb. flats, dozen	2 12½
		Other salmon prices are:	
		Humpbacks, doz	0 95 1 00
		Cohoos, per doz.	1 45 1 50
		Red Spring, doz.	1 55 1 65
		Red Sookeys, dz.	1 65 1 70
		Lobsters, halves, per dozen	1 85 2 20
		Lobsters, quarters, per dozen	1 40

## ONTARIO MARKETS

**POINTERS**—  
Canned Fruits—Advance coming.  
Molasses—Weaker market.  
Spices—Good demand.  
Almonds—Higher.

Toronto, April 21, 1910.

The wholesale trade on the whole is satisfactory. Hustling, as a rule, is the order of the day. Payments as well as orders are up to the mark.

Retailers should remember that they are invited by the wholesale dealers for the first time in the history of Canada to meet with them at their annual convention, next Wednesday, April 27th, to discuss matters of interest, and retailers should make it a point to attend this first meeting.

**Sugar**—The sugar market is steady, but with no expectation of a decline. A singular feature of the trade is the fact that sugar dropped 5 points in Winnipeg this week. Some explain the reason of this to be due to freight conditions and others to western competition.

St. Lawrence "Crystal Diamonds," barrels	5 85
" " " " barrels	5 85
" " " " 100 lb. boxes	6 05
" " " " 50 lb. boxes	6 15
" " " " 35 lb. boxes	6 35
" " " " cases, 20-5 boxes	7 60
" " " " Dominoes, cases, 30-5 boxes	7 60

Paris jumps, in 100-lb. boxes	6 05
" " in 50-lb. "	6 15
" " in 25-lb. "	6 35
Red Seal	7 10
St. Lawrence granulated, barrels	5 20
Beaver granulated, bags only	4 90
Edinburgh extra granulated	5 20
Imperial granulated	5 10
Apollis granulated (bags and barrels)	5 10
Wallacburg	5 10
St. Lawrence golden, bbls.	4 60
Bright coffee	5 10
No. 3 yellow	5 00
No. 1 "	4 90
No. 1 "	4 75
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

**Syrup and Molasses**—Molasses on the whole is a few cents cheaper, but as there are so many different qualities it is difficult to quote different prices. Some, however, claim that there is no change.

Syrups—	Per case	Maple Syrup—	
2 lb. tins, 2 doz.		Gallons, 6 to case	4 80
in case	2 50	" " 12 "	5 40
5 lb. tins, 2 doz.		Quarts, 24 "	5 40
in case	2 85	Pints, 24 "	3 00
10 lb. tins, 1 doz.		Molasses—	
in case	2 75	New Orleans, medium	0 31 0 33
20 lb. tins, 1 doz.		New Orleans, bbls.	0 29 0 31
in case	2 70	Barbadoes, extra fancy	0 45
Barrels, per lb.	0 03½	Porto Rico	0 45 0 42
Half barrels, lb.	0 03½	Muscovada	0 30
Quarter	0 03½		
Pails, 3½ lbs. ea.	1 80		
" 25 " "	1 30		

**Tea**—The tea market keeps firm with a fair trade, but nothing unusual is to be reported.

**Coffee**—The demand is good. One firm said that it kept them busy filling orders. Prices are firm, but as stocks have all been bought for the season, there are no changes in value.

Rio, roasted	0 12 0 13	Mocha, roasted	0 25 0 28
Santos, roasted	0 15 0 17	Java, roasted	0 27 0 30
Maricao, " "	0 16 0 18	Rio green	0 08 0 09

**Spices**—This is not the season for spices but still several houses report an active trade. Ginger is scarce, and cream of tartar is firm and somewhat difficult to buy.

Peppers, black	0 15 0 18	Cloves, whole	0 25 0 28
" white	0 22 0 25	Cream of tartar	0 22 0 25
" whole	0 16	Allspice	0 14 0 16
black	0 16	" whole	0 14 0 16
Peppers, whole	0 33	Mace, ground	0 75 0 80
white	0 22 0 25	Mixed pickling spices, whole	0 15 0 16
Ginger	0 22 0 25	Cassia, whole	0 30 0 25
Cinnamon	0 5 0 40	Celery seed	0 08 0 09
Nutmeg	0 20 0 30		

**Dried Fruits**—Whether the people on the whole are going back on dried fruits is a matter that attracts attention. That the sales for this year are considerably below the average is admitted. The tendency seems to be more from year to year to use canned fruit instead of dried. Fard dates are up 2c a lb.

Prunes—	Per lb
30 to 40, in 25-lb. boxes	0 11½
40 to 50 " "	0 09
50 to 60 " "	0 07½
60 to 70 " "	0 07
70 to 80 " "	0 07
80 to 90 " "	0 06
90 to 100 " "	0 06½
Same fruit in 50-lb. boxes ½ cent less.	

Apricots—	
Standard	0 15
Choice, 25 lb boxes	0 15
Fancy	0 17

Candied and Drained Peels—			
Lemon	0 09 0 11 Citron	14 17	
Orange	0 11½ 0 12½		
Figs—			
Elemes, per lb.	0 08 0 10		
Tappets	0 03½ 0 04		
Bag figs	0 03½ 0 04		
Dried peaches	0 08 0 08½		
Dried apples	0 07½		
Currents—			
Fine Filizras	0 06 0 07	Vostizzas	0 08½ 0 09
Patras	0 07½ 0 08		
Uncleaned ½ cent less.			

Raisins—			
Sultans	0 05 0 05½		
" fancy	0 08 0 07		
" extra fancy	0 08½ 0 09		
Valencias, new	0 08 0 08½		
Seeded, 1 lb packets, fancy	0 08½		
" 16 oz. packets, choice	0 07½		
" 12 oz.	0 06		
Dates—			
Hallowees	0 05 0 05½	Fards chocolate	0 10
Sais	0 05		

**Nuts**—Tarragona almonds are scarce and will bring more money. New Brazil nuts are expected every day.

Almonds, Formigetta	0 11½
" Tarragona	0 11
" shelled	0 32 0 35
Walnuts, Grenoble	0 19½
" Bordeaux	0 11
" Marbots	0 12
" shelled	0 29 0 30
Filberts	0 12 0 12½
Pecans	0 16 0 18
Brazils	0 15
Peanuts, roasted	0 08 0 12

**Rice and Tapioca**—Rice is plentiful and low in price but tapioca is scarce and higher.

Rice, stand. B.	Per lb.
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	0 03 0 03½
Bangkok	0 03½ 0 03½
Patna	0 04½ 0 05½
Java	0 04½ 0 05
Carolina	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 06
Tapioca, medium pearl	0 04½ 0 05½

**Evaporated Apples**—Considerable business is done in these lines, which is however effected through the inducements of reduced figures. Small quantities bring the regular price.

Evaporated apples	0 07½ 0 08
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**Beans**—Beans are getting to be pretty well bought up, but the quantity is considered sufficient to meet the demand for the year, and therefore no serious change in prices is looked for.

Prime beans, per bushel	2 10
Hand-picked beans, per bushel	2 25

## MANITOBA MARKETS

Winnipeg, April 21, 1910.

During the past few weeks the weather has been all that the trade could desire. The trade in the cities and towns had become equivalent to that of July and August, perhaps better, for it is in these months that many vacate their homes and frequent the summer resorts. One drawback to the town and rural store trade, however, was, that the farmers were all busy with the seeding and were leaving the grocers to themselves. The sudden change in the weather, however, has changed all this and wild winter gripped the province again for a few days. It was not particularly unseasonable to have cold weather at this time in April, but the extended fine period preceding it tended to make it appear untimely.

Local city trade was quieted somewhat while in the agricultural communities the merchants were increasing the volume of their business. A sudden flurry of snow seriously ties up traffic and transportation was impeded for a few days.

Wholesalers report money moving slowly this week, due no doubt to the credit given by retailers to the farmers, who have no intention of settling payments until the next crop is harvested. Merchants are rather loose in this regard and the condition reacts upon retailer, wholesaler, manufacturer and producer alike. If the cash could not be had one would be inclined to treat the situation with more content; but when through laxity of a better system on the



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# THE CANADIAN GROCER

part of the merchant so much inconvenience is invoked, the matter cannot be treated lightly.

Markets on the whole are being maintained firmly and new crop goods are replacing the old.

Sugar—The Canadian market is down 5 cents following a similar decline in New York. The United States market is reported not very weak and further declines are not anticipated.

Montreal and B.O. granulated, in bbls.	60
" " in sacks	65
" yellow, in bbls.	59
" " in sacks	55
Icing sugar, in bbls.	59
" " in boxes	61
" " in small quantities	62
Powdered sugar, in bbls.	57
" " in boxes	59
" " in small quantities	60
Lump, hard, in bbls.	45
" " in sacks	55
" " in 100-lb. cases	65

Syrup—The output continues to be excellent and retailers are stocking quite heavily everywhere in the west. The Canadian product is the most popular on account of the duty, and stronger prices may be prevailing soon.

Syrup—	
24 2-lb. tins, per case	2 15
12 5-lb. tins, per case	2 55
6 10-lb. tins, per case	2 40
3 20-lb. tins, per case	2 45
Half bbls., per lb.	0 03
Barbadoes molasses in 1/2-bbls., per gal.	0 60
Ringerbread molasses, 1/2 bbls., per gal.	0 40
New Orleans molasses, 1/2 bbls., per gal.	0 33
Challenger, 6 10-lb. tins, per case	2 15

Foreign Dried Fruits—There has been no change in quotations yet although the reduced duty is 1-3 of a cent in the general line. It will not affect pears, peaches or plums however. Reports from crop centres indicate a fair production. In some localities the estimate is moderate while in others it is large. The prune crop may be better than that of last year.

Smyrna Sultana raisins, uncleaned, per lb.	0 06	0 11
" " cleaned, per lb.	0 09	0 13
Valencia raisins, Rowley's, f.o.s. per case, 28's.	1 65	
" " selects " " "	1 80	
" " layers " " "	1 95	
California raisins, choice seeded in 1-lb. packages per package	0 06	
" " fancy seeded, in 1-lb. packages per package	0 06	
" " choice seeded in 1-lb. packages per package	0 07	
" " fancy seeded in 1-lb. packages per package	0 08	
Raisins, 3 crown muscatels, per lb.	0 06	0 07
Prunes, 90-100 lb. " " "	0 05	0 07
" " 80-90 " " "	0 05	0 08
" " 70-80 " " "	0 06	0 08
" " 60-70 " " "	0 06	0 09
Prunes, 50-60 " " "	0 07	
Prunes, 40-50, lb. " " "	0 08	
Silver prunes, ac. to quality	0 09	0 12
Currants uncleaned, loose pack, per lb.	0 06	0 07
" " dry, cleaned, Filistras, per lb.	0 06	0 07
" " wet, cleaned, per lb.	0 07	0 08
Filistras, in 1-lb. pkg. dry, cleaned, per lb.	0 06	0 07
Pears, per lb.	0 09	0 15
Peaches, stand. ard, per lb.	0 08	0 09
Peaches, choice, per lb.	0 09	0 10
Apricots, stand. ard, per lb.	0 15	0 16
Apricots, choice, per lb.	0 18	0 19
Plums, pitted, lb.	0 11	0 12
Nectarines, lb.	0 09	0 10
Dates, per lb.		0 06
Hallows, bulk		0 06
Dates, Fard, 2 1/2 lb. boxes		1 30
Dates, packages 30 in case		0 07
Figs, per lb.	0 04	0 05
Peel, lb., lemon		0 09
" " orange		0 10
" " citron		0 13

Honey—Wholesalers are gratified with the way honey is moving. It is a tribute to the quality of the Ontario product, since there is little of the southern stuff on the market. Prices hold firm, but money is no object when there is a good article on the market.

Honey, 2 1/2 lb. tins, per tin.	0 37
" " 5 lb. jars, per dozen	0 78
" " 60-lb. tins, per lb.	1 90

Beans—Although navigation has not opened yet, the market on many lines of goods has become easier. Beans have

not been reduced but there is little moving just now, in anticipation of lower prices when the lake transportation begins.

3-lb. picker, per bushel	2 20
Hand picked, per bushel	2 30

Tapioca and Sago—A firm market is reported to-day on both lines. We quote sago at 5 cents which is a slight advance. An international trade on a moderate crop is the cause of the firmness.

Pearl tapioca, per lb.	0 04
Sago, per lb.	0 05

Nuts—Abundance of good quality shelled nuts at fairly strong prices as quoted below is the condition maintained this week. The movement everywhere is free. Peanuts will come in in larger quantities but there will be little variation from the following quotation.

Shelled Walnuts, in boxes, per lb.	0 30
" " small lots, per lb.	0 31
" Almonds, in boxes, per lb.	0 33
" " small lots, per lb.	0 34
Peanuts, Japan, per lb.	0 13

Rolled Oats—This commodity is weak in comparison to the price of oats. An attempt is being made to put it back to a normal figure. If so it will be near the dollar mark. The output is not heavy in spite of a low market.

