

CANADIAN GROCER

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

Montreal: 232 McGill St.

Toronto: 10 Front St. East.

Winnipeg: 511 Union Bank Building.

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

VOL. XXIII.

PUBLICATION OFFICE: TORONTO, MARCH 26, 1909.

NO. 13.



Spring Cleaning

It is time to think of your Spring cleaning supplies.
One of the most necessary lines is

Keen's Oxford Blue

Get the best Blue while you are about it.
Keen's is that "Best". Sold all over Canada.

FRANK MAGOR & CO., 403 St. Paul Street, **MONTREAL**

Agents for the Dominion of Canada

Syrup Suggestions

Your customers are looking for suggestions all the time.
Try them with

"Crown Brand" Table Syrup

Suggest it with pastry and dressing of Coconut.
It is also delicious with bread, toast, rolls, puddings, etc.
It will only take a moment's time to do this and will bring
you increased trade.

Order from your jobber.

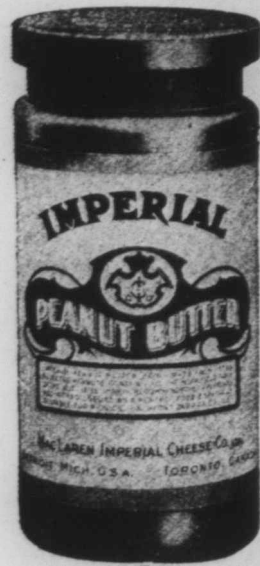
EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal



SATISFACTORY PROFITS

Are best obtained by selling goods which will give satisfaction.

Satisfied customers are valuable assets in any business.



IMPERIAL PRODUCTS

are eminently satisfactory

Manufactured and guaranteed pure by



**MacLaren Imperial Cheese
Company Limited**

Toronto, Ont.

Detroit, Mich.

Canned Where Caught

The "THISTLE" Brand of CANNED HADDIES, KIPPERED HERRINGS, 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 lifetime of experience. THERE'S 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

"Shell" Brand Castile Soap

TRADE MARK



"SHELL BRAND"
(LA COQUILLE)

TRADE MARK



"SHELL BRAND"
(LA COQUILLE)

The "Shell" Brand of Castile Soap is packed only by Couret Freres, of Marseilles, France.

The leading brand in the Dominion.

Sixty-seven per cent. pure oil. Seven per cent. more of pure oil than you'll get in ordinary Castile Soap.

In 1-lb. bars and upwards also in pressed cakes.

"Shell" Brand Sold by Leading Jobbers.

Arthur P. Tippet & Co.
Agents



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

HAMILTON

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

MOOSE JAW

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

TORONTO

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

HALIFAX

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

NEWFOUNDLAND

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

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

MONTREAL

FOR SALE
Cheap for cash, Fruit Cleaning
Plant with Date Press. In good
running order.

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen

27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

REGINA

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

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

ST. JOHN

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

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

ROBERT ALLAN & CO.

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

TORONTO

**FINEST
STORAGE**
in Toronto. Our own warehouse.
Lowest possible rates.
Also lowest insurance rates.

W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

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

J. WALTER SNOWDON

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

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

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

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

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

(Continued on page 4).

SPRING HOUSE CLEANING

Is always time for special activity in household requirements.
There'll be the demand—See that you are prepared to meet it.

WE HAVE THE STOCK THAT'S RIGHT—AT RIGHT PRICES.

BRUSHES

SCRUB, SHOE, STOVE, KALSOMINE, WHITEWASH.

BROOMS, MOPS, CLOTHES PINS

Special quotations on 6 doz. lots of BROOMS, freight prepaid to your station.

COTTON CLOTHES LINES SISAL

WASHBOARDS

LIGHT IMPROVED, SOLID-BACK GLOBE, NICKEL PLATE, BRASS KING, GLASS KING.

PAILS WOODENWARE TUBS

The "MADE IN CANADA" kind that gives satisfaction to both seller and user.

SPECIAL QUOTATIONS ON LOTS PREPAID FROM FACTORY

ALSO A FULL STOCK of every well known brand of SOAPS, WASHING POWDERS, METAL POLISHES, Etc.

WE ARE QUOTING SPECIALLY LOW PRICES ON ALL LINES. SEND US YOUR ORDERS.

EBY-BLAIN, Limited,

Wholesale Grocers
TORONTO

QUALITY

Is the chief consideration every up-to-date Grocer has to consider now-a-days if he wishes to please his customers.

Ram Lal's Pure Tea

FIRST package tea sold in Canada.

SECOND to none in quality and flavor.

THREE times as economical as other package teas.

FORE-most in giving satisfaction.

Prices and particulars on application.

266 St. Paul St., Montreal

RAM LAL'S PURE TEA CO., LIMITED

HALIFAX

R. B. COLWELL

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

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

265 Barrington St.
Halifax, N.S.

SASKATOON

CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS

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

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

VANCOUVER

H. S. MACGACHEN & CO.

27 Manhattan Block VANCOUVER, B.C.
Commission Brokers and
Importers. Warehousing.
Agencies solicited for this Province.



No Odor
It dries them up **Common Sense**
KILLS { *Roaches and Bed-Bugs*
Rats and Mice

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

THE PEOPLE OF
JAMAICA

are now buying things in the
United States which they ought
to buy in Canada. They don't
know what we can do. A small
advertisement in the

KINGSTON
"GLENER"

might bring inquiries. Better
write for rates to

I. C. STEWART, Halifax



is without a peer in the
Canadian market.

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

Good tea is a magnet
which always draws trade.

Ridgways Tea will be a
trade winner for your store.

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

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

ESTABLISHED 1849

BRADSTREET'S

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

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

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

CALGARY, ALTA. HAMILTON, ONT.
LONDON, ONT. MONTREAL, QUE.
HALIFAX, N.S. QUEBEC, QUE.
ST. JOHN, N.B. TORONTO, ONT.
OTTAWA, ONT. VANCOUVER, B.C.
WINNIPEG, MAN.

—OFFICES IN CANADA—

THOS. IRVING, General Manager
Western Canada, Toronto

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

STRATFORD

LONDON

ENGLAND

For:—

**Vinegar and
Sauce Coloring**

**Essential Oils
Essences
Oil Lemon**

**Acid Phosphate &
Phosphate Lime
Precip.**

**Harmless
Colorings**

Herbs, Roots, etc.

CANADIAN AGENTS:—

Andrews, Gillespie & Co.
CORISTINE BLDG.
MONTREAL

To
**Brokers and Manufacturers'
Agents**

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

Write for particulars to

THE CANADIAN GROCER
Montreal Toronto Winnipeg

To the Trade:

Do You Know Why

CEYLON TEA

IS SO

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

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

First: Because it Takes a Strong, Full-Bodied Tea
to Satisfy the Coffee-Educated Palate;

Second: Because of Its Piquant Flavor;

Third: Because of Its Unvarying Excellence;
and

Fourth: Because of Its Cheapness Regardless of Cost.

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

Old Homestead Brand

has now been so long before the public that it has passed the experimental stage and is to-day one of the strongest selling and popular as well as one of the most widely known and eminently satisfactory of

Canned Fruits and Vegetables

There is no county in Ontario which raises finer fruit or more luxuriant vegetables than Prince Edward. Every employee in our factory and every department in production puts forth the utmost effort to make our products

PURE, DELICIOUS AND PALATABLE.

Order From Your Jobber.

The Old Homestead Canning Co.

Picton

Ontario

Making the Customers Come Back

That's just what

"Pride of Niagara Falls" Brand Canned Goods

have been doing this Season

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

Select Hand Picked Tomatoes Refugee Wax Beans

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

Eby-Blain, Limited, Toronto.

Frank L. Benedict & Co., Montreal

F. H. Wiley, Winnipeg, Western Agent.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

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



Tilbury Brand Tomato Catsup

made in Canada's best equipped Canning Factory

A Strictly High Grade Catsup
at a Standard Grade Price

A Trade Winner

Selling Agents :

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

RYAN BROS., 147 Bannatyne Avenue, Winnipeg.

The Tilbury Canning Company, Limited, Tilbury,
Ont.

Unequaled in Quality
and a Producer of Permanent Profit

QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD,

ONT.



BALAKLAVA SARDINES

Packed in Salad Oil

This is a perfect brand of Sardines packed in a modern factory under highly sanitary conditions. They are fish that your customers will come back for.

Send in your order

Eastern Canning Company,

L'Etang, N.B.

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES
(IN TINS)

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

GOLDEN SLING SYRUP
(IN TINS)

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

"THE BEST THERE IS"

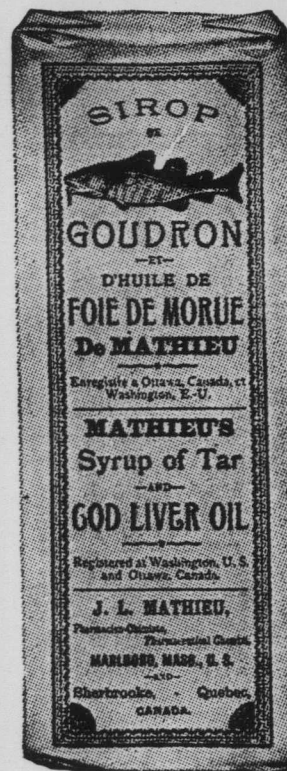
Agents

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

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia



WHY YOU SHOULD SELL MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 1

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

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

This advertising consists of

1. Our newspaper campaign.
2. One person recommending it to another, and probably telling him that he got it at your store.
3. Dealers who know a good article when they see it and gladly recommend it to their customers and friends.

Let us have an order from you to-day.

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

Sold by wholesale trade everywhere
Distributors for Western Canada.

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

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

The LOBLAW CREDIT SYSTEM

Saves time, expense and mistakes in rendering accounts.
Every progressive merchant should have one.

Write or phone

The CARTER-CRUME COMPANY, Ltd
TORONTO and MONTREAL

R. B. Wiseman & Co.

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

**Warehousemen, Forwarding Agents and
Wholesale Brokers**

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

Reference—Bank of Ottawa, Winnipeg

Think a Moment

It's all nonsense to say that other Chocolates "sell as well," "please as well," or "are as good" as Chocolate Bordeaux."

There is no Chocolate as good as "Bordeaux," and for this reason "Bordeaux" sells more quickly and pleases better than any other.

Get it into stock and you will soon know why it pays to sell "Bordeaux." Quality will build a reputation, and only "Quality" will maintain it.

Write for free samples and full particulars. Do it right now.

The Montreal Biscuit Company, Montreal, Manufacturers of
Biscuits and Confectionery
The House for Rapid-Selling Novelties

Buggy Egg Crate



Everybody Says So:

"Just the thing" "Been looking for this"

"Well, how simple" "So handy"

Every Dealer Should Have Them

Walter Woods & Co.

Hamilton and Winnipeg

Now Is The Time

to see that you are supplied
with **BRUSHES** for

Spring Trade

Your stock will not be complete without our

READY SELLERS

*Ask your jobber for
the Keystone Brand.*

Manufactured by

STEVENS-HEPNER CO.
Limited

Port Elgin, Ontario

DO YOU WANT

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

**Uniform
Delicious
Healthful
Economical**

Every pound of tea you sell MUST be of uniform quality to ensure continual satisfaction. It must be the same to-day, to-morrow and years hence. It must be delicious, healthful and economical. It must be a tea that you can recommend with CONFIDENCE. A tea that will do credit to your recommendation. A tea that will attract trade and hold trade. You can DEPEND upon every pound of tea you sell doing this if it is

"SALADA"

It is of the highest possible quality.
Absolutely guaranteed to give satisfaction.
For seventeen years it has enjoyed a reputation of serving the public well.
This is of great importance to YOU.

Canadian Offices

Toronto or Montreal

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

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

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

CAPITAL	\$1,400,000.00
ASSETS	2,182,753.85
LOSSES PAID SINCE ORGANIZATION,	29,833,820.96

WESTERN Incorporated 1851
ASSURANCE COMPANY.

**FIRE
AND
MARINE**

HEAD OFFICE—TORONTO, ONT.

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

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

TO THE TRADE

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

Canned Goods	Dried Fruits
Cereals	Biscuits
Pickles	Candy
Starch	Milk
Syrup	Cream
Spices	Jams
Extracts	Jellies
Tobacco	Sugar
Cigars	Butter
Cigarettes	Eggs

Get our prices on the above lines before ordering.

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

The JOHN KING CO., Limited

FORT WILLIAM, ONTARIO

There's a "Come Back" with every sale
of our Coffees—But not until
the can is empty

CHASE & SANBORN

THE IMPORTERS

MONTREAL



ESTABLISHED IN 1840

THE "PANSY" BROOM

has a record and a reputation which it is maintaining. This is why so many retailers handle it to-day exclusively and find that it brings them trade, for one good article rightly sold will lead to the sale of many others. Thus your trade is extended and your connection strengthened. The "Pansy" Broom is reliable, durable, well made and only the best quality of broom corn used, which makes it a good friend of the housewife.

Buy from the makers

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

Good Coffee

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

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

Aurora Coffee

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

W. H. GILLARD & CO.

Wholesale Grocers Coffee Importers

HAMILTON

Branch House—Sault Ste. Marie

WHITE SWAN COFFEE

Must be good
when particular grocers
have increased their
orders

ENOUGH TO TREBLE
OUR SALES
INSIDE OF ONE YEAR

WHITE SWAN COFFEE

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

Packed 2 doz. 1-pound tins per case

ORDER NOW

White Swan Spices and Cereals Limited
TORONTO

Mr. Grocer—Do you want to make money—here is a chance—to make it easily, quickly, and lots of it—Do you for any reason wish to take up this very

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

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

Chicago, Jan. 4th, 1909

To whom it may concern,—

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

Respectfully yours

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

Mr. Grocer

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



PATENT APPLIED FOR.

Manufactured by

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

Dept. 54

Canadian Agents :

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

**BANISH
"BLUE MONDAY"**

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete
without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

**SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES
FUEL, TEMPER, MONEY
THERE IS PROFIT IN IT FOR YOU**

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

"SNAP"

the most effective
HAND CLEANER



There are several reasons why you should handle this antiseptic, rapid and satisfactory hand cleaner. There is a good profit for you--the goods are in a class by themselves and no preparation equals Snap for removing dirt, grime, grease, paint, etc., and at the same time leaves

the skin nice, smooth and soft and white.

Have your Jobber send you a trial case.

The Snap Company, Limited

Montreal, - Canada

British Columbia Buyers

PLEASE NOTE THAT

TODHUNTER, MITCHELL & CO.
TORONTO

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

FROM VANCOUVER

Write Our Agents

W. HARRY WILSON & CO.
VANCOUVER

JOBBER'S HEADQUARTERS FOR

JAPAN TEA

S. T. NISHIMURA & CO.

MONTREAL and JAPAN



MERIT

PURITY


FLAVOR

Do you want all these and real Jelly made quick; then open a package of

Shirriff's Imperial Jellies

They make a refreshing and dainty dessert
No nicer line of goods to handle.

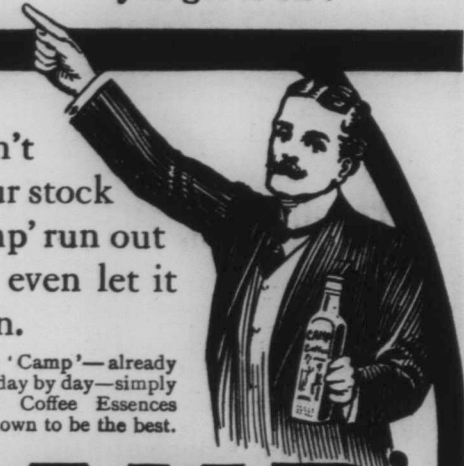
IMPERIAL EXTRACT COMPANY 18-22 Church Street, Toronto, Canada



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

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

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



'CAMP' COFFEE

See your Wholesaler to-day.
R. Paterson & Sons,
Coffee Specialists,
Glasgow

ROWAT'S

still hold the Premier Position for

Imported Pickles and Olives.


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

ROWAT & CO.

GLASGOW SCOTLAND

AGENTS IN CANADA:

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



THE A1 SAUCE

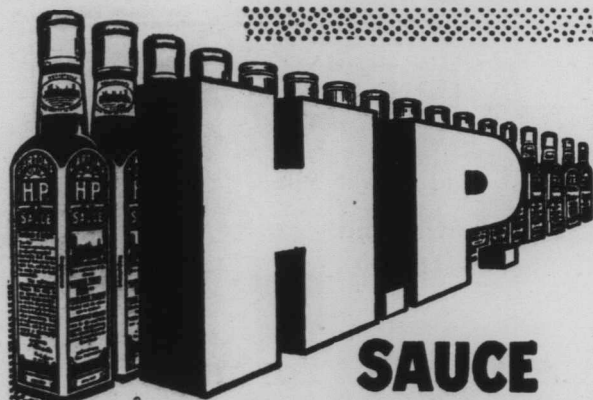
*A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."*

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

For full particulars and prices write our Agents:

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

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



A GOOD LINE

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

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

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

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

W. G. Patrick & Co., Toronto and Montreal.

R. B. Seeton & Co., Halifax, N.S.

Georgeson Co., Ltd., Calgary, Alberta.

Ellis & Co., Ltd., St. John's, N.F.

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

MIDLAND VINEGAR CO., Ltd.

BIRMINGHAM AND LONDON, ENG.

"Sterling" Brand Pickles

in

British Columbia

We have stored with our agents in Vancouver, B.C., a good supply of our Sterling Brand Pickles; so as to promptly meet the call for these goods from any part of the Province.

B.C. Grocers will find no line of pickles that so completely meets the demands of the best class of customers.

The W. Harry Wilson & Co.,
British Columbia Agents

THE T. A. LYTLE CO., LTD.

Manufacturers

Sterling Road, - Toronto, Can.

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

MASON'S
O.K.
SAUCE

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

Sole Manufacturers:

GEO. MASON & CO., Ltd.
LONDON, ENGLAND.

Represented by

S. T. Nishimura & Co.
55 St. Francois Xavier St.
MONTREAL

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



ESTABLISHED OVER 200 YEARS

CHAMPION'S

LONDON, ENGLAND

AGENT for ONTARIO: Green & Co., Front St. Toronto

Agent for Quebec, J. Walter Snowdon, 413 St. Paul St., Montreal

Agent for Northwestern Provinces, W. H. Escoff, 141 Bannatyne Ave. East, Winnipeg

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS.

WRITE OUR AGENTS FOR PARTICULARS

IS THE BEST
VINEGAR

MADE FROM FINEST MALT

Commands a Preference Over All Others.



BORDEN'S BRANDS



There are other makes of Condensed Milks. That's quite natural. There are different kinds of light, but there's only one real—the sun. So with Milks.

**Borden's "Eagle Brand" Condensed Milk and
Borden's "Peerless Brand" Evaporated Cream**

are the real milks of commerce. Buy them.



Unsweetened

William H. Dunn, Montreal and Toronto

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

BANNER BRAND CONDENSED MILK



Do It Now!

Write for our prices, terms, etc.
The best Condensed Milk is to
be had in **BANNER BRAND**.

Find out all about it.

Ryan & Hooper, Toronto Agents

John Malcolm & Son

ST. GEORGE, - - - - ONTARIO

Imperial Evaporated Cream



Highest Quality Popular Seller Profit Yields

You Should Stock It

The Canadian Condensing Co.
CHESTERVILLE, ONT.

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



WHY CARRY IN STOCK

Canada First Evaporated Cream?

Because it is Highest in Butter Fat.

SURE TO PLEASE YOUR CUSTOMERS.

EVERY CAN GUARANTEED.

NO DEAD STOCK.

Manufactured by.

AYLMER CONDENSED MILK CO., Limited

AYLMER, - ONTARIO

"Gentlemen, It's Quality!"

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



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

Sugars & Cannery Limited, - Montreal

DO YOU KNOW

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

WHITE SWAN MUSTARD

which for
pungency and flavor

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

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

Packed 4 doz. to the case

**White Swan Spices and Cereals Limited
TORONTO**

Sanitary Cans

For Hand Filled Goods

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

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

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

**"The Can Without The Tap Hole"
"Bottom Like The Top"**

Write for Samples

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

FRUIT CANS

All sizes—All kinds.

SYRUP CANS

For products of Maple, Corn
and Cane.

MILK CANS

For Sweetened Milk and Evap-
orated Cream.

MEAT CANS

Bevelled, Round and Square.

BISCUIT TINS

of any description.

**BAKING POWDER
AND SPICE CANS**

PROMPT SHIPMENT SUPERIOR GOODS

THE
Norton Manufacturing Co.
HAMILTON

THE CANADIAN GROCER

We are clearing a line of

EXTRA NATURAL FIGS

IN 28lb BOXES AT AN ATTRACTIVE FIGURE

SEE OUR TRAVELLERS.

The Davidson & Hay Ltd., Toronto

St. Lawrence Crystal Diamonds

in attractive 5 lb. cartoons

also in Barrels, 100 lb., 50 lb. and
25 lb. Boxes.

Crystal Diamond Dominos

in 5 lb. cartoons only

Choicest sugars of all grades, made
only of cane sugar

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

Redpath

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

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

Equal to, if not better than, any-
thing produced.

Ask your grocer for them and re-
fuse substitutes.

Manufactured by
The
Canada Sugar Refining Co.,
Limited
MONTREAL

Prince of Wales Pure Extracts

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

S. H. EWING & SONS. Montreal and Toronto

Tartan
BRAND

SIGN OF PURITY

Be Wise and

sort up your Tea stock with us.

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

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

Complete stock Wagstaffe's Pure Jams and Jellies.

Phone for further particulars—596—Free to Buyers.

BALFOUR, SMYE & CO.

QUICK SHIPPERS

Wholesale Grocers,

HAMILTON, ONT.

HOTEL DIRECTORY.

WINDSOR HOTEL, HAMILTON, BERMUDA

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

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

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

HALIFAX HOTEL

HALIFAX, N. S.

WINTER RESORT—QUEEN'S PARK HOTEL

PORT OF SPAIN TRINIDAD, B.W.I.

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

THE GRAND UNION

The most popular hotel in

OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop

VICTORIA LODGE

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

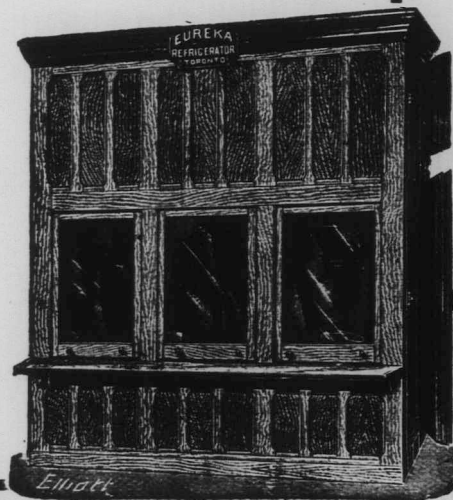
Jenkins & Hardy

Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto.
465 Temple Building, Montreal.

Eureka Refrigerators

are the best all round and most serviceable built for Grocers, Butchers, Restaurants and Confectioners, Creameries, etc., etc.

It is a perfect refrigerator and we guarantee this test—when refrigerator is properly filled with ice, wet some matches and place them over night in the cooling room. In the morning they will be found perfectly dry. You can light them in the cooling room anywhere.



**EUREKA
REFRIGERATOR
COMPANY
Limited**

54 and 56 NOBLE ST.
TORONTO, CANADA

Those Who Wish to Rent or Hire

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

Cocoanut Facts

It is only after you have used **White Dove Brand Cocoanut** that you can judge of its smooth, rich and delicate flavor. **Give it a trial!!**

**The package
can't be
beat**



**The contents
are
unsurpassed**

Packed in $\frac{1}{4}$, $\frac{1}{2}$, 1 and 5 lb. air tight packages.

MANUFACTURED BY

W. P. DOWNEY, - - - MONTREAL

Absolute Purity Guaranteed

in the

E. D. S. Brand

They are the standard of
quality and merit



Jams & Jellies

They preserve the original
flavor of the fruit

AGENTS

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

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

Free Trip to "Toronto National Exhibition"

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

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

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

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

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

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

Gentlemen :

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

Miles from Toronto.	Number of subs.	Mark X	
25 to 50	3		Name _____
51 100	5		
101 150	7		Street _____
151 200	9		
201 250	11		Town _____
251 300	13		
301 350	15		Province _____
351 400	17		
401 450	19		My Ticket to be Via : _____
451 500	21		
501 600	23		Railway _____
601 700	25		
701 800	28		Boat Line _____
801 900	31		
901 1000	34		
1001 1100	37		
1101 1200	40		
1201 1300	43		
1301 1400	47		
1401 1500	50		
1501 1600	53		
1601 1700	56		
1701 1800	59		
1801 1900	63		
1901 2000	66		
2001 2250	72		
2251 1500	80		
2501 2750	89		
2751 3000	97		

Write plainly; this will insure immediate acknowledgment of your communications and safe and prompt delivery of your tickets.

THE CANADIAN GROCER

Classified Advertising

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

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

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

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

Yearly Contract Rates.

100 words each insertion, 1 year.....	\$30 00
" " " " 6 months....	17 00
" " " " 3 months....	10 00
50 " " " " 1 year.....	17 00
" " " " 6 months....	10 00
25 " " " " 1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, **THE PRINTER AND PUBLISHER**. Subscription price \$2 per annum. Address, 10 Front Street East, Toronto.

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

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

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

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

FOR SALE.

FOR SALE AT A BARGAIN, or rent, Frankford Canning factory. E. G. Sills, Belleville. (13p)

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

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

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

DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "**POLYGRAPH**" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 128 Bay Street, Room 116, Toronto, Canada.

ADDING MACHINE.

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

BOOKS FOR THE GROCER.

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

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

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

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

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

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

WANTED.

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

WANTED—Jobber in the larger distributing centres of Canada to handle Hunt's high grade Choco-lates and Bitterscoth. Write us for samples. Hunt's, Manufacturing Confectioners, Toronto.

AGENT WANTED.

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

SITUATIONS WANTED.

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

TRAVELER WANTED.

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

MISCELLANEOUS.

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

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

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

NATIONAL AID—An aid to every retail merchant in the world. Saves money, time, work and worry. The National Cash Register Co., E. E. Mutton, Canadian Manager, cor. Yonge Street and Wilton Avenue, Toronto, Ont.

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

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

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

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Domble." Codes "A B C," fifth edition, Riverside and Adams.

DAVID SCOTT & CO.

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



TRAVELING SALESMEN

EARN BIG SALARIES

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

Think—Then Act

By A. B. LEVER.

THERE are a great many people who think about advertising who never get beyond the thinking stage.

They are like some men who fall deeply in love, but being afraid to "pop the question," die bachelors.

What is wanted with a great many business men who think is decision.

Faint heart ne'er won fair lady, and faint hearted business men do not make successful business men.

Good intentions count no more in advertising than good intentions in religious life.

There must be decision, plus action.

Think about advertising by all means. Good advertising can't be done without good thinking, but mere thinking never accomplishes anything.

Every day you waste in thinking is an opportunity lost for getting a new customer.

Opportunities lost to-day cannot be gathered up to-morrow.

Think, decide, then plan for a good advertising campaign, and judiciously use the mediums which directly reach the people to whom you want to sell.

S.

up by money to
y Man's Maga-
is represented.
ag you want to
he Busy Man's
he classes you
will carry your
d copy of your
r cost of inser
under a special
itreal, Toronto.

CTURERS and
ian salesman of
in the commer-
and introduce
s on their own
ress Salesman,
(120)

ommercial sta-
tographing Co.,
Toronto. Tele-
aship, business

retail merchant
me, work and
gister Co., F.
Yonge Street

ne Lamps are
urchase parts of
l on the Pitner,
generator, and
ed a patent in
untries, on the
rating gasoline
ner Lamps can
ig to our repre-
ng Co., Limited

ritten guarantee
Coaticook, Que.
(119)

ld to your busi-
LUMBIA GRA-
Records (which
and Indestruct-
r out no matter
lumbia Phonos-
it manufactures
Records, there-
antage over all
with what they
em what he has
es where there
goods sold in
want the exclu-
You had better
town will read
A postal will
free. Write to-
OGRAPH CO.,
40 Melinda St.,

BTMBNT.

Business.

Dross Lane, East,
her from Export-
general groceries
verpool, and Lon-
knowledge of both
paid cash against
is with whom we
e address, "Dona-
rside and Adams.

D.

10 North John St.

ry us with a ship-

d.

NG
MEN
LARIES
0 a year and
enter the easi-
the world, our
f the Grip" will
undreds of our
is with the best
Ities and Can-
oday. Address
Association
is, San Francisco.

Canned Goods and Teas

The world-wide reputation of "Soleil" Brand Canned Vegetables and Fruits is due to the quality, prices and attractiveness of packages of these goods.

The firm of Laporte, Martin & Co., Ltd., are agents for these canned goods and their travellers are now on the road taking orders for immediate delivery, until the new crop is ready to market. This firm handles also the best known domestic brands at the lowest prices.

It is the proper time also to order teas. The favorite brands known as "Princess Louise" and "Victoria" are unexcelled values as to quality and prices. Samples are supplied on request, thus enabling the dealers to select the proper qualities for their trade.

Canned Goods--"Soleil Brand"

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

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

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

Canadian Canned Goods

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

Teas

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

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

We will supply samples with pleasure. Ask for them.

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

Laporte, Martin & Co., Ltd.

Wholesale Groceries, Wines and Liquors

Montreal



Adamson
Allan, R.
Allison C.
American
Ancker-T
Andrews
Auker-T
Aylmer C.

Baker, W.
Balfour,
Beamvi
Benedict
Bickle, J.
Bloomfi
Blue El
Borden C.
Bovril, I.
Bradstre
Brand &
Bristol,
British A
Brophy,
Busy M.

Camp O
Campbe
Canada
Canada
Canada
Canada
Canada
Capstan
Cargill,
Carmar
Carmar
Carte
Ceylon
Champi
Chase &
Christi
Clare &
Clark,
Clawson
Colwell
Common
Connon
Consta
Cote, J.
Cowan
Coz, J.



