

# CANADIAN GROCER

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

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

Toronto: 10 Front St. East.

Winnipeg: 511 Union Bank Building  
New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIV.

PUBLICATION OFFICE: TORONTO, MARCH 4, 1910.

NO. 9.



Your customers want something to ward  
off the rigours of March weather, and  
you can just fill the bill by selling them

## Robinson's Patent Barley!

It is an equally efficient food for infants and invalids,  
and you can recommend it without hesitation. Stock  
"Patent Barley"—it's right in your line, and there's no  
reason the drug-store man should have the monopoly of this  
quick-moving product. Remember the name—Robinson's.

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

## How Is Your Stock

OF

## "Crown Brand" Table Syrup?

The wide-awake grocer gives this reliable, quick-selling line every  
prominence, because he has found that it just "hits the public taste."

You'll find it pays to handle "Crown Brand." It's the Syrup that  
guarantees "repeats."

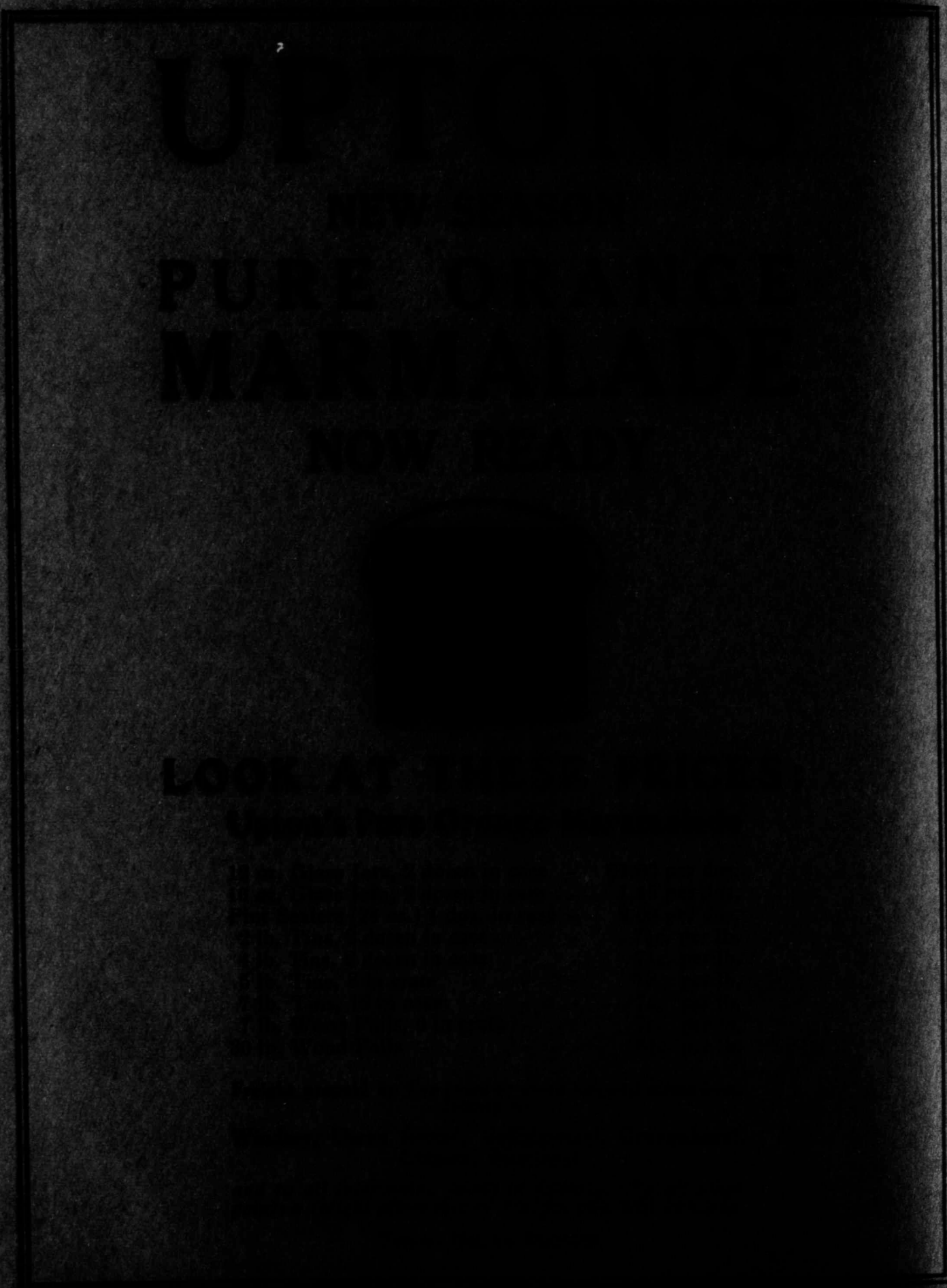
**EDWARDSBURG STARCH CO., LIMITED**

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal



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# Profits from Purity

The satisfied customer assures a *permanent* customer, yet without purity satisfaction of the lasting sort is not possible—or probable. Profits from Purity, therefore, command regular trade. *Profits from the articles advertised below are business builders.*

Made pure for sixty years—as pure as pure oil and skill and experience can make it. The most sensitive complexion or most delicate lingerie is safe with “Shell” Soap. Antiseptic, sanitary, clean. Not a Pure Oil “tallow soap”—no decaying animal matter in it. Absolutely pure.

“Shell”  
Soap

Bramwell's Epsom Salts show a noteworthy absence of moisture from top to bottom of package. They are absolutely free from foreign substances. They never have been and never will be classed with ordinary “salts” of commerce. They are in a class by themselves.

“Bramwell's”

Epsom  
Salts

Pastacaldi's Peel is prepared from the finest Corsican Citrons and you get what you pay for every time. No excess of sugar, but highest quality selected

“Peels”

peel—drained. Pastacaldi's name on every box.

PASTACALDI'S

Leghorn

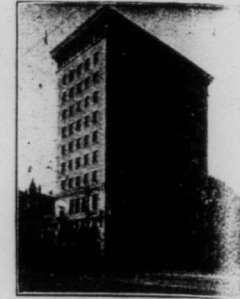
CITRON PEEL

ARTHUR P. TIPPET & CO., AGENTS  
Montreal, Canada



Montreal Office

# Manufacturers' Agents and Brokers' Directory



Winnipeg Office

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

<p><b>R. B. Colwell</b> BROKER HALIFAX, N.S. REPRESENTING LEADING MANUFACTURERS, SUCH AS <b>E. D. Smith Lowneys Toblers</b></p>	<p><b>E. H. BOWEN</b> Manufacturers' Agent and Broker SHERBROOKE, QUE. Solicits representation of another first class firm putting up high grade goods. Eastern Townships thoroughly covered by three travellers. Highest references. Write im- mediately if you desire to have your line well introduced.</p>	<p><b>W. G. PATRICK &amp; CO.</b> Manufacturers' Agents and Importers 77 York Street, Toronto</p>
<p><b>J. W. GORHAM &amp; CO.</b> JERUSALEM WAREHOUSE, HALIFAX, N.S. Manufacturers' Agents and Grocery Brokers WAREHOUSEMEN can give close attention to few more first-class agencies. Highest references.</p>	<p><b>E. T. BUSINESS.</b> You, Mr. Manufacturer, can do a good deal larger business in the Eastern Townships, if your lines are pushed by a live representative right on the ground. You want someone who thoroughly knows the field and to whom grocery business is not a Chinese puzzle. 15 Years on the Ground <b>S. ROBITAILLE &amp; CO., Sherbrooke</b></p>	<p><b>MacLaren Imperial Cheese Co.</b> Limited AGENCY DEPARTMENT Agents for Grocers' Specialties and Wholesale Grocery Brokers TORONTO, Ont. DETROIT, Mich.</p>
<p><b>FOR SALE</b> Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order. <b>J. T. ADAMSON &amp; CO.</b> Customs Brokers and Warehousemen — 27 St. Sacramento Street, Montreal TEL. MAIN 778 BOND 28</p>	<p><b>W. S. CLAWSON &amp; CO.</b> Manufacturers' Agents and Grocery Brokers. Warehousemen ST. JOHN, - - - N.B. Open for a few more first-class lines.</p>	<p><b>JUST ARRIVED IN STORE</b> Shipment from John Gray &amp; Co., Limited, Scotland, of their celebrated Jams and Marmalade. 1's, glass, black currant, strawberry and raspberry jam. 1's, stone jars, black cur- rant, strawberry and raspberry jam. 1's, glass, marmalade. 7lb. tins Marmalade. We will gladly furnish prices. <b>DOMINION BROKERAGE CO.</b> 73 Front St. E., Toronto</p>
<p><b>ROBERT ALLAN &amp; CO.</b> MONTREAL General Commission Merchants Representing Morris Packing Co. Pork and Lard—Finest Quality</p>	<p>We are Buyers and Sellers of <b>White Beans</b> <b>W. H. Millman &amp; Sons</b> Wholesale Grocery Brokers TORONTO</p>	<p><b>WATSON &amp; TRUESDALE</b> (Successors to Stuart, Watson &amp; Co.) Wholesale Commission Brokers and Manufacturers' Agents. WINNIPEG, - - - MAN. Domestic and Foreign Agencies Solicited.</p>
<p><b>WAREHOUSE ACCOMMODATION IN OTTAWA</b> Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates. Special rates for large quantities <b>Dominion Warehousing Co., Ltd.</b> 52 Nicholas Street, Ottawa J. R. Routh, Manager.</p>	<p>NEWFOUNDLAND <b>T. A. MACNAB &amp; CO.</b> ST. JOHN'S, NEWFOUNDLAND MANUFACTURERS' AGENTS and COMMISSION MERCHANTS Importers and exporters. Prompt and careful at- tention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A.B.C. 5th edition, and private.</p>	<p>WRITE TO 10, Garfield Chambers, Belfast, Ireland For sample copy of the <b>Irish Grocer, Drug, Provision and General Trades' Journal</b> If you are interested in Irish Trade</p>
<p><b>CLARE, LITTLE &amp; CO.,</b> WESTERN DISTRIBUTORS Wholesale Commission Merchants and Manu- facturers' Agents. Cars Distributed, Warehouse and Forwarded. Warehouse on Transfer Track. Busi- ness solicited. Our position is your opportunity. <b>SASKATOON,</b> Western Canada</p>	<p><b>G. C. WARREN</b> Box 1036, Regina IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT</p>	<p>— TO — <b>Brokers and Man- ufacturers' Agents</b></p>
<p><b>J. W. SNOWDON</b> Manufacturers' Agent 413 ST. PAUL STREET MONTREAL</p>	<p><b>W. G. A. LAMBE &amp; CO.</b> TORONTO Grocery Brokers and Agents. Established 1885</p>	<p>—Your business card on this page will keep —your name and field of operations before —Manufacturers, Importers and others —looking for responsible representatives. It costs you little and means much to you if you are looking for agencies. Write for particulars to <b>The Canadian Grocer</b> Montreal Toronto Winnipeg</p>