Rolled oats, 80 lb. sacks, per 80 lbs.	1 75
" " 40 " " " 40 "	0 90
" " 20 " " " 20 "	0 45
" " 80 " " (8, 10s)	2 15

Maple Syrup—New goods of 1910 tap are quite abundant and orders for the fresh product are frequent. The following prices are maintained strongly.

24 quarts, per case	8 50
12 1/2 gallons, per case	7 85
6 gallons, per case	7 25

Barley—The firmness on barley is maintained though immediate advances are not expected. The product is moving well, and supplies are gradually being wrung from eastern holders.

Pot barley, per bag, 100 lbs.	2 35
Pearl barley, per bag, 100 lbs.	3 45

## Fresh Fruits and Vegetables—

Potatoes, per bushel	0 50
Native cabbage, per lb.	0 63
Native oca, per bushel	1 00
Native onions, per lb.	0 02
Oranges	3 00
Lemons	4 50
Apples, Ontario, per bbl.	4 00
Grape Fruit, per crate	6 00
Grapes, per kg.	5 00
Bananas, per lb.	0 05
Cranberries, per bbl.	6 00
Tomatoes, per crate	4 50

Lard—Lard is going up and wholesalers are slightly divided on the prices. We quote the 20 lb. pails at \$3.65, while some houses have it \$3.75. Other sizes may be advanced soon.

Pure, 20-lb. pails	3 65
" " 3-lb. tins, 60-lb. cases	11 25
" " 10-lb. tins, 60-lb. cases	11 05
Compound, 20-lb. pails, per pail	2 80
" " 5-lb. tins, 60-lb. cases	8 80

Canned Goods—Many lines are getting scarce just now, and the opening of navigation will bring a much larger stock on the market. Gallon apples are scarce and at a premium. Peaches have a firm market.

Evaporated Apples—There is nothing new to report in this dull market. Supplies are getting scarce and no change

is noted on the 7 1/2 cent quotation. The quality is such as to discourage a good output.

## BRITISH COLUMBIA MARKETS.

Vancouver, B. C., April 21, 1910.

Best bacon is up another notch, the quotation now being 30c a pound. If taken in 100-lb. lots, a reduction of half a cent is made.

Local eggs are now quoted at the city market at 31c, as low a figure as they have been for a long time. Californias are at 30c, while eastern eggs are out of the market practically, because of poor quality. One grocer stated that when he went over what he had of easterns he found over 50 per cent. of them bad. These were storage, and it is hard to say how long they had been kept.

Fresh tomatoes are offered from California and Florida. The price is \$6 a crate, but it varies according to the supply. A couple of days ago it was about \$5.50, but when only one wholesaler had them, another 50c was charged.

There is talk of another jump in the price of local sugar. The figure now is \$5.80, having been advanced a few weeks ago from \$5.60, and the increase spoken of is another 20c. No definite announcement has been made. There is no change so far in the price of the imported sugars.

Sugar, standard granulated	5 80	Butter, local creamery	0 38
Sugar, imported	5 25	Butter, Western	0 22
Val. raisins, lb.	0 06	Eggs, California	0 30
Cal.	0 07	Eggs, local	0 31
Prunes	0 05	Cheese, Ontario	0 14
Currants	0 06	" Manitoba	0 14
Dried apricots	0 11	Bacon	0 24
Flour, Standard	6 90	Lard, pure	0 20
bbl.		Lard, compound	0 17
Cornmeal, p. 100		Potatoes—	
lbs.	2 60	Ashcroft's, ton.	40 00
Beans, per lb.	0 03	Local, ton.	20 00
Rice, per ton	68 00	Cal. Burbanks.	25 00
Tapioca, per lb.	0 03	Canned Goods—	
Apples, box	2 75	Peas, Early June	1 40
Evaporated apples	0 06	Tomatoes	1 27
Butter, Eastern dairy in tubs	0 25	Corn	1 02
Butter, Eastern dairy, choice	0 31	Apples	3 43
		Strawberries	2 15
		Raspberries	1 00

## NOVA SCOTIA MARKETS.

Halifax, April 21, 1910.

The wholesale grocery markets are firm this week, and prices in some lines show substantial advances. Provisions have a tendency to advance still higher. Onions are in good demand, and the sales of Bermudas are heavy. They are quoted at \$1.75 per box. Some of the Halifax dealers that had large stocks of onions on this season lost heavily as the onion kept poorly, rotting before they could be disposed of. Pot barley declined fifty cents per barrel.

Local merchants report the demand for dry fish limited, although they have large stocks on hand. The steamer Sobo that sailed this week for the West Indies took a large cargo of dry and pickled fish. The demand for pickled herring is limited. Lobster are in better supply this week, and the price is a little easier. Large lobsters are selling at twenty cents each, and the small at 12 cents each. The exports from coastal points to the U. S. market



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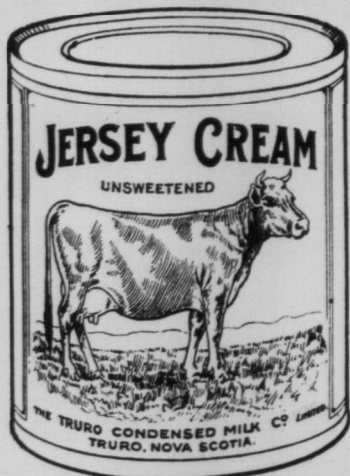
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## Next Winter's Storage Eggs Likely to be High

**Packers Out Hot-foot After Them Now and are Paying Good Prices—Hogs and Hog Products Still Ruling High—A Chance That Butter May Become a Little Easier — Maple Syrup in Quebec Practically all out of First Hands.**

The scarcity of hogs is not confined to Canada alone; there is even a greater scarcity in the United States. The "Cincinnati Price Current" states that the total number of hogs killed since March 1st this year is 1,750,000, as against 2,605,000 during the same time last year. The receipts of hogs are extra light just now, but this is expected during the busy seeding time.

Butter is exceptionally scarce and high. While it is a good thing to meet the new season's make with no old stock on hand, the dealers no doubt, not having forgotten last year's pinch, have this year been a little too anxious to sell out in good time. Big money might have been made this year at the time it was lost last year.

The cold storage places are rapidly being filled up with eggs, and the present high price means high price eggs for next winter.

Cheese is quiet, with little moving. The first of the new make is beginning to reach the market.

### MONTREAL.

Provisions — If anything hogs, live, seem to be slightly easier. It has made no difference in quotations, but may in a short time make itself felt more. Other lines are somewhat quiet with no changes in quotations. An improvement is beginning to be felt, however.

<b>Pure Lard—</b>	
Boxes, 50 lbs., per lb.	0 17 1/2
Cases, tins, each 10 lbs., per lb.	0 17 1/2
" " " 5 " " "	0 17 1/2
" " " 3 " " "	0 17 1/2
Pails, wood, 20 lbs. net, per lb.	0 17 1/2
Pails, tin, 20 lbs. gross, per lb.	0 17 1/2
Tubs, 50 lbs. net, per lb.	0 17 1/2
Tierces, 37 1/2 lbs., per lb.	0 17
<b>Compound Lard—</b>	
Boxes, 50 lbs. net, per lb.	0 12 1/2
Cases, 10-lb. tins, 50 lbs. to case, per lb.	0 12 1/2
" " " 5 " " "	0 12 1/2
" " " 3 " " "	0 12 1/2
Pails, wood, 20 lbs. net, per lb.	0 11 1/2
Pails, tin, 20 lbs. gross, per lb.	0 11 1/2
Tubs, 50 lbs. net, per lb.	0 12
Tierces, 37 1/2 lbs., per lb.	0 12
<b>Pork—</b>	
Heavy Canada short out mess, bbl. 35-45 pieces	32 80
Bean pork	28 00
Canada short out back pork, bbl. 45-55 pieces	31 50
Clear fat back	34 00
Heavy flank pork, bbl.	21 00
Plate beef, 100 lb bbls.	9 25
" 300 "	18 00
" 300 "	26 50
<b>Dry Salt Meats—</b>	
Green bacon, flanks, lb.	0 16 1/2
Long clear bacon, heavy, lb.	0 17
Long clear bacon, light, lb.	0 17 1/2
<b>Hams—</b>	
Extra large sizes, 25 lbs. upwards, lb.	0 16
Large sizes, 16 to 25 lbs., per lb.	0 17 1/2
Medium sizes, 13 to 18 lbs., per lb.	0 18
Extra small sizes, 10 to 13 lbs., per lb.	0 18 1/2
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 18 1/2
" " " small, 9 to 12 lbs., per lb.	0 19
Breakfast bacon, English, boneless, per lb.	0 20
Windsor bacon, skinned, backs, per lb.	0 21
Spiced roll bacon, boneless, short, per lb.	0 15
Hogs, live, per cwt.	10 00
dressed, per cwt.	14 00

Butter—Butter is firm and scarce and is still quoted at last week's advance. Little is coming in, practically only half last year's corresponding receipts. The tariff situation is undoubtedly one of

the main factors in this, so many of the creameries are exporting cream to the States.

Receipts for the week are 1,169 packages, as against 2,277 packages same week last year. For the season they are 409,324 packages, as against 427,982 packages same season 1909.

New milk creamery	0 32
Fall creamery solids	0 30 0 30 1/2
Dairy, tubs, lb.	0 22 1/2 0 23 1/2
Fresh dairy rolls	0 25 0 26

Cheese—As yet there has been little export demand, owing undoubtedly to the low stocks at present carried here. With the coming in of this year's make things will improve. Prices are firm and unchanged.

Receipts for the week are 1,440 boxes, as against 860 boxes same week last year. For the season they are 1,973,928 boxes, as against 1,960,730 boxes same season 1909.

Quebec, large	0 13
Western, large	0 13
" " twins	0 13 1/2
" " small, 20 lbs.	0 13 1/2
Old cheese, large	0 16

Eggs—Eggs are coming in freely now, but in spite of this prices are too high for packing. Dealers ascribe it entirely to the increased consumption of eggs. Almost 100 per cent. increase is shown in the week's receipts over the same week last year—13,011 cases, as against 7,465 cases—for the season they are 256,299 cases, as against 247,208 cases same season last year.

New laid	0 22 0 24
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Maple Syrup — Syrup is practically exhausted at first hand. Sugar is scarce and prices of both are firm. Sales are brisk, of what little is left on the jobbers' hands.

Compound maple syrup, per lb.	0 44 1/2 0 05
Pure township sugar, per lb.	0 10 0 11
Pure syrup, 8 1/2 lb. tin	0 60 0 65
" " 10 1/2 lb. tin	0 75 0 80

Honey—This market is quiet, with a fair demand is the situation.

White clover comb honey (nominal prices)	0 15 0 17
Buckwheat, extracted	0 08 1/2 0 09
Clover, strained, bulk, 30 lb. tins	0 11 0 11 1/2
Buckwheat comb	0 12 1/2 0 13

### TORONTO.

Provisions.—The trade in cured meats is less active, but prices are well maintained. In view of the recent raise in beef, the demand for hog products may increase.

Long clear bacon, per lb.	0 15 0 15 1/2
Smoked breakfast bacon, per lb.	0 18 1/2 0 19
Roll bacon, per lb.	0 15 1/2 0 16
Light hams, per lb.	0 17 1/2 0 18
Medium hams, per lb.	0 17 1/2 0 18
Large hams, per lb.	0 17 1/2 0 17 1/2
Shoulder hams, per lb.	0 14 0 14 1/2
Backs, plain, per lb.	0 20 0 21
" " pea meal	0 21 0 21 1/2
Heavy mess pork, per bbl.	28 00 29 00
Short cut, per bbl.	31 00 31 50
Lard, tierces, per lb.	0 16 1/2 0 16 1/2
" tubs "	0 16 1/2 0 17
" pails "	0 17 0 17 1/2
" compounds, per lb.	0 13
Live hogs, at country points	9 40 9 60
Dressed hogs	12 75 13 00

Butter.—The supply of butter is not sufficient to meet the demand and prices in consequence are sky-high. The old butter seems to be all cleared out and therefore there is nothing to depend on but the new make. As the price of butter is much higher than cheese made from the same amount of milk, it is quite likely that some cheese factories will start operations as early as usual, and farmers in order to take advantage of the high price, will make more butter. This will soon bring up the quantity and put the price of butter on a level with cheese. It is therefore safe to surmise that butter will become easier within a few weeks.

<b>Fresh creamery print</b>	
Per lb.	0 31 0 33
Stored creamery solids	0 26 0 27
Farmers separator butter	0 28 0 30
Dairy prints, choice	0 24 0 25
Baking butter	0 18 0 19

Cheese.—A small quantity of new cheese has made its appearance, but the quality is inferior, and will not bring more than about 10c a lb. With butter at 30c to 33c, and hogs, live weight, 9 1/2 a lb., into which industry the skim milk can be turned, it is not likely that many cheese factories will follow this example.

Cheese, new, large	0 12 1/2 0 12 1/2
twins	0 12 1/2 0 13

Eggs.—Egg packers are all anxious to secure as many early spring eggs as possible, which causes a keen competition among buyers. If cold storage eggs are expected to come out good in the following winter they must first of all be good and fresh when they go in. If the farmers in some way could be trained to bring their eggs out once or twice a week as soon as the weather gets warm, the two million dollars worth of eggs now wasted could be saved.