Triangle Canned Fruits and Vegetables

Better than most, unsurpassed by any other brand. Full range, prices right, artistic labels.

James Turner & Co., Limited

Hamilton and Arnprior, Ont.

INDEX TO ADVERTISERS

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

A	D	L	R
Adamson, J. T., & Co. 2	Dalley, The F. F., Co., Limited 70	Lake of the Woods Milling Co. 53	Ram Lal's Tea 3
Allan, Robt., Co. 2	Davidson & Hay 20	Lambe, W. G. A. 2	Ridgways Tea 4
Allison Coupon Co. 66	Dawson Commission Co. 63	Laporte, Martin & Co. 28	Robinson, O. E. & Co. 61
American Dressing Co. 45	Dignard, Ltd. 55	Leitch Bros. 52	Rose & Lafamme, Ltd. 71
American Tobacco Co. 56	Domestic Molasses Co. 9	Leonard Bros. 65	Rowat & Co. 16
Ancker-Thiem Co. 14	Don Storage & Cartage Co. 2	Lind Brokerage Co. 2	Ryan, Wm., Co. 46
Andrew-Gillespie & Son. 4	Downey, W. P. 22	Listic, T. A. 17	
Au ker-Thiem 47			S
Aylmer Condensed Milk Co. 18			St. Lawrence Sugar Refining Co. 20
	E	Mc	'Salada' Tea Co. 11
B	Eastern Canning Co. 9	MacGashen & Co. 4	Sanitary Can Co. 19
Baker, Walter, & Co. 54	Eby-Blain Limited 3	MacNab, T. A., & Co. 2	Scott, David, & Co. 69
Balfour, Smye & Co. 12	Edwardsburg Starch, outside front cover	McCabe, J. J. 58	Smith, E. D. 22
Beansville Preserving Co. 7	Enterprise Mfg. Co. 68	McDonald, Gordon & Co. 69	Snap Co. 15
Benedict, F. L. 54	Escott, W. H. 48	McDonald, L. & Co. 56	Snowdon, J. Walter 48
Bickle, J. W., & Greening 65	Estabrook, T. H. 47	McWilliam & Everist 58	Sprague Canning Machinery Co. 2
Bloomfield Packing Co. 8	Eureka Refrigerator Co. 11		Stamper, D. 2
Blue Ribbon Tea Co. 3	Ewing, S. H., & Sons 20	M	Stevens-Hepner Co. 10
Borden Condensed Milk Co. 18		Magee, Fred 64	Stewart, I. C. 4
Bovril, Ltd. 48	F	Magor, Frank, outside front cover	Stringer, W. B. 59
Bradstreet's 4	Fairbank, N. E., Co. 14	Malcolm, Jno. & Son 18	Sugars and Cannery Ltd. 19
Brand & Co. 16	Fearman, F. W., Co. 46	Marsala Wine 17	Symington, T., & Co. 45
Bristol, Geo. & Co. outside back cover	Fels & Co. 45	Mason, Geo. & Co. 54	
British America Assurance Co. 11		Mason, Miller Co. 54	T
Brophy, D. Mol. 2	G	Mathewson's Sons 65	Tanglefoot inside back cover
Busy Man's Magazine 22	Galesburg Cornice Works 66	Mathieu, J. L., Co. 9	Thomas Bros. 48
	Gibb, W. A., Co. 63	Metropolitan Bank 63	Tilbury Canning Co. 8
C	Gillard, W. H., & Co. 19	Midland Vinegar Co. 17	Tippet, Arthur P. & Co. 1
Camp Coffee 16	Gillett, E. W., Co., Ltd. 49	Millman, W. H., & Sons. 2	Todhunter, Mitchell & Co. 15
Campbell's, E., Sons inside back cover	Goodwillie & Son 71	Minto Bros. 21	Toledo Computing Scale Co. 68
Canada Sugar Refining Co. 50	Goodwillie & Son 71	Montreal Biscuit Co. 10	Toronto Salt Works 48
Canadian Coconut Co. 55	Gorham, J. W., & Co. 4	Mooney Biscuit and Candy Co. 51	Truro Condensed Milk Co., Ltd. 46
Canadian Cannery 36, 37	Grant, W. J. 56	Morse Bros. 70	Tuckett, Geo. H., & Son Co. 57
Canadian Condensing Co. 18		Mott, John P., & Co. 50	Turner, James, & Co. 29
Canadian Shredded Wheat Co. 53	H	Musee Commerciale Italiano 64	
Capetan Manufacturing Co. 55	Hamilton Cotton Co. 67		U
Cargill, H. 48	Ham & Nott 67	N	United Soap Co. 57
Carmandani, J., & Co. inside back cover	Helz, H. J., Co. 46	Nation, E. J. & Co. 55	
Carman Brokerage Co. 2	Hillock, John & Co. 21	National Licorice Co. 50	V
Carter-Crume Co. 9	Hotel Directory 17	National Salesman's Training Assn. 26	Verret, Stewart Co. outside back cover
Ceylon Tea Ass'n. 5	H. P. Sauce 17	Nelson, Dale & Co. 50	
Champion & Slee 17	Hough Litho Co. 67	Neison, H. W., & Co. 13	W
Chase & Sanborn 12	Howard Bros. 57	Niagara Falls Canning Co. 15	Wagstaffe Limited 71
Christie, Brown & Co. 55		Nishimura, S. T. & Co. 15	Walker Bin & Store Fixture Co. 66
Clare & Little 4	I	Norton Mfg. Co. 19	Walker, Hugh, & Son 59
Clark, W. 49	Imperial Extract Co. 15		Warren, G. O. 2
Clawson & Co. 2	Imperial Tobacco Co. 56	O	Watson, Andrew 70
Colwell, R. O. 4	Island Lead Mills Co. 67	Oakville Basket Co. 54	Watson & Truesdale 2
Common Sense Mfg. Co. 4		Oakey, John, & Sons, inside back cover	Weese, G. Wallace 2
Connors Bros. 64	J	O'Connor's Fish Market 63	Western Assurance Co. 11
Constant, H. 54	James Dome Black Lead 70	Old Homestead Canning Co. 6	Wetley, J. H., outside back cover
Cote, Joseph 56	James, E. T., & Co. 64	Ontario Lamp & Lantern Co. 67	White & Co. 59
Cowan Co. 50	Jones, C. & J. 2		White Swan Spice & Cereals, Ltd. 13, 19
Cox, J. & G. 51	K	P	Wood, Thomas, & Co. 72
	Kentucky Refining Co. 49	Paradis, C. A. 54	Woodruff & Edwards 67
	Kilgour Bros. 67	Patrick, W. G., & Co. 2	Woods, Walter & Co. 10
	King, John, Co. 12	Peters, Michael 70	
		Pickford & Black, inside back cover	Y
			Young, W. F. 4

Brantford Merchants Going After the Dead-Beats

Brantford, March 24.—Some forty members attended the regular meeting of the Brantford Grocers' and Butchers' Association meeting here last night to listen to an address on one of the most important questions relative to the retail trade—the collection of bad debts. The speaker was H. Occomore, the first vice-president of the Guelph Retail Merchants' Association, and his discourse on how the merchants of the Royal City mastered the problem of "dead-beats" proved a revelation to the interested listeners, who have already decided on the steps to be pursued to attempt a similar scheme in Brantford.

A. Coulbeck, president of the association, presided at the meeting, and in a brief introductory address called attention to the importance of the address of the evening. He referred to the fact that the association deemed it advisable to secure a representative of the Guelph merchants to address them on the collection of debts, after noticing the story on the subject recently published in *The Canadian Grocer*.

When the preliminary business had been concluded, Mr. Occomore was called upon for his address. It was a pleasure for him to come over to Brantford to assist his brother merchants in any way possible and to impart to them the secrets of "a good thing."

The Germ Begins to Sprout.

"Three years ago," he said, "a Mr. Scott, a merchant tailor, first brought up the question of appointing an official collector of debts. He suggested that we put a special livery on him so that everybody would know who he was and on all occasions what he was after."

"We simply laughed at the man," said Mr. Occomore, "and he got quite angry and the matter was dropped. However, the good seed had been sown, and it grew in the mind of a grocer who, about a year ago, resurrected the collection scheme and we finally decided to make the attempt."

"We needed it badly, too; every merchant had money on his books he could not collect and one even had between four and five thousand dollars. A committee was formed, consisting of the president, vice-president, the secretary and another member, who were told to go ahead and devise some scheme, if they considered it at all feasible."

Mr. Occomore was a member of the committee which at the next meeting brought in a resolution to organize a Collection Department. A permanent committee was then arranged to work out a plan. They secured a list of merchants in the city, estimated the business they did and assessed them accordingly.

Thorny Path to Travel.

"There were many difficulties in the way," said Mr. Occomore, "but we were

Hear Instructive Address Delivered by H. Occomore, Vice-President of the Guelph Retail Merchants' Association, on how Debts are Collected in the Royal City — Committee Appointed to see What Can be Done for Brantford — To Report Later.

so enthused that we decided to try it for a year anyway. We aimed at paying our collector a straight salary, as we saw the difficulties of percentage—he gets \$800 a year.

"We then had to interview every merchant to see whether they were satisfied with their assessment. The highest anyone had to pay was \$15, and some considered this too much and some not enough. Some merchants didn't do as much of a credit business as others, whose annual turnover was less—and here was another difficulty. Another mistake we made was not getting all the merchants in before we started and not having all pay their assessment promptly."

"We got out a subscription paper and headed it something like this: "We the undersigned agree to pay the amount subscribed opposite our names towards the payment of the salary of the official collector."

Debtors Brought to Time.

"We handed our accounts to the collector—and I may say we were very fortunate in getting a good one—and right from the start people began to wake up. I, as secretary, at that time, got considerable abuse from those who did not like to see the collector, but we have remedied that by making the collector the secretary, too. Accounts of five years' standing and more were given out first, and it certainly surprised us to find that nearly 60 per cent. have been collected."

"Our collector, of course, does not have to collect monthly accounts, which we are practically sure of. It is the long-standing accounts and the doubtful ones we want in."

Divide the Money.

"Still another difficulty faced us. That was when a sum of money was collected from one party who owed several accounts, and which were placed in the hands of the collector all at once. We finally decided, however, to divide whatever money was secured among the various creditors."

"Then some merchants had not gotten anything on their accounts, and the collector was authorized to get out a monthly report so that each would see what had been done. For 80 members

this became expensive and later we agreed that they should be made out every three months."

The Dead-beat List.

Connected with the scheme, the merchants got out a list of debtors which alone was worth the assessment.

"There is not a dead-beat in Guelph," exclaimed Mr. Occomore, "but we have him on that list."

Every merchant who pays his assessment gets a copy of it and all know just where they are at when a "slow-pay" or a "no good" enters the store.

The collector pays the merchants he collects for by cheque, and he always notifies them all as soon as any debtor catches up with his accounts.

"We have not really antagonized anyone we care about," said Mr. Occomore, "and on several occasions the collector is thanked for getting men and women straightened out financially with the world. It has been an education to the citizens of Guelph and the best thing the merchants ever took up."

Following his address, many questions were asked and answered by Mr. Occomore, after which the editor of *The Canadian Grocer* spoke for a few minutes. He referred to the failures of cooperative associations and advised the formation of a Retail Grocers' Association for Ontario.

Brantford Favors Scheme.

Mr. Occomore was complimented by the Brantford grocers and butchers for his educative address, and a vote of thanks, moved by Henry Foulds and seconded by F. C. Harp, was unanimously endorsed by all present. Mr. Harp was much in favor of forming an Ontario Grocers' Association on account of the weight it would carry and he also thought a system such as Mr. Occomore had outlined would be a very good thing to adopt. In reference to a query almost every man stood up to express his willingness to see some forward steps taken, and a committee was formed to go into the matter. It consists of J. C. Feely, D. Gibson, H. A. Foulds, M. H. Robinson, F. C. Harp, H. Howie and the secretary, G. N. Willis. They have arranged to meet next Monday evening and will present a report of their work to the next meeting of the association.

The meeting last night closed with the reading of an interesting letter by Mr. Foulds, written by Henry Moore, now of California, and formerly ex-president of the Brantford association.

To some men debt is a stimulus—an incentive. Before you go into it too heavily, better find out how it works on you. Some men are crushed by it.

Wind-Mill Flour Display Used in Bracebridge

Features of the Work are that Observers' Attentions are Fixed on Flour Alone and that There a Motion in the Wheel—Different Portions of Display Blend with One Another.

The "Old Dutch Windmill" has been used with splendid effect in a window creation in the store of E. J. Kirk, of Bracebridge, Ontario. The illustration on this page gives a good idea of the display—minus the motion of the fans which are apparently made to go by the breeze and in reality by electricity.

The entire display could scarcely be improved on for advertising flour. On either side the wheel stand two neatly arranged sheaves of wheat—the flour in

The windmill display is also simple. Nothing elaborate is used in its manufacture and for a country town is most appropriate. Another good feature of it is that there is motion included in the display and one can scarcely resist the temptation to look into a window in which there is something moving. Prices are also displayed, which is another aid to the attractive power of the window.

It was the creation of Mr. Kirk and

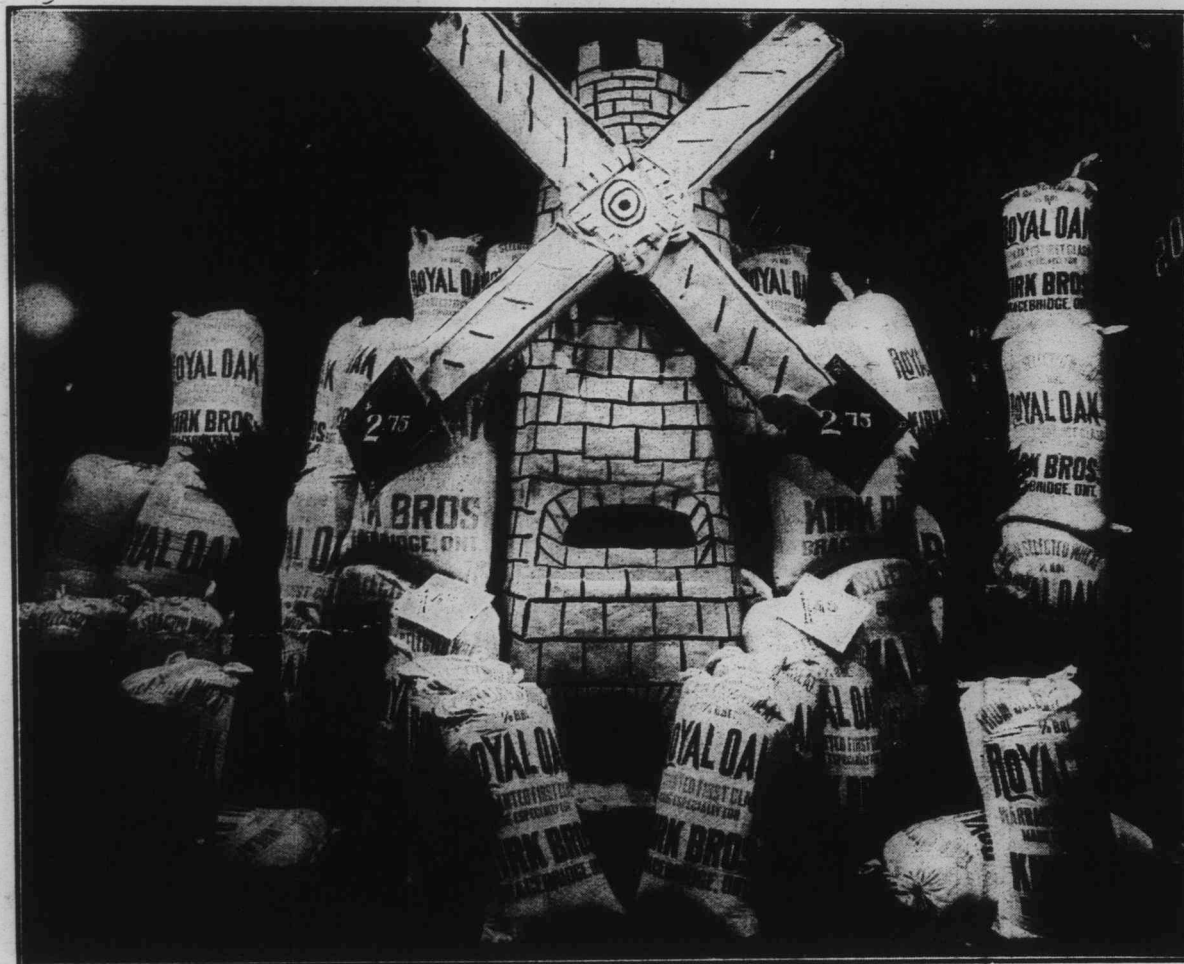
form a striking object lesson for careful housewives.

NEW COMPANIES.

An Ontario charter has been granted to The William Cane & Sons Co., Newmarket, to manufacture pails, tubs, wash-boards, clothes-pins, etc. The provisional directors are W. H. Cane, L. P. B. Cane, V. E. Cane, E. S. Cane, and C. E. Cane.

The C. J. Daniels Milling Co. has been formed in Ontario, with head office in Toronto, to manufacture poultry foods and to do a general milling business. The provisional directors are, C. J. Daniels, S. C. Daniels and W. H. Pettit.

An Ontario charter has been granted



The Old Dutch Wind Mill Scene, in E. J. Kirk's Window, Bracebridge, Ont.

its raw state. The wind-mill of course is the feature of the display and as it once was used extensively in the grinding of wheat it is here very appropriate. Then the flour standing around the central object completes a well judged display.

In looking at such a window there is but one thing impressed on the mind and that is—flour. This is a splendid idea and should be worked out so far as possible. Too many articles displayed divert the attention of the observer and unless one thing is brought out in a very striking manner he usually leaves the scene with nothing to remember.

certainly reflects credit on his ability as a window trimmer.

BRANTFORD DISPLAY.

Perhaps one of the finest window displays seen in Brantford recently is the flour window now being displayed by the Cash Bargain Grocery. The window shows considerable originality and skill in dressing and is worthy of more than a passing glance from the shopper. The large white loaves of home-made bread, fresh from the oven, together with the motto, "It's easy with good flour,"

to E. K. Scoley & Co., Ltd., to carry on in all its branches the business of a grocer and provision merchant and for the purpose to purchase, prepare, manufacture, buy, sell and deal in all goods, wares and merchandise bought, sold and dealt in by wholesale and retail grocers and provision merchants and to own and operate retail branches for like purposes. The share capital of the company is twenty-five thousand dollars, divided into two hundred and fifty shares of one hundred dollars each, the head office of the company to be in Toronto. The provisional directors are, Edward Kent Scoley, Charles Fry and James Hales.

Progress Covering the Quarter of a Century

Advance of Regina Store Keeps Pace With the Western Prosperity—Grocery Department Makes Turnover of \$75,000 in Twelve Months—A Quartette of Bright and Experienced Salesmen.

Prosperity has certainly attended the efforts of R. H. Williams & Sons, proprietors of "The Glasgow House," during the past quarter of a century, and made their business one of the best in similar lines in the Provinces on the Western prairie. As will be observed by the accompanying illustration, the firm have a store of an unusually bright and attractive appearance, and four bright looking salesmen, who might do

tact and a progressive spirit it has become one of the most prosperous in Western Canada.

Grocery Department Pays.

The grocery staff includes a quartette of salesmen who have obtained reputations for their aggressiveness and who have learned their business from the ground up. During the past twelve months they have handled \$75,000 worth

ly one-half of the present grocery department alone. Mr. Stubbings personally looks after the counter trade and knows the various tastes of the many customers.

Wm. H. Boyle, who gained his experience in Belfast, Ireland, and in some of Toronto's largest grocery stores, looks after the buying and keeps track of all the stock. There is not \$25 worth of dead stock in the grocery department, which illustrates that Mr. Boyle is an artist when it comes to purchasing what the people want.

Two Ontario Boys.

C. C. Willson and J. C. Booty, the remainder of the quartette, are thoroughly versed in their business, too. The former hails from Uxbridge, Ont., and J. C.



Interior of Grocery Department of R. H. Williams & Son's Store, Regina Sask.

credit behind the counter of any grocery store in the Dominion. The interior of the store indicates cleanliness to a fine degree, as well as taste in the arrangement of the various goods.

As intimated above, the Glasgow House was instituted twenty-five years ago, so that the management this year celebrates its silver anniversary. Twenty-five years ago Regina did not amount to very much and probably the same may be said of the Glasgow House. But by the application of energy,

of groceries, which means they have turned over the \$10,000 stock just seven and a half times, and made the grocery department one of the best paying in the whole establishment. A retail business only is done.

Fifteen Years a Salesman.

John Stubbings is an experienced Western grocer, having entered the employ of R. H. Williams & Sons fifteen years ago. At that time the entire business done by the firm did not total near-

Booty from Galt. With such a hustling four, the interests of the grocery department of the Glasgow House are capably attended to and they promise to be among the future successful business men somewhere in Saskatchewan's big wheat fields or other districts in "the future granary of the Empire."

J. H. Magor, of Frank Magor & Co., Montreal, visited the Toronto branch during the week.

ARRE
Charged
Win
The pr
Winnipeg
warrant
arrest of
of the R
Western
zing the
the Ret
Company
organiz
Coulson
insurance
sociation
About
ed secret
Associat
ing form
J. Lawl
played
and com
the resu
very rap
ence.
well; t
his atte
sociation
were lo
was pos
ciently
a vast
inces.
In tho
voted c
of the
matter
for ther
the asso
ago, ho
per beg
ever si
that t
the ben
the cou
tically
the dea
togethe
sult c
three o
About
dertook
Fire In
with t
was du
act of
incorpo
chant,
Ferthan
son, ba
ander
The ca
000 an
to call
had be
that a
five di
tion p
known
of sto
amount
It i
embezz
miums
warrar
On S
gave h
before
leased
A. R
ceiver

ARREST OF W. A. COULSON.

**Charged With Embezzling Funds of
Winnipeg Retail Merchants'
Association.**

The principal topic of discussion in Winnipeg retail circles is the issuing of a warrant on Friday of last week for the arrest of W. A. Coulson, the secretary of the Retail Merchants' Association of Western Canada, on a charge of embezzling the funds of the Association and of the Retail Merchants' Fire Insurance Company which he was instrumental in organizing in connection with it. Mr. Coulson was secretary-treasurer of the insurance company as well as of the association proper.

About four years ago he was appointed secretary of the Retail Merchants' Association of Western Canada then being formed under the presidency of T. J. Lawlor, of Killarney, Man. He displayed considerable organizing ability and commendable zeal and energy with the result that the Association grew very rapidly in numbers and in influence. For about two years all went well; the secretary was assiduous in his attention to his duties and the Association flourished and its interests were looked after as well perhaps as was possible for an organization insufficiently manned and extending over such a vast area as the three Prairie Provinces.

In those days The Canadian Grocer devoted considerable space to the doings of the Association. It was an easy matter to get news from the secretary for there was always something new in the association work. About two years ago, however, the association work proper began to lag and it has been hard ever since to learn of any real work that the organization was doing for the benefit of its members. Throughout the country the organization is practically dead, although in many centres the dealers are working harmoniously together in local associations as a result of the organization work done three or four years ago.

About two years ago Mr. Coulson undertook to organize a Retail Merchants' Fire Insurance Company in connection with the Association. The company was duly incorporated a year ago by an act of the Legislature of Manitoba, the incorporators being John Hiebert, merchant, W. A. Coulson, agent, Oswald Fertham, accountant, Bruce W. Thompson, barrister-at-law, and George Alexander Stewart Potts, barrister-at-law. The capital stock was fixed at \$1,000,000 and the provisional directors were to call a meeting as soon as \$100,000 had been subscribed and 20 per cent. of that amount paid in. It is stated that five different members of the Association put up \$2,000 each but it is not known yet what was the total amount of stock subscribed or what was the amount of the payments.

It is charged that Mr. Coulson has embezzled some \$1,600 of insurance premiums and it is on that charge that the warrant has been issued for his arrest.

On Saturday of last week Mr. Coulson gave himself up to the police, appeared before Magistrate McMicken and was released from custody on \$8,000 bail.

Receiver Appointed.

A. R. Leonard has been appointed receiver of the Retail Merchants' Association.

tion, under direction of the National Trust Company, and will administer the affairs of the concern until such time as the tangles have been straightened out.

SOFT CHEESEMAKING.

**Instruction in This Art Being Carried
on at O.A.C., Guelph—Differ From
Cheddar Cheese.**

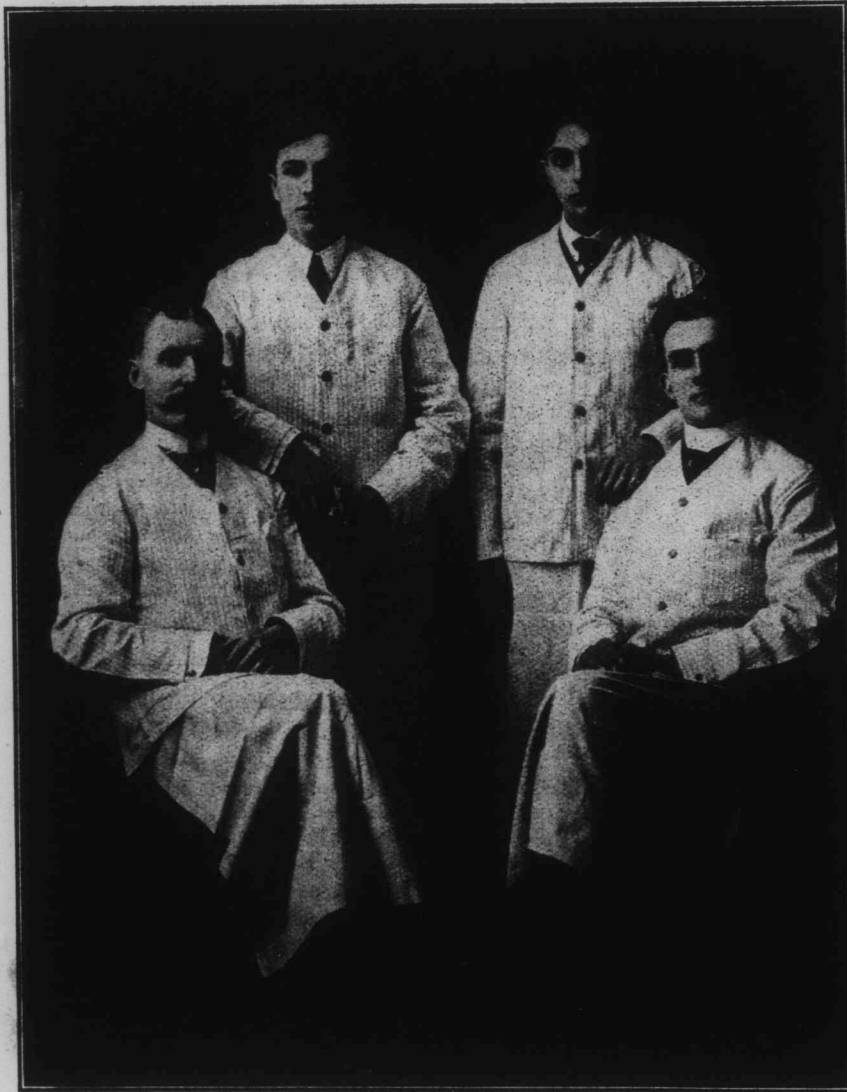
During the month of February instruction in Soft Cheesemaking has been given at the Dairy School, O. A. Col-

To obtain a uniform product of good quality, the following points are absolutely essential:

New sweet milk of good quality must be used, preferably milk right from the cow-stable, which has not lost its animal heat.

A making room of even and constant temperature, not too dry atmosphere, and of a temperature about 65 deg. F.

A room of cooler temperature and a little dryer atmosphere than the making room, in which to place cheese when they are finished and ready for market. Temperature of room 50 deg. F.



John Stubbings, Wm. H. Boyle, C. C. Willson and J. C. Booty, Salesmen in Grocery Department of the Glasgow House, Regina, Sask.

lege, Guelph. These cheese differ from the Canadian Cheddar cheese in that they are of a soft texture, containing a high percentage of moisture, fat and proteids. The fat varying from 21 per cent. to as high as 63 per cent. according to the variety made.

These cheese are usually eaten fresh or nearly so, but at a temperature of 50 deg. F., they will keep from 6 to 10 days, improving in both flavor and body. The following varieties are being made at the College: Cambridge, Coulommier, Camembert, Gervais and Double Cream.

Experimental work in Soft Cheesemaking will be carried on during the summer months of 1909 at the Dairy School, O. A. College, Guelph.

Why stop with showing the customer the thing asked for? As long as he stays in the store he's a possible further purchaser.

John Fullerton, of Rowat & Co., Glasgow, and Arch. Snowdon, of Snowdon & Ebbitt, Montreal, were in Toronto this week calling on the trade.

The Canadian Grocer

Established 1886

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN PRESIDENT

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

Cable Address: Macpubco, Toronto. Atalek, London, Eng. OFFICES

CANADA—	
MONTREAL	232 McGill Street Telephone Main 1255 J. J. Gallagher
TORONTO	10 Front Street East Telephone Main 7324 W. H. Seyler, Manager
WINNIPEG	511 Union Bank Building Telephone 3726 F. R. Munro
VANCOUVER	R. Bruce Bennett 1737 Haro Street W. E. Hopper
ST. JOHN, N.B.	
UNITED STATES	
CHICAGO, ILL.	933-935 Monadnock Block J. P. Sharpe
NEW YORK	623-624 Tribune Building R. B. Huestis Telephone 3571 Beekman
GREAT BRITAIN	
LONDON	88 Fleet Street, E.C. Telephone Central 12966 J. Meredith McKim
FRANCE—	
PARIS	Agence Havas, 8 Place de la Bourse
SWITZERLAND—	
ZURICH	Louis Wolf Orell Fussli & Co.
Subscription, Canada and United States	\$2.00
Great Britain, 8s. 6d.	Elsewhere, 12s.
PUBLISHED EVERY FRIDAY	

SLOW MAPLE SUGAR SEASON.