**A Large Percentage**

*of our orders are "REPEATS"  
which fact testifies to the  
popularity of*

**Meat of Wheat**

*Where once introduced it  
quickly displaces all  
similar articles*

*It pays you a good  
profit*

**THE WESTERN CEREAL CO.**

**TORONTO**

**A Snap in**

**Pork and Beans**

*Plain  
Tomato Sauce  
or  
Chilli Sauce*

**1s - \$ .50 doz.  
2s - .80 "  
3s - 1.00 "**

*Send us your orders now*

**EBY-BLAIN, LIMITED**

**Wholesale Grocers, Toronto**

**The Best Value in Canada**

**Blue Ribbon Tea**

stands alone as the friend of the retailer and  
the favorite of the consumer. If you have not  
stocked it before, a trial will convince you.

**QUALITY ALWAYS TELLS**

**THE BLUE RIBBON TEA CO., Limited**

**266 St. Paul St., MONTREAL, P.Q.**

Four years ago  
Wagstaffe's Jams  
were unknown in  
Canada.

To-day Wagstaffe's  
Jams are sold from  
the Atlantic to the  
Pacific.

## WHY IS THIS ?

Because they have that bright appearance and contain a rich, fruity flavor that is as sound as a bell. It is that, Mr. Grocer, that brings your customers back, like Oliver Twist, for a second helping.



Wagstaffe's Marmalade Is The Best

### WAGSTAFFE, LIMITED

Pure Fruit Preservers

Hamilton,

Ontario



## ROWAT'S 2 WINNERS

Two time-tried, merit-proved staples of quite unparalleled popular favor, gained through many years of uniform satisfaction-giving.

The wise grocer, in business for profit, never lets run low his stock of

**Rowat's Pickles and Olives**  
and  
**Paterson's Worcester Sauce**

PROPRIETORS:

**ROWAT & CO. - Glasgow, Scotland**

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



# “AYLMER” JAMS, JELLIES PRESERVES, etc.

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

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

NO PRESERVATIVES

NO COLORING

At every process cleanliness is reduced to a science.

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

## CANADIAN CANNERS

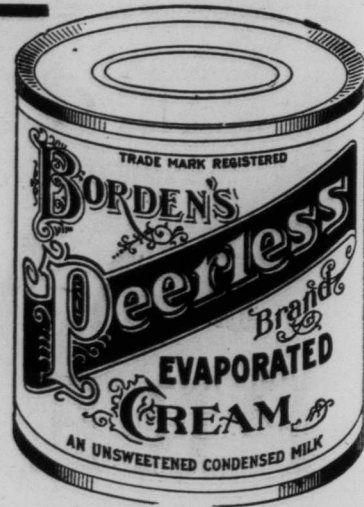
Limited

HAMILTON, - CANADA

# Borden's Brands are standard—

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

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



UNSWEETENED



## Borden's Condensed Milk Co.

WILLIAM H. DUNN - Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.

Mason & Hickey, Winnipeg, Man.

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

## We have a Special PROPOSITION



to make to a leading grocer in each city and town in Ontario.

Our offer will hold good until March 31st, and can only be availed of by grocers of first-class financial standing.

Write for particulars to  
**T. O. BAXTER,**  
27 Front Street East, - Toronto

**Brand & Co., Limited,**  
Mayfair Works, London, Eng.

MANUFACTURERS OF

**Brand's A1 Sauce**  
**Worcestershire Sauce**  
**Chutney, Soups**  
**Potted Meats**  
**Tongues in Glass**  
**Meat Extracts**  
**Brand's Essence of Beef**  
**Etc., Etc.**

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# Berkel's Improved Slicing Machine



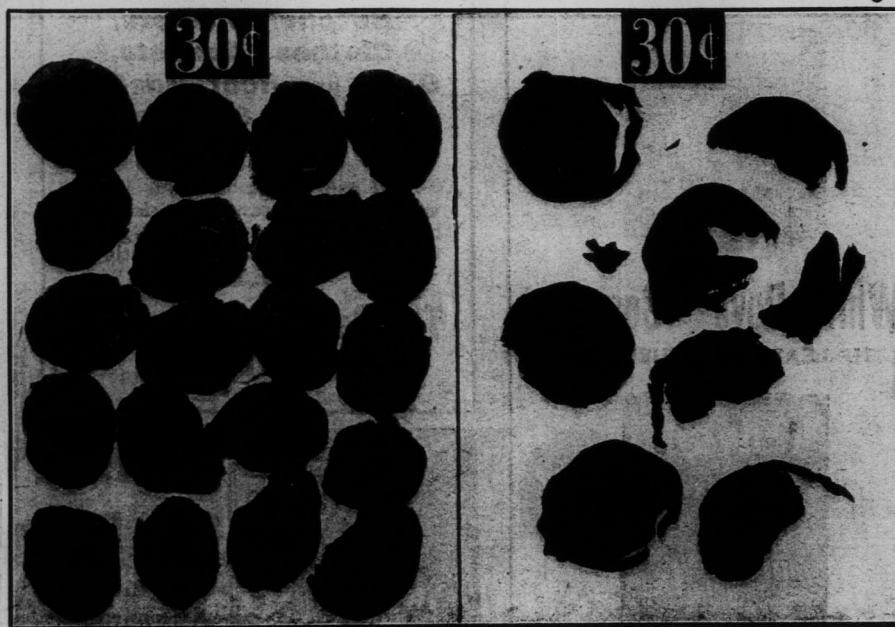
**BERKEL'S** Latest Improvement **Patent Knife Guard** to protect operators from accidents by thoughtlessly getting their hands against the circular knife. The only slicing machine in the world that has this protection.

**BERKEL'S** is the machine with the **Patent Automatic Sharpener**, by means of which the keen cutting edge on the knife is constantly maintained. The only machine with an automatic sharpening device. Simply press the Carborundum wheel shown in the cut above the knife downward and it strikes the knife edge at just the proper angle, a few turns of the wheel and your knife has an edge like a razor.

## Will Slice Boiled Ham and Bacon Down to the Last Ounce

We call attention to the photographic production of two plates of boiled ham, there is just **one pound** of ham on each plate, it was all cut from the same piece, the **eight** slices on the right hand plate were cut with an ordinary knife, while the **twenty** uniform slices on the left hand plate were sliced on a slicing machine. This is an average result. The difference can be more or less marked according to the skill and time given the hand cutting, however the machine **never can vary**, the customer is **always protected** by dealing where there is a **BERKEL'S Improved Slicing Machine**. Dried Beef can be sliced thinner, quicker and better on **BERKEL'S** than any other made. The **BERKEL'S Improved Slicing Machine** is now used by Grocers, Butchers, Department stores, Delicatessens, Hotels, Restaurants, Hospitals, Educational Institutions, Steamship and Railway Companies, Charitable Institutions, Penal Institutions, the Army and Navy, Soldiers' Homes etc. **BERKEL'S Improved Slicing Machine** can be set to cut **automatically** (14) different thicknesses, from 1-40 of an inch up to  $\frac{3}{8}$  of an inch, "it cuts bread or meat equally well," requires no skill to operate and will slice **perfectly** more meat or bread in **twelve** minutes than the most expert cutter can slice by hand in an hour. While it is a hand machine, for several years many packers, as well as grocers and marketmen who do a large sliced meat business, have been running their **BERKEL'S Improved Slicing Machines** by mechanical power. Enough pieces of bacon can be put on this machine to cut 300 slices a minute. This should be of interest to those who put up bacon in boxes, glass or tin cans.

This is an average result. The difference can be more or less marked according to the skill and time given the hand cutting, however the machine **never can vary**, the customer is **always protected** by dealing where there is a **BERKEL'S Improved Slicing Machine**. Dried Beef can be sliced thinner, quicker and better on **BERKEL'S** than any other made. The **BERKEL'S Improved Slicing Machine** is now used by Grocers, Butchers, Department stores, Delicatessens, Hotels, Restaurants, Hospitals, Educational Institutions, Steamship and Railway Companies, Charitable Institutions, Penal Institutions, the Army and Navy, Soldiers' Homes etc. **BERKEL'S Improved Slicing Machine** can be set to cut **automatically** (14) different thicknesses, from 1-40 of an inch up to  $\frac{3}{8}$  of an inch, "it cuts bread or meat equally well," requires no skill to operate and will slice **perfectly** more meat or bread in **twelve** minutes than the most expert cutter can slice by hand in an hour. While it is a hand machine, for several years many packers, as well as grocers and marketmen who do a large sliced meat business, have been running their **BERKEL'S Improved Slicing Machines** by mechanical power. Enough pieces of bacon can be put on this machine to cut 300 slices a minute. This should be of interest to those who put up bacon in boxes, glass or tin cans.



