

CIRCULATES EVERYWHERE IN CANADA

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

CANADIAN GROCER

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

MONTREAL, 232 McGill St.

TORONTO, 10 Front St. East.

WINNIPEG, 511 Union Bank Building.

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

VOL. XXIII.

PUBLICATION OFFICE: TORONTO, FEBRUARY 19, 1909

NO. 8.



It stands **alone** and above all other laundry blues in the world.

Keen's Oxford Blue

It is recognized the world over as the standard by which all other blues are judged—

FOR SALE BY ALL JOBBERS.

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

Syrup Suggestions

Lent is approaching.

The wise grocer studies his customers' tastes.

Do you wish to please them?

Suggest

"Crown Brand" Table Syrup

It is just the thing they will thank you for.

Try it.

Place "Crown Brand" Syrup prominently before them.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal

Makes Child's Play



of Washday

While

"SURPRISE"

has peculiar qualities for washing clothes, it can be used in any and every way a soap can be used.

We recommend the **"SURPRISE"** way for washing clothes. Follow directions on the wrapper.

Point this out to your customers

The St. Croix Soap Manufacturing Co.
Factory at St. Stephen, N.B.

Branches:—Montreal, Toronto, Winnipeg, Vancouver, West Indies

M
V
S

Ord

Macaroni Vermicelli Spaghetti

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

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

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

Look for the Name “CODOU”

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

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

8 Place Royale, Montreal
84 Victoria St., Toronto

Made in France

Order Now



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

HAMILTON

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

HALIFAX, N.S.

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

MONTREAL

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

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

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

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

MOOSE JAW

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

NEWFOUNDLAND

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

REGINA.

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

ST. JOHN

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

TORONTO.

**BEANS
Canadian and
Rangoon**
W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1865.

TORONTO.

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

**DOMINION STORAGE
& FORWARDING CO., LTD.,**
43 Colborne Street, TORONTO
Consignments stored at lowest rates in city.
All facilities for handling and shipping goods.
TELEPHONE MAIN 5661

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

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

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

WINNIPEG

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

(Continued on page 4).

FOR S

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"PIC

PAN

The bes

Retail

LENT

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

FOR SHROVE TUESDAY

Don't forget

"PICKANINNY"

**PANCAKE
FLOUR**

The best and best selling flour
on the market.

Retails at 10c. package.

Scaled Herrings

Fine Large Fish

**LABRADOR
HERRINGS**

Barrels and half barrels

**Georgian Bay
TROUT and
HERRINGS**

Guaranteed A.I. Fall Caught.

GET OUR QUOTATIONS.

The

**ATLANTIC FISH CO'S
brands—**

"HALIFAX"—

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

"ACADIA"—

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

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



Are all your customers satisfied with the tea they are using ?

Blue Ribbon Tea pleases the most exacting palates.

We have it for sale in the following grades : 25c., 30c.,
35c., 40c., 50c., 60c., 80c., \$1.00, in Black, Mixed and Green.

The Blue Ribbon Tea Co., Limited

266 St. Paul Street

Montreal

THE CANADIAN GROCER

Manufacturers' Agents—Continued.

QUAKER OAT CO. of
Peterborough and Chicago
 Represented in
Western Canada by
W. H. Escott
 Wholesale Grocery Broker
 141 Bannatyne Ave.
 Winnipeg - - Canada

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

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.**

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

SASKATOON.

CLARE, LITTLE & CO.
 WESTERN DISTRIBUTORS
 Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded, Warehouse on Transfer Track. Business Solicited.
 PHONE 159 SASKATOON,
 P.O. BOX 257. Western Canada

**LET US COLLECT
 Your Overdue Accounts**
 During the year we've been in business we've collected a heap of money for our clients. Send us your slow collections; and we'll make your slow-paying customers hustle to pay up.
Send Them in To-day!
The Beardwood Agency
 313 New York Life Building - MONTREAL

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

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, Eastcheap, 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: "Donahoe." 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.

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



Ridgways TEA

is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgways Tea will be a trade winner for your store.

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

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

ESTABLISHED 1849

BRADSTREET'S

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

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

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

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 VANCOUVER, B.C.

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

MONTREAL, QUE.
 TORONTO, ONT.

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

THICK, SWOLLEN GLANDS

that make a horse Wheeze, Roar, have Thick Wind, or Choke-down, can be removed with

ABSORBINE

or any Bunch or Swelling. No blister, no hair gone, and horse kept at work. \$2.00 per bottle, delivered. Book 3 D free.



ABSORBINE, JR., for mankind. \$1.00, delivered. Reduces Gout, Tumors, Wens, Varicose Veins, Ulcers, Hydrocele, Varicocele. Book free. Made only by **W. F. YOUNG, P.B.F.**, 204 Monmouth St., Springfield, Mass. **LYMAN, SOBE & CO.**, Montreal, Canadian Agents.

Canned Fruits and Vegetables Absolutely Pure

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

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

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

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

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

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

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

REMEMBER THE BRANDS :-

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



CANADIAN CANNERS, Limited

The Staying Customer is a Boon to Business

The only way to raise a transient customer into the permanent class is to serve him with goods that particularly please him.

Naturally, the main question for you to settle with yourself when giving an order for new stock is whether the quality of the goods being offered you is calculated to please your customers by its excellence.

If it isn't don't order it!

We make certain claims for the high quality of

Old Homestead Brand Canned Fruit and Vegetables

which it will pay you to carefully consider.

We claim that only the best grade of fruits and vegetables are selected for Old Homestead Brand, and that they are preserved by the most modern and sanitary methods known.

We claim that careful selection and skilful, sanitary packing produce goods of the highest quality, and every can of Old Homestead Brand is a concrete proof of our claims.

Try a can—See for yourself!

Order from your jobber.

The
Old Homestead Canning Co.

Picton, Ontario

QUALITY THAT TALKS—ATTRACTS—SELLS

The way to get the people coming to your store and passing by the man 'round the corner, is to sell

FARMER BRAND

CANNED FRUITS AND VEGETABLES

Every can is a splendid advertisement for the man who sells it. The reason we are able to produce goods of uniformly high quality is the fact that all our stock is grown upon our own 3,000 acres of the finest garden land. That's the basis of quality—good raw material. Then, look at our Canning Factory! Positively, it is modern and sanitary in every particular; and the people who operate it are clean and highly skilled in their trade.

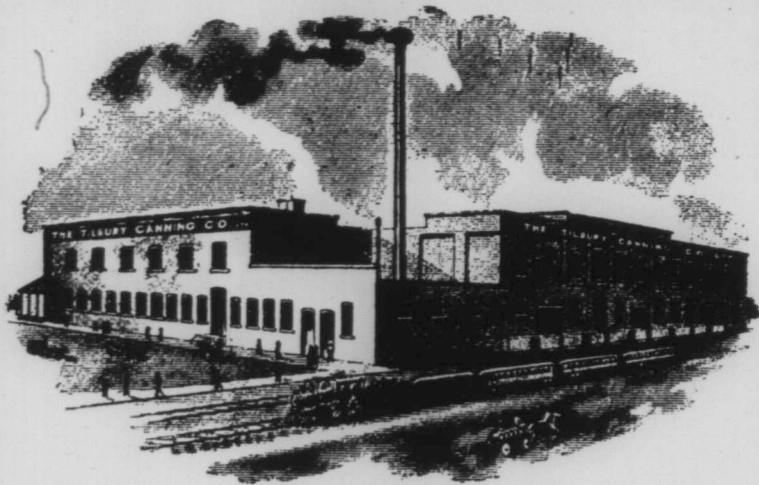
Farmers' Canning Co., Limited, BLOOMFIELD
Ontario

Unequaled in Quality
and a Producer of Permanent Profit

QUAKER

Canned Goods

THE BLOOMFIELD PACKING CO.
BLOOMFIELD, ONT.



"Tilbury Brand" Canned Goods

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

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

RYAN BROS., Winnipeg
WESTERN SALES AGENTS

Sales Agents for Manitoba, Saskatchewan and Alberta.
A large stock carried in Winnipeg warehouse.

The Tilbury Canning Company, Limited, Tilbury, Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

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

The Natural Feeling of Buyer Towards Seller is Distrust

but you cannot have distrust toward

"SALADA"

Why? Because, unlike sellers of other teas, we never want you to keep a pound of "SALADA" in stock if you desire to get rid of it. It costs you in interest and insurance 10 per cent yearly to carry other teas.

We paid the freight when sending it to you and will pay the freight back again if you want to return it, and allow you the full cost. Look around at your stock of bulk and packet teas. Would you not gladly return a lot of it if you could do so on the same conditions?

The "SALADA" Tea Co., Toronto or Montreal

Counter
Check Books

"Get the Best."

PHONE OR WRITE

THE CARTER-CRUME COMPANY, LIMITED
TORONTO and MONTREAL

Business is Booming in the West

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

Correspondence invited

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

Manufacturers' Agents and Brokers

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

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.

The flavor wins your favor and your Customers.

Our High Grade Specialty,

"CHOCOLATE BORDEAUX"

Is worthy of your particular consideration. The acme of perfection in modern chocolate making. Quickest selling specialty on the market.

CHOCOLATE BORDEAUX has a flavor all its own. It's different from all other Chocolates. Write for samples. Test it along side of any other and you will find it better, purer, and more delicious. Be the first in your town to offer this line. We supply hundreds of satisfied customers. Write to-day before it slips your memory: "Now is the time."

The Montreal Biscuit Company, Montreal
Manufacturers "Sweets that Satisfy"

ST. LAWRENCE Granulated Sugar 20 Lb. Cotton Bags

Convenient Original Packages, containing the highest grade of Sugar.

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

The ST. LAWRENCE
Sugar Refining Company, Limited
Montreal

BROOMS

We have them

Not **CHEAP** but
GOOD

Ask for our
present prices.

Walter Woods & Co.
Hamilton and Winnipeg

Try our Boss Bamboo handle Parlor Broom.

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.

"Wayne" Stands For Quality Washboards



First, last and all the time. Wayne Boards are sold with a guarantee of first-class workmanship and the best and highest grades of Glass, Brass, Enamel and Zinc Surfaces. We furnish with our regular line, frames made of the celebrated **St. Francis Basin Red Gum Lumber**, which is peculiarly adapted to this purpose. It is hard and smooth and has not the **warping qualities** of **cottonwood**. When our customers absolutely demand it, we are in position to furnish the **Wayne line** with white hardwood frames, using the best white hardwood that can be obtained in the U.S. This necessitates a slight advance in the price, owing to greater waste in the lumber but produces a frame far better in all respects than cottonwood or any of the kindred **soft** woods used in the manufacture of boards. We wish, however, to draw your earnest attention to the **St. Francis Basin Red Gum Lumber**, which we maintain is an absolutely perfect wood for the manufacture of washboard frames.

Our prices will please both the Jobber and the Dealer. Carrying our line **will increase your sales.**

WE ARE NOT IN THE TRUST

Wayne Manufacturing Co., St. Louis, U.S.A.

As Pure as Windsor Salt

\$1.00 Sold \$25 Worth of Groceries It was a thirty-mile trip to town and the instructions of Mrs. Smith to husband John were to get a dollar's worth of Windsor Salt at the grocer's—naturally husband John secured his entire list of groceries at the store that was stocked with "Windsor." He spent twenty-five dollars in that particular store.

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

**Windsor
Salt**

CANADIAN SALT COMPANY, LIMITED,
Windsor, Ont.

Arriving--

New Crop

Muscovado Sugar

The Davidson & Hay Limited

WHOLESALE GROCERS, TORONTO

Redpath

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

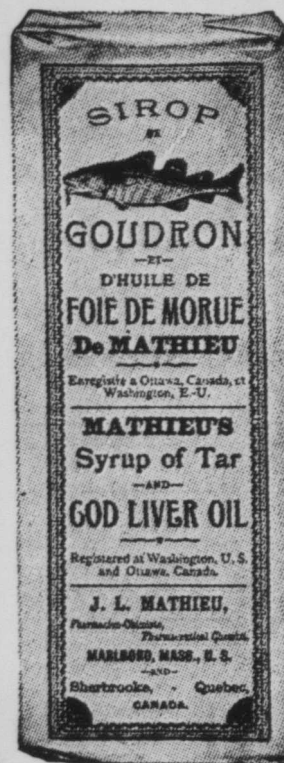
**Extra Granulated - Bags 20 lbs.
Paris Lumps - Boxes about 5 lbs.**

Equal to, if not better than, anything produced.

Ask your grocer for them and refuse substitutes.

Manufactured by

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



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 2

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

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

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

MAIL THAT ORDER TO-DAY

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

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

JAPAN TEAS

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

S. T. NISHIMURA & CO.

MONTREAL and JAPAN

ESTABLISHED A.D. 1840

The "Pansy" Has "Made Good"

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

"Buy From the Makers."

H. W. Nelson & Co., Ltd.

TORONTO

ONTARIO



E.D.S. BRAND Jams and Jellies

GUARANTEED ABSOLUTELY PURE UNEQUALLED IN FLAVOR

AGENTS

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

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

Have Your Wife Try Our White Dove Coccoanut

If YOUR wife finds it the best for Cakes
and Puddings, the OTHER man's wife will, too

IT PAYS YOU BEST TO SELL the BEST
Sell White Dove Coccoanut

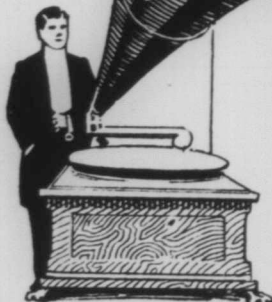
Agents :

Geo. A. Stone, Vancouver, B.C.
Scott, Bathgate & Co., Winnipeg, Man.
Frank M. Hannum, Ottawa, Ont.
C. E. Macmichael, St. John, N.B.
J. W. Gorham & Co., Halifax, N.S.



W. P. DOWNEY

24 and 26 St. Peter Street, - - MONTREAL



A RECORD Success

'CAMP' COFFEE produces
a chorus of praise from all who
try it, and to try it once is to
buy it always.

Recommend 'Camp' to your Customers.
All Wholesalers stock it

R. Paterson & Sons, Coffee Specialists, Glasgow

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

MASON'S O.K. SAUCE

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

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.





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. Seaton & 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.



When a customer asks for a bottle of the best pickles the wise grocer will show a bottle of

STERLING BRAND PICKLES

every time. He knows his customer will be satisfied and will come back for more.

Order from your jobber or direct from the factory.

THE T. A. LYTLE CO. LTD.

Sterling Road, Toronto, Canada

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

Strength and Purity Are What Count

in the sale of flavoring extracts. And for the last quarter of a century

Shirriff's Flavoring Extracts

have proven the highest in strength and purity.

IMPERIAL EXTRACT CO.,

18-22 Church Street
TORONTO, CAN.



There is a Big Demand for

Black Knight Stove Polish



We are advertising Black Knight Stove Polish extensively in good newspapers all over the Dominion. It is strong, dealer-helping publicity, telling women to ask you for Black Knight Stove Polish. Can you supply the demand?

Your jobber can supply you.

The F. F. DALLEY COMPANY, Limited
HAMILTON, CANADA BUFFALO, N.Y.

FOUNDED IN 1842

TEAS — TEAS

We have arriving in a short time a number of fine lines of teas, comprising:

665 PACKAGES

200 Chests "NOLANDA" Ceylon Green Tea, 60 lbs. value, 24c22
200 Chests "OWL CHOP" Ceylon Black and Green Teas, in 1lb. packages20
32 H. Chests Ceylon Black Tea, "COPTONA," value, 18c16
50 H. Chests Indian Pekoe Black Tea value, 17c15
37 H. Chests Indian Pekoe Tea, "BURMANI" value, 20c17
21 H. Chests Indian Pekoe Black Tea, "APPIAH," value, 21c16
50 H. Chests Japan Tea, "FANNINGS" value, 12c10½
50 H. Chests Japan Tea, Fannings, "FUJI YANA" value, 12c10½
25 H. Chests Ceylon Green Tea, "ADUWELLA," value, 22c20

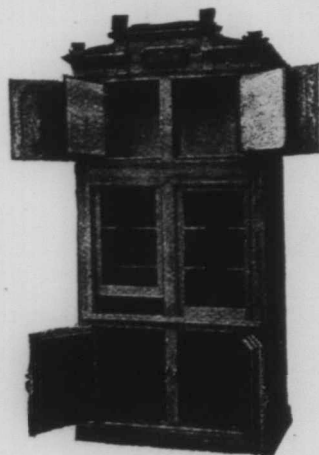
SAMPLES FURNISHED WITH PLEASURE

Such values are not obtainable elsewhere on the market to-day. We can prove what we say

Place Your Order at Once.

L. CHAPUT, FILS & CIE.,

2, 4, 6 and 8 DeBresoles St., MONTREAL



Arctic Refrigerator

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

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JOHN HILLOCK CO., Limited
TORONTO, ONT.

WRITE FOR CATALOG

ROYAL METAL POLISHES

The only METAL POLISH on the market that can be used with perfect safety on all Metals, instantly cleaning GOLD, SILVER, COPPER, BRASS, NICKEL or STEEL. It works for all. *It contains no ACID or GRIT. It Preserves the Metals. It Works easily and quickly. It imparts a most Brilliant and lasting Lustre. It will not injure the Hands.*

'ROYAL' stands for the best there is in

METAL POLISHES

Made in Canada

Once Used Always Used

Every Package Guaranteed By

Royal Polishes Company, Montreal

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Halifax: J. C. Calder Sherbrooke: E. H. Bowen
And all dealers.

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 Rasp-
berries, Blackberries, Sour Cherries, Blue-
berries, Beets, Rhubarb, Etc.*

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

Write for Samples

**SANITARY CAN COMPANY, LTD.
NIAGARA FALLS, - ONTARIO**

FRUIT CANS

All sizes—All kinds.

SYRUP CANS

For products of Maple, Corn
and Cane.

MILK CANS

For Sweetened Milk and Evap-
orated Cream.

MEAT CANS

Bevelled, Round and Square.

BISCUIT TINS

of any description.

BAKING POWDER

AND SPICE CANS

PROMPT SHIPMENT SUPERIOR GOODS

THE

Norton Manufacturing Co.

HAMILTON

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

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

START THE NEW YEAR WITH THE BEST SELLERS

LOVATT
&
LOVATT'S

LANGLEY WARE

Langley Mills
ENGLAND

LEADLESS GLAZE FIRE-PROOF WARE



No. 120

MADE IN 8 SIZES

VITRIFIED LANGLEY WARE

Plain Green, Plain Green and Brown, Plain Green and Gold, Chocolate, Royal Blue, and Fancy Floral Designs.

TEA POTS FURNISHED WITH PERCOLATORS OR WITHOUT



No. 196

THE MOST COMPLETE AND UP-TO-DATE LINE IN THE WORLD OF LEADLESS GLAZE, VITRIFIED EARTHENWARE POTTERY

Jardinieres
Tobacco Jars
Vases



Nos. 119, 120 and 126

Flower Tubes
Foot Warmers
Match Stands

FIRE-PROOF WARE
IN PLAIN GREEN
AND BROWN

SAUCE PANS AND MILK BOILERS
PIE DISHES AND STEW POTS
OVAL ENTREE DISHES
OVAL AND SQUARE BAKERS
AND EGG POACHERS



FRENCH COFFEE
FILTERS

HOUSEHOLD JARS
BUTTER JARS
GINGER BEER BOTTLES
CUSPIDORES
ETC.

Write us at once for Illustrated Catalog and Lowest Quotations—DO IT NOW and get ready for the BIG YEAR of 1909

CARVETH & COMPANY

SOLE AGENTS FOR CANADA

600 Lindsay Building

MONTREAL, QUE.

Tartan
BRAND

SIGN OF PURITY

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

PHONE 596

BALFOUR, SMYE & CO.

QUICK SHIPPERS

Wholesale Grocers,

HAMILTON, ONT.

"Fish for Lenten Season"

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

**Avoid Cheap
Marmalades
—Stock
Balmoral
Marmalade**

Cheap marmalades do not pay. Customers find out their poor qualities and judge your grocery stock by the marmalade. Balmoral Marmalade, is a high-class marmalade, being absolutely pure. It will pay you to handle it.

J. W. WINDSOR
MONTREAL



SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5c. bags.

and a complete line of

LOZENGES, ETC.

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request.

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St. John	-	H. S. Daly	-	
Vancouver	-	J. F. Mowat & Co.	-	

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

ESTABLISHED OVER 200 YEARS

CHAMPION'S

IS THE BEST VINEGAR

MADE FROM FINEST MALT

Commands a Preference Over All Others.

LONDON, ENGLAND

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

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

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WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS.

WRITE OUR AGENTS FOR PARTICULARS



WHAT LINE IN YOUR BUSINESS SHOWS THE GREATEST PROFIT ?

SPICES

WHAT LINE WILL IT PAY YOU TO PUSH ?

SPICES

DON'T FORGET THAT THERE ARE TWO KINDS

SPICES AND SPICES

ONE IS PURE ————— THE OTHER IS NOT

WE GUARANTEE EVERY POUND OF

"WHITE SWAN" SPICE

TO CONTAIN 16 PURE OUNCES

APPRECIATE THE POINT AND SEND US YOUR ORDERS

WHITE SWAN SPICES AND CEREALS LIMITED - TORONTO

CANADA'S GREATEST SPICE HOUSE



A Great Convenience — McGregor's Patent Bag Holder

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

Write us for full particulars and prices.

KILGOUR BROS.

19 Wellington St. West, - TORONTO

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT.



SOLD BY ALL JOBBERS

½-lb. tins—3 doz. in case.

THE CANADIAN GROCER

The World has Moved Forward a Lot in 50 Years

In the preparation of health foods and hygiene the advance is especially noticeable. One of the greatest benefactors of mankind was the late Gail Borden. His inventive genius produced



Borden's Brands

of Condensed Milk and Evaporated Cream

The world has recognized the value of

"Eagle Brand" Condensed Milk and "Peerless Brand" Evaporated Cream

ASK YOUR JOBBER FOR THESE

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co, Winnipeg, Man.

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



Unsweetened



ST. CHARLES CREAM UNSWEETENED—STERILIZED

THE PUREST AND BEST

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

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

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

St. Charles Condensing Co.
INGERSOLL, - ONTARIO
CANADA



BANNER BRAND CONDENSED MILK



You will find Banner Brand a rapid seller because it is really superior in quality, and it is very attractively labeled. Its absolute purity is indisputable.

Ask your Jobber for Banner Brand

John Malcolm & Son

ST. GEORGE

ONT.



WHY CARRY IN STOCK

Canada First Evaporated Cream?

Because it is Highest in Butter Fat.

SURE TO PLEASE YOUR CUSTOMERS.

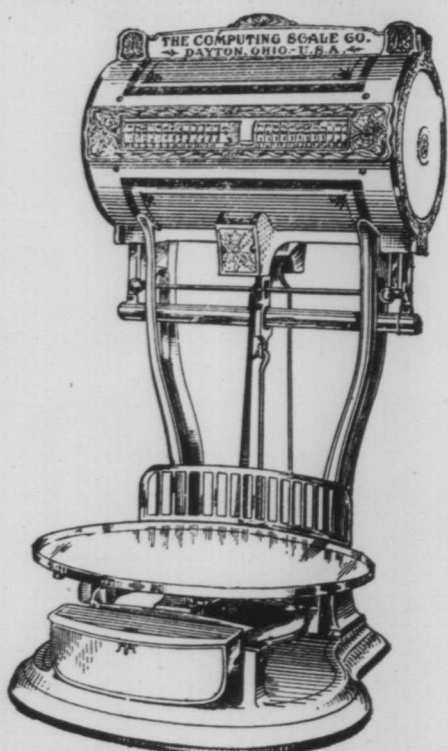
EVERY CAN GUARANTEED.

NO DEAD STOCK.

Manufactured by

AYLMER CONDENSED MILK CO., Limited

AYLMER, - ONTARIO



DAYTON MONEYWEIGHT SCALE
NOTE THE LOW PLATFORM

Overweight Problem Solved!

With this 1909 visible, self-weighing, self-computing, Automatic Scale, a child can easily, quickly and correctly divide the wholesale purchase into retail packages without a grain of overweight.

This is the simplest, easiest to operate form of

Automatic Weighing Machine

—accurate, reliable, durable.

Gives the exact weight for the exacting dealer.
Gives the exact weight to all customers.
True as steel and built for a lifetime of exact weighing.
Weighs to an ounce, computes to a cent.
Low platform—only 6½ inches from the counter.
Our Automatic scales are equipped with a thermostat, like a watch, which makes them weigh with absolute accuracy in any temperature.
No swinging pendulum, no moving indicators, no poises to shift, no beams to bother with, no ball to forget, no friction to pay for.

This scale saves time and money.

THE SCALE THAT SAVES IS NO EXPENSE.

Drop us a line for full information.

The Computing Scale Co.

of Canada, Limited

164 W. King St., Toronto, Ont.

WE'VE GOT WHAT YOU WANT

An Automatic Computing Scale
with "NO SPRINGS"

The "Honest Weight" TOLEDO

"The Scale with Brains"

WE INVITE COMPARISON

Toledo Computing Scale Co.

335 Yonge Street, Toronto, Ont.

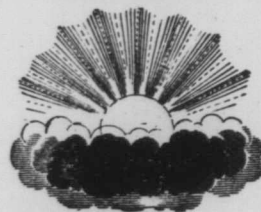
55 Notre Dame Street East, Montreal, Que.

Write for illustrated booklet.

See our next ad.

"Salad, Edible and Cooking Oils"

WINTER PRESSED



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

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

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

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

WRITE US TO-DAY

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated
Cotton Seed Oils

55 ST. PAUL ST.,

MONTREAL

This

Adams
Allan, Ro
Allison O
American
Anderson
Anchor-T
Andrews
Aymer O

Balfour, S
Beamsvil
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Benedict
Bloomfel
Blue Rib
Borden O
Bovril, L
How-er, S
Boyd & O
Bradstre
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Camp Co
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Canada B
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Carmand
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Carr & O
Carveit &
Ceylon T
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Clare & L
Clark W
Clawson &
Clower, W
Codville C
Computin
Connors
Constant
Cote, Jos
Cowan Co



Maple Syrup

Have you made arrangements for your supply of new season's goods? If not, let us figure on your requirements.

Our brand "Sugar Bush" cannot be beaten at the prices we sell.

James Turner & Co., Limited

Hamilton and Arnprior, Ont.

INDEX TO ADVERTISERS.

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

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Co-operative Ranks Recently Broken

President and Vice-President Have Resigned Within a Short Time of the General Meeting—Old Treasurer's Name Not on the New Prospectus—The Picton Affair Recalled—Some Reasons for Resignations.

Since the report of the failure of those interested to form a Picton branch of the Dominion Co-operative Association a few weeks ago, some changes are observed in the personnel of the officers of the Association. These can be seen from a leaflet pasted on the second page of the old prospectus covering the old officers names and showing the new. The change as shown by this "extra" or added leaf occurred on Feb. 9th, 1909.

Of course the Governor-General is not the president as the advertisement in the Picton press represented him to be. Other statements were made in that advertisement which should not have been and the natural result was the farmers who had been somewhat interested, declined to have anything to do with the scheme as it has so far been presented.

Change of Presidents.

Alexander Fraser is not now the president. He was but he has resigned. He told the Grocer his reasons were that the Dominion Co-operative Association is only yet in its preliminary stages. He accepted the presidency to get things started and never intended to stay with it.

"I was only president until the Association was ready to go on and do business. I merely gave advice," he states.

Speaking further he said: "The present arrangement (that is, the new officers elected since the resignations took place) will only last for a month or so; there is to be a general meeting in March."

This would indicate that the Association "is not yet ready to begin business."

And therefore, why did Mr. Fraser resign so soon?

"Can a man in the public service hold office in such an Association?" was asked Mr. Fraser.

"It's not illegal," he replied; "but its very undesirable that such should exist. I wouldn't care to hold office under those conditions and that was one reason why I only undertook to be president until the Association was ready to do business."

Name Without Authority.

Mr. Fraser, speaking in regard to the Picton affair said that his name was used in the advertisement without his authority. His successor according to the recently revised prospectus is Robert J. Goudy, manufacturer, Toronto. Mr. Fraser is Provincial Archivist.

The resignation of the president led to a change in the vice-presidency. Albert Chamberlain, in the office of the Belleville Portland Cement Co., the Arcade, Yonge St., Toronto, was the vice-president, but he has been succeeded by J. S. Milligan, bookkeeper, Toronto—so says the prospectus.

He Follows Mr. Fraser.