Reports arriving from the Eastern Townships of Quebec state that tapping is going on in some localities, but so far no serious operations have been undertaken. The weather has not yet become suitable to a free flow of sap. Freezing weather at night, with warm, bright days is the sort of weather which starts the sap through the trees.

The remarkable advance in the art of sugar making is encouraging. In spite of this progress, Canada is not yet as efficient, and up-to-date in its methods, as the neighboring states of Vermont, and New Hampshire. This excellence is due almost altogether to good equipment. Ordinary skill coupled with up-to-date apparatus will achieve gratifying results. In a general way, the lighter in color sugar or syrup is, the better it is, that is, the flavor is better and the genuine maple qualities are more largely developed. Maple sugar is dark, and unattractive, from two reasons, dirt and slow evaporation. Dirt is derived from unsanitary and old vessels, and containers, old wooden buckets and other ancient utensils. Too slow evaporation, permits the sap to burn, and consequently become dark brown in color. These difficulties are obviated by modern equipment and shallow evaporation. In the first place, tin buckets with covers prevents fragments from the trees, and other excrescences, such as moss getting into the sap, and discoloring it. The second provision against discoloration is accomplished by forcing the sap in a shallow stream through the evaporator. This rapid action results in less liability to burn. The farmers are rapidly learning these lessons, with the result

that the quality of Canadian sugar is improving. There remains, however, a lot to be accomplished in the way of better regulations of its sale.

STRAWBERRY CROP OUTLOOK.

Fruit growers state that it is rather early in the season as yet to forecast the crop prospects in the Niagara district as to strawberries. Some patches have been looked over and they seem to be in good condition, notwithstanding the fact that the weather has been somewhat contrary. The freezing at night and thawing during the day when the ground is bare causes the plant to heave out of the ground and a great deal of damage results from this. The critical time therefore has not yet arrived.

According to A. E. Kimmins of E. D. Smith, Winona, Ont., the general impression is that strawberries this year will be as cheap if not cheaper than they were last year provided the plants come through this spring in anything like fair condition. Nearly all canning factories, he says, are carrying over a certain amount of stock and the acreage during the past two or three years has been very largely increased.

During the dry season last autumn the plants in the districts west of Winona were probably affected, but the soil is lighter there. It will be some days yet, however, before a forecast with any degree of certainty can be made by the fruit men.

A WINNIPEG WORLD'S FAIR.

It has been definitely decided by the city of Winnipeg to go on with the project of holding in that city in the year 1912 a Selkirk Centennial Exhibition, which is to take the form of a World's Fair. The project has had the serious and careful consideration of a strong committee of the best business men of the western metropolis, and it has been regarded simply and solely as a business proposition. Capable committees have visited St. Louis, Chicago, Seattle and Portland, to get information from the management committees of the Fairs and their reports have convinced the committee in charge in Winnipeg that the project for 1912 is in every way feasible and practicable.

The principal value of the exhibition will no doubt be the advertising which not only the city of Winnipeg, but the whole of western Canada will receive. If several hundred thousand visitors from all over the continent and from abroad attend a successful exhibition of this kind in the new city of Winnipeg, the commercial capital and metropolis of the new Canadian west, and learn of the resources and opportunities available, the advertising secured

will be of immense benefit. This is what Winnipeg business men have in mind and it is because they are convinced of the feasibility of the project that they are prepared to put up their money to support it.

Grants from the Dominion and Provincial Governments will no doubt be secured and western business men will subscribe liberally. It is a project in which all Canada is interested and it undoubtedly will receive the generous support which it deserves. We cannot afford to allow it to be only a partial success; it must be made a big success. If the necessary support is secured the Selkirk Centennial will be the best advertisement which Canada has ever had.

INFERENCE TO BE DRAWN.

Since the failures of the Toronto Co-operative Equitable Society and the Dominion Co-operative Association were announced in the Grocer, two others of a similar nature have followed suit. These are the Duck Lake Co-operative Society of Duck Lake, Sask., and a similar one at Hochelaga.

The inference to be drawn from these co-operative societies is plain. It does not appear that they can thrive in Canada and the idea of placing money in these concerns should be discouraged wherever possible. In some cases at least these associations have been established by what might be termed "impractical philanthropists" who usually fail in their objects. The promoters do not appear to have any consideration for the money of the poor shareholders, who, so far as some of the associations are concerned, cannot account for the whereabouts of general-managers or their money either.

STORE INSPECTION.

Because a number of grocers in the city of Montreal were careless in not properly attending to the sanitary conditions of their stores, the whole of them may be prohibited from selling milk. It is time now that grocers kept stores that would permit them to carry milk—an article so necessary to every family. There are many in the trade who have their stores equipped with sanitary refrigerators of modern type and who can safely keep milk for their customers and it does not seem fair to them that they should be prohibited from selling this article just because others may not meet with the requirements of the law. It is often very convenient to customers to obtain milk at the stores in which they deal.

There should be some inspection provided for grocery stores to compel grocers to place their establishments in proper sanitary conditions and then one would not have to suffer for the neglect of another.

A
There ar
be more
which the
butter. A
and which
ever met
trier, whi
and hand
and the
This not
but to so
a very co
plunge th
take off
the rest.
This ce
especially
be stoppe
conceptor
in a succe
lady of el
at his st
to purcha
used.
There a
might be
ways to
with wh
the custo
sert the t
use a sm
portion o
purchase
on the tr
Many g
through l
respect.
by this o
him as c
work.
SEL
Many
financiall
do a stri
so owing
a ground
a certain
grocers
who wer
their gro
have in-
arose in
ers in t
augurate
have rig
would co
supplies
charge t
you to-
money i
few arti
you kno
or I can
The g
had the
to say "
credit s

A DISGUSTING HABIT.

There are many merchants who should be more particular in the manner in which they allow customers to taste butter. A system very much in vogue and which should be discouraged wherever met is the using of a small butter-trier, which is inserted into the butter and handed to the customer to taste and the balance placed back again. This not only applies to retail men, but to some wholesalers as well. It is a very common thing to see a dealer plunge the trier into a tub of butter, take off one or two bites and return the rest.

This certainly is a disgusting habit especially in a retail store and should be stopped. No grocer who has a good conception of cleanliness, so essential in a successful store, can imagine that a lady of clean habits will call very often at his store for butter if she is liable to purchase goods that had been so used.

There are different ways in which it might be done properly. One is always to keep on hand a clean cloth with which to wipe the trier so that the customer can see the operation. Insert the trier into the butter print but use a small taster to take off a small portion of the butter for the intending purchaser and return the remainder left on the trier back to the roll.

Many good customers have been lost through having careless habits in this respect. A grocer is not only judged by this one untidy habit, but it stamps him as careless and unclean in all his work.

SELLING ONLY FOR CASH.

Many a merchant, who is so situated financially that he is in a position to do a strictly cash business, fails to do so owing to lack of backbone or through a groundless fear of losing trade. In a certain town in Northern Ontario the grocers are kicking because farmers, who were accustomed to pay cash for their groceries now ask for credit and have in many instances secured it. It arose in this way. The hardware dealers in the place some months ago inaugurated a strictly cash trade and they have rigidly adhered to it. A farmer would come to town and order some food supplies saying "Now you will have to charge these, Mr. Brown, I cannot pay you to-day; of course, I have some money in my pocket, but I require a few articles in the hardware line and you know I have to pay cash for them or I can't obtain the goods."

The grocers in several cases have not had the necessary courage and stamina to say "No," and the result is that the credit system in their trade is surely

but slowly superseding the cash basis which formerly prevailed.

A confectioner in a Western Ontario village started business with a fair amount of capital. He declared that no goods would, under any circumstances, be charged—that either they would be paid for before they left the shop or else they would be given away. His answer to all requests for credit was: "I keep no books whatever. If you can not pay for the goods I will give them to you and with pleasure. I would honestly rather—much rather—make you a present of them than to open up an account, employ a book-keeper, etc."

The frank, fearless attitude of the confectioner worked successfully, and he meant every word that he said. To the deserving poor he gave provisions but all those who were able to pay had to do so or else not get the goods. The third week after he was in business he received no further requests for "tick" and his trade has grown greatly year by year—and it's all cash.

WHAT CUSTOMERS OBJECT TO.

There is always a feeling among customers of grocery stores which demands that everything be clean and neat. They look to the same evidence of care and cleanliness even about the grocer himself, in the appearance of his display shelves, the absence of dust, clean windows, tasty show cases, and care in arranging the stock. It is a good sign to see a modern delivery vehicle painted in a conspicuous but appropriate color. This tendency to cleanliness is in itself a splendid advertisement and the customer does not appreciate the grocer who thrusts his hand into a case of dates to fill an order after having poured out a gallon of coal oil, parcelled up a half peck of onions or tied up some fresh herrings.

The advantage of this to the grocer can scarcely be estimated. The customer who notices that the merchant exercises some care will be pleased and is very likely to return again, and, at any rate, it is only proper that this caution should be exercised.

WESTERN MERCHANTS ORGANIZE

The idea that organization among merchants is attended with beneficial results is rapidly spreading throughout Canada. As will be noticed from correspondence in this week's issue from Vancouver the merchants, business men and hotel keepers of Rossland, B.C., formed a commercial association for the mutual advancement of the members and it is their intention to diligently look after dead-beats and to discuss plans for the elimination of the

church and society begging schemes, whereby merchants were practically compelled to purchase tickets for every social and picnic held in the district.

The time has come when merchants realize the necessity of organizations—not to the disadvantage of the consumer—but to protect their own interests from the ravages of existing habits and customs. Separate trades are now organizing in the provinces and the time will soon come when there will be retail grocers' associations in a number if not all of them, to look after the private interests of the grocery trade as a whole.

FOREIGN LANGUAGES AND BUSINESS.

Slow and sleepy China is gradually awakening. Among the evidences of this is the recent announcement that there are one thousand Government and private schools in one province of that country teaching western branches of learning, and that as a result of this teaching the Chinese are showing unusual zeal in acquiring a working knowledge of English.

This is not without its lesson to Canadians. We are probably among the most laggard of all nations in acquiring a knowledge of foreign languages, and yet foreign languages are becoming more and more necessary as a qualification for those who intend following commercial careers.

Germany is to-day one of the most progressive nations in a commercial sense. Probably no nation places more importance on the acquiring of foreign languages, a result of which can be seen in the way in which young German business men make headway in other countries.

Every young man in Canada aiming at a business career should master foreign languages, and particularly German and French. If he can add Italian and Spanish so much the better.

BUSINESS MAXIMS.

(By Plato Jr.)

Perseverance is the price of prosperity in business.

Success is too nimble to be caught by the lazy business man.

Clerks who never "stir their stumps" are not desirable business building timber.

Vinegar is all right in the barrel but it is a bad place to have it in the merchant's countenance.

Clerks who are diligent in business are serving their own as well as their employer's interest.

The man who thinks to work through all his waking hours will some day be unable to work through any of them.

Business Items From the Western Provinces

Drop in Edmonton Egg Prices—Australian Plums and New Zealand Onions Arriving at The Coast—Rossland Merchants to Look After Dead-beats—Attractive Winnipeg Stores.

EDMONTON.

March 23.—The most striking feature of the past two weeks here has been the rapid decline in the price of eggs. Two weeks ago fresh laids were retailing for fifty and fifty-five cents. They have been dropping at the rate of five cents a drop until now they are selling at thirty and thirty-five. Within the last week on account of the balmy spring-like weather the market has been simply flooded with eggs and the trade has been very scarey on loading up to heavy expecting this state of affairs to happen.

Business in general has shown a healthier tone since the milder weather has come. Everybody is very optimistic and full of confidence and looking forward to a very busy and prosperous year owing to the great amount of railroad work both in and around Edmonton being undertaken by the Canadian Northern, Canadian Pacific, Grand Trunk Pacific and other new lines under survey to the far north of the province and in other directions from here as a centre. The transcontinental line of the G.T.P. are already starting their operations for 1909 both to the west and east of us. In a few weeks if this fine weather keeps up, the laying of the steel will be begun from where they left off at Wainwright, now that the big Battle River and Clover Bar bridges are practically completed and the grade nearly finished too. We expect the much heralded and anticipated event of its entrance to take place about May.

There has been a merry war among the merchants all over town in the can goods line lately. Corn, peas and beans have been slashed to ten cents a can and tomatoes to two for a quarter. The corn, peas and beans formerly sold at fifteen, or two for a quarter and tomatoes fifteen cents straight with a very small margin at these prices. The wholesale price of peas is \$2.23 per case while corn and beans are \$2.28 and tomatoes \$2.80, so it is readily seen that they will not get rich very fast if they continue to sell at these prices, which means about a seven per cent. basis when at least calculation it costs the merchant twelve per cent, to do business.

VANCOUVER.

March 23.—Now that fresh butter is coming from western Alberta in good quality, those who have Australian are beginning to fear that they may get caught. There is considerable Australian in the city, which cost about 28 cents to get it here, while Alberta is being jobbed at 30 cents, so that there is no chance for the Antipodean article as far as competition is concerned. Moreover, it is done up with less salt and has not the keeping qualities.

With the alternation of the seasons in Canada and the Antipodes, trade is furthered, and to-day there are Australian plums on the market, at 35 cents per basket. They are of good quality, and are a tasty thing at this time of year.

New Zealand onions are also here in two varieties, the light skinned, which is more the shape of an apple and of good size, and the dark skinned, which is large and flatter in shape. They are excellent quality and should command the trade. On the Makura, which is now in port, 500 cases were brought in, being the first to come to Canada, and on the next steamer, one month hence, 5,000 cases will be brought up for distribution in the Northwest. With more cold storage facilities on the boats plying between New Zealand and Vancouver more of this trade would follow. Four hundred cases of potatoes, white rose and bismarcks, have also arrived from the South Seas. They come at a time when potatoes are getting scarce.

Andrews & Nunn, grocers in Mount Pleasant, Vancouver, have on exhibition two fine black squirrels. These are a rarity here, and were brought from Ontario. As they are pretty and lively they are attracting considerable attention. After exhibiting the animals, Andrews & Nunn, will donate them to the zoo in Stanley Park.

Rossland merchants, business men and hotel keepers formed a commercial association last week, which has for its object the mutual protection and advancement of the members, and a correction of some of the evils that attend the credit system. Those present were: A. W. Smith, R.H. Anderson, George Owen, George Agnew, H. S. Wallace, W. H. Goodeve, George Urquhart, Kenneth Martin, James Belton, T. G. Challoner, Thomas Dixon, H. W. Jones, W. G. Ternan, A. Cameron, W. F. McNeill, Dr. A. H. Tanner, W. K. Esling, J. W. Loughheed, P. R. McDonald, J. O. Athey, Mayor John Martin and Dan Thomas. H. S. Wallace was elected president; George Urquhart, vice-president, and R. H. Anderson, secretary. Annual fees were placed at \$2.50. It was pointed out that the Board of Trade did effective work, but what the merchants wanted was a protective association whereby there would be less loss from deadbeats. Mr. Goodeve complained of the number of subscriptions that business men were called upon to contribute to and the number of tickets they were asked to buy, and said that there was scarcely a day that contributions for some object or other were not called for. In Ontario towns, the business men had associations and pledged themselves not to buy tickets for fairs, raffles, etc., over the counter. The constant drain on the hotels and business houses in Rossland had grown to such proportions as to seriously affect profits. A long debate ensued on the expediency of interviewing the mine managers with a view to ascertaining if they would accept orders for the pay of those employes whose credit was considered doubtful. It was suggested, however, that those from whom orders would be demanded establish credit for themselves at the banks or some central agency, so that they can meet their current expenses without the intervention of credit on the part of those who run

stores, etc. This idea met with the approval of all present and an effort will be made to put it into effect just as soon as a proper plan can be formulated.

The annual report of the Edenbank Creamery Association, which operates in the Chilliwack district, was very gratifying, showing a substantial increase over the output for the preceding year. Although the average price for the year was a quarter of a cent lower than last year, being 29½ cents, as compared with 30c for 1907, yet the amount of money distributed among the patrons and shareholders for cream amounted to over \$1,766 in excess of 1907. During the year, the patrons delivered to the creamery 196,686 pounds of butterfat, from which was manufactured 224,412 pounds of butter, realizing \$57,765.05, or an average price of 29½c, after deducting all the cost of manufacture, including commissions, freights and the handling of cream to the creamery. The Edenbank has the reputation of turning out a first class class article at all times, and is one of two large creameries in the Chilliwack district. The other is the Chilliwack Creamery Association, and the large amount of money these concerns bring into the one section is making for general prosperity among the dairymen there. Edenbank directors, elected at the annual meeting, were J. A. Evans, C. T. Higginson, I. C. Lucas, J. Thompson and A. C. Wells.

WINNIPEG.

March 23.—It will be generally admitted that attractiveness of interior design, and neatness and cleanliness of appearance are enviable requisites for the modern grocery store. In Winnipeg there are many such stores. It may be attributed to the fact that the city is comparatively young, and that there is no occasion for inferior stores. At any rate, the majority are up-to-date in every way. Special mention might be made of the grocery department of Robinson & Co., department store. Upon entering this store the first impression received is the beauty of the whole place. The spotless hardwood counter, the shinning coffee grinder, and the attractive display of goods in every hand, compels one to look around, and be at home in the delightful surroundings. C. W. Waring, the manager, is largely responsible for this condition of things. Regarding trade this store is, as a natural sequence, progressive.

The local retailers do not report the trade booming at the present time. Up to the present they have been buying cautiously, and goods have been moving steadily, and one grocer predicts this condition to exist until May, when, as is the usual annual event, there will be a decided boom in the business generally.

A fact which should be of considerable interest to the farmers of Manitoba, is that a few of the local retailers are compelled to receive southern eggs to supply the growing demand. Many Manitoba farmers succeed in producing many eggs for market, and it should not be necessary to go below the boundary

for this commodity. With the introduction of mixed farming in Manitoba, it is expected that the local demand for eggs, as well as other goods, will be more adequately supplied from the immediate farmers. The prices of eggs have dropped, and no retail price is quoted. Retailers are paying at present about 22c for fresh, and 25c for new-laid.

The butter handled by the majority of retailers in this city is of creamery production. It may be asked, why dairy butter from the farm is not more popular? It is the old story of quality. The creamery succeeds in putting up a uniform quality in acceptable form. The farmers, as most retailers can testify, are capable of putting up almost any grade of butter in any form imaginable. In other words, the creamery is the most reliable source. A rural merchant, in writing to the Nor'-West Farmer, suggested the use of printed wrappers for the farmers. These wrappers would have the name of the producer and the number or name of the producer's farm, and would be supplied by the merchant with whom he deals. This seems like a sane suggestion. At any rate, such a system would ensure the cognito of the producer of good or poor butter, and it would compel the producer to stand behind his product—be it good or bad. Such a system would undoubtedly stimulate the maker of home-made butter to turn out the best possible quality, and thus eliminate much of the nuisance which the dealer of inferior grades of butter has to contend with.

CALGARY.

March 23.—Proof of growing business is amply shown by the bank clearings, last week's showing an increase of 72 per cent. over the corresponding week last year. The grocery houses, both wholesale and retail, report gratifying increases from month to month, and 1909 will doubtless prove a record one in all lines of business in the west. The implement dealers are already shipping out spring orders in large volume. Steam plows will be at work very shortly tearing up virgin prairie, and by the time fall wheat seeding arrives the acreage should be increased to be fully 25 p.c. greater than ever. Last year was a banner one for Southern Alberta. Actual shipping statistics reveal the fact that districts between Calgary and Macleod shipped as high as 60,000 bushels of grain to the mile, a record which has not heretofore been equalled in any part of the west. Seed oats are in demand at high prices, from 42c to 47c being paid. Many Alberta farms produce from 60 to 90 bushels to the acre, and it will thus be seen that the profit to the grower is a good one.

Hay, which was a good crop last year, is quite low in price, demand being poor owing to the mild winter and little demand from B. C. points. Butter and eggs are more plentiful. The latter are being shipped in large quantities and are retailing at 30c per dozen for strictly new laid.

Potatoes are still being brought in from both east and west, although quite a few are being shipped down from Northern Alberta points. This

will tend to ease the market, Albertas being lower in price. First shipments of New Zealand onions will arrive about the middle of April, and should retail at 5c per lb.

Sugars are advancing in sympathy with the eastern markets. California dried fruits are still being offered at very low figures, although advances are

looked for in the near future as the season is at hand when enormous quantities are consumed throughout the prairie provinces.

There has been a war among the wholesale fruit dealers, and oranges, which are plentiful, are being quoted to the retailer at \$3.00 per box for California navels.

Notes From the Maritime Provinces and Quebec

Sugar and Molasses from the West Indies Arrive at Halifax—New Brunswick Mutton for Winnipeg—Big Grocery Merger in Cape Breton—Officers of Montreal Retail Merchants' Association.

ST. JOHN.

March 23.—Except an advance of 20 cents a hundred pounds in the price of sugar there was no change in the market prices last week. The increase in the price is attributed to a strengthening market. John K. Schofield, who is one of the largest dealers in the commodity in speaking of the increase said: "For some time the conditions upon which Cuban sugar has been admitted to the United States have seriously affected the price of the commodity. The market has been glutted and the price has been forced down considerably lower than the demand would lead one to suppose it would. The Cuban crop, however, has been thoroughly exploited by now and the dealers who are regulating the prices are holding back the output in an endeavor to bring about the old order of rates." Mr. Schofield added that further increases might be expected within a very short time.

George A. Fawcett, of Sackville, has been shipping a large quantity of potatoes to Montreal. During the past week he sent away over 700 barrels of the tubers.

W. Herbert Downie, who was arrested and charged with the theft of \$1,114 from T. S. Simms & Co., brush and broom manufacturers, was found guilty and sentenced by Judge McLeod on Saturday last to serve three years in Dorchester penitentiary.

George Coles and Robert Ewing, who were charged with burglarizing W. D. Baskin's grocery store on the west side were tried before Judge Forbes last week under Speedy Trials act. Ewing was allowed to go under suspended sentence of ten years and Coles was remanded to jail, pending an inquiry into his record.

Judging by the volume of business done by the New Brunswick Cold Storage Company during the past year, St. John is rapidly assuming an important place as a cold storage centre. It is estimated that 2,000 cars of goods have been handled with a valuation of about one million dollars. The bulk of the goods were, of course, of a perishable nature. The largest quantity of any one class stored was apples, which totalled 90,000 barrels, probably the record of any cold storage plant in Canada. A feature of the business has been the development of a market in the west for New Brunswick sheep. There has been shipped to Winnipeg 15,000 carcasses. The opening of this market bids fair to mean much for New Bruns-

wick farmers, as the sheep already shipped are reported to surpass the western article to such an extent that the local product is much in demand. The fish business, amounting to 100 cars within the last three months has been a feature. A very large quantity of beef and poultry has been stored, the winter port steamers alone taking for their own use 100 cars. This beef is principally western. The feature of the fish business has been the shipment from here of large quantities of eels to the United States, English and German markets, about 50 tons having been exported. Haddock and cod have also been exported largely. A considerable quantity of butter and eggs has also been stored. One local dealer had fresh blueberries and strawberries stored there all winter, taking them out as required. The fruit was in a fine state of preservation.

Communication between P. E. Island and the mainland was cut off for a few days last week, owing to heavy ice in the straits. The steamers are now running as usual.

Owing to the entry of a third candidate in the contest Harry G. Smith, the west end grocer, has decided to retire from the aldermanic field.

HALIFAX.

March 23.—General improvement is noted in all lines of the grocery business. The retail trade has increased greatly since March came in, and the travelers now on the road are sending in good orders. The changed conditions in the retail trade are largely brought about by the slump in the prices of butter and eggs. As a result of the bottom falling out of the market for these articles, prices are now reasonable and as a natural result the consumption has largely increased. Collections on the whole are considered quite satisfactory for this season of the year.

Pickford & Black's steamer Sobu, that arrived here this week from the West Indies, landed eleven thousand bags of sugar and five hundred punches of molasses.

Wentzell's, Ltd., wholesale grocers, of Halifax, have chartered a vessel to load a cargo of molasses at Barbados, for Halifax. One cargo of molasses has already arrived here and from now on it is expected that they will be quite frequent. As the molasses on all the markets has been pretty well cleaned up, the shipments this season will be very heavy.

T. F. Courtney & Co., retail grocers, will have a new building erected on the site of their present stores at the corner of Brunswick and Jacob streets. This firm does one of the largest retail grocery business in Halifax. The new structure will be of brick and stone and it is estimated that it will cost \$25,000. The permit has been issued and work will be commenced at once.

Business continues very active in the fish markets. Halibut is still scarce but other lines of fish are coming in more plentifully. The catches on the whole are pretty small. Prices are generally steady, though a slight advance is looked for in salt cod.

"Harrington Limited," is the name of a newly organized concern which is to carry on a business in groceries and kindred commodities,—a merger in fact, of several large dealers now operating at various points in Sydney, C.B. The merger embraces the large groceries of H. C. Harrington, on Charlotte street, and the general stores of Norman McDonald, King's Road, Daniel Campbell, King's Road, Thos. Cozzolino, The Sydney Supply Co., and Messrs. Cuaig and Koning, who have been conducting the last named business on Victoria Road, are the promoters of the organization. Negotiations are pending with other business firms with a view to their consolidation with those already in the organization. The new company will be incorporated under the Joint Stock Companies Act, and will have a capital of a quarter of a million dollars, with about one hundred thousand dollars paid up. It is stated that there will be absolutely no water in the stock in this concern, the capital paid up representing the actual value of the merged interest, their stock in trade and realty.

The incorporation will not be complete until the first of April, but a board of provisional directors, comprising those already parties to the transaction, have been appointed. Although the interests involved have been formally taken over, each store will, until the first of April, be conducted by the former holders, but for the benefit of all concerned. When the new order prevails under the incorporation, there will be a central management, of which F. G. Koning, who has had many years' experience, will be the managing director. The initial branch houses of the corporation will be on Charlotte street, King's Road, and Victoria Road, in Sydney, and in the near future a measure of expansion will probably be taken. It is calculated that under the new regime a big saving in operating expenses will result and substantial profits made for the shareholders.

Quite recently the business of the Workmen's Co-operative Association on George St., and J. McLeod & Co., Whitney Pier, were acquired by the Sydney Supply Co., and this additional patronage will add to the volume of the trade to be catered to by the new limited institution.

MONTREAL.

March 23.—F. V. Samwell, late of W. J. Craig & Co., Kingston, Ont., has accepted a position with S. H. Ewing & Sons, Montreal. He will cover the main line of the Grand Trunk, and the Ottawa Valley.

T. Yamada with S. T. Nishamura & Co., Montreal, left last Tuesday for Japan.

Thomas Montgomery, of Thomas Montgomery & Son, died suddenly last Saturday at his home in Westmount. Mr. Montgomery was known throughout Canada, and particularly so in Montreal. The respect in which he was held was due to the uprightness of his business career. Besides his widow, he leaves two sons and three daughters. Thomas, is associated with him in business and Norman is with the Canadian General Electric Company. The late Mr. Montgomery was born in Montreal sixty-seven years ago.

A meeting of the Montreal branch of the Retail Merchants Association took place Thursday evening, March 18, at their hall at 270 St. Catherine St. East. The chief business of the evening was the annual election of officers, for the ensuing year, which resulted as follows: President, J. G. A. Filion; 1st vice-president, Arthur Leger; 2nd vice-president, O. Normandin; treasurer, J. A. Bore; secretary, J. A. Beaudry. Isaie Prefontaine, President of the Chambre de Commerce, was among those present. F. C. Lariviere delivered an address on methods of retail selling.

Montreal continues to suffer from a scourge of burglaries. Almost every night some store is entered, and goods taken. The police seem to be totally inadequate to deal with the matter. It is thought that the improvement of industrial conditions will improve the situation, as in some cases, there is evidence that the perpetrators are driven to these straits, by absolute want. One grocer who has been a victim, in discussing the situation stated,

that he was absolutely sure who entered his store, but he said he had not pointed out the suspect to the police, as only the bare necessities of life had been taken and he added, "Heaven knows they needed it."

S. T. Nishamura, of S. T. Nishamura & Co., Montreal and Japan, returned last week, from New York, and other American points, and left Tuesday night for Japan.

Considerable excitement was caused here among the grain men, by the announcement that the Trunk Lines Association had decided to reduce the rates on grain, from the great lakes to New York, to meet the "foreign water" competition which last summer gave Montreal and other Canadian ports, practically all the wheat carrying trade to Europe. Local grain dealers are not, however, disturbed by this action, as they state, that whatever reduction the Americans make, will be fully met on this side of the line.

Buyers in Montreal during the week were:

- J. L. E. Geumond, Beauharnois, Que.
- C. H. Simpson, St. Alexis des Monts, Que.
- G. Beausoliel, Terrebonne, Que.
- B. Brunelle, Chambly Canton, Que.
- B. S. Lavoie, North Stanbridge, Que.
- F. Beauvais, Laprairie, Que.
- D. Bougie, Pointe Claire, Que.
- L. T. Trempe, Sorel, Que.
- A. Labelle, Rosemere, Que.
- A. Brossard, Laprairie, Que.
- F. Meloche, St. Genevieve, Que.
- E. Aubry, St. Polycarpe, Que.
- J. B. Boivert, Nancy, Que.

Some Interesting Ontario Grocery Correspondence

London Wholesale Fruit Dealer Tells of Conditions in Cuba—United States Potato Buyers in Western Ontario — Cutting Prices Discouraged by Chatham Grocer—Galt Grocers Cannot Sell Cigarettes.

LONDON.

March 24.—Wholesalers report trade rather quiet in the surrounding district. Locally business is fair with a bright outlook. Brokers report teas and coffees excited, due to impending U. S. tariff changes.

Local retailers are pleased over a reduction of 15c. per case in the price of Shredded Wheat, which enables them to sell two packages for a quarter. The reduction from \$5.15 to \$5 per case went into effect Saturday.