CANADIAN SALES  
AGENT:

**The W. A. FREEMAN CO., Limited, Hamilton, Ont.**

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

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

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

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

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

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

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

THEY ARE SELLERS

CANADA'S ONLY

THERE IS NOTHING JUST AS GOOD AS

**"White Dove" Almond Paste**



**"White Dove" Cocoanut**

THE LEADER OF THEM ALL



YOU SHOULD NEVER BE WITHOUT THEM

Made by

**W. P. DOWNEY, Montreal**

## BASKETS

You can make money as well as oblige your customers if you handle our

**Butcher Baskets,  
Clothes Baskets,  
Grain and Root Baskets  
and Patent Strawboard  
Berry Box.**

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

**The Oakville Basket Co.,  
OAKVILLE, ONT.**

## THE PEOPLE OF JAMAICA

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

## KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

**I. C. STEWART, Halifax**



## CHINESE STARCH

Money Maker  
Known Everywhere  
Repeat Seller  
Best Value

Get Prices

**OCEAN MILLS  
MONTREAL**



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

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.



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 materials are analyzed by an expert chemist and therefore McCormicks 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 AND FANCY JERSEY CREAM SODAS.

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N.B.

Hamilton;  
B.C.

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Sense  
and Bed-Bugs  
Mice

W., Toronto, Ont.

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instaction and each  
Write for prices.



## Buy the Best

Merchants who insist always upon the best goods will handle—

# QUEEN QUALITY PICKLES

10 and 20-oz. bottles  
Sweet, Mixed and Chow  
Bulk Pickles in pails  
English Chow Chow  
in pails

Pure Tomato Catsup, bottled or in bulk  
Perry's English Sauce, Worcester Sauce  
bottled or in bulk

WRITE US FOR QUOTATIONS

**Taylor & Pringle Co.,**  
Limited  
Owen Sound, Ontario

## Your Business Barometer

will stand at "SET FAIR" if you are handling goods which bear the stamp of quality!

In no department is this of such vital importance as in your sardines.

You will have no anxiety on this score if you handle—

## King Oscar BRAND SARDINES

the purest, sweetest and best packed fish on the market.

Canadian Agents

## J. W. BICKLE & GREENING

(J. A. Henderson)  
Hamilton - Ontario



By Special royal permission



THE  
PUREST  
AND  
BEST

## MR. DEALER

Have you stocked the new 5c. tin  
**St. Charles Brand ?**

Some of your customers will want it and any jobber can supply you. It's a convenient package and only **\$2.00** per case.

Manufactured by



**St. Charles**  
**Condensing Co.**  
INCERSOLL, ONTARIO  
CANADA



When over 95% of your customers use

## Windsor Salt

for table and dairy, what is the use of taking up room in your store with any other brand?

Windsor Salt satisfies everybody, and it's never dead stock on your hands.

**The Canadian Salt Co.,**  
LIMITED,  
WINDSOR, Ontario.

Your equipment may be the best, but to have it so

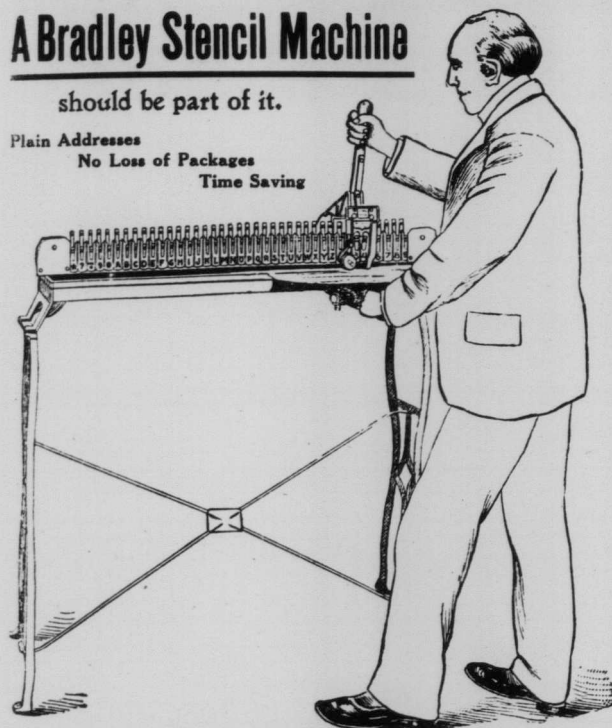
## A Bradley Stencil Machine

should be part of it.

Plain Addresses

No Loss of Packages

Time Saving



LET US SEND YOU PARTICULARS

**HAMILTON STAMP & STENCIL WORKS, Limited**

Sole Canadian Agents

**HAMILTON and TORONTO**

Toronto Office and Wareroom: 38 Colborne St. and Leader Lane

# Kandy Kid

MEANS:

**Popcorn  
Peanuts  
Prizes  
and  
Profits  
TO YOU**

YOUR WHOLESALE GROCER  
HAS IT, OR WRITE US  
FOR SAMPLE

Made Only By

## Clyde Fuller & Bro.

WINDSOR : : : ONTARIO

¶ If you are interested in good Bond Papers, send for our sample book. We make the following lines:

**Superfine Linen Record  
Earnscliffe Linen Bond  
Standard Pure Linen  
Empire Linen Bond  
Crown Linen  
Colonial Bond**

SAMPLES SENT ON REQUEST

**THE ROLLAND PAPER COMPANY, LIMITED**

MONTREAL, QUE.

# Washing Day

loses half its terrors when

## WONDERFUL SOAP

helps to lighten the housewife's work, and she will have this soap and no other when once she has used it.

It is an honest soap, such as you like to handle, and it performs all we say. It whitens clothes and saves time and labor.

Recommend "WONDERFUL." It will pay you well.

Let us send you quotations.

**THE GUELPH SOAP COMPANY**

GUELPH

ONTARIO

Merchants who handle

# Richards Pure Soap



make a substantial margin of profit. Are you one of them? You will find it profitable to stock as well—

## RICHARDS

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

## BAIRD'S

### "Second-to-None"

## Pickles



So called because they are second to none for quality.

No other manufacturer has produced a better pickle at the price, and there are few as good.

GOOD, SOUND  
VEGETABLES  
and  
PURE VINEGAR

Low Price  
High Quality

JOHNSTON, BAIRD & CO.  
GLASGOW, SCOTLAND

# GINGERBREAD

BRAND

# MOLASSES

**THE KIND THAT SELLS**

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

When ordering from your wholesaler mention the above brand.

**The Dominion Molasses  
Co., Limited**

HALIFAX - NOVA SCOTIA

# DOME LEAD

There is no better stove polish to be had in the world than

## James Dome Black Lead

Pays both Jobber and Retailer a Good Profit.

W. G. A. LAMBE & CO. - Canadian Agents.

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

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

**QUAKER BRAND SALMON**

**MATHEWSON'S SONS**

WHOLESALE GROCERS

202 MCGILL STREET, MONTREAL

**\$10.00**  
**For a Name**

This amount will be paid for the best suggestion for a name for our new brand of

**Sweet Pickles**

To none should a happy thought come more readily than to the grocers of Canada. Make a try.

Should more than one suggest the name adopted, the prize will be awarded the one whose reply is first received.

All replies must be received by March 12th.

Address your communications to

**The T. A. LYTLE CO., Ltd.**  
STERLING ROAD, TORONTO, CAN.



**THIS TIN CONTAINS**

**100%**

PERFUMED - POWDERED

**LYE**

THE QUESTION OF QUALITY BEING SETTLED, WHAT ELSE INTERESTS YOU?

**A MUCH LARGER PROFIT** THAN YOU HAVE BEEN RECEIVING ON SIMILAR GOODS.

**A TIN CONTAINING** ABOUT A QUARTER POUND MORE LYE THAN IS USUALLY GIVEN.

**A TIN WITH ROTATING COVER** AND SIFTING TOP

YOU WANT MORE PROFIT  
YOUR CUSTOMERS MORE PURE GOODS

**OPPORTUNITY OFFERS** TAKE IT TO-DAY

**WHITE SWAN SPICES AND CEREALS LIMITED**  
TORONTO



**White Moss Cocoanut**

is the acme of purity in cocoanut manufacture. It is known to be such from coast to coast and is consequently highly thought of by every housewife. So it pays the grocer to sell this brand.

**The Canadian Cocoa Nut Co.**  
MONTREAL

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

# OLIVES!! ONCE A LUXURY, NOW A NECESSITY

OUR LINES ARE:

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

SELECTED FIRST QUALITY FRUIT ONLY.

PACKED TASTILY IN NEAT GLASS PACKAGES AND IN BULK

FOR SALE BY ALL JOBBERS FROM COAST TO COAST.

## GORMAN, ECKERT & CO., Limited

LONDON

LARGEST PACKERS OF OLIVES IN THE BRITISH EMPIRE.

WINNIPEG



MADE  
IN  
CANADA

Which would you do, employ one man at \$4 a day and board, or 4 men at \$1 per day and board, if the one man could do the work of the four?

### THE McCASKEY ACCOUNT REGISTER SYSTEM

is the one man end of this problem. Ask us why. Information is free.

DOMINION REGISTER COMPANY,  
LIMITED

Successor to The McCaskey Register Co. in Canada

96-104 Spadina Avenue

TORONTO, CANADA

When You Buy

# Redpath

Extra Granulated Sugar, you secure the results of the latest process, of modern machinery and of years of experience.

Manufactured by

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



## SHIRRIFF'S JELLY POWDERS

Produce delicious jelly.  
Retain the natural fruit flavor.  
Are easy to handle.  
Pure and palatable.  
Refreshing and Reliable.

Are You Stocking Them?

They are sure and profitable sellers.

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



ESTABLISHED OVER 200 YEARS

**HAMPION'S**

**MALT VINEGAR**



LONDON, ENGLAND

IS THE BEST

Commands a Preference over all others.

Made from the finest malted barley.

AGENTS  
 W. S. Clawson & Co., South Wharf, St. John, N.B.      W. H. Escott, 141 Ballantyne Ave. East, Winnipeg  
 Green & Co., 25 Front Street East, Toronto      R. Robertson & Co., 25 Alexander St., Vancouver, B.C.  
 J. W. Snowden, 413 St. Paul St., Montreal

We are open to do business on easy consignment terms

Write our Agents for Particulars

FOR RAPID  
SELLING

**ASEPTO**

Soap Powder

(The enemy of Dirt)

is unrivalled. Will not injure the hands or most delicate fabrics. Washes thoroughly, quickly and with least amount of labor. Leaves you a splendid profit. Write us.