New laid eggs	0 21 0 22
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Poultry.—Poultry houses are undergoing the regular annual house cleaning. Whitewash is freely used and these places will be ready to receive the first consignments of spring broilers which may sell as high as the present price of beef.

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

Honey.—Honey is in fairly good demand, which has become, with many people, a regular daily requisite.

Honey, extracted, 60 lb. cans	0 10 1/2 0 11
" " 10 lb. pails	0 11 0 12
" " 5 lb. pails	0 12 0 12 1/2
" comb, per dozen	2 50 2 75

### MONTREAL REMOVALS.

Lariviere Freres, flour merchants and wholesalers, are going to move into new premises, corner of Notre Dame St. E. and Iberville St. The building is a four storey one, and is being rebuilt to suit their requirements.

F. O. Lariviere, proprietor of the Canadian Vinegar Company, has moved his factory to the Longueuil Ferry, from 37 St. Antoine St.

J. W. Craig, broker and commission merchant, has moved from the Lindsay building to the Guy block.

Brodies Mfg. Co. have taken premises at 380 St. Paul St.

W. Vornwald, has purchased the grocery business of D. C. Steenson, Waterloo, Ont., who has gone into business in Galt.



## Incubator, Boiled and China Nest Eggs Circulated

**These Have Actually Been Sent to Produce Dealers in Cities by Country Merchants—Yearly Loss Through Bad Eggs Mixed With the Good—How Merchants Can Aid in Bringing About Better Conditions.**

Now since the real cause of the high cost of living has been located, and found to be principally due to the small production and not with the much abused middle man, it is only fair for the consumer to ask whether anything can be done to provide the people with cheaper food products.

The writer believes in good wages and fair prices for farm products, but when through carelessness on the part of the farmers, the consuming public have to pay more for their goods than they have reason to complain.

It comes from a reliable authority that 17 p.c. of the entire egg product is spoiled in Canada and made valueless through careless handling. This would amount to about \$1,850,000 per year. Now let us be fair, if the merchants by some ingenious arrangement would take only a fraction of this from the people they would be regarded as criminals, but when the farmer robs the people of this vast amount it is allowed to pass without censure, and the consumer bears it all without even suggesting that such a state of affairs should be remedied.

Again if a manufacturer makes a certain kind of jam and uses a harmless adulterant he is liable to a heavy fine, if it is not labeled properly, but a farmer may sell rotten eggs without any risk whatever.

### Eggs From Incubators.

Do not think for a moment that this happens by mere accident. It is of common occurrence that eggs reach city dealers which have been in incubators apparently when they were found to be sterile, after having been under hatching temperature for several days they were taken out and sent to the city. Even some boiled eggs, and artificial nest eggs are often found, which shows the inexcusable carelessness of the farmers. In one produce house in Canada last week was a basket almost filled with "china" nest eggs.

These eggs are unfit for food; in some cases they are thrown away, but often find their way into pastry in cheap bakeries. In all communities by far the majority of the people are honest, and for their protection something should be done immediately to stop this shameful "rotten egg traffic."

While the cases cited may be extreme, the greatest loss, however, occurs through mere carelessness, or absolute ignorance of what is fair and right. Such a waste in eggs alone is too serious to be treated lightly, and steps should be taken immediately to check this careless practice.

Merchants who receive the eggs from farmers might well get their local papers to call the attention of the farmers to this waste and the importance of paying more attention to the proper handling of their eggs.

### To Redress the Evil.

They should be urged to collect the eggs from the nests every day, keep them in a cool dry place and take them

to market at least once a week. Merchants should also make a rule to candle all the eggs when they take them in, and this they should do to protect the honest customers. Any person who brings good eggs will be pleased to have them candled, and even the others would not dare to object. If this is regularly done, and customers know it, the rotten egg business will disappear and the country will save nearly two million dollars a year.

The entire blame is, however, not all with the farmers. There are some out-of-date merchants yet in business, who allow their eggs to stand round the store for weeks, in dirty boxes, and in unsanitary surroundings, before they ship them to the cities. Eggs, like butter, become tainted from odors, and must be kept away from coal oil, fish and other articles of that kind. Let every merchant do his part. He should take immediate steps to save this waste by encouraging right methods, and by showing the farmers that he takes pleasure in assisting them in preparing their products to the best advantage for the markets.

It would no doubt be a good idea if local newspapers would take up this matter and point out the importance of proper attention on the part of the farmers in order to effect the much desired improvement.

### GINGER FOR BREAKFAST.

"Always eat ginger in the morning." That, according to a medical authority, is the newly discovered cure for the got-out-of-bed-on-the-wrong-side feeling.

This experienced doctor says that if people would only eat ginger at breakfast their health would improve in many respects and they would start the day much readier for work than they do now.

"Ginger," he said, "contains an essential oil which acts as a fine nerve tonic. It promotes digestion, is an excellent stomach tonic, and is extremely good for the liver. The liver is the organ which makes people so morose in the morning. Until it has been well stirred up by the day's work it is in a lethargic condition, and frequently the brain is in the same state, for its blood supply is not right.

"Now if people who experience these symptoms would only take plenty of ginger at breakfast their livers would act properly and their digestion would improve to an extent they cannot realize until they try the cure. They would go to business in a normal state of temper.

"I am perfectly certain that if more ginger were eaten the world would be a very much better place to live in."

### CANADA'S WHEAT PROSPECTS.

James J. Hill, perhaps the best authority on farming and railroading on this continent, has stated that within a few years the United States will be compelled to import wheat and flour.

He quotes statistics to show that the ratio of the population is increasing much faster than the production of foodstuffs, and draws the conclusion that in a few years the United States will be importing. He also states that Canada will be the great producing country of the 20th century, and that much of the grain and flour which the United States will import will be secured in the Canadian West. In this connection, it is interesting to notice that from 100,000 to 200,000 United States farmers are crossing into the Canadian West every year, and securing land, which will yet grow wheat that is to supply their old neighbors to the south.

### TRADE NOTES.

Chas. Hart, of Hart & Tuckwell, Montreal, was in New York last week.

J. Ross, Cobalt, Ont., has leased a store at the corner of Browning and Whitney Sts., and will occupy it in a short time.

A grocer who failed in Cardiff, England, recently and who estimated his gross profits at 12½ per cent., stated that he lost £4 per week through the use of trading stamps.

## Quality in Dishes

is an important matter. Oval Butter Dishes are pleasing in appearance and will influence a customer to buy again. A grocer's or butcher's stock without them is not complete. Drop a card to your dealer about them.

**Graham Bros. & Co. Kinmount, Ont.**

## Have You Any Credit Customers?

Yes. Almost every grocer has. And it's a serious matter to avoid loss. Yet there is a way to make the credit customer just as good an asset and as safe as the cash buyer.

## Allison COUPON BOOKS

systematize credit accounts, simplify collections, please the customer and eliminate arguments. They cost but little and pay for themselves many times over.

### HOW THEY WORK



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

For Sale by the Jobbing Trade Everywhere. Manufactured by

**ALLISON COUPON CO., Indianapolis, Ind.**





# Magic Baking Powder

CONTAINS NO ALUM

Magic is a medium-priced baking powder and the only well-known one made in Canada that does not contain Alum.

THE PROFIT on a popular, well advertised brand of baking powder such as Magic, is more

lasting and satisfactory than on brands with which the public is not familiar. The well advertised brand is repeatedly called for by your customers, while to sell the others may mean a long argument and the consequent loss of a waiting customer. **TIME IS MONEY.**



## E. W. Gillett Company Ltd.

Toronto, Ont.

Winnipeg

Montreal

### DELAY MEANS LOSS



Made in Canada

- ¶ Every day you delay installing THE McCASKEY ONE WRITING SYSTEM OF HANDLING CREDIT ACCOUNTS YOU ARE LOSING MONEY.
- ¶ These are some of the ways in which the money is lost without your knowledge:
  - Forgotten charges—goods sold—never charged.
  - Disputes with customers—loss of trade.
  - Poor collections—loss of discounts.
  - Loss of accounts—THE McCASKEY IS AN AUTOMATIC CREDIT LIMIT.
  - And in a hundred other ways.
- ¶ Let us tell you about them, we'll do so gladly if you will drop us a line and say you are interested.

FIRST AND STILL THE BEST.

### Dominion Register Co., Limited

Successor to The McCaskey Register Co. in Canada.

96-104 SPADINA AVE. TORONTO, CANADA

## One of the Good Sellers

CLARK'S OX TONGUE is liked by the whole household, young and old.

It is appetizing and rich in flavor.

Grocers can recommend it confidently.

"Paragon" brand in tins and "Inglass" in glass containers.

Wm. Clark - Montreal

Manufacturer of high-grade

—Food Specialties—



## "The Proper Display

of soaps has a great bearing on their sale. By making use of one's own ideas and what help the manufacturers will give, there is no reason why a grocer cannot achieve good results."

—The Canadian Grocer

The Fels-Naptha soap empty cartons make an ideal window or shelf display.



## CANNED GOODS

Agent in Quebec City with A1 connection desires agency first class canning company. Experienced in selling such goods. Satisfaction assured. Highest references.

Apply X.L.

Canadian Grocer, Montreal



## CHINESE STARCH

Quick Sales.  
Satisfaction.  
Large Profit.  
No Dead Stock.

Get Prices

OCEAN MILLS  
MONTREAL

## GEORGE & BRANDAY

Established 1879

Shipping and Commission Agents

Dealers in Coffee, Cocoa, Pimento, Hides, Honey, Wax, Sugar, Rum, etc., etc.

KINGSTON,

JAMAICA

### Canadian Manufacturers and Exporters

Are you aware of the fact that there are 41 millions Irishmen prepared to buy Canadian Goods?

Don't you want some of this business? You can get into touch with 5,000 distributors every week by advertising in THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES' JOURNAL, the best known general store and grocery paper in Ireland. Write for sample copy and particulars to

10, Garfield Chambers, Belfast, Ireland

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

## MAPLE SYRUP!

Small's Maple Leaf Brand is the Standard the world over.  
CANADA MAPLE EXCHANGE  
Montreal

## Turn Your Accounts Into Cash

Our Collection System can get the money—that's its big recommendation. If we don't collect we make no charge. We make a specialty of getting collateral security.

Write for circular, rates and methods. References from best dealers and Bank of Hamilton, Winnipeg.

### Commerolal Union Association

45 Alkins Bldg., McDermott and Albert Sts.  
WINNIPEG, MAN.

Service Est. 1908 Satisfaction

52 Highest Awards in Europe and America

## WALTER BAKER & CO.'S CHOCOLATE & COCOA



Registered U. S. Pat. Off.

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

### Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

## —Taking Care of Your Profit—

In making prices for our different lines we have always been careful to leave **You** a fair margin of profit. This is a feature to consider when you are ordering your biscuits.

Our O. K. Sodas in pails run from 40 to 44 to the lb.

The Canadian Biscuit Co., - La Perade, Que.

# CHRISTIE

*"The purest of all pure foods"*

Most grocers *know exactly why* this apt description of "Christie Biscuits" has become a household proverb throughout the Dominion. Because *every grocer should know why* is our main reason for reproducing the following *unsolicited* letter:

## Swift & Company

I. W. STEINHOFF  
MANAGER

Stratford, Ontario, Jan. 18, 1910.  
P. O. BOX 399

Messrs. Christie, Brown & Co. Ltd.

Biscuit Manufacturers,

Toronto, Ont.

Gentlemen,

We have pleasure in advising you that the Butter-maker from whom we have been sending you a regular supply of butter secured 1st Prize on his exhibit of Creamery prints, 3rd Prize on 56lb Creamery solids, and a gold watch as special prize for the most attractive exhibit on exhibition, at the Winter exhibition in connection with annual Convention of The Western Ontario Dairymens Association held at St. Thomas last week.

Yours respectfully

Swift & Company

per *I.W.S.*

*Purity and Quality*—these are the keynotes of our advertising. That no compound can pass our inspectors—that every ingredient entering our bakes must be of uniform high standard table quality—that our employees are healthy, happy and contented, and devoted heart and soul to Christie ideals—that we have reduced biscuit-making to an exact science; these facts are a matter of common knowledge. But—the point for you to remember is this:

*Christie reputation works for you ceaselessly in securing the staying trade—the trade that pays.*

CHRISTIE, BROWN & CO., LIMITED

# BISCUITS





As we have entered the field for the manufacture of high-class pepsin chewing-gum under our brand of Y&S, which for forty years has been the leading brand of Stick Licorice sold in the United States and Canada, we beg to call the attention of the trade to the Y&S pepsin gum, a strictly high-class article containing only the finest ingredients. Y&S is the stamp of quality. We put up the following flavors: LICORICE, PEPPERMINT, WINTERGREEN, SPEARMINT. Order a sample box (assorted if required) from your jobber. There is no better gum made. Each piece wrapped singly. 5 pieces to package. 20 packages to box.