John M. Dillon, of A. M. Smith & Co., has returned from a six weeks' visit to Florida and Cuba.

C. L. Mountjoy has returned to his duties as head clerk for Ryan & Russell after a severe illness.

Last week saw two advances in the prices of sugar. The reason given here for the advance is that the cane crop in Cuba, owing to the dry season there, is smaller than usual. Last year at this time, when similar conditions prevailed, the price was identically the same, but it dropped some time afterwards. Some dealers have been retailing at twenty pounds for a dollar, and as yet there has been no change in the retail price.

Tells of Conditions in Cuba—Western Ontario — Cutting Grocer—Galt Grocers Cannot

G. G. Steele, wholesale fruit dealer, who has just returned from a two months' trip to Florida, estimates that there will be four million boxes of citrus fruit shipped out of that State. He says the grape fruit and orange crops will both be heavier and pineapples will probably be 25 per cent. greater in yield, though the greatly improved quality will tend to keep the price about the same as last year. Pineapples, he says, will be here two weeks earlier than usual. Considerable American capital is at present being invested in Florida fruit farms, but as far as Mr. Steele could see no Canadian capital has found its way there yet. The land costs about \$50 an acre and before it will begin to bear pineapples from \$200 to \$300 must be spent in fertilizer, labor, etc. After that, however, it will bear for from fifteen to twenty years, if properly cared for, though the sandy nature of the soil makes the fertilizer a necessity every year. An average would probably be \$100 per acre per year for fertilizer. Mr. Steele met a young man from Seaforth, N. Campbell by name, who was engaged in growing tomatoes and who said that he was getting along well. He also met several

people from Michigan who were growing tomatoes and pineapples.

Butter prices are on the decline, both the dairy and the creamery products having started on the down grade. It is predicted that dairy butter will go below 20 cents per pound and creamery to from 22 to 23 cents. A year ago dairy butter sold in the market here at from 32 to 35 cents, wholesaling at from 29 to 31 cents. The prices at present run from 20 to 25 cents retail and 18 to 23 wholesale. Creamery butter a year ago retailed from 36 to 40 cents, with a wholesale price of 30 to 32. To-day the same class retails from 25 to 28 cents and from 22 to 25 cents a pound wholesale. "The amount of butter in the cold storage is the cause," said a local dealer. "There is plenty of butter and the price will go lower than it is at present. On account of so much being stored away the prices remained high practically all winter with no demand. The speculators now have all this on hand. Outside dealers generally order in advance, either buying the goods outright or on a margin.

Eggs are coming into market very freely just now, the effect being to bring the price down to 20 cents per dozen retail, or 18 cents by the crate.

Buyers from the United States are going about this district buying up all the potatoes they can lay hands on. The tubers have been selling at from 55 to 65 cents per bag all winter, and it is expected that the outside demand will send the price up. Meanwhile, as a rule grocers have goodly supplies in store, as have also the more prudent housekeepers.

A rumor that the T. Eaton Company, of Toronto, were negotiating for a location in which to open a branch in this city cannot be verified.

CHATHAM.

March 24.—Coincident with the arrival of spring, the first lettuce of the season has made its appearance. John McCorvie & Son offered some on Monday, grown by a local market gardener.

Eggs are plentiful now. The prevailing retail price on the market Saturday morning was 20c. a dozen, and this dropped as low as 17c. in the afternoon. Last week the price was 22c. On Saturday one grocery firm, after retailing, sold 500 dozen of eggs to the packers. How many were sold in the entire city is hard to estimate.

Considerable price slashing has been in progress lately, but this condition of affairs, is probably a temporary one, coincident with the militarist propaganda abroad. Following the little soap war recently, one leading King street grocer last week held a Wednesday bargain sale, advertising cut prices in many lines. Sugar, 23 pounds for \$1, was a notable instance. Another sale on similar terms was held on Saturday. The "cut" is understood to have been of a retaliatory nature, for the purpose of punishing an earlier offender in the same vicinity. "It's a losing game," remarked one man to the Grocer representative this afternoon. "Some years ago a grocer with whom I was employed saw golden opportunities in a Wednesday bargain sale. We used to have customers come from other stores; but they never bought anything but the bar-

gains—the things on which we were losing money. As a means of attracting trade, the "cut price" scheme wasn't up to much. Then, a next door neighbor cut his prices to match ours, and—well, by and by we saw that we were injuring the other fellow in order to injure ourselves too, and we quit. While the cut lasted we used to have the same people come, every bargain day, and buy the same things—but in 99 cases out of 100 they never bought anything else."

A Shredded Wheat banquet was held last week by the local King's Daughters, in aid of charity. A very timely display was put on simultaneously by John McCorvie & Son, in the shape of a Shredded Wheat window.

Mr. Blackburn, John McCorvie & Son's head clerk, is spending a couple of weeks with his daughter in Detroit.

The Continental Cigar Co. is the name of a new concern which will shortly start operations in Wigle's Warehouse on Lansdowne avenue, Kingsville. Mr. Bailey is the manager.

Irvine Wallace has relinquished his position as manager of W. C. Crawford's grocery department at Tilbury, and will leave to take a position in Amherstburg.

John Karr has exchanged his general store at Karrville, in Dawn township, for John McDowell's store, at Oungah.

Jas. S. Proal & Co., pork packers, of Leamington, have already commenced putting their product on the market, in a small way. A free site has been secured from the M.C.R. and the company will erect a modern packing house as soon as the spring opens. This will be a duplicate of the firm's new Michigan factory.

An agitation is being renewed for a new market for Leamington. The Westcott property at the electric railway terminus is being spoken of as a site.

The Heinz Pickle Co. has purchased land in Leamington adjoining its present property, and plans are being made for the erection of a processing house and a pickle salting house in the near future. Leamington is to be made the headquarters for the entire Canadian trade.

Henderson & Morris, bakers and confectioners, of Leamington, have dissolved partnership, J. E. Henderson continuing the business.

GALT.

March 24.—"Exceptionally good," is the unanimous verdict of all Galt grocers regarding the business of the past fortnight. "We are rapidly returning to the conditions which existed before the stringency," said John Sloan to your correspondent. "Of course we never doubted that the stringency was merely a matter of a few months, but it was severe enough while it lasted."

Ald. T. G. Robinson, who conducts a grocery store on Brant Road, will shortly leave Galt. He will locate in either Toronto or Michigan.

Harold Ante, formerly with Radigan, left this week to take up a homestead in the West.

Tomatoes are being offered at Sloan's at 10 cents each.

Deans & Walker have recently had a demonstration of jellies.

Ald. Radigan is again on the sick list.

The by-law requiring the taking out of a license before cigarettes can be sold was passed by the council at its

last meeting. The by-law becomes effective on June 1st and the fee is \$25. The passing of the by-law means that all groceries will be prevented from selling cigarettes. The Main Street stores never did handle them, but the smaller grocers in the suburbs found quite a demand and consequently a stock was kept on hand. They will not however be in a position to pay a license of \$25.

Can anyone from the outside give us any information regarding the Galt Merchants' Association?

The grocery clerks' are already discussing the chances for a half holiday during the summer months. The agitation has become an annual affair and although the agitators have never been successful they are not yet discouraged.

"How is it," asked a grocer to-day, "that you never hear of bankrupt sales of groceries?" Why is it? Grocery firms fail just as well as dry goods and other lines, but there is nothing doing in the way of sensational bargain events.

The price of eggs is somewhat of a puzzle in Galt just at present. At Saturday's market they were selling at from 20 to 24 cents per dozen. Butter is worth 26 cents per pound in Galt.

KINGSTON.

March 24.—Again the wheel of time has turned twelve times and again tenders are being asked for for institutions here. I met the old war horse of commerce in the centre of the market recently and I said I had figured on the contract for many years without success. "I don't doubt it," he said; "you don't know the ropes; no honest man has a chance. Look at the estimates and perhaps you will see that 20,000 lbs. of corn meal is required, and you put down your price, say, \$1.70 per cwt. Jim the Grocer gets a tip that no meal will be used and he puts it down at 40c, and the contract is his another year. Tenders call for pure Mocha coffee, and sometimes 12c is accepted." Another grocer standing nearby leaning on a farmer's wagon, said he sent samples of black tea about five years ago to Ottawa. Tenders asked for a Ceylon at 17c or 18c. He sent them his figures and also put in a Congou at 12c. He didn't get the contract, but what he wanted to know was why were 25 chests of the same Congou accepted at 18c from another firm—something rotten in Denmark.

The agent of the Hobart Co., makers of electric coffee and spice mills, has made his semi-annual trip here again.

READS THE BACK NUMBERS.

London Office, March 15—Charles E. Choat, of Halifax, N.S., who recently disposed of his retail business, and who with Mrs. Choat is now enjoying a few months rest in the Old Country and the Continent, was a recent visitor to the London office of THE GROCER. Relief from business cares, together with the delightful climate of the south of France, seems to have completely restored Mr. Choat's health, and when he returns to Halifax next month his friends will notice the improvement in his appearance. It was with evident pleasure that this old subscriber scanned closely the back numbers of his favourite paper, not having seen it since early in January.

Albert Gloom has one of their mills in use three years.

James Crawford has the contract for supplying groceries to the Royal Military College. He got the papers asking prices one day and they had to be mailed the same night. But Jim was on his job. Mr. Crawford is figuring on putting in an electric plant for roasting and grinding coffee, spices, etc.

George Crawford's broom factory is in full swing again. He doesn't want any fires for some time to come.

The new Patent Medicines Act is calling for a lot of "cusses." It's an awful job to go through a big stock and stick stamps on every bottle. One man said he had cough medicine and soothing syrups 30 years old. The demand for drugs seems to be getting less. Drug-gists are having bargain counters and offering dollar goods at 50c, and 50c goods at 25c. Christian science must be playing havoc with doctors and medicines.

Harold Buck, clerk for Jas. Redden & Co., has bought out Mrs. Clow. The store is on Earl Street, and at one time was a coffee and spice factory run by Mr. Karch, now of Montreal.

W. F. Morley, of the Canada Brokerage Co., Toronto, is staying at the Randolph. He is on his yearly trip getting orders for canned goods for next fall delivery.

J. Waters, after four years' stay in the West, has returned and opened a store in his old stand. He thinks old Kingston is as good as any of the new places.

The demonstrations of tea, coffee, jellies, cocoa and Maggi soups this winter is much appreciated by the people.

Miss McMahon is serving a particular brand of soups this week at Gilbert's store, Gore Street, and next week she will be at the Golden Lion Grocery.

TORONTO.

March 24—A. E. Goggins, 237 Broadview Ave., has just now a very attractive window.

E. Berrie, 349 Broadview Ave., prides himself in keeping very fine delivery horses, and thinks he has the best and most careful drivers in the city.

F. Harding is manager of the one-time co-operative store, 1039 Gerrard St., now in the hands of Oliver Peake.

R. W. Dockeray, member of the milk dealer's section of the Retail Merchants' Association of Canada, is appointed on the milk commission by the Ontario Government.

N. B. Bamford, 1043 Gerrard St., keeps a fine store, which is carefully looked after by two ladies.

J. A. Newman, 681 Markham Street, is a grocer who caters satisfactorily to his nearest neighbors and saves long-distance deliveries.

Mrs. Tomlinson, 968 Bathurst Street, is one of the first grocers on that street, and holds her trade by good friendship and good service.

I. B. Hagan, 638 Bloor Street West, is a grocer who is making money in his

business, while his property is growing in value.

Vaisey & Wilcox, 930 Bloor Street West, are getting a new delivery outfit, that will attract attention, and aid in advertising the firm.

D. McEachern, 934 Bloor West, has the reputation of a successful grocer by keeping a clean, attractive store.

F. B. Robinson, 1218 Bloor St. West, has bought out R. T. Stillman.

INGERSOLL.

Notwithstanding that this is a "between season" local grocers report a steady trade that is very encouraging. Several of the grocers who realize the value of printer's ink are calling special attention to fruits and vegetables, and it is surprising the amount of trade that can be secured through these "talks" in the advertising space. Oranges for marmalade have been extensively advertised and large sales made, while lettuce, green onions, pineapples and other imported fruits are also in good demand.

PERTH.

March 24.—At the next meeting of the Farmers' Club the question of "Potato Growing in This District" will be discussed. The aim of the meeting is to bring about the growing of some one good variety all over this section. This makes the meeting of special interest to grocers. At present potatoes here are so mixed up as to variety and grade that it is impossible for a dealer to buy a car of any one variety for shipment. A representative from the Farmers' Institute branch will address the meeting.

Package seeds are again in evidence everywhere. They are a good line, too, and easily sold. A good margin is obtained and there is no risk when handled on commission.

Miss Wrathall, who, for a number of years has been one of Perth's successful salesladies, was recently married. She will be missed in local grocery circles. Miss M. Taylor has taken Miss Wrathall's position with C. A. Farmer & Son.

A movement is on foot in Smith's Falls to change the early-closing by-law. Those behind the movement want to stay open three nights in a week and close the other three at seven o'clock instead of six.

ST. THOMAS.

March 24.—The markets were well attended last Saturday by the usual sellers but the scarcity of buyers was much in evidence. However, most of the supplies were disposed of. Eggs sold from 20 to 24c. per doz. The market was weak and the prospects are that they will go much lower shortly. Butter was likewise easier and sold from 23 to 27c. per lb.; potatoes sold from 75 to 85c. per bag, and apples are about done. Green stuff was sold, such as rhubarb, lettuce, green onions, etc. No change in meats occurred except that the buyers

paid \$6.90 live weight for hogs instead of \$7.00 per 100 lbs. The two recent advances of ten cents per 100 lbs. each of sugar should stop those dealers who have been selling 20 lbs. for the dollar. The grocers generally are selling 16 lbs. for the dollar and the buyers are satisfied. The cutters should consider that when others do likewise their object is defeated and all lose money thereby and the first to complain are those who begin the cutting.

The grocers are pleased to learn that the Provincial Legislature intends to amend the peddlers' act and state exactly the amount of the license fee to be imposed, thus preventing the magistrates from dismissing the charges on account of the city by-law being prohibitory, in their estimation.

GAIN FOR THE GROCERS.

Through Instrumentality of P. H. Bowyer, M.P.P., Pharmacy Act Has Been Amended.

The proposed amendment to the Pharmacy Act introduced by P. H. Bowyer, M.P.P., East Kent, into the Ontario Legislature recently has been acted upon. The sub-committee appointed to consider the bill have sent in their report and the retail merchants of Ontario and particularly the country merchants, have benefited thereby.

Up to the present time the merchants have been allowed to sell the following articles: Proprietary or patent medicines, turpentine, Epsom salts, senna, alum, borax, castor oil, sulphur, Glauber salts, cream of tartar, carbonate of soda, bi-carbonate of soda and glycerine.

The new bill as passed by the committee allows them to sell the same articles but in addition also the following: Carbonate of magnesia, Rochelle salts, blue stone, copperas, rhubarb root, saltpetre, spirits nitre, solution of ammonia, phosphate of soda, chloride of lime, gum camphor, citrate of magnesia and quinine. All of these were before prohibited.

Carbolic Acid, Too.

As well as the above mentioned articles the merchant will now be allowed to sell freely carbolic acid not exceeding a 5 per cent. solution, hellibore, arsenate of lead and tincture of iodine, provided they are sold in well secured packages distinctly labelled with the name and address thereon, of the person preparing or putting up such packages, and marked "Poison," with the further restriction that the vendor of the above mentioned solution of carbolic acid shall keep a record of the persons to whom he has sold the same.

Mr. Bowyer, when seen by The Canadian Grocer, said he was satisfied with the arrangement and so were the druggists.

The sub-committee in whose hands the matter was left was composed of W. F. Nickle, a Kingston barrister, chairman; Dr. McKay, Dr. Nixon, F. G. MacDiarmid and P. H. Bowyer.

THE CANADIAN GROCER

will be much larger. Cold meats are not as popular in winter with housekeepers as they are in summer when they make as little use of a fire as possible.

TORONTO—Gallon tins of apples have advanced 15c a dozen locally, and export demand is offering 5c higher still. Stocks are low and going off rapidly, green stock being unavailable.

Canned fruit lines are beginning to move fairly free, but wholesalers complain that they expected them to move long before this and is greater volume.

Peas, tomatoes and corn are free sellers among the vegetables, though the first-named are getting very scarce. Fish lines are easing up slightly, that is, they have not been in such demand this week as a month ago. The season for them is hardly over as yet and no uneasiness is felt.

ONTARIO MARKETS

POINTERS—

- Sugar—Another advance of 10 cents.
- Canned Apples—Gallon cans up 15 cents a dozen.
- Raisins—Valencias, firmer; California, easier.
- Peas—Extra sifted out of the market.
- Prunes—Good sellers.
- Teas—Big demand.

Toronto, March 25, 1909.

Still another advance of 10 cents per cwt., is noted in sugars. This makes the third advance since the beginning of the month. The market is very firm. Raw sugars from the West Indies which commenced arriving a fortnight ago at Halifax are still coming to this market, though supplies are not so plentiful as was anticipated. They are coming on a bare market. The U. S. Consul-General at Havana says Cuba will produce 1,400,000 tons of sugar this season.

Valencia raisins are firming up. Because of demand caused by a shortage of green apples, raisins are called on to supply the deficiency. California raisins are easy. The crop was enormous last year and present supplies are more than enough to meet demands. Muscatels may not advance again until the new seeded crop arrives.

Prunes are good sellers, and peas are scarce. Extra sifted peas are out of the market at present. Rice, tapioca and spices are unchanged.

Teas share with sugars the chief interest among grocery lines. The rumored U. S. tariff changes have caused a big demand to be made for all available teas in nearby markets and the local market is pretty bare. Wholesalers are not unanimous as to prices advancing, but it rather looks that with depleted stocks the prices will go up.

Cereals are not moving so well as during the cold weather, and beans are not so much in demand this week.

Business generally is opening up fair—not so much as was expected; still satisfactory. Collections are slowly improving and orders received call for a larger volume of general stocks.

SUGAR.—Since last issue sugar has gone up another 10 cents, and the market is firm at the advance. Raw sugars are arriving, though it is stated not

so freely as was expected. Stocks are in consequence lower. No immediate decline is anticipated.

"Crystal Diamonds," barre's.....	5 95
" " " half barrels.....	5 95
" " " boxes, 100 lbs.....	6 15
" " " " 50 lbs.....	6 25
" " " " 25 lbs.....	6 45
" " " " 5-lb. cartons, boxes 100 lbs.....	8 10
St. Lawrence Crystal Diamond Dominoes, 5 lb. ctas	8 40
rais jumps, in c-rib. boxes.....	5 85
" " " " in 100-lb. ".....	5 75
" " " " in 35-lb. boxes.....	6 95
Red Seal.....	7 10
St. Lawrence granulated, barrels.....	4 80
Beaver granulated, bags only.....	4 60
Redpath extra granulated.....	4 80
Imperial granulated.....	4 60
Acadia granulated, (bags and barrels).....	4 70
Wallaceburg.....	4 50
St. Lawrence Golden bbis.....	4 30
Bright cones.....	4 70
No. 2 yellow.....	4 60
No. 2 ".....	4 50
No. 1 ".....	4 40
Granulated and yellow, 100-lb. bags 5c. less than bbis.	

MOLASSES AND SYRUPS.—Quietly steady is this line. Tinned goods are fair. Maple products have not yet arrived in any quantity. Prices are unchanged.

Syrups—	
Medium.....	1 30 0 35
Bright.....	0 40 0 45
	Per case
2 lb. Tins, 2 doz. in case.....	2 40
5 " " " " ".....	2 75
10 " " " " ".....	2 85
20 " " " " ".....	2 60
Barrels.....	0 13
Half Barrels.....	0 03
Quarter ".....	0 03
Pails, 38 1/2 lbs. each.....	1 75
" 25 ".....	1 25

Maple syrup—	
Gallons, 6 to case.....	4 50
" 12 ".....	4 80
Quarts, 24 ".....	4 80
" 24 ".....	2 50
Molasses—	
New Orleans, medium.....	0 30 0 35
" " " bbis.....	0 28 0 30
Barbadoes, extra fancy.....	0 45
Porto Rico.....	0 45 0 53
West Indian.....	0 21 0 30

TEA.—The market is very active and exciting. Buying on speculation is indulged in by U. S. dealers who anticipate the tax on tea to become law when the Payne bill gets through Congress. As yet prices are unchanged, though with depleted stocks it is hardly natural to expect that prices will not advance for a time at least until the law of supply and demand rights itself.

DRIED FRUITS.—Prunes are good sellers just now, though strange to say, evaporated apples are rather slow. It may be on account of the low prices of some dried fruits. The West bought some evaporated stock, though it is said they are being held in storage at Winnipeg until the green stock is off the market, when better prices are expected to be realized. Raisins are interesting locally. Valencias are firmer on account of scarcity of apples, and Californias are easy on account of over supply. Currants, dates, figs and peels are unchanged in price and conditions.

Prunes—		Per lb.
30-40's, 25-lb. boxes.....	0 10	
40-50's, 25-lb. boxes.....	0 09	
50-60's " ".....	0 08	
60-70's " ".....	0 07	
60-70's, 50-lb. boxes.....	0 07	
80-90 " ".....	0 05	
90-100 " ".....	0 06	
Apricots—		
Choice, 25-lb. boxes.....	0 13	
Fancy.....	0 15	
Candied and Drained Peels—		
Lemon.....	0 10 0 11	0 17 0 20
Orange.....	0 10 0 12	
Figs.....		
Elemes, per lb.....	0 08 0 10	
Tappeta, ".....	0 08 0 04	
Bag Figs.....	0 03 0 04	
Dried peaches.....	0 70 0 08	
Dried apples.....	0 07	
Currants—		
Fine Filletas.....	0 06 0 07	0 08 0 09
Patras.....	0 08 0 06	
Uncleaned, 10 less.		
Raisins—		
Saltans.....	0 07 0 09	
Fancy.....	0 11 0 12	
Extra fancy.....	0 14 0 15	

Valencias.....	0 05 0 06	
Seeded, 1-lb. packets, fancy.....	0 06	
" 16 oz. packets, choice.....	0 08	
" 12 oz. ".....	0 07	
Dates—		
Hallowes.....	0 05 0 05	Fards choicest..... 0 08
Sims.....	0 05	" choice..... 0 07

NUTS.—New Brazils are beginning to come in. Good stock is as yet hard to obtain. By next month reliable nuts should be obtained.

Almonds, Formigetta.....	0 12 1/2
" Tarragona.....	0 13
" shelled.....	0 30 0 32
Walnuts, Grenoble.....	0 14
" Bordeaux.....	0 11
" Marbois.....	0 12
" shelled.....	0 12
Filberts.....	0 10
Pecans.....	0 16 0 18
Brazils.....	0 15
Peanuts.....	0 19 0 12

RICE AND TAPIOCA.—Almost featureless are rice and tapioca. Sales are hardly more than satisfactory and not early so good as six weeks ago.

Rice, stand. R.....	Per lb.	0 03 1/2
Standard B, from mills, 500 lbs. or over, f.o.b.,		
Montreal.....		2 95
Bangoon.....	0 03 1/2 0 08 1/2	
Patna.....	0 05 1/2 0 05 1/2	
Japan.....	0 05 1/2 0 05 1/2	
Java.....	0 06 0 07	
Rago.....	0 05 0 06	
Sedi tapioca.....	0 06	
Tapioca, medium pearl.....	0 01 1/2	

SPICES.—This is generally a quiet line. While prices do fluctuate pretty extensively the volume of stocks carried and disposed of does not create much excitement.

Peppers, blk pure.....	0 14 0 20
" white pure.....	0 22 0 30
" whole, black.....	0 18
" whole, white.....	0 18 0 28
Ginger.....	0 18 0 28
Cinnamon.....	0 25 0 40
Nutmeg.....	0 25 0 40
Cloves, whole.....	0 26 0 35
Cream of tartar.....	0 22 0 25
Allspice.....	0 16 0 19
" whole.....	0 17 0 20
Maize ground.....	0 80 0 90
Mixed pickling spices, whole.....	15 0 20
Cassia, whole.....	0 30 0 25

BEANS.—This has been an off week for demand. The market continues firm. Supplies are none too great.

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

EVAPORATED APPLES.—Demand has dropped off for local consumption, though satisfactory trading has been done in the West. The price, 7 1/2 cents, is unchanged from last week.

TRADE NOTES.

Frederick W. Marshall, general merchant, Mount Dennis, Ont., died last Saturday.

A petition, largely signed, bearing the signatures of nearly all the retail grocers in Hamilton, asking that a by-law be passed keeping fruit peddlers off the streets of the city, was presented to the Markets Committee on Monday. The aldermen decided to make an investigation before taking action, and a sub-committee was appointed for that purpose.

A letter has been received from E. M. Trowen secretary of the Retail Merchants' Association, on the subject of P. H. Bowyer's bill, but owing to its length and the lateness of its arrival it will not appear in The Canadian Grocer until next week. The matter for this week's issue had been arranged for when it was received.

Tea from Canada Going Across the Border

Price to Consumers Will Not be Affected in This Country Even if Payne's Bill Goes Through Congress — Change of Duty on Other Commodities not Important, Say Canadian Wholesalers.

Beyond the fact that a flutter has been caused in the Canadian tea situation by the recently announced changes in the United States tariff, the grocery trade here in Canada is not affected by that pronouncement. This is the opinion expressed by a number of the leaders of the grocery trade in Toronto.

Representative Payne in his bill introduced to Congress a week ago called for among a number of tariff changes, some modification of the duties on grocery lines entering the United States. On starch there is a reduction of $\frac{1}{2}$ ¢ per pound, with the exception of potato starch; tea, which formerly entered free is taxed 8 cents a pound when entered from the country of production, and 9 cents a pound coming from non-producing countries; sugar is reduced five-hundredths of a cent a pound, and dextrin is reduced $\frac{1}{2}$ cent a pound; spices have a duty of 30 per cent. placed on them; and coffee is retained on the free list, except that provision is made that a duty equal to any export duty levied by any exporting country shall be collected on coffee imported from that country. This is meant to offset the export tax of 5 francs per bag placed on coffee imported from Brazil. Increases are placed on lemons, cocoa and substitute coffees. Other lines in which Canadian grocers are interested and on which changes have been made are: Barley reduced from 35 to 15 cents a bushel; cabbages from 3 to 2 cents each, and bacon and hams from 5 to 4 cents.

The Grocer called on a number of Toronto wholesale grocers and tea men to get from them their views as to how the tariff changes would affect trade in Canada, and, as above stated, tea is the only line which shows any perceptible movement and that movement is of a purely speculative character.

Some Tea Going Across.

Arthur H. Paffard, sales manager of Davidson & Hay, did not think the U. S. tariff would affect Canadian trade or products. Just now there were some teas going into the United States, and buyers across the line were picking up all that was available in Canada, which was not much, in anticipation of the duty becoming law. He did not think prices here would change, although there might not be any surplus stock on the Canadian markets for a few weeks owing to this movement, which was a purely speculative one. As to starch and sugars the difference in duty did not amount to much, and would not affect conditions here in Canada. "The United States does not want our starch," said Mr. Paffard, "and we do not want theirs; they do not want our sugar and we do not want their sugar. The consumption of sugar is increasing both in Canada and the United States, and the free importation of 300,000 tons of Philippine sugar would not be much when taken into account with the total amount consumed. However, the bill has not

yet become law and anything may happen before its enactment. In any case with the exception of the present movement of our teas across the border there is no effect on Canadian grocery trade conditions."

No Surplus Stock Here.

G. R. Larkin, of the Salada Tea Co., did not think the Payne bill would affect the Canadian tea trade or prices. Canada had no tea market, and no surplus stock. The supply available here for picking up would not amount to more than 200 or 300 chests. London was the world tea centre and prices there might be affected; but anything at present would be on a speculation basis. The tax on tea was a notification only and might never become law, so any opinions expressed would be simply conjectural.

Mr. Blain, of Eby-Blain, had not read thoroughly the provisions of the bill and could not express an opinion. Offhand, however, he thought that tea was going forward from Canada and other countries to buyers in the United States so that should the bill become law supplies across the border would be large. Prices to United States consumers would be increased ten cents, the amount of the tea tax, but he did not anticipate any advance here, at least not to the consumer.

J. F. Eby, Mr. Blain's partner, was also of this opinion. So far as the other grocery lines were concerned no change in conditions or prices was anticipated, both countries looking after their interests independently. Spices were not exported to the United States from Canada, houses here rather bringing it in than sending it out.

F. J. White, of Minto Bros., said at present there was a good movement in teas across the border, and buyers in the United States were giving two and three cents more than the market prices here. Last week as much as four cents higher than local quotations was obtained. Undoubtedly tea prices would be firmer here, although to the consumer there might be no advance. The present was an unlooked for movement and as such Canadian supplies might be short for a time. It would, however, be a matter of only a few weeks, and then things would right themselves. In the meantime the tea men were experiencing brisk business.

AN ONTARIO ASSOCIATION.

This is Not Favored by F. C. Higgins, a Toronto Grocer—Not Wanted, He Says.

Editor Canadian Grocer;

Dear Sir,—From time to time you take up the question of the formation of a Provincial Grocers' Association, endorsing the proposition, and doing your best to make out a case for the need of such an organization, in order that it might be the means of bringing about

reforms and remedying abuses now existing in the trade.

While I agree with you regarding the urgent need of making the pathway of the grocer more pleasant and profitable, I absolutely disagree with you in your plan to bring about this much-to-be-desired result—in fact, if your views are accepted, and a simple one-line association formed, it requires no great prophetic vision to pronounce its future as doomed to failure. One only requires to pay a visit to the commercial graveyard to see numberless tombstones with the inscription written thereon, "Sacred to the Memory of a One-Line Association. Poor fellow; he meant well, but died from Lack of Strength."