Please send your orders for Quebec and Ontario to Rose & Laflamme, Limited, 400 St. Paul St., Montreal, P.Q.

**Asepto Mfg. Co.**

St. John, N.B.

**Thurston & Braidich**

128 William Street      NEW YORK CITY

Direct Importers of

VANILLA BEANS

TONKA BEANS

GUM TRAGACANTH

GUM ARABIC

Winnipeg Representative,

**W. H. Escott**

Wholesale Grocery Broker

141 Bannatyne Ave., East

**Repeat Orders** is the story of all Grocers who handle

**Canada First Evaporated Cream**

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



THE AYLMEY CONDENSED MILK CO., Limited,

AYLMER, ONT.

1910

**CHICKEN THAT IS CHICKEN**

**Tartan  
BRAND**

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

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

SEE OUR TRAVELLERS OR 'PHONE 596 FREE TO BUYERS

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

*St. Lawrence*

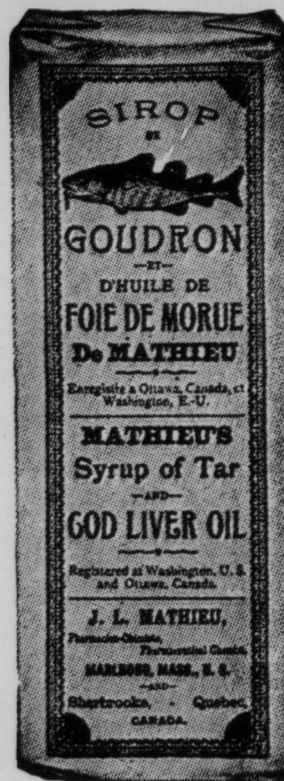
**GRANULATED**

and

**GOLDEN YELLOWS**

Made only from Pure Cane Sugar

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



**MATHIEU'S SYRUP**

of Tar and Cod Liver Oil

has a more certain sale than most remedies. It is largely advertised, so that every one is familiar with the name.

It has been so successful in effecting cures that every user is a publisher of its excellent qualities.

Its sales have increased wonderfully everywhere. It is a sure seller.

**MATHIEU'S NERVINE POWDERS**

are needed wherever colds are attended with pains and fever.

See that you are well supplied with both, as the season of Colds is now on.

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

Distributors for Western Canada:

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

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

**PURE SPICES!**

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

Be on the safe side and sell

**"PRINCE OF WALES" BRAND PURE SPICES**

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

# Meadow Cream Sodas are Our Leader

BUT

*Our Graham Wafers in 2-lb. tins, and Arrowroot in cartons are very handy packages, and give the best of satisfaction.*

**The W. J. Crothers Co., Limited.,**  
Kingston, - - - - - Ontario



Effective

Economical

The Effective Preservation—

—of your Perishables

No Grocer or Butcher can afford to do business without a **EUREKA REFRIGERATOR.**

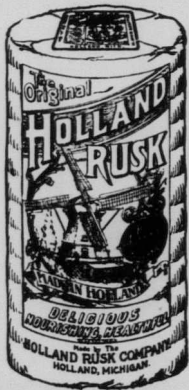
## The Eureka Patented System

is an absolute guarantee against dampness and foul air. Goods will keep fresh in a Eureka longer than in anything else made. This Refrigerator is used by the leading merchants in all parts of the Dominion.

WRITE FOR CATALOGUE

**Eureka Refrigerator Co., Limited**

56 Noble St., (Near Queen St. Subway) Toronto



## Have you stocked it yet?

If you haven't, we want to impress upon you that you're losing some very profitable business.

# Holland Rusk

The dainty Dutch delicacy

There is nothing else like it on the market. It will be the easiest seller in your stock. It will pay you a splendid margin of profit.

Order a case to-day.

**MacGREGOR SPECIALTY CO.**

Canadian Importers, TORONTO

Holland Rusk Co, Holland, Michigan, Sole Makers in America

# JAPAN TEAS

WE ARE NOW SOLICITING  
IMPORT ORDERS FOR  
THE COMING SEASON

## S. T. NISHIMURA & CO.

MONTREAL AND JAPAN

# 75,000 Gallon Pickles in Brine

This is at least one of the largest stocks held in Canada.

**Kegs—1, 5 and 10 Gallon.**

**Bottles—Malt lever tops, and 40 oz. square.**

Write for prices before placing orders elsewhere.

## Thos. McCready & Son, Ltd., St. John, N.B.

Bonded Vinegar, Pickle and Spice Manufacturers.

### It's a Pleasure

To sell an article whose worth and superiority are acknowledged—a line that does not take an awful lot of talking, pushing and explanation to move. Such a line is

# SNAP

which differs from other hand-cleaners, because it is beneficial to the skin, whilst positively removing every vestige of dirt, grease, paint or tar.

Buy from your jobber.

## SNAP COMPANY

MONTREAL : : CANADA



### Fire Protection

The Merchant Must Have Fire Protection For His Accounts.

The Huber Commercial Account Register Interior Takes Out and Fits Any Safe.



### NO MISTAKE ABOUT THIS

Besides it cuts out your book-keeping, collects your account and pays for itself within a few months. Hundreds of Canadian merchants will testify to this. Let us send you our Catalogue and Booklet showing what they say.

ADDRESS

**R. B. Belden & Co.,**  
178-180 Victoria Street - Toronto

It Pays to Sell Goods That Give Satisfaction



A LEADER FOR 50 YEARS

## COOK'S FRIEND

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

"IT CONTAINS NO ALUM"

## W. D. McLAREN, LIMITED

BAKING POWDER SPECIALISTS - - - - - MONTREAL

THE CANADIAN GROCER

# H.P. SAUCE

*England's Most Popular Sauce*

H.P.'s popularity as the ideal sauce has reached Canada. The live H.P. Canadian advertising is creating a demand for **YOU** to supply.

If there is any difficulty in obtaining H.P. Sauce, send a post card to our agents,

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



## Profitable and Seasonable Sellers Suggestions for Profit

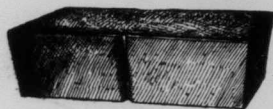
You  
Know  
the  
Label



Always  
Depend-  
able  
Quality

Noted for its Uniformity and Delicate Sap Flavor  
—True to Nature. Ask your wholesaler about it and  
the satisfaction it gives.

**Twin-Block Pure Maple Sugar**



\$3.00 per case  
Goods Speak for Themselves

**We Feature Our Prompt Shipments**

**Sugars & Cannery, Limited, - Montreal**

### Money-Making Confectionery Lines :

Quick Sellers, all of them. Known every-  
where and appreciated, too.

Walnutine Blocks (about 1/2-lb.) 30 to case .. \$2.00  
Maple Cream Blocks, " " " " " " " " 2.00

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

### Also a Full Line of Gross Goods

Goods made up to Order, and shipped FRESH  
direct in five-case lots, prepaid, when the freight rate  
does not exceed 40 cents per 100 lbs.

What's the use of your  
tongue, Mr. Grocer?

## AURORA

yourself, and then to tell  
your customers how good  
it is! The best that  
money can buy.

**W. H. GILLARD & CO.**

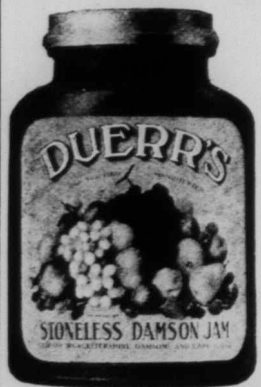


Why! For just two things,  
First to try it on

## COFFEE

Retails at 40c. and leaves  
you a real good profit.  
Don't miss this chance.

**HAMILTON** Branch: Sault Ste. Marie



**"BRITAIN'S BEST"**  
**DUERR'S**  
 VACUUM-BOTTLED  
**J A M S**  
 ARE UNEQUALLED FOR FLAVOR

Keep perfectly any length of time.  
 Absolutely pure  
 No preservatives.  
 English fruit and cane sugar only.  
 One size, 1½ pounds net, attractively  
 labelled.  
 Ask your wholesaler

Duerr & Sons, Old Trafford, Manchester, Eng

**PRESERVE your PERISHABLES**  
 during the hot summer months  
 by installing an

**ARCTIC Refrigerator**

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

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



**HAVE YOU TRIED**

**MOLASSINE DOG and PUPPY CAKES?**

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

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

QUOTATIONS AND SAMPLES FROM

**ANDREW WATSON, - Sole Importer**  
 91 PLACE YOUVILLE MONTREAL

**STORAGE IN HAMILTON**

A new fireproof Storage Warehouse.  
**RACK FACILITIES**  
 Every convenience to reduce the cost of handling Merchandise  
**IN BOND OR FREE**  
 Lowest Insurance  
 Experienced Warehousemen  
 Accounts Solicited

**Storage and Transfer Co., Limited**  
 Hamilton - - - Ont.



**DUST IS A GENERAL NUISANCE**  
 BUT IT CAN BE AVOIDED BY USING

**DUSTBANE**

on sweeping day. "Dustbane," moreover, disinfects the room and restores carpets and rugs to their original freshness. The women swear by "Dustbane" when once they have used it. Get them on your side by selling "Dustbane." There's money in it for you.

**Dustbane Manufacturing Co.**  
 Boston, - Mass.  
 Canadian Factories: Winnipeg, Manitoba, St. John, N.B.

Ask Your Wholesaler for These Goods



Saves time.  
 Saves money.  
 Saves you bags.

Should be in every grocer's store.

**McGregor's Patent Bag Holder**

**KILGOUR BROS.**  
 Wellington St. West TORONTO

*Wolverine* **Show Cases**

The best show case made in America for the money.

Price, \$4.50 per foot f.o.b. Detroit

**W. H. ESCOTT**  
 141 Bannatyne Avenue  
 Winnipeg, Selling Agent

No. 100.  
 This case is finished in golden oak—Beveled plate top.—Shipped K.D.—  
 Made by

**Michigan Show Case Co., Detroit, Mich.**



**BLACK JACK**

QUICK, CLEAN, HANDY

TRY IT.



SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

G

CANA

TH

Adams, J.  
 Allan, Robt.  
 Allison, Con  
 American T  
 Andrews &  
 Anderson,  
 Asper, Ma  
 Ayler, Co

Balfour, S  
 Bell, R.  
 Bell, J. V.  
 Blue Ribbon  
 Border, Cor  
 Bowen, E.  
 Bowen, S.  
 Brand & Co  
 Bristol, Ge

Canadian I  
 Canada Ma  
 Canada Sug  
 Canadian B  
 Canadian C  
 Canadian M  
 Canadian S  
 Canadian S  
 Canadian S  
 Canada Br  
 Canada Co  
 Canada G  
 Canada M  
 Canada W

Clare, W.  
 Clenden &  
 Clenden, R.  
 Collins, S  
 Computing  
 Canada Ca  
 Canada Br  
 Canada Co  
 Canada G  
 Canada M  
 Canada W

Davis, Wm  
 Dignard, L  
 Dominion I  
 Dominion C  
 Dominion M  
 Dominion B  
 Dominion V  
 Downey, W  
 Durr, S  
 Duncan, W

# Get After the Peddler

Reach out after the tea trade he is getting—the trade that rightfully belongs to you. But how is this to be done? Only by educating your customers to purchase goods the peddler cannot buy. You can never hope to win back the peddler's tea trade by selling bulk teas. The peddler sells that.

Concentrate your energy and selling force on pushing a tea of supreme quality—well advertised and having an enormous sale—a tea the peddler cannot buy. Such a tea is

## "SALADA"

The most popular tea for a grocer to handle. For seventeen years it has maintained its prestige as the highest grade tea. A constantly growing demand shows its great value to every grocer as a sure trade-winner. With "SALADA" you serve the public well, and the peddler can't take your trade.

**Prove it Yourself, Mr. Grocer**

CANADIAN OFFICES - - - - - TORONTO OR MONTREAL

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# Retailer's Failure Due to Inadequate Service

**Neglected to Deliver Goods Promptly—Did Not Look After Service to Children—His Competitor Across the Street Made a Good Success Because He Gave Scientific Service—Provided Tables for Serving Tea to Ladies—Was Prompt in Tracing Complaints.**

A Canadian grocer went out of business the other day in a prosperous town because he could not hold his trade.

He could not hold his trade because he did not give his customers the service they received for nothing from others.

For instance, one morning a woman ordered some jelly powder to assist in the making of a dessert for dinner.

She wanted it sent up early, and the clerk promised it would be there on time.

By an oversight the jelly powder did not go; the woman had no dessert for dinner that day on which, as it happened, her husband brought home with him a guest.

This naturally made her wrathful and her entire trade was transferred to a grocer across the street. It meant a loss of \$300 to the former grocer.

On another occasion a telephone order was placed with the same store for a few pounds of bacon.

The grocer was just out of bacon and he told the woman so, but made no offer to secure it for her.

The result was she ordered the bacon from a grocer across the street, who, although he too happened to be out of bacon, promised to fill the order without mentioning the dearth of his stock.

The contrast between the service of the two merchants formed an impression on that woman's mind; a similar occurrence happened a few days later and gradually she transferred her account to the grocer across the street.

The first dealer who supplied her lost an annual account of \$300 through inadequate service—\$25 every month.

A little girl came into the store one afternoon for some groceries for her mother. She had to wait a couple of minutes for her turn to be served.

In the meantime three or four grown-ups also stepped up to the counter; the latter were served first, and the little girl was late arriving home.

Upon being questioned by her mother the latter learned the cause of the delay and as this had happened before, she also took her account away from that store and gave it to the merchant across the street.

This meant another loss of \$300 per year.

By inefficient service this grocer continued to lose customer after customer and each one told of the inattention she had been getting.

Gradually he became unable to meet his regular payments and eventually he failed.

His chief fault was inefficient service, because he was not a scientific grocer.

He had been doing business with 100 customers and making a turnover at the rate of \$30,000 annually.

With scientific service he would have made money—the lack of it caused him to fail.

Adequate service is recognized by the scientific grocer of the 20th century to be one of the most important requirements in a store.

Science in service was used by the grocer across the street, who was getting all the custom lost by his negligent competitor.

He saw to it that the one woman got her jelly powder when she wanted it; that the other secured the bacon, even at some extra trouble to himself, and that care was taken to wait on customers in the order in which they came into the store.

He looked closely after his assortment, being careful to have on hand what was called for.

He was able to do this easily because he did not stock too heavily on any single line.

The jelly powder was sent to the woman who required it at the stipulated time. She received other goods at the proper time, and eventually gave him her whole grocery account, which amounted to \$300 annually.

Another woman called him up by phone late one Saturday evening saying that she had overlooked getting a roast of beef for the Sunday dinner, and would he kindly help her out?

The grocer readily consented, secured the beef and had it sent to her home.

This simple act of kindness won him a steady customer; she was under an obligation to him (but of course, he didn't tell her so), and in her teacup conversation with her friends that grocer got many a good recommendation.

When women came to his store to shop there were always a few chairs handy for them.

In one corner of the store were a couple of attractive tables, where tea was served free to those who desired it.

Women used to look forward to their cup of tea in that store and unconsciously they would advertise it to their friends, whenever the subject of shopping came up.

The proprietor always made it a point to speak to every person who entered the store, for he knew that all appreciated it.

He saw to it that his salesmen looked after the wants of children just as readily as those of grown-ups.

Children were served in their turn and given the same considerations as the elder people.

All complaints were carefully attended to and a point was strained to make things right.

For instance, one evening a telephone call was received to the effect that a wrong brand of coffee had been sent up.

The grocer regretted the occurrence, said he would exchange it and look into the matter.

In two minutes he called up the woman to explain that one of his salesmen who was unaccustomed to taking her order, had made the error.

He had called his attention to it and it would not occur again; in the meantime a boy was on his way to her house with the kind she wanted and would she kindly let him have the other?

In a few years' time he had secured double the custom, simply because he gave scientific service to his customers.



## Time that Canada had a Definition for Pure Jam.

So Thinks Writer on Subject of Recent Government Bulletin Referring to Jam Inspection—Preservatives or Dyes not Necessary He Claims—Why Coloring Matter is Used.

By E. D. Smith.

I notice in your last issue a short editorial congratulating the country on the fact that in the last Bulletin issued by the Department of Inland Revenue, Bulletin 194, a great majority of the jams called "pure" have been found to be so by the government analyst. This certainly is a great improvement over the condition which existed even three years ago, much less five years ago, but even yet conditions are not what they ought to be and are really not what your analysis of that Bulletin would indicate, because under our present antiquated pure food laws the presence of preservative and dye stuffs in jams do not necessarily stamp them as adulterated. Under our present laws jam may contain dye stuffs and preservative and too great a percentage of water and still be called "pure jam."

Of the 116 samples examined, although only one was pronounced adulterated and seven doubtful, there was a total of 49 which either contained preservative or dyes, or of which the water contents were unduly high, a greater portion of them having both preservative and dye stuff in them. Now what is the object of dye stuffs in jam, jelly or marmalade, and what is the object of preservative in jam, jelly or marmalade? The only possible object is to cover up ignorance or carelessness. A clean, careful, up-to-date manufacturer has no need of either of these articles. They are absolutely superfluous.

Of course, by the means of coloring matter a manufacturer can dress up otherwise off colored goods; he can cover up a lot of defects and if the public prefer bright colored goods, it is very easy to use the dye stuff. But with care in manufacture and a little common sense on the part of the consuming public in discriminating and judging whether goods are artificially colored or not, there is no need of it. But if one manufacturer can use coloring matter in every sample tested and the jam still be pronounced pure, of course, it goes without saying that every manufacturer will use it in time because it is a great handicap for a manufacturer who does not use dyes if his goods are classed as of no higher standard in Government Bulletins than the goods which are colored.

### Color Appeals to Public.

The one using coloring takes the eye of the public, pleases the retail grocer because it pleases the public. The one using no dye stuffs cannot have his goods of the same color—nature does not make them that way. One lot of strawberries or raspberries may be quite different from another, but although his goods are put up pure and without dyes he gets no credit for it except from those who read the Bulletin under our present out-of-date laws which are to be amended in the near future—and, I trust, will be so amended that anyone using dyes or preservative will be obliged to so state it on the label. Then the manufacturer who has

been getting along without these will reap his just reward.

Why should a manufacturer of jam use preservatives? There is not the slightest necessity for it, and yet 19 of the samples contain preservative. Now the query is if 97 samples were put up and analyzed from different makers in the world without preservative, why could the 19 not have been put up without the preservative? It is evidently used to cover up something. I do not say that preservative should never be used for any purpose, but I say it should not be used where it is unnecessary, and that is the case of janes, jellies and marmalade.

Another thing that this Bulletin does not show, is the fact that all of the samples of jam in this Bulletin may have contained 10 per cent. of glucose. By a careful perusal of the preface the following will be seen: "It is true that no legal definition of jam or explicit standard for the article yet exists for Canada, nevertheless the meaning of jam as fruit boiled in mass with sugar and water is so well recognized and the term has legal meaning in so many countries that I have no hesitation in declaring a product made of more than 10 per cent. glucose is adulterated under the Act."

### Definition of Jam Needed.

Consequently we do not know how many of the 116 samples contain 10 per cent. of glucose. It is surely time that

we should have a definition of jam in this country. As conditions exist at present, I believe most of the imported jams contain 10 per cent. of glucose or less, whilst some of us are getting along without an ounce in this country and are thereby working at a disadvantage of cost so that of these 116 samples only one of which was declared adulterated, the whole lot may contain 10 per cent. of glucose. Forty-nine of them are declared to contain preservative or dyes or both, or water contents unduly high and sometimes all three.

I think it is only fair that this side of the case should be presented and every grocer will be doing himself a justice, as well as the manufacturers of this country, if he will send to the Department of Inland Revenue at Ottawa, secure Bulletin 194, and carefully peruse the contents.