**National Licorice Co.**  
MONTREAL

## M<sup>c</sup>VITIE & PRICE

EDINBURGH and LONDON

BISCUIT MAKERS TO

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

The following kinds are specially recommended:

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

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

By Royal



Letters Patent

## NELSON'S POWDERED GELATINE

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

## NELSON'S Gelatine and Liquorice LOZENGES

Should be in your confectionery department.

**G. NELSON, DALE & CO., Ltd.**  
EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:  
The Smith Brokerage Co., Ltd., St. John, N.B.  
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.  
J. L. Watt & Scott, 27 Wellington St. East, Toronto.  
W. E. Ashley, Winnipeg.  
Geo. A. Stone, 84 Innes of Court Buildings, Vancouver, B.C.

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

All the year round

## Mott's

"Diamond" and "Elite"

brands of

## Chocolate

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

EVERY JOBBER SELLS THEM

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

SELLING AGENTS:

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



## Flour Immovable in Spite of a Wheat Decline

Considerable Weakness in Latter Market in Chicago and Winnipeg—The Prospects in Flour—Manufacturers of Wheat Products Make no Changes.

The stubborn condition of the wheat market reported last week has since yielded in favor of the buyer, and wheat has dropped about 7 to 8c a bushel in the large markets.

It is, however, strange that the fluctuations both in Chicago and Winnipeg do not materially affect the price of Ontario wheat. Ontario wheat is principally used in the manufacture of rolled wheat, and the millers have almost to get down on their knees and beg for it from the farmers.

While it was the opinion of grain and flour men that wheat was too high to stay, the drop came a little sooner than was expected. This is owing to the early opening of navigation, and also to the favorable prospects of the new crop of winter wheat, as well as the outlook of the spring crops in general.

Russia is still surprising the world and its enormous crop has much to do with the weakening of the markets all over.

### MONTREAL.

Flour—Latest quotations show that the wheat market is weaker. This may have an additional weakening effect on local conditions. Local prices are steady just at present.

Winter wheat patents, bbl.....	5 45
Straight rollers, bb.....	5 20
Extra, bbl.....	4 80
Royal Household, bbl.....	5 80
Glenora, bbl.....	5 30
Manitoba spring wheat patents, bbl.....	5 80
"    strong bakers, bbl.....	5 30
Five Roses, bbl.....	5 80
Harvest Queen, bbl.....	5 30

Oatmeal—There is little of note save a general weakness this week. Prices are steady but trade is light. In mill feed, bran is down \$1 per ton, due to competition.

Fine oatmeal, bags.....	2 20
Standard oatmeal, bags.....	2 20
Granulated ".....	2 20
Golddust cornmeal, 98-lb. bags.....	2 10
Bolsted cornmeal, 100-bags.....	1 85
Rollod oats, bags.....	2 00
"    barrels.....	4 25

### TORONTO.

Flour—While the large wheat markets are considerably lower, the local market has not responded and prices remain unchanged. Millers have claimed all along that they were working on too small margins and that flour is not any too high in comparison with the wheat. Competition, however, will regulate that matter, and unless wheat will recover from its slump, flour will likely drop.

Manitoba Wheat.	
1st Patent.....	5 70
2nd Patent.....	5 30
Strong bakers.....	5 10

### Winter Wheat.

Straight roller.....	5 10
Patents.....	5 30
Blended.....	5 30

Cereals—These lines are firm and are not in the least affected by the decline in wheat in the large markets. Manufacturers of wheat products must have all Ontario wheat which is held by the farmers and the latter determine the price at which they will sell.

Rollod oats, small lots, 90 lb. sacks.....	2 00
"    25 bags to car lots.....	1 90
Rollod wheat, small lots, 100 lb. brls.....	3 10
"    25 brls. to car lots.....	2 80
Standard and granulated oatmeal, 48 lb. sacks.....	2 25

### NO UNION GROCERS' PICNIO.

Summer Half Holiday for London Grocers—Election of Officers at Annual Meeting.

London, Ont., April 21.—At their annual banquet the Retail Grocers' Association proposed the idea of a union picnic for the grocers of London, Hamilton, Brantford and Toronto. Since then their officers have done their best to bring it about, but were unsuccessful. For this reason it was decided at their annual meeting last week to hold the annual excursion of the London association to Detroit, via the G. T. R., on June 15.

It was decided that, as in the past, the grocers will close on Wednesday afternoons during June, July and August, except when a public holiday comes in the week.

The officers elected for the coming year were as follows: President, C. W. Summers; first vice-president, James Haskett; second vice-president, T. H. Janes; secretary, Cyril Hayes (re-elected); treasurer, Thomas Shaw; executive, J. A. McFarlane, F. Travers, R. A. Ross, F. W. Paul, R. J. Donaghy, M. A. Young and Ed. Bodkin.

President Summers who succeeds Ex-President E. J. Ryan, was selected to attend the annual convention of the Ontario Wholesale Grocers' Exchange, to be held in Toronto during the week beginning with April 25th.

On motion of Ex-President Ryan it was decided to set aside a sum of money to purchase suitable presents for the retiring presidents and treasurers at the end of their terms. R. J. Donaghy, who seconded the motion, together with other members considered that something along this line should be done for E. J. Ryan and ex-treasurer H. Ranahan, but they positively refused to accept anything this year.

A vote of thanks was tendered to Jos. Boyd, a knight of the grip, who has donated caps and socks to the grocers base-ball club. F. W. Paul, F. H. Janes, M. A. Young and Thos. Vincent will have charge of the team this year.

## Biscuit Quality

is no less a matter of purity of materials and of skill and care in mixing and baking, than of the way in which the biscuits are packed.

Your absolute guarantee against soggy condition is to sell exclusively—



This is the kind that always reaches you in the same crisp and fresh condition as it leaves our oven.

Your cracker business will be booming this summer if you are selling

### MOONEY'S

Order to-day.

The  
**MOONEY BISCUIT  
& CANDY CO., LTD.**  
Stratford, Can.

## Cox's Gelatine



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

PURITY GUARANTEED BY THE MAKERS

Canadian Agents: **J. & G. Cox, Ltd.**  
C. E. Colson & Son, Montreal  
D. Masson & Co., " Gorgie Mills,  
A. P. Tippet & Co., " EDINBURGH



**TRUMILK**

An excellent full cream milk in powder form, suitable for tea, coffee, cereals, etc.

**MILKSTOCK**

A separated milk in powder form, perfect for all kitchen uses.

Both these products are guaranteed to be absolutely free from all chemicals, preservatives or adulterations of any kind, and are excellent articles for drinking purposes. *Always sweet, safe and pure.* Prices, profit, and any other information required, sent on application to

**Canadian Milk Products, Limited**

Sole Manufacturers  
Head Office: MAIL BUILDING, TORONTO.



THE NEW FLAVOR

**MAPLEINE**

Better  
Than  
Maple

The Crescent Mfg. Co.,  
Seattle, Wash.

CIE FRANCAISE des PATES ALIMENTAIRES  
**Macaroni, Vermicelli, etc.**

Strictly French Manufacture Guaranteed  
Manufactured at  
92 Beaudry Street MONTREAL

**FEATHERS WANTED**

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

WRITE TO  
**P. POULI & CO.**  
39 Bonsecours Market, - Montreal  
WE SELL FEATHERS TOO

The Largest and Oldest Barley  
Manufacturers in Canada

LET US QUOTE YOU PRICES ON

**Pot and Pearl Barley  
Split Peas and Feed**

**John MacKay, Limited**  
BOWMANVILLE, - ONTARIO

**W. H. ESCOTT**

WHOLESALE

**Grocery Broker**

141 BANNATYNE AVENUE

**WINNIPEG**

COVERING

**MANITOBA and SASKATCHEWAN**

CORRESPONDENCE SOLICITED

**WINDSOR SALT**

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

**TORONTO SALT WORKS**

TORONTO, ONT. GEO. J. CLIFF, MANAGER

**ROLLED OATS**

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.

Prompt attention to all orders.

J. W. EWEN, - Uxbridge, Ont.

**SUGHARD'S COCOA**

This is the season to push SUGHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUGHARD'S cocoa against all other makes Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal  
Agents.

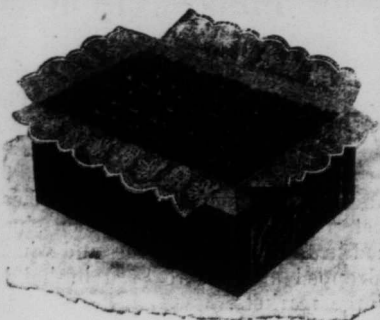
**THE HODGSON GUM CO.**

896 St. Lawrence St. MONTREAL

Makers of High Class Gums  
at Popular Prices. Write for  
Samples and Quotations.

We make special brands to order.

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



**Proof of Quality**

Nothing eatable is imitated if it does not prove popular.

Nothing eatable can prove popular unless it possesses quality.

Therefore:

Any article that is imitated must be of highest quality.

Which proves that our

**"CHOCOLATE BORDO"**

is of the highest quality.

For it has been imitated by every manufacturer of confectionery in Canada.

When our

**"CHOCOLATE BORDO"**

was first put on the market 25 years ago there were no other Bordeaux lines.

To-day! "the woods are full of them."

But it always pays to stick to the original.

For your protection we have registered our brand. Every chocolate is stamped with the name.

For satisfaction to your customers and profit to yourself Stock the Genuine.

**The Montreal  
Biscuit Company**

Manufacturing Confectioners

**MONTREAL**



## Let it be Steady in Quality

**W**OMAN'S uncertainty, you know, is proverbial.

Which is probably the principal reason why the good cook wants all her raw materials *changeless as the sun* or a mother's love.

Kind of goes by opposites, you see.

Now in this matter of FLOUR, Brother Grocer—

When young Mrs. Homemaker has once made a successful venture in her cookbook—say a wondrous batch of glorious loaves such as only FIVE ROSES flour can coax out of the oven, crisp, nutty, well-piled, with golden crust and snowdrift crumb—Or, maybe, a dozen dainty rolls of the toothsome kind—

Or one of those palate-pleasing pies like mother tried hard to make, but couldn't.

She wants to again feel that glow of pride, to hear the sweet praises at tea-time. She has tasted success and likes the flavor.

So she carefully measures out with puckered brows the same exact quantities, repeating the identical conditions which brought forth yesterday's happy doings.

Because *she wants the same results today*, Brother Grocer.

So you *do* see how very, very important to lasting satisfaction is FLOUR RELIABILITY, dependability, constant, sincere trustworthiness.

Which means QUALITY, of course. But QUALITY plus UNIFORMITY.

If, Brother Grocer, there should be milled to-morrow a flour superior to FIVE ROSES, *it would be worth less to you unless it were changeless.*

All the more valueless on account of this extra quality.

Since it would merely cause even more bitter disappointment in the sequel, having educated the housewife to *big-ger* expectations, you see.

Look at the FIVE ROSES crest, Brother Grocer, at the top of the page.

Boldly blazoning the slogan of ABSOLUTE UNIFORMITY, because we know this to be the very *strongest* of the strong FIVE ROSES selling arguments.

It insures steady, constant demand, unfluctuating repeats.

Wouldn't FIVE ROSES dependability help YOUR profits a lot?

Just say the word, Brother Grocer. Soon.

LAKE OF THE WOODS MILLING COMPANY, LTD.  
CANADA



## Seven Phases of Retail Store Salesmanship

An Analysis of the Points of Contact Between the Retailer and His Customer—The Importance of Personality in Every Business Enterprise.

By H. N. Tolles.

Confidence is the basis of all trade. It is impossible to build any business or successfully promote any enterprise without the element of confidence entering. Confidence in any institution is made up of the sum total of the confidence which is secured through the personality of all the persons employed in that institution.

Personality is more than good looks and good clothes. It is that which rings true in the voice, which flashes sincerity in the eye, which reflects honor and honesty in every deed and business dealing.

When the individuals of an institution attain success the institution is all right; when the institutions of a community are all right, the cities are all right; when the cities of the state are all right, the state is all right; when the states of a Union are all right, the Union is all right. Therefore, in the last analysis the business problem is primarily a problem of the individual. "The science of business is the science of service—he profits most who serves best." This is the universal principle. The firm that succeeds must ever keep in mind the idea of quality of goods and excellence of service. The employe must harmonize with the heaping-measure-pressed-down-service principle—not how little, but how much can I do?

Confidence is the basis of all trade. Let the confidence of the patrons of any business be shattered or destroyed and that institution will close its doors and hang up a "For Sale" sign.

### Seven Points of Contact.

There are seven ways in which an institution comes in contact with its patrons and builds confidence.

1. Through the advertising. Good advertising men to-day earn some of the largest salaries in the business world. This in itself is evidence of the importance of advertising. Liberal advertising, carefully worded and attractively displayed, is one of the best ways of creating confidence in any institution. When advertisers consider that in most media the cost per word is more than is charged in telegraphing or the cable message, they will realize the importance of weighing every word and studying carefully the construction of ideas which they wish to convey to the general public.