Now, Mr. Editor, why do you overlook and ignore the fact that there exists to-day an organization that has within it the power of remedying every evil that exists in retail trade to-day, and which has proven its claim by its works, and should be supported by every retailer, as well as those who lay claim to be friends? Why you ignore these facts is a stumbling block to many of your subscribers.

Let us review some recent history. Who was it grappled with the trading stamp and rid this country of one of the greatest frauds that ever afflicted its commercial and moral life? Who was it that saved the retail trader from being saddled with two or three times more taxes than they are now called upon to pay? Who was it that saved the day for legitimate retailing in this country and killed the co-operative bill down at Ottawa? Who was it that was up and doing and succeeded in putting into bankruptcy the two co-operative concerns doing business under a provincial charter, with headquarters in Toronto? Who is it that is bearing the burden and advocating the rights of retailers down at Ottawa that they might be free men, enjoying the same rights and privileges granted to other members of the community? Who? And the answer comes back—the Retail Merchants' Association, and then the query comes, Why? Have they been able to do what others failed or never tried, and the answer is, "Unity." The strength of numbers, not grocers only, but retail merchants of all classes unitedly insisting on their just rights.

Don't continue to persistently kick against the pricks. Let us have the joy of seeing the good qualities of The Canadian Grocer turned in the right direction, advocating the cause of the Retail Merchants' Association, and, if needs be, that some particular line of trade—say, the grocers—desire to call a provincial convention to discuss matters of special interest to their particular business, all well and good. That can be done by the sections, but don't keep on advocating the building up of one-line associations, which simply means the weakening of the great work that can be done by all retailers, standing shoulder to shoulder and fighting under one common flag.

F. C. HIGGINS.

Toronto, March 22, 1909.

The Grocer's Encyclopedia From Week to Week

History of the Fig and Its Trade Development—More Than 300 Varieties Known—Found in all Warm Climates—How They are Dried.

FIGS.—The fig (*ficus carica*) is so far as history records the oldest of historical trees and is frequently mentioned in the Bible. It was the flavor of Athens figs that tempted Xerxes to undertake the conquest of Attica in about 480 B.C. There are about 300 varieties of the fig—green, white, yellow, brown and black. Figs are natives of the Mediterranean regions, Syria, Eastern Persia, and Arghanistan. They were cultivated in China as early as the latter part of the 4th century. They now abound in all warm climates, like India, Asia, Africa and Southern America, and the common fig tree is now cultivated all over southern Europe.

It grows 15 to 30 feet high with dark green leaves, rough above and downy beneath. The spores are of very dark violet color, smooth externally, globose in form, and measure from 6 to 8 inches in diameter. The tree in all its parts abounds in a viscid milky juice, even in the unripe fruit. This juice is very acrid, and is said to destroy warts, and in Pliny's time it was thought to cure the bites of venomous animals and mad dogs. The flowers are never apparent to the eye, but are contained in those fruit-like bodies produced in the axils of the leaves, and it is not until one of these is opened that the flowers are visible. What is, therefore, termed the fruit is merely the enlarged fruit-stalk end which has become fleshy, and assumes the form of a hollow body, bearing on its interior walls the flowers or fruit of the fig. These pear-shaped fruits grow out of the limb twice and in some places three times a year—in June, September and a later imperfect crop in December—but this last is very precarious. The pulp of the fig contains over 60 per cent. of sugar. The largest and best come dried and pressed into layers in drums or in small square wooden boxes of ¼ to 14 lbs., from Smyrna in Turkey, the finest being known as Elemes, new crop arriving in the latter end of August or early in September, usually packed in skeleton cases holding 2½ to 3 cwt. Others are pressed into bags of 14 lbs. to 60 lbs. each. Also in mats and baskets. Rush baskets, called "tapnets," are often used. Figs are dried either in the sun or in stoves, and are usually known by the names of the places where produced. They form the greater part of the food of certain peoples in Africa, and even the peasantry in some parts of Spain and Italy. Those from Greece are usually very small in size, very much dried, and packed in barrels or baskets, also threaded upon long strings and not so carefully packed as Turkish—which indeed are the chief growth imported into England. Faro figs commonly come in tapnets of 28 lbs., and boxes of 22 lbs. In Spain figs are largely exported in mats from Ma-

laga and Valencia, and they are more or less abundant in every province. The number of fig trees in the Lepe and Cartaya district exceeds 400,000 and produce some 2,000 tons yearly. The export from Huelva is, however, very small, and most of them come from Cadiz, whither they are shipped in faluchos from Cartaya. In quality these figs are much inferior to Smyrna figs and are principally used for cooking with rice or for making into fig cakes. All Spanish figs have a bluish cast with a sweet and agreeable taste, but the skin is hard and thick. In Syria and throughout the Levant, figs are grown in great abundance, and form the chief food of the soldiers and native inhabitants. They are medicinally a mild laxative, but (unless packed with a good supply of bay leaves) those dried entirely in the sun are frequently infested with small grubs. The cheaper kinds, commercially known as naturals, usually arrive in 56-lb. bags, or cases. They are liable to be affected with "fig smut," a reproductive parasite which commences work in the interior of the fruit, and soon converts the whole into a sooty mass. This insect, known as the *Coccus Rusci*, is especially partial to the fig, but it is also found on other trees..

Allowed to Drop.

Figs are best when thoroughly ripe and not gathered until they drop from the trees, the skin slightly cracked, and the exuded juice adhering on the surface like dew-drops. Figs are generally gathered and cured as follows: A sheet is held under the tree, then the branches are shaken to make the ripe fruit fall. Any bruised fruit is not fit for curing. A bath of strong potash lye is prepared, strong enough to float an egg, and when boiling hot the figs are dipped into it by means of a wicker basket for the space of two minutes, and then again dipped in clear water. After dripping for a short time they are fit for drying either in the sun or in ovens or machines. The figs may then be flattened by pressing by the hands. The sun is best for drying them; but as already stated, flies are apt to lay eggs in them and they may afterwards become wormy. The heat of an oven, on the contrary, is hot enough to destroy the eggs.

Pulled figs from Turkey bring the best prices obtained for the dried kinds and when honestly packed are decidedly among the best. Some unscrupulous shippers use this grade for the upper layers and "naturals" for all underneath.

Italian figs are of very fine flavor, and generally arrive in fine condition. Crystallized figs are preserved in a fresh state. They are very delicate and highly esteemed. They are usually packed

in ornamented boxes containing half a gross of the fruit.

French figs come from the gardens of the south of France, especially about Argenteuil and in Roscoff, but the fruit is eaten fresh and never dried. The blue fig or *Violette de Bordeaux*, is familiar to visitors to the Riviera. It is also grown in Kent, in England. Each year figs are becoming more and more popular, and in view of their gentle laxative action are recommended.

INFERIOR DAIRY BUTTER.

Chief Dairy Commissioner for Canada Writes on the Question—General Quality Improving, However.

By J. A. Ruddick.

There is a great deal of truth in what is said by M. Moyer in his article entitled "The Evil of Making Poor Butter," which appears on page 31 of *The Grocer*, of the issue of March 5th, but I do not agree with him that the average quality of butter in Ontario is not as good to-day as it was 25 years ago.

I am positive that the general quality of the butter has shown great improvement in that time and that is one of the reasons why there has been such an increase in the consumption. At the same time, I am free to admit that there is yet a very large percentage of dairy butter the quality of which is very far from satisfactory. The butter makers, however, are not wholly to blame for this state of affairs. The defects which are found in ordinary roll or lump butter are often due as much to improper handling by the dealers or grocers as they are to methods of manufacture. Much of this butter is held in unsuitable places at ordinary temperatures for days and even weeks. Every trader who deals in farmers' butter should provide himself with proper cold storage for handling it even in small quantities. That this is not done, we have ample evidence from the reports of the refrigerator car inspectors employed by this Branch of the Department of Agriculture. I do not desire to excuse the slipshod methods followed by some farmers in the manufacture of butter, by placing a share of the responsibility on the proper shoulders. I do not mean to say that all grocers are neglectful in this matter. There are many who are provided with good cold storages and protect the butter in every way possible.

I am pleased to assist grocers and dealers as I have in the past to provide this equipment by sending them free of cost plans for small refrigerators which are inexpensive and effective.

TO PREVENT ROT.

A Brandon grocer who has tried the experiment claims that it is easy to prevent potatoes from rotting by placing them in different parts of the cellar in which there is kept a box containing a quantity of lump slack lime. He states that this lime absorbs the moisture which has such a detrimental effect upon potatoes, and in his case has resulted in keeping his stock of this commodity always in good condition.

We announce this week that the sales of

“MELAGAMA”

are increasing daily—a tribute to its popularity.

Re Bulks, wide awake grocers have been keeping abreast with the times in the matter of their purchases. **A Sharp Advance** has been occasioned by the proposed duty on teas entering the United States. **If you have not bought—do not delay.** We have **plenty at the old prices**, if acted upon at once.

Information and samples cheerfully forwarded

MINTO BROS.

TORONTO

“What It Does”

put Fels-Naptha soap “where it is,”—on a firm foundation of popularity with women—and the same qualities keep it there. After all, the only thing that counts is “Satisfaction.”

BOULEVARD SHOE DRESSING



For Ladies' and Children's Boots and Shoes

YOU SHOULD SELL IT BECAUSE

IT gives a beautiful finish—Requires no rubbing—Is guaranteed not to injure the leather. is neatly put up in four ounce bottles, will certainly be asked for again, has never brought us a complaint, can be had of all jobbers.

Manufactured only by

The American Dressing Co., Ltd.
Montreal



Ask yourself these questions.

Do you want

- a grocery clerk
- a driver
- to buy a store
- to sell your own business
- any new fixtures, showcases, counters, scale or desk
- a position as clerk
- as manager, buyer
- a position as traveller?

Try a want ad. in

The Canadian Grocer

It costs you only 2 cents per word for first insertion, 1 cent per word for subsequent insertions.

Please Your Customers

and they come back.

When they ask for Baked Beans, give them the kind that are really *baked*.

HEINZ BAKED BEANS

(In the Heinz Improved Tin)

are oven-baked, dry and mealy—like the Boston home-made kind. That's the reason there are more Heinz Baked Beans sold than any other kind.

Anything that's  is safe to sell.

H. J. HEINZ COMPANY

New York Pittsburgh Chicago London

WE ARE NOW BOOKING ORDERS FOR
EASTER. YOU WILL WANT FINEST
STAR BRAND SUGAR-CURED

Hams and Sugar-Cured English Breakfast Bacon

THERE ARE NONE
FINER than FEARMAN'S

Order Now

F. W. Fearman Co.

LIMITED

HAMILTON, ONT.

Plain Figures that
prove the Superior
Quality of



Reindeer Milk and Jersey Cream

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

Reindeer Milk 7½% richer

Jersey Cream	8.05
Highest of other Brands	7.10
	.95

Jersey Cream 13% richer.

Figures taken from Government Bulletin No. 144

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

Your Provision Business

can be mightily "gingered up" by handling goods that are "wanted" again. That's the distinguishing characteristic of

Ryan Brand Pork Products

They prove so delicious that your customers want them continually. And, remember, the government food inspector has put the stamp of approval on them.

GET OUR PRICES NOW!

The Wm. Ryan Co.

LIMITED

70-72 Front St. East Toronto

Produce and Provision Situation of the World

Not Many Canadian Cured Meats Going to Britain—Talk of a Deputation to Denmark to Look Into Situation There—Butter Moving Somewhat Better—Canadian Cheese Scarce.

The provision situation attracts attention all over the country. It is a fact that very little of our cured meats are shipped to England and that that market is largely supplied from Denmark, which is causing some alarm. Some are even advocating the advisability of asking the government to appoint a deputation to visit that country and find out what is "wrong in Denmark" or perhaps what is "right in Denmark." They seem to have excelled us in butter making, and apparently they are doing it in raising hogs. Several representatives have been sent in former years from here to look into their dairy industries and whether they brought back any useful improvements or not is not known, but our farmers went on making good and bad butter the same as before. If the results of a visit to that country in relation to the hog raising industry would be no better, it would be money wasted. In Denmark the people are Danes, who are all industrious and are working harmoniously on certain well laid out plans, but in this country we have different nationalities, who all work more or less on lines laid out by themselves. Some of our people can stand prosperity and continue to attend closely to business, but others can not. Our farmers for a number of years have been getting high prices for everything they produced, and now should be well fixed financially and will not drive their farms with the same energy they did some years ago. In consequence dairying and hog raising are somewhat neglected.

Stocks of cheese are in very small compass in Canada. Colored has practically disappeared from the market. It has been said, that not more than 2,500 or 3,000 boxes could be bought on the Montreal market at the present moment. It is hard however, to make the Englishmen believe this. They seem to have the impression that there are ample supplies here. Receipts at Montreal for the season since May 1, 1908, have been 1,958,978 boxes, against 2,053,792 boxes, for the preceding year.

There has been an improved inquiry generally, for butter during the last week. Last week over 1,600 pkgs. was exported to England. So that during the past week or ten days quite a large quantity have been moved out, besides what has gone into retailers' hands.

MONTREAL.

PROVISIONS—There are no new features in the local market prices, all lines being steady, and a good trade is passing. Fresh killed hogs are selling at \$10.50 to \$10.75; Manitoba dressed at \$10 to \$10.25 and country dressed at \$9 to \$9.50 per 100 lbs.

Compound Lard—	
Tierces, 375 lbs.	0 09
Parchment lined boxes, 50 lbs.	0 09 1/2
Tubs, 50 lbs.	0 09 1/2
Wood pails, 20 lbs. net.	0 09 1/2
Tin pails, in cases	0 09
Heavy Canada short cut mess pork, in bbls.	23 00 23 50
Selected heavy Canada short cut clear boneless pork	24 00 24 50
Very heavy clear pork	25 50

Plate beef, 100-lb bbls.	7 75
" 200 "	15 00
" 300 "	22 00
Pure Lard—	
Tierces, 375 lbs.	0 13 1/2
Boxes, 50 lbs., grained.	0 13 1/2
Tubs, 50 lbs.	0 13 1/2
Pails, wood, 20 lbs., parchment lined.	0 13 1/2
Tin pails, 20 lbs., gross.	0 13 1/2
Cases tins, 10 lbs., each	0 13 1/2
" 5 "	0 13 1/2
" 3 "	0 14
Dressed hogs, fresh killed.	10 50 10 75
" Manitoba	10 00 10 25
Country dressed	9 00 9 50

BUTTER—The condition of the market is decidedly weak, and very little business is passing. There is no export demand. Fresh creamery prints have shaded off a half cent.

Fall creamery, solids	0 22
Fresh Creamery, solids, 1'	0 21 0 22
prints, lb.	0 22 1/2 0 23
Dairy, tubs, lb.	0 16 0 17
Fresh large roll	0 18 0 19

CHEESE—Cheese is getting into almost microscopic compass. Colored is an unknown quantity now. Cheese available now will be all cleaned up at end of week.

Cheese, old	0 15 1/2 0 16
" large	0 13 1/2 0 14
" twin	0 14
" small	0 11

EGGS—An easy feeling prevails in the market this week, and if the liberal receipts continue, lower prices will prevail next week. Quotations have shaded off two cents since last week.

HONEY—The undertone of the market is firm, demand is small. No changes have taken place in the prices.

White clover comb honey	8 13 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 50 lb. tins	0 10 0 11

POULTRY—All kinds of poultry continue scarce, which gives the market a firm tone, although demand is light. Buyers don't seem to relish the high prices, and are keeping away.

Spring chickens, per lb.	0 17 0 18
Young ducks, per lb.	0 12 1/2 0 14
Turkeys, per lb.	0 19 0 20
Geese, dressed	0 10 0 12
Ducks	0 12 0 14

TORONTO.

PROVISIONS—Hogs are from 15 to 20c per 100 lbs. live weight cheaper. The cause of this cannot well be arrived at. These changes naturally happen between the buyers and the farmers. The farmers who would like to have their own way all the time and in everything, claim this interfering with the top price which they alone seem to recognize as the right one is probably the reason why farmers do not raise as many hogs as they used to. The whole business is "hoggish," but they claim that the hog is under their control and they have a moral right to be so in order to regulate the prices. It is claimed that the consumption of bacon and cured meats generally in Canada has increased 100 per cent. during the last few years, and this is the reason for the great demand for hogs as well as the high prices. This has been brought about through the excellent quality of the bacon produced by the packers, and they claim that the

farmers are not entitled to all the profit.

Long clear bacon, per lb.	0 12 1/2 0 12 1/2
Smoked breakfast bacon, per lb.	0 15 0 15 1/2
Roll bacon, per lb.	0 11 0 11 1/2
Light hams, per lb.	0 14 0 14 1/2
Medium hams, per lb.	0 13 1/2 0 14
Large hams per lb.	0 13
Shoulder hams, per lb.	0 10 1/2 0 11
Bacon, plain, per lb.	0 16 0 16 1/2
" pos meal.	0 16 1/2 0 17
Heavy mess pork, per bbl	20 00 21 00
Short cut, per bbl	23 50 24 00
Lard, tierces, per lb.	0 13 0 13 1/2
" tubs	0 13 0 13 1/2
" pails	0 13 1/2 0 13 1/2
" compounds, per lb.	0 08 1/2 0 11
Dressed hogs	9 50 9 75
Live hog f.o.b.	6 75 7 00

BUTTER—The butter market is slowly, but surely recovering from its "sick" condition, and all think the worst is over. Real good butter is in good demand, but the large quantity, which is very much below the required quality, is still puzzling the dealers to find out how to get rid of it. Prices are about the same as last week.

Creamery prints	Per lb.
Creamery solids	0 21 0 22
Farmers separator butter	0 21 0 23
Dairy prints, choice	0 18 0 19
" ordinary	0 15 0 16
" tubs, choice	0 16 0 17
Large rolls	0 16 0 17
Baking butter	0 13 0 15

CHEESE—The stocks of cheese are very light, and prices firm, but very little is changing hands, except to supply the local demand.

Cheese, large, prime	0 14 0 14 1/2
" twins	0 14 1/2 0 14 1/2

HONEY—Those who are wise enough to use honey as a regular food are now tapering off and are looking for maple syrup to take its place. This delicious, but much abused article of food comes principally from Quebec. Very few have any idea of the extent of this business in that province. The entire annual output runs as high as 15 million pounds, and some tap as many as 5 and 6 thousand trees. Five or six trees will average a gallon of syrup each season. Almost all have up-to-date evaporators, and the business carried on in an up-to-date fashion. With some this is their principal income. There is no new maple syrup on the market yet, although it was sold, and guaranteed as this year's maple syrup in one of the large stores in the city, over three weeks ago.

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

POULTRY—Very little poultry is on the market, and prices are high and all that comes in is readily picked up.

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

EGGS—This is the time of the year, when eggs are at their best. All old stock is sold out. The receipts are large, and more than supply the demand. Although a drop of from 2 to 3 cents has occurred. Since last week, a further drop is looked for. Everybody is expecting this and all buy only from hand to mouth, and in consequence prices have to be adjusted to keep them from accumulating. It is, however, not likely that they will be much lower before Easter. In order to get the highest prices possible before they get still lower farmers are rushing them in, which accounts for the heavy receipts. As soon as they get a little lower they will begin to use more themselves and the supply may not meet the demand, and prices may stiffen up for Easter.

Fresh eggs	0 18 0 19
------------	-----------

Thousands of Dollars Lost in Butter Buying

Dealers Buy too Heavily Last Autumn and at too High Prices—Prices get Above English Market and Export Demand is Curtailed—The Producer Benefits and the Dealers Learn a Lesson—Butter From Western Canada.

Butter dealers, declines, and dollars lost—in brief represents a story too well known by many in Canada who figured on better prices and who were wrong. Thousands of dollars have been lost by these dealers and the farmers are in the money, according to men who are in the trade.

The cause in a nutshell seems to be that dealers last autumn bought up large quantities of butter at good prices, expecting a market similar to last year, when good prices prevailed. Things simply went against them the way they are apt to do in any deal and many have lost money.

Last year about this time dairy butter was sold at from 27 to 30 cents, while this year it is away down to 24 and 22 cents. Creamery last year was up to 32 and 33 cents, but now it can be purchased for seven cents less. In an endeavor to get at the cause of this condition of affairs and to find something about the butter situation generally, The Grocer interviewed a number of produce dealers in Toronto this week and found that the chief cause was the fact that the Canadian makers got above the English prices and it became impossible to ship butter to our principal customer and the market went broke.

Montreal Loses Heavily.

In discussing the situation Wm. Ryan, of Wm. Ryan Co., wholesale provision dealers, said he would not be surprised if between \$15,000 and \$20,000 were lost by Toronto wholesale houses carrying butter, but that Montreal was by far the heavier loser.

"Butter was too high here at the price it was placed at," he said, "and it was impossible to export to the Old Country. The merchants were looking for very high prices in February when the Canadian manufacturers got their prices above what was paid on the English market and the butter was left here on our hands as the Old Country is our best market.

"If England had to depend on Canadian butter alone all would have been well, but she hasn't, and she could buy cheaper elsewhere. She gets butter from Denmark, Australia and many other places. Although several will lose money, it will have a good effect on the price next year and will aid in cutting out a lot of foolish speculation.

"Last year the export demand was good and this continued all through the summer. But this year the prices got too high because the dealers bought too high and other countries came into the English market in competition."

"Was any poor butter in former years used for making oleomargarine?" was asked.

"No; oleomargarine was never allowed to be made in this country so far as I know," said Mr. Ryan.

"Does any butter come in from the West?"

"Oh, yes; Winnipeg sends some quantities east, but that chiefly goes to Montreal," he added.

Dealers Pay Too Much.

Andrew Gunn, of Gunns, Limited, also stated that many dealers had lost money.

"They paid too high prices last autumn," he said, "and the fact that there were too many stocks and low prices caused the heavy losses."

"Oleomargarine was never allowed to be manufactured here, but some years ago butter was renovated by melting down poor stuff and making it over. There is a law prohibiting this now and I think it is a mistake, as it has caused a great loss to the country."

Cause of High Prices.

"Conditions last year were vastly different from this year," said T. H. Smith, of T. H. Smith & Co.

"A year ago the butter was practically all used up by January 1st, and dealers had to depend on what was being manufactured after that. Why, in one month we paid 33 cents for 15,000 lbs. creamery butter—the entire make of one factory—and the fact simply is that dealers hung onto butter this year and the prices went down. If they had held as much last year the prices would not have been inflated."

"Did the demand fall off during the winter?"

"Certainly, if prices are high the demand is always limited—it's the same way with eggs, very few of which are carried by retailers if the prices are up. There has been butter brought from the West, but the quality is not good and so far, not a factor in Toronto, as it is only used by bakers. There are seasons in the West when they make more than they need, and sometimes the quality is not good. This is shipped east and good butter from Ontario takes its place in the West."

The Producer Benefitted.

"It is claimed that the dealer makes the money when butter prices are high, but this is not right—it is the producer who has been getting the best of it. High prices are bad for us, because it cuts into our profits. Making a cent on sixteen is much better than making one on thirty."

"The quality of the butter during the last ten years has been generally improved a great deal. There are many people who probably do not consider this correct, but the fact is their taste for butter has been developed greatly

on account of the good quality turned out by the creameries. The general public want a better article than they were satisfied with ten years ago and butter is "inferior" now because the public taste is educated."

"The worst butter we get in the year is during the week or two in which the cattle are first turned out on the grass and this deficiency is hard to get over.

"But the fact remains," concluded Mr. Smith, "that the farmers got the money that the so-called speculator lost by holding the butter over from last autumn. Some, of course, unloaded at a little profit, but the price originally paid was too high."

Albert Thompson of the Canada Sugar Refining Co., Montreal, was in Toronto for a few days last week.

SITUATION WANTED.

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

White House Coffee

The best there is. Ground or whole, in 1-lb. tins.

WRITE

W. H. ESCOTT
(Wholesale Grocery)
BROKER

Winnipeg

Canada

BARRELS

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

H. CARGILL & SON
CARGILL, ONTARIO.

SALT

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

TORONTO SALT WORKS
126 Adelaide Street E., Toronto

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

USE **OVAL WOODEN BUTTER DISHES.**

THOMAS BROS., St. Thomas, Ont.



Just Read the Directions!

GROCERS—

get familiar with the many uses of

GILLETT'S LYE

and recommend it to your customers for making soap, cleaning of all kinds, and as a disinfectant. It's a sure trade bringer. REFUSE SUBSTITUTES and the various "Just as good" kinds. They may cost you a few cents less per case, but do they pay you as well as the old reliable—the standard—**GILLETT'S LYE**?



GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

The Trade's Co-operation

The co-operation of the trade with the advertising campaign of CLARK'S CANNED MEATS has resulted in good profits to them.

This campaign showed dealers there was a bigger net profit in handling well advertised goods of high quality than in selling unadvertised and probably inferior goods.

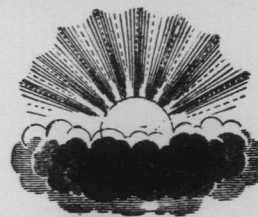
My present advertising campaign is now on. It includes

- Clark's Corned Beef
- " Ox Tongue
- " Pork and Beans
- " Potted Meats

Make your stocks complete and be ready to meet the demand.

WM. CLARK

Manufacturer
MONTREAL



"Sun Burst Oil"

(WINTER PRESSED)

Highly Recommended by
the Leading Chefs for

Table and Kitchen Use

Guaranteed under the Pure Food Act.

Chausse & Co.

Managers of
Kentucky Refining Co., Incorporated

Write for Prices and Samples

322 East Notre Dame Street

Montreal

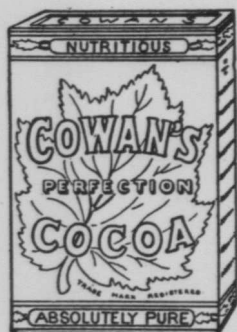
Phone M. 3938

Cowan's

Cocoa and Chocolate

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

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



COWAN'S
The Cowan Co., Ltd.
Toronto, Canada

CANADA :

No better
Country



MOTT'S :

No better
Chocolate

It isn't TALK that does the work.
It's QUALITY that wins out. That
is why

MOTT'S

"Diamond" and "Elite" brands of Chocolate

have for over a quarter of a century held
the confidence of the Canadian house-
keeper.

There's no argument about this, at all. It's a fact.
If you have not handled MOTT'S before, get them into
stock. They will prove a profitable staple for you.

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

SELLING AGENTS:

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

Canadian made Licorice
Y&S BRAND
All Druggists.



SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5c. bags.

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

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery
and drug trades.

Price Lists and Illustrated Catalogue on request.

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto

PROVINCE OF QUEBEC and MARITIME PROVINCES
W. H. Dunn, 394 St. Paul St., Montreal

MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg

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

By Royal



Letters Patent

Nelson's

Opaque, Brilliant,
Isinglass, Leaf,
and Powdered **Gelatine**

NELSON'S

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

Nelson's

Gelatine
and
Licorice **Lozenges**

NELSON'S SOUPS
(SIX VARIETIES)

Sole Proprietors and Manufacturers of

GORDON'S GRANULATED GRAVY

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

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

News of the Flour, Feed and Cereal Markets

Change of Rates After First of April Will Likely Affect Demand for Flour and Cereals—Prices Remain Firm—Scarcity of Feed Reported.

March 23—The freight rates become lower by the first of April and in about ten days later navigation will open along the Atlantic coast which will mean an impetus to the flour and cereal markets here. Flour has not changed in prices since the last quotations but millers claim it should have advanced. There has been some inquiry from Glasgow, Scotland, during the week but otherwise outside demand is not great.

The call for cereals is reported good with considerable export demand. Newfoundland and Prince Edward Island will be bigger features in this trade when navigation opens. An inquiry from a retailer has been received by The Grocer as to whether a cereal known as "rolled barley" was on the market or not. It has been found that some of the milling companies carry these goods.

Feed is reported scarce by millers and the demand can scarcely be supplied.

MONTREAL.

FLOUR—One local large milling firm, report business very good, while another, state that they are not excessively busy. It is said, buyers took full advantage of the low prices which prevailed a short time ago, consequently have sufficient stock for their requirements, for the present. No stock is moving for export trade.

Winter wheat patents.....	5 50
Straight rollers.....	4 70 4 80
Extra.....	4 00 4 10
Royal Household.....	6 00
Glaciers.....	5 40
Manitoba spring wheat patents.....	5 80 6 00
" strong bakers.....	5 30 5 50
Five Roses.....	5 80
Harvest Queen.....	5 30
Anchor Brand Sovereign.....	5 80
Anchor Brand Manitoba Patent.....	5 30

ROLLED OATS—The trade are complaining that they have difficulties in getting deliveries of stock. The market is very firm, and trade is fairly brisk. No changes in prices have been recorded.

Fine oatmeal, bags.....	2 72½
Standard oatmeal, bags.....	2 60
Granulated.....	2 60
Gold dust cornmeal, 98-lb bags.....	2 10
White cornmeal.....	2 00 2 05
Rolled oats bags.....	2 55
" bbls.....	5 35

FEED—The representative of one large milling concern, stated when asked if bran was scarce: "Yes indeed, and every other kind of feed too. We are sweating blood to get enough to supply the demand." Most millers will not sell bran, unless it is accompanied with an order for a round lot of flour. These remarks apply to practically all lines of feed. No quotable changes are recorded during the week.

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

TORONTO.

FLOUR—The price of flour has not yet been able to advance despite the firm markets in wheat. One miller stated to

The Grocer to-day that flour prices should be much higher. "We are all held back," he said, "by the war among a few of the millers. Yesterday I saw a car of flour offered for sale that was cheaper than the wheat to make it could have been bought." There is a considerable inquiry from Newfoundland and the Maritime Provinces and this will be better next month. There are no immediate prospects of a rise in flour prices.

Manitoba Wheat.	
1st Patent.....	5 70 5 80
2nd Patent.....	5 40 5 50
Strong bakers.....	5 10 5 30
Winter Wheat.	
Straight roller.....	4 80 4 90
Patents.....	5 00 5 20
Blended.....	5 30 5 40

CEREALS—The opening of navigation about the middle of April is expected to have a good effect on the cereal market. Local millers say there is at present a good demand for rolled wheat, rolled oats and oatmeal and a number of inquiries are in from the eastern provinces.