### BUSINESS MAN FOR MAYOR.

Napoleon Drouin, one of the proprietors of the Rock City Tobacco Co., won the Quebec mayoralty contest last week with the big majority of 1,324. Mr. Drouin is a business man of a fine calibre. Besides being interested in the tobacco company above referred to, he is also engaged in the wholesale grocery business. He has been a member of the Quebec council for the last 14 years. His opponent was Senator Choquette.

### PERSONAL.

W. W. Hutchison, eastern manager, Lake of the Woods Milling Company, is back in Montreal.

F. H. Anson, Montreal, Superintendent Ogilvie Flour Mills Company, has returned from Europe.

## Things That Shouldn't Be



Retailers should be careful to allow only the brightest clerks in the store to take orders over the telephone.

# Practical Methods Used in Retail Grocery Stores

**A Potato Window Display in Chatham—Edmonton Merchant Points Out Value of a Country List—The Late Saturday Night Delivery Question—Why the Clerk Gets in Debt—Another Change From Credit to Cash.**

## Late Delivery Elimination.

Bracebridge, Ont., March 3.—Another link in the chain of success attached to our six o'clock delivery system will be attained on Saturday, Feb. 26. The butchers have agreed to follow the grocers in cutting out the late Saturday night delivery on that date. This means that in Bracebridge in the future there will be few overworked men and horses seen on the streets on Saturday nights delivering groceries, flour and feed, bread, milk or meat until after midnight and away on into Sunday morning.

A good feature of the elimination of this late delivery is that practically all stores here will now be closed by 10 o'clock, giving the merchants and clerks a respectable time for retiring.

## Against Co-operative Bill.

Ottawa, March 3.—There is considerable opposition to the Co-operative Bill now before the House of Commons among the retail trade here. One grocer spoken to, condemned the principle of giving to Co-operative Societies at no expense to them, rights for which joint stock companies have to pay dearly. Further it would seem to open the door to all kinds of dishonest practices, because under the Act, it would be possible to form a society with the word "limited" forming part of its name, which society would be composed of say four boys, twelve years of age and three adults with a total paid up capital of \$7. Such a society might borrow money from its members so as to be able to show a good bank account and on the strength of this account obtain for itself extensive credits, afterwards paying back to the members their cash loans and subjecting the creditors to heavy losses.

Moreover, no provision is made in the Act whereby outsiders can procure copies of the rules of societies so incorporated, yet a knowledge of these rules is almost essential in determining whether or not a society is worthy of credit.

## Clerks Were Appreciated.

Winnipeg, March 3.—"I tell you we enjoyed ourselves at Mr. Waring's home last evening, and it was certainly fine after a hard stocktaking season, for him to have such a jolly recreation," was the casual remark of a clerk in the Robinson & Co. store "the morning after." C. W. Waring, the manager, believes in showing appreciation for services rendered. "My boys were good to me during the holiday and stock-taking rush and I wanted to do some

thing for them," said Mr. Waring. So the entire staff of eighteen men and one lady were invited to the manager's home where a banquet was prepared for them by Mrs. Waring and her daughter.

## Potato Window Display.

Chatham, Ont., March 3.—A window piled full of the best quality of Kent County potatoes is an attractive feature at the King Edward Grocery, conducted by G. S. Bartlett.

A large, neatly lettered show card, hanging in the window, states: "Finest Kent potatoes, one peck with every order, 11c per peck."

Potatoes rarely forming the subject matter of a window display, the big pile of them has attracted much attention, especially in view of their large size. The price enhances the effect.

The pile of potatoes is surmounted by a basket of lettuce, and backed by smaller displays of cabbages and apples, the King Edward Grocery featuring fresh vegetables and fruits at all seasons of the year.

## Keeps a Country List.

Edmonton, Alta., Mar. 3.—In a town or city surrounded by a good farming district, it is always advisable to have at one's finger tip some special prices on goods in large quantities. This is the claim at any rate made by an Edmonton merchant who sees to it that his clerks are just as well acquainted with these prices as he is himself.

He has special prices for instance on soap by the box, beans by the bushel, flour by the barrel, sack of rolled oats, lard by the tub, salt by the barrel, etc. This 'handy' list saves considerable time and is augmented when a farmer asks for a quantity of something not already on it. It prevents the necessity of the clerk going to the proprietor every time a quantity of anything is purchased to find out the price. If this list is not kept, very often the proprietor has to go to his books to determine what he is entitled to get.

## An Opening Announcement.

Hamilton, Mar. 3.—In opening a new store in Hamilton recently, the proprietor placed the following reader in a daily paper under the heading of "The New Baby":

"In the world of grocery stores a new baby to-morrow offers itself to an ever expectant public. It is located at 146 James Street north, and is Carroll's sixth store. Everything in the store is new and up to date. It is lighted by electricity. The cash register is operated by electricity, and the coffee mill, which grinds coffee fresh for every customer, is driven by electricity. The cases, counters and shelving are of

solid oak and are most complete, convenient and sanitary. This feature will appeal to you, as all articles of food are kept in bins and drawers, which are positively proof against dust, dirt, mice, rats or other vermin, but most important of all, the stock is entirely new, bright, clean and thoroughly high grade. While the prices; just you look up Carroll's advertisement in this paper and get the surprise of your life."

## From Credit to Cash.

Wallaceburg, Ont., Mar. 3.—Peter Forbes, grocer and butcher, turned over a new leaf, commencing Monday, and henceforth will conduct his business on a strictly cash basis. In the course of his announcement the following statements, among others, appear:

"Cash is King—at Peter Forbes' store after Monday. Credit business is no good with him after that date. The credit business is a curse to any town.

"Have you ever stopped to think what a cash dollar will do for you in the way of buying your table supplies? Do you know that the man who sells for cash can afford to sell so much cheaper than the one who is charging up his goods on the book all the time, making bad debts that he will never be able to collect? Do you know that the cash business is the only satisfactory way to do business? If not, try it and be convinced. If you stick to it, you will save enough in a year to open up a bank account."

## Why the Clerk is in Debt.

St. John, N.B., March 2.—A close observer of the retail salesman problem referred recently to the fact that there were many clerks who did not live within their incomes. Some are habitually behind with their finances, he said.

"No matter how their salaries may increase, they are proportionately behind in making things meet. When an employe is getting \$8 a week he is owing \$10, and he is working hard at the catching-up game all the time. He figures it out that if he only got \$10 he could apply the \$2 extra, and catch up in three weeks. The theory is all right, but the practice is not, for when this individual gets \$10 a week, instead of applying the \$2 extra to catching up, he finds that he wants better necessities and better underwear, and makes greater expenditure all along the line, so that instead of wiping out his debt he finds himself in still greater debt on his increased wages."

## Changes Displays Often.

Sydney, C.B., March 2.—One of the grocery store proprietors here who goes in extensively for window dressing is A. D. Ingraham. He is a firm

liver in nice window trims as a means of drawing trade and as a consequence has some splendid displays which he changes often. He caters to the best trade in Sydney.

F. Miles who opened a store here three years ago has built up a good business by keeping good goods, selling at fair prices, keeping an up-to-date store and by giving the public good service.

**Service Rendered by a Recipe.**

Halifax, N.S., March 2.—The grocer's customers always appreciate any little attention in the way of recipes for making household dainties. This has been exemplified by a Halifax grocer in the sale of oranges for marmalade. With each purchase he hands out the following recipe:

"Cut the oranges in quarters, take out the cores and seeds, to each pound of fruit allow three pints of cold water. Put into a bowl and let this stand till next day, then squeeze the pulps, cut them into thin slices, and return them to the bowl of water; leave all till next day then boil till very tender. Again return all to the bowl, and after a day and night weigh the boiled fruit and water. Then place all in the preserving pan and add to each pound a pound and quarter of lump sugar. Then boil, stirring constantly, for an hour or more, or till the syrup jellies and the peel is transparent."

He finds this much appreciated by his customers, many of whom follow the recipe with success. This little act of service tends to hold his trade as well as to get new business.

**WATCHING APPLE SHIPMENTS.**

**Complaints About Condition of Apples Arriving on British Market Being Investigated.**

St. John, N.B., March 3.—W. W. Moore, chief of the market branch of the Canadian Storage Department, Ottawa, was in the city last week looking after a shipment of apples which the Agricultural Department at Ottawa are sending to the Mother Country. This shipment is one carload of seven which they purchased last autumn in Ontario for experimental purposes.

For the last two years there have been numerous complaints from England regarding the poor condition of the apples which they receive from Canada. It seems that through some defect in the packing, or else from not being properly aired for while in cold storage, the apples, in the course of time, become moulded here and in that condition were placed on the English markets.

The result of this is obvious, and the Canadian shippers have had to stand by a great reduction in prices. The Agricultural Department, however, have taken up the question and are now endeavoring to better conditions. Last autumn they purchased seven carloads of apples from Ontario and used them all strictly for experimental purposes.

Among other things, they have tried different methods of packing and have also placed apples in cold storage at different degrees of temperature. Whichever proves to be the better means of preserving the fruit will be resorted to in future. This will not be known, however, until all the shipments have been received in England and word sent out from there.

Speaking of the butter and cheese exports to England during the last year, Mr. Moore said that there was a marked increase in the shipment of cheese, but a great falling-off in butter. He attributes the decrease in the exports of butter to the fact that the home consumption of this is now greater than it ever was, and also to the fact that of late a large amount of the Quebec and Ontario cream is being sent to the United States.

**THE BREAD SALES ACT.**

Toronto, March 3.—The weight of a loaf of bread is again causing the Ontario Legislature to do some serious thinking. Owing to some complaints

**A THORN IN THE TRADE.**

N. Y. Journal of Commerce.

Secret rebates given by traveling salesmen for grocery houses to retail buyers have been a thorn in the trade, and is said to have been the real reason back of considerable of the trouble between some manufacturers of foodstuffs which required that their goods be sold at a set price and some jobbers who refused to sign affidavits that there had been no cuts in price. The trouble seems to have crossed the border into Canada, according to The Canadian Grocer, of Toronto. While there is an anti-tipping law in New York, Canada seems to have one more stringent, according to the Canadian paper.

that have been made. W. K. McKnight withdrew the bill he introduced in 1908 and substituted for it a bill to be known as the Bread Sales Act.