2. Through the window display. I recently saw the window of a store which

advertised to be "par excellence" in fittings and furnishings, and yet the window of this superb store was full of dead flies and accumulated dust. We should realize that the windows are the eyes of the store; they should be kept bright, pleasing and attractive. Successful decorating is a high art. Other things being equal, people like to go into stores where the display windows reflect dignity and refinement.

3.—Through the telephone. Many institutions depend largely on building business through the telephone service. A soft, cultured voice, with polite, courteous attention to the customer, is a wonderful force in building business. Abruptness should never be tolerated.

4. Through the correspondence. Frequently too little care is given to the appearance, spelling and punctuation of the letters that go from some of the best houses. The letter should be gotten out with the idea of creating confidence and bringing results. Even the best letters are often spoiled by sloppy folding and enclosing. Many customers are never seen or reached except through correspondence. It is, therefore, very important, if we wish to build and hold patron-

JAMAICA CIGARS  
and CIGARETTES

### "La Retreat" Brand

Made from the finest and choicest tobacco.

La Retreat Factory Co.  
7 Port Royal St.  
Kingston, Jamaica, B. W. I.

Agent required for these  
Products in Canada.  
Special inducement to financially responsible party.

ALL ABOARD  
GET READY TO SUPPLY THE  
DEMAND FOR

# GREAT WEST

CUT PLUG

SMOKING and CHEWING  
TOBACCO

SALES INCREASING DAILY

## CLAY PIPES

A perfect article. Sell it.  
Insist upon having McDougall's.

R. McDOUGALL & CO., Ltd., Glasgow, Scot.

SPRAGUE

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

## TANGLEFOOT



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

# Black Watch

The Big Black Plug  
Chewing Tobacco

"A Trade Bringer"

Sold by all the Wholesale Trade



age, that the letter should be as strong as human skill can make it.

5. Through the salesman. While in the broad sense the entire institution is established to sell goods for a profit, and is therefore the salesman, yet, individually, every sales person making up the composite personality of the institution should be of the highest possible type. We need not only men who can make quick sales and produce good results, but they should be business builders in every sense. The most meritorious merchandise that science and invention produce, the most attractive display of it and the most carefully planned advertising, do not guarantee success unless supported by active, intelligent salesmanship.

6. Through the delivery service. There is nothing quite as exasperating to a customer as to find pledges of prompt delivery service unfulfilled. Neatness in packing, regularity in the time of service, well-fed and well-groomed horses and frequently painted and varnished wagons all tend to make a favorable impression upon a customer.

7. Through the bills. A Philadelphia merchant told me recently that he prided himself on the carefulness, the arrangement and accuracy of his bills and monthly statements. Many customers have been thoroughly satisfied with the

service until they get their monthly statements. Mistakes and errors, as well as untidy appearance, have a disastrous effect upon a customer's confidence in the firm.

Realizing that the advertising, telephone service, window display, salesmanship, delivery service and billing are all factors in the establishment of confidence and of maintaining it, it would be well for us all, as business men, to check over these various items to see if there are any leaks in our business through any one of these channels.

#### INFORMATION FOR BUYERS.

##### Supplied to the Trade by Sellers.

The La Retreat Factory Co., Kingston, Jamaica, is erecting a fine factory for the manufacture of high-class cigars and cigarettes. The company are large cultivators of tobacco which grows on their own estates from imported Havana seeds. They produce some of the finest brands of cigars. They intend introducing them on the Canadian market and as will be seen from their advertisement, they are offering special inducements to a reliable representative. The firm also does a commission business in groceries, condensed milk and other Canadian products.

The Salada Tea Co. resumed packing tea Tuesday. By the end of this week they expect their entire plant to be in complete working order. The

insurance was finally adjusted Friday noon of last week—four days after the fire.

To the retailer and his clerks: We, The MacLaren Imperial Cheese Co., would draw your attention to our full page ad. in this issue. This special deal was first offered to the retailer and his clerks January 1, 1909, and was to have been discontinued December 31, 1909, but during that period the returns were far beyond our expectation and the enthusiastic expressions of satisfaction which we received from retailers, who had taken advantage of this special offer, as to the quality of the watch and the satisfaction that Imperial Dessert Jelly gave both to the consumer and themselves caused us to carefully consider the matter at the end of the year, when we decided to give the retailers or clerks who had not taken advantage of this special offer an opportunity to do so in 1910. Nineteen hundred and ten is not ended yet and those retailers or clerks who wish to procure a first-class watch, either gold, silver or gun-metal, in lady's or gentleman's style, will find it to their advantage to read our ad. in this issue and "get busy."

#### TRADE NOTES.

Rose & Laflamme, Ltd., have equipped a sample room in No. 19, Guy Block, corner of St. Catherine and Guy Streets.

Morrish & Vanatter, grocers, Goderich, Ont., have dissolved partnership. The firm will continue at the Maple Leaf Grocery stand, with a new partner, as Morrish & McClinton.

## 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.



## Vegetables Cheapening as Season Advances

Big Sale For Tomatoes and Celery—Declines in Pineapples and Strawberries—Orange Market on the Upward Trend—Demand For Fresh Caught Fish.

### MONTREAL.

Green Fruits—Florida fruits, particularly pineapples and strawberries, are coming in freely and show a decline as a result. Strawberries are now 45c per quart and pines \$4.50 per case. There is only a light demand for all lines and the situation on the whole looks weak. Oranges and lemons are only in fair demand.

Apples—	Lemons—
Baldwins, bbl. .... 3 50	Sicily bitters, box 1 75 2 25
Greenings, bbl. .... 4 00	Oranges—
Russets ..... 3 50 4 25	Floridas ..... 3 00
Kings, No. 1. .... 4 00	California navels 3 00 3 25
Spies, per bbl. .... 5 00	Porto Ricos ..... 2 50
Tallman Sweets. .... 3 00	Mexicans ..... 2 25
Bananas crated,	Sicily bitters, ...
bunch ..... 2 25	box ..... 2 25 3 00
Cranberries, bbl. 6 00 10 60	Jamaica, bbl ..... 4 10
Cranberries, per	Pineapples—
bushel box. .... 1 50 2 00	Floridas, case ..... 4 50
Cocoanuts, bags. .... 4 25	Strawberries—
Grape fruit—	Florida, qt. .... 0 45
Florida, box. .... 4 75	
Grapes, Almeria,	
per keg ..... 5 00 7 00	

Vegetables—Florida tomatoes are \$1 cheaper. They are coming in freely of late, and sale is slow at present. Spinach is down to \$2 per bbl., a drop of \$1 from last week. Other lines showing decided weakness are, cucumbers, peppers and lettuce. The whole market tone is weak and demand is poor.

Asparagus, doz. .... 8 00	Spanish, cases
Beets, bag. .... 0 40 0 75	150 lbs. .... 3 50
Carrots, bag. .... 0 40 0 50	Spanish, ½ cases 1 50 1 75
Cabbage, bbl. .... 1 00 1 25	Potatoes—
Celery—	Montreal, bag. .... 0 60 0 70
California, crate. .... 5 50	Sweet, per bbl. .... 2 50 3 50
Florida, crate. .... 2 75	basket. .... 1 75
Cauliflowers, crate. .... 5 50	Parsley, dozen. .... 0 30 0 60
Cucumbers, doz. .... 2 00	Parsnips, bag. .... 0 75 0 80
Garlic, per lb. .... 0 15	Radishes, dozen
Green Peppers,	bunches. .... 0 50 0 75
basket. .... 0 75	Rhubarb, doz. .... 1 25
Lettuce—	Spinach, bbl. .... 2 00
Montreal, box. .... 0 60 0 60	Tomatoes—
Imported, box. .... 2 20	Floridas, crate ..... 3 50
Mushrooms, lb. .... 0 50 0 75	Cubans, crate .. 2 25 2 50
Onions—	Turnips, bag. .... 0 50 0 75
Egyptian, lb. .... 0 02 1 50	
Red, per bag. .... 1 50	

Fish—It is now close season for dore, bass and maskinonge. The trade is allowed to sell frozen fish during the close season, however. River and lake fish will be plentiful now for some time. Halibut are coming in freely from both the east and west coast, and prices have, as a result, declined. Haddock is a little scarcer this week. Salt and pickled fish are at a standstill.

On the whole the market is quiet and of a hand-to-mouth character.

FRESH	
Shad ..... 0 25	Mulletts ..... 0 05
Pike ..... 0 08	Haddock ..... 0 05
Purch. .... 0 05	Halibut ..... 0 10
Steak cod. .... 0 05	Bullheads ..... 0 10
	Carp ..... 0 06
FROZEN	
Codfish ..... 0 04 0 04	Mackerel ..... 0 08
Dore, winter caught,	Pike ..... 0 06
per lb. .... 0 08	Salmon, B.C., red, .. 0 10
Haddock ..... 0 04	per lb. .... 0 18
Halibut, per lb. .... 0 10	Smelts, 10 lb. boxes. 0 07
Herring, per 100. .... 1 00	Whitefish, large, .. 0 09
Market cod. .... 0 04	lb. .... 0 07
Steak cod. .... 0 05	Whitefish, small. .... 0 07

SALTED AND PICKLED	
Green cod, No. 1,	Salmon, B.C., red, bbl 14 00
bbl. .... 6 00 6 50	" pink, bbl 12 00
Labrador herring, bbl 5 00	" Labrador, bbl 18 00
" ½ bbl. .... 2 85	" ¼ bbls 9 00
Labrador sea trout,	" trola, .. 25 00
bbls ..... 11 00	300 lb. .... 25 00
Labrador sea trout,	Salt sals, per lb. .... 0 07
half bbls. .... 6 00	Salt sardines, 20 lb. pls 1 00
No. 1 mackerel, pall. 2 00	Scotch herring, bbl. . 6 50
" ½ bbls. .... 9 00	" keg ..... 1 00
No. 1 pollock, bl ... 4 00	Holland herring, bbl 5 50
	" keg ..... 0 75

SMOKED	
Blosters, large, per box. .... 1 00	
Fillets, lb. .... 0 10	
Haddies ..... 0 07	
Herring, new smoked, per box. .... 0 13	
Kipperd herring, per box ..... 1 00	

SHELL FISH	
Shell oysters, bbl. .... 9 00	
Lobsters, live, per lb. .... 0 18	
Oysters, choice, bulk, Imp. gal. .... 1 30	
" Selects, Imp. gal. .... 1 51	
" Sealship, standards, per Imp. gal. .... 1 75	
" select, per Imp. gal. .... 2 00	

PREPARED FISH	
Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c. per lb.	
Shredded cod, per box ..... 1 80	
Skinless cod, 100 lb. case. .... 5 50	

### TORONTO.

Green Fruits—First class, well kept apples are in good demand, and will bring as high as \$4.50 a barrel, but there are still large quantities of out-of-season stock which is spoiling faster than it is selling. Oranges are firm and will be higher. The primary markets have advanced from 30 to 40c a case. The quality, however, is much improved, and the increased consumption will naturally follow. Lemons are also looking upward and higher prices are expected to rule the market in the near future. Strawberries are still coming from Louisiana in "pint" boxes and are selling about the same as last week.

Apples ..... 1 00 4 50	Floridas ..... 2 50 2 75
Bananas ..... 1 75 2 00	Mexican ..... 2 00 2 25
Cranberries, bbl 6 25 6 50	Valencia ..... 3 50 3 75
Cocoanuts, sack ..... 4 00	Jamaica, barrel ..... 4 25
Grapes, Almeria	Marmalade, Sev-
per keg ..... 6 00 6 50	ille, per chest. .... 3 00
Florida ..... 4 25 4 50	Sicily bitter, box. .... 2 50
Lemons—	Pineapples, case 4 25 4 75
Sicily ..... 2 50 2 75	Strawberries—
Oranges—	Louisiana, box. 0 12 0 13
California navels 2 75 3 00	

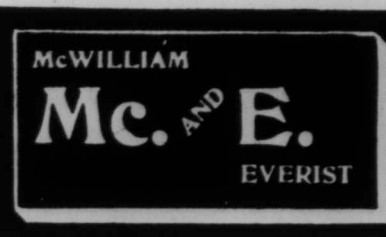
Vegetables—The vegetable market has a summer-like appearance. Almost every vegetable imaginable is on hand, and it is surprising how fresh they arrive in view of the long distances they have to travel. Radishes, cucumbers, onions, asparagus, spinach, lettuce, beets, carrots, etc., could not be better if they were sent in from our own gardens. New potatoes at \$2.50 per hamper will find sale alongside of our own good old potatoes at about 30c for the same quantity. This might be taken as one sample of the cause of the high cost of living. Tomatoes and celery are at present the largest sellers, and are getting a little

## Florida Tomatoes

Are now arriving in fine shape, and at the price they are selling for should command quick sale.

Fresh arrivals daily—Strawberries, Asparagus, Celery, Radishes, Green Onions, Lettuce, Etc.

Four cars California Oranges due, can fill your orders with fresh arrivals. Also Lemons, Pineapples, Bananas, Etc.