Mr. Chamberlain has also given his reasons for leaving the Association. Among them are the following: He is a busy man and he resigned because Mr. Fraser resigned.

"As long as Alex. Fraser was at the head of affairs I had no fear of things going wrong," he told the Grocer. "I never would have allowed my name to go before the Board for vice-president if Mr. Fraser had not been at the head."

Mr. Chamberlain is President of the British Welcome League and no doubt is a very busy man.

While he was connected with the Association he had wanted things done right. He had told the Board that if he ever found anything wrong he would resign and let them know why. He was on good terms with both the secretary and treasurer at the time he handed in his resignation. So far as he knew everything was done "on the square." Referring to the attempt to establish a Picton branch of the Association he also stated that there was no authority for his name going on the advertisement as one of the speakers.

Secretary's Statement.

H. Macdonald is the secretary of the Dominion Co-operative Association. He has not resigned. He told the Grocer that the Governor-General was not the president of the above named association as represented in the Picton paper. He, however, is the president of the International Co-operative Alliance of England.

He, Mr. Macdonald, was invited to Picton a few weeks ago to lecture for the purpose of laying the foundation stone of a branch of the Association there.

He had been told by the leading farmers that if the movement did nothing else it would serve to abandon the credit system.

"I left some literature and authorized J. Sayers, who I think is president of the School of Commerce there, to take subscriptions for stock on our published prospectus. The next information from Sayers was that he wanted me to give another address to the farmers. He carried out all arrangements on his own behalf. In the meantime a complaint was received through Alex. Fraser, the president, concerning the advertisement. I appreciated that the statements were misleading. I was not consulted regarding the ad."

They Couldn't Go.

"I wired Mr. Sayers that owing to the terms of the advertisement, my directors disapproved of my attending the meeting as it might be construed that I had given countenance to a mis-

leading statement. The president telephoned to Picton that the advertisement was incorrect and asked his correspondent—who, by the way, was Fred Newman, president of the Retail Merchants Association there—to intimate this to the farmers."

The subsequent happenings were told in the Grocer of a couple of weeks ago.

Mr. Macdonald is a Scotchman. He was a member of St. Cuthbert's Society of Edinburgh, before coming to Canada.

In addition to changes already referred to the new prospectus hasn't the name of H. Kiteley who was the treasurer. There are three new directors and the auditors are also different.

All this in the face of a general meeting within a month's time might seem rather peculiar.

ILLICIT COMMISSIONS.

Clerks and salesmen throughout Canada are advised of the introduction of a bill a few days ago in the House of Commons by Hon. A. B. Aylesworth, Minister of Justice, regarding illicit or secret commissions. This bill is for the purpose of preventing the payment or acceptance of illicit or secret commissions and other like practices. The object of this legislation is that the payment or acceptance of illicit or secret commissions and practices of that nature shall be an offence punishable either by indictment or upon summary conviction, according to the gravity of the circumstances.

The measure is one of general application. Already on the statute book are enactments against receiving of secret commissions by agents in the employ of any government in Canada or municipal corporation.

No Employee Can Accept.

But the new legislation proposes to go further and make it illegal on the part of any employee to accept any secret commission in consideration of favors to be given at the expense of his employer.

This legislation is in substance the enactment adopted on this subject by the Imperial Parliament two years ago.

SEMOLINA.

The Grocer has received an inquiry from a London, England, house desiring to know whether an article known as "Semolina" is made in Canada or not. Any of our readers who know anything of this article which is manufactured from hard red wheat are requested to communicate with this paper telling particularly where it is made. The British firm wants to do business in Canada.

Ra

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During the fishing season's steady development increased the country we had we have dually be of fish a handle to cheap from me: sumed to consumer The ha time is

was in t ing recent ment thr with col to impro work to

One of has come the rapi made in this dev promises From Manitoba Manitoba

Rapid Advance of the Fishing Industry

The Pacific Coast and Lakes of the Northwest Becoming Important Sources of Supply—More Fish From the West Than From the East—The Part the Grocers Have Played in Developing the Trade by Educating the Public—Success of the F. T. James Co., Wholesale Fish Dealers, Toronto, and Methods Used.

During recent years the advance in the fishing industry in Canada has been such as to make it one of the Dominion's strong commercial points and deserving of particular notice. The vast development of the industry has greatly increased the internal trade in fish in the country and a few years ago where we had one grocer dealing in fish now we have scores. The consumer is gradually becoming educated to the value of fish as a food, by the grocers who handle them. They provide wholesome, cheap food and are a valuable change from meat which in many cases is consumed too freely for the health of the consumers.

The handling of fish at the present time is vastly different from what it

pike and perch and the fisheries in these lakes are becoming very important.

In the Lesser Slave Lake, farther to the west and north, fish are caught in abundance through the ice. They are frozen practically while they are still kicking on the ice and shipped east as they are. They land here in better condition than fresh fish and as they are immediately placed in cold storage there can be no deterioration.

Western Halibut.

The Pacific coast trade in halibut is enormous. This fish is caught by the ton there, Victoria and Vancouver being made the chief centres of distribution. Ontario fish dealers handle much

D. L. Port, of D. L. Port & Co., who had their business establishment in Toronto on the Esplanade.

Nine years afterwards he launched out for himself and has now a modernly equipped wholesale fish establishment fitted up with cold storage rooms of the latest type. Eleven years ago, therefore, the company began with almost no money, a little credit and a room 25 feet by 50 feet. Their early business was not very remunerative but it served to gain a good name among the trade. Courtesy and consideration were among their mottoes and they have now one of the most important fish and oyster wholesale houses in Canada.

The firm aimed at quality of service



Interior View of Cold Storage Oyster Room, with Temperature Just Above Freezing Point.

was in the not yet distant past. During recent years the Dominion Government through legislation in connection with cold storage, etc., has done much to improve the industry and thus give work to a greater number than before.

Fish From the West.

One of the important changes which has come about in the last few years is the rapid gains western Canada has made in supplying the eastern trade. This development is phenomenal and promises to increase.

From Winnipeg, Winnipegosis and Manitoba Lakes in the province of Manitoba come white fish, pickerel,

more halibut from the Pacific than from the Atlantic and the western fish is now even being sold in Halifax and Boston.

Successful Fish Merchant.

The fact that the fish trade has gone rapidly ahead in latter years is well illustrated by considering the development of the business of the F. T. James Co., wholesale fish merchants of Toronto, of which F. T. James is the manager. The progress has been made in the last eleven years. Mr. James' connection with the trade however, dates back twenty years, when he became clerk and assistant to the late

and for some time it was a test of determination and endurance but their qualifications for doing business were made manifest and success was the result. They have now a new building fitted with every facility for doing things correctly.

Fish Trade Entirely.

In earlier years Mr. James did a general commission business and it was not until recently that he dispensed with fruits and vegetables and has since confined all the operations to fish and oysters. The company has now their own branches on Lakes Ontario, Erie, Huron, Superior, Winnipeg and Geor-

gian Bay together with buying connections on the Pacific and Atlantic coasts.

Oyster Trade Advance.

In this age of progress it is not surprising that the Oyster industry is keeping pace with the giant strides of civilization.

It used to be a question of what to eat, now that has been decided by science and the only thing that agitates the consumer is how to secure his food in the most wholesome manner.

There has been more or less talk as to the best possible means of shipping oysters, but it seems that it has been left to Mr. James to solve the problem.



Head of F. T. James Co., Wholesale Fish Merchants.

That he has succeeded in doing so, to the satisfaction of the dealers who draw their supply from the F. T. James Co., is shown by the popularity of the Beacon Brand Oyster package, which is the company's private carrier. It appeals strongly to pure food enthusiasts, for like a paper match box, it is used but once. That the value of this package is recognized by more than the oyster industry is shown by the visit recently of a score or more scientists, who were eager to inspect the packages and they highly praise the "single service package."

Mr. James now handles more fish from the West than from the Atlantic indicating that the West has more resources than merely its renowned wheat fields. It is not very long ago since fish was brought to Toronto in small quantities whereas now they come only in carload lots and these arrive every week.

Treat the order sent in with the same care it would receive if the customer were watching you put it up. People like to trade where they can trust the store. It's inconvenient to have to watch your grocer or butcher every move he makes.

EDMONTON MERCHANTS UNITE

Form Protective Association—Will Watch "Dead-Beats" and Indiscriminate Peddling—To Wait on Government for Purpose of Getting Small Accounts Collected With Less Expense—Cutting of Prices Considered.

Edmonton, Feb. 16.—For a long time Edmonton merchants have seen the need of some organization amongst themselves for protection against bad accounts and unwarranted cutting of prices and other evils. This matter has been talked of for some time but nobody until recently seemed to take the initiative and try to formulate plans whereby the retailers would get together and talk the matter over with a view to forming an association. Almost every city of any size at all in the country had some system to work upon.

A Protective Policy.

Within the last month or so though, this matter has been rapidly brought to a head through the strenuous efforts of some of the leading retailers and wholesale men and what gives promise of being one of the most important organizations of retail merchants in the West has been formed and is styled "The Retail Merchants' Protective Association."

At a meeting held a short time ago, in the office of G. S. & J. Galt, much business was gone over and officers for the ensuing year were elected as follows:—President, G. H. Graydon; 1st Vice-President, H. K. Hilburn; 2nd Vice-President, M. Webb; Treasurer, H. W. B. Douglas; Salaries Secretary, P. C. Engle; Executive Committee, A. R. Duncan, W. J. Jackson, E. Tomlinson, C. C. Thompson and J. C. Dowsett. Mr. Engle will assume his new duties at once and in a short time will open

up an office and devote considerable time to the affairs of this organization. At present the membership of the association is sixty-five and about two hundred more retailers of the city have expressed their desire of affiliating with the organization.

Objects of Organization.

The chief purpose of the Retail Merchants' Protective Association is, as its name implies, to protect the retailer. As far as possible the rating of every person in Edmonton will be obtained and thus the association will be able to control the credit system in the city and protect themselves against bad accounts. Representatives of the association will wait on the government and ask them to pass a law whereby merchants will be enabled to collect a small debt without expensive litigation. Steps will also be taken to protect merchants against indiscriminate peddling. The organization will endeavor to control and uphold prices as far as advisable and any retailer found guilty of "slashing" prices to the detriment of the other merchants will be brought to task.

The wholesale houses will be asked to cooperate in this matter by not selling to any retailer who has been causing any unwarranted break in prices under penalty of losing the business of the balance of the merchants in the city. Thus the offender will be cut off from getting goods and seeing his mistake may mend his ways.



Lake Trout Piled in Cold Storage Room Like Cordwood, with Temperature at 10 Degrees Above Zero.

PRESENTATION TO PRESIDENT

Geo. F. Benson Honored on the Occasion of the Silver Anniversary of the Canada Starch Co.—Given Handsome Solid Silver Centre Piece—His Reply.

At the conclusion of the annual meeting of the Canada Starch Co., Montreal, which was recently held, an event of a social rather than of a business nature occurred of more than ordinary interest. The reaching of the silver anniversary of the institution of the company was made the occasion for the presentation to President Geo. F. Benson, of a handsome solid silver centre-piece, manufactured by Henry Hickson & Sons, Montreal. In addition to the directors, there were present the local salesmen and office staff.

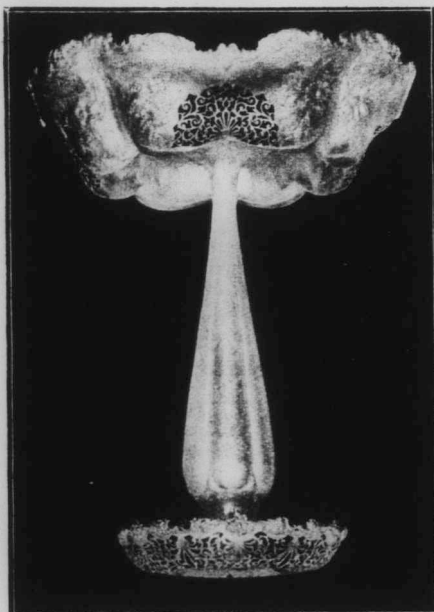
The following address was read accompanying the presentation:—
To George F. Benson, Esq.,

President of the Canada Starch Co.,
Ltd.,
Montreal.

Dear Sir:—

On the 50th anniversary of the founding of the starch industry in Canada, we the directors of the company, and the working staff in every capacity, ask your acceptance of this testimonial.

We offer it as a memorial to the courage and foresight of your late respected father, the founder, a pioneer and maker of the industrial history of this country—as a token of our appreciation of your maintenance of his suc-



Solid Silver Centrepiece Presented to President Benson, of the Edwardsburg Starch Co., by the Directors, Office and Sales Staff of the Company.

cessful administration as president—and of your qualities of mind and heart as shown in all your dealings with everyone connected with the company.

This gift and our expressions are but feeble exponents of our personal feelings towards you, engendered by long experience of a character which has inspired all with that camaraderie and esprit de corps which is not only beneficial but absolutely necessary to the proper and successful development of industrial enterprise.

They are accompanied by our heartfelt wishes that you may long continue to guide the destinies of the company along the same pleasant paths of prosperity. And we venture moreover to express the hope that in the natural succession of generation to generation, on some future occasion a son of yours may receive from our successors, a similar tribute, tendered with as sincere pleasure as we ourselves are to-day experiencing."

A Modest Acknowledgment.

In acknowledging the gift and the sentiments expressed, Mr. Benson remarked that while he appreciated the kindness shown him, he felt that the comparatively few years during which he had been at the helm of the company did not warrant such a tribute. Had he been the chief for a quarter or half a century it might have been different. He thought his services had been overestimated but since he was honored he would have to live up to what had been said concerning him. He assured all of the absolute confidence he had in the business and its future.



President Geo. F. Benson, Directors and Sales Agents, of the Canada Starch Co., Ltd., from Halifax to Vancouver. Photo taken at the Bonaventure Station, Montreal, on the Occasion of the 50th Anniversary.

WHY BROOMS HAVE ADVANCED

Great Shortage in the Oklohoma Crop—Many Manufacturers Can Scarcely Secure Raw Material—Available supply Bought Up Unawares.

(Written for The Canadian Grocer.)

There have been great changes and developments as to the districts in which broom corn has been grown. Beginning in the Mohawk Valley in New York State many years ago, it gradually drifted over to what is termed the central district in Illinois, where the rich black prairie soil produces a class of broom corn which has never been surpassed, particularly as to its wearing qualities. Since 1899, however, the land in this portion of Illinois has become more valuable selling as high as \$150 per acre in the last few years. This coupled with the fact that Indian Corn has brought high prices has contributed to a continuous reduction in acreage planted into broom corn since that year, so that at the present time Illinois does not produce more than 20 per cent. of the total crop when at one time it produced probably 75 or 80 per cent.

Sometime previous to 1899, numbers of farmers from this central district having moved to Kansas, began raising broom corn in that state and from this, the evolution of the broom corn raising in the new neighboring state of Oklohoma was a natural one. The land in Oklohoma being cheaper and the new settlers being anxious to raise any crop which could be sold for cash, went into the raising of broom corn quite extensively, so that during the last eight or ten years, Oklohoma has produced the bulk of America's crop of broom corn.

Difference in Growing.

Conditions, however, are entirely different in Oklohoma from those in Illinois. In Illinois the crop was practically raised in two or three counties and a buyer at any time could, within a few days become cognizant of the conditions by taking a drive around, whereas in Oklohoma the crop is pretty well distributed over the whole state and it is practically impossible to obtain a fair knowledge of the size of the crop until after the crop is shipped and the records are taken from the various shipping stations. It was this fact which helped to develop the peculiar conditions in broom corn last autumn. Previous to the Presidential election broom corn manufacturers were practically not in the market, although usually the bulk of the broom corn is bought in October, so that buying was comparatively small in October.

Broom Corn Bought Unawares.

Immediately after the election, however, manufacturers swarmed out into Oklohoma and, lo and behold, the broom corn had practically been bought up before anybody was aware of it. Careful estimates since that time, go to show that instead of a crop of between 30,000 and 40,000 tons which Oklohoma usually produces, there was not more than 16,000 tons, which with a reduced crop in Illinois, has developed a shortage such as has not existed during the last twenty years.

Naturally such dealers as had been buying for future requirements, when

they became aware of the actual conditions, advanced prices and while broom corn during October was selling at from \$30.00 to \$70.00 per ton, almost anything will now bring \$120 per ton and the better grades as high as \$130 per ton in Oklohoma. With the market firm at this advanced price and the probability that before another season's crop can be grown, a large number of manufacturers will practically be out of business because no further supplies can be obtained, the condition is entirely different from what it was in 1889 when the broom corn market was

manipulated and the broom corn secretly bought up and prices boosted to \$200 per ton and that during a year when there was a larger crop of broom corn than usual. This year however, practically everybody was caught short, being practically unaware of the actual conditions, until brought face to face with them, so that unless all consumers are bound to quit buying brooms, the market will continue to advance according to the demand.

The actual advance while it seems large in dollars per ton is not very much in cents per broom, the advance of 10 cents per broom to the consumer practically covering the advance so far.

This should not affect the trade very seriously, considering the small number of brooms used annually in a household. It is however of the utmost importance to the manufacturers because in the aggregate this amounts to a large sum.

COMMISSION VERSUS SALARY

Across the Border the Former System for Travelers is in Vogue — Benefits Claimed for Wholesaler, Retailer and the Traveler—Best Salesmen Come to the Surface—Poor Men Fall by the Wayside.

Travelers paid by commission instead of by salary is the system chiefly in vogue in the United States and information secured regarding the results to the traveler and wholesaler indicate that it is appreciated by both. Practically all the large wholesale houses across the border pay their travelers on commission and they claim the system proves more satisfactory than the other method and more beneficial too, from a monetary standpoint.

Paying on this profit sharing basis brings forward, it is maintained, good, active salesmen. It has the tendency to produce travelers who are real artists in selling. The brainier men are left on the road and those who have not the ability to make good salesmen are forced to drop out and seek their fortune in some other sphere of life.

The Retailer Also.

This system is claimed to be better for traveler, wholesaler and retailer. Advocates of it say that the travelers who make the salesmen, on the commission basis will make more money than by salary. It stands to reason that the greater the amount of sales the greater will be the commission. The standard of traveling is raised by the fact that only the best men come to the surface.

If the traveler sells more goods the wholesaler is bound to benefit because he will sell more also. Travelers in the United States make from 25 per cent. to 40 per cent. according to their territory and of course the man who provides the goods reaps his share of the benefits.

Those who advocate traveling on the profit sharing basis maintain also that the retailer comes in for his share of the advantages. A salesman to hold his customers must be very careful how he treats them and what he sells. Often it is said, retailers are sold goods they do not want, on the recommendation of the salesman, only to find he cannot get rid of them. This makes the merchant indifferent to purchasing from

the same traveler again and the latter loses custom. No difference would be made to him if he worked on the salary basis unless this occurred too frequently. It therefore appears from this reasoning that the retailers would be supplied with the goods for which they would find ready sales.

Travelers Become Artists.

The commission system has been gradually established in the United States during the past fifteen or twenty years and it seems to be getting more advocates every year. The travelers appreciate it because it gives them something to work for and, as stated above, raises the standard of salesmanship.

To be a successful traveler a man must be a judge of human nature. Principles that make a sale in one case are disastrous if used in another and travelers themselves across the line claim that the commission system is the better because it brings out men worthy of the position and these are better paid. Travelers working on commission have often been known to make as much as \$10,000 a year and instances are known where \$25,000 have been earned.

Another benefit claimed for the wholesaler is that definite sales are always made. On the salary basis this does not always occur and trouble too frequently arises.

Mr. Loudon, of The Tillsonburg Packing Co. has purchased the business of J. W. Wait, known as the Jubilee Meat Market, on Broadway St., Tillsonburg, and will begin at once to make extensive alterations with a view to running a butcher and provision store. H. K. Anthony, late with the Wm. Davies Co., Toronto, and J. & A. McHardy of Guelph, has been appointed manager and intends carrying a full line of fresh smoked, pickled and cooked meats, canned goods, cheese, lard, butter, eggs, pickles, catsup, etc.

GROCERY TRADE CHANGES

New Stores Opening—Registrations and Assignments Made—Losses Sustained by Fire.

Ontario.

E. J. Mills, grocer, Ottawa, has sold to H. G. Gordon.

Hamilton & Co., general merchants, Spanish, have assigned.

F. G. Parker, grocer, Toronto, has been succeeded by I. N. Gostlin.

The assets of L. Ferguson & Co., grocer, Ottawa, are to be sold.

Archibald Finlayson, grocer, Glencoe, has sold to Graham & Tough.

A. J. McLean, general merchant, Manitowaning, asks for an extension.

Edward A. Ellis, grocer, Tillsonburg, has assigned to William McGuire.

H. H. Mockler, general merchant, Durham, has assigned to Henry Barber.

James Cunningham, grocers and batters, have assigned to J. N. Cober.

Wm. Gillespie's grocery store at Petrolea was damaged by fire last week.

E. R. Woodiwiss, general merchant, Huntsville, Ont., has assigned to R. Tew.

H. H. Mockler, general merchant, Durham, has compromised with his creditors.

Geo. Hagerman, general merchant, Zephyr, has advertised his business for sale.

A. McEnteer, general merchant, Beamsville, has sold his business to W. G. Panter.

I. M. Joubert & Co., grocers, Williams-town, have sold their stock to Lewis Joubert.

The general store stock of the estate of Doube & Co., Thessalon, is advertised for sale by tender.

A meeting of the creditors of N. Albert, general merchant, North Bay, was called for February 17th.

A meeting of creditors of the estate of James Cunningham, groceries and hats, Hespeler, will be held on February 23.

Quebec.

The assets of G. N. Bourassa, St. Jude, are to be sold.

The assets of R. Grenier, grocer, Quebec, have been sold.

Leon Pelletier, general merchant, St. Angele, has assigned.

Gauvin & Frere, general merchants, Cap Rouge, have assigned.

The assets of P. A. Galipeau, general merchant, Farnham, have been sold.

Chas. A. Dewar, general merchant, Chelsea, has admitted his son into partnership.

A curator has been appointed for the grocery business of M. Bernier, Fraser-ville.

Aime Alie, general merchant, Pointe Comfort, is offering his business for sale.

J. A. Tremblay & Cie, general merchants, La Tuque, are offering to compromise.

Dean, Rowe & Lacey, grocers, Sherbrooke, are dissolving, to be succeeded by Dean & Lacey.

The assets of A. Friendlich, general merchant, Riviere a Pierre, are to be sold on February 23.

A demand of assignment has been made on J. W. Marchand & Co., general merchant, Beauharnois.

The stock of M. S. Delisle, general merchant, Portneuf, was to have been sold at Quebec on February 15th.

Arthur Larouche, general merchant, Notre Dame du Saere Coeur, has dissolved, Lefavre & Taschereau being provisional guardians.

Maritime Provinces.

Catharine Bates, grocer, Halifax, N.S., has discontinued business.

J. L. Hamilton, grocer, Stellarton, N.S., has discontinued business.

J. L. Hamilton, grocer, Stellarton, N.S., has assigned to R. G. MacKay.

Chas. H. Beardsley, general merchant, Berwick, N. S., was burnt out last week.

R. Hensbee, general merchant, Half Island Cove, N.S., has assigned to Simon Sinclair.

E. McLeod & Co., general merchants, Sydney, C.B., have sold to the Sydney Supply Co.

Western Canada.

McCormick & Pullen, grocers, Morse, Sask., have dissolved.

C. J. McClocklin, Carberry, Man., has assigned to C. H. Newton.

Brack & Kirkland, wholesale spices, Winnipeg, have dissolved.

George French, grocer, Souris, Man., has sold to Hendren & Co.

Howell & Wier, grocers, Vancouver, B.C., have sold to W. J. McKay.

J. N. Pennock, grocer, Gull Lake, Sask., has sold to John S. Tweed.

Hing & Co., general merchants, Nelson, B.C., have sold to L. Q. Chow.

An extension has been granted to J. H. More, general merchant, Tyvan, Sask.

Creighton, Graham & Co., general merchant, Alameda, Sask., have dissolved.

A. F. Olson, general merchant, Dundurn, Sask., has sold to I. B. Farnum.

The stock of the Alberta Public Supply Store, Edmonton, has been sold.

J. E. Cochran & Co., general merchant, Winnipeg, is succeeded by Joseph Lesk.

H. F. DeVelier, general merchant, of Findlay, Man., has sold to W. L. Smeeton.

T. A. S. Campbell, grocer, Saskatoon, Sask., has been succeeded by J. L. Archibald.

An extension of time has been granted Craig Bros., general merchants, Togo, Sask.

Bell & Co., general merchants, Emerson, Man., sustained loss by fire recently.

Swain & Clark, general merchant, Grand View, Man., has sold to Robt. Burns.

Geo. Maskell, Woodbridge, Man., general merchant, has sold to Jacob Foelt.

D. W. Rumohe, general merchants, Perdue, Sask., is succeeded by C. W. Longbottom.

McLeod & Pirie, general merchants, Fillmore, Sask., has sold his stock to H. Ottenbaum.

The estate of Amson & Co. has sold its general store stock in Radisson, Sask., to Nichol and Mayhew.

New Companies.

The Nasmith Baking Machine Company has been given a Provincial charter to manufacture, sell and deal in all kinds of ovens, machines and other implements for the baking of breadstuffs, cakes, biscuits and similar commodities. The head office of the company will be in Toronto, and the provisional directors are John Drysdale Nasmith, Alexander Henry Rodgers and Sydney Turner, jr.

MERCHANTS ASK LEGISLATION.

A very representative deputation of members of the Retail Merchants' Association met the Provincial Secretary, the Hon. J. W. Hanna, in his office on Feb. 17th, to lay before him the legislation they desire.

They ask for assistance in securing an amendment to the criminal law of the Dominion, which they claim is unfair, and is the cause of much disturbance to the best interests of trade. They also ask for an amendment to the Pedlar's Act, to force the pedlars to pay their fair proportion of business tax, as well as to prevent transient traders from taking undue advantage of the retail stores.

They further ask an amendment to the Division Court Act, so that small debts can be collected at small cost, and with less trouble and annoyance to the retailers.

The law now on the statute books prohibiting girls being employed in stores or factories after six o'clock they ask to be amended so that they cannot be obliged to work more than a certain number of hours a day, but at any time their services are required.

The business tax to coal dealers they think is in some cases unfair. The deputation thanked the legislature for the assistance given them in defeating the co-operative bill in Ottawa, and called attention to the importance of safeguarding very fully any charters that may be given to these companies.

The deputation were assured that their requests were reasonable and should have careful consideration.

All merchants throughout the country should acquaint themselves with the legislation the retail trade is asking for, and urge upon their representatives in parliament to support them.

U. S. BISCUIT PROFITS DECLINE.

The profits of the National Biscuit Co. of the United States declined over \$204,000 last year. The cause is attributed to the depression universal in the United States last year. The number of customers, on the other hand, increased over the previous year.

THE CANADIAN GROCER

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JOHN BAYNE MACLEAN President

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SUCCESS NEEDS ENERGY.

Success, it is said, is composed of one part ability and two parts energy. A grocer in order to succeed must attend to every detail of his business and he must enjoy his work. Intellectually he may occupy a favorable position, but unless that knowledge is augmented by the power to do something it will profit him nothing. The grocer who takes it into his head to do a thing and does it, who first plans his work and then works his plan, is the grocer who wins. He takes the "get-there" stroke and sticks to it. Failure itself, often leads to success. If you should lose all your possessions would you quit work or stop saving? What you would do, having the right stuff in you would be to buckle down and work harder than ever and save more rigidly than before.

WHOLESALE AND THE BROKER.

One of the first requisites of the ideal business man who is accustomed to come in contact more or less with his fellow men in the same or different lines of trade is prompt consideration of the wants and requests of others. Apropos to this might well be recalled the golden rule with which everyone should be familiar.

The attention of The Grocer has been called to the manner in which some

wholesale grocers treat the brokers who call upon them to do business. The latter claim that on many occasions they are allowed to wait unreasonable periods of time before they secure a hearing. Courtesy and consideration for others are traits in a man's character that should be commended, and the business man who does not possess them has something to cultivate.

Time is valuable to the broker as well as to the wholesale grocer, and if business has to be done, promptness in attending to it should be a motto. A good plan might be to set a particular hour or two for business with the broker and he would then know the proper time to call to receive immediate consideration.

VALUE OF PEAS.