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

TRADE NOTES.

Wm. McGuffin, grocer, London, is selling his business.

R. Finley & Son, general merchants, has compromised.

Herbert Carter, grocer, Toronto, has sold to L. Miller.

The Dominion Sugar Co., Berlin, has obtained its charter.

John McKellar, Avonton, Ont., general merchant, is dead.

H. P. Boyd, grocer, Hamilton, has sold to H. G. MacInnes.

Mrs. Jos. W. Wright, grocer, London, is succeeded by G. W. Cooper.

Brown Bros., grocers, Ottawa, has been succeeded by Miller & Watson.

Clara F. Steele, grocer, Toronto, has sold her stock to W. A. Vary.

The assets of N. Albert, general merchant, North Bay, are to be sold.

J. A. Charlton, grocer, Fort William, has been succeeded by J. McKeown.

Wm. J. Cain, general merchant, Port Lambton, Ont., has sold his business.

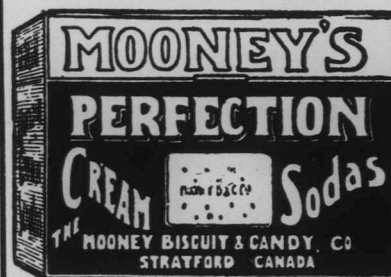
Doyle Bros. & Co., general merchants, Smith's Falls, have discontinued business.

M. J. O'Neil, general merchant, Osceola, Ont., is succeeded by P. W. Mulligan.

Waters & Buck, Norwood, Ont., have purchased the general store business of R. W. Waters & Son and Buck and Buck. The two stores will in future be carried on as one.

The Grocer has received a copy of the convention number of "The Canner," containing a complete report of the proceedings of the recent convention of the National Canners' Association at Louisville. The number is a very creditable one and a good example of typographical art.

**They Attract the
Paying Trade**



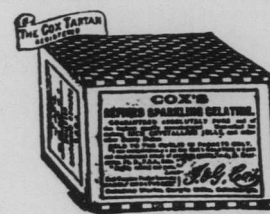
This is why you should stock those crisp, delicious and nutritious Cream Sodas known all over as

MOONEY'S PERFECTION

They are just what their name implies—the acme of excellence, quality and flavor.

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

STRATFORD, - CANADA



**COX'S
GELATINE**

When asked for GELATINE supply COX'S and you cannot go wrong. it is PURE and will do its work WITHOUT FAIL.

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

Preservatives that Have Stood the Test of Time

Chief Analyst of Laboratory of the Inland Revenue Department, Ottawa, Advises Their Use—If Others are Needed
Benzoate of Soda is Best in the Light of Present Knowledge.

By A. McGill.

In reply to yours of the 8th inst., I shall have no objection to furnishing you with a brief account of the present status of sodium benzoate as a food preservative.

In bulletin No. 126 of this departmental laboratory I brought together such authentic information regarding preservatives in general, as I had been able to verify at the date of that publication, Sept., 1906.

The available data regarding sodium benzoate, as a preservative, was very meagre at that time. H. Lefmann, (The Analyst, 1899, 102) reported that this article had little or no retarding influence upon the digestive enzymes, in the quantities necessary for food preservation. A. Weitzel, (Analyst, 1902, 271) showed that sodium benzoate re-

tarded the coagulation of milk by rennet. Positive evidence against this preservative did not exist, to the date of publication of United States food inspection decision, No. 76 (July, 1907), which made the official announcement that no prosecutions would follow the use of sodium benzoate as a preservative, in quantities not exceeding one-tenth of one per cent. in foods which had generally contained this preservative. This position was reiterated in decision No. 89 (March, 1908), and again in decision No. 101 (December, 1908). The fact of its presence was required to be stated on the label. A very comprehensive digest of recent investigation regarding sodium benzoate will be found in the Chemiker Zeitung, of 30 Sept., 1908 (Dr. K. B. Lehmann).

Unconvincing Investigations.

It must be granted that most of the investigations on record are unconvincing as to the safety of employing sodium benzoate as a food preservative. This is due chiefly to one or more of the following reasons: (1) The digestive experiments have been made in glass. i.e., under other than normal conditions. (2) The experiments as to physiological effect have been made with abnormal quantities of the salt, or upon individuals, whose personal idiosyncrasy and susceptibility are unknown. (3) They have not been continued long enough to make a satisfactory study of cumulative and secondary effects.

The Department of Agriculture of the United States recently authorized a study of sodium benzoate as a preservative, employing a number of young men as subjects, so as to eliminate individual idiosyncrasy, and continuing the administration for considerable periods. In his report of the results, Dr. W. H. Wiley, (Bull. 84, Part IV.) sums up conclusions as follows: "The administration of benzoic acid, either as such, or in the form of benzoate of soda, is highly objectionable, and produces a very serious disturbance of the metabolic functions attended with injury to digestion and health."

Opposite Opinions.

On the other side of the question we have the pronouncement, made in January last, of the Board of Experts, with Prof. Remsen, of Johns Hopkins University, at its head. This board was appointed by the President of the United States, for the purpose of advising him in connection with administration of the pure food law. The board caused experiments with benzoate of soda to be carried out, in much the same way as Dr. Wiley's tests were made; but the conclusions reached are diametrically opposed to those found by Dr. Wiley. "Sodium benzoate, in small doses, mixed with food, is without deleterious effect." Even large doses are found to be, "not poisonous in the general acceptance of the term."

Both sets of experiments appear to have been carried out with care and an honest endeavor to get at the truth. It is evident that the question needs still further research. I may be permitted to question the conclusiveness of any inferences drawn from experiments upon healthy young men. This much is indeed certain, that had these young men been definitely injured by taking sodium benzoate, that fact would have condemned its use as a preservative. But that healthy young men should suffer no serious injury from a few weeks' treatment with benzoated food cannot be considered as demonstrating the harmlessness of benzoates as food preservatives. The human system, at its best, has a wonderful recuperative power; a fact quite well known to everybody. But food consumption is not restricted to healthy young men; we must consider women and children, the aged and invalids, as well as great numbers who, without being invalids, in the strict sense, cannot be described as healthy young men. It is clearly a difficult thing to plan a course of experiments whose outcome should finally decide the matter. If tests made with healthy young men are open to question, it is undeniable that tests made upon unhealthy



Poor Bread?

There's a remedy—no necessity of being content with a dead, tasteless loaf, or even ordinarily good; you should have beautiful bread, and

Anchor Brand Flour

will produce the results so much desired
—always and all ways

Good Bread

Manfd. by
Leitch Brothers Flour Mills,
Oak Lake, Manitoba.

Let The Women Vote

Read Our Next

(5) "THAT
NIGGER
IN THE
WOODPILE."
(5)

April 2, 1909



Five Roses Flour

TO KNOW *good* flour, that's the question. There's not a single dealer who would *deliberately* risk his "good will" on poor flour for mere *cheapness*' sake, but all flours *look* alike to the unexpert. How can he discriminate between *good* flour and "make believe?"

Remember the expedient to tell a mushroom from a toadstool: Eat them. If you die, it's a toadstool; if you don't, it's a mushroom. Alas and alackaday, when your trade is dead it's mighty slim consolation to know the flour that killed it!

That's why we say: *Let the Women Vote.*

The housewife is a *connoisseur* in floury matters—she knows *what good flour is*. Let your own people make a FIVE ROSES test—compare results as against any other flour on the market to-day *bar none*. We're willing, nay anxious, to risk our chances of *your* trade on this vote of the womenfolk, *even if other flours are not*. It's an *unbiased* vote between FIVE ROSES and the other fellow's flour.

Some of the brands offered you *looked* promising, but it's one thing to *promise* and another to *pay*. You see, FIVE ROSES *isn't a mixture of good wheat and—not so good*: it's the purest extract of the best *hard* wheat that Western Canada grows milled without a flaw in the *water power* mills at Keewatin *without smoke or soot to mar its spotless purity*.

And not a bit is wasted—it's *all* good flour, FIVE ROSES. We know one woman who pounds with a rolling pin on each barrel bottom to rattle out enough flour for a last batch of delicious biscuits. Isn't that goodness to the last grain? Oh, we know *already* the verdict of the *good* cooks. That's why we say—let *them* vote.

Think of the trouble saved by handling only the flour the women like. FIVE ROSES comes higher than *some*, but not as high as the bread rises over that made from a "make believe" brand. Ask the women about FIVE ROSES—*right now*.

LAKE OF THE WOODS MILLING COMPANY, Limited

Address the nearest office

Montreal, Toronto, Ottawa, London, St. John, N.B.

old men would be equally useless. There is, however, a generally accepted principle which will apply to this, and all similar cases. Substances taken into the digestive system which themselves have no nutritive value, must be eliminated from the system either unchanged, or changed to no advantage. Thus profitless work is put upon the excretory organs, and work, possibly of an injurious kind, and at best of a profitless kind, upon the enzymes and other metabolic agents which operate our internal economy, and whose results we call life. The kidneys, in particular, have a hard time of it, in this regard; and everybody knows how rare a thing it is to find an individual who, after fifty years of age, is perfectly sound in the kidneys. It stands to reason, then, that it cannot be other than unwise to put any additional work upon these (and other) excretory organs, short of absolute necessity.

Apply Common Sense.

It is further to be remembered that to subject one's self for a period of weeks to a course of benzoate of soda, or other preservative, is a different thing from accepting the use of such drug as a daily and lifelong addition to one's food. They tell us that an occasional "spree" does less injury to a man, than a course of long-continued moderate drinking. All of which merely means the application of common sense to this problem of food preservation by chemicals.

That Have Stood the Test.

If we can get fresh food, by all means let us do so. Next best, let us preserve our foods by methods of sterilization or desiccation or cold storage, or hermetical sealing in vacuo, which introduce no foreign substance into the food. Where all these methods prove unavailing, and we must have preservatives added, let us prefer those that have stood the test of long experience; common salt, sugar, etc. When, for any reason, these do not meet our requirements, we must, of course, call in the aid of chemical preservatives; and, in the light of present knowledge, I do not know that any of the newer and effective preservatives is to be preferred to benzoate of soda.

But let it be clearly understood that this is a very different thing from saying that I am convinced of the entire harmlessness of benzoate of soda, as a food preservative.

ASKS TAX ON INCOMES.

Strong Letter to Payne on Behalf of the Working Men of United States.

Washington, March 22.—In a letter written by Wayne MacVeagh, former cabinet officer and brother of the present secretary of the treasury, to Seneca E. Payne, chairman of the ways and means committee of the house, he protested strongly against the proposed

taxes on foods instead of on incomes. He called the sugar duty "infamous" and on behalf of the laboring men and women protested that anything more should be added to burden them.

His letter in part says:

"If new taxes must be imposed, why should the colossal incomes and the colossal accumulations of the possessors of what Mr. Carnegie himself calls 'surplus' wealth continue to be exempted from proper taxation? It is an axiom among students of the subject that private property, to be entitled to respect, must show it has been earned and not merely appropriated, that is, that it must be able to show a service to the community fairly equivalent to the sums taken from the community.

"Now of all possible subjects of taxation surely the 'surplus' wealth which can make no such showing that it has been really earned is the least open to objection and a properly graduated system for taxing such unearned incomes and unearned accumulation will give you all the revenues you need and without causing to the persons so taxed the loss of a single luxury."

The letter was written before the tariff bill was reported to the house.

People get tired of seeing the same things in the same old place day after day. Change things around. It will make the old stock look like new goods to give it a shift once in a while and clear the dust off.

Important Notice

**Mason's
Number One Sauce**

REDUCED PRICES

Small Bottles - - - \$1.40 doz.
Large Bottles - - - 2.25 doz.

Prepared by
GEO. MASON, (The Original), From
London, England

ALL JOBBERS

THE MASON, MILLER COMPANY
Toronto, Canada

Agents Wanted

SUCHARD'S COCOA

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

FRANK L. BENEDICT & CO., Montreal
Agents.

48 Highest Awards In Europe and America

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



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

Registered U. S. Pat. Off.

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

French Vermicelli and Macaroni

The only factory in Canada producing these goods.

H. CONSTANT
Manufacturer

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

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.**

OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas
Clean and White

Quebec's leading Flour and Grain
House.

C. A. PARADIS, Dalhousie St., Quebec

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

How Christie's Biscuits Sell More Than Biscuits—

A NEW grocery store was opened close to the best residential district of one of our largest cities. It was well located and splendidly fitted up.

In passing, Mrs. — was attracted by its bright, clean appearance.

She thought of it next morning as she was going to the phone to order her supplies. Some of the articles on her list she wanted in a hurry. She decided to try the new store.

After getting the number, giving her name, and receiving assurance that quick delivery would be made, she started to read off her list —

"A three-pound tin of Christie's Zephyr Cream Soda Biscuits." —

"I'm sorry, madam, but we haven't got them in stock yet. We have —'s and —'s, though, if they will do," said the clerk.

"That's too bad," replied Mrs. —, "for we never use any but Christie's. No, the others won't do."

"We will be glad to get Christie's for you and send them up as soon as possible."

"I'm afraid they wouldn't get here in time. I'll have to order them somewhere else."

"If you will let us fill the rest of your order we will send the goods up at once," urged the clerk.

"Well—no, I'll get everything at one place. Then I'm surer of having it delivered quickly," said Mrs. —

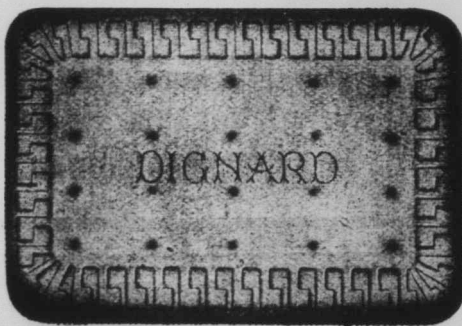
Just because he didn't have Christie's Biscuits, the new grocer lost his whole order, and probably many subsequent ones from the same source.

When he heard from his clerks of this and several similar occurrences, he figured that the little extra profit which had induced him to give other biscuits the preference over Christie's, counted for a good deal less than nothing alongside the trade he was losing.

Then he saw, very clearly, what Christie, Brown & Co's. traveler meant when he said that Christie's Biscuits sold more than biscuits.

Christie, Brown & Co., Limited

DAILY CAPACITY 30,000 LBS.



Dignard
Limited

BISCUIT
MANUFACTURER

MONTREAL



Ask the Housewife

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

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

Do YOU Sell It?

The Canadian Cocoanut Co., Montreal

The delicious flavor of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.



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

W. H. ESCOTT,
Winnipeg

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



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails,
½ doz. in crate.

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

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

The CAPSTAN MFG. CO., - Toronto, Ont.

Traveler Tells of a Drawback to Retail Grocers

Many Country Districts Becoming Depopulated—Families Going West in Scores—Effects of Grocers Starting Business Without Knowledge of the Trade.

Persistent statements to the effect that there are too many retail grocers in various sections of the country have recently been made, and they were emphatically endorsed by A. L. McKechnie, Mount Forest, and a traveler for Eby-Blain, Limited, in an interview with a Grocer representative during the week. Mr. McKechnie travels extensively through the north western section of old Ontario and this somewhat startling condition has been evidenced there. He apparently has ample testimony to bear out his opinions as to the causes.

"I have been told," he stated, "that in the County of Bruce alone the population has decreased 6,000 in the past few years."

Answer the Western Call.

"What is the cause of such a decrease?" was asked, and the answer partially consoling was: "Everybody is going west."

The young farmers lured by the rosy prospects of the prairies are attracted there and very often the father of a family who goes west returns to take his family with him to a western home.

"Young men are leaving Ontario in thousands," said Mr. McKechnie and for this reason many merchants in country districts are not doing the business they used to, and with the addition of new men in the trade it makes it worse.

"I was told by a merchant in Teeswater, that in the township of Turnberry the population is 1000 less than it was a short time ago, and the cause of it is—everybody seems to want to go west. Another merchant told me that his daughter who is a school teacher taught a whole year in one school with but one pupil attending. She was paid \$350 for her services. She taught another year with only about a dozen pupils in a school where formerly from forty to fifty were in attendance. The people are all going west and their absence is being felt by the retail merchants."

Too Many Grocery Stores.

Mr. McKechnie was emphatic in his statement that there were more retail stores in many places than were required. The merchants, when such conditions exist, make very slow profits and are not getting remunerated for the amount of work they perform.

"Is it right that in some large cities there are too many corner grocery stores?" was asked.

"No doubt about it," was the reply. "Merchants in country districts sometimes become dissatisfied and they move into large centres to open stores."

"Also there are several men who get out of work who open the front rooms in their residences and place in stocks of groceries."

These men, Mr. McKechnie says, are too often detrimental to the trade. They forget or never knew that it costs something to do business and they think that if they make a cent on an article no matter what it costs they are a cent to the good. Freights and running ex-

penses are forgotten, their prices are unknowingly cut and the trade in their sections is often demoralized.

Two Years to Learn.

"As a rule it takes retail grocers new at the business about two years to obtain knowledge of how to properly run their stores," said Mr. McKechnie, "and during that time many of them have to drop out."

He was of the opinion that travelers and wholesalers should discourage the opening of new stores where they considered there were already enough. He himself often found occasion to do this and he always felt it his duty to say what he thought.

Outside of the fact that the departure of so many to the west has affected trade in some places business throughout the country, as Mr. McKechnie finds it, is improving.

TRADE NOTES.

J. A. Weighill, grocer, Toronto, has sold to H. Carter.

Morrison Bros., grocers, Toronto, have sold to Geo. Dane.

John West, merchant, Drumbo, has assigned to Geo. W. Harrison.

A bailiff is in possession of Louis Lazare's grocery store, Toronto.

St. Denis & Poirier, general merchants North Lancaster, is offering a compromise.

J. M. Cunningham, general merchant, Ospringle, Ont., advertises his business for sale.

A meeting of the creditors of the estate of John West, general merchant, Drumbo, Ont., was called for March 16.

Mrs. Ella Williamson, grocer, Dorchester Station, Ont., has sold to J. H. Wilkins, who will take possession on April 1st.

**CLAY
PIPES**

Those made by
McDOUGALL
are peerless. Insist upon
having them.

D. McDOUGALL & CO., Glasgow, Scot.

If you desire to increase your business buy your

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

from

JOS. COTE

Importer and Wholesale Tobacco Dealer

The greatest assortment of smoker's articles in the Dominion.

Office & Store 188 St. Paul St.
Warehouse 119 St. Andre St.
Branch 179 St. Joseph St.

Tel. Up 2076 Tel. East 5964

YOUNG'S PATENT PIPE
in Seven Shapes

W. J. GRANT

Sole Agent for Canada

506 Lindsay Building, MONTREAL.

**ALL ABOARD
GET READY TO SUPPLY THE
DEMAND FOR**

GREAT WEST

CUT PLUG

**SMOKING and CHEWING
TOBACCO**

SALES INCREASING DAILY

BLACK WATCH

**The Big Black Plug
Chewing Tobacco.**

Already a Big Seller

Sold by all the Wholesale Trade



C. B.

Stands for

"CANADA'S BEST"

A PURE, HARD, WHITE

SPECIAL LAUNDRY SOAP

Orders being filled direct to the
Grocer at

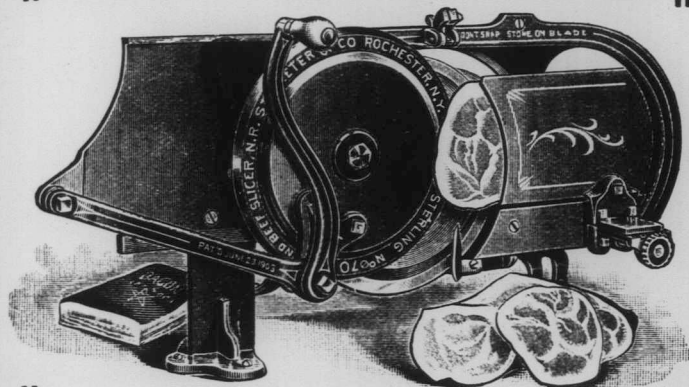
Special Introductory Prices

United Soap Company

Brantford

Ontario

THE STERLING SLICER



SLICES PERFECTLY
COOKED HAM, BACON
and all boneless meats.

The only machine that cuts the ends. Over 500 sold in Canada last year. Every grocer and butcher should have one. The price is low. Sold on monthly payments. Write us for illustrated booklet of testimonials.

HOWARD BROS.

Canadian Agents

Brantford, Canada

**Are You Keeping Your Tobacco Stock
Up-to-Date ?**

IF NOT—WHY NOT ?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured
from

Imported Leaf Exclusively

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Canadian Fruit, Vegetable and Fish Markets

Lemons Arrive from Palermo—Frost has Damaged the Crop More Than the Earthquake—Vegetables From Florida—Fish Market Brisk.

MONTREAL.

GREEN FRUITS—Almeira grapes are a shade stronger. There was a little cutting done in bitter oranges, but last week's quotations represent practically the right level now. There may be a small amount of grape fruit offering below last quotation, but the quantity is small, if not exhausted already. Other lines are unchanged. Trade during the week has been fair.

Almeira grapes, extra choice	6 75
California navels, 26, 126, 280, 288 size	2 75
" 150, 17, 200, 216 size	2 65
Floridas, 126, 15, 176, 200	3 00
Mexican oranges, 176, 200, 216, 250 size	2 25
Valencia 420 size	4 00
Extra sweet Jamaicas	2 00 2 25
Bitter oranges	2 25
Grape fruit	3 50 3 75
Lemons, choice, 300 size	2 50
Bananas, choice	1 75 2 25
Pineapples, extra fancy, 24 size	4 00 4 50
Cranberries, Nova Scotias, early blacks, bbl.	8 00 10 00
Spies, XXX	6 00
Baldwins, Greenings, Russets, XXX	5 00
Stra berries	5 00

VEGETABLES—Squash are very scarce, and pumpkins are practically gone. There is a good trade passing in potatoes, and prices are firm. Other lines are quiet, and there is not a quotable change in anything.

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

FISH—Frozen haddock is completely cleaned up, and fresh stock, from the United States only, is available. Supplies are fairly free for all lines. The Lenten demand is now beginning to weaken slightly, but as the season has nearly three weeks to run, it may revive again.

Fresh and Frozen Fish.

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

Prepared—		
Skinless cod, new, 100 lb. cases	5 25	
Shredded cod, 1/2 lb. cartons, 2 doz. cartons		
in box, per box	1 80	
Dry cod, in bundles 112 lb., per pound	0 06	
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes	0 06	
Boneless cod, 20-lb. boxes	0 08	
Boneless cod, 20-lb. boxes	0 09	
Boneless fish, 20 lb. bxs., 2 lb. blocks	0 05	
Boneless fish, 25 lb. bxs., loose	0 04	
Pure cod in crates, 1 and 2 lb. bricks	0 05	
Salted and Pickled—		
No. 1 Labrador herring, brls.	5 50	
" " brls.	3 00	
Large green cod, 200 lbs. bbl.	6 00	
Oysters, bulk, per gallon	1 30	
Standards, bulk	1 40	
" selects	1 50	
" quart tins, sealed	0 40	
Paper pails, per 100 qt. size	1 50	
Live lobsters, lb.	0 18	
Standards, 4 gals	6 80	
Selects	7 60	

TORONTO.

GREEN FRUITS—On the whole the fruit market is firm with slight advances, with the exception of grape fruit which is nearly a dollar a car lower. A car of "Buster Brown" brand of lemons arrived in first class condition from Palermo. This has been a favorite Messina brand, and the same quality of fruit is now shipped from Palermo. Lemons are somewhat higher in consequence of the recent frosts, which had a greater effect on the lemon crop than the late earthquake. It is estimated that from 10 to 20 per cent. of the crop is damaged. An incident is mentioned in a letter from a fruit shipper in Palermo who lost everything except his own life in the earthquake. In excavating the ruins his typewriter was found in perfect condition with which he wrote the letter. In the same room were three desks, and other fixtures which were utterly destroyed. The first car of November picked lemons which are held and specially treated for our summer use will be shipped to arrive here in about a month. California oranges will now have to be shipped under ice which will add to their cost. Nine cars of navels were on the track yesterday, and one of blood oranges. The C.P.R. was complimented by the fruit men for carrying the fruit with much greater care than formerly.

Grapes, Almeira, keg	7 00	8 00
Apples, Spies	6 01	7 00
" Russets	3 50	4 00
" Baldwins	4 00	5 00
" Greenings	4 00	5 50
" Tolman Sweets	3 00	3 50
Oranges, Valencias, case	4 00	4 25
" Large	4 50	4 75
" California navels	2 75	3 25
" Messina bitter oranges	2 25	2 50
Lemons, Messina	3 00	3 25
Bananas	1 75	2 25
Grape Fruit, Florida, box	3 25	3 50
Pineapples, Florida, crate	4 25	4 50
Strawberries	0 55	0 60

VEGETABLES—California and Florida vegetables are coming in freely, in good condition, and meet with ready sales. The enormous quantity of celery used is surprising. Florida celery now seems to be crowding the California out of the market. New cabbage is in abundance. Strawberries are still very high, but will likely be more plentiful in the near future. Potatoes are unchanged with a firm feeling.

Beets, Canadian, bag	0 45	0 50
Parsnips, per bag	0 55	0 60
Potatoes, Ontario, per bag	0 75	0 80
" sweet, hamper	2 00	2 25
" Bermuda, per bushel	3 50	
" " per barrel	10 00	

FLORIDA TOMATOES

Celery, Cabbage, Lettuce and Strawberries arriving daily. California Celery and Oranges. Can fill your orders with best goods in all lines at right prices.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

IN Florida Products

**Celery,
Tomatoes,
Cabbage,
Grape Fruit,
Pineapples,
Etc.**

Look for the name of
Chase & Co.

It represents the
"Top of the Heap"

J. J. McCabe

Agent

32 Church Street - Toronto

Lettuce, Boston head, doz.	1 25
Onions, Canadian, dried, bag.	1 15
" Spanish, crate	5 00
" small crate	1 75
" Bermuda, per case	4 50
Potatoes, California, small basket	1 00
" per case	4 00
" Floridas	4 00
" small	0 75
Carrots, per bag	0 45
Cabbage, Florida, new	3 50
" Canadian, old, per barrel	2 25
Cauliflower, per case	4 00
California celery, per case	6 50
Florida celery, per half case	3 25
Turnips	0 35
Radishes, per dozen	0 40
Spinach, per bushel	1 50
egg plant, per doz.	3 00
Green peppers, per doz.	1 00
Cucumbers, per dozen	2 75
Asparagus, per bunch	0 90

FISH—The fish market continues to be brisk and very active. The held stock is rapidly diminishing and will all be cleared out by the end of Lent. Very few fresh caught fish are coming in. Prices are practically the same in all lines.

Herring, medium, per lb.	0 04	0 05
" sea, per 100	1 00	1 25
" lake, per keg	4 00	4 25
Whitefish, frozen	0 09	0 10
Trout, " "	0 9	0 10
Whitefish fresh caught	0 13	0 14
Trout, " "	0 13	0 14
Cod, " "	0 07	0 08
Cod, fresh caught	0 07	0 07 1/2
Halibut	0 09	
Haddock, frozen, per lb.	0 07	
" fresh caught	0 07 1/2	
Sea salmon, Silverside	0 09	
" Steelhead	0 13	
Pike	0 05	0 06
Pickarel, yellow	0 05 1/2	0 09
Herring, Digby, smoked, bundle 5 boxes	0 85	
" Kippered, 15-lb. box	1 25	
Smelts, per pound N. 1	0 09	0 10
" extra	0 12	0 14
Oysters, Long Island	1 50	
" medium selects	1 75	
" extra	1 85	
" shell, per 100	1 50	
Finnan Haddie, smoked, 15-lb. package	0 07 1/2	0 08
Boneless cod, quail on toast	0 05 1/2	0 05 1/2
" imperial	0 05	
" steak	0 07	
Shredded cod, doz.	0 90	
Arcadia, 2 1/2 packages 1 lb. box	3 12	
" 12 packages, 2 lb. box	2 40	
Acadia cod, crate	2 40	
" tablets, box	1 60	
Blasters	1 15	1 25
Qualla	0 03	0 09
Catfish, dressed	0 10	0 10
Gold eyes	0 05	0 05 1/2

ASSIST THE FISHERIES.

In its desire to aid the Manitoba fisheries the Dominion Government has passed an order-in-council appointing Prof. Prince (Dominion Fisheries Commissioner) and D. T. Reid of Selkirk, and T. H. Metcalfe, of Winnipeg, a Royal Commission to inquire into the condition of the fisheries in Lake Winnipeg and Winnipegosis, with a view to drafting regulations for a more adequate preservation of the Manitoba fisheries. The work to be done by the commission will be similar to that done during the past two years by the Georgian Bay and Great Lakes Fisheries Commission. They will take evidence from the fishermen and others in reference to any changes deemed necessary to remedy the recognized existing defects in the present regulations.

A WISE YOUTH.

A little chap in Philadelphia, whose father is a prominent merchant, and as such never loses an opportunity to descend upon the virtues of advertising, one day asked his mother:
 "May Lucy and I play at keeping store in the front room?"
 "Yes," assented the mother, "but you must be very, very quiet."
 "All right," said the youngster, "we'll pretend we don't advertise."—Lippincott's Magazine.

FISH FOR LENT

Frozen Halibut, - - 7 1/2 c. lb., case lots

" Qualla Salmon, 7 c. " "

" Lake Trout, - 8 c. " "

Other fish in large Variety
and finest quality.

WHITE & CO., Limited

TORONTO and HAMILTON



RESOLVED

that the smile of satisfaction at the outturn of my Lemons amply repays for my care in packing. They're here; they're fine, white, ong-keeping and waxy fruit. Extra fancy.

BUSTER BROWN

Weigh 'em, measure 'em, compare 'em any way—inside or outside. I win. For best results order my Lemons from the wholesale.