25-27 CHURCH ST. - TORONTO  
Carload Importers

## When

you hear brands of Lemons spoken about by people who know — you invariably hear that

**"St. Nicholas"**  
and  
**"Home Guard"**

are the most intelligently and honestly packed Fancy Lemons that have yet appeared in Canada. People "who know" say things like that.

**J. J. McCABE**

AGENT

32 Church Street, Toronto.



cheaper. Rhubarb and asparagus are also in abundance.

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

Fish—The fish market is somewhat unsettled. The supply of fresh caught fish is still insufficient and frozen fish are not wanted. Fresh caught halibuts are arriving regularly from the coast and seem to be in abundance and are likely to be cheaper.

FRESH CAUGHT FISH

Halibut..... 0 10	Steak cod..... 0 08
Salmon trout..... 0 12	Perch..... 0 10
White fish .. 0 15	0 17
	Haddock..... 0 07 1/2

FROZEN LAKE FISH

Goldeyes..... 0 06	Pike..... 0 06
Herring, Lake Superior 0 04	Trout..... 0 10
Pickereel, blue..... 0 05 1/2	Whitefish, fresh caught..... 0 15
Pickereel yellow..... 0 09	Perch, fresh caught.. 0 10

OCEAN FISH (FROZEN)

Herring, per 100..... 1 75	Salmon, pink, per lb.. 0 09
Mackerel, each..... 0 20	" red..... 0 10
Smelts, No. 1..... 0 08	" sea dressed.. 0 13

SMOKED, BONELESS AND PICKLED FISH.

Acadia, per crate... 2 40	Fillets, per lb..... 0 14
" tablets, box.. 1 60	Haddie, Finnan..... 0 03
Bloaters, per basket.. 0 90	Herrings, Digby, bndie 0 60
Codfish, shredded, box 1 80	Herrings, Imported
" Bluenoses, " 1 40	Loch Fyne, per kit.. 1 50
Cod steak, per lb..... 0 07	Kippers, per box..... 1 25
Cod, Imperial, per lb.. 0 05	Quail on toast, per lb.. 0 05 1/2
Ciscoes, per basket... 1 25	

TRADE NOTES.

Fred Cox, grocer, 930 Queen St. West, Toronto, has sold to J. Mercy.

Leonard M. Vandermade, proprietor of the London Vinegar & Cider Works, was seriously injured on April 12th, as a result of a collision with a runaway team in the lane leading to his factory at 84 King St. It is expected that he will recover.

# Choice Ripe Tomatoes DOWN IN PRICE

Prices are now very reasonable, costing about 8c. lb. Two fresh cars for this week.

## 1st North Carolina Strawberries

32-quart Crates (full quarts.) 1st car due to-day (Friday.)

We handle only the best of everything

# WHITE & CO., Limited

## TORONTO AND HAMILTON

P.S.—We are regular buyers of Eggs and Butter. Write us what you have to offer. Will pay top prices.

PHONE M. 6565.

## FANCY

**RIPE** { PINEAPPLES  
FLORIDA TOMATOES  
BANANAS

**FRESH** { LETTUCE  
RADISH  
RHUBARB  
GREEN ONIONS

==== Finest Oranges and Lemons ====

# HUGH WALKER & SON

(Established 1861)

GUELPH, ONTARIO



## A Little to Learn—A Lot to Know

This beautiful Spring weather diverts our minds to November Cut Lemons. Our brands are on the market in both Fresh Cut and November Cut Lemons. Your best interests will be served by asking for Buster Brown, Hiawatha or Lord Beresford. These brands are undoubtedly the best and most uniform pack of Lemons imported by the Canadian Wholesale.

FRATELLI FOLLINA  
PALMERO, MESSINA, Packer

W. B. STRINGER  
Canadian Agent, Toronto.



**WANT B. C. FRUIT.**

**Western Retailers Cannot Get Enough—  
Demand From the Old Country.**

Vancouver, B.C., April 21.—Retailers even on the coast have complained at times that they cannot get British Columbia fruit, and the statement of T. W. Stirling, one of the large growers of the Okanagan, tends to show the reason. He was in Vancouver this week and said that although the production is yearly increasing it is not nearly large enough for the demand. Buyers from England and Belgium, as well as from other parts of Europe, have asked for British Columbia fruit, but there was not supply enough. One firm in England wanted 100 cars, but this had to be turned down. The principal market is on the prairie, and all that can be shipped from the Okanagan is absorbed there. To facilitate the shipment of fruit, the C.P.R. is putting car barges on Okanagan lake, and have put in a large ice house, that ice may be had for the refrigerator cars when fruit is shipped east.

Mr. Stirling states that according to expert opinion the tomatoes grown in the Okanagan are equal to, if not superior, to anything grown in Eastern Canada, and the canning factory that has been operating at Kelowna for

three years has found that the tomato grown in that district was fine for canning purposes, being heavier in substance and not containing much water.

Bert and Jno. McCallum, Wallaceburg, Ont., have opened a grocery store.

B. Legare, Montreal, has opened a nicely equipped retail grocery store on

the corner of Duluth and City Hall Avenues. The store seems to be up-to-date in nearly every respect.

**FRED. L. MYERS & SON**

ESTABLISHED 1879.

KINGSTON, JAMAICA, B.W.I.

Wholesale Wine and Spirit (Rum, etc.), Sugar, Export and Commission Merchants and Wharf Owners.

Our Specialties:—Sugar and "GENUINE JAMAICA RUM" shipped to all parts of the world.



**CUSTOMS HOUSE SALE**

The subscribers are instructed by R. S. White, Esq., Collector of Customs for the Port of Montreal, to sell by

**PUBLIC AUCTION**

at the Examining Warehouse, 65 Common St., Montreal, on Monday, April 25th, 1910, and following days the following goods, as per catalogue, and contained in the above premises:

- 1—Duty-paid goods to December 31, 1909.
- 2—Collector's Order to December 31, 1909.
- 3—Goods from Store.
- 4—Express Unclaimed Goods to December 31, 1909.
- 5—Freight Unclaimed Goods to December 31, 1909.
- 6—Goods over five years in Bond.
- 7—Seizures.

**TERMS: CASH**

A deposit of 10 p.c. will be required on the adjudgment of each lot.

**SALE AT 10 O'CLOCK A.M.**

**MARCOTTE FRÈRES, Auctioneers,**

**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  
"GLEANER"**

might bring inquiries. Better write for rates to

**I. C. STEWART, Halifax**

**SEPTEMBER  
CHEESE**

We can offer the grocery trade rich full cream colored cheese, September goods.

Quotations on request

**Fisher Produce Co.**

76 Colborne St., Toronto

**Highest price paid for  
DRIED APPLES**

**O. E. ROBINSON & CO.**

ESTABLISHED 1886

**Ingersoll - Ontario**

Would you like our Weekly Circular

SEASON 1908-9

**Dried Apples**

Shipments Solicited  
Settlements Prompt

**W. A. GIBB COMPANY**  
HAMILTON

JAMES SOMERVILLE, Manager

**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.**

**Lemon Bros.**

Owen Sound, Ont., and Sault Ste. Marie  
Wholesale FRUIT, FISH and PRODUCE

Commission Merchants, and

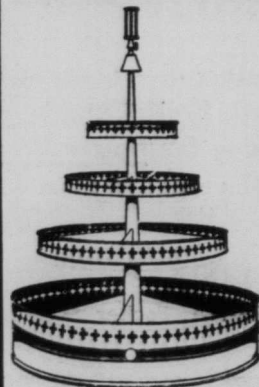
Dealers in HIDES, WOOL and RAW FURS

**TRY LEARD'S LOBSTERS  
and CANNED CHICKEN**

Write for Prices

**W. A. LEARD**

Summerside, P.E.I.



**Increase Your Sales and  
Profits on Vegetables**

You can do both with our Vegetable Display Stand, because it not only reduces spoilage of vegetables and green truck, but makes them look so attractive they almost sell themselves. When writing to us state whether you have a city water supply.

**GALESBURG CORNICIE WORKS**

93 Cox Street, Galesburg, Illinois

# NAVELS

## ARE NOW AT THEIR BEST

You can buy freely of Independent packs of Oranges and be sure of having the Orange that will tickle your customers' palate. Get some spoons, too—they help the sale and are a bargain in silverware. They'll please your trade immensely. Write to-day to your Jobber or

**The Independent California Orange Brokers of Toronto**

32 CHURCH STREET - - TORONTO

## Your Customer's Confidence

is your strongest business asset. But you can only expect to hold it by handling goods of merit.

# HEINZ

## 57 VARIETIES

### Pure Food Products

(The kind that contain no preservatives)

are recognized as the standards of purity and excellence in food quality. They meet the requirements of all pure food laws and are guaranteed to suit. Money back to your customers if they fail to please. That's why the **57 Varieties** are such good business-builders.

Anything that's  is safe to sell.

**H. J. HEINZ COMPANY**

New York      Pittsburg      Chicago      London

It's knowledge that directs the successful grocer in stocking up with

# Brunswick Brand Sea Foods

—a knowledge born of experience that it only pays to handle canned fish that has "made good."

You will always be on the safe side if you sell "Brunswick Brand," because it is the "Quality" brand, and we leave no stone unturned to maintain the high standard we have reached. Order to-day.

**CONNORS BROS., Limited**  
Black's Harbor, N.B.

AGENTS—Grant, Orley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons, Quebec; Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macauley & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.





## Canada, the Seat of Empire

A Great American's Fifty-Year-Old Prophecy, Which Has a Marked Significance at the Present Day.

The Busy Man's Magazine has unearthed a remarkable prophecy about Canada, dealing particularly with its relations to the United States, which was made fifty-three years ago by the Hon. W. H. Seward, Lincoln's famous Secretary of State. The prophecy was made ten years before Confederation, thirty years before the Canadian Pacific Railway was built, and at a time when Canada was merely an infant in arms. The story of how the prophecy came to be made and the prophecy itself will appear in the May number of Busy Man's Magazine, but The Canadian Grocer is able to reproduce an advance sheet, as follows:

Fifty-three years ago, in the month of July, 1857, a small party of three Americans, consisting of a middle-aged gentleman, his son and his son's wife, landed in the City of Quebec, having journeyed thither by boat from Niagara. After a short stay in the quaint old city, they chartered a small fishing schooner, with the odd name of "Emerence," and, having shipped a competent crew, set sail down the river for a month's pleasure cruise to the Gulf of Labrador.

The gentleman was the Hon. W. H. Seward, at that time one of the members of the Senate from the State of New York, destined in a few years to become Abraham Lincoln's Secretary of State, and after his death, the exponent of his policy during the succeeding four years.

Even in 1857 Seward was a striking personality, not alone in his own country, but throughout the civilized world. He had not yet, it is true, made those famous journeys of his to the capitals of Europe and around the world, when, though holding no official position in the Government of his country, he was received by monarchs and ministers as an ambassador extraordinary, but it was only two years later that he visited England and was welcomed by Disraeli, Gladstone, Bright and other British statesmen, as the most notable American of the day.

The voyage to Labrador on the "Emerence" was typical of Seward. No public man of that period delighted so much as he did in travel and in the opportunities of observation which travel afforded, and in his journeyings he always adopted the mode of conveyance best calculated to enable him to understand the country, which he was visiting. Social and political questions everywhere interested him keenly and, while he was first and foremost an American politician, he had eyes and ears and tastes for almost everything.

From July 31 to August 27, while aboard the schooner, Mr. Seward kept what he jokingly called "The Log of

the Emerence," a most entertaining diary, intended merely for the eyes of the members of the family, including Mrs. Seward, who were left at home at Auburn, but which, after earnest solicitation on the part of the editor, he permitted to appear in the New York Tribune.

Towards the end of the log, when nearing home, Mr. Seward took the opportunity to refer seriously to Canada, and his words, written on the deck of the Emerence, "ten watches of the day and night—since we left Anticosti," and fifty-three years ago, are in reality the occasion for this short article, for they are full of significance at the present time, when relations between Canada and the United States have been the subject of so much discussion.

In weighing them it is well to remember that Seward was unrivalled in his day and generation in his genius for politics, and the wide range of his abilities. As his biographer says, "He was not the father of the Republican party, but he, more than any other, was its master. He was not the first of the Anti-slavery champions, but of the great anti-slavery north he was the directing intellect." The man, who as Secretary of State under Lincoln and Johnson, filled a post somewhat analogous to Canada's Premier, can only be listened to with confidence and respect.