Since the days of Jules Verne all sorts of predictions and prognostications have been made regarding the future. These have largely, however, related to methods of transportation and communication, and have left the field of dietetics comparatively untouched. Lately, however, the general public has become more and more familiar with proper methods and means of nourishment.

A kind Providence has provided some of the most nourishing products in the greatest abundance, and until lately when their great value as producers of heat and energy has been discovered, many of them were thought of little value, because they were comparatively cheap. Among these, peas rank high. From a proteid standpoint they are much superior to oatmeal, being some 80 per cent. richer in this substance than the latter, with a high percentage of carbohydrates and a small proportion of water. In fact the pea is an ideal edible, since it possesses practically the whole of the constituents in correct proportions for the building up of animal tissue. Fashion decrees that they shall be eaten frequently during the summer, but in the winter they have to share their services with numerous other vegetable foods. This, however, is precisely the reverse of what ought to be, as they should, from a dietetic standpoint, find their greatest usefulness during the winter months on account of their sustaining and heat producing capacities.

Until comparatively recent times it was extremely difficult to preserve peas without to a great extent destroying their color and injuring their flavor, when canned without chemical preservatives. This, happily, is not the case now, as a dish of peas can be enjoyed in the middle of the winter which almost equals in flavor and color the

freshly picked product. Beans are another vegetable which possesses highly nutritive value, and are being more extensively used each year as a food. Lately investigations have been carried on with forms of sea weed cast up on the coasts, which will furnish a highly nourishing food at a low cost for the entire world. From this then it is obvious that many of the best, most efficient and most highly useful foods are also commonest and cheapest. Each generation is realizing the necessity for greater supervision of food production, preparation and distribution. Adequate food laws are restricting adulteration so that we may hope to arrive before long at that Utopian state when it will be impossible for anyone to starve to death, when all, rich and poor alike, will at least be supplied with a sufficient, cheap perhaps, but sustaining food.

BUSINESS MEN AND THE COURTS.

That there is necessity for law reform that would cheapen the cost and expedite the work of legal machinery is quite obvious, but what is perhaps not so obvious is the necessity for the exercise of greater forethought and caution on the part of business men and others before they take their troubles into the law courts.

Where knotty legal questions are to be unravelled it may be necessary to have recourse to the Courts, but as a rule matters of dispute between business men could be settled not only at less cost and more expeditiously, but better by referring the same to arbitrators instead of to magistrates and judges.

A great many serious and important commercial disputes between their members are often settled by boards of trade in the large cities on both sides of the Atlantic through the machinery that is provided for the purpose. And in small places in Canada where there are not boards of trade there are always to be found business men of common sense and fairmindedness qualified to arbitrate average business disputes.

It is better to trust the average business dispute to arbitration than to run the risk of being tangled and torn in the machinery of the courts of law.

KEEP AN EYE ON THE FUTURE.

Vigilance and foresight are elements which enter materially into the success of any business. The merchant who is alert and active, always keeping his eyes and ears open, is the one who in the long run is going to distance his competitor. Call the quality shrewdness if you prefer the term, but no matter what name you bestow upon it,

the exercise of watchfulness and keen insight are most important. This is seen in all lines of trade and a few examples serve to bring home the point.

The auctioneer scans the papers to learn who have sold their farms, knowing full well that a sale of effects will likely follow, and then he goes after the business of handling the sale. Being first on the spot he often secures the engagement. The furniture dealer watches the society and nuptial columns, knowing that the participants will soon go in for housekeeping; then he gets in communication with the parties with a view of selling them goods with which to furnish their home. The monument and marble dealer reads the obituary announcements and seeks to sell the surviving relatives some suitable memorial to mark the last resting place of the departed. The transfer man scrutinizes the "houses wanted" and sends the persons advertising a card that he is prepared to cater to their wants in the line of conveyance or removal of household goods. The plumbers and heating contractors peruse the building permits, knowing full well that they may secure business by getting in connection with those who are about to build. Other instances might be furnished of the line of action adopted by different merchants to learn in advance the wants and undertakings of those in their community.

A grocer can put his time to good advantage, or open the way for increased trade by attending an auction sale in the country whenever an opportunity presents itself. In the smaller towns and cities he deals largely with the farmer, and by being present at sales not only becomes better acquainted with his customers but gains a personal touch that he cannot do by always remaining behind the counter.

In various ways the time spent in the country attending gatherings at which farmers assemble in large numbers is not lost. It may be hours well invested and result in the acquisition of pointers which will yield considerable business in the grocery trade.

MAPLE SUGAR AND FRUIT CROP.

Reports from different parts of the Dominion as to the probable effect the weather of the winter up to the present will have on the maple sugar, fruit and grain crops indicate varying prospects.

In Quebec the winter has been favorable to a good flow of sap on account of the bright sunshine of the days followed by cold and frosty nights. This, the sugar men say, is splendid weather for stimulating the flow of sap and a good run may be expected so far as can be seen at present.

The season has not been a particularly good one for fruits. The lack of

snow for so long a time left the earth without its usual winter blanket and damage to strawberry plants are anticipated. Warm days followed by cold nights are not conducive in aiding the progress of the buds on the fruit trees. However it is not considered that much damage has been done to them so far. The future weather will tell.

Last autumn, on account of the dry weather, fall wheat seeding was somewhat delayed and it is therefore not far enough advanced to have been much injured by the varying thaws and frosts.

PASTEURIZATION.

There is always a danger of overdoing a good thing. No one who is well informed, doubts for a minute the efficacy of pasteurization of butter, but at the same time, there is a grave danger, of the process being carried to excess. The chief function of this process, is to eliminate certain forms of microbe life, which impairs the keeping qualities of the butter and to destroy noxious micro-organisms. This latter aspect of its function, however, is really not as significant as the former, because butter prepared under normal conditions, does not include in its composition harmful bacteria, to any great extent. The happy solution of the difficulties, seems to have been reached at the Dominion Experimental Station at St. Hyacinthe, Quebec, where the milk is not submitted to the maximum temperature, but rather is maintained at a point half way between the minimum and maximum points. In this way the cooked flavor of butter, which is present in the Danish product, is eliminated, and all the natural aroma, flavor and taste is retained, and the preservative qualities largely increased.

It is a well known fact, that water which has been boiled is insipid, and disagreeable to the taste, due to the fact, that not only the noxious, but the innocuous organisms are destroyed, and in this way, to use a common expression, the "life" of the water is destroyed. In food products such for instance as butter, cream or milk, a cooked flavor is the result of too great a sterilization. Therefore then, the ultimate degree should not be employed, only where the specific organisms of diseases are suspected, such as for instance those which are most frequently encountered, as the bacteria of typhoid or the bacilli of tuberculosis. As far as the keeping qualities of butter being improved by pasteurization, are concerned, this can be accomplished by relinquishing the process, before it reaches too great a degree, and the result for practically all purposes, will be adequate.

Nowadays there is a deep rooted im-

pression, that anything known as bacteria or bacilli is the avowed enemy of mankind, and therefore relentless warfare is waged upon them, with the result that the innocent perish as well as the others. Many of the large breweries of the world employ a large staff of bacteriologists, who make a study of bacterial life, and their effect upon the flavor of the products. In this way, the product is improved from a hygienic, as well as an epicurean standpoint.

At the present moment, only about 5 per cent. of the butter, which we produce, is shipped abroad, the remainder going into home consumption. It is essential, however, to pave the way, for a larger export business, to manufacture Canadian butter in the most modern way, and undoubtedly one of the greatest steps in its scientific production, is marked by the introduction of the pasteurization process. If it is necessary to pasteurize our butter, which is shipped to Europe, because it comes in competition with pasteurized butter of other countries, then therefore it is just as necessary, that the butter for home use should be pasteurized for our own people.

THE TRAVELER A NECESSITY.

Mail order papers are continually throwing out slurs, aimed at traveling men. One of them recently stated "he is an expensive, useless luxury maintained at an enormous expense, merely to assist and encourage sluggish, ignorant storekeepers."

The traveling men of to-day are men of character and usefulness. They are the advance agents for improvements and new goods. They are educators whose views and conclusions are practical and based upon experience. Most of them are married and loyal to their families. They save their money and sooner or later usually embark in business. They are an economic necessity. If we had no traveling men, the dealer would have to go frequently to market; there would be the time and neglect of his business, as well as the expense of a long trip to account for.

The traveling salesman comes from the nearest town, the order is made up in the store where stock can be referred to and the advice of clerks obtained. If one merchant is making a great success of a certain line or method in another town, the traveling man knows it and speeds the information. If there is a failure or a fraud, he warns his customer who in turn can protect the public.

But why defend the traveling man, when all intelligent people to-day recognize his worth and influence. "Here's to his unbounded success. May he live long and prosper."

Grocery News from Atlantic to Pacific

Maritime Provinces and Quebec

Winter Carnival in Montreal Increases Trade — Marmalade and Jam Factory Burned—New Cold Storage Plant for Nova Scotia—Increase of Fish Shipments.

HALIFAX.

Feb. 16.—The announcement this week that the Department of Trade and Commerce had renewed the arrangement with the Express Companies to pay one-third of the cost of transportation of fish from the Maritime Provinces to the markets of Central Canada, was well received here. Since this arrangement has come into force there has been a notable increase in the shipments of fish from these parts, particularly from the Cape Breton districts. Shipments valued at thousands of dollars are made weekly from Nova Scotia to the American market. In lobsters alone, it is estimated that the shipments last year to the American market, totalled a half million dollars. It is a well-known fact that large quantities of fish taken from the waters along the Nova Scotia coast and sent to the American markets, find their way back into Canada again. With the fish taken fresh from the waters and shipped direct to the centres of Canada, the consumer would get a much more palatable article of food.

With a capital of half a million dollars a company composed of Halifax business men has been formed to erect a modern cold storage plant in this city. The proposed plant will be the equal of any on this continent. Plans have already been prepared, the site has been bonded, and it is expected that the work of construction will be started early in the spring. All the latest improvements will be installed, and it is the intention to make the plant one of the best in the Dominion. The plant is being erected with the idea of catering to the apple shippers, and for the storage of apples alone there will be a capacity of one million and a half cubic feet. The apple shippers of the Annapolis Valley have long felt the want of such a warehouse for the storage of their fruit. The exports of apples from Nova Scotia have grown enormously in recent years. In 1886 the shipments were only 20,000 barrels, while this season the exports will be over 600,000 barrels, and it is expected that before many years, the shipments from the valley will total a million barrels. All perishable products with the exception of fish will be stored in the plant. There is already a large cold storage warehouse here for fish. The new company will be known as the Acadia Cold Storage Company, and the proposed building will cost in the vicinity of \$300,000. The site which has been bonded is an excellent one, being on the waterfront, and close to the terminus where all the large ocean steamers berth. The want of such a plant has been long felt here, and the announcement now made has

been well received by local business men.

There is a heavy demand for Nova Scotia apples from all quarters and prices rule high. In addition to more apples going to Quebec this season than ever before, an almost entirely new market has been opened in Scotland. The shortness of the supply in other places has caused a big jump in prices of late. The last three shipments of Nova Scotia apples to the Old Country have averaged \$3.50 per barrel. One lot of four thousand barrels sold for \$4.00 per barrel f.o.b. at Bridgetown, N.S. The jobbers are reported to have cleared from \$1.00 to \$2.00 on every barrel that they bought at the opening of the season. The firm of Elliot and Miller of Paradise, N.S., have thus far handled over sixty thousand barrels of apples this season. Some of the Nova Scotia speculators who, in order to cover their losses last year, when the

VALUE OF SUBSCRIPTION.

"I read the Canadian Grocer last week for the first time, and I take this opportunity to thank your persistent representative, to whom after a great deal of persuasion, I gave my subscription. When it came I started to read, and I found it so interesting from page to page, that I read everything in it, and am pleased to say that I appreciate it, and feel that I have already the full value of my subscription." This is what one subscriber says about the CANADIAN GROCER.

market was a little slack, asked their former clients to give them a rebate, are now doubtless ready to return the favor. Early this week three steamers sailing from Halifax for Liverpool took away 25,000 barrels. There is a general complaint among the local grocers regarding apples. They are unable to purchase any first-class stock, even though they offer prices in advance of those paid for the fruit on the other side of the Atlantic.

The past season was not a very successful one for the Louisburg Fishing Company. The report presented at the annual meeting this week showed that total expenditure for the year to be \$8,955.28, and the total receipts \$8,983.34. A dull market, the low prices for fish, and a shortage in the catch were attributed by President Murphy, for the poor showing. The old board of Directors was re-elected.

Some improvements was noted this week in the receipts of butter, a most unexpected condition. This butter was held back for higher prices, but as there is no prospect of any advance those holding stocks are now marketing them.

ST. JOHN, N.B.

Feb. 16.—There was very little in the local markets last week. In the produce line butter has declined in price, tub butter being quoted at 22c to 24c a pound, while choice rolls are quoted at 22c to 26c. On the other hand, eggs are firmer, although there is no change in price at present. One reason given for the drop in price of butter is the importation of a large quantity of Upper Canadian butter, which was brought here for 21c a pound.

The position of Manitoba flour remains the same, but dealers expect an advance in price at any time. Winter wheat has reached a very high figure on the Montreal Exchange, and reports are to the effect that it is likely to go still higher.

Letters patent have been granted to the Port Elgin Trading Co., of Albert County, with a capitalization of \$20,000; the St. John Forwarding Co., of St. John, with \$2,000 capitalization, and Dearborn Co., of St. John, with \$75,000 capital stock.

An assignment has been made to Sheriff Tompkins, of Carleton County, by Aubrey B. Lyons, of St. John. He was doing business as the Lyons Syndicate, in Woodstock and Hartland.

R. M. Fulton, of Sydney, C.B., who formerly carried on a business in Sackville, N.B., recently sold out his grocery to H. Harrington, also of Sackville.

J. D. Palmer, who for ten or twelve years has been traveler for the G. E. Barbour Co., of this city, chiefly through New Brunswick, has resigned his position and in a week or so will establish himself in the wholesale grocery business in Fredericton. Mr. Palmer has been a very progressive salesman and should make a success of his new venture.

An event of much interest to people here took place in Dorchester, Mass., on Saturday last, when Frank White, manager of the Frank White Catering Company, was married to Miss Janet Lingley, also of this city. After a wedding trip to various American cities, Mr. and Mrs. White will return to this city, where they will reside.

Thomas McClelland, who for forty years was connected with the firm of Jardine & Company, who conducted a grocery business here some years ago, died on February 8. He was 87 years of age, and is survived by one son, David McClelland, clerk for John Sealy, wholesale fish dealer, on South Wharf.

Fifty steamers which have made returns to the customs house up to February 13, took away goods to Great Britain valued at \$10,417,553, of which \$7,547,501 was Canadian goods, and \$2,870,052 foreign products. Included in the

cargoes were 3,294,090 bushels of grain, 174,896 sacks of flour, 37,128 boxes of cheese, and 13,149 cattle.

MONTREAL.

Feb. 16. — George Graham, who carried on a large grocery business in Montreal for more than a quarter of a century, died February 11. Mr. Graham, who was born at St. Michel, 82 years ago, took up farming at Henrysburg, but for over forty years he was engaged in the grocery trade in this city, his store being situated on Notre Dame Street, where he carried on a flourishing business. Next he moved to St. James Street, and then to Victoria Square, where he carried on business for twenty-six years. He saw the advantages which the residential uptown district afforded in the nineties, and he then established the business at the corner of Drummond and St. Catherine Streets, which his eldest son, Alexander, has managed for twelve years. The late Mr. Graham is survived by two sons, Alexander and William, and three daughters.

The merchants residing in the uptown districts report increased trade, due to the carnival. This, however, is due to the increase in the number of people being entertained in the homes and various hotels rather than sales directly to the visitors themselves. Tourists are not in the habit of buying groceries to take home with them as souvenirs. But their presence in the city is, nevertheless, an indirect advantage to the city in the increased supplies required all around.

J. Richer, late manager of W. A. Scroggie's grocery department, has opened a store on DeLorimer Avenue.

A delegation from the Montreal Retail Grocers' Association, having at its head the president, J. A. Dore, submitted a request to the Provincial Premier, Sir Lomer Gouin, regarding the question of licenses. At present the license under the new law is fixed at \$450 for the maximum and \$300 for the minimum price. The delegation asked that the licenses be fixed at \$275 to \$425. The Premier promised to take the matter into consideration.

Horace Boisseau, one of the best known French Canadians in the city, died last Friday. Mr. Boisseau was downtown the day before, feeling as well as ever. He was 53 years of age. For many years he represented several French houses in grocery specialties, and only recently retired from active business.

D. M. Macpherson, of Glengarry, recently appointed by the Department of Agriculture to watch for frauds practiced in connection with the marketing of butter and cheese, brought action against the Montreal Dairy Company. This is one of the first cases taken in Montreal under the new act. The charge was, taking dairy butter and blocking it, putting it in creamery butter wrappers, and selling it as creamery. The company pleaded guilty and were fined \$10 and costs. It is the intention of the department to push all cases of fraud to their ultimate limit.

Window displays in the uptown districts have, in a large number of cases, a carnival aspect.

A grocer who lives in the outskirts of the city, where his customers can go in for a certain amount of intensive

farming, has kept well in touch with his people. A window full of poultry food has assisted sales considerably and proved a good drawing attraction. This mixture is prepared by the grocer himself and provides a first class profit.

From time to time the Grocer has urged simple treatment of windows as most effective. A local grocer was discussing this point a few days ago with a representative of this paper, and told of a window which had much impressed him, seen in Lowell, Mass. He stated that the entire window had been cleaned out and filled with fine washed potatoes, which certainly looked alright. On the very top was a well painted sign, "Murphies." Along the lower edge of the pile there were several cards, bearing on each a separate method of doing potatoes. The various ways in which the good old product can be prepared were fully set forth, and inside the store the grocer had all these various ways neatly printed, and with each half peck sold he gave one of these sets of recipes.

A fire, the origin of which is unknown, occurred early on Wednesday morning of last week, destroying J. W. Windsor's marmalade and jam factory, Visitation Street. The approximate loss is \$20,000. The firm will secure temporary quarters and will rebuild a larger and more modern factory, and business will not be seriously interrupted.

The following grocers' buyers were in town this week: L. H. Beaulieu, of Cote, Bowin & Co., Chicoutimi, Que.; D. Hebert, Drummondville, Que.; W. Pierre, Sorel, Que.; H. Tourangeau, Varennes, Que.; T. Barbeau, Laprairie, Que.; J. B. Lanier, Lachine, Que.; J. Morand, St. Barthelemy, Que.; G. Lalonde, Papineauville, Que.; J. Lanctot, St. Isidore, Que.; J. A. Chevrier, Rigaud, Que.; Miss Eugenie Lanciault, St. Jacques le Minem, Que.; James Desasmath, Truro, N.S.; J. Dumaini, Shawinigan, Que.; T. Huet, St. Julie Vercheres, Que.

A very neat postal card has been issued by the St. Lawrence Sugar Refining Co., Montreal, on which are illustrated Crystal Diamond Sugar and their 20-lb. cotton bag of granulated sugar. The card shows the two on a table with a tea set, and the printing is done in natural colors.

There has been quite a demand for Montreal cabbages from the West. One car load sold at \$22 per ton f.o.b. track Montreal, but the seller refused this figure on a further offer of 8 to 10 car loads.

Emil Chaput, assistant to L. E. Geoffrion, manager and chief buyer, has been admitted into partnership by L. Chaput, Fils & Cie, wholesale grocers, Montreal.

In an attractive booth, centrally located at the pure food fair held by Carleys in Montreal, Canada First Brand Evaporated Cream and Canada First Brand Condensed Milk were demonstrated. These products of the Aylmer Condensed Milk Company are rapidly coming to the fore, through the progressive methods of the firm, and the lines attracted much attention at Carleys. No less than three firms demonstrated Canada First Brand Evaporated Cream in conjunction with their goods, these being Chase & Sanborn, coffees, and the Dominion Chocolate & Cocoa Co., and Fry's cocoas. J. A. Gordon & Co. are Montreal agents.

T. Kusanobu, of S. T. Nishimura & Co., is visiting Kingston and other Ontario towns this week.

J. Chartrand & Cie, grocers, Montreal, have dissolved.

H. Drouin, grocer, Montreal, is succeeded in business by Alfred Rochon.

Geo. Graham, grocery and liquor merchant, Montreal, is dead.

J. N. T. Laberge, grocer, Montreal, is offering to compromise.

From Ontario Correspondents

Death of J. C. Woods—Kingston Grocers Keep Fancy Fowl—Toronto Grocers Want Provincial Association—Ingersoll Board of Trade Annual Meeting—Advance of Corner Grocery Stores in Peterboro.

KINGSTON.

Feb. 17. — Investigations seem to be the order of the day all over our fair Dominion and perhaps when all is over a circle will be formed by accused and accusers and each pointing a finger at the other fellow with one voice they will say, "It was you." Grafts and tips seem to have been all the go. Jim the grocer once took a trip to California and was innocent about tipping the colored porters who played tunes on his back with whisks and run out for milk, etc., at the stopping places. Jim soon learned the reason. His trunk was thrown off at Toronto and bounced all over. Jim put his hand in his pocket after that, and smiles, showing ivory teeth, followed and black hands were always willing when tipped by a shilling or more—25c and you are called

sergeant, 50c captain and \$1 colonel. And so it is in all our affairs of state.

James Crawford's tender got the yearly contract for the Home for the Aged. This home has for superintendent Wm. McDougall, who came out from Scotland many years ago. He was in the grocery business all his life, and makes an A1 manager. He and his good wife are kind to the aged.

Kingston is undergoing a series of troubles. Like Montreal, everything is coated with ice. Trees, wires, etc., are in danger of breaking.

The sheets issued by some of the institutions here asking prices, in some minds were just bluffs to make the departments feel they were trying to save money for the government treasury, and should an investigation occur these sheets might help them

cover up their sins and short comings. Many of our grocers here took prizes at the poultry show for fancy fowl. It is quite a hobby now to keep good fowl for pleasure and profit. We get tired of the eternal and everlasting counter work and serving the public. Every one, even the newspaper man, likes to get out of the rut and run into the woods for a change.

Geo. Morrison, manager of the grocery department of Hudson Bay store at Portage la Prairie, and at one time one of Kingston's most efficient clerks, intends going on a claim near Moose Jaw. He is a South African veteran and can tell some good stories about dodging Boer bullets. George was a grant of land in New Ontario, in a good location. We are all glad to hear of his success in the West.

Chas. Saunders, after giving the cash system a year's trial, has declared it to have been the best and most satisfactory year since he started. Charlie saw this years ago, but doing a credit business, he was loath to change, as we all are, but he did it and does not regret the move.

It has always been a question for debate whether it is wise or not for a wholesaler or retailer to quote prices in local papers or trade journals. On the one hand you perhaps get orders quicker when prices low enough are quoted but you are telling your competitors what you are doing. Some send a type written list to good grocers and many think this is a good plan. A large firm who have a permanent advertisement in the Grocer sent me a list and they got an order.

PETERBORO.

Feb. 17.—“Have you ever sat down, and reviewed the change of the grocer in relation to his customers during the past twenty years,” asks a business man—not a grocer. “Formerly the down town merchant sold many families everything in the grocery line, and supplied them with all the edibles required. All that is altered now. The family grocer gets us the staples, another supplies the tea, another the vegetables, another the fruit, another the flour. The corner store has become patronized too, for many of the housekeeper's needs, especially those living farther out in the residential districts. These smaller stores are increasing in number and size all over the suburbs of the city. In many cases they are doing a good trade, because with smaller expenses, the same prices are maintained as those of the leading main-street dealers. This is another of the many changes that have been slowly but surely taking place.”

Eighteen hundred pounds of tea the property of the Daly Tea Co., Nananee, were destroyed in a fire early Friday morning in the White House sheds. An insurance will likely cover this entire loss.

The manufacturers of Spearmint and Fruitlets chewing gum have moved into larger quarters and are turning out large quantities of their product.

E. F. Mason has purchased the stock of groceries carried recently by Wesley Bros. who assigned to Jas. Edgar.

Local millers are paying one dollar for wheat much to the delight of the farmers.

Quite a number of the cheese factories on Peterboro's Board have held meetings arranging for the years' work. Many have added new equipment and facilities.

TORONTO.

Feb. 17.—Grocers in Toronto who are not at the present time members of the Toronto Retail Grocers' Association are missing profitable information. The Association is becoming stronger every month and at the present rate of advance should at the end of the year become an important factor in the trade.

The regular meeting was held on Monday night, Feb. 15, in their hall, Temple building. The members are very much interested in a new scheme which promises to attract the attention of its grocery trade all over the province of Ontario. That is the formation of a provincial association including as its members, men in the trade who are anxious to bring about unity in effort and thus advance the interests of the retail grocers of Ontario.

Discussion on this project was of long duration at the meeting and the feature of it was that there was not one dissenting voice. The members present voiced themselves as being in favor of the proposition and have placed on record a motion to the effect that they are willing to co-operate in carrying it to a successful issue.

Among the advantages pointed out was the effect of united effort, such as a provincial association would provide, on the governments at Toronto and Ottawa. The movement, it appears, will be followed up and it will be no surprise to find a well-working Ontario Retail Grocers' Association in a year from now.

The Toronto Association are much interested in bowling and have arranged for games with the College Street druggists and fruitmen.

The Secretary of the Retail Merchants Association reports that an elderly couple called on him, who had saved \$80.00 of their hard earnings, and who claim that they were approached by one of the canvassing agents of the Dominion Co-operative Association who represented to them the advantages of investing their money in this concern, and they understood that they could draw out the whole or any part of it, with interest at 6 per cent. at any time they wished to do so. The representations, they said, seemed so plausible that they handed over the money. Since then they had occasion to require some of it, but were unable to get it back. Instead, however, they were handed certificates for stock in the company. They are now seeking advice, how to proceed in the matter, and to find out where they are at.

Some of the grocers in the city are so blind to the value of advertising, that they give the advertising space in their windows entirely to some wholesaler, without even having a sign containing their own names.

There are some grocers who know so little about the business that they keep their coal oil tank within three feet from the butter.

Bouskill Bros., Queen St. West, have a new idea of showing their goods. Instead of having boxes of the different articles opened and exposed to the dust

of the store, they have samples neatly put on china plates and arranged artistically in a show case with neat little cards showing the prices. This shows the quality of the goods, the prices, and the goods kept in stock are seen at a glance.

Some merchants complain that bakers are selling bread to consumers, at the same price as they do to stores.

HAMILTON.

Feb. 17.—Commodity prices are high, poultry, butter and eggs still keeping up around the top figures. Everybody in the trade have looked for a slump, but this cold snap seems to have made the market firm. Cold storage and pickled eggs are just about done, and the bakers and confectioners are obliged to use fresh eggs. This extra demand has made the price hold firm to the farmer. Creamery butter is easier, the best firms offering at 27c. There is lots of dairy coming in, but it does not break 25c. a pound.

Trade continues good in groceries. Canned goods are moving freely. The wholesalers express themselves as delighted with the situation. One manager says their business this year is far in excess of last year and that their outside travelers never handled so much business before; so that it looks as if 1909 would be a banner year for grocery trade here. All the jobbers have from one to three travelers doing the city and to judge from the style of the men and their turnouts, the salary list must loom up pretty well in the expense account.

The Grocers Association are extending an invitation to all grocers to attend the next meeting, whether they are members or not, for the purpose of listening to an address from H. C. Beckett, President of the Dominion Grocers' Guild. This will be one of the events of the season for the trade. As Mr. Beckett is one of the best platform speakers in the country, eloquent and forceful, and there is no doubt that every grocer attending will learn something to his advantage.

Great regret is felt here at the closing of Bennett's mill. The bank has possession and stock is being taken. It is hoped that they will be able to show a surplus and continue in business, as they were very popular with the trade, and were considered level headed business men.

It is reported that E. Skedden, late proprietor of the Skedden Brush Co., is going on the stage.

The McCaskey Register Co., Alliance, Ohio, have opened up a branch factory in Hamilton. This company's account register and system of sales, etc., have secured strong endorsement at the hands of United States grocers and merchants and their invasion of the Canadian field indicates that they purpose pushing their system here.

BRANTFORD.