FOLLINA BROS.
Packers, Italy.

W. B. STRINGER
Can. Agent: Toronto.

ANOTHER CAR of

Celebrated "Golden Orange" Brand WASHINGTON NAVELS

just arrived. They are now at their best and prices reasonable.

FANCY RIPE BANANAS

We are headquarters for Fancy Bananas.
Fresh car every week.

Hugh Walker & Son

Guelph, Ont.

Advance of the Apple Industry of Nova Scotia

Development Since 1880 Illustrates Its Importance and Magnitude—Wide Regions Remain Which Have Not Yet Been Laid Out in Orchards—How the Fruit is Picked and Packed—Many Evaporated Apple Plants in the Province.

By David F. Wilber.

The "Annapolis Valley," ranging in width from 6 to 10 miles, is one great orchard, and here apples have been grown for two hundred years, but their scientific production for commercial purposes is of comparatively recent origin. There are yet wide regions in this Province which are adapted to this industry and new orchards are being set out yearly, until now it is expected that Nova Scotia will in a few years play a very important part in supplying the demand for apples in all parts of the world where there is a market for this fruit.

Something of the magnitude of this industry and the improvement made therein may be gathered from the fact that during the season of 1880-81 the total number of barrels exported from Nova Scotia was 41,785; the season of 1906-7, 287,196 barrels; and the season of 1907-8, 438,237 barrels; while the shipments for the last week in September, 1908, amounted to 370,018 barrels, the total yield this season being estimated at 600,000 barrels.

The apple farms of this Province are nearly all occupied by their owners, no doubt a strong factor in creating the great interest manifested in the introduction of newer and more scientific methods in caring for the trees and harvesting the crop. The farms are not large compared with those found in certain sections of the United States, but few orchards containing more than 60 acres. The trees are set out from 30 to 40 feet apart, thus allowing plenty of room for them to get the required nourishment.

The Canadian Fruit Marks Act has done much to make the apple growers more particular in harvesting their crop. The fruit is picked from the tree in small baskets, then placed carefully in barrels and conveyed to a packing house especially constructed for this purpose where the fruit is gone over and packed for shipment. The best grade is marked "Fancy," and consists of "well-grown specimens of one variety, sound, of uniform and of at least normal size, and of good color for the variety, of normal shape, free from worm holes, bruises, scabs, and other defects, and properly packed." Next in order, the selections being based on the shape, color, size, and condition of the fruit, are those known as "No. 1," "No. 2," and "No. 3." This system, which is rigidly carried out, has done much to popularize Nova Scotia apples in foreign markets. By it one knows from the mark on the barrel the class of fruit contained therein and effects a saving in time to all parties concerned in their handling.

Apples not shipped at once are stored in warehouses so constructed as to re-

sist 62 deg. of frost. When the demand warrants their being put on the market the fruit is transported from the warehouses to rail in carts in which are charcoal fires to counteract the effect of the intense cold.

The variety known as "Gravenstine" has perhaps accomplished more than any other one apple to make Nova Scotia's reputation as an apple-growing country. Annapolis Valley Gravenstines carry an aroma and flavor seldom, if ever, equalled in any other apple grown here. Besides this variety the Ribston, King, Bishop Pippin, Baldwin, Cox's Orange, Pippins, Northern Spy, Greenings and Russets are grown to a considerable extent.

Apple growers here have had the same troublesome pests to contend with as in various parts of the United States. During the last twenty-five years they have had the canker worm, codling moth, bud moth, black spot fungus, and now they are battling with the dreaded brown-tail moth. The practice of spraying has gone through the successive stages of bucket pumps, barrel pumps with one set of hose, large barrel or cask pumps with two sets of hose, and, lastly, the power sprayer, with its 150-gallon tank, operated by a gasoline engine, the latter having become necessary in spraying some of the orchards as often as three times a year.

It is a significant fact, showing the quality of the apples grown in Nova Scotia, that at the Royal Horticultural Fruit Show and Colonial Exhibition held last fall in London, England, the gold medal for the best display of apples went to one "parcel," consisting of 150 varieties of that fruit from this Province. The gold medal was the highest award within the power of the judges to bestow.

Evaporation Process.

At the present time there are scattered throughout the apple-growing district small evaporated-apple plants, which buy from the growers the spotted, rough and undersized but solid fruit, not fit for export. This class of fruit is both evaporated and canned. An evaporating plant equipment valued at \$4,000 and employing from 12 to 14 hands can turn out from 1,200 to 1,500 pounds per day. Machinery is used for the peeling, coring and slicing.

The fruit is first peeled and cored, after which it is transferred to the bleacher and treated to the fumes from burnt sulphur, about 35 pounds being used for finished stock weighing 1,200 pounds. After bleaching, the fruit is sliced and placed in the drying kiln, capacity 1,000 pounds, and hard coal used for fuel. Three kilns will use 1

ton of hard coal in a day. At this stage of the process the fruit is thoroughly dried, the sulphur used in bleaching passed off with the moisture, and the apple left white and pure. In the kiln its contents are turned every two hours for twenty-four hours, after which it is transferred to the "making" or curing room, and here it is moved from bin to bin for six days. At the end of this time it is ready for packing.

Uniform sized boxes are used by all packers, each holding 50 pounds and lined throughout with waxed paper. A layer of the fruit is first carefully arranged on the bottom of the box, and on top of this the slices are placed flat until 50 pounds are ready to press, the box is closed, and the apples are then ready to go on the market. They wholesale at about 7 cents and retail at 8 to 9 cents per pound.

While there are a number of packers of evaporated apples in the Province, almost all of the output is controlled by a Halifax firm and one of Belleville, Ontario. Both of these firms have factories in the apple district.

Besides using the inferior apples for evaporating, most of the plants run canneries, and in this way dispose of a large amount of the fruit. The apples for canning are peeled and cored, quartered, and 4½ to 5 pounds are put into a gallon (No. 10) can. These cans are sealed and submerged in boiling water from five to seven minutes. This thoroughly heats the contents, but not to such an extent that the fruit becomes soft or mushy. These wholesale for \$2 per dozen gallon cans.

Many Plants in Use.

Alfred J. Fleming of Yarmouth, has furnished the following particulars as to evaporated apple plants:

There are plants at Bridgetown, Middleton, Lakeville, Sheffield Mills, Canning, Kingston, Kentville, Port Williams, Wolfville, Berwick, and probably two or three other places. These plants, on the average, cost from \$1,500 to \$4,000 each for machinery, buildings, etc. Those at Bridgetown and Wolfville have not been running this season. The head office of the first six plants mentioned is at Canning.

The fuel used is anthracite coal, with hot-air process, hand power. The machinery for all these plants, with the exception of the Wolfville plant, came from Hamilton, Ontario. These factories are all of the same capacity, and are located on railroad lines in the apple section. Sulphur is used for bleaching. The secretary writes that the product is put up in 50-pound boxes and the average price obtained this year is 7 to 7½ cents per pound, f.o.b. factory. The manager of one of these plants writes:

"The method used in one of our plants is the same as used in all. The apple is peeled by hand machines, six of these being used in the busy season in each factory. The apples are then sliced by the slicing machine, also operated by hand. Sulphur is used to bleach, and this generally of the cheaper grade, heat

being ob-
or hard
ciently
mature,
day, and
packed
The La
ed out t
sumed a
one pl
months.
Kingsto
out quit
they sta
packed
and Mic

The F
office in
started
same as
is used.
this pla
of evap
apples
very bu
is also
farm a
liams, v
a large

DI

A bi
ual sta
store th
to nev
wise.

"Say
sugar.
for it?

"No
salesm
anythin
time."

"See
all," e
"You
you?
barrel

"W
"you
in the
cash o
And
discove
sugar.

F. D
treal l
Toront
with
which
he has
via N
on W
"comf
H. l
Comp
specia
Cowar
having
Coast
years.
will b
is the
away m
the m

Work for Fish Dealers of Maritime Provinces

Department of Trade and Commerce Anxious to Create Inland Market for Fresh Salt-Water Fish—Dirty Shops Hamper the Trade—Education for Showing Wholesomeness of Fish Diet.

being obtained by the use of anthracite or hard coal. After the apples are sufficiently dried, they are put in heaps to mature, being turned over every other day, and when thoroughly cured are packed in boxes, 50 pounds to the box. The Lakeville plant this season has turned out thus far 1,000 cases and has consumed about 3,00 barrels of apples. This one plant has been operating two months. The plants at Sheffield Mills, Kingston, and Middleton have not turned out quite as much as the first named, as they started later. Sheffield Mills has packed about 800 cases, Kingston 400, and Middleton 550."

The Port Williams factory, with head office in that place, is a new enterprise started this year. The process is the same as in the others, and steam power is used. The value of the machinery of this plant is about \$4,000. It is capable of evaporating 250 to 300 barrels of apples per day. This factory has been very busy since the season opened. There is also a smaller evaporating plant on a farm a few miles away from Port Williams, which is operated by the owner of a large orchard.

DIDN'T WANT THE SUGAR.

A bibulous and impecunious individual staggered into a Belleville grocery store the other day. As he was known to never pay his debts, the clerk was wise.

"Say, Mister, I want a barrel of sugar. How much will you charge me for it?"

"Not a darn cent," rejoined the salesman. "We wouldn't charge you anything. You'll pay the cash every time."

"See here sonny, you don't know it all," continued the garrulous customer. "You think you're pretty smart, don't you? Say, do you know I have a whole barrel of money at home?"

"Well," exclaimed the knowing clerk, "you had better go right home, knock in the head of the barrel and get the cash out of it right away."

And the fellow departed suddenly discovering that he did not need the sugar.

PERSONAL NOTES.

F. D. Cockburn, manager of the Montreal Branch of Comfort Soap, was in Toronto last week. Mr. Cockburn met with an accident last October from which he has not entirely recovered and he has left on a health trip to Bermuda via New York, from where he sailed on Wednesday. He is expected to get "comfort" in the sunny south.

H. N. Cowan, manager of the Cowan Company, Toronto, left last week on a special trip to the Pacific Coast. Mr. Cowan knows the ground thoroughly having covered the Great West and Coast in every direction for many years. His customers and old friends will be pleased to see him again. This is the first time Mr. Cowan has broken away from the works since assuming the management of the Cowan Co.

Considerable correspondence has been sent to the Department of Trade and Commerce at Ottawa with a view to endorsing the project of that department to develop an inland market for fresh salt-water fish. Many of the suggestions submitted are practicable and worthy of consideration. There seems to be a pronounced desire on the part of the more progressive fish dealers in the Maritime Provinces to work up the indifferent market such as at present exists.

One correspondent, the head of one of the largest fish cold storage companies on the Atlantic coast, stated that an immediate attempt would be made by his company to arrange for regular shipments to Montreal. The method to be adopted will be practically that advocated by the department, viz.: periodical consignments by means of refrigerator cars to an agent of the company in Montreal. It will be his duty to dispose of the fish. Knowing previously of its arrival, he will have some 56 hours to arrange its distribution.

The difficulty experienced in shipping by express into Ontario has been the inability to renew the ice in which the fish was packed. By the time Montreal was reached the ice had usually melted and the fish, instead of arriving fresh and firm, was flabby and soft. With the fast refrigerator car service extended through Ontario, however, it would easily be possible to supply Toronto and Western points. Such fish as do not deteriorate when frozen were shipped regularly during the winter from Halifax to the Pacific coast.

Dirty Fish Shops Condemned.

More than one correspondent has commented upon the positively repulsive appearance of the fish shops in Quebec and Ontario. The conditions have remained unaltered in twenty years. Indeed, carelessness in this respect has reached such an extreme that in many cases it is at the risk of ruining clothes and at least upsetting one's stomach that a purchaser invades the shop. That these slipshod methods detract from expansion in trade may be instanced by referring to a well known concern in Halifax. A few years ago it was as any ordinary fish shop in Canada, with dirty counters, no attempt at attractive display of fish, and general laxity as regards systematic cleanliness. It was suggested by one of the firm that the introduction of modern fittings and modern methods would induce business. Gradually marble cement counters, tables, flooring and walls were added until to-day the shop consists—with the exception of the ceiling—of this composition. It can be easily and is daily cleaned from ceiling to floor, and its attractiveness is unquestioned. At any rate the firm itself is satisfied for its books last year recorded \$40,000 of trade.

Advertising at Exhibitions.

Exhibitions as a means of advertising the wholesomeness of fish diet have been utilized with success in the Maritime

Provinces for some years; several correspondents have advocated a similar plan in the inland provinces. Prizes were offered for the most tasteful and educative displays. An expert cuisine was conducted in several of the booths and in addition to actual gastronomic delicacies, there were distributed small attractively printed booklets of recipes. The firm awarded the gold medal has made splendid use of this success and its well known brand of finnan haddie bears record of the competition on every box.

Such a contest or display at any such large assemblage as the Toronto Exhibition, would, it is contended, have a very far reaching and beneficial influence. It has become almost an accepted fact, according to the Weekly Report of the Department of Trade and Commerce, that good fish is hard to obtain on Ontario breakfast tables. One of the correspondents referred to ordered fish for breakfast in a Montreal hotel recently as a matter of course. But it was too strong for him and went away untouched. His experience is not exceptional. Enlightenment is needed—the question is really one of who is to undertake the task. Individually little can be accomplished, but if the large fish firms of the Maritime Provinces were to exercise more initiative and enterprise, the results would undoubtedly be remunerative.

SUGAR BEETS IN COLORADO.

Extracts From Report of the Swiss Consul at Denver, Col., for the Year 1908.

Eight years ago there were in Colorado only 3,000 acres of sugar beets cultivated, valued at \$200,000; last year (1907) some 150,000 acres were under cultivation and brought \$15,750,000. Of this sum there remained to the farmers net \$10,500,000, or nearly \$70.00 per acre. In many sections, notably Arkansas, some acres realized actually \$100.00 per acre. The beet sugar industry of last year was 38 per cent. greater than in 1906, and this latter doubly as great as that of the year 1905. Colorado stands at the head of all beet sugar producing states of the Union.

Equally as interesting as the beet sugar culture is the fruit culture of Colorado. The demand for fruit has grown enormously and according to figures available to date the harvest this year will be double that of last. It is a known fact that a number of fruit growers receive yearly \$1,000 per acre, with a net profit of \$700 per acre.

In Montreal the Standard Packing Company has been given a dominion charter to do business as packers of meats, provisions, spices, etc.

The Macnichol Packing Company has been formed at Back Bay, Charlotte County, N. B., to deal in all kinds of fish as well as in the packing of meats, milk, fruit, vegetables, etc. The capital stock is \$49,000 divided into \$10 shares.

Ask for Reduction in Rates From British Columbia

British Columbia Fruit Men Want Freight Rates to Winnipeg Equalized With Those of Ontario—Conference With Railway Company at Victoria.

Victoria, B. C., March 20.—Obstacles to the carrying on of the fruit industry in the prairie provinces and in British Columbia have recently been discussed in conference and in some cases will likely be removed. The provincial boards of trade and fruit growers submitted to the C.P.R. officials thirteen resolutions and of these three were granted, three were held over and the balance at the instigation of the company's officials were withdrawn.

One resolution asking for a reduction on freight rates on fruit and vegetables from British Columbia points to Winnipeg so as to equalize the rates with those standing for shipment of similar goods from Ontario centres, was carried by eighteen votes to four, this being the only resolution that went to the vote.

In this matter W. B. Lanigan told the delegates that the cause of British Columbia not being able to compete with the Ontario products in the Winnipeg market was the shipment of fruit and other goods from Washington, U. S. A., into Winnipeg. He also claimed that why British Columbia did not supply a larger proportion of fruit to the Winnipeg market was because British Columbia growers asked too much for their goods and that any reduction in rates in this province would at once be followed by a similar resolution in Washington. He gave the C.P.R. solicitor's opinion on the matter, which was that the United States fruit was under fewer restrictions than the British Columbia fruit, and held that a freight reduction would not improve the present conditions.

A Protection to Both.

Maxwell Smith, Dominion fruit inspector, however, took exception to the statement of the railroad official, saying: "Mr. Lanigan makes out a good case for the company, but I don't quite agree that he has made a satisfactory answer to the claim. Take it as a fact that there are defects in the Dominion fruit regulations and that growers require them remedied. That can be brought about by placing British Columbia and Ontario on the same footing in regard to rates as far as the Winnipeg market is concerned. They can then combine and go to the Dominion government for restrictions they have not at present. The Dominion act is not a handicap, and it was never so designed. It is meant for a protection to both dealer and consumer. The act in sec-

tion 121 provides in its application to imported fruit, for the prosecution of handlers of unmarked and ungraded packages. The merchant and importer can be prosecuted, and I have prosecuted them on more than one occasion."

He denied there were unmarked cases in town, in reply to a statement from Mr. Lanigan.

Mr. Pitcairn asked if there was a reduction made in rates in Washington, would the C.P.R. make a similar reduction here. Mr. Lanigan replied the company would.

Reduction to be Asked For.

The resolution as carried read:

"1. Whereas the distance from Okanagan to Winnipeg is 1,200 miles, and from the fruit shipping portions of Ontario is 1,200 miles.

"2. The city of Winnipeg is the largest market and principal distributing point for the western fruit trade.

"3. The freight rates on fruits and vegetables from Ontario to Winnipeg are materially lower than from Okanagan to Winnipeg.

"Therefore, be it resolved, that the Canadian Pacific Railway Co., be asked to reduce the freight rates on fruit and vegetables from Okanagan and other British Columbia points to Winnipeg so as to equalize the said rates with rates on similar commodities from the fruit shipping portions of Ontario."

The Weight of Cars.

The reduction of the minimum weight on car-loads to 24,000 pounds was the subject of a resolution by Mr. Rogers, representing the associated boards of trade of the Okanagan.

Mr. Lanigan announced that the reduction had been already arranged for in a new scale of rates shortly to be issued. A further request for a reduction of the limit on small cars to 20,000 pounds, he said the company could not grant. The small cars were fast being done away with and but one per cent. of small cars had been sent into the Okanagan last season.

The statement, however, was contradicted by Okanagan delegates, who claimed that 20 per cent. of small cars had been sent them and that they lost 2,000 pounds weight on each and in some cases more, not being able to put the amount for which they were compelled to pay in the cars. This part of the resolution was withdrawn. The whole read as follows:

"1. Whereas, the minimum weight of 30,000 pounds is in excess of the capacity of any of the cars furnished to Okanagan shippers to date;

"2. From Spokane east a minimum of only 24,000 pounds is required;

"3. For the smallest cars a minimum of more than 24,000 pounds is not practicable;

"Therefore, be it resolved, that the Canadian Pacific Railway Co. be asked to reduce the minimum weight for carload rates from British Columbia points east on mixed cars of apples, pears, fresh fruits and vegetables from 30,000 pounds to 24,000 pounds for small cars."

Minimum on Canned Goods.

The following resolution introduced by Mr. Rogers was granted by the company without being put to the vote:

"1. Whereas, the minimum rate for C. L. shipments on canned goods is 40,000 pounds:

"2. Said minimum is so high as to be impracticable;

"Therefore, be it resolved, that the Canadian Pacific Railway Co. be asked to grant a carload rate on the canned goods on minimum of 24,000 pounds."

A resolution regarding the granting of leases for the creation of storage premises at railway stations read as follows:

"Whereas, many fruit growers' associations are now put to unnecessary expense in collecting and reshipping their produce, by reason of the great difficulty in obtaining a suitable and convenient site for the erection of packing houses and warehouses;

"Therefore, be it resolved, that the Canadian Pacific Railway and E. & N. Railway Companies be asked, whenever possible, to grant a lease of property on their right of way at shipping points for the erection of packing and warehouses, whereby fruit growers' associations will be able to ship their produce at a minimum of expense."

Mr. Peters said the policy as contained in the resolution was being followed where land was available.

Resolution Withdrawn.

These four resolutions were withdrawn on the company's officials announcing they could not deal with them:

"Whereas, the charge on icing is uncertain between any given points;

"Therefore, be it resolved that the system be suggested to the C.P.R. of making a stated charge regardless of expense and delay."

"Whereas, canned goods, apples, pears and fresh fruits or two or more of said commodities can often be shipped by the same shippers to the same consignees at the same time: and it would oper-

ate greatly to the advantage of the trade if canned goods could be shipped in mixed carload lots with one or more of the said commodities ;

"Therefore be it resolved that the Canadian Pacific Railway Co. be asked to grant carload rates on canned goods from British Columbia points to points in British Columbia, Alberta, Saskatchewan and Manitoba, when shipped in mixed cars with apples, pears and fresh fruits."

"1. Whereas the distance from Vernon to Calgary is 360 miles and from Vernon to Winnipeg is 1,200 miles ;

"2. The C. L. rates on mixed apples and pears to Calgary is 70c per hundred pounds and to Winnipeg is 75c. per hundred pounds ;

"3. The L. C. L. rate to Calgary is 95c. per 100 pounds and to Winnipeg is \$1.25 per 100 pounds ;

"4. On shipments from U. S. points via the boundary to Calgary the proportional part of the C.P.R. rate from the boundary to Calgary is 40c. per 100 pounds ;

"Therefore be it resolved, that the Canadian Pacific Railway Co. be asked to reduce the carload and L. C. L. rates on mixed apples and pears from B. C. points to intermediate points with Winnipeg proportionate to the mileage performed as compared with Winnipeg."

"Whereas, it is impossible to load the cars usually furnished Okanagan shippers to the present minimum without serious damage to contents ;

"Therefore be it resolved, that the Canadian Pacific Railway Co. be asked to reduce the minimum weight for carload lots for fresh fruits in packages consisting of prunes, plums, peaches, cherries, apricots and berries, from 20,000 pounds to 18,000 pounds."

Mr. Adams, of Adams & Co., Harrow, not long ago, met with a bad accident. He was shot by a boy who was shooting at sparrows, and was so seriously injured that he was removed to the Detroit Hospital. He was able, last week, to return to his home, and is progressing satisfactorily.

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

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

**A Man Who Can Earn
\$72,000 a Year**

in a big establishment must know pretty nearly all that is worth while about "Salesmanship." Hugh Chalmers, of Detroit, is the man who climbed the \$72,000 ladder. He knows how to "hire, manage and supervise men," and when he talks, it is in a racy style.

His views—snappy, bright and terse—appear in the April number of *Busy Man's Magazine*. The article is thus written by one who knows—one, who at 29 years of age, was vice-president and general manager of a plant employing 5,000 persons, and directed a selling force of 500 men.

Business men—young men especially—should read this article. It is inspirational. It will incite them to greater things, assist them to realize what constitutes true salesmanship, and practice the basic principles on which it rests.

**Capitalized Himself At
\$1,000,000**

annually was what Chalmers did when working as a salesman, and he declares that "Salesmanship is nothing more or less than making the other fellow feel as you do about what you have to sell."

There is no greater art in the commercial world to-day than Salesmanship. You can learn a lot about it—about progressive business systems and methods—by reading *Busy Man's Magazine* each month. It is a publication full of ginger, alive with personal precept, direct in daily application.

It reproduces the latest and best contributions on business, industry, commerce and politics, from the current magazines of the world, and has much bright, original Canadian matter as well. Annually, it is a big \$2 worth ; monthly, it is worth a great deal more than the price of a single copy—which is 20c.

Busy Man's Magazine

10 Front St. East

Toronto

Fresh, Smoked and Salted Fish of all kinds.

**Live and Boiled Lobsters,
Crabs, Turtles, Prawns, Scallops, Clams,
Frogs' Legs, etc., etc.**

Shelled and Bulk Oysters.

SPECIAL ATTENTION TO THE TRADE

JOS. T. O'CONNOR

ST. ANTOINE MARKET, MONTREAL

Phones, Up. 4512 and 4513

Joint Deposit Accounts

are a special convenience arranged for customers of THE METROPOLITAN BANK. Money can be deposited or withdrawn by husband or wife. Particularly valuable for farmers and town residents.

Money Orders and Drafts sold at lowest rates.

Farmer's Sale notes collected and advances made thereon.

SAVINGS DEPARTMENT—\$1.00 or more opens an account, interest allowed from date of deposit.

You may deposit or withdraw money by mail.

The Metropolitan Bank

Capital Paid Up :
\$1,000,000

Reserve Fund and
Undivided Profits) \$1,277,404.49



“Mephisto”

The Finest Brand of Lobsters put up—
 Selected Stock
 Cleanly Packed
 Lined Tins

Nothing to destroy or impair the natural fresh flavor of fresh Lobsters.

Every can is sold with a guarantee.

Sold from coast to coast by wholesale Grocers in Canada.

SOLE PACKER:
Fred Magee
 Port Elgin, N.B., and
 Pictou, N.S.

SASSO MEDICINAL OIL

DIRECT FROM ONEGLIA,
 LEVANTE RIVER, ITALY.

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

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

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

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

Museo Commerciale Italiano
43 St. Antoine St., Montreal

Sole Agents American Continent

Phone Main 2731

Have **YOU**, Personally, Ever Tried

Brunswick Brand Sardines in Oil ?



Now, it is just possible that you have not. This is too bad. They are really delicious.

Just open a tin yourself and find out to your own satisfaction what we are offering your customers. You will know what you are selling.

Do this at our expense. Charge up the tin to us. OR, if you like, drop us a card and we will mail you a tin to try.

We KNOW our goods and KNOW that if you sample them you WILL SELL THEM.

Do This To-Day It is in Your Own Interests

CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons, Quebec; Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; R. G. Bedlington & Co., Calgary; Drexel & Co., Vancouver; J. Harley Brown, London, Ont.

FISH for LENT!

FRESH FROZEN—
Salmon
Halibut
Whitefish
Pickarel
Codfish

SALTED AND SMOKED—
Labrador Herring
British Columbia Salmon
Skinless Cod
Boneless Codfish
Haddies and Bloaters

Large Bright Frozen Sea Herring

"SEALSHIPT" AND BULK OYSTERS ALL KINDS OF FISH IN SEASON—EVERY DAY OF THE YEAR

NEW PRICE LISTS MAILED ON REQUEST.

LEONARD BROS.

Youville Square

Near Customs House

MONTREAL

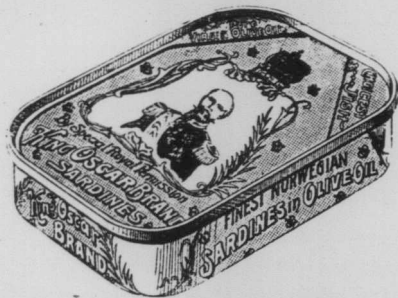
"The largest Fish Warehouse in Canada."

THE STURDY PINE

vs.

THE FLEUR-DE-LIS

The Norwegian Sardine industry has assumed such proportions during the past decade that it now leads the world. Leads not only in quantity of catch and output, but, what is more important, in QUALITY.



The leading brand of Sardines to-day is

"KING OSCAR"

Fine, small, selected fish put up in pure Olive Oil—and prepared in the most appetizing manner—

Get into line and handle "King Oscar" brand.

J. W. Bickle & Greening
 (J. A. HENDERSON)
 Canadian Agents, HAMILTON, ONT.

For Lent Sell

Quaker Salmon

The best on earth

Talls \$2.00

Flats \$2.15

Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal

**THE IMPORTANCE OF
GOOD GROCERY FIXTURES
IS SECOND ONLY TO THAT OF
A WELL-SELECTED STOCK**



WALKER BIN FIXTURES will

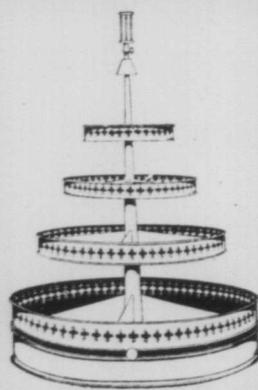
**Build up a new business,
Put new life into a dead business and
Improve and make more profitable
the best grocery business in Canada.**

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

**The Walker Bin & Store Fixture Co., Limited
Berlin, Ontario**

Designers and Manufacturers of
Modern Store Fixtures

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



**Vegetable Display
Stands**

They keep green truck fresh, crisp and attractive. They prevent waste and increase sales and profits. They are used by Retail Grocers and in markets where there are city water systems.

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

**Galesburg Cornice
Works**

E. Ferris St., Galesburg, Ill., U.S.A.

**ALLISON
Coupon Books**

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

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

HOW THEY WORK

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



For sale by the Jobbing trade everywhere.
Manufactured by ALLISON COUPON CO.
Indianapolis, Ind.



Seldom See

a big knee like this, but your horse may have a bunch or bruise on his Ankle, Hock, Stifle, Knee or Throat.

ABSORBINE

will clean them off without laying the horse up. No blister, no hair gone. \$2.00 per bottle deliv'd. Book 8 D free. ABSORBINE, J.R., for mankind, \$1. Removes Painful Swellings, Enlarged Glands, Gout, Wens, Bruises, Varicose Veins, Varicosities, Old Sores, Always Pain. Book free. W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass. LYMAN, SOSS & CO., Montreal, Canadian Agents.

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

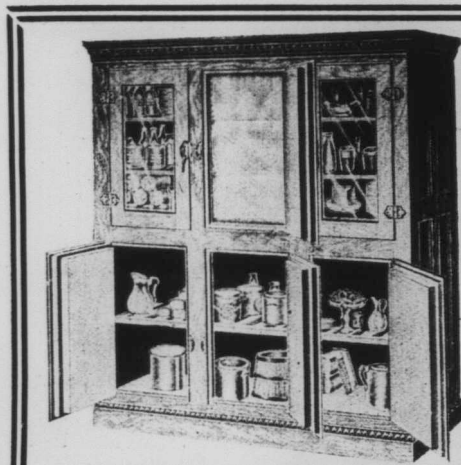


Talking to the Point

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

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

TRY A CONDENSED AD IN
THE CANADIAN GROCER.