"Hitherto, in common with most of my countrymen, as I suppose, I have thought Canada, or to speak more accurately, British America, a mere strip lying north of the United States, easily detachable from the parent state, but incapable of sustaining itself, and therefore ultimately, nay, right soon, to be taken on by the Federal Union, without materially changing or affecting its own condition or development. I have dropped the opinion as a national conceit. I see in the British North America, stretching as it does across the continent from the shores of Labrador and Newfoundland to the Pacific, and occupying a considerable belt of the Temperate Zone, traversed equally with the United States by the lakes, and enjoying the magnificent shores of the St. Lawrence, with its thousands of islands in the river and gulf—a region grand enough for the seat of a great empire. In its wheatfields in the west, its broad ranges of the chase at the north, its inexhaustible lumber lands—the most extensive now remaining on the globe—its valuable fisheries and its yet undisturbed mineral deposits, I see the elements of wealth. I find its inhabitants vigorous, hardy, energetic, perfected by the Protestant religion and British constitutional liberty. I find them jealous of the United States and of Great Britain, as they ought to be; and therefore when

I look at their extent and resources, I know they can neither be conquered by the former nor permanently held by the latter. They will be independent, as they are already self-maintaining. Having happily escaped the curse of slavery, they will never submit themselves to the domination of slaveholders, which prevails in and determines the character of the United States. They will be a Russia behind the United States, which to them will be France and England. But they will be a Russia civilized and Protestant, and that will be a very different Russia from that which fills all southern Europe with terror, and by reason of that superiority they will be the more terrible to the dwellers in the southern latitudes.

"The policy of the United States is to propitiate and secure the alliance of Canada while it is yet young and inquisitive of its future. But on the other hand the policy which the United States actually pursues is the infatuated one of rejecting and spurning vigorous, perennial and ever-growing Canada, while seeking to establish feeble states out of decaying Spanish provinces, on the coast and in the islands of the Gulf of Mexico.

"I shall not live to see it, but the man is already born who will see the United States mourn over its stupendous folly, which is only preparing the way for ultimate danger and downfall. All southern political stars must set, though many times they rise again with diminished splendor. But those which illuminate the pole remain for ever shining, forever increasing in splendor."

## THE BUSY MERCHANT.

The merchant who is too busy to read a good trade paper is usually a poor manager, and poor managers usually fail in business, sooner or later. The success of nearly every business depends upon good management. Every department of the business should be properly organized and conducted with reference to the other departments, so that all departments will work together harmoniously and to the best possible advantage, and the business as a whole should be adapted to the external conditions that control or materially modify its destiny. The doing of these things requires the expenditure of much time and the use of a large quantity and variety of information that no merchant can acquire without reading a good trade paper.

Market conditions are continually changing, the art of displaying and otherwise advertising goods is subject to frequent improvement, the art of salesmanship is steadily progressing, and the art of bookkeeping is improving occasionally. The successful merchant must keep himself thoroughly posted on these changes in order to be able to profit by favorable market conditions and important improvements in business methods made by his progressive and successful competitors.—Trade Register.



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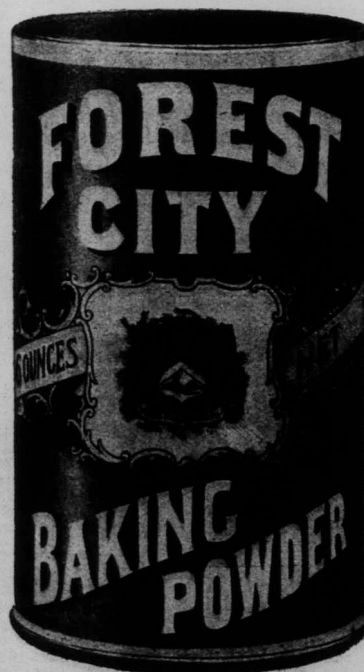
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**LONDON HOUSE** of first rate importance is desirous of introducing their widely celebrated Teas and other Goods throughout the Dominion. Responsible firms with sound connections, employing good staff of travelers covering the whole of Canada and British Columbia are requested in first instance to communicate with W. 243, c/o T. B. Browne's Advertising Office, 163 Queen Victoria Street, London, E.C., England. (17p)

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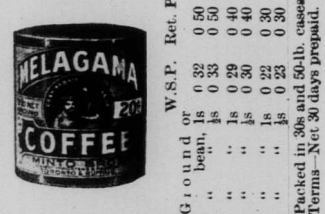
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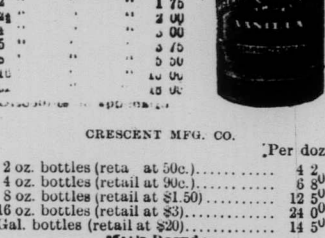
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**MARVELLOUS FOR ERADICATING WORMS and Keeping Dogs in Splendid General Health**

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

QUOTATIONS AND SAMPLES FROM

**ANDREW WATSON, - Sole Importer**

91 PLACE YOUVILLE MONTREAL

# CURRANTS

We are proprietors of  
 "AFRODITE" brand, the best AMALIAS  
 currant on the market.  
 "NARCISSUS," fine FILIATRA currants,  
 "NAUSICAA," fine FILIATRA cleaned  
 currants

and importers and distributors of  
 highest grade PATRAS and VOSTIZZA  
 currants.

We aim to give the trade the best grades  
 of currants obtainable from season to season.  
 We solicit the opportunity to quote on  
 your CURRANT needs at all times.

CANADIAN REPRESENTATIVES:

- LAMBE & MacDOUGAL, London
- H. & A. B. LAMBE, Hamilton
- W. G. A. LAMBE & CO., Toronto
- H. D. MARSHALL, Ottawa
- ARTHUR P. TIPPET & CO., Montreal
- J. W. GORHAM & CO., Halifax

**GREEK CURRANT CO.**  
 95 Broad Street - NEW YORK  
 THE LARGEST CURRANT HOUSE IN GREECE

# BUGGY EGG CRATE



The most satisfactory Egg Carrier  
 yet invented.

YOU should have them in stock.  
 5,000 sold first season.

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



Ocean Mills Montreal  
 Chinese starch, 48  
 1-lb., per case \$4.00;  
 Ocean Baking Pow-  
 der, 48 3-oz., \$1.40;  
 48 4-oz., \$1.80; 80 8-  
 oz., \$4.50; 36 1-lb.-  
 \$3.75; 48 1-lb. pkg.,  
 \$4; 10 1-lb. tins, \$5;  
 loose 25 lbs., \$1.75;  
 Ocean blanchmange,  
 48 8-oz., \$4; Ocean  
 borax, 48 8-oz.,  
 \$1.60; Ocean cough  
 syrup, 36 6-oz., \$6.00;  
 36 8-ounce, \$7.20;  
 Ocean corn starch, 48 1-lb. \$3.60.

Jam Per lb.  
 30-lb. wood pails..... 0 06  
 Pure assorted jam, 1-lb. glass jars, two  
 dozen in case..... 1 75

Jelly Powders

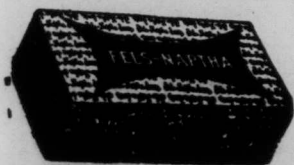
IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:  
 Less than 5 cases..... \$5 50  
 Five cases or more..... 1 50



WHITE SWAN SPICE  
 AND CEREALS, LTD.  
 White Swan, 15  
 flavors. 1 doz. in  
 handsome counter  
 carton, per doz., 90c.



List price.  
 "Shirriff's" (all  
 flavors), per doz.....  
 Discounts on applica-  
 tion.

Lard

N. K. FAIRBANK CO. BOAR'S HEAD  
 LARD COMPOUND.



Tierces.... \$0 12  
 1-bbls. .... 0 13  
 Tubs, 60 lbs. 0 13  
 20-lb. Pails. 2 68  
 30-lb. tins. 2 58  
 Cases 5-lb. 0 13  
 " 5-lb. 0 13  
 " 10-lb. 0 13



F.O.B. Montreal.  
 GUNNS  
 "EASIFIRST"  
 LARD  
 COMPOUND.  
 Tierces.... 0 12  
 Tubs.... 0 12  
 20-lb. pails. 0 13  
 30-lb. tins.. 0 12  
 10-lb. " 0 14  
 5-lb. " 0 13  
 3-lb. " 0 13  
 1-lb. cartons 1 32

"Purity" licorice, 10 sticks..... 1 45  
 100 sticks..... 0 73  
 Dulc, large cent sticks, 100 in box.....  
 Lye (Concentrated)



GILLETT'S  
 PERFUMED LYE  
 Per case  
 1 case of 4 doz \$3 50  
 3 cases of 4 doz 3 40  
 5 cases or more 3 35

Marmalade.

T. UPTON & CO.  
 12-oz. glass jars, 2 dozen  
 case, per doz. \$1; 16-oz.  
 glass jars, 2 doz. in case,  
 per doz. \$1.45; 5 and 7  
 lb. tins and 7-lb. pails,  
 per lb. 7c.; pint sealers  
 (24 oz.), 1 doz. in case,  
 per dozen \$2.25.

SHIRRIFF BRAND  
 "Imperial Scotch"  
 1-lb. glass, doz. 1 55  
 2-lb. " " 2 80  
 4-lb. tins. " 4 65  
 7-lb. " " 7 35  
 "Sbredded"  
 1-lb. glass, doz. .... 1 90  
 2-lb. " " " 2 10  
 7-lb. tins. " " 8 25



SPRATT'S PRICE LIST  
 Mixed Bird Seeds, 1-lb. pkts., 3 dozen  
 cases per doz..... \$0 95  
 Parrot Food, 1-lb. pkts., 1 doz cartons 0 45  
 Parrot Food, 2-lb. pkts 1 35  
 Bird Cage Sand, about 1 1/2-lb. bags, 1-  
 gross cases, per doz..... 0 30  
 Bird Cage Grit, about 1 1/2-lb. bags, 1-  
 gross cases, per doz..... 0 30  
 Mince Meat  
 Welch's condensed, per gross, net... \$13 00  
 per case of 1 dozen, net.....



ST. CHARLES CON-  
 DENSING CO.  
 PRICES:  
 St. Charles Cream  
 family size, per case  
 ..... \$3.50  
 Baby size, per  
 case..... 2.00  
 Ditto, hotel, 3.70  
 Silver Cow Milk 4.55  
 Purity Milk..... 4.25  
 Good Luck.... 4.00

Mustard

COLMAN'S OR KEEN'S  
 D.S.F., 1-lb. tins..... per doz. \$ 1 40  
 " 1-lb. tins..... " 2 50  
 " 1-lb. tins..... " 5 00  
 Durham 4-lb. jar..... per jar 0 75  
 " 1-lb. jar..... 0 25  
 F.D. 1-lb. tins..... per doz. 0 85  
 " 1-lb. tins..... 1 45

IMPERIAL PREPARED MUSTARD  
 Small, cases 4 dozen..... 0 45 dozen  
 Medium, cases 2 dozen..... 0 90 "  
 Large, cases 1 dozen..... 1 35 "

Olive Oil

LAPORTE, MARTIN & CIE., LTD.  
 Minerva Brand—  
 Minerva, qts. 12's..... \$ 5 75  
 " pts. 24's..... 6 50  
 " 1-pt. 24's..... 4 25

Sauces

PATERSON'S WORCESTER SAUCE  
 1-pint bottles, 3 and 6 dozen cases, doz. 0 90  
 Pint bottles, 3 dozen cases, doz. .... 1 75

Soda

COW BRAND  
 Case of 1-lb. contain-  
 ing 60 packages, per  
 box, \$3 00  
 Case of 1-lb. con-  
 taining 120 pkgs. per  
 box, \$3.00  
 Case of 1-lb and 1-lb.  
 containing 30 1-lb.  
 and 60 1-lb. pkgs. per  
 box \$3.00  
 Case of 5c. pkgs. containing 96 pkgs. per  
 box, \$3.00

MAGIC BRAND Per case  
 No. 1, cases 60 1-lb. packages..... \$2 60  
 No. 2, " 120 1-lb. " " " 2 60  
 No. 3, " 60 1-lb. " " " 2 60  
 No. 5 Magic soda—cases 100—10-oz. pkgs.  
 1 case..... 2 55  
 5 cases..... 2 55



WOOD'S

# HOLLANDER COFFEE

Fragrant, Pungent, Delicious! The Choicest of the Choice.

Imported and Roasted by

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St.

Montreal

TRADE MARK BRAND



REGISTERED

Soap and Washing Powders

- A. P. TIPPET & CO., AGENTS
- Maypole soap, colors, per gross..... \$10 20
  - Maypole soap, black, per gross..... 15 30
  - Oriole soap, per gross..... 10 20
  - Gloriola soap, per gross..... 12 00
  - Straw hat polish, per gross..... 18 20



3 doz. to box..... \$3 60  
6 doz. to box..... \$7 20  
30 days.



1 Box Price..... \$4.00  
5 Box Price..... \$3.90  
Freight paid on 5 box lot



Or Quick Naptha Soap (100 bars to case) in 8-case lots delivered—\$3.85 each box (the standard Pure Soap Co., Ltd., Woodstock, Ont.)