Feb. 17.—The Brantford Grocers' and Butchers' Association held their eighth annual banquet on Feb. 16, and the harmony and good feeling which have characterized former occasions of this kind were not lacking. A number of Hamilton grocers and salesmen were present, showing that the bond of friendship which has existed for the past eight or nine years between the Brant-

ford broken repast progra thur C Wood. John. Hamilton Frank grocer The. The So Cairn. ciation Price; ilton; Afte with t Hamil radial s'clock Tho: Thos Hill, John Gage, Peeble J. M. E. Sp We l in the Brant speech partic ford c and f worki of goc fort, ciate is th a sys paign been set as pose. The good, remai more lb., e Fel trade. istic. ahead this y last and l ise Satur splen busin ther lot. good Sh Orvil past Stree cross after year, prom A.O.U ducte the p the g but n Th day.

ford and Hamilton grocers was not broken. After partaking of a hearty repast all present enjoyed the following programme:—President's address, Arthur Coulbeck; Address, Mayor W. B. Wood; Greetings from Hamilton, Ald. John Forth, President Hamilton Association; Address by Senator Hill of Hamilton, "Greater Canada"; Address, Frank Foster, representing wholesale grocers, "Greater Brantford"; Song, "The Shamrock," by Mr. Friend; Comic Song, Clifford Todd; Address, Geo. Cairn, Vice-President Hamilton Association; C. H. Peebles, Hamilton; J. T. Price, Hamilton; Mr. Connawarf, Hamilton; Comic Recitation, Harry Gowman.

After singing the "Maple Leaf" and with the usual amount of cheering the Hamilton party were escorted to the radial station where they took the 11.30 o'clock car for their city.

Those present from Hamilton were, Thos. Stevenson, D. C. Allen, R. B. Hill, J. L. Price, E. L. Connawarf, John Forth, M. W. Roland, P. H. Gage, E. Mosgrove, S. Hilton, C. H. Peebles, John Lampman, B. Chrysler, J. M. Semmens, A. Louis, Geo. Cann, E. Springstead, H. P. Boyd, Jas. Man.

We have heard much in the city press in the past few weeks about "Booming Brantford," and, judging from the speeches at the banquet the grocers are particularly interested in this. Brantford on account of its great big shops and factories is essentially a city of workingmen who are in the enjoyment of good wages and a high order of comfort, and the grocers seem to appreciate the fact that this year's council is thinking seriously of going at it in a systematic way. An industrial campaign is sure to be started and it has been stated that the city council may set aside \$1,500 this year for that purpose.

The market last Saturday was very good, the inside being well filled. Prices remain unchanged, although eggs are more plentiful. Butter 28c. to 30c. a lb., eggs 30c. a doz.

CHATHAM.

Feb. 17.—Throughout the grocery trade just now, the tone is quite optimistic. December was a good month, and ahead of December of 1907. January this year was in some cases as good as last January, and in many cases better; and February thus far gives good promise of beating last February. Last Saturday was on all sides pronounced a splendid day, though earlier in the week business was quiet. Steady cold weather and good, hard roads, will mean a lot. Grocers are looking forward to a good summer.

Shockingly sudden was the death of Orville I. Dolsen, who has for some years past conducted a business on St. Clair Street, and who dropped dead while crossing Aberdeen bridge last Sunday afternoon. Mr. Dolsen was in his 69th year, and a native of Chatham, being a prominent member of the I.O.O.F. and A.O.U.W. Mr. Dolsen, formerly conducted a flour and feed business, but for the past ten years has been engaged in the grocery business. He leaves a wife, but no children.

There was a good market on Saturday. Potatoes went down from \$1 to

90c a bag, and eggs from 28c a dozen to 25c. Live hogs sold for \$6.75, and dressed for \$8.75—a slight decline. Wheat, on the contrary, soared to the dollar mark.

The almost steady cold weather of the last couple of weeks has boomed the fish business. Smith & Jermyn, fish dealers, brought in three-quarters of a ton on Saturday, while many of the grocers, especially Wm. Anderson and Geo. A. Young, have been featuring fish of all kinds. Mr. Anderson has a special fish refrigerator, the lower portion filled with ice, while the fish, in the upper portion, are separated from the ice by a wooden lattice work. Above the fish is a good sized pane of glass. The galvanized top slants like an old-fashioned desk, giving space for a fish display. The refrigerator keeps the fish in better condition and smaller space.

D. H. Ingram, of the King Edward grocery, has accepted a position with Laffer Bros., Detroit.

C. J. Markle, of Kenny's wholesale grocery, Sarnia, called on the trade last week.

Hardy & McGaffney's grocery and general store at Thamesville had an exciting chimney blaze last week, which, fortunately, was extinguished before it had a chance to spread.

O. E. Willson, of the Dunnville Flour Mills, formerly of this city, was here last week.

Ald. John McCorvie and ex-Ald. Wm. Potter, both grocers, were in Toronto last week on business in connection with the I.O.O.F., in which both are interested.

J. F. Holden, Western representative of the Magic Baking Powder, Toronto, was in the city last week.

Ernest Russell Woodiwiss, general merchant, of Kingsville, has made an assignment to Richard Tew, of Toronto, with liabilities placed at \$10,000. The assets are not known. The creditors' meeting takes place in Toronto on February 19.

Robert McWha died in Dresden last week, aged 81. In 1854 he started probably the first bakery in Dresden, carrying on the business for many years.

Ray King, formerly Western representative of the Chatham Fruit Growers' Association, has left for Moose Jaw, where he will represent a Western fruit concern.

Fred. S. Archer, of Walkerville, has sold his grocery business, and will leave shortly to locate near Hardisty, Alta.

ST. THOMAS.

Feb. 17. — Both markets were more largely attended Saturday and were better than for some time. Although the grocers were debarred the privilege of buying before ten o'clock by the by-law passed by a majority of the city council, prices were fully maintained and the expected result, that produce, etc., would be cheaper, did not materialize. Butter was in light supply and 27 to 28c per lb. was readily paid. Fresh laid eggs, owing to the mild weather, were very plentiful, but

did not sell below 28c doz. Potatoes were eighty cents per bag; apples are very scarce, of an inferior quality and sell at \$1.50 per bag; turnips are 40c per bag; cabbage sell from 10 to 15c per head. Other vegetables were in good supply at the usual prices.

It seems regrettable that the two aldermen who were instrumental in having the by-law amended prohibiting the grocers from going on the markets to buy before ten o'clock are both merchants.

On Wednesday night last the grocery store of C. J. Norsworthy was entered by burglars and a quantity of provisions taken, consisting of 10 lbs. butter, some cooked ham, 6 tins of sardines, and other articles. Entrance was gained by the cellar window on Wellington Street and the marauders left by the back door, leaving it partly open. As usual, the police have no clue as to the identity of the burglars.

Adecock's mill, recently in the possession of the Dominion Bank, has been sold by them to the John Campbell Milling Co., and business will be conducted as heretofore.

At a meeting of the grocers, held on Thursday of last week, the question of the price of a particular kind of creamery butter was up for discussion and it was found that nearly all were retailing at different prices, ranging from 29 to 32c per lb. Yet the public have an idea that there is a combine. The formation of a grocers' section of the R.M.A. was delayed until their next meeting, when the election of officers will take place.

LONDON.

Feb. 17.—The meeting of the Retail Grocers' Association on Tuesday night last was one of the largest and most enthusiastic held in a long time. Five new members were admitted, three of them doing business in West London and two in South London, and all having recently engaged in the grocery trade. The question of price-cutting was taken up. One blamed his action on some other grocer, while another offered a similar excuse. The result was that promises were made to correct matters. A strong committee was named to wait on the City Council to ask that the license fee charged peddlers be increased from \$30 to \$50 or \$60 a year. The object is to put a stop to peddling from door to door from which legitimate trade suffers seriously.

Travelers report business in the London district fair the past week, with collections good. The feature of the wholesale trade during the week was the drop of ten cents in refined sugar, due to the fact that raw is lower and slow of sale. Teas are very firm and coffees are advancing. All the other staples are unchanged. Canned goods seem to be still hanging on canners' and wholesalers' hands.

The handsome trophy presented to the London grocers by the Lea Pickling Company for competition in baseball—North vs. South—is on view in Ryan & Russell's store, Richmond Street. It is a beautiful silver cup, mounted on an

PRINCE  WALES
PURE SPICES

Recent Government analyses of spices being sold to grocers reveal some startling facts. Adulteration reigns supreme in certain Canadian spice factories, judging by the Inspectors' reports, and but slight regard is being paid to the honest grocer and his desire to sell Pure Spices and to give his customers the Square Deal.

For 64 years the name EWING has stood for Absolute and Unparalleled PURITY in spices, and we want to assure you, Mr. Grocer, that for 64 years more, and until we quit the business, Ewing's name will always bear precisely that same significance when mentioned in connection with spices.

Protect yourself and your customers by always ordering your spices from EWING'S, a house with a reputation, a house that will not stoop to adulteration, a house that has always given to you and to the public the Purest Spices obtainable.

When we sell PURE Spices they are PURE.

It may cost a little More to deal with us but IT PAYS.

S. H. EWING
MONTREAL



1/4-lb. Carton.



THESE ARE EWING'S PACKAGES

Your only safeguard, when buying, unless you are an expert in Spices, lies in the reputation of the manufacturer with whom you are dealing. So it behooves you to know well and always order the Spices put up in the package of the manufacturer whose name stands for the highest perfection and Absolute Purity.

EWING'S Prince of Wales package always has, and always will, contain the PUREST Spices of any manufacturer catering to the trade.

Accept the Protection Thus Offered to You and to Your Customers by Always Specifying Ewing's Prince of Wales Spices.

EWING & SONS

TORONTO

ebony base, and presents a very attractive appearance.

Eggs took a drop on the local market on Saturday, strictly fresh selling at 25¢ per dozen.

John M. Dillon, of the wholesale grocery firm of A. M. Smith & Co., has left on a pleasure trip to the West Indies. He will be absent about six weeks.

The annual at home of the employees of the D. S. Perrin & Co., Limited, on Friday evening last was in every way enjoyable. The affair took the form of a "hop," lasting from 9 till 12, and was held in the Palace Dancing Academy, Dayton's orchestra furnishing the music. The guests numbered about 150. Thos. W. McFarland was chairman of the committee, having the affair in charge, and Wm. Evans, secretary.

J. C. Woods, founder of the line of stores in Ontario cities known as Woods' Fair, died at his residence in this city during the week as the result of an accident about three weeks ago, he having fallen down stairs and sustained injuries to his spine which affected the brain. He was 63 years of age, a native of New York State, and an ex-alderman of Hamilton, Ont. Some time ago he sold all of his stores, except those at Kingston and Guelph, which he controlled at the time of his death.

West London grocers report business particularly good, being 50 per cent. better from every point of view than last year. "Both sales and collections are away ahead of last year," said one grocer. "Our business is keeping up to the summer standard."

Owing to the advance in the price of wheat, which recently touched the dollar mark, local millers have put up the price of flour ten cents per cwt. This will not affect the bakers, as their flour is purchased by contract, and any fluctuation in the price of wheat is not felt by them. The advance will fall on grocers and housekeepers. "Unless deliveries increase and the farmers let up a little," said the manager of a local milling concern Saturday, "there will be a further advance in flour, as it takes two and a half bushels of wheat to make a hundred pounds of flour, and flour has only advanced ten cents per cwt., while wheat has gone up eight to ten cents per bushel." Local millers' supplies are being rapidly exhausted, and another advance is expected at any time.

INGERSOLL.

Feb. 17.—The annual meeting of the Ingersoll Board of Trade was held a few nights ago, a fact which suggests the important part that every enterprising citizen can play in the development of a town or city. It is a regrettable fact that not only in Ingersoll, but elsewhere, there are merchants who do not appear to realize the importance and necessity of their being identified with the Board of Trade. It is certainly displeasing to a merchant to learn that citizens of his own town are doing their trading at a distance, and that instead of buying from him or a home merchant in some other line they are spending their

money elsewhere. This being true, should not every merchant who looks to his own town for support, take off his coat, figuratively speaking, and put his shoulder to the wheel of progress? There is an old saying, "don't knock; boost." The merchant who does not take an active part in work calculated to advance the affairs of his own town is indirectly neglecting his own business for the greater advancement made by the town, the greater will be his volume of business. There are many ways in which grocers and other merchants in general can assist in this work. They should always talk up the town in which they live and identify themselves with all movements that are deserving of their support, for it is a well known fact that the people like to go to the busiest and most talked of places and an increase in population spells more business for the merchants.

STRATFORD.

Feb. 17.—Owing to the favorable weather and fairly good roads a large number gathered on the market on Saturday. Everything was very firm in price. Butter still remains at 25¢, and is in good demand. The egg market has taken a drop to 27¢. They seem to be quite plentiful, and in all probability the price will be lower next week. Apples are very scarce and the price advanced to \$1.40 and \$1.60 per bag. The grain market remains much the same as last week.

W. J. Norfolk, of Ingersoll, is spending a few days at his home in the city.

Thursday next will be a great day for Stratford, when General Manager Hays,

with a large staff of the highest officials on the road, will formally open the new G.T.R. shops here. The shops are to be open for public inspection between the hours of 3 and 6 p.m., and a movement is on foot to close the stores, if not for the whole afternoon at least during those hours, that all may have an opportunity to see the marvellously interesting processes at work. In the evening the civic corporation is tendering a banquet to Mr. Hays and staff, and the citizens are manifesting a keen interest in it. Our long and friendly relations with the Grand Trunk Railway, and the presence among us not only of the great locomotive shops, which are the pride of our city, but of a large number of operating and other employes, produce an identity of interest between city and railway which is cordially acknowledged by both. In viewing the new shops and the new station to be erected this year, the banquet is a proper compliment to Mr. Hays and staff, and that they are accepting it in the spirit in which it is offered is shown by the virtual transfer for the day of the head offices to Stratford.

The North Perth Farmers' Institute held meetings in the city hall Saturday afternoon and evening. Instructive addresses were given by the chairman and others. The addresses by the delegates were much admired by all, and no doubt many who came there to hear the lectures given went away with a better knowledge of farming than ever they had before. New methods were introduced by the speakers and methods that were well worth heeding, and no doubt from this meeting much benefit was received.

Western Canada Notes

British Columbia Fruit and Produce Exchange Reorganizes—Expected Increase in Ham and Bacon—Western Grain Movement.

EDMONTON.

Feb. 16.—Trade in Edmonton is beginning to revive owing to the milder weather of the last two weeks thus enabling the farmers to get into town with their produce and considerable trading was done. During the severe cold snap of the previous month business was almost at a standstill. Very little produce came into town and fresh eggs were almost unattainable. What few there were were sold at from fifty to sixty cents. Potatoes have been selling from seventy-five cents to a dollar a bushel. Since the milder weather has been with us fresh laid eggs have been coming in a little more plentiful and prices quoted are forty and forty-five cents. Cased eggs shipped in from down east are quoted at thirty-five cents.

The local wholesale houses report business very good as the big fur traders from the north are in town refitting for next season's operations. Their business is a big item running well into the thousands.

Some of the big G.T.P. contractors are in town getting ready for their work when spring opens, to the west of us on the sections unfinished between here and the mountains. They intend taking large quantities of supplies to

last them through the summer as the nearest outfits will not be less than one hundred miles away from here. After the snow and ice leaves it would be practically an impossibility to get freight supplies out to their camps over the almost impassable sloughs and trails.

CALGARY.

Feb. 12.—The western grain movement is by far the principal topic here at present. During last week a convention was held in Calgary to discuss ways and means of furthering the interests of the grain business with a view to shipping westwards instead of eastward, as has formerly been the case. Premier Rutherford presided, and there were present representatives from Vancouver, New Westminster, Victoria and all points throughout Alberta, including a large and influential body of Calgary's foremost business men. The convention created great interest, and all the discussions were of a practical and friendly nature, each speaker being fully alive to the advantages to be gained by shipping the export grain from Alberta and Western Saskatchewan via the Pacific

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Feb. 10 hen's tee about as market. that kind and few stock ha Californi quoted b very slov ly, the l at any weather, fifteen ce article, sequence remain u therefore than can Word h that the

coast. At the present time Vancouver is without elevator accommodation, without which it is not possible to expeditiously handle and load grain into vessels in large quantities. It is expected, however, that the erection of at least one elevator will be undertaken this year, as those most interested hope to be ready to handle this season's crop. The stimulus that will be given to the grain-producing and shipping industries will be immense, as the rail haul to Vancouver from Alberta and Western Saskatchewan is less than half the distance that it is to Fort William. The C.P.R. have already given a rate that lands the grain at Liverpool, via the coast, equal to the present rate via Fort William, and it is confidently expected that in the near future a still lower rate will obtain via Vancouver and the Pacific. This advantage in rate should prove of direct benefit to the producer, all of which will tend to place these western grain growing areas in the most favorable position. It has now been fully demonstrated that the fall wheat lands of Alberta are capable of growing larger crops of superior quality than any other lands in the world; a somewhat broad statement, but nevertheless, results have proven such to be the case. The American farmer, quick to realize a good thing, is eagerly buying up these famous wheat lands and is bringing large areas under cultivation. The Canadian Pacific Irrigation & Colonization Co. are selling tens of thousands of acres of irrigated lands lying east of Calgary. In most cases these lands are being disposed of to actual settlers. It is expected that the spring will see a great movement of farmers from the middle and western states to central and southern Alberta.

As Calgary is the business and distributing centre for a vast territory including the great winter wheat lands, its advantageous position will be appreciated. As a wholesale and distributing centre, Calgary is to-day second only to Winnipeg and Vancouver. The city has a population of 25,000 progressive and industrious people, who are all justly proud of their home city and firm believers in the future of the Great West and Calgary particularly.

VANCOUVER.

Feb. 16.—There is an old saying that hen's teeth are scarce, and eggs are just about as scarce just now on the local market. There are practically none of that kind that are laid in this vicinity, and few from the outside. The Eastern stock has been cleared out, and some Californias are offered, but these are quoted by jobbers at 50c. Retailers are very slow in buying. As noted previously, the local supply may be augmented at any time with a breath of warm weather, and the price would be ten or fifteen cents cheaper than the California article, with the quality A1. The consequence would be that the latter would remain unsold and be a total loss. Eggs, therefore, are not in demand any more than can be helped.

Word has been passed to the retailers that there will be an increase in the

prices of ham and bacon shortly, following the increased figures for dressed hogs, which are now nearly 25 per cent. dearer in the Chicago markets.

Locally, the ham and bacon situation is most interesting. The Swift people, who bought out the Griffin Company, has had almost absolute control of the market for a long time past. Their Swift premium has a call that nothing else can displace, with the result that either the manufacturers or the wholesalers are aware of it, to the detriment of the retailer. For instance, Swifts have been sold with heavy wrapping paper and heavy cord, these accessories being charged at the same rate per pound as the bacon. This is an overcharge pure and simple, and a loss to the dealer. If complaint has been made, it has passed unheeded, for if customers called for Swift Premium, that they had to have. But there is beginning to be a change in the aspect of things. The Morrell Company and the National Packing Company are getting in on the local trade, and as the sympathy is with them, everything possible is done to swing orders to their goods. From them, hams and bacon can be bought either in paper or unwrapped, and in short everything is done to secure trade. A good line of hams and bacon is put on by the B. Wilson Company, of Victoria, which is coming in for a share of the business.

The bill became law in the local legislature this week which will allow Live Stock, Dairy and Creamery Associations power to establish and supervise egg and poultry stations and to operate cold storage plants for all kinds of farm produce. This bill was introduced by W. H. Hayward, member for one of the Vancouver Island constituencies. It is not improbable that different associations in the older settled districts, or where there are agriculturists, will take advantage of it, and secure better prices for produce of various kinds.

A. S. Parkin, manager of Flavelle's wholesale produce establishment at Lindsay, Ont., is visiting his brother, W. H. Parkin, North Vancouver. He and his wife will spend a month here.

The Nanaimo Creamery Association reports a dividend of 6 per cent. The total revenue was \$27,430.85, 72,713 pounds of butter having been sold. The new officers are: President, E. Quennell; vice-president, R. Malpass; secretary-treasurer, Jos. Randle; directors, E. Quesnell, R. Malpass, J. Randle, J. Robson, John Thomas and Chas. Donner.

R. G. How, of Kelowna, has sold out his confectionery and refreshment business to Alf. McLellan, and has returned to Saskatchewan.

At the second annual convention of the Fruit and Produce Exchange of British Columbia, held at Revelstoke, the concern was practically reorganized, and started on a new career of usefulness in facilitating the interests of the fruit grower. One sentiment which found unanimous expression was that the future of the fruit industry in this province depended on a strict adherence to the principle of co-operation amongst the fruit growers, the transportation companies and the wholesalers interested in the business. Those who attended were: W. B. Robertson, Revelstoke; C. E. Handcock, Enderby; C. Ericson, Malakwa; J. Arnot, Chilliwack; Maxwell Smith, R. Robertson, O. H. Robertson,

Vancouver; A. J. C. Clarence, Peachland; J. Wilson, Revelstoke; J. Johnstone, Nelson; H. Morrison, McPherson Fruit Company, Winnipeg. There were also present the following representatives of the Dominion Express Company: R. Helme, superintendent, Vancouver; M. Lee, Vancouver, and E. Smith, Nelson. In addition addresses were delivered at a banquet by Mayor Lindmark, Judge Forin, Nelson; Joseph Martin, K.C., Vancouver, and others. Among other matters appertaining to the future plans of the transportation companies, it was stated that proper facilities would be provided at different points in the Okanagan, whereby car-load lots may be loaded in the cars and carried by barge to the place of transshipment, to be in operation during the coming season. It was also stated that the C.P.R. contemplated the erection of cold storage accommodations at Okanagan Landing, so that fruit may be properly cooled before being shipped. The officers elected were: President, James Johnstone, Nelson; vice-president, A. J. C. Clarence, Peachland; secretary-manager, L. M. Hagar, Revelstoke; executive, J. Johnstone, A. J. C. Clarence, C. B. Hume, L. M. Hagar, H. E. R. Smythe, W. B. Robertson, the last three of Revelstoke; directors, H. Puckle, Victoria; P. Wilson, Chilliwack; W. T. Slavin, Kamloops, H. E. R. Smythe and C. B. Hume, Revelstoke; C. H. Cordy, Summerland; E. E. Handcock, Enderby; J. L. Vicary, Peachland; E. W. Mutch, Penticton.

ELMVALE GROCER'S SUCCESS.

About one year ago James Hill, who had been in the baking business in Richmond Hill, where he had been successful, sold out and removed to Elmvale and opened a general store. Mr. Hill has been very successful in his new venture, securing an excellent trade among the town people and also the farmers of the surrounding country.

Last summer he erected a fine new brick store, twenty-nine feet frontage by 65 deep. This has been beautifully fitted up with counters and shelving of the latest design. A handsome silent salesman has been placed across the centre space of the store.

The shelves are filled with very select lines of dry goods and groceries suitable to the trade of the town and vicinity.

PERSONAL NOTES.

W. S. Greening, of Todhunter, Mitchell & Co., Toronto, left last Sunday for a six weeks' trip to the old country. He accompanied his sister, who is to be married in Paris within a couple of weeks.

Mr. Russell, manager of the Georgian Bay Lumber Co's store, at Waubashene, was in Toronto on business last week.

Wm. Meen, assistant manager of Minto Bros., Toronto, is recovering from an attack of illness which he contracted while in the silver country in northern Ontario.

Martin W. Plunkett, grocer, Orillia, was in Toronto last week attending the Mendelssohn choir concerts.

Robert Williams, formerly with Swan Bros., has accepted a position with H. P. Eckardt & Co., Toronto, as city traveler.

How Guelph Merchants Collect Bad Debts

Retail Merchants of the Royal City Have Unique Plan—They Pay An Official Collector an Annual Salary — "Dead Beats" Are Cornered—Importance of United Effort Illustrated.

By Stanley Nicholson.

It was last June that the official collector system was established in Guelph. The Retail Merchants' Association there, after a lot of work and discussion, brought out their new idea. Their object was originally to appoint a collector to act as an official of their association, and to be recognized as such. They foresaw the advantage there would be in it, even in the saving of collection fees alone, and believed, that rather than let their neighbors see a recognized collector calling periodically at their homes, many of their delinquent customers would pay up. They finally decided that it would be better to have their officer paid a salary than a commission and selected for the position, in the person of an ex-storekeeper, D. A. Scroggie. They made a bargain with him to take over the work of drumming up their bad accounts for \$700 a year. This amount, with the rent of the collector's office in the heart of the city, telephone fees, stationery, and other expenses, amounting in all to about \$900, they decided to raise by taxing the merchant who would reap the benefit of the scheme.

Each Merchant's Share.

A Collection Committee was appointed, consisting of the president of the association, F. Waters; the secretary, H. O. Oecomore; G. B. Ryan, a dry goods man, and J. A. McCrea, a grocer. They got together and drew up a list of the eighty odd merchants who belonged to the association, assessing each man what they believed was a fair amount, or a fair share of the collector's expenses. Their assessments ranged from \$5 to \$15 per year, according to the size of the firms that belonged, and the amount of business done by them. When this list was drawn up it was presented at a meeting of the association, and all the merchants who were satisfied with their assessment on the list, signed their names opposite their respective amounts. Some of the merchants did not at first think a great deal of the idea, and believed there was little to be gained by it. Enough fell in line, however, to make the thing go, and in a very short time the rest saw the advantage of it and began to fall in line. The scheme is now working with such success that the life of the delinquent in the Royal City is anything but a bed of roses.

The Black List Plan.

The official collector of the association was not very long getting acquainted with the slow pay people of the city. While by no means the most welcome

visitor at their homes, he was undoubtedly one of the most persistent callers they had. Rather than have him making official calls at their homes every week or so, many people who could not be persuaded by lawyer's letters or threats of suits to settle, settled with the "pesky collector," so as to be rid for ever of him. All kinds and conditions of accounts began to come in as if the merchants all possessed magic magnets and could simply pull the money out. When asked if the money had come in to such an extent as to pay the cost of the collector, President Waters very emphatically stated that in many cases the merchants in the past few months which, after all, was only a trial, had received over ten times the amount they paid annually in fees—money that they had thought it was absolutely impossible to collect. But this is by no means the strong point of the plan.

The collector at the end of the first month, in addition to a report of the collections he had made, submitted a list to each merchant of all the "dead beats" in the city. This list was a revelation. It showed not only how much money "Mr. Dead Beat" owed, but in how many different stores he had big old accounts, so old in many cases that they were getting very grey. Then, the merchants saw really where they were at. They realized then why some customers had all at once started to deal very largely in their stores in spite of the fact that they lived in opposite parts of the city. They saw through some wonderfully touching hard-luck stories that they had heard, in a manner that set them thinking, and thinking hard. They awoke and were mighty glad of it. Nor were they alone surprised. Our friend, the enemy, got a few rather rude shocks during the next few weeks also.

When one of these smiling, affable women would come into the store on which she happened to be sponging at that particular time, and with a superfluity of excuses, would ask to have the matter of five or six dollars' worth of goods added to her "little bill," the merchant would quickly look her up on the list, and, finding that she had a dozen or so more "little bills" of \$20 or \$30 with other merchants around town, politely but sternly refused her any more credit. The woman, of course, would assume an attitude of indignation.

"Why, the idea! One would think, sir, that I was a dishonest person who tried to get out of paying accounts. I assure you, Mr. ———, you will not be troubled selling me anything again."

And she would go in her assumed "hoity-toity" mood and, perhaps, try some other store with much the same result.

It Worked Fine.

Then she would wonder how they "got wise," until in a day or so she would answer a ring at her door to meet, not a boy from the bank with a draft, or a collector from one of the stores where she owed, but the official collector of the association, not with one, but with all her local accounts. Then in a few brief, well chosen words it would all be explained to her why she could no longer work the "pay-you-next-week-bluff," or tell with such good effect her touching tale of the temporary financial stringency. The collector would explain to her the black list system and the beauty of it in dealing with forgetful people. After several calls of this sort on the part of the tactful and persistent official the simple lesson of honesty, so long neglected, is generally learned to very good advantage, backed up as it is with the stern object lesson of the "black list." She finds that the only way to get off that list is to pay her way off it, and she generally begins to pay. It is surprising how honest she gets all at once. Sometimes, when the amounts involved have been large, the families have decided to leave town, but the watchful collector keeps his eye on the moving van, and already in Guelph several parties who contemplated leaving the city have been met at the station and finally persuaded to stay a while and make a few sundry settlements. The collections alone make the scheme a paying one, but the black list feature of it is what does the merchant the most good. It warns him not to let the bad ones get any further in on the wrong side of his ledger. If there was not a single collection made the black list scheme alone would pay the merchants for the expense involved.

Wilson Freres, merchants, Montreal, have dissolved.

The store that tolerates loafers will not have to tolerate customers as much as another. You can't keep all visitors out, but there should be a sharp line drawn between loafing and visiting.