It is pointed out that the chief difference between the two bills is that the last Bill limits the weight of bread to twenty and forty ounces, and it makes no provision for any other size loaf to be sold excepting it is made under a direct contract between the baker and the consumer, thus making it a legal offence for any dealer or grocer to take a contract for his customer for any weight of loaf that he or she may desire, but leaving it legal as between the maker and the customer.

To this clause E. M. Trowern, secretary of the Retail Merchants' Association of Canada, took strong objection, stating that it was an unfair restriction placed upon the merchant and if it were allowed in this Bill it might

creep into others, as the trade of merchants was restricted enough now without adding further troubles to him. Hon. Mr. Hanna promised that he would see that the retailer was protected and he fully appreciated the objection taken by him.

**MERCHANTS OPPOSE BILL.**

**Monster Delegation at Ottawa to Protest Against Co-operative Bill.**

Ottawa, Mar. 3.—The largest delegation of retail merchants that has ever visited Ottawa waited upon the Premier and members of the Cabinet on Friday morning, Feb. 25th.

The delegation filled every seat in the House of Commons and in the galleries. The object of their visit was to oppose the passage of the Co-operative Societies Bill, known as Bill No. 50 introduced by Lloyd Harris, of Brantford, and also to call attention to the fact that the bill introduced by Mr. Monk, M.P., contained clauses in it that made it practically a twin measure to the other bill and one whereby money could be raised from the poor people for saving and loan purposes and loaned out to the commercial company for the purpose of operation co-operative societies.

E. M. Trowern, Dominion secretary of the Retail Merchants' Association, and J. A. Beaudry, Dominion Treasurer, were the principal speakers and they strongly denounced the bills as being against the best interests of the commerce of Canada.

The delegation was introduced by R. Bickerdike, M.P.

Mr. Brophy spoke for the Montreal Board of Trade, Mr. Lariviere for the Chamber of Commerce, Mr. Cote for the Quebec Branch of the Retail Merchants' Association of Canada and Mr. Hebert, for the Sherbrooke branch.

Sir Wilfred Laurier assured the delegation that their interests would be fully considered but he advised the committee who had the bill in charge to give it their careful attention as the bill was not a government measure.

Col. Jno. Davidson, of Davidson & Hay, Toronto, underwent a very serious operation at the beginning of the week, but, his friends will be pleased to learn, at the time of going to press he was progressing favorably.

Geo. Watt, Sr., head of Geo. Watt & Sons, wholesale grocers, Brantford, Ont., died on Thursday, Feb. 24, at the ripe old age of 86 years. He was for 58 years connected with above firm and identified at various times in his life with educational and municipal interests in Brantford. At the time of his death he was the oldest merchant in that city.

**WOULD NOT BE WITHOUT IT.**

The Canadian Grocer,  
Dear Sirs,—Enclosed find money order for \$2.00 to renew our subscription to The Grocer for a year. We would not like to be without it.  
THE A. RONALD CO.,  
General Merchants.  
Minesing, Ont., Feb. 19, 1910.

## Retailers' Inquiries, with Answers Submitted

**Liability of Merchant When He Signs an Order—The Frequency of Scale Inspection and Penalty—Glycerining Eggs for Making Old Eggs Look Fresh—Change From Credit to Cash.**

### CASE OF A SIGNED ORDER.

Editor Canadian Grocer,—Kindly answer in next issue of The Canadian Grocer:

A orders goods from B to be shipped at future date, and A signs orders.

A cancels order 2 weeks before shipment; can B compel A to accept goods if shipped? H. T. A.

Kincardine, Ont., Feb. 24, 1910.

Answer—The construction placed upon this by business men is that since A signs the order he can be compelled to accept the shipment providing the goods are according to sample or representation. If such a contention were made then it would be a matter for either arbitration or for the law courts to decide.

### SCALE INSPECTION.

Question—Will you kindly let me know in your next issue how often scales have to be inspected, the cost of inspection, the penalty attached to a breach of the Weights and Measures Act and whether the Inland Revenue Department should fix them or not? Toronto, March 2, 1910. M. W.

Answer—The Inland Revenue Department states that scales are inspected every two years with the exception of coal and public weigh scales, elevator scales and all spring scales which are inspected annually. Anyone can demand that a scale be tested by the Department at any time, but in the event of the scale being found correct the party who laid the complaint is obliged to pay the cost of inspection. When a scale is found incorrect a "rejected" card is placed on it which reads: "This weight measure or weighing machine must be repaired and submitted for inspection before being used for trade purposes."

The cost varies from 50 cents up according to the capacity of the scale.

Section 25, Weights and Measures Act reads: "Every person who uses or has in his possession for use, in trade, any weight, measure, scale, balance, steelyard or weighing machine, which is false or unjust, shall incur a penalty not exceeding twenty-five dollars and not less than ten dollars, or, in the case of a subsequent offence, of fifty dollars; and any contract, bargain, sale or dealing made by the same shall be void; and the weight, measure, scale, balance, steelyard or weighing machine shall be forfeited, and shall be forthwith seized as being so forfeited."

The Inland Revenue Department does not fix scales.

### GLYCERINING EGGS.

Writing from Ashcroft, B.C., a firm of general merchants desire to know something about how eggs are glycerined and why.

Answer—The solution used for glycerining eggs, according to an experienced egg handler, is Muriatic Acid and water—one part of acid to 90 parts of water

being used. This solution is used for the purpose of making old eggs look fresh, as it absorbs all the dirt on the shell making it rough, and opens the pores so that the eggs appear to be newly laid. If an egg is left in this solution over night, the shell will have disappeared by morning, as it eats up the shell rapidly. The glycerine solution, therefore, does not preserve the quality of the egg, but simply makes the egg look newer. The egg is only dipped in the solution for a second and then taken out again.

### FROM CREDIT TO CASH.

Editor Canadian Grocer,—A short time ago in acknowledging a remittance from us you asked if you could be of any service to us, and taking advantage of your kind suggestion we would wish to have an expression of opinion or advice in regard to a problem with which we are now wrestling, viz. the change of our business system from that of credit to cash. Through experience and the medium of your valuable trade journal, you no doubt have come in contact with many other business men who deemed it necessary to effect this same change, and an expression of opinion would be thankfully received and highly appreciated.

Without taking up too much of your valuable time permit us to place our position before you as clearly as possible.

Our village is situated on an Island in Quebec, eight miles distant from the town of —, and nine miles distant from — Station, the terminal of the — branch of the C.P.R. Thus you see we are lacking in railway communication. It might be well to mention also that communication with the first named town from this island is established during summer by means of a ferry-boat (upon which a return fare of 15c is charged) while in winter the crossing is always safe over the ice.

Our store is centrally located in a prosperous farming section embracing four townships, and, while after beginning business with a small capital we have succeeded in nine years in attaining to a turnover of \$30,000, we feel that we could easily double this amount if we could retain the one-fourth of the business transacted in — by our farmers to-day. The large centre, of course, is always an attraction to people, the market is there and a large assortment of goods with presumably "better" prices. The "better" prices are usually higher prices for these merchants have very heavy expenses for rent, help, taxation, etc.; nevertheless it is difficult to convince customers that they can buy cheaper in the smaller places. To divert any portion of this trade we recognize the fact that attractive prices must be offered and under the credit system it is difficult. How then to change to a cash basis without losing too many customers at once, is the problem which confronts us.

Customers, whose annual accounts average \$200 to \$300 and are promptly settled, cannot be set aside without any consideration. It would appear almost as business suicide to do so. Provision for these is the chief point of difficulty in changing to a cash basis. At one time we had thought of lending them money, and taking their notes with interest, but abuses would likely creep in here, the money might be used for other purposes, and we would eventually become mere money-lenders. Here is the particular point upon which we would be pleased to have an opinion and advice from you.

Another point, after effecting the change, what would be the system of advertising to be adopted. Having no newspaper medium, how could we best spend our money to attain results from the advertising which we know is most essential to the conduct of a live and up-to-date business.

### GENERAL MERCHANTS.

The above letter from the "General Merchants," comes from Quebec province. The request is one on which it would be difficult to give advice which upon trial would be sure to prove absolutely correct. A business expert would have to personally look over the ground, because to understand such a situation knowledge of the public served by this store would be necessary. However, the following advice from an experienced grocer and general merchant who has been in the business for more than 30 years and who has made a close study of such matters should prove beneficial to "General Merchants," whether they adopt his recommendation or not.

He writes: "His condition is rather a peculiar one, and yet it should not be as difficult to arrive at the proper solution of the problem as under ordinary conditions. Being situated on an island may have influences with which I am not familiar, but I fancy that the necessity of crossing on a boat in the summer and over the ice in the winter should be in his favor, unless the trip on the boat is considered from a pleasure standpoint worth the fare of 15c. He is doing a very good business now and his object in changing for credit to cash is not that he needs the money, but to enable him to sell cheaper and to use a strong talking point. But even now, according to his statement he is in a position through lower expenses to sell cheaper than his competitors in a more expensive town. This would indicate that it is not altogether the bargain end of it that takes any of his customers to the larger towns. They may have friends there, or connections which they do not like to sever, and to cut prices for the purpose of gaining their trade may stir up an opposition feeling.

"If, by changing from credit to cash, he runs the risk of losing some \$200 and \$300 yearly customers, it is rather a dangerous thing to attempt, but if the attempt is to be made it should be done very carefully. Before taking this step I would advise him taking all reliable customers into his confidence and ask them for their opinions. If his case is properly presented to them, his friends should fall in with his own idea and support him. In considering this point he should be very careful not to impress them with the idea that he is doing this to keep the people from go-

ing to the larger towns, but that he does it solely for the purpose of giving his own customers still better service.

As a rule a credit customer will give him more of his trade during the year than if he paid cash and if he does not get the credit accommodation, he might considerably reduce his purchases. Personally I never like to encourage a credit business, but under the circumstances, I think he should move slowly and rather educate his customers to the cash system than to force them into it.

Lending money in the way he suggests has been tried, but always, so far as I am aware, led into trouble. Not having a local paper, his only way to advertise is by circular. I would advise a judicious use of the circular in placing before the farmers the reasons why the merchant is in a favorable situation to sell cheaper than in the towns. Whenever I could I would compare prices showing that mine were equal to the others if not better.