Starch

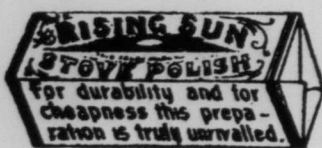
- EDWARDSBURG STARCH CO., LIMITED
- Laundry Starches—
- No. 1 white or blue, 4-lb. carton... \$0 07
  - No. 1 white or blue, 2-lb. carton... 0 06
  - Canada laundry..... 0 08
  - Silver gloss, 6-lb. draw-lid boxes... 0 08
  - Silver gloss, 6-lb. tin canisters... 0 08
  - Edward's silver gloss, 1-lb. pkg... 0 07
  - Kegs silver gloss, large crystal... 0 07
  - Benson's satin, 1-lb. cartons... 0 07
  - No. 1 white, 6-lb. and kegs... 0 06
  - Canada white gloss, 1-lb. pkgs... 0 06
  - Benson's enamel, per box... 1 50 to 3 00
- Culinary Starch—
- Benson & Co's Prepared Corn... 0 07
  - Canada Pure Corn..... 0 06
- Rice Starch—
- Edwardsburg No. 1 white, 1-lb. car. 0 10
  - Edwardsburg No. 1 white or blue.. 0

BRANTFORD STARCH WORKS, LIMITED

- Ontario and Quebec.
- Laundry Starches—
- Canada Laundry, boxes of 40 lb. 0 06
- Acme Gloss Starch—
- 1-lb. cartons, boxes of 40 lb..... 0 06
  - Finest Quality White Laundry—
    - 3-lb. canisters, cases of 48 lb... 0 07
    - Barrels, 200 lb..... 0 06
    - Kegs, 100 lb..... 0 06
- Lily White Gloss—
- 1-lb. fancy cartons, cases 30 lb. 0 07
  - 6-lb. toy trunks, 8 in case..... 0 08
  - 6-lb. toy drums, with drumsticks in case..... 0 08
  - Kegs, ex. crystals, 100 lb..... 0 07
- Brantford Gloss—
- 1-lb. fancy boxes, cases 35 lb... 0 07
- Canadian Electric Starch—
- Boxes of 40 fancy pkgs., per case \$ 00

Stove Polish

- Per gross
- Rising Sun, No. 1 cakes, 1/2 & 1/4 grs. bxs. \$8 50
  - Rising Sun, No. 3 cakes, gross boxes.. 4 50
  - No. 5 Sun Paste, 1/2 gross boxes..... 5 40
  - No. 10 Sun Paste, 1/2 gross boxes..... 9 00



JAMES DOME BLACK LEAD' 2a size, gross, \$2.50  
6a size, gross, \$2.40

**PACKARD'S BOOT POLISH**

PACKARD'S BOOT AND SHOE POLISHES

- Mon-Ami, \$9 gross;
- Black "O", \$9 gross;
- Large Combination, \$20 per gross; Pony Combination, \$30;
- French Glycerine, \$9; Ladies' Special, \$20 per gross.

- Syrup.**
- EDWARDSBURG STARCH CO., LTD.
- "Crown" Brand Perfection Syrup.
- Barrels, 700 lbs..... 0 03 per b.
  - Half-barrels, 350 lbs... 0 03
  - 1/2-barrels, 175 lbs... 0 03
  - Pails 25 lbs..... 1 30 each
  - " 35 lbs..... 1 80
- Plain tins, with label—
- 1 lb. tins, 3 doz. in case..... 2 50
  - " 1 " " "..... 2 05
  - " 10 " " "..... 2 75
  - " 30 " " "..... 3 70
- (5, 10 and 30 lb. tins have wire handles.)

**SALADA CEYLON TEA**

Wholesale Retail

- Green Label, 1's and 1/2's..... \$0 25 \$0 30
- Blue Label, 1's and 1/2's..... 0 27 0 35
- Blue Label, 1's, 1/2's, 1/4's and 1/8's 0 30 0 40
- Red Label, 1's and 1/2's..... 0 35 0 50
- Gold Label, 1's..... 0 44 0 60
- Red-Gold Label, 1/2's..... 0 55 0 80

GEO. E. BRISTOL & CO., Hamilton, Ont.

**EMPIRE PACKAGE TEA**

Cases 30 and 50 lbs. each—

- Black, Mixed, and Green Ceylon.
- 25c..... 1s, 20c.; 1s, 21c.
- 30c..... 1s and 1s, 23c.
- 40c..... 1s and 1s, 25c.
- 50c..... 1s and 1s, 35c.
- 75c..... 1s and 1s, Vulcan, 50c.

100 lb. lots freight paid.

**LUDELLA CEYLON TEA**

Blue Label, 1's..... \$1 00

- Orange Label, 1's and 1/2's..... 0 25 0 40
  - Blue Label, 1's..... 0 20 0 25
  - Brown Label, 1's and 1/2's..... 0 28 0 40
  - Brown Label, 1/2's..... 0 28 0 40
  - Brown Label, 1's and 1/2's..... 0 28 0 40
  - Red Label, 1's..... 0 40 0 60
- LAPORTE, MARTIN & CIE, LTD.
- Japan Teas—
- Victoria, hf-c, 90 lbs..... 0 25
  - Princess Louise, hf-c, 90 lbs..... 0 19
- Ceylon Green Teas—Japan style—
- Lady, cases 60 lbs..... 0 18
  - Duchess, cases 60 lbs..... 0 19

**BLUE RIBBON TEA CO.**

MONTREAL

- Wholesale Retail
- Yellow Label, 1's..... 0 20 0 25
  - Green Label, 1's and 1/2's..... 0 21 0 25
  - Blue Label, 1's and 1/2's..... 0 25 0 25
  - Red Label, 1's, 1/2's, 1/4's and 1/8's 0 30 0 40
  - White Label, 1's, 1/2's and 1/4's. 0 35 0 50
  - Gold Label 1's and 1/2's..... 0 48 0 60
  - Purple Label, 1's and 1/2's..... 0 55 0 80
  - Embossed, 1's and 1/2's..... 007 1 00

**RAM LAL'S PURE INDIAN TEA**

THE GARDENS OF INDIA

- Wholesale Retail
- Pink Label 1's and 1/2's..... 30c. 40c.
  - Gold Label 1's and 1/2's..... 35c. 50c.
  - Lavender Label 1's and 1/2's..... 42c. 60c.
  - Green Label 1's and 1/2's..... 50c. 75c.
- Canisters
- Gold Tins, 5's..... 35c. 1.75 50c. 2.50
  - Gold Tins, 3's..... 35c. 1.05 50c. 1.50
  - Gold Tins, 1's..... 35c. each 50c. each
  - Gold Label, 1's 18c ea. 36 lb. 25c ea. 50 lb.
  - Red Tins, 1's 35c ea. 70 lb. 50c ea. 100 lb.
  - Red Tins, 1/2's 18c ea. 72 lb. 35c ea. 100 lb.

**MELAGAMA TEA**

MINTO BROS., 45 Front St. East

- Wholesale Retail
- Black, green, mixed, 1's..... 0 70 1 00
  - " " " " "..... 0 55 0 80
  - " " " " "..... 0 44 0 60
  - " " " " "..... 0 40 0 60
  - " " " " "..... 0 38 0 50
  - " " " " "..... 0 35 0 50
  - " " " " "..... 0 30 0 40
  - " " " " "..... 0 32 0 40
  - " " " " "..... 0 25 0 30
  - " " " " "..... 0 24 0 30

We pack Japans in all grades at same prices. We pack in 50 and 100 lb. cases. All delivered prices.

**KOLONA PURE CEYLON TEA**

Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

- Black Label, 1-lb., retail at 25c..... \$0 20
- Black Label, 1/2-lb., retail at 25c..... 0 21
- Blue Label, retail at 0c..... 0 23

- Green Label, retail at 40c..... 0 30
- Red Label, retail at 50c..... 0 35
- Orange Label, retail at 60c..... 0 42
- Gold Label, retail at 80c..... 0 55

**PURE GOLD SALAD DRESSING POWDER**

PURE GOLD MFG. CO. TORONTO.

Pure Gold Jelly Powder..... } 90 cents  
Pure Gold Salad Dressing Powder } per doz.  
Discounts on application.

**WOOD'S PURE PACKAGE TEA**

THOMAS WOOD & CO. LTD. Montreal and Boston

- Wholesale retail
- Wood's Primrose, per lb., .. 0 40 0 60
  - " Golden Rod..... 0 35 0 50
  - " Fleur-de-Lis..... 0 30 0 40
- Paek in 1/2-lb. tins. All grades—either black, green or mixed.

- GILLET'S CREAM TARTAR
- Per doz
  - 1/2-lb. paper pkgs., 4 doz. in case..... \$0 90
  - 1-lb. paper pkgs., 4 doz. in case..... 1 80
- Per case
- 4 doz. 1/2-lb. paper pkgs. } assorted..... \$7 20
  - 2 doz. 1-lb. paper pkgs. }
- Per doz
- 1-lb. cans with screw covers, 4 doz. in case..... \$2 00
  - 1-lb. cans with screw covers, 3 doz. in case..... 3 75
- Per lb
- 5-lb. sq. canisters, 1/2 doz. in case..... 0 30
  - 10-lb. wooden boxes..... 0 27 1/2
  - 25-lb. wooden pails..... 0 25 1/2
  - 100-lb. kegs..... 0 25 1/2
  - 360-lb. barrels..... 0 25

- Tobacco.**
- IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.
- Chewing—Black Watch, 6s..... 44
  - Black Watch, 12s..... 45
  - Bobs, 6s and 12s..... 46
  - Bully, 6s..... 44
  - Currency, 6s and 12s..... 46
  - Stag, 6 2-6s..... 46
  - Old Fox, 12s..... 44
  - Pay Roll Bars, 7 1/2s..... 56
  - Pay Roll, 7s..... 56
  - War Horse, 6s..... 42
  - Plug Smoking—Shamrock, 6s., plug or bar. 45
  - Rosebud Bars, 6s..... 45
  - Empire, 6s and 12s..... 44
  - Irry, 7s..... 50
  - Starlight, 7s..... 50
  - Out Smoking—Great West Fouches, 6s..... 59

- Veterinary Remedies**
- W. F. YOUNG
- Absorbine, per dozen..... \$15 00
  - Absorbine Jr., per dozen..... 9 00

- Yeast**
- Royal Yeast, 3 doz. 5 cent pkgs..... \$1 15
  - Gillett's Cream Yeast, 3 doz. in case. 1 15

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.





SELL SEEDS THAT FEED—  
**SPRATT'S**  
 MIXED  
**BIRD SEEDS**

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

## The West Indies

If you have anything to ship to the West Indies we will handle it promptly and get you the top price.

If you are a manufacturer and wish to place your goods on the West Indian markets our travellers will do it for you.

If you want information of any kind about the West Indies do not hesitate to write us for it.

**T. Geddes Grant**  
 Port of Spain - Trinidad

Strength

Purity

Your Guarantee  
 for profit lies in  
**"COW BRAND"**  
 Baking Soda



because of its popularity with the housewife!

Order from your jobber

**Church & Dwight**  
 Manufacturers MONTREAL

Uniformity

Reliability

### FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

**PICKFORD & BLACK**  
 HALIFAX

### OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

### KNIFE POLISH

**JOHN OAKEY & SONS, Limited**

Manufacturers of Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills London, England

### 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

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MITED  
Montreal

0 30  
0 35  
0 42  
0 55



90 cents  
per doz.

THOMAS  
WOOD & Co.  
LTD

Montreal and  
Boston

Wholesale reta  
0 40 0 80  
0 35 0 60  
0 30 0 40  
Il grades—either

TARTAR Per doz  
case..... \$0 90  
case..... 1 80  
Per case  
sorted..... \$7 20  
Per doz  
s, 4 doz. in \$2 00  
s, 3 doz. in 3 75  
Per lb  
case..... 0 30  
..... 0 27 1/2  
..... 0 27 1/2  
..... 0 25 1/2  
..... 0 25

NY OF CANADA,  
BRANCH.

44  
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\$18 00  
9 00

gs. \$1 15  
In case. 1 15  
est office.



# SALT:

Complete list of  
laid-down prices  
gladly submitted.

Write

**VERRET, STEWART & CO.**

LIMITED

No. 12 Port St.

**MONTREAL**

The average consumer is every day becoming more and more discriminating, and demands that the food products offered shall be pure, wholesome, and—above everything—free from any contamination.

## WETHEY'S CONDENSED MINCE MEAT

Wrapped and packed  
in sanitary packages

**SOLVES THIS QUESTION**

Quality Unexcelled.  
Three dozen to a case.

Absolutely Dust-proof.  
All jobbers.

**J. H. Wethey, Ltd.**  
ST. CATHARINES, ONT.

Your Rush  
Orders—

Phone  
at our  
expense.  
4 Free  
Phones.



## Our Position in Teas

OUR great endeavor is to get you to try our *EMPIRE TEA*. It is put up in bulk and packages. It retails at 25c, 30c, 40c, 50c, and 75c.

We are doing all in our power to offer you Extra Quality Teas at right prices. But all we may be able to do in quality and price avails nothing unless you actually set about giving the tea a trial. Will you let us have a chance to show you what we can do?

After you have tried the *EMPIRE TEAS* and made comparisons we won't solicit you any more. We are more than willing to let you be the judge then.

Will you give us the chance to "make good" with you?

**Geo. E. Bristol & Co.**

Wholesale Grocers

HAMILTON, - ONTARIO