The best way that you can invest a little money to the advantage of your business is to pay it out for trade and advertising journals. In them you get other merchants' best ideas with the deadwood thrown out.

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Markets and Market Notes

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

QUEBEC MARKETS

POINTERS—

Montreal February 18, 1909.

Fruits—Declined slightly.
Vegetables—Advanced in some lines.
Furs—Fox, fisher and lynx advanced.
Butter—Easier.
Eggs—Declined slightly.
Provisions—Weaker undertone to market, owing to decline in live hogs.

Trade is reported as good for this season of the year, and orders are coming in fairly well from country points. There are obvious signs of a spirit of optimism in all quarters, and even as early as this the opening of navigation is being looked forward to as a turning point.

Few changes have taken place during the week. Shorts are scarce and a strong undertone has developed in the market. Bran continues strong also. Vegetables coming from Florida and other Southern points are a little stronger owing to a slight frost there.

Molasses continues to hold its firm position. Butter is a shade weaker, and cheese is firm. Eggs are in good demand, and the market is depending on new laids, which are plentiful, and pickled, as storage stock is exhausted. The feature of the provision market is the recent decline in live hogs, which have been soaring lately. The fur market is strong and fox, fisher and lynx are scarce. Fruits are a shade weaker in some lines, especially oranges. Other lines are the same as last quoted.

SUGAR—There is a fairly good demand at the recent decline. The market presents no new features this week.

Granulated, bbls	44 40
" 1/2 bbls	4 65
" bags	4 31
" Imperial	4 10
" Beaver	4 00
Paris lump, boxes, 100 lbs	5 25
" 50 lbs	5 35
Red Seal	5 65
Crystal diamonds, bbls	0 35
" 100 lb. boxes	5 35
" 50 lb. "	5 65
" 25 lb. "	5 95
" 5 lb. cartons	0 40
Extra ground, bbls	4 80
" 50-lb. boxes	5 00
" 25-lb. boxes	5 20
Powdered, bbls	4 61
" 50-lb. boxes	4 89
Phoenix	3 95
Bright coffee	3 90
No. 1 yellow	3 89
No. 2 "	3 70
No. 1 " bbls	4 00
No. 1 " bags	3 95

SYRUPS AND MOLASSES—Barbadoes continues strong owing to a bare market, and the fact that supplies of any size to arrive are not due until March. Some small shipments from individual producers are coming forward, but they are not large enough to affect the market to any extent.

Barbadoes, in puncheons	0 41	0 46
" in barrels	0 46 1/2	0 48 1/2
" in half-barrels	0 47 1/2	0 49 1/2
" fancy	0 49	0 49
New Orleans	0 22	0 35
Antigua	0 30	0 30
Porto Rico	0 40	0 40

Corn syrups, bbls	0 08 1/2
" 1/2 bbls	0 08 1/2
" 1/4 bbls	0 08 1/2
" 1/8 lb pails	1 75
25 lb pails, per case	1 95
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz	2 75
" 10-lb. " 1 doz	2 85
" 20-lb. " 1 doz	2 80

MAPLE PRODUCTS—Owing to the approaching season more interest has been manifested in this market lately. Considerable buying has taken place during the week, which has infused some life into the market, and imparted a firmer feeling to it.

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

TEA—There is considerable interest manifested in the lower grades, especially in the country trade, but the better grades are slow.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 30
Medium	0 22	0 23
Good common	0 21	0 22
Common	0 19	0 21
Ceylon—Brook n Orange Pekoe	0 20	0 38
Pekoes	0 19	0 20
Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17 1/2	0 18
Ceylon greens—Young Hysons	0 19	0 25
Hysons	0 18	0 20
Gingpowders	0 17	0 25
China greens—Pingsay gunpowder, low grade	0 18 1/2	0 18
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEE—Coffee is going steadily into consumption at unchanged figures.

Mocha	0 18 1/2	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 15

DRIED FRUITS—Valencia raisins are active, prunes are in good demand, and other lines are enjoying a moderate call. Some houses have shaded prices slightly, which gives the market locally an easier tone.

Figs—		
Bag figs	0 03 1/2	0 05
Tapnetas	0 03 1/2	0 05
Elimes	0 08	0 14
Dates—		
Hallowes, per lb	0 05	0 06
Sais, per lb	0 05	0 05
Malaga Raisins—		
London layers	2 25	
" Connoisseur Clusters "	2 50	
" " 1/2 box	0 75	
" Royal Buckingham Clusters, " 1/2 boxes	1 50	
" " boxes	4 75	
" Excelsior Windsor Clusters "	5 75	
" " 1/2 boxes	1 80	
Australian raisins	0 07	0 08
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 09	0 10
Choice seeded, 1-lb. pkgs	0 08 1/2	0 09 1/2
Loose muscatsels 3 crown	0 08	0 09
" 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb	0 12	0 14
Peaches, "	0 11	0 14
Pears, "	0 11	0 13
Prunes—		
Prunes 25-lb. boxes, 30-40s	0 10	0 12
" " 40-50s	0 09	0 10
" " 50-60s	0 08 1/2	0 10
" " 60-70s	0 03	0 03 1/2
" " 90-100s	0 03	0 07
Currants, fine filistras	0 06 1/2	0 07
" Patras	0 08	0 08 1/2
" Vostizzas	0 08 1/2	0 09 1/2

SPICES—There is a fair uniform demand for all lines of spices, with no changes in quotations.

Peppers, black	0 14	0 20
" white	0 20	0 27
Ginger, whole	0 15	0 20
" Cochin	0 17	0 30
Cloves, whole	0 17	0 30
Cloves, ground	0 20	0 25

Cream of tartar	0 23	0 32
Allspice	0 13	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

RICE AND TAPIOCA—The market for both rice and tapioca are decidedly dull, with no changes in quotations.

BEANS AND PEAS—No further advance has taken place in the price of beans, but the market still continues to show a strong undertone. Peas are unchanged.

Ontario, pickers	1 80	2 00
Peas, boiling	1 35	1 40

EVAPORATED APPLES—Demand continues good for this line, which, together with general scarcity, keeps the price at a firm level.

Evaporated apples, new	0 03	0 08 1/2
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FURS—Red fox is scarce and prices have advanced for these pelts; lynx and fisher have also gone forward, owing to same reason. Practically all lines of furs are in good demand.

Mink	5 00	6 50
Marten, pale	4 00	6 00
" dark	8 00	20 00
Fox, red	4 00	6 00
Lynx	9 00	15 00
Oter	15 00	25 00
Fisher	7 00	12 00
Weasel	0 25	0 35
Muskrat	0 15	0 25
Canadian coon	0 75	1 25
Skunk	0 40	1 25
Bear, large	8 00	10 00
" small	3 00	5 00

CANNED GOODS

MONTREAL—The demand for canned fish is good. Canned fruits and vegetables are selling well this week. Canned meats are also going much better than for some time.

TORONTO—Demand keeps up for general lines of canned goods, and there is a firmer tone about the market. Tomatoes, especially, are called for, and while no price changes have taken place all vegetable lines show a tightening up. Tomatoes are not so plentiful as they were a week ago. Fish lines are expected to be much in demand with the near approach to the Lenten season, and fruits, particularly apples, though this week quiet, are anticipated to be again much asked for.

ONTARIO MARKETS.

POINTERS—

Rice—Firmer.

Beans—Advanced in primary markets.

Sugar—Decline in U. S.

Canned Tomatoes—Good demand.

Toronto, February 18, 1909.

Sugar is again the interesting feature of the grocery market, and while no price changes are noted here, there have been two declines in New York during the week, each of ten points. In consequence trading is quiet and an easier

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tendency prevails. No immediate change is anticipated, though if one occurs it will be for lower prices.

Rice has firmed up a little, but has not at all affected trading. Beans, too, have advanced in the centres of production, and for small quantities a little higher price is asked, though for fair quantities price quoted last week holds good.

Generally good trading is being done, all the houses reporting splendid orders.

SUGAR—The quotations of a week ago still rule. During the week New York reports a drop of 20 points due to a greater supply than was estimated. This decline has made trading locally pretty quiet, and in consequence an easier tendency prevails.

"Crystal Diamonds," barrels	5 65
" " half barrels	5 75
" " boxes, 100 lbs.	5 85
" " " 10 lbs.	6 10
" " " 25 lbs.	6 15
" " " 5-lb cartons, boxes 100 lbs.	8 10
St. Lawrence Crystal Diamond D. minor, 5 lb. ctns.	8 00
Parisumps, in 20-lb. boxes	5 45
" " in 10-lb. "	5 45
" " in 2-lb. boxes	4 75
Red Seal	4 10
St. Lawrence granulated, barrels	4 10
Beaver granulated, bags only	4 60
Redpa h extra granulated	4 50
Imperial granulated	4 20
Acadia granulated, (bags and barrels)	4 30
Wallaceburg	4 30
St. Lawrence Golden bbls.	4 10
Bright coffee	4 40
No. 3 yellow	4 30
No. 2 "	4 20
No. 1 "	4 30
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

SYRUPS AND MOLASSES—Quietness rules the market regarding these two articles. Very little trading is being done and prices are unchanged.

Syrups—	
Medium	0 31 0 35
Bright	0 40 0 45
	Per case
2 lb. Tins, 2 doz. in case	2 40
5 " "	2 75
10 " "	2 65
20 " "	2 60
Barrels	0 31
H of Barr ls	0 08
Quarter "	0 23
Falls, 38 1/2 lbs. each	1 75
" 25 "	1 25
Maple syrup—	
Gallons, 6 to case	4 50
" 12 "	4 80
Quarts, 24 "	4 81
Pints, 24 "	2 50
Molasses—	
New Orleans, medium	0 30 0 35
" " bbls	0 28 0 30
Barbadoes, extra fancy	0 45
Porto Rico	0 45 0 60
West Indian	0 11 0 23

TEA—Following the advance in Colombo, noted last week, London has followed suit. As yet none of the Canadian markets report an advance. Locally prices may go up, though conflicting rumors are abroad regarding the quantity of Indian teas on the various markets.

DRIED FRUITS—Steady business is being done in dried fruits, native lines, especially, being much in demand. Peels, figs and dates are not called for so much as six weeks ago, though currants and raisins continue good sellers, with prunes and apricots leading.

Prunes—	
30-40's, 25-lb boxes	0 10 1/2
40-50's, 25-lb. boxes	0 06 1/2
50-60's, " "	0 08 1/2
60-70's, " "	0 08 1/2
60-70's, 50-lb. boxes	0 08 1/2
80-90, " "	0 07 1/2
90-100, " "	0 07
Apricots—	
Choice, 25-lb boxes	0 12 1/2
Fancy, " "	0 16
Candied and Drained Peels—	
Lemon	0 10 0 11
Orange	0 10 1/2 0 12

Figs—	
Eleme, per lb.	0 08 0 10
Tapioca, "	0 03 1/2 0 04
Raz Figs	0 03 1/2 0 04
Dried peaches	0 10 0 10 1/2

Currants—	
Fine Filiatras	0 06 1/2 0 07
Patras	0 08 0 08 1/2
Uncleaned, to less.	
Vostizias	0 08 1/2 0 09

Raisins—	
Sultana	0 07 1/2 0 09
" Fancy	0 11 0 12 1/2
" Extra fancy	0 14 0 15

Valencias	0 05 1/2 0 06
Seeded, 1-lb packets, fancy	0 09 1/2 0 10
" 16 oz. packets, choice	0 09 1/2
" 12 oz. "	0 08

Dates—	
Hallowee	0 05 1/2 0 06
Sairs	0 05
Fards choicest	0 08 0 08 1/2
" choice	0 07 1/2

NUTS—Trade in nuts is quiet, there being a supply more than equal to the demand.

Almonds, Formigetta	0 12 1/2
" Tarragona	0 13
Walnuts, Gren ble	0 14
" Bordeaux	0 11
" Marbats	0 12
Filberts	0 16
Pecans	0 10
raels	0 15
casu's	0 10 0 12

RICE AND TAPIOCA—B grade rice is firmer and is quoted at three and a half cents straight. Tapioca is also firmer. Demand is good for these two lines and quietly steady for the others.

Rice, stand. B	Per lb.
Bangkok	0 03 1/2 0 03 1/2
Patras	0 05 1/2 0 05 1/2
Japan	0 05 1/2 0 05 1/2
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 05
Tapioca, medium pearl	0 01 1/2

SPICES—Demand quiet at unchanged quotations.

Peppers, blk p re	0 14 0 20
" white pure	0 22 0 30
" whole, lack	0 18
" whole, white	0 25
Ginger	0 25 0 40
Cinnamon	0 25 0 40
Nutmeg	0 25 0 40
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 16 0 19
" whole	0 17 0 20
Mace ground	0 20 0 30
Mixed packing spices, whole	15 0 20
Cassia, whole	0 20 0 25

BEANS—An advance is noted in the buying centres and small quantities are higher by 15 cents. Local quotations, however, are at the figures of a week ago: Trading is fairly active.

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

EVAPORATED APPLES—The demand for evaporated apples is steady and prices are well maintained.

Evaporated apples	0 07 1/2
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NEW AGENCY IN WINNIPEG.

J. A. Mackenzie leaves Toronto this week for Winnipeg, where he is opening a manufacturers' agency with R. M. Thayer, the firm to be known as Mackenzie and Thayer. Mr. Mackenzie was with Park Blackwell for five years and represented Swift & Co. for four years throughout the West. Mr. Thayer was with Gowans, Kent for four years, and later also with Swift & Co.

WESTERN CANADA RESOURCES.

A gentleman who called at the Toronto office of the Grocer this week and who has travelled through Manitoba and other western provinces states that the story of the resources of the west has not half been told.

"You hear people who have been there telling of their experiences and they

talk about nothing besides wheat. Why, the fish and cattle-raising industries out there are developing in a wonderful manner.

"The land, too, can produce things besides wheat. Once while I was driving through a Manitoba field," he remarked, "where there were strawberries growing you could see strawberry juice running down the spokes of the buggy-wheels."

TRADE NOTES.

G. H. Hopper, grocer, Ottawa, has sold to W. B. Graham.

The assets of B. Foucreau, grocer, Montreal, have been sold.

Max Axler, general merchant, Bracebridge, has compromised.

Mady Cousins, general merchants, of Granby, have registered.

L. Z. Decosse, grocer, Hull, is succeeded by J. B. Bedard.

L. Ferguson & Co., grocers, Ottawa, have assigned to F. X. Laderoute.

F. De Bellefeuille, general merchant, Fassett, is offering a compromise.

Jos. Labbe, general merchant, La Fayette, is offering a compromise.

Gravel & Phaneuf, grocers and liquor merchants, Montreal, have dissolved.

Geo. Vivian Hughes, merchant, Font-hill, has assigned to Jerome Bearss.

Schreiber Trading Co., general merchants, Schreiber, lost by fire last week.

The assets of L. Marchand & Co., grocers and liquor merchants, have been sold.

J. H. Beamish, general merchant, of Schreiber, sustained loss by fire last week.

W. G. Rogers, grocer, butcher, etc., Gananoque, sustained loss by fire recently.

Frank V. Samwell, merchant, Pembroke, has assigned to James Oscar Hutton.

The business of Martin Whitty, general merchant, Kintail, is advertised for sale.

The assets of T. H. Jacques, general merchant, Edwards, were to be sold on Feb. 11.

J. D. Abraham Co., general merchants, Delhi, Ont., has been succeeded by Morgan Bros.

V. E. Paradis is appointed curator of J. A. Tremblay & Co., general merchant, La Tuque.

G. C. Howison, baker, and confectionery, Brookville, recently sustained loss by fire.

A meeting of the creditors of Wm. J. Graham, merchant, Smith's Falls, was held on Feb. 3.

A meeting of the creditors of H. H. Unsworth, general merchant, Acton, was held on Feb. 2.

The assets of H. H. Unsworth, general merchant, Acton, were advertised for sale on Feb. 10.

Charland & Co., Ste. Gertrude, general merchants have assigned to Lamarche & Laurencelle.

A meeting of the creditors of H. H. Mockler, general merchant, Durham, is called for Feb. 12. Henry Barber, of Toronto, is appointed trustee.

EXCITEMENT IN WHEAT CIRCLES

Prices High and Trading Active—Ontario Wants Western Oats—Work of Railway Commission in Assisting Farmers—Big Convention for Calgary—The Situation in the West.

The Western Viewpoint, by our Special Correspondent.

Winnipeg, Feb. 16.—The wheat market has been a centre of interest this week; prices have ruled high, and trading has been extremely active. Receipts have been very light all week, with a keen demand for cash wheat and few offerings, indeed almost every car that comes in has been sold ahead. Eastern millers have been after contract wheat, and there has been some speculative trading, but the bulk of the business has been straight export. May wheat sold at \$1.07½ with \$1.07¾ asked on Thursday. Friday being a holiday in all the American markets trading was somewhat dull in Winnipeg, and there was a slight reaction but it made a strong close. As the weeks pass and Patten continues to hold on to his long line the interest certainly deepens. It now seems pretty well assured that the farmers who have wheat are holding it for higher prices. Of course, in view of the price of Chicago, Winnipeg wheat looks cheap. That Argentine surplus will be less than expected and that there is serious damage to American winter wheat seems now pretty well assured. There is one thing about the Patten corner and it is this; it must be a phenomenal price that will pull him through with a profit, as much of his wheat has been bought at such high figures that there is practically no profit in it at the present time.

It looks as if from now until the struggle is over that it will be a time of more or less, usually more, excitement in wheat circles. From time to time during the past week the excitement in the Winnipeg pit has been intense, some of the brokers coming out with their coats nearly pulled off their backs.

Interest in Oats.

One feature of the week has been the steady increase of interest in oats. For months oats have been dead as a door nail but suddenly interest has awakened and a demand from Ontario for feed, and also an export demand has sprung up. Some of the strength is no doubt due to the reported damage to the Argentine corn crop by locusts, which sent the American corn market up with a jump. Flax continues very strong, and there are rumors to the effect that considerable western Canadian flax has been shipped to or bought for shipment to Duluth.

Winnipeg has been very much given up to curling during the week and the men in Scotch bonnets and with brooms in their hands are very much in evidence. The attendance is the largest since the visit of the Scottish curlers, six years ago.

This week the cheap rates will be open to visitors as well as curlers, and the agricultural interests have taken advantage of the lower rates to arrange a series of important conventions and a Provincial Seed Grain Fair in connection with the Agricultural College. At this convention great prominence will be given to dairy interests, and a demonstration will be given of the use of milking machines. It has

always been felt in the West that if milking machines could be successfully operated and were not too costly, that their use would practically solve the greatest difficulty in securing the advance of dairying. The women of the West have not time to milk and the hired man who is willing to milk is a rara avis indeed. This is always one of the stock objections to dairying.

Prominence will also be given to forestry and horticulture, and a very interesting series of meetings has been arranged for the discussion of household science. Altogether it promises to be quite a gala week at the M.A.C.

Wholesalers report all lines of business very quiet at present, excepting spring goods, but with one accord they predict an exceptionally heavy spring trade.

Judge Mabee Firm.

The Railway Commission has completed its work in Winnipeg for the present and departed westward after one of the most successful sittings in its history. It is the first lengthened sitting held here by Judge Mabee, and he has certainly created a most favorable impression. The smoothest of corporation lawyers have found it quite impossible to cloud the issue before him, and he left none in doubt as to his sympathy with the farmers in many of their grievances. He was especially strong on the loss suffered by farmers on account of the railway companies not fencing their tracks.

The jobbers and business men generally are still "chewing the cud" over the "standardization of freight rates" according to Hartwell's schedule, which has been printed in all the papers here. The question comes up for final adjustment later, but it is evident Chairman Mabee favors the Hartwell plan.

The report of the Tax Commission is still taxing the public mind—if one may be pardoned so feeble a pun—and citizens are indulging in a veritable epidemic of letters to the daily papers.

Calgary is to have, during February or the first week in March, the monster lumber convention of the age. Delegates will be there from the Atlantic to the Pacific, and the object of the convention, in plain terms, is to pool interests and advance the price of lumber. Of course, the lumbermen deny loudly anything in the nature of a combine, and declare, with their hands upon their hearts, that the present cutting system is ruining trade and driving them out of business. They assert loudly that though the price of lumber will jump, the unanimity that will follow will greatly benefit business in general. The men who have already tendered on large building contracts are watching the result of this convention with anxious eyes. There is no manner of doubt that any heavy advance in lumber will at once curtail building operations, which up to the present time have promised to exceed the past two seasons.

There threatens to be a suspension of the letting of building contracts where

much lumber is involved until this convention is over.

Wheat Rate to Liverpool.

Another thing that will no doubt be discussed at this convention will be the movement of wheat west to the Pacific, and the movement of lumber east. The Canadian Pacific have made a rate from Alberta to Liverpool of 45c on wheat, but dealers say that at this figure they cannot do business, as the additional cost of sacking, the additional interest on money for the longer period in transit and the additional insurance for the more dangerous passage round the Horn does away with all profit. The railway company have not announced publicly, but some of their prominent officials have stated privately that could they be assured of lumber to fill their cars on the return trip they could make a still lower rate. This question of wheat to Britain via Vancouver is certainly making quite a stir, and several exporting houses have had bids and inquiries from the Old Country firms for wheat shipped that way. So far as I can ascertain no shipments of importance have been made up to date.—H.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, February 13, 1909.)

Bonspiel week brought to the city not only the devotees of the "roarin' game," but also a great many merchants from outside points, and the wholesale establishments have been keeping open house, most of their travelers being in from the country to entertain their customers.

Business prospects continue to improve and the volume of trade is steadily increasing. Collections are improving and the outlook has seldom been better at this season of the year.

SUGAR—

Montreal & B.C. granulated, in bbls.....	5 10
" " in sacks.....	5 5
" " yellow, in bbls.....	4 70
" " " in sacks.....	4 65
Wallaceburg, in bbls.....	5 01
" " in sacks.....	5 5
B.C. gunnies granulated, 5-18's to bale, per cwt.....	5 05
" " 5-2's.....	5 05
" " hard pressed lump, 25's, per cwt.....	6 25
" " " half bbls., per cwt.....	6 60
" " icing.....	5 90
" " bar sugar.....	6 70
Icing sugar in bbls.....	5 70
" " in boxes.....	5 90
" " " in small quantities.....	6 20
Powdered sugar, in bbls.....	5 40
" " in boxes.....	5 70
" " " in small quantities.....	5 75
Lump, hard, in bbls.....	6 05
" " in ½-bbls.....	6 05
" " in 100-lb cases.....	6 05

SYRUPS AND MOLASSES—Corn

syrrups are in very active demand. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case.....	2 15
" " 5-lb tins, per 1 ".....	2 40
" " 10-lb tins, per ½ ".....	2 43
" " 20-lb tins, per ¼ ".....	2 75
" " ½ barrel, per lb.....	0 03½
" " Sugar syrup, per lb.....	0 03½
Beaver Brand, 2 lb tins, per 2 doz case.....	3 10
" " 5 " " 1 ".....	3 60
" " 10 " " ½ ".....	3 30
" " 20 " " ¼ ".....	3 20
Barbadoes molasses in ½-bbls, per gal.....	0 40
New Orleans molasses in ½-bbls, per lb.....	0 03½
Porto Rico molasses in ½-bbls., per lb.....	0 04½
Blackstrap, in bbls., per gal.....	0 31
" " ½ gal. bats., each.....	0 33
" " " " " ".....	2 25

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

Sugar, 2½ lb. boxes ½s. and ¼s.....	3 00
Syrup gallons ½ doz. to case, per case.....	5 25
" " 1 doz. to case, ".....	6 15
" " ½ doz. to case ".....	6 54

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FOREIGN DRIED FRUITS—The California raisin market is still weak. Local quotations continue as follows:

Sultana raisins, bulk, per lb	0 09
cleaned, " 1 lb pkgs	0 10½
" 1 lb pkgs	0 11½
Table raisins, Connoisseur clusters per case	2 90
extra dessert, " "	3 85
Royal Buckingham, " "	4 00
Imperial Russian, " "	5 25
Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 70
Connoisseur clusters, boxes (5½ lbs)	0 85
Trenor's Valencia raisins, f.o.s, per case, 25's	2 05
" " " " " " " " " " " "	1 00
" " " " " " " " " " " "	1 15
" " " " " " " " " " " "	1 15
" " " " " " " " " " " "	2 25
" " " " " " " " " " " "	1 15
" " " " " " " " " " " "	2 35
" " " " " " " " " " " "	1 25
California raisins, choice seeded in ½-lb. packages per package	0
" " " " " " " " " " " "	0 7½
" " " " " " " " " " " "	0 08½
" " " " " " " " " " " "	0 09
Raisins, 3 crown muscatels, per lb.	0 03½
" " " " " " " " " " " "	0 07½
Prunes 90-100 per lb	0 05½
" 80-90 " "	0 05½
" 70-80 " "	0 06½
" 60-70 " "	0 07
" 50-60 " "	0 07½
" 40-50 " "	0 08
" 30-40 " "	0 08½
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb.	0 06½
" dry cleaned, Filletras, per lb.	0 06½
" wet cleaned, per lb.	0 07
" Filletras in 1-lb pkg. dry cleaned, per lb	0 08
Pears, per lb.	0 08½
Peaches, standard, per lb.	0 08
" choice	0 08
Apricots, standard, per lb.	0 10½
" choice, per lb.	0 11½
Plums, black pitted, per lb.	0 11½
Nectarines, per lb.	0 09½
Dates, new, per lb.	0 07

RICE AND TAPIOCA—Japan rice has declined and is now quoted at 4½c per lb.; Patna, 4¼c; Rangoon, 3¾c. Tapioca, 5c per lb.

EVAPORATED APPLES—There is a good staple demand at 8½c per lb. The

market is steady and no change is expected in local prices.

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

Honey, 2½ lb. tins, in case 24	8 75
" " " " " " " " " " " "	8 50

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

NUTS — Advanced prices on new stock. We quote:

Shelled Walnuts, in boxes, per lb.	0 28
" small lots, per lb.	0 30
Almonds in boxes, per lb.	0 82
" small lots, per lb.	0 30

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

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

CORNMEAL—We quote the following reduced prices:

Cornmeal, per sack	1 90
" per ½ sack	0 95
" per bale (10, 10's)	2 15

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

POT AND PEARL BARLEY — Pot barley is quoted at \$2.55 per sack; pearl barley at \$3.75 per sack, and \$1.95 per half sack.

CANNED GOODS—

FRUITS.

Apples—3's standard, per case	32.44	32.34
" Gallons, standard, per case	1.55	1.52½

Cherries—Red, pitted, 2's	4.18	4.08
" black pitted 2's	4.18	4.08
" white pitted 2's	4.36	4.28
Currants—Red 2's	4.18	4.08
" black 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow 2's	4.18	4.08
" yellow 3's	6.54	6.44
" pie, unpeeled 3's	3.34	3.24
" pie, unpeeled, gallons	2.42½	2.40
" pie, peeled, gallons	3.30	3.27½
Pears—Flemish Beauty 2's	3.68	3.58
" Flemish Beauty 3's	4.74	4.64
" Globe I.S. 2's	2.76	2.70
" Globe I.S. 3's	4.14	4.14
Plums—Damson I.S. 2's	2.28	2.18
" Lombard I.S. 2's	2.28	2.18
" Green Gage I.S.	3.08	2.98
Raspberries—Red 2's	4.18	4.08
" red, gallons	3.80	3.77½
" black 2's	4.18	4.08
" black, gallons	3.80	3.77½
Strawberries—2's	4.18	4.08
" gallons	3.80	3.77½

VEGETABLES.

Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.08	1.76
Peas—		
No. 4 standards, 2's	1.88	1.85
Early June, 2's	1.98	1.85
Sweet Wrinkle, 2's	2.18	1.85
Extra fine sifted, 2's	3.08	2.76
Pumpkins—3's	2.14	2.04
Succotash—2's	2.68	2.58
Tomatoes—3's	2.44	2.10
Tomatoes, 2's	2.08	1.74
Tomatoes—gallons	3.70	3.65

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " " " " " " " "	1 90
" 3 " " " " " " " " " "	2 50
" 1 " tomato sauce, per case	2 50
" 2 " " " " " " " " " "	1 90
" 3 " " " " " " " " " "	2 50
" 1 " Chili " " " " " " " "	2 50
" 2 " " " " " " " " " "	1 90
" 3 " " " " " " " " " "	2 50
Soups, per doz.	1 25
Canned beef " 2's per doz.	2 00
" 1's	1 75

IMPERIAL EVAPORATED CREAM



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

Certainly!