OUR GROCER REFRIGERATOR

REFRIGERATORS

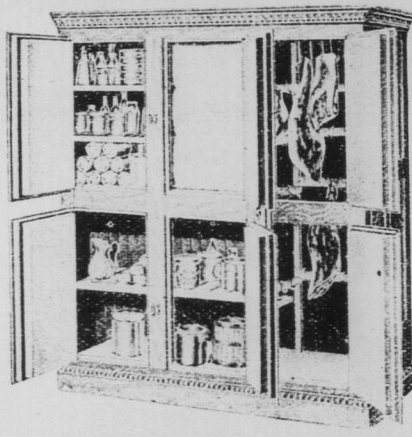
We manufacture the best line of Refrigerators for Grocery Stores, Restaurants, etc., on the market. Prices the lowest.

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

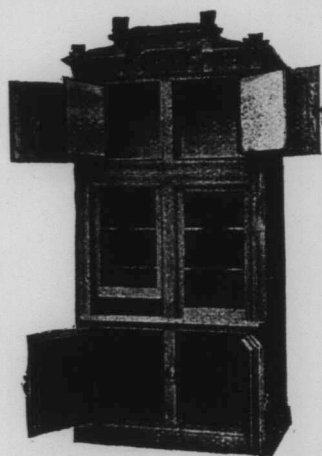
We are the largest makers of Refrigerators under the British Flag.

The Ham & Nott Co., Limited

BRANTFORD, - CANADA



COMBINATION GROCER AND BUTCHER



Arctic Refrigerator

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

REPRESENTATIVES:

Western Provinces—
Ryan Bros., Winnipeg

Quebec—
Wolf, Sayer & Heller, Montreal

MANUFACTURERS:

JOHN HILLOCK CO., Limited
TORONTO, ONT.

WRITE FOR CATALOG

Tea Lead,

Best Incorrodible

"Pride of the Island"

Manufactured by

BRAND

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London.

LIMEHOUSE, E

A.B.C. Codes used 4th and 5th Editions.

LONDON, ENG.

Canadian Agents:

ALFRED B. LAMBE & SON, TORONTO

J. HUNTER WHITE, ST. JOHN, N.B.

CECIL T. GORDON, MONTREAL.



The Elgin National Coffee Mills

40 Sizes and Styles

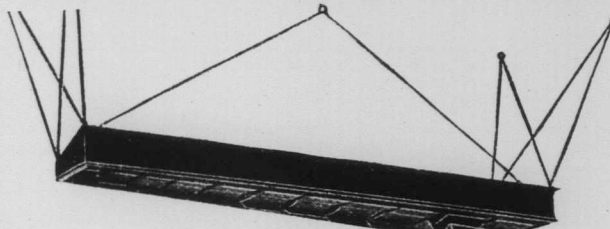
They are the
Fastest Grinders
Easiest Runners

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

WOODRUFF & EDWARDS CO.

MAKERS

ELGIN, ILLINOIS, U.S.A.



You know where to get just the right size paper bag and get it instantly when you have Mc-Gregor's

PATENT BAG HOLDER

Write us for prices

KILGOUR BROS.

19 Wellington St. West, - TORONTO



—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manilla and much better.

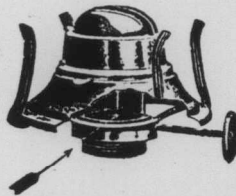
For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

TALKING POINTS FOR DEALERS

ON

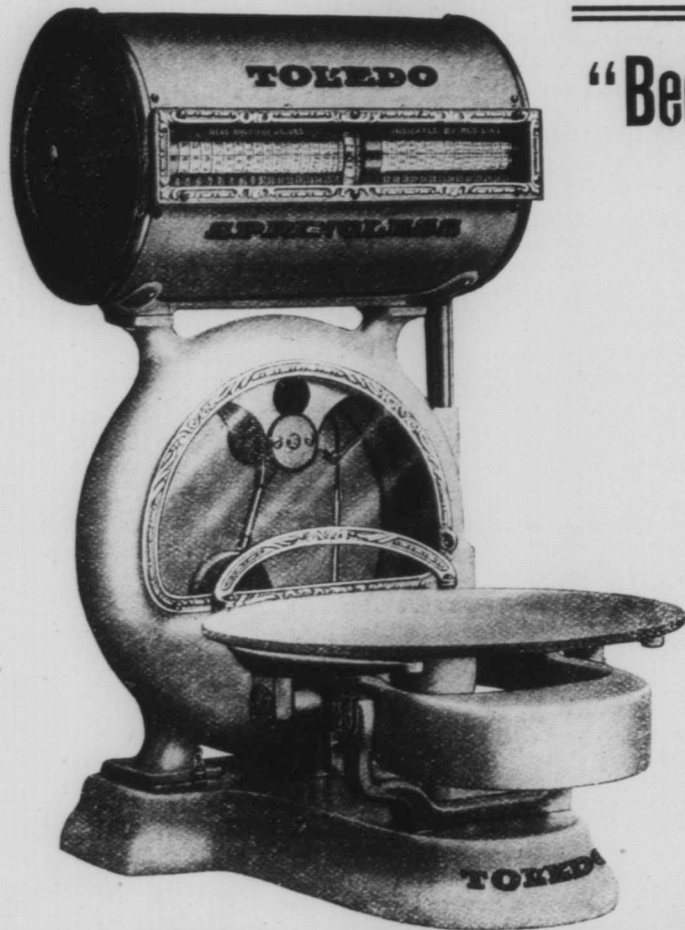
BANNER, CANADA, ONTARIO and HICONE LAMP BURNERS



The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects, or charred portions of wick may collect thus becoming saturated with oil and liable to catch fire. OURS DON'T.

Manufactured by

ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT



"Because It Has NO SPRINGS"

The "TOLEDO" is the most Reliable, Sensitive, Accurate and Durable Scale ever made.

Because it has "NO SPRINGS" it is not affected by changes in temperature, therefore always gives correct results.

It never gets out of balance.

Gives correct weights and values, instantly and automatically.

Stops the giving of overweight.

Avoids the danger of giving shortweight and losing customers.

Stops the losses due to mistakes in figuring prices.

Saves money, labor and time.

Because it has "NO SPRINGS" it gets for the merchant every cent to which he is entitled.

You can't afford to buy any other scale, because the "SPRINGLESS TOLEDO" will outwear any other scale on the market.

Many Styles to Choose From

Write, Phone or Call

Toledo Computing Scale Co.

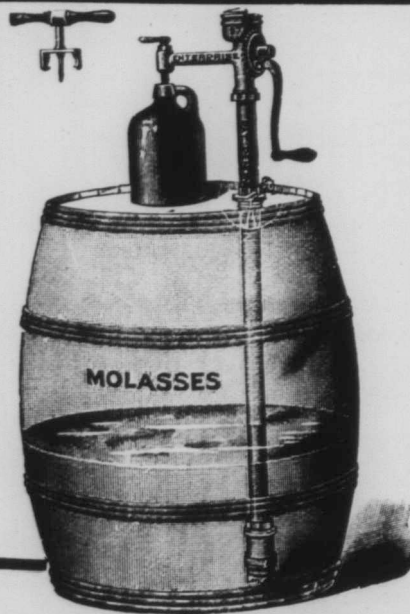
Phone Main 4720 335 Yonge St., Toronto

"ENTERPRISE"

The great success of the "Enterprise" works is built on the policy that they have no time to waste in making anything but the best.

Nearly half a century of steady holding to this policy has made "Enterprise" articles absolutely essential to the success of enterprising grocers.

The famous line of "Enterprise" Coffee Mills for either Hand, Steam or Electric Power, Smoked Beef Shavers, Meat Choppers, Cheese Cutters, Measuring Faucets, Measuring Pumps, Etc., all are to be found in grocery establishments in all parts of the world.



This Company originated the quick, clean, convenient way of pumping and measuring molasses and heavy liquids from barrels, by means of the

"ENTERPRISE"

Self-Priming and Measuring Pump

It measures accurately, a gill to every turn of the handle, a pint to every four turns. Has a new Total Registering Device, showing total amount taken from the barrel. No. 97, shown here, costs only \$6.00; Auger, 75c.; Extended Tube, for pumping from cellar to first floor, per foot or fraction of foot, 50c. Order from your jobber. Write for our latest catalogue.

THE ENTERPRISE MFG. CO. OF PA.
Philadelphia, U.S.A.

21 Murray St., New York 438 Market St., San Francisco

A PUMP THAT SHOWS A PROFIT

Diamond
1-lb. tins,
1-lb. tins,
1-lb. tins,
Cases,
4-doz.
8-doz.
1-doz.
8-doz.
1-doz.
4-doz.



Cleveland
" "
" "

Barrels
cent

Jrown
1 lb. tin
1 lb. "
1 lb. "
WHITE
White
1-lb. t
1-lb. t
1-lb. t

Ken's
In
Gill etc

Forc.
Korn-I
Presto
Pancal
Tapioc
Homir



White
White
White



Lon d
Spe
kegs
Unan
Plain
Perfe
box

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder.
W. H. GILLARD & CO.

Diamond—	1-lb. tins, 2 doz. in case	\$2 00
	1-lb. tins, 3 " "	1 25
	1-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	\$0 85
1-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
1-doz.	12-oz.	3 40
1-doz.	2 1/2 lb.	10 50
1-doz.	5 lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 toz.	5c.	\$0 40
4 " "	4-oz.	0 60
4 " "	6 " "	0 75
4 " "	8 " "	0 85
4 " "	12 " "	1 40
4 " "	12 " "	1 45
4 " "	18 " "	1 65
2 " "	16 " "	1 70
1 " "	2 1/2 lb.	4 10
1 " "	5 " "	7 30
2 " "	6 oz.	Per case
1 " "	12 " "	\$4 55

ROYAL BAKING POWDER

Cases.	Sizes.	Per doz.
6 toz.	5c.	\$0 40
4 " "	4-oz.	0 60
4 " "	6 " "	0 75
4 " "	8 " "	0 85
4 " "	12 " "	1 40
4 " "	12 " "	1 45
4 " "	18 " "	1 65
2 " "	16 " "	1 70
1 " "	2 1/2 lb.	4 10
1 " "	5 " "	7 30
2 " "	6 oz.	Per case
1 " "	12 " "	\$4 55

CLEVELAND'S BAKING POWDER.

Cases.	Sizes.	Per Doz.
Cleveland—	1 lb.	\$0 95
" "	1 lb.	1 33
" "	1 lb.	1 90
" "	1 lb.	2 45
" "	1 lb.	3 70
" "	1 lb.	4 65
" "	1 lb.	13 20
" "	5 lb.	21 65

T. KINNEAR & CO.

Crown Brand—	1-lb. tins, 2 doz. in case	\$1 20
	1-lb. " " " "	0 80
	1-lb. " " " "	0 45

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—	1-lb. tins, 3-doz. in case, per doz.	2 10
	1-lb. " " " "	1
	1-lb. " " " "	0 8

Cereals

Korn's Oxford, per lb.	\$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, 2 gross boxes	2 00

H-O. COMPANY, ROCHESTER, N.Y.

Force, 36s.	\$1 50	Gusto, 36s.	\$3 85
Korn-Kinks, 31s.	1 45	H-O. oatmeal, 24, 3 10	
Presto, 36s.	3 40	Buckwheat, 36s.	3 50
Pancake, 36s.	3 50	Corn Starch, 36s.	2 50
Tapioca, 36s.	2 85	Farina, 24s.	1 70
Hominy, 36s.	2 50		

White Swan Wheat Kernels, per doz. \$1.40.

White Swan Flaked Rice, per doz. \$1.

White Swan Flaked Pass, per doz. \$1.

Chocolates and Cocoas.
THE COWAN CO., LIMITED.

Cocoa—	Perfection, 1-lb. tins, per doz.	\$1 50
	Perfection, 1-lb. per doz.	2 40
	Perfection, 1-lb., per doz.	1 30
	Perfection, 10c size 5-lb. tins	0 37
	Solu le, bulk, No. 1, per lb.	0 20
	Solu le, bulk, No. 2, per lb.	0 18
London Pearl, per lb.	Special quotations for Cocoa in bbls, kegs etc.	
Unsweetened Chocolate—	Per lb.	
Pisain Rock, 1/2 & 1/4, cakes 12-lb. box	0 36	
Perfection Chocolate, 20c size, 2 dozen boxes, per dozen	1 80	



Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen 0 90

Sweet Chocolate—

Queen's Dessert, 1/2 and 1/4, 12-lb. bxs., per lb.	\$1 40
Queen's Dessert, 6s, 12-lb. boxes	0 40
Vanilla, 1-lb., 12-lb. boxes, per lb.	0 35
Parisian, 8s.	0 30
Royal Navy, 1/2 & 1/4, boxes, per lb.	0 35
Diamond, 7s, 12-lb. boxes, per lb.	0 24
" " " " " "	0 25
" " " " " "	0 28

Confections—

Milk chocolate wafers, 5-lb. boxes	0 35
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 25
Chocolate wafers, No. 2, " "	0 25
Nonpareil wafers No. 1, " "	0 31
Nonpareil wafers, No. 2, " "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

BEHNSDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case	per doz., \$ 90
" " " " " "	2 40
" " " " " "	4 75
" " " " " "	9 00

EPPS'S.

Agents, O. E. Colson & Son, Montreal.

In 1/2 and 1-lb. tins, 14-lb. boxes, per lb.	0 35
smaller quantities	0 37

R. S. McIndoe, Agent Toronto, Arthur M. Loucks, Ottawa, J. A. Taylor, Montreal, Jos. E. Huxley, Winnipeg, E. J. Bedlington & Co., Calgary, Alta. Standard Brokerage Co., Vancouver, B.C.

MOTT'S DIAMOND CHOCOLATE

Elite, 10c size (for cooking), doz.	0 90
Prepared cocoas, 1/2 & 1/4, 2 doz.	0 28
Prepared 1/2's	0 28

Mott's breakfast cocoa, 1 doz. 90 per dz.

- " breakfast cocoa, 1/2's 0 38
- " " " " " " 0 38
- " No. 1 chocolate, 1/2's 0 32
- " Navy " " " " 0 29
- " Vanilla sticks, per gross 1 00
- " Diamond chocolate, 1/2's 0 24
- " Plain choice chocolate liquors 0 32
- " Sweet chocolate Coatings 0 20

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 1/2 and 1-lb. cakes	\$0 38
Breakfast cocoa, 1-5, 1/2 & 1-lb. tins	0 41
German Sweet chocolate, 1/2 and 1-lb. cakes, 5-lb. boxes	0 38
Caracas Sweet chocolate, 1/2 and 1-lb. cakes, 5-lb. boxes	0 25
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6 lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda) 1-lb. tins	0 38
Cracked cocoa, 1-lb. pkgs., 6-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

COCONUT.
CANADIAN COCONUT CO., MONTREAL.

Packages—5c, 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases.	Per lb.
1 lb. packages	0 26
1 lb. " "	0 27
1 lb. " "	0 28
1 and 1/2 lb. packages assorted	0 26 1/2
1/2 and 1 lb. packages assorted in 5 lb. boxes	0 27 1/2
1 lb. " "	0 29
1 lb. " " in 5, 10, 15 lb. cases	0 31

Bulk—

In 15 lb. pails and 10, 25 and 50 lb. boxes.	Falls.	Tins.	Bbls.
White	0 18	0 17	0 17
Best Shredded	0 18	0 16	0 16
Special Shred	0 17	0 15	0 15
Ribbon	0 19	0 17	0 17
Macaroon	0 17	0 15	0 15
Desiccated	0 16	0 14	0 14
White Moss in 5 and 10 lb. square tins.	21c.		

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Coconut—

Shredded	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.
BORDEN'S CONDENSED MILK CO.
Wm. H. Dunn, Agent, Montreal & Toronto.

"Eagle" brand (4 doz.)	Cases, Doz.	\$6 00
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00

Evaporated Cream—

"Peerless" brand evap. cream	4 70	1 20
hotel size	4 90	2 45



TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.) \$4 80

Reindeer brand per case (4 doz.) 5 60



Coffees.
E. BLY, BLAIN CO. LIMITED.
Standard Coffees.

Roasted whole or ground. Packed in damp proof bags and tins.	
Club House	\$0 32
Nectar	0 30
Empress	0 28
Duchess	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " " " " ground	0 14

Golden Rio.

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, 1/2 and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground	0 40
or whole	0 30

JAMES TURNER & CO. Per lb.

Mocha	\$0 32
Damascus	0 28
Calro	0 20
Silder	0 17
Old Dutch Rio	0 12 1/2

PATERSON'S "GAMP" COFFEE ESSENCE
Agents, Rose & Lafamme, Montreal and Toronto.

5 oz. bottles, 4 doz, per doz.	1 75
10 " " " "	3 00
Rep. quarts, 1 " " "	6 50
Imp. " " " "	9 00

WHITE SWAN SPICES AND CEREALS LTD.
White Swan Blend.

1-lb. decorated tins, 32c. lb	
Mo-Ja, 1-lb. tins	30c. lb.
Mo-Ja, 1-lb. tins	28c. lb.
Mo-Ja, 2-lb. tins	28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz. \$3.50.

Cafe l'aromatique—1-lb. amber glass jars, per doz. \$4.

Presentation with 3 tin blast \$10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	\$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese—1

Large size jars, per doz.	\$3 25
Medium size jars, " "	4 50
Small size jars, " "	2 40

Individual size jars... per doz. 1 00

Imperial holder—

Large size, doz.	18 00
Med. size " "	17 00
Small size " "	12 00

Roquefort—

Large size, doz.	2 40
Small size, " "	1 40



Confections
THE COWAN CO., LTD.

Cream Bars, 50s, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box	1 35
" " " " " " " "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " " " " " " "	0 25
Maple Buds, 5-lb. boxes, lb.	0 36
Nut Milk Chocolate, 1-lb. cakes, 12-lb. box, lb.	0 40

These prices are F.o.b. Toronto.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	\$3 50 each
Small " " " "	3 60 " "
Assorted, cases, 26 small, 12 large	3 55 " "

Net 30 days.

Coupon Book—Allison's.
For sale in Canada by The Ely Blain Co. Ltd. Toronto. C. O. Beauchemin & Fils, Montreal \$2, \$3, \$5, \$10, \$15 and \$20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each (3)
500 books to 1,000 books	(3)

For numbering cover and each coupon, extra per book 1/2 cent.

Cleaner.

Per doz.	4-oz. cans	\$0 90
" "	6-oz. " "	1 35
" "	10-oz. " "	1 85
" "	Quart " "	3 75
" "	Gallon " "	10 00

Wholesale Agent
The Davidson & Hay, Limited, Toronto

Extract of Beef.
LAPORTE, MARTIN & CO., LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles 1-oz., case of 2 doz.	\$3 20
" " " " " " " "	3 00
" " " " " " " "	4 50
" " " " " " " "	4 75
" " " " " " " "	9 00

THOMAS J. LIPTON
Prices on application.

Infants' Food.

Robinson's patent barley 1-lb. tins	\$1 25
" " " " " " " "	1 35
" " " " " " " "	2 25
" " " " " " " "	2 25

"Mephisto" and "Purity" Canned Lobsters.

1 flat	\$4 40
1/2 " "	2 30
1/4 " "	1 40

Flavoring Extracts
SHIRRIFF'S

1 oz. (all flavors), doz.	1 00
2 " " " "	1 75
3 " " " "	2 00
4 " " " "	3 00
5 " " " "	3 75
6 " " " "	5 50
15 " " " "	10 00
30 " " " "	18 00

Discounts on application.



Jams and Jellies.
BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Lafamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20
---	------

THOMAS J. LIPTON
Prices on application.

Compound Fruit Jam—

12-oz. glass jars, 3 doz. in case, per doz.	\$1 00
2-lb. tins, 3 doz. in case	per lb. 07 1/2
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 07
7 wood pails, 6 pails in crate, per lb.	0 07
10-lb. wood pails	0 07 1/2

Compound Fruit Jellies—

12-oz. glass jars, 3 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07 1/2
7 wood pails, 6 pails in crate, per lb.	0 0



FOR MORE THAN FORTY YEARS we have been making our trade-mark a synonym for highest perfection in Stove Polish. Our facilities have been multiplied and improved. There are four million bricks in our present factory. Original devices of our own are almost exclusively used in producing our goods. This spells out successful Stove Polish making and explains why more housekeepers every year ask for Stove Polish with the trade-mark **RISING SUN**. It pays you to push them.

MORSE BROS., Props. - Canton, Mass., U.S.A.

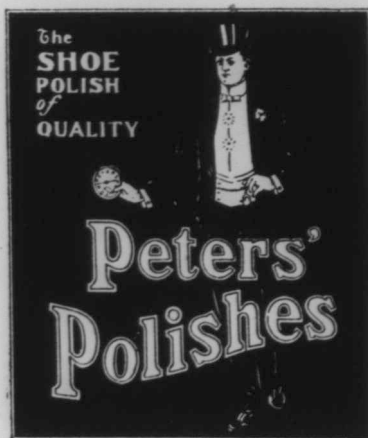
Black Knight Stove Polish

A reliable product, it sells well and is one of the widely used preparations for putting a polish on stoves. It has created great enthusiasm among those selling and using it. Our big advertising campaign helps the dealer.



The F. F. DALLEY CO., Limited

HAMILTON, CANADA - BUFFALO, N.Y., U.S.A.



PETERS POLISH

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

M. Peters,
617 Queen St., West
Toronto

Worms in Horses and All Live Stock

The eradication of worms from horses and other animals is one of the most striking features of **Molassine Meal**, and is proof of its unique properties. When

MOLASSINE MEAL

is used regularly—although it is quite free from arsenic or drugs—in consequence of its antiseptic properties, all foul or putrid matter is evacuated, worms cannot live, and are naturally expelled.

A food which has effects like this must command the attention of all persons interested in the feeding of horses and cattle.

Sole Importer

ANDREW WATSON
91 Youville Square - - MONTREAL

STOVE POLISH

Now is the season for the greatest use of stove polish. This is a line in your business that pays well if you handle reliable goods like

JAMES DOME BLACK LEAD

A stove polish that gives the best satisfaction in its use. Sort up your stock. Sold by all jobbers.

W. G. A. LAMBE & CO., Canadian Agents

ONE GLANCE

AT THESE BOTTLES OF DELICIOUS FRUITS

Always

MAKES YOUR CUSTOMERS

"Try Them"

AND THEY DON'T STOP THERE, EITHER



ROSE & LAFLAMME, LIMITED
MONTREAL and TORONTO

WAGSTAFFE'S

Fine old English
Pure Orange Marmalade

Season 1909, now ready.

WAGSTAFFE'S

Jams, Jellies and Sealed Fruits

are better than the imported.
Once tried always used.

WAGSTAFFE, LTD.

Pure Fruit Preservers
HAMILTON

50-lb. wood pails..... per lb. 0 07
Pure assorted jam, 1-lb. glass jars, 2 doz. in case..... 1 75

Jelly Powders
IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
Manufactured by Imperial Cheese Co. Limited



Assorted Case, Contains 4 doz., \$3.60
Assorted Case, Contains 2 doz., \$1.80
Lemon (Straight) Contains 2 doz., \$1.80
Orange (Straight) Contains 2 doz., \$1.80
Raspberry (Straight) Contains 2 doz., \$1.80
Strawberry (Straight) Contains 2 doz., \$1.80
Chocolate (Straight) Contains 2 doz., \$1.80
Cherry (Straight) Contains 2 doz., \$1.80
Peach (Straight) Contains 2 doz., \$1.80
Weight 7 lbs. to case. Freight rate, 3d class.

Soap
The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:
Less than 5 cases..... 5 25
Five cases, or over..... 5 15



List price
"Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Pieces..... \$0 10
4-bbls. 0 1 1/2
Tubs, 50 lbs. 0 1 1/2
20-lb. Pails. 2 20
20-lb. tins. 2 10
Cases 3-lb. 0 11 1/2
" 5-lb. 0 10 1/2
" 10-lb. 0 10 1/2

F.O.B. Montreal.



Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper... per lb. \$0 40
Fancy boxes (56 or 58 sticks)... per box 1 25
"Ringed" 5-lb. boxes... per lb. 0 40
"Acme" pellets, 5-lb. cans... per can 2 00
" (fancy boxes 40) per box 1 50
Tar Licorice and Tolu wafers, 5-lb. cans... per can 3 00
Licorice lozenges, 5-lb. glass jars... 1 75
" 20 5-lb. cans... 1 40
"Purity" Licorice 10 sticks... 1 25
" 100 sticks... 0 75
Dulce large cent sticks, 100 in box.....

Lye (Concentrated)

GILLETT'S PERFUMED. Per case
1 case of 4 dozen..... \$3 50
3 cases of 4 dozen..... 8 50
8 cases or more..... 3 40

Marmalade.

J. W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars 1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass jars and 7 lb. tins.

Preserved Ginger Marmalade, 1 lb. glass jars.
Pineapple " 1 " "
Green Fig " 1 " "
Green Fig and Ginger " 1 " "
Lemon " 1 " "
Grape Fruit " 1 " "
Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case... per doz \$1 00
16-oz. glass jar, 2 doz. in case... 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen..... 2 00

SHIRRIFF BRAND

"Imperial Scotch"—
1-lb. glass, doz... 1 55
2-lb. " " " 2 80
4-lb. tins, " " 4 55
7-lb. " " " 7 35
"Shredded"—
1-lb. glass, doz... 1 90
2-lb. " " " 3 10
7-lb. tins, " " 5 25



THOMAS J. LIPTON
Prices on application

Mince Meat

Wethy's condensed, per gross net... \$12 00
" per case of 4 doz. net... 3 00



ST. CHARLES CONDENSING CO.

PRICES:
St. Charles Cream family size, per case \$4.70
Ditto, hotel, 4.90
Silver Cow Milk 5.00
Purity Milk 4.70
Good Luck 4.00

Mustard

COLMAN'S OR KEEN'S
D.S.F. 1/2-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. 1/2-lb. tins... per doz. 0 85
" 1-lb. tins... 1 45

Olive Oil

LAFORTE, MARTIN & CO., LTD.
Minerva Brand
Minerva, qts. 12's... \$ 5 75
" plus 24's... 6 50
" 4-pts. 24's... 4 25

Sauces

PATERSON'S WORCESTER SAUCE
Agents, Rose & Laflamme, Montreal and Toronto
4-pint bottles, 3 & 5 doz., per doz. 0 90
" 3 doz. 1 75

THOMAS J. LIPTON
Prices on application

Soda

COW BRAND

DWIGHT'S BAKING SODA
Case of 1-lb. containing 60 packages, per box, \$3.00
Case of 1/2-lb. containing 120 pkgs. per box, \$3.00
Case of 1-lb. and 1/2-lb. containing 30 1-lb. and 60 1/2-lb. pkgs. per box \$3.00

Case of 5c. pkgs. containing 96 pkgs. per box, \$3.00

MAGIC BRAND Per case
No. 1, cases 60 1-lb. packages... \$ 2 75
No. 2, " 120 1/2-lb. " " 2 75
No. 3, " 30 1-lb. " " 2 75
No. 5 Magic soda—cases 100—10-c. pkgs.
1 case..... 2 85
5 cases..... 2 75

TANGLEFOOT FLY PAPER The Standard throughout the world for more than twenty-five years. ALL OTHERS ARE IMITATIONS.



"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS
HAMILTON POTTERY
HAMILTON, ONTARIO

The easiest seller in your store

"Cow Brand" Baking Soda

- It is easiest because best.
- It is easiest because once you have sold a package to your customer she will come back for more.
- It is easiest because there are never any complaints about poor results with the baking.
- It is easiest because it is put up in a ready selling style.

Order from your jobber.

CHURCH & DWIGHT
Manufacturers
MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK
HALIFAX

The original and only Genuine Preparation for Cleaning Cutlery, Ed. and In. Canisters

Oakey's 'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agents:
JOHN FORMAN, - 644 Craig Street MONTREAL.

For best values in

CURRANTS

Get quotations on fruit exported by

J. Caramandani & Co.
Patras, Greece

Cleaners and Exporters, Est. 1878

Apply to General Agents in Canada:

J. L. Watt & Scott - Toronto
Watt, Scott & Goodacre, - Montreal

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE EVERYWHERE

Ridgeway's Collecting Agency
11 St. Sacrament Street, Montreal
Established 1880

Has the confidence and patronage of the bank and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Sons

Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

S?
EAL
0 49
88
Ceylon.
1 00
0 75
H.M.B. 1/6 and 1/8
Ridgeway's Standard Bulk Blend in stock at all our branches in Canada.
AB & CO.
al and ton
reya
0 80
0 50
0 40
either
ANADA,
... 36
... 38
... 44
... 38
... 44
... 56
... 56
bar 45
... 45
... 36
... 60
... 60
... 70
7a. 51
\$33 00
... 35 00
... 35 00
... 35 00
... 36 00
... 65 00
... 55 00
... 55 00
... 0 40
... 0 65
... 0 56
... 0 75
... 0 70
... 0 00
\$18 00
9 08
\$1 10
1 10
ce.

"Horses should have

Salt daily"

Says a well known authority
on the horse.

VERRET, STEWART & CO.

LIMITED

MONTREAL

*We have some of the most
delicious*

Tender Little Beets

.you ever saw

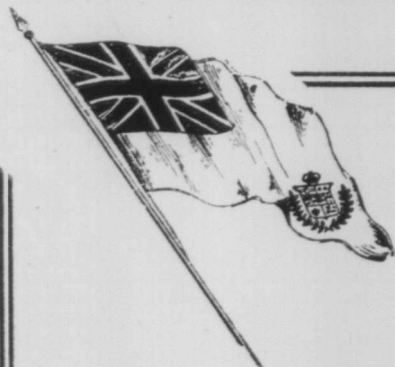
*We have them in 2-lb. cans,
every can wrapped in tissue*

If your customers once used these, they
would have no other.

Write us for fuller particulars

J. H. WETHEY, LIMITED

ST. CATHARINES



Empire Brand

GOOD BUYS

Are offering a lot of specials

EMPIRE 25c TEA

All Kinds

Ask our travellers or
communicate with us.

GEO. E. BRISTOL & CO.

Wholesale Grocers

Hamilton,

Ontario

4

**Free Phones
Use Them
Freely**

C

Montreal:

VOL.



FR

S

ED

53 F