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

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

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

The Canadian Condensing Co. CHESTERVILLE, ONT.

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

Grocers

Make Your Wants Known BY ADVERTISING IN

The Canadian Grocer

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

SEE PAGE 69

INFERIOR TIN PLATE USED

Some Causes of Fermentation in Canned Goods Over Which Canner Has No Control—Why Cans Cannot be Filled—Different Sizes of Tins and What They Should Contain.

"The old fashioned tin plate used for making cans was far superior to the kind used in these days," was a remark of an experienced Ontario canner to the Grocer a few days ago. This gentleman is one who has been in the business for a number of years and he gave some information very profitable to grocers and wholesalers and those not familiar with the canning industry.

He says that in recent years the tin supplied canners has been imperfect. He has made particular observations in this respect with a magnifying glass and has actually found rust oozing from the plate not covered with tin. There should, he said, be a larger amount of tin and the covering should be more perfect.

Some of the Results.

Gradually as the plate becomes rusted the can blows, the air gets inside and the goods ferment.

"We buy the cans in good faith," remarked the canner, "and it can be no fault of ours, if from this cause, fermentation sets in. The acid, whether malic or apple, comes in contact with the steel plate and is thus more trying than air as a hole is eaten through and the goods ferment."

Hard to Fill Cans.

The Grocer's informant also explained how difficult a matter it is for canners to fill up the cans. In putting on the lid solder is used and it has, of course, to be heated. It is absolutely necessary that the hot solder, or in fact anything hot, should be kept away from the contents of the can. In this way it is impossible to fill a can on a level with the brim as the goods must not be burned.

"While, therefore, a can cannot be actually full, it can be nearly so," he added.

Discolored Goods.

The discoloring of the contents of a can often occurs, but here again the canner is blamed for something over which he has no control.

"Flux is an acid used to assist in making solder; can makers use it in the solder on the seam of the can and sometimes this gets a grip on the tin, adhering to it. When the goods, whether fruit or vegetable, are placed inside they are discolored by this acid and we get the blame.

"Canners are probably responsible for a good many sins," he declared, "but there is a great deal credited to us over which we have no control."

Various Sizes of Cans.

In general use there are four kinds of cans. These are commonly known as No. 1, 2, 3 and 9. The No. 1 can should contain twelve liquid ounces; No. 2, twenty-four; No. 3, thirty-six, and No. 9 one hundred and eight. The latter is the gallon can.

The No. 2 can is the one used principally for corn while tomatoes are us-

ually put up in the No. 3. The latter weighs about six ounces.

When the Grocer inquired regarded the relative sizes of the United States and Canadian No. 3 tin, the canner replied, "Ask the grocers themselves if they have ever noticed a difference."

Regarding the nature of the market, tomatoes are the feature, generally speaking. Just at the present time the market in gallon apples is better than it has been for a time.

TOMATOES AND LETTUCE.

Iowa Farmer Gets Phenomenal Results Growing These Vegetables.

Des Moines, Iowa, Feb. 16.—The most sensational disclosure to agriculturists has just been made by Francis Sestier, of Des Moines, a young man who has made \$18,000 worth of permanent improvements on a thirty-two acre farm in the last seven years and paid for it all from the product of the soil. It is a demonstration of what application will do.

Francis Sestier is the son of a French stonecutter, who came to Des Moines in 1875 to work on the construction of the State Capitol. But stonecutting is unhealthy business, and one day he determined to quit it. He bought a farm within sight of the golden dome of the State house he had helped construct and struggled along for years, paying off the mortgages and at the same time raised a family. Seven years ago he died and his son Francis took the active management. It is he who has worked the miracle of the soil.

He has turned his farm into a truck garden, which is now said to be the finest truck farm west of the Mississippi River. The beauty of his success is that, unlike truck gardeners of the East, he does not have to spend great sums of money for fertilization. During all these years his fertilization has not cost him more than fifty cents an acre a year.

Mr. Sestier by his management is making his farm yield a gross income of \$300 or \$400 an acre. Like every successful man, Mr. Sestier can handle some things better than others. Tomatoes seem to be his favorite crop. He introduced the method of raising tomatoes on poles and plants 3,000 vines to the acre, getting a yield of 750 bushels of perfect fruit that brings the highest price on the market. He makes as much as \$2,500 on lettuce in a year. Such figures for a thirty-two acre farm in Iowa are sensational, to say the least, especially when they are made to come by the son of a French stone mason who knew nothing of agriculture and who never attended an agricultural college.

The demonstration of Mr. Sestier of the truck value of Iowa land is threatening to turn the tide of corn and hog raising in Iowa to that of truck raising for Iowa, unlike Texas and the Western States, is close to market for

all these goods. The soil here has been demonstrated to be rich in such products. Corn raisers think they have done well to get a yield of \$12 to the acre.

COFFEE AND TEA DUTY.

United States Grocers Opposed to It—Great Activity in Spot Market.

The leading wholesale grocers of the United States express themselves as being opposed to the advisability of a duty on tea and coffee. A large Chicago house says of the proposal: "At that time"—when the Spanish war tax on tea was imposed—"the theories were advanced that 10c. per pound duty would not work a hardship to the consumer, that importers could not afford to import low grade teas, that the consumer would get better teas, that a duty would cause the market to drop in China and Japan and that the foreign growers would absorb one half of the duty. All of these theories proved wrong."

The proposal to impose the tax has had the effect of making importers, commission brokers and wholesale and retail dealers, including the 350,000 grocers of the United States who purchase tea in large quantities or a few packages at a time, are beginning to take notice. Altogether the situation is a novel one. Merchants who have been in the trade for thirty years and more are unable to recall its parallel. All last season's crop has gone practically into consumption. There are no fresh supplies to be had until May and June. If there is to be a tax on tea it will take effect on the new crop's supplies about July and August. Virtually there can be no stock of tea till then. Country buyers who are looking for tea entering duty free cannot get it from importers. Boston and Chicago hesitated about believing in the shortage of tea at the end of last year. New York bought up their stocks and now large shipments are being made to Chicago and other points in the West at advanced prices.

COMPENSATION FOR LOSS.

During the present sitting of the House of Commons at Ottawa, a bill was introduced by Hon. Rodolphe Lemieux, to amend the Post Office Act regarding compensation for lost registered letters and parcels and is therefore of interest to all business men.

We have now two kinds of registered letters—the international and the domestic. At the last congress of the International Postal Union held at Rome three years ago, it was decided that when a registered letter or parcel sent from abroad was lost in the country to which it was addressed the postal authorities of the country should compensate the sender or, at the request of the sender the addressee, to the extent of fifty francs.

Canada has adhered to that regulation. The amendment to the act which Hon. Rodolphe Lemieux proposes is that the Canadian postal authorities shall compensate for the loss of a registered parcel or letter to a certain extent, while the parcel or letter is being transmitted from one party to another within Canada itself. In other words the postal authorities will do for Canadian people what they are now doing for foreigners.

The Fruit and Corn Growing Interests

What has Been Accomplished by Recent Conventions and Institutes in the Development of these Industries—The Increased Revenue Therefrom is Practically all Spent Among Local Merchants—Some Interesting Figures as to the Augmented Productiveness of the Land by Improved, Practical Methods.

The inter-dependent relations of the farmer and the business man are becoming better understood and the good work carried on by the Ontario Department of Agriculture in the line of practical instruction, judging competitions and timely talks by experts, is being appreciated and taken advantage of by fruit growers, vegetable raisers, corn growers, stock breeders and those interested in bees, horticulture, floriculture and gardening.

Whenever possible these conventions and institutes are being conducted under the district officer and, where there is no district office, then the Farmers' Institute have taken the matter in hand, and the Department has sent the most progressive and experienced men at its command. Every additional dollar that the farmer, fruit grower or stock breeder can make out of his line of enterprise means, as has frequently been pointed out in these columns, increased prosperity and business for the grocer the hardwareman, the dry goods merchant, etc. The more, that a farmer can get out of the soil or its products, the more evident, will be individual and collective thrift. In The Canadian Grocer last week appeared a review of the work, which is being undertaken by the Ontario Department of Agriculture, whose operations are only limited by its means but, with the funds at its disposal, under the direction of C. C. James, Deputy Minister, much has been accomplished and so encouraging have been the attendance and the interest, that more is being planned.

Fruit Institutes Conducted.

This week there was held at Beamsville and Stony Creek fruit institutes, the former being conducted on Tuesday and Wednesday and the latter on Wednesday and Thursday. The attendance at both was large and the number of young men and boys present was particularly gratifying. The fact that they took full advantage of the short course in fruit growing, augurs well for the future of that industry. The gatherings were held under the auspices of the Provincial Department of Agriculture, the Provincial Fruit Growers' Association, the Lincoln Farmers' Institute, and the Wentworth Farmers' Institute. The speakers at Beamsville were H. S. Peart of Jordan Harbor who spoke on "Orchard Management and Cover Crops," W. C. McCalla, of St. Catharines, on "Spraying," and L. Caesar, of the Ontario Agricultural College, Guelph, on "Fungus Diseases and Insect Pests." A. W. Peart, of Burlington, gave an ad-

dress on "Pruning and Grafting," and J. P. Carey, of Toronto, and R. Thompson, of St. Catharines, on "Packing Packages and Marketing."

The speakers also addressed the meetings at Stony Creek on practically the same topics, including "Drainage" and "Co-operation."

It has been demonstrated during the past season in many sections of the province that fruit growing is one of the most profitable lines of agriculture, and the men who are following improved methods are being reimbursed many times over for the extra trouble and expense involved. The fruit growers, great and small, assembled at the special gatherings where they were afforded an opportunity of instruction near their homes. Wentworth and Lincoln counties are pre-eminently the thriving and largest fruit growing districts in the province and the courses were taken full advantage of. The lectures and practical work were of assistance and value to not only the experienced grower, but to the young men who took an active interest in the proceedings and in the discussions. The success of the gatherings was such that it is understood there will be undertaken similar work in other localities. The operations of the Agricultural Department of the province are not, however, confined to any one line, but are broad and comprehensive in scope and character.

The Corn Convention.

There was conducted at Essex last week the first Corn Growers' convention and exhibition ever held in Canada. It lasted four days and the results were of the most substantial nature, so much so that the association will apply for incorporation. People from all over Essex and Kent assembled in large numbers to take in the practical work. These two counties raise over half the total amount of corn in Ontario. The figures obtained from the Department of Agriculture for the year 1907 show that the value of the corn raised in Essex county was \$1,672,000, and in Kent county \$1,439,000, representing some 11,000,000 bushels in all. There were under cultivation 161,000 acres of corn in these two counties, and the amount realized was \$3,111,000, out of \$6,220,000 received for this cereal in the whole province.

It was pointed out that an increase of one bushel per acre would mean an average about 161,000 more bushels in Essex and Kent alone. Recent discoveries have indicated that, if proper methods of selection are practised, a gain of five or more bushels on the aver-

age per acre may be expected, which will materially add to the amount of money in circulation in the district, and the augmented revenue of the farmers will be practically all spent among the local merchants.

Addresses on "The Preparation and the Cultivation of the Soil for Corn," "Seed Corn Judging," "Field Competition with Corn," "How to Judge and Select Seed Corn," and "Experimental Work with Corn in Ontario," were given by Prof. Klink, of Macdonald College; Prof. Zavitz, of the O.A.C.; Dr. J. W. Brien, of Essex; C. C. James, Deputy Minister of Agriculture, and others.

Prof. Klink, of Macdonald College conducted an informal conference on the points to be considered in selecting a good seed ear. His talk was fully illustrated by the use of many seed ears, and by means of large charts, which enabled his audience to see and appreciate the points discussed. He expressed the opinion that the Lake Erie counties were capable of producing a large part of the seed corn required in Canada. His faith in the possibilities of these counties had led him to come to Essex, not to teach the farmers to grow corn, but to talk the situation over with them and acquaint them with the requirements of the farmers of Ontario and Quebec in the matter of seed corn. The exhibit, he said, was the finest he had ever seen outside the corn belt, and would prove a revelation to the average Canadian. "If," continued the professor, "the Immigration Department of Ottawa wishes to advertise Canada in the corn states of the middle west, it cannot do better than to send a representative to the Corn Growers' convention at Essex."

Entries and Exhibitors.

For the exhibition prizes of \$5, \$3 and \$2 were given for the best ten ears in each of ten classes, and so much interest was taken in this department that there were 295 entries from 113 exhibitors.

The Colonization Department of Ontario has purchased the prize samples of corn shown for use in their immigration office in London, Eng.

The convention took the form of a school class during the morning session, when 150 farmers and farmers' sons were seated around tables scoring corn, according to instructions.

Some Prize Winners.

The judging competition for farmers and farmers' sons was won by Alvin

Bunn, of Ruthven, with Fred Ure, of Sandwich South, second, and J. H. Coatsworth, of Gosfield South, third. The prize for the best single ear of corn in the exhibition was won by J. H. Coatsworth, of Gosfield South.

There is no reason why Kent and Essex counties should not produce all the seed corn required in the Dominion, and the convention will, no doubt, do much good along these lines. Another convention will be held next year, so successful was the one conducted last week.

The Ontario Corn Growers' Association was organized with the following officers:

President—J. O. Duke, Olinda.

First Vice-President—Harrison Smith, Ruthven.

Second Vice-President—Pat Morentette, Ojibway.

Secretary—A. McKenny, Essex.

Treasurer—Harry Coatsworth, Kingsville.

A LIVE GENERAL MERCHANT.

St. Mary's Man Interested in the Progress of His Native Town.

R. Dickson, general merchant at St. Mary's and Thedford, Ontario, was in Toronto this week on one of his periodical business visits. Mr. Dickson is a man much interested in the affairs of the community in which he resides and it is through his instrumentality that the Hydro-Electric Commission has decided to extend its operations to St. Mary's, which will also be the terminus.

Improved methods in agriculture and in dairying are always advocated by Mr. Dickson. He urges his views upon the farmers whenever he has the opportunity, and seeks to make them more economical in their labors. While in Europe a few years ago he took particular observations regarding the farming and dairying methods in Belgium. He says that in spite of the fact that there is a direct tax of \$22 per acre there the methods are so economical that farmers there can produce more butter than Canadian dairymen in corresponding conditions.

Mr. Dickson tells of some interesting episodes regarding the late Timothy Eaton. The latter used to keep store across the street from Mr. Dickson in St. Mary's, and occasionally during the early part of the day Mr. Eaton would come over and help him pack butter. He returned the compliment.

LARGEST BISCUIT AND CONFECTIONERY FACTORY.

London, Ontario, proudly lays claim to being the home of the largest biscuit and confectionery factory in Canada.

The growth of this factory from a small shop 12 feet by 18 feet, to its present enormous size has been one of the most remarkable in the history of Canadian manufacturing annals.

Fifty-one years ago McCormick's biscuits were unknown. To-day their famous quality is known and appreciated in every Canadian town from the Atlantic to the Pacific. And large numbers of

our American cousins who have visited Canada have found McCormick's Jersey cream sodas so superior to the American crackers that they have made arrangements to procure them through their grocers in the States.

McCormick's attribute the wonderful growth of their business solely to the high quality of their products. For surety of purity and quality of materials they carry matters to the extreme. They even employ a chemist (the only biscuit factory that does) to analyze all ingredients and see that they conform to their standards of purity and quality. If not found satisfactory they are rejected.

The visitor to McCormick's factory is always amazed at the perfection of the manufacturing system. McCormick's biscuits are baked, packed, labeled, seal-



ed and ready for shipment in about one hour from the time the dough leaves the mixing room. To make biscuits like McCormick's requires a lifetime's experience and the employment of skilled bakers, plus the use of the best materials and the most modern and expensive biscuit-making machinery, in the world.

But McCormick's don't stop at making superior biscuits. They are aggressive advertisers. This year their advertising campaign is the largest ever undertaken by a Canadian biscuit manufacturer. They believe in assisting the grocers in every possible way to keep their products moving rapidly. We believe the consumer who gets McCormick's biscuits as they are made to-day will be an enthusiastic advertiser for their biscuits and for the grocer who handles them. We feel confident that, any grocer who makes a specialty of McCormick's will be largely benefitted. Not only will brisk advertising be done for McCormick's Jersey cream sodas, but several new lines will be exploited, such

as Lemon Cream, Thin Arrowroot and McCormick's Fancy Cream Sodas.

SPECIAL EXEMPTION STAMPS.

These Must Be Secured for Patent Medicine Bottles After April 1st.

Retail grocers are again reminded of the fact that the Patent Medicine Act comes into force on April 1st of this year. For supplies on hand grocers will be obliged to secure a "special exemption stamp," which will have to be pasted on the bottles, etc. These stamps can be secured at the mere nominal price of two or three cents for a hundred, from the Inland Revenue Department at Ottawa.

To deal in patent medicines after the first of April grocers must secure a certificate. If this is not attended to there is the liability of a fine following the neglect. This refers, of course, to remedies advertised for internal use.

RECENT HOCKEY GAMES.

H. P. Eckardt & Co. defeated Eby-Blain, at T.A.A.C. rink on Wednesday night of last week, in the Wholesale Grocery League, by 5 goals to 3, half-time score being 3 to 1 in the losers' favor. The teams:—

H. P. Eckardt & Co.—Goal, Joyce; point, G. Wilkinson; coverpoint, Brown; centre, Thompson; right wing, Cowan; left wing, F. Wilkinson.

Eby-Blain, Ltd.—Goal, Kelly; point, Watson; coverpoint, Thomas; centre, Bond; right wing, Real; left wing, Blain.

James Lumbers & Co. defeated T. Kinnear & Co. by 7 to 4 the same evening. The teams:—

T. Kinnear—Goal, Telfer; point, Marks; coverpoint, Mains; centre, Renzie; right wing, Dickey; left wing, Kinnear.

Jas. Lumbers—Goal, W. Lumbers; point, Kerr; coverpoint, F. Lumbers; centre, Pyne; right wing, Nelles; left wing, Carradus.

The standing of the clubs in the league is given below. The championship is represented by the Tillson Trophy, which has been won three years by the Brokers and once by T. Kinnear. The record to date:

	Won	Lost	To play
H. P. Eckardt & Co.	4	0	1
James Lumbers	3	0	2
Brokers I.	2	2	1
Eby-Blain	2	2	1
Kinnear & Co.	1	3	1
Brokers II.	0	4	1

WINDOW DRESSING.

The freest kind of advertising is the store window.

Do not crowd a window.

Display one line at a time.

Avoid dull monotony.

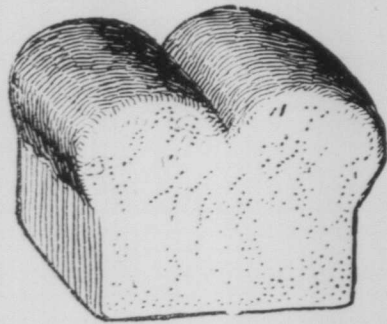
Change your window not less than once a week.

Keep your windows clean.

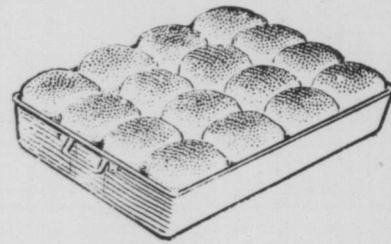
Be original; produce designs that will hold people's attention.

Show seasonable goods only.

Whenever possible put mechanical motion or something animate in the window.



The biggest and best Canadian Flour Advertising Campaign has just commenced in the papers.



Grocers who handle Purity Flour will receive the benefit.

Does Advertising Appeal to You ?

It ought to. By process of reasoning does it not also appeal strongly to you that goods that are advertised steadily year after year must be profitable to handle?

Also that they must be good goods or the advertising would only serve to make their deficiencies known.



We are increasing our advertising appropriation steadily year after year. It's reasonable to suppose that it pays us. Likewise it pays those who handle "Purity Flour."

Increase your reputation by handling "Purity," the flour of quality, and please your customers by having it always in stock for them when they ask for it as they surely will.



PURITY FLOUR



Western Canada Flour Mills Co., Limited

TORONTO

MONTREAL

ST. JOHN

WINNIPEG

BRANDON



FACTORY AT LONDON. WAREHOUSES AT MONTREAL, OTTAWA, HAMILTON, KINGSTON, WINNIPEG, CALGARY.

This Enormous Plant is the Result
of 50 Years' Experience in Making

JERSEY CREAM SODAS

and hundreds of varieties of Fancy
Sweet Biscuits and Confectionery

Established in 1858 by T. McCormick in a very small shop, about 12 by 18 feet.

Now, look at the picture of the largest biscuit and candy factory in Canada, owned and managed by his three sons.

The factory is also the most modern on this continent—is thoroughly ventilated and kept scrupulously clean.

Pre-eminently the best

McCormick's Biscuits are made from Best Blended Flour, First Quality June Creamery Butter, Fresh, Sweet, Whole Milk, Pure Sugar, etc.

All materia's are analysed by an expert chemist and therefore McCormick's are in a position to guarantee the Purity and Quality of their biscuits.

No other Biscuit Factory in Canada employs a chemist to insure wholesomeness of its biscuits.

Continental Reputation.

Great numbers of discriminating American women-visitors to Canada have pronounced McCormick's Jersey Cream Sodas vastly superior to the American crackers. They have even insisted on the factory shipping a supply to their grocers, stating that they were willing to pay the duty if, by so doing, they could enjoy such a luxury.

We have appreciated the confidence and assistance of the Grocery trade in Canada in placing our biscuits before the consumers and hope still further to merit your approval in our present efforts to assist your sales of our biscuits by advertising them extensively amongst the consumers. We hope you will keep on hand a good supply of

McCORMICKS

Jersey Cream Sodas and
Fancy Sweet Biscuits

We will advertise for six weeks, Jersey Cream Sodas, Fancy Jersey Cream Sodas, Lemon Creams and Thin Arrowroot.

When You Consider

that well-known goods are half sold before you put them on your shelves, it's easy to understand why

HEINZ


57 VARIETIES

Pure Food Products

(The kind that contain no preservatives)

are good sellers. The consumer knows their quality, their purity, their goodness, and the guarantee on which they are always sold—money back if they fail to please.

You make more money on Heinz goods than you do on others, because there are more of them sold and it's volume of business that counts for profit.

Anything that's  is safe to sell

H. J. HEINZ COMPANY

New York Pittsburg Chicago London

ROLLED BACON

The cheapest line on the market to-day is our "Star Brand" Boneless Rolled Bacon.

These are absolutely without bone, easily sliced and with no waste.

They are mild, sugar cured, and sold at a very low price.

F. W. Fearman Co.

LIMITED

HAMILTON

Plain Figures that prove the Superior Quality of



Reindeer Milk

and

Jersey Cream

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

Reindeer Milk 7½% richer

Jersey Cream	8.05
Highest of other Brands	7.10
	.95

Jersey Cream 13% richer.

Figures taken from Government Bulletin No. 144

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

New Laid Eggs

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

Get in touch with us.

Roll Bacon

Mild cured. Just the thing for breakfast these mornings with New Laid Eggs. Get our prices.

The WM. RYAN CO.

LIMITED

70-72 Front Street East
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Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, February 18, 1909.

Cheese is displaying a strong feeling this week, owing to better demand from the Old Country. Both colored and white is going forward to English houses. This is encouraging, in view of the fact that there are fairly liberal supplies being offered from New Zealand. Reports from England state that stocks there are diminishing and consumption is increasing. This, however, is not altogether the reason that Canadian stock is going well, but because it has established itself in public favor, and the Englishmen seem willing to have it, even when the price is decidedly high. From what can be learned, a rise in the English market is not improbable, as holders are firm in their demands. The price, however, remains the same as a week ago. Locally prices rule 12½c to 13c for finest Westerns, and 12¾c to 12½c for Easterns. Receipts for the season since May 1, 1908, to February 13, were 1,956,090 boxes, against 2,053,760 boxes for the corresponding period of last year.

The butter market is in a peculiar position, as various prices which are wide apart are being quoted, and there seems to be a general lack of uniformity in this respect. This is due to the many qualities which are offering. Some dealers think that butter will arrive in ample quantities to supply all demands, while others think that stocks are being reduced so fast that a pinch later on is inevitable. In view of all this it is interesting to know that the cows are in much better shape this year, and consequently, a much larger yield can be looked for. There has been plenty of feed this year, a lack of which at this same time last year gave the butter outlook a serious aspect. Locally butter is quoted at 25c for fall creamery, winter creamery at 23c to 24c, dairy in tubs at 20c and rolls at 21c. Receipts since May 1 have been 417,525 packages, against 411,658 packages for the same period of last year.

THE PROVISION SITUATION.

Toronto, February 18, 1909.

Without any reason further than that such is the case, live hogs are quoted f.o.b. in the country about 50 to 60c per 100 lower than last week. The fact of the matter is evident, as stated last week, that the supply of hogs is not sufficient to meet the requirements of all the packing houses, and in consequence it is a game of who wins—the farmers or packers. Whenever the price reaches a point which suits the farmers in come the hogs, but as soon as the packers drop prices, the receipts drop accordingly. Dressed hogs this week to butchers sell for \$9.50 to \$10 per 100 weight, and by all appearance, good prices will rule for some time to come.

Owing to the excellence of our bacon, the rapid increase in its consumption is remarkable. Many will remember the difference of the present mild cured bacon and the strong salted cured meats which were used years ago. The packing houses are now doing for the farmers in the bacon line what the creamery does for them in the butter line. The result of producing better qualities is larger consumption, and consequently better prices for the farmers, and better prices for the farmers means prosperity to the country.

The butter market is still suffering from the large accumulations of poor butter, which can only be sold for baking purposes, at reduced prices. Good butter, although in good demand, follows the downward tendency of the inferior, and is also from one to two cents lower this week.

Eggs are about 2 cents cheaper, and receipts of new laid eggs are fair and of better quality. The held stock is very light, and if there should be a long spell of good winter weather there might be what sometimes has happened, an egg famine, with very high prices, before the fresh supply will be sufficient to meet the demand.

Locally trade is brisk, and the undertone of the market is strong at unchanged figures.

Cheese, old	0 15½
" large	0 13½
" twin	0 13½
" small	0 13

EGGS—The egg market is bare of cold storage, new laids and pickled eggs being the only varieties available. New laids are in good demand, and the tone of the market is strong.

New laids	0 31	0 32
Pickled	0 27	

HONEY—The honey situation has developed a firmer feeling, owing to increased demand, and small size of stocks held. No changes have yet taken place in quotations.

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

POULTRY—Turkeys and chickens continue scarce, and prices are well maintained. Other lines are also fairly strong owing to a not too free supply. Prices remain as last reported.

Spring chickens, per lb.	0 15	0 16
Hens per lb.	0 11½	0 12
Young ducks, per lb.	0 12½	0 14
Turkeys, per lb.	0 19	0 20
Geese, dressed	0 10	0 12
Ducks	0 12	0 14

PROVISION MARKETS

MONTREAL.

The provision market is weaker in tone, although no changes in prices have occurred yet. This fact is due to the freer arrival of hogs, and a consequent reduction of prices.

Compound Lard—	
Tierces, 375 lbs.	0 09
Parchment lined boxes, 50 lbs.	0 09½
Tubs, 50 lbs.	0 09
Wood pails, 20 lbs. net.	0 09½
Tin pails, in cases	0 09
Heavy Canada short cut mess pork, in bbls.	22 00 23 0
Selected heavy Canada short cut clear boneless pork	23 00
Very heavy clear pork	23 50
Plate beef, 100-lb. bbls.	7 75
" 200 "	15 00
" 300 "	22 00
Pure Lard—	
Tierces, 375 lbs.	0 12½
Boxes, 50 lbs., grained	0 12½
Tubs, 50 lbs.	0 12½
Pails, wood, 20 lbs., parchment lined.	0 13
Tin pails, 20 lbs., gross.	0 12½
Cases, tins, 10 lbs., each	0 13
" 5 "	0 13½
" 3 "	0 13½

BUTTER—Owing to ample supplies the butter market has eased off slightly. Dairy stock remains the same.

Fall creamery, solids	0 25	0 25½
Fresh Creamery, solids, lb.	0 24	0 24½
" prints, lb.	0 24	0 25
Dairy, tubs, lb.	0 17	0 19
Fresh large roll	0 19	0 20

CHEESE.—Enquiries from England are arriving more freely, and considerable stock is going forward. Reports from London, state that notwithstanding the liberal receipts from New Zealand the price of Canadian stock remains firm.

TORONTO.

The market is firm, with good demand for all lines, and although some are asking a trifle more there is no noticeable change this week, with the exception of a quarter-cent advance in lard.

Long clear bacon, per lb.	0 11	0 11½
Smoked breakfast bacon, per lb.	0 14½	0 15
Roll bacon, per lb.	0 14	0 11
Light hams, per lb.	0 13½	0 14
Medium hams, per lb.	0 13½	
Large hams per lb.	0 13	
Shoulder hams, per lb.	0 10	0 10½
Backs, plain, per lb.	0 16	0 16½
" pea meal.	0 16½	0 17
Heavy mess pork, per bbl.	22 50	23 00
Short cut, per bbl.	22 50	23 00
Lard, tierces, per lb.	0 12½	0 13
" tubs "	0 12½	0 13
" pails "	0 13	0 13½
" compounds, per lb.	0 08½	0 11
Dressed hogs	0 10	0 10½

BUTTER—Butter on the whole is about 2c a lb. lower. In the following quotations is an explanation of what is meant by "Farmers' separator butter," and "choice dairy prints." It may be that some which is sold as the former was not made by the separator process, and some of the latter may, but the distinguishing line is drawn from the fact that the one is shipped direct by the farmer to the city, whereas the other is taken by the farmer to his country store and mixed lots made by different farmers sent in by the storekeeper. Out of these mixed lots is picked out the choice dairy prints. The class called "farmers' separator butter" is invariably better than the other. This may be owing to two reasons. The best butter makers will not sell their butter to the stores at the same price which is paid for

all, and therefore they ship direct. Another reason is that good and bad butter being packed together become tainted with each other and as well absorb the odors from the many articles kept in a store.

	Per lb.	
Creamery prints.....	0 26	0 28
Creamery solids.....	0 25	0 26
Farmers' separator butter.....	0 23	0 25
Dairy prints, choice.....	0 22	0 23
" tubs, ordinary.....	0 19	0 20
" tubs, choice.....	0 20	0 21
Large rolls.....	0 19	0 20
Baking butter.....	0 15	0 17

EGGS—The held eggs by farmers must be about all sold out, as the stock coming in is much improved. They are now practically all new laid and do not need the emphatic guarantee of being "strictly new laid."

Strictly new laid, per doz.....	0 28	0 30
Cold storage.....	0 26	0 27
Lined.....	0 24	0 25

HONEY—A small lot of 60 packages came in this week, which is sold in 60-

lb. cans at 11c a lb. Market is quiet with no change in prices.

60 lb. tins.....	0 11	0 11 1/4
smaller sizes, tins and bottles.....	0 10 1/2	0 12
Comb, doz.....	1 50	2 50

POULTRY—Very little doing. All that comes in is readily taken at full prices, which are firm and a little higher. Geese and ducks are off the market.

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

WINNIPEG.

BUTTER—The dairy butter market is very weak. In fact the bottom seems to have fallen out of it. Supplies are liberal and the quality is complained of by the buyers. For No. 1 the price is 18c f.o.b., Winnipeg; for No. 2, 14c to 15c.

EGGS—Practically speaking there are no eggs on the market. Country stores are unable to supply any for the city buyers and owing to the egg famine in the East there are no supplies coming from Ontario. Canadian storage stock (what there is of it) is selling to the trade at 36 cents per dozen, and American at 40 cents.

CAUSE OF MOLDY BUTTER.

Moldy butter is something that grocers do not care to handle. "Mold" is a term applied to a large group of very small plants. These plants are found growing on the damp surface of almost any substance which contains animal or vegetable matter. They are propagated by very small and very light spores, which are formed in enormous numbers and are so light that they are carried about by the slightest movement of the air. While they grow more rapidly at high temperatures, molds are not so sensitive to cold as many other plants, and they will grow even in refrigerators held at near the freezing point. In addition to food and proper temperature, a supply of air is absolutely necessary to their growth.

When molds grow on butter they not only give it an unsightly appearance, but bring about changes in its composition which seriously affect the flavor. Moldy butter is very common, especially in the summer, and is a source of great annoyance and loss to butter dealers. Mold spores are so well distributed that it is impossible to secure tubs, boxes or liners entirely free from contamination. If the wood is well seasoned and is stored in a dry place these spores will not germinate, but if the tubs or boxes are made from imperfectly seasoned lumber or become damp through improper storage, the spores will germinate and the contamination will be very much increased.

Moldy butter comes from tubs contaminated before they are packed, and is not due to moldy refrigerators. Conditions which cause moldy refrigerators would favor the growth of mold on the inside of packed tubs, but the contamination for the most part must come before the tubs are filled.

The trouble from moldy tubs may be decreased by using only well-seasoned tubs, storing them in a dry place before using and in a good refrigerator after filling. Since, however, it is not always possible to fulfill these conditions, some additional measures become necessary. These usually take the form of killing the molds on the tub by heating or by treating with an antiseptic. Tubers are frequently steamed before packing, but while this is of some benefit, it is not always effectual. Soaking in cold brine, hot brine or brine with the addition of a small amount of formalin has been recommended. A more recent method is to coat the inside of the tub with a layer of paraffin.

BIRTH.

MILLER.—In Toronto, on Saturday, Feb. 6th, 1909, the wife of B. E. Miller, the Red Rose tea man, 747 Dufferin Street, of a daughter.

John E. Walker, Markdale, Ont., has purchased the grocery, flour and feed business of W. J. Stephens.

SITUATIONS WANTED.

WANTED—By young grocer, position in Cobalt store or vicinity. Thoroughly experienced. Open to buy interest in business. Reasonable salary to commence. Address Box 292, CANADIAN GROCER, Toronto. [10p]

SUCCESSFUL store manager desires change; high grade expert, excellent testimonials. Correspondence invited. Box 292, CANADIAN GROCER, Toronto. [12p]

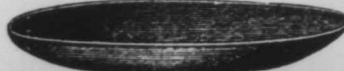
BARRELS
For Flour, Butter or packing any kind of merchandise, manufactured and for sale by
H. CARGILL & SON
CARGILL, ONTARIO.

SALT
Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
126 Adelaide Street E., Toronto

ESTABLISHED 1892
Rutherford, Marshall & Co.
Wholesale Produce and Commission Merchants,
TORONTO, ONT.

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

Poultry Wanted!
Persons having Poultry to ship to Montreal market should make a trial shipment to
P. POULIN & CO.
39 Bonsecours Market, Montreal
Buyers of Poultry, Game, Eggs and Feathers. Prompt remittance. No commission. Reference, any bank.



USE OVAL WOODEN BUTTER DISHES.
THOMAS BROS., St. Thomas, Ont.

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

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



Your Customers Know It!

☞ Magic Baking Powder insures such delightful results in baking that housewives most everywhere use it.

☞ The purity and wholesomeness of the ingredients that enter into its making have made it Canada's Standard Baking Powder.

Magic Baking Powder

is so splendidly advertised and yields such a lasting profit that it is everywhere sold by wide-awake Grocers.

☞ If you aren't handling it, hadn't you better begin now?



ESTABLISHED 1852.

Food products that are produced in clean factories are best.

CLARK'S CANNED MEATS

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

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

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

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

WM. CLARK

Manufacturer
MONTREAL

YOU NEED NOT
LOSE TRADE IN

BOVRIL

for full stocks of

- Bovril**
- Bovril Cordial**
- Johnston's Fluid Beef (Vimbos)**
- Johnston's Fluid Beef Cordial**

are held by

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

BOVRIL Ltd.

27 St. Peter St.

MONTREAL

If You Are Not Selling

Cowan's

Maple Buds

and

Chocolate

Confections

There is room for more profits from your Candy trade.

Superbly delicious flavor and wholesome purity make "Cowan's" specialties great sellers and profit earners.

The Cowan Co., Ltd.
Toronto, Canada



"White Moss"

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

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

It's in the preparation

The Canadian Cocoanut Co., Montreal

The delicious flavors of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.



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

W. H. ESCOTT,
Winnipeg

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

PURE SOLUBLE COCOA

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

IT WILL PAY YOU TO GET SAMPLES & PRICES

FROM OUR WHOLESALE AGENTS:

A. B. LAMBE & SON, 27, Wellington St. East, Toronto.
H. & A. B. LAMBE, Hamilton.
C. A. PARKER, 10, Albert Street, Ottawa.

CHAS. DUNCAN, P.O. Box 22, Winnipeg.
MITCHELL & WHITEHEAD, 92, St. Peter St., Quebec.
A. E. CURREN, 54, Bedford Row, Halifax.

GEORGE PAYNE & CO., Ltd.,

Wholesale Tea, Cocoa and Coffee Merchants,

LONDON, Eng.

WE ALSO SELL CHOCOLATE COVERING AND COCOA BUTTER.

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THE FLOUR AND CEREAL MARKETS

Advance in the Price of Flour in Ontario—Good Demand for Cereals in View of Expected Advance.

As was anticipated in last week's Grocer, the price of flour has advanced. The extent is 20 cents per barrel, and it is considered that this is a low advance when the present price of wheat is thought of. The expectations are that flour will rise to still more advanced prices soon. If wheat prices keep on soaring as they have been recently another rise in flour will be the result.

The demand for rolled wheat and rolled oats has been good, but there have been no changes in prices.

MONTREAL.

FLOUR—Flour prices are well maintained at the recent decline, and in view of the strong attitude of the wheat market, may be looked to for an advance. Local conditions have been responsible for the recent drop, and cannot be taken as a true reflection of the market.

Winter wheat patents.....	5 50
Straight rollers.....	4 70 4 80
Extra.....	4 00 4 10
Royal Household.....	5 60
Genora.....	5 10
Manitoba spring wheat patents.....	5 60
strong bakers.....	5 10
Five Roses.....	5 60
Harvest Queen.....	5 10

ROLLED OATS—Rolled oats are going into consumption in small quantities only, but with a fair average volume. The market is otherwise featureless.

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

FEED—Bran for a long time has maintained a strong position, owing to shortage, but this week, shorts are also reported small in supply, with a resulting strong undertone to the market. Other lines are unchanged.

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

TORONTO.

FLOUR—Last Saturday Ontario millers advanced the price of flour of all kinds 20 cents per barrel. This was of course due to the high prices of wheat. In view of the soaring of wheat prices, the advance in flour seems to be small and it will not be a surprise if another raise is announced in the no distant future. There is little call for export flour at present, but the Mexican demand for wheat still goes on to some extent.

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

CEREALS—The prices in cereals remain as quoted last week. They have, however, been fully maintained and the demand has been good in anticipation of higher prices.

Rolled wheat in barrels, 100 lbs.....	2 85
oats in bags, per bag 90 lbs.....	2 50
Oatmeal, standard and granulated, in bags 98 lbs.....	2 75

DOING BUSINESS IN CANADA.

The Wayne Manufacturing Company, manufacturers of washboards and washing machines, St. Louis, U.S.A., have now been in existence for some 50 years in the washing machine line and 3 years in the washboard line. They have a capacity of 500 doz. washboards per day and 25 doz. washing machines. The company is now doing a rather extensive business in Canada.

HINTS TO BUYERS.

Carveth & Company, Montreal, who are agents for Lovatt & Lovatt, makers of Langley ware, are introducing to the Canadian trade, with marked success, this line of coffee pots, teapots and chocolate pots. Langley ware is thoroughly vitrified, fired at a terrific degree of heat, and impervious to all acids. It is made entirely with leadless glaze, so there is no danger of lead poison. Its extreme hardness and density gives Langley ware remarkable durability, strength and wholesomeness, and for the infusion of tea or coffee is not equalled by any other variety of pot. The heat retaining properties of these pots is marvelous, and makes them even more popular with the consumer. The pots are made with or without percolators. The cooking ware made at the Langley Mills, England, are of equally high repute, and are likely to meet with similar success on this market.—advt.

In this week's Grocer S. H. Ewing & Sons, Montreal and Toronto, call the attention of the grocery trade to the fact that there is a great deal of adulteration going on in the grocery trade to-day, and they warn the grocer who cares for his reputation to be careful not to stock up with so-called pure spices which are anything but pure. They call attention to the number of years they have been in business, 64, and are proud to state that their name and their brands have always stood for highest purity in spices. Their Prince of Wales Brand is their leading line, and this brand they guarantee to be an absolutely pure, unadulterated line of spices.—advt.

Archibald Hart, formerly with Fenton & Co., 19 Eastcheap, London, England, has opened for himself a canned provision and general produce agency at Enrichment, London. He was connected with the canned provision and grocery trade for eight years.

The Cream of Cream Sodas MOONEY'S PERFECTION

All sodas are crisp when they come out of the oven. Mooney's Perfection are crisp on your customer's table. This is worth remembering.

Sell The Sodas People Know



The Mooney
Biscuit & Candy
Company,
LIMITED

STRATFORD, - CANADA


Have you any

Goose Wheat or Ontario White Wheat?

We want lots of it.
We want quality.
We will pay for good wheat.

Cummings Mills
Cummings Bridge, Ottawa

CANADA: No better Country



MOTT'S: No better Chocolate

Just the time to suggest to your customers the use of

MOTT'S Chocolate

There are no brands on the Canadian market equal to the Canadian-made "Diamond" and "Elite" Chocolate—The one for drinking and the other for cooking purposes.

Every Jobber Sells Them.

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	Ottawa	R. G. Bedlington	Calgary

By Royal  Letters Patent

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

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

Nelson's Gelatine and Liqueurice 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.



A Good Investment
PEANUT ROASTERS and CORN POPPERS.
Great Variety, \$8.50 to \$250.00
EASY TERMS.
Catalog Free.

VINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

French Vermicelli and Macaroni

The only factory in Canada producing these goods.

H. CONSTANT

Manufacturer

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

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

POT and PEARL

FOR CLOSE QUOTATIONS WRITE

JOHN MacKAY *Caledonia Mills* **BOWMANVILLE, ONT.**
BARLEY and FEED

EPPS'S

GRATEFUL AND COMFORTING


IN 1/4-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. B. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

COCOA

NUTRITIOUS AND ECONOMICAL

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.



COX'S GELATINE

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

PURITY GUARANTEED BY THE MAKERS

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

THE CONDENSED ADS of The Canadian Grocer are what you should use if you wish to secure a clerk, a traveler or a situation.

RESULTS OF ONE MAN'S ENERGY

Merchant Restores to Village the Business it Once Enjoyed, but Later Lost—
United With the Farmers—Introduction of Modern Methods and
Personal Progressiveness.

An interesting story of how a village lost its progressiveness and business influence and how it was brought back to the position it formerly occupied in the eyes of the surrounding neighborhood by the efforts of one man, is linked with the banquet which was given by A. Kirkpatrick, merchant and grain dealer, at a small place known as Lefroy, Ont. His guests were about 50 farmers from the neighborhood who have shared with him the success which his foresight and ability brought to the whole neighborhood.

Lefroy had once enjoyed a business such as was common in many other places of the same size. It was the centre of a large country trade and the farmers left considerable money with the small stores, which did not have to cope with city houses.

But credits became long-standing and prices high. The area of trade was likewise broadened, with the result that business in Lefroy suffered and gradually the place lost its activity and the people lost hope of ever regaining their former prestige.

The Work of a Single Man.

It was then that Mr. Kirkpatrick stepped into the breach and by his aggressiveness eclipsed the business conditions that had formerly existed. He

introduced modern methods into the country store, giving it the tone of those which are found in busy towns; he cultivated the good will of those whose custom he sought, and he introduced a system of unity with the farmers. By uniting his efforts with those of his customers, a modern elevator was erected for the handling of the surplus grain of the neighborhood.

The outcome of continued co-operation has been the forming of a farmers' market which those present at the banquet stated was the best for farmers' produce along fifty miles of railway.

Keep Up With the Times.

What has been done at Lefroy is an evidence of what may be done in other places. The old time village store with its old time methods is a thing of the past, but a dealer who will adapt himself to the changed circumstances, who will take a real interest in his surroundings, can do what has been done in this case—change a dead corner into a place of activity and public benefit.

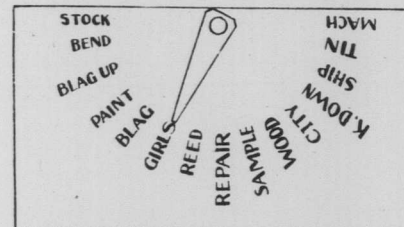
NOT A CANDIDATE.

Hugh Blain, of Eby-Blain, has denied a rumor that he was a candidate for the position of collector of customs

in Toronto. "I have my business to look after," said Mr. Blain, "and the position in no wise interests me."

TRANSFER CARDS.

In the Gendron Mfg. Co., Toronto, the elevator man does most of the transferring from one flat to another. He devised a scheme to facilitate the quick transportation of material. When a truck is loaded in one department it is taken to the elevator. At the side of the elevator are hanging a number of tin plates, painted white, with the names of the various departments printed on them. One of these plates is shown in the illustration.



Transfer Card.

A workman hangs one of these transfer cards on the truck turning the arrow to the name of the department to which it is to be delivered. The elevator man looks at the card, hangs it on the nail so it may be used again and takes the truck to the proper department. This scheme is found to greatly facilitate the handling of loads of material and besides saves the time of the workmen.



Canada's Prosperity

makes it possible for every one to buy the best food products. The best in every line is being asked for by the people. They have now the BEST ENGLISH BISCUITS as fresh and as perfect as when leaving the factory.

Carr & Co.'s Biscuits

are perfect—more cannot be attempted. Your interests lie in serving your trade with the very best—suggest CARR'S BISCUITS.

CARR & CO., CARLISLE, ENGLAND

AGENTS:

Wm. H. Dunn, Montreal and Toronto, Eastern Provinces
Hamblin & Breton, Winnipeg, Lakes to the Rockies
The Standard Brokerage Co., Ltd., Vancouver, B.C., British Columbia

We Help You to Sell

KORN KINKS

We advertise very extensively. The attractive name sticks; the price attracts; the sane argument CONVINCES; with the result that KORN KINKS sales are rising every month. The really delicious, appetizing quality of KORN KINKS makes every first package the forerunner of countless others. Moreover, there's a good big profit for you all the year round.

THE H-O MILLS
Hamilton - Ontario

Business is steady and entirely free from any speculative feeling.

Beets, Canadian, bag	0 45	0 50
Potatoes, Ontario, per bag	0 75	0 80
" sweet, hamper	2 00	
" Bermuda, per bushel	3 00	
" per barrel	9 10	
Lettuces, Boston head doz	1 25	
Onions, Canadian, dried, bag	0 75	0 91
" Spanish, half crate	1 85	2 25
" Bermuda, per case	4 50	
Tomatoes, Florida, small basket	1 10	
" Canadian, hothouse, per lb.	3 50	
Cucumbers, doz	2 50	2 75
Carrots, per bag	0 35	0 40
Cabbage, per ton	30 00	
" barrel	2 25	
" Florida, new	3 25	3 50
Cauliflower, per case	4 00	
Celery native, doz	0 25	0 40
California celery, per case	6 00	
Turnips	0 30	0 35
Radishes, per dozen	0 40	0 45
Spinach, per bushel	1 00	
Egg plant, per doz	3 10	
Green peppers per doz	1 00	

FISH—The fish trade is brisk and satisfactory. Scarcely anything is handled now but frozen stock, which was held in refrigerators. No fresh caught fish of any kind are on the market. With a good demand now and Lent close at hand, prices will likely be stiffer.

Perch, large, per lb	0 06	0 07
Herring, medium, per lb	0 04	0 05
" sea, per 100	2 00	
" lake, per keg	4 00	4 25
Whitefish, frozen	0 09	0 10
Trout	0 19	0 10
Whitefish fresh caught	0 13	0 14
Trout	0 13	0 14
Cod	0 07	0 08
Halibut	0 09	
Haddock, frozen, per lb	0 07	
Sea salmon, Silver-side	0 10	
" Steelhead	0 14	
Pike	0 05	0 06
Pickrel, yellow	0 08	0 09
Herring, Digby, smoked, bundle 5 boxes	1 25	
" kippered, 15 lb. box	3 00	
" Labrador, keg	0 10	
Mackerel, per lb	0 09	0 10
Smelts, per pound No. 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	
Ciscoes, basket	1 00	1 10
Finnish Haddie, smoked, 15-lb. package	0 07	0 08
Boneless cod, quail on toast	0 05	
" imperial	0 05	
" steak	0 07	
Shredded cod, doz	0 90	
Arcadia, 24 packages 1 lb. box	3 12	
" 12 packages, 2 lb. box	2 40	
Arcadia cod, crate	2 40	
" tablets, box	1 60	
Bloaters	1 15	1 25
Qualla	0 09	
Catfish, dressed	0 10	

W. F. Young, manufacturer of Absorbine, Springfield, Mass., have changed their address from 204 Mammoth street to 75-77 Temple Street and 273 State Street.

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
Established 1880

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

30,000 Lbs.

OF
Halibut - - - - **7 1/2 c. lb.**
AND
Sea Salmon (Headless) **7 1/2 c. lb.**
(IN CASE LOTS)

Special this week to open the Lenten Season.

A Genuine Bargain on a Line of Goods that is Badly Wanted.

WHITE & CO., Limited

TORONTO

Phone Main 6565

CELERY

See that your orders call for pack of **SANFORD CELERY UNION**

Large 10-in. crates, from best fields in Florida.

W. B. Stringer, Toronto,

District Agent

The Best Grown in California

SUNKIST

"Golden Orange" Brand Navel Oranges

SUNKIST

"Squirrel" Brand California Lemons

Packed by Arlington Heights Fruit Company, California

We control these two brands for Ontario. One car each just unloaded.

Also one car Extra Fancy

"Camillia" Brand Navels, from Redlands

All Sizes, and at Rock Bottom Prices

Hugh Walker & Son

Guelph, Ont.

Ask for **DAWSON'S Banner Brand**
Table Delicacies

THE DAWSON COMMISSION CO., TORONTO

A Good Fish Proposition

Lent commences Ash Wednesday February 24th, Meat and Eggs are dear, Fish are cheap and plentiful, the weather is favorable and everything points to a tremendous sale of fish during the next six weeks.

Write us for our weekly quotation cards which will give you the number of fast days each week in Lent.

Write us for something you can sell at a special price for one day to create a stir; we are as interested as you are in developing new business and will gladly do our share.

Now is the time to order your Salt and Pickled Fish before prices advance. We quote.

No. 1 Salt Trout in half-barrels,	- -	\$6.50
Labrador Herrings in 200-lb. barrels	- -	5.50
Lake Herrings (headless and split) in half-barrels	-	4.00

Our stocks of Fresh Frozen, Salt, Smoked and Dry Fish are comparatively cheap. No other house has the variety, quality and facilities that we have for doing things right. Prices are popular on all the following lines:

LAKE FISH	SMOKED FISH	OCEAN FISH	SALT and DRY FISH
Fresh Frozen Lake Trout	Finnan Haddies	Qualla Salmon	Quintal Cod
" " Whitefish	Bloaters	White Halibut	Arcadia Boneless Cod
Large Lake Erie Herrings	Digby Smoked Herrings	B. C. Salmon	Halifax Boneless Cod
Lake Superior Herrings	Kippers	Steak Cod	Quail on Toast
Goldeyes	Ciscoes	Haddock	Blue Nose Boneless Cod
Tullebees		Market Cod	Imperial Boneless Cod
Yellow Pickerel		No. 1 Smelts	Sealy's Cod Steak
Pike		Extra Smelts	
Perch		Flounders	
		Mackerel	

OYSTERS

The Famous Beacon Brand Oyster shipped in Sanitary Cans that are used only once.

If you have never handled Fish before now is the time to start, write us for any information and we will help you inject a big dose of confidence into your fish business.

The F. T. JAMES CO., Ltd., TORONTO

Catchers and Wholesale Distributors of all kinds of Fish and Oysters.

Telephone, Telegraph or mail your orders, state whether to ship freight or express.

FISH for LENT!

LENT BEGINS WEDNESDAY. SECURE YOUR STOCK AT ONCE BEFORE PRICES ADVANCE.

FROZEN SEA HERRING

LARGE SIZE

This is a leader for you.

MEDIUM SIZE

Good line to push.

WHITEFISH
SALMON
HALIBUT

PICKEREL
HADDOCK
PIKE

BLOATERS
KIPPERS
HADDIES

SKINLESS COD

LABRADOR HERRING

BONELESS COD

"SEALSHIPT" AND BULK OYSTERS

Best Quality

The Square Deal

Low Prices

The largest and most complete assortment in Canada.

Our new price list will interest you

LEONARD BROS.

MONTREAL

Wednesday Starts Season of Lent!

Be sure, Mr. Grocer, that you are well prepared to look after all the wants of your customers in the fish line.

Write O'Connor

for anything you require in fish and oysters and he will supply you quickly and satisfactorily.

Our prices are such as to attract and hold your attention.

Get our price list to-day.
and order for next week.

O'Connor's Fish Market

St. Antoine Market (Between the 2 Depots)

Montreal

Established Half
a Century

What are "Sealshipt" Oysters?

They are the product of the finest beds—sealed in air-tight steel cans as soon as tonged, with ice around the outside of the can but not touching the oysters. When you open them they are all solid meats—no water to bloat, bleach and soften them. The natural oyster flavor is all there—piquant and appetizing in taste, smell and appearance.

Does it pay to handle ordinary tub oysters—of questionable cleanliness, purity or freshness when you can get "Sealshipt"?

"Sealshipt" Oysters will give you increased trade among the class of customers you most desire to have come into your store.

Learn more about "Sealshipt" and how you can have the oyster trade of your town. Address

Agents—Leonard Bros., Montreal. Samuel Egan, Toronto. R. M. Cline, Hamilton. Steele Fruit Co., London. W. J. Guest Fish Co., Ltd., Winnipeg. Winnipeg Fish Co., Winnipeg.

TRADE MARK



REGISTERED

**NATIONAL OYSTER
CARRIER CO.**

SOUTH NORWALK

CONNECTICUT

MOTTO MEANT MODERATION

"Live and Let Live" Printed on Windows of Grocery Store—The Proprietor Originated it When he Was in Undertaking Business—Finds it of a Double Benefit to Him.

"Live and Let Live." This is a motto used by a retail grocer, which he claims, has proved most beneficial to him from the standpoint of its advertising characteristics, as well as from the significance it bears to one who thinks.

The originator of the device is E. Armitage, proprietor of a grocery store at 443 Parliament Street, Toronto. The peculiarity of it is that he instituted it some years ago when he was engaged in the furniture and undertaking business. One might be disposed to think that a motto such as "Live and Let Live" printed in large letters on the plate glass windows of an undertaking establishment would not be particularly conducive to advertising the business. But on second thought it will be observed that an undertaker has little to do with the departure of beings from this world and that his motto must have some other significance.

In His Younger Days.

Mr. Armitage is now a pretty old man, but has apparently some years of life before him yet. When young he was a grocery clerk in stores in various places in Ontario, including Schomberg, Tottenham, Newmarket and Sault Ste. Marie. He, therefore, learned the grocery business pretty thoroughly, but did not stick at it all his life.

For seven years he was engaged in business for himself in Schomberg, as a furniture dealer and undertaker. It was there he originated the motto above referred to, and he considered it so successful that he decided to use it in his grocery store in Toronto.

On the Delivery Wagon.

Mr. Armitage's store is on a street corner and on the two front plate glass windows as well as on the side one he has his motto printed. In fact, he makes a feature of it as the device is also carried on the delivery wagon together with the name. People call his establishment "The Live and Let Live Store," and often, too, in preference to "Armitage's Store," and therein he gets an advertisement. Everybody wants to know, of course, where it is and what it means and in the explanation lies the chief benefit.

At Moderate Prices.

In informing The Grocer representative the exact intent of the motto, Mr. Armitage stated that it meant he sold goods at a moderate profit in order to live himself, thereby allowing his customers to purchase at moderate prices which would not oppress them. They were, therefore, figuratively speaking, "allowed to live."

Often Mr. Armitage has been asked by new customers coming into the store what the statement meant. He was then

in a position to tell them, without appearing particularly anxious, by simply answering the question in a courteous manner. He conveyed the idea to the public he wanted to, not on his own initiative, but because the public desired to know.

Short Time in Present Stand.

It was only about five months ago since Mr. Armitage took hold of the business where he is now located and he already finds his business has grown greatly and that it is still growing. He attributes a great deal of his success so far to his motto on the window, and has no intention of having it erased.

A "cash trade" is another of his store mottos, but this one has no visible appearance. He finds he loses a little custom by not extending credit, but he believes he is better off in the end. Some half dozen of his customers pay every Saturday night, and this he considers the same as cash.

Trade at the present time is considered fairly good by Mr. Armitage. One article comparatively new in the grocery line which he sells considerable of is charcoal and coke. This is done up in 10-cent paper sacks, and is bought extensively by those who have fireplaces in their residences.

Mr. Armitage is not one of those who complain of dull business. He takes things philosophically and does not grumble.

FRUIT CROP OUTLOOK.

Continuance of Mild Weather With Frost Intervening Will be Disastrous.

A. McNeil, chief of the fruit division in the Department of Agriculture, Ottawa, upon request, has supplied The Grocer with some interesting information on the outlook for the fruit crop in Canada in 1909. He says in his communication, dated February 12th, that the present open weather is likely to injure fruit trees and small fruit plantations, but it is difficult to say whether the injury will be serious or not.

"The absence of snow and the probability of severe frost yet may very seriously shorten the crop of small fruit, particularly strawberries. Up to the present time, however, we can speak only as a matter of conjecture. No one can estimate the damage, if any, that has been done up to the present time.

The damage to tree fruit is, so far, not serious. Nevertheless, peach buds have been injured, but if favorable weather intervenes for the next two months no great loss in crop may result. If the weather of the last few weeks continues through March and April, there will be every prospect that the fruit buds will be seriously injured

by the frost. Some of them even now are showing slight symptoms of swelling, but not sufficient to harm them if there is no further unseasonable warm spell.

It does not seem likely that there will be any serious loss from winter-killing, and no serious depredations from mice have been reported so far. Up to date, we can speak of the weather as having been fairly favorable for fruit, though the weather conditions have placed the fruit plantations in the way of being somewhat more easily injured by frosts than usual."

John R. Gill and S. Allan, Norwich, were each fined \$50 in police court last week, for selling cider containing more than 2½ per cent. alcohol.

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

STRATFORD

LONDON

ENGLAND

For:—

**Vinegar and
Sauce Coloring**

**Essential Oils
Essences
Oil Lemon**

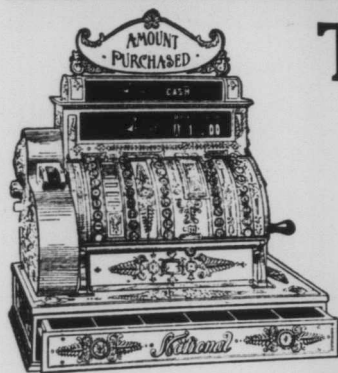
**Acid Phosphate &
Phosphate Lime
Precip.**

**Harmless
Colorings**

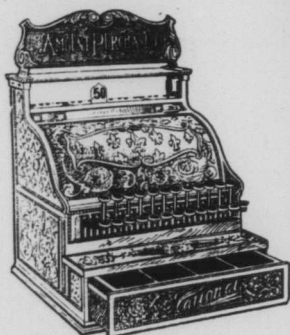
Herbs, Roots, etc.

CANADIAN AGENTS:—

**Andrews, Gillespie & Co.,
CORISTINE BLDG.
MONTREAL**



They Pay!



**Ask the Man
Who Has
One!**

Guaranteed the Cheapest
Registers on Earth

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

**Secure a
Supply of Quaker
Salmon now, for
Lenten Trade.**

**You will sell a lot
of it.**

**We haven't
raised the
prices:**

Talls, \$2.00

Flats, \$2.15

Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal

**One Reason Why Brunswick Brand
Sea Foods are of Superior Quality.**



Our own boats, in charge of our own men, expert judges of fish quality and fish values, make daily trips to the famous fishing grounds on the Atlantic coast and there personally select the finest fish, to be packed under Brunswick Brand.

The traps, or weirs, where the best fish suitable for packing are caught, AND THESE ONLY receive our attention, and even then we often deem it advisable, for quality's sake, to make a selection.

Therefore, to start with, the goods "in their raw state" are the best obtainable.

It is UP TO US to pack them correctly.

WE DO.

For Unfailing Satisfaction to You and to Your Customers
You Should Handle Brunswick Brand Sea Foods.

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.

THE GROCER'S ENCYCLOPEDIA

**Some Facts About Camphor—Where it Comes From and How it is Obtained—
The World Wants More Than 12,000,000 Pounds Annually — Recent
Increase in Production.**

CAMPHOR—This is a white, translucent, crystalline substance occurring in the wood and bark of the laurel tree from which it is obtained by distillation with steam and subsequent sublimation. It melts at 350 dg.F. and boils at 500 dg.F. It has a strong characteristic odor and a peculiar cooling aromatic taste. It dissolves to a slight extent in water and freely in alcohol or ether. Small shavings of it exhibit lively motions when thrown upon a water-surface that is absolutely free from oily matter.

Camphor is a familiar substance about the household on account of its use for protecting furs and woollens from the attacks of moths and other insects. It is also employed in the manufacture of celluloid and various explosives. The chemistry of camphor is very complicated and numerous substances are known to resemble it closely, and yet differ from it in certain particulars.

Where Camphor Comes From.

From the far east including Japan, China and the island of Formosa comes the great portion of camphor. The Canadian Trade Commissioner located at Yokohama, in giving some statistics on the quantity produced in the east says that the total amount of camphor exported last year from January to September last year was about 2,059,506 lbs. valued at \$894,386, in comparison with an export of about 3,456,121 lbs., valued at \$2,152,105 for the corresponding period of 1907. The price of camphor averaged \$83 per 133 lbs. in 1907, and was sold last year at \$57.50, showing a depreciation in value of nearly one-third in comparison with the market price in 1907.

This unfavorable condition has been partly brought about by the general depreciation in the money markets of the world; but the main reason for this rapid decline in the value is, says the trade commissioner, on account of the manufacture of artificial camphor and other substitutes for the Formosan camphor, and also the development of the camphor industry in Southern China.

The steady development of camphor and other industries for which camphor was principally used, and the abnormal increase in the price of the Formosan variety after the establishment of the government monopoly gave an impetus to the growth of the China camphor and the improvement in the manufacture of artificial or synthetic camphor.

Rapid Growth of Manufacture.

Previous to the creation of the Japanese government monopoly of camphor, which took place in 1899, the Japanese authorities apparently thought that the growth of the camphor-wood and the

development of the camphor industry would be confined almost altogether to the island of Formosa. The sudden increase in the price in the Western world gave a great impetus to the camphor industry in the island of Japan, which up to that time the authorities apparently thought had been almost entirely exhausted. The whole output of camphor in Japan proper was only about 100,000 lbs. before the monopoly was created in respect to the Formosan camphor. The output in Japan increased to about 2,667,000 lbs in 1902, and it then became necessary to extend the monopoly which was then existing in regard to Formosan camphor to the island of Japan also.

The increase in the value of this tropical product in Japan was perfectly natural when it was believed that the supply was limited, and there was a steady increase in the demand. The world required a supply equal to eleven million or twelve million pounds annually, and the entire output of Japan and Formosa did not exceed seven million pounds.

Stimulant for China.

The enormous increase in the price of genuine camphor furnished the main cause for an increase in the cultivation of the product in China, and for the development of the artificial industry in Europe. Up to 1904, the distillation of camphor in China did not exceed more than 266,700 lbs., which was scarcely enough to cover the domestic demand; but since then the conditions have altogether changed, as the output of camphor from China in 1907 was about 2,800,000 lbs.

Such a sudden expansion of the growth of the natural camphor in China has greatly affected the government mono-

**Tell Your Customers
That :**

SHAMROCK BIG PLUG SMOKING TOBACCO

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

CLAY PIPES

The best in the world are made by
McDOUGALLS

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

PIPES — CIGARS — TOBACCO

Merchants procuring their smokers'
articles from the house of

JOS. COTE, QUEBEC

are always certain of getting value
for their money.

Assortments always ample—Prices
are based on practical knowledge of
each article.

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

Tel. Up 2076 Tel. East 5964

YOUNG'S PATENT PIPE in Seven Shapes

W. J. GRANT

Sole Agent for Canada
506 Lindsay Building, MONTREAL.

BLACK WATCH

**The Big Black Plug
Chewing Tobacco.**

Already a Big Seller

Sold by all the Wholesale Trade



polized product in Japan, and this, together with the manufacture of artificial camphor seems to have completely demoralized the value of the Japanese monopoly.

Leaves and Twigs Used.

Another innovation, which should largely increase the production of camphor, is the process of extracting it from leaves and twigs, instead of from the trunks of the trees, as has been the case hitherto. The quality thus obtained is said to be in no way inferior to that produced from the matured trees. For this purpose the Japanese Government is encouraging the laying out of camphor plantations, the advantage of this process being that profits are realizable in the fourth year after trees are planted, and increase annually. It is estimated that about 2lb. weight of camphor can be obtained from 100 lb. of leaves, and that after the fourth year 120 lb. can be obtained from 2½ acres of plantation. This quantity is doubled after the eighth year. The supply of raw material should thus be largely increased, but there is difficulty in finding a sufficient number of qualified workmen, as the process of distilling and manufacturing requires considerable skill and experience. Steps are, however, being taken to meet this difficulty, as well as to improve the stills, in order to further increase the output.

A. H. Holdsworth, Digby, N.S., who has been representative of Bauld Bros., wholesale grocers, in Cape Breton, has accepted a position in Canning with the Cornwallis Trading Co.

GROCERY MEN WHO HUNT.

Montrealers Elected to Chief Offices in Hunting Club.

Col. A. E. Labelle.
Col. A. E. Labelle was elected president of the Club Chapleau, and Armand Chaput, secretary-treasurer, at the annual meeting of that body of hunters and fishermen, held in Montreal last week. Col. Labelle is manager of the business of the Ogilvie Flour Mills Company for Quebec Province, while Mr. Chaput is of the firm of L. Chaput, Fils & Cie. This club is composed of some of the leading business men in Montreal, who every year spend more or less time hunting and fishing in the northern part of Quebec. They have excellent accommodation for themselves in the unsettled part of the province, and generally manage to spend a few very pleasant weeks when off holidaying.

BOVRIL CO. SEEK INJUNCTION.

Claim Others Have Supplied Customers With Substitute for Their Product.

The Bovril Co. through Greenshields, Greenshields & Langedoc, last Wednesday applied in the Superior Court for a writ of interlocutory injunction against Metrakos Bros., K. Gambites and a score of others on the ground that the defendants have for years past sold and supplied to their customers preparations that were not Bovril, as a substitute for the article manufactured by the Bovril Co.

Among other allegations, the petitioners set forth that they have advertised their product extensively, and have spent very large sums of money therein, with the result that their product has become universally and favorably known under the name of "Bovril."

That the respondents have for a number of years palmed off and substituted, and are palming off and substituting upon their customers and public a substance or preparation manufactured and placed upon the market by certain firms as being "Bovril," the whole to the great loss and damage of the petitioners which, for the purpose of the present action, they reduce to the sum of \$5,000.

CATALOGUES AND BOOKLETS.

ONTARIO SEED CO.—A nicely illustrated catalogue has been issued by the Ontario Seed Co., Waterloo, Ont. It has been gotten out in both German and English, for the benefit of those residing in the County of Waterloo, as well as the English speaking people throughout Canada. The illustrations of products of the company's seeds are particularly good, and opposite each is shown the prices. The booklet contains information and prices about flowers and flower seeds, as well as vegetables, etc., and is an education in these for any who read it.

Horace Hardy of Eby-Blain, Ltd., made a short business trip last week in the interests of his company to Port Arthur, Fort William and North Bay.

**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 Wholesler

Manufactured
from

Imported Leaf Exclusively

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

HAMILTON, CANADA

THE WALKER BIN SYSTEM OF GROCERY STORE EQUIPMENT

has become a large factor in meeting the demand for pure, clean food products and the public is not slow in showing its appreciation. A Walker Bin installation will mean a great deal to your regular and transient customers and to you it will mean **LARGER BUSINESS—BETTER SERVICE—REDUCED EXPENSE** and **LARGELY INCREASED PROFITS.**

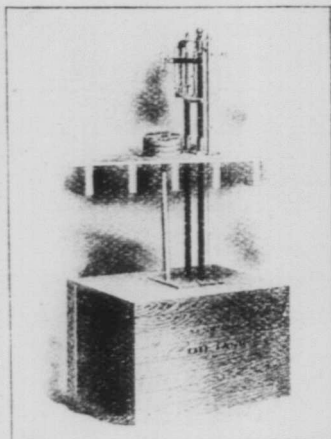
Write for Illustrated Catalogue: "Modern Grocery Fixtures."

Representatives:

Manitoba: Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta: J. C. Stokes, Regina, Sask.
Montreal: Kenneth H. Munro, Coristine Bldg.

The Walker Bin and Store Fixture Co., Limited
Designers and Manufacturers of **Berlin, Ontario**
Modern Store Fixtures

Saves Money at Every Point



CUT 1
CELLAR OUTFIT

The Bowser Self-Measuring Oil Tank prevents the loss or waste of a single drop of oil—and oil is money.

The Bowser enables you to wait on customers in one-tenth the usual time—and time is money.

The Bowser eliminates almost all the labor usually required to care for the oil—and labor is money.

When you realize that you are now actually losing the money which the Bowser would save for you, can you afford to be without one?

Write us for catalog 5044. It is free.

S. F. BOWSER & CO., Inc.

66-68 FRAZER AVENUE, TORONTO

If you have an old Bowser, and want a new one, write for our Liberal Exchange Offer.

?

Now, what do you know about Allison?

Of course you've heard of the famous, flawless, universal Allison Coupon System. But what do you KNOW of this remarkable system in its application to your business? Here's a brief explanation.

A Man Wants Credit

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



Allison Coupon Books

Manufactured by **ALLISON COUPON CO., INDIANAPOLIS, U.S.A.**

Order them from your jobber.

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



The Elgin National Coffee Mills

40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

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

WOODRUFF & EDWARDS CO.

MAKERS

ELGIN, ILLINOIS, U.S.A.



Talking to the Point

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

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

TRY A CONDENSED AD IN
THE CANADIAN GROCER.

TO THE TRADE:

DO YOU KNOW IN JUST WHAT IS TO BE FOUND

The Superiority of CEYLON TEA

The Delightful Fragrance,
The Uniquely Delicious Flavor,
The Beneficent Strength

and the

Full Bodied Quality and Eye-pleasing Tone of
Its Rich Red Liquor.

DUETO

Ceylon's Wondrously Vivifying Climate ;
Ceylon's Nature-Fertilized, Volcanic Soil ;
The Marked Superiority of the White Man's
Agricultural Methods

and his

Incomparable Auto-Machine Preparation Processes

Classified Advertising

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

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

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

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

Yearly Contract Rates.

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

PERIODICALS.

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

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

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

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

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

SITUATION VACANT.

WANTED—Bright, ambitious, active young man, with experience in selling grocers' specialties in Ontario trade. Give full particulars. Box 200, CANADIAN GROCER, Toronto. [8]

WANTED—Grocery salesman. Must be good window dresser, with a touch of originality. Enclose copy of testimonials. McLaurin & Dow, Fort William. [8p]

FOR SALE.

FOR SALE—Two cars potatoes. Geo. Detwiler, Cargill, Ont. [8p]

FOR SALE—Coffee mill, nearly new 5" plates, 2 fly-wheels, 27" high. Price \$7.00 F.O.B. this station. R. J. Laing & Co., Wroxeter, Ont. [8p]

FOR SALE—A small grocery in an Ontario city. Good stand, nice clean stock. An excellent opportunity. Will be sold on very reasonable terms. Box 288, CANADIAN GROCER, Toronto. [8p]

BOOKS FOR THE GROCER.

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

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

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

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

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

SITUATIONS WANTED.

CLERK desires engagement in general store, capable and reliable. North-West preferred. Box No. 291 CANADIAN GROCER, Toronto.

TEA TASTER, BLENDER, Coffee, Cocoa and Chicory manufacturer, advertiser with 16 years experience seeks engagement as buyer and manager of department with wholesale company. Address Stirling, 37 Jameson Ave., Toronto. (p.ttd)

WANTED—A position as clerk in grocery store. Have had five years' experience. Willing to work and strictly temperate. Can furnish the best of references. Apply to Lorne Sweetman, Bracebridge, Ont. [8]

LADY DEMONSTRATOR—Would like position, preferably in Maritime Provinces, where well acquainted. Could capably fill traveling position in this territory. Eight years experience in grocery trade. Address Box 210, CANADIAN GROCER, Montreal. [8p]

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—Manufacturers' agents or jobbers in the butchers' and grocers' supply lines to handle the Arctic Refrigerator for British Columbia and the Maritime Province. Write at once and get ready for the spring rush. John H. Ilock & Co., Limited, Toronto, Ont. [9]

DUPLICATING DEVICES.

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

MISCELLANEOUS.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

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

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

NATIONAL AID—An aid to every retail merchant in the world. Saves money, time, work and worry. The National Cash Register Co., F. 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 & McKee, Coaticook, Que. (19p)



REFRIGERATORS
FOR BUTCHERS AND GROCERS
EUREKA REFRIGERATOR CO., Ltd. TORONTO, CAN.

The Condensed Ads. in The Canadian Grocer bring results

Salesmen Wanted!

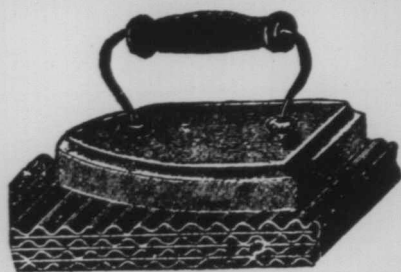
Be a high grade Traveling Salesman and earn from \$1,000 to \$10,000 a year and expenses. We will prepare you by mail in eight weeks to be one and assist you to secure a good position. Hundreds of our graduates now holding good positions we secured for them, with reliable firms. Many who had no former experience now earn \$100 to \$500 monthly and expenses. If you want to secure a good position and increase your earnings our Free Book, "A Knight of the Grip" will show you how. Send for it today. Address nearest office. Dept. 287 NATIONAL SALESMEN'S TRAINING ASSOCIATION, Chicago, New York, Kansas City, Minneapolis, San Francisco.



LOSS AND GAINS. You may lose a friendly customer if you sell an inferior stove polish that cakes and streaks on the iron and stares the house-keeper in the face day in and day out, as long as it lasts. She thinks of the man who sold it every time she faces that wretched looking stove. But when you push **RISING SUN** Stove Polish in Cakes and **SUN PASTE** in Tins, you gain friendly customers among all those who learn through you for the first time what a

really good stove polish is. We believe we know what you will do—you will push the goods that gain friends for the storekeeper—that means ours.

MORSE BROS., Props. - Canton, Mass., U.S.A.

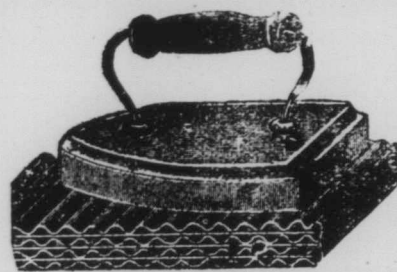


PATENT APPLIED FOR

Mr. Grocer!!

Have you placed your order for KAISER WAX PAD yet? If not, DO IT NOW—you are missing one of the best business-pullers on the market.

Hundreds of gross of this convenient domestic necessity have been sold throughout Canada during the past five weeks, and repeat orders are flowing in



PATENT APPLIED FOR

already. **MAKE A HIT!** Be the first in your town to have them on sale. **WOMEN DO THE BUYING** of groceries and provisions!

EVERY WOMAN takes a pride and wishes to excel in her laundry-work. Now, where she can procure an article at small cost—10 cents—that **REDUCES IRONING TIME BY HALF—REDUCES LABOR TO A MINIMUM—ADDS TO THE FINISH OF CLOTHES—MAKES IRONING A PLEASURE**—there she is sure to leave her order for other things.

Advertise Your Business!!!

In each gross we pack 500 descriptive circulars with space for you to stamp or print your firm name, etc. These are attractively gotten up and will not only pull you customers for KAISER WAX PAD—and by so doing pull you customers for your other lines—but makes a good general advertisement. Send your order to our nearest agent or direct.

Manufactured by

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

WANTED — Agents throughout Canada in unrepresented distributing centers.

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.
D. B. Brubacher, 199 Pape Avenue, Toronto.
W. A. James, Vancouver, B.C.

Worms in Horses and All Live Stock

The eradication of worms from horses and other animals is one of the most striking features of **Molassine Meal**, and is proof of its unique properties. When

MOLASSINE MEAL

is used regularly—although it is quite free from arsenic or drugs—in consequence of its antiseptic properties, all foul or putrid matter is evacuated, worms cannot live, and are naturally expelled.

A food which has effects like this must command the attention of all persons interested in the feeding of horses and cattle.

Sole Importer

ANDREW WATSON

91 Youville Square - - MONTREAL



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in 1/4 gross cases

Bulk in 7-lb. Pails,
1/2 doz. in crate.

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

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

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

Goodwillie's Fruits IN GLASS



Have
You
Tasted
Them
Yourself
?

If Not
Do so

AGENTS:

Rose
&
Laflamme
Limited
Montreal
and
Toronto

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. DeCarteret,	Kingston.	R. G. Bedlington & Co.,	Calgary.
Jas. N. McIntosh,	Ottawa	Tees & Peerse,	Edmonton.
Geo. Musson & Co.,	Toronto.	Wilson & McIntosh,	Vancouver
J. W. Bickle & Green'g,	Hamilton.	C. Leonard Grant,	P. E. Island
G. H. Gillespie,	London		

Dominion Molasses Co.,

LIMITED

Hallifax, - Nova Scotia

30-lb. wood nails 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



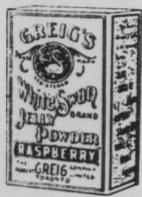
Assorted Case, Contains 4 doz. \$3.60
Assorted Case, Contains 2 doz. \$1.80
Lemon (Straight) Contains 2 doz. \$1.80
Orange (Straight) Contains 2 doz. \$1.80
Raspberry (Straight) Contains 2 doz. \$1.80
Strawberry (Straight) Contains 2 doz. \$1.80
Cherry (Straight) Contains 2 doz. \$1.80
Chocolate (Straight) 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..... 6 15



THE ROBERT GREIG
COMPANY.

White Swan, 15
flavors. 1 doz. in
handsome counter
carton, per doz., 90c.



List price
"Shirriff's" (all
flavors), per doz. 0 90
Discounts on ap-
plication.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD
LARD COMPOUND.

Tierces.....\$0 10
4-bbls. 0 1 1/2
Tubs, 60 lbs. 0 1 1/2
20-lb. Pails, 2 20
20-lb. tins.. 2 10
Cases 3-lb. 0 1 1/2
" 5-lb. 0 1 0 1/2
" 10-lb. 0 1 0 1/2

F. O. B. Montreal.

List price

NATIONAL LIQORICE CO.
5-lb. boxes, wood or paper... per lb. \$0 40
Fancy boxes (36 or 50 sticks).... per box 1 25
" Ringed" 5-lb. boxes..... per lb. 0 40
" Acme" pellets, 5-lb. cans... per can 2 00
" (fancy boxes 40) per box 1 50
Tar Licorice and Tolu wafers, 5-lb.
cans..... per can 2 00
Licorice lozenges, 5-lb. glass jars... 1 75
" 20 5-lb. cans..... 1 50
" Purity" Licorice 10 sticks..... 1 45
" 100 sticks..... 0 75
Dulce large cent sticks, 100 in box.....

Lye (Concentrated)

GILLET'S PERFUMED. Per case
1 case of 1 dozen..... \$3 50
3 cases of 4 dozen..... 3 50
5 cases or more..... 3 40

Marmalade. J. W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass
5 and 7 lb. tins

Preserved Ginger Marmalade, 1 lb. glass jars.
Pineapple " 1 " "
Green Fig " 1 " "
Green Fig and Ginger " 1 " "
Lemon " 1 " "
Grape Fruit " 1 " "
Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case... per doz \$1 40
16-oz. glass jars, 2 doz. in case... 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Pint Sealers (24 oz.), 1 doz. in case, per
dozen..... 2 00

SHIRRIFF BRAND

"Imperial Scotch"—
1-lb. glass, doz... 1 55
2-lb. " " " 2 80
4-lb. tins, " " 4 65
7-lb. " " " 7 35
"Spredded"—
1-lb. glass, doz..... 1 90
2-lb. " " " 3 10
7-lb. tins, " " 8 95



THOMAS J. LIPTON
Price on application

Mince Meat

Wetley's condensed, per gross net... \$12 00
" per case of 4 doz. net... 1 1/2



ST. CHARLES CO.
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. 4-lb. tins..... per doz. \$ 1 40
" 1-lb. tins..... 2 50
" 1-lb. tins..... 5 00
Durham 4-lb. jar..... per jar 0 75
" 1-lb. jar..... 0 25
F.D. 4-lb. tins..... per doz. 0 85
" 1-lb. tins..... 1 45

Olive Oil

LAPORTE, MARTIN & COE, LTD.
Minerva Brand—
Minerva, qts. 12's \$ 5 75
" pts. 24's 6 50
" 1/2 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
pint " 3 doz. 1 75

THOMAS J. LIPTON
Price on application

Soda

COW BRAND
Case of 1-lb. contain-
ing 60 packages, per
box, \$3 00
Case of 1-lb. contain-
ing 120 pkgs. per
box, \$3 00
Case of 1-lb. and 1/2-lb.
containing 30 1-lb.
and 60 1/2-lb. pkgs. per
box \$3 00
Case of 50. pkgs. containing 96 pkgs. per
box, \$3.00
MAGIC BRAND Per case
No. 1, cases 60 1-lb. packages..... \$ 2 75
No. 2, " 120 1-lb. " " 2 75
No. 3, " 30 1-lb. " " 2 75
" 60 1-lb. " " 2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.
1 case 2 85
5 cases..... 2 75



THE CANADIAN GROCER

TANGLEFOOT FLY PAPER The Standard throughout the world for more than twenty-five years. ALL OTHERS ARE IMITATIONS.



Percolator with Percolator.
This pot speaks for itself. When tea is drawn take the Percolator out and tea remains fresh from ten to fifteen days.
We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS
HAMILTON POTTERY
HAMILTON, ONTARIO

A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

is the purest, contains LEAST moisture and therefore GIVES PURITY of any Washing Soda sold.

WINN & HOLLAND, LIMITED
SOLE AGENTS
MONTREAL

Our new booklet under this title is out now and will be sent to any one interested in a trip to the British West Indies from Halifax. A delightful thirty-eight day trip.

UNDER SUNNY SOUTHERN SKIES

PICKFORD & BLACK
HALIFAX

DAKEY'S
'WELLINGTON'
KNIFE POLISH

JOHN DAKEY & SONS, Limited
Manufacturers of
Brazed, Steel, Lead, Brass, Glass and
Jap. Glass and Polishes, etc.

Wellington, Wm., London, England
JOHN ROEMER, Agent,
MONTREAL, 244 Craig Street

CURRENTS

For best values in
Get questions on fruit exported by
J. Caramandani & Co.
Paris, Greece

Cleaners and Exporters, Est. 1878
Apple's General Agents Canada:
F. L. Watt & Sons, Toronto
Watt, Scott & Goodenough, Montreal

TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Canadian Grocer Want Ad.

58
38
44
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51
\$33.00
55.00
55.00
35.00
55.00
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Teles
0.90
0.90
0.40
0.40

Co.
and
n

Ridgway's Standard Bulk Blend in stock
at all our branches in Canada.

Seylon
0.42
88

AL

ER

ROCK SALT

(Lump and Crushed)

VERRET, STEWART & CO.
LIMITED
MONTREAL

Canned Spinach and Squash

are slow sellers, but we are prepared to make you a price that will make them

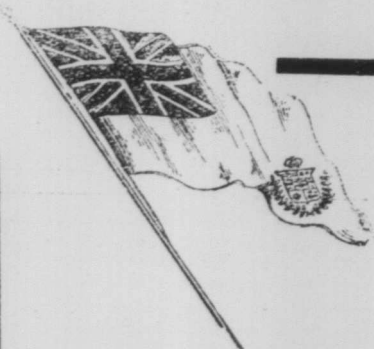
FAST SELLERS

Write us at once.

Are there any other lines upon which you would like quotations?

We Solicit Your Enquiries.

J. H. WETHEY, LIMITED
ST. CATHARINES



Empire Brand

4

Free Phones
Use Them

See our prices in

Prunes, 'Cots, Peaches

Empire Tea Sales

increasing daily. If you are not selling, let us send you samples.

GEO. E. BRISTOL & CO.

Wholesale Grocers

Hamilton, - - -

Ontario

MONTRE
VOL.

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S

ED

53 Fr