### TORONTO MARKET GETS GOOD CURRANTS.

#### Statement That the Contrary is the Case is Refuted.

Editor Canadian Grocer,—We read with some interest the letters headed "Why quality was poor," in your issue of January the 21st and Feb. 18th, referring to the quality of currants shipped to the Canadian market. Your readers would be in a position to judge on what authority the many wild statements, contained in these letters, were made if the writers had subscribed their signatures.

Our object in writing this letter is to refute the impression—at least as far as Toronto market is concerned—that it is the rule for importers to buy lowest grades of currants, and from preference, or in ignorance, deal with irresponsible shippers. Our experience is exactly the contrary. It may be true that competition forces some importers to buy low grade fruit at a low price, but of late years this has become the exception rather than the rule.

We have no desire to use your columns to get free advertising for our principals in Patras, and will not mention them by name, but as the trade, wholesale and retail, recognise them as amongst the largest and most reputable in the currant business, their deliveries made during the past six months amounting to over 12,000 half cases can be taken as some criterion of what grades are in demand here. Over 75 per cent. of the whole, comprised high grade fruit from the Patras, Gulf, and Vostizza districts, and of the remaining 25 per cent. of Filiatra fruit, the greater part was a selected grade on which a premium of at least 6d. per cwt. over the market price was paid. We can to-day buy in Toronto for either of your correspondents, currants of the very highest grades and as good as can be procured in London or anywhere else in the world.

That success in the currant business is reached by selling high grade fruit, and not by catering to buyers for price, is demonstrated by the fact that the firm in Toronto which imports the largest quantity of currants, confines its business almost entirely to grades of fruit

higher than the ordinary Filiatra, and is selling an ever increasing quantity of the highest of high grade, and high price fruit—the shade dried Vostizza. The same firm cleans all its own fruit and has a plant designed and built by itself second to none in the world.

To some retail grocers all currants look alike, taste alike, and they fondly believe, sell alike. The same grocer applies the same principals to everything he handles—so that this is not peculiar to the currant business—and fortunately bankruptcy has reduced the ranks of such men, to a very small number.

As in every other business, the importer of currants in Canada has occasionally been the victim of the unscrupulous exporter. However, "once bitten twice shy," and when an English dried fruit dealer visited Toronto last summer and in his efforts to make sales for a certain firm of Patras shippers, denounced almost without exception every other firm in the currant business, he was guilty of a tactical error and learnt to his discomfiture, that the firm for whom he was trying to do business had previous to four years ago made sales in Toronto, but a number of unpaid claims made a second advent into the market, in this generation, impossible. Knowing this, makes the unsigned letter you publish in your issue of the 18th of Feb. from London, England read like a joke, or something akin to it. Some of our London friends who pay this market a visit, are surprised that benighted "colonials" should deal direct with the source of supply, when we have the privilege of buying through London, by simply paying 3d or 6d per cwt. in insurance (or profit.)

Your correspondent in the hurried calls, which the business obtainable, warranted his making, evidently did not stop to get full and accurate information as to conditions here. Toronto importers do not purposely deal with shippers unknown to the trade—they have the opportunity of doing business, through the medium of able and responsible brokers, direct with almost every reputable shipper of currants in Greece, and from our personal knowledge they avail themselves of the opportunity.

C. L. MARSHALL & CO.  
Toronto, Feb. 28, 1910.

### APPLE SHIPPERS' LOSSES.

#### A Disastrous Season for Some Nova Scotia Men.

Halifax, N.S., March 3—The past season was in some respects a disastrous one for the apple shippers of Nova Scotia. The speculators and some of the growers who shipped their own fruit lost large sums of money. The heaviest losses were incurred early in the season, and were due entirely to the poor quality of the fruit. The apples in many cases were not matured and were rushed on the market in this condition. Then later on some of the apples arrived in poor shape, while others were improperly packed. All these conditions assisted in hammering down the prices, and it was a long time before the market recovered. It is stated that some of the shippers lost sums of money ranging from \$10,000 to \$20,000 in the early dealings.

When the better grade of fruit was marketed later there was a general improvement in prices, and the latest re-

ports received here are that apples are now in good demand and that even higher than the prevailing prices are expected. The shippers who met with losses early in the season now have hopes of evening up to some extent.

### CANNERS NOT IN MERGER.

#### First-hand Information From the Independent Canners Themselves.

In view of the interest centred in the names of the firms who are and who are not in the canners' merger, The Canadian Grocer has secured an authentic list of those who were not taken in. To obtain this list a letter was sent to the various independent canners—or they were personally seen—asking them whether or not they were in the merger.

The following were written:  
Alvinston Canning Co., Alvinston, Ont.  
Belleville Canning Co., Belleville, Ont.  
Burlington Canning Co., Burlington, Ont.  
Bloomfield Packing Co., Bloomfield, Ont.  
Farmers' Canning Co., Bloomfield, Ont.  
Exeter Canning & Preserving Co., Exeter, Ont.  
Essex Canning Co., Essex, Ont.  
Ingersoll Canning & Preserving Co., Ingersoll, Ont.  
Wm. Fretz, Jordan, Ont.  
London Canning Co., London, Ont.  
Meaford Canning Co., Meaford, Ont.  
Napanee Canning Co., Napanee, Ont.  
Newbury Canning Co., Newbury, Ont.  
North Port Canning Co., North Port, Ont.  
Bishop Bros., Niagara-on-the-Lake, Ont.  
Niagara Falls Canning Co., Niagara Falls, Ont.  
Oshawa Canning Co., Oshawa, Ont.  
Old Homestead Canning Co., Picton, Ont.  
St. Thomas Canning Co., St. Thomas, Ont.  
Thamesville Canning Co., Thamesville, Ont.  
Tilbury Canning Co., Tilbury, Ont.  
Fraser Canning Co., Wallaceburg, Ont.  
Lakeside Canning Co., Wellington, Ont.  
A. A. Morden & Son, Wellington, Ont.  
Stoney Point Canning Co., Stoney Point, Ont.  
Port Milford Packing Co., Port Milford, Ont.  
Chas. Black, Silver Lake, Ont.  
The replies to the query came as follows:—  
Alvinston Canning Co.—No.  
Burlington Canning Co.—No.  
Bloomfield Packing Co.—Mr. Grant will give you this information.  
Farmers' Canning Co.—No.  
Exeter Canning & Preserving Co.—No.  
Essex Canning Co.—Not in a position to give definite information.  
Wm. Fretz.—No.  
London Canning Co.—No.  
Bishop Bros.—No.  
Niagara Falls Canning Co.—Yes.  
Oshawa Canning Co.—No.  
St. Thomas Canning Co.—Not decided.  
Thamesville Canning Co.—No.  
Fraser Canning Co.—No deal completed.  
A. A. Morden & Son.—No.  
Stoney Point Canning Co.—No.  
Port Milford Packing Co.—Not fully; they have our option.

# The Canadian Grocer

Established 1886

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Subscription, Canada and United States \$2.00  
 Great Britain, 6s. 6d. Elsewhere, 12s.

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## FEW STORAGE EGGS LEFT.

From all appearances there is not going to be any serious hold-over in storage eggs. Evidently the cold storage men last year figured the situation nicely in trying to make both ends meet, and this week, so far as the large egg packers in Toronto are concerned, will see the finish of the storage eggs.

One dealer on Wednesday morning had but one case left, while another had only five left. This does not include quantities of limed eggs used by bakers extensively, but the regular cold storage eggs for household purposes. Bakers prefer the limed egg on account of its high beating qualities.

New-laid eggs are now coming in rapidly and if mild weather continues, jobbers will have sufficient quantities to supply the demand. Should cold weather set in and be prolonged, supplies could be easily rushed in from the United States to equalize the demand. In fact, a few earloads of United States eggs are in now or on the way.

There is no reason, therefore, to believe that eggs will change in price a great deal one way or another.

Strictly new-laid eggs are practically the same price as at this time last year, probably a little firmer now, while cold storage are also quoted about the same.

## PROFIT FROM MILK SCARE.

Now that there is so much talk about impurities in milk supplies, a splendid opportunity is furnished retailers to ad-

vance the sales of condensed milk, powdered milk, etc.

They are in a position to unhesitatingly recommend this milk as being absolutely free from contamination in view of the system of manufacture, the source of supply and the general care exercised by the manufacturers.

The present, therefore, is an opportune time for window displays of condensed, evaporated and powdered milk, backed up by window cards, price tickets and a few good straight talks in the local papers. It's the wideawake merchant in such a case who reaps the reward.

And it's an ill wind that blows nobody good.

## CANADA AND THE U. S. TARIFF.

The maximum tariff under the Aldrich Payne Tariff goes into effect in the United States, March 31st. This tariff is levied against all countries which are held by the administration to accord more favorable terms to the imports of any other country than to those of the United States.

Just where Canada will stand when the maximum tariff goes into effect is so far unknown. Any doubt is due to the British preference. During the early stages of the discussion of the tariff bill in Congress, it was understood, semi-officially at least, that the preference which Canada gave to the mother land would not be considered a discrimination against the United States. Nothing can be taken for granted, however, until the negotiations at present under way are concluded.

Another feature, which creates some doubt as to what the attitude of the United States is, is the Canadian-French treaty, which went into operation Feb. 1st. The effect this treaty may have is made doubly uncertain by the fact that the United States and France are not now on particularly amicable terms in tariff matters. Commercial peace has just been assured between Germany and the United States, but the outcome of the negotiations now pending with France are problematic.

One favorable condition is the attitude of President Taft. He has more than once signified his desire for friendly commercial relations with Canada. He is evidently sincere in this, but political influence may be brought to bear in the other direction. The commercial and financial interests in the United States, however, are opposed to the maximum tariff being levied against Canada. They know that Canada is the third largest customer the United States has, and that last year, although the total exports of the States last year decreased by 1.4 per cent., exports to Canada increased

19 per cent. Great Britain is the heaviest buyer, Germany second, with Canada a close third, and France the fourth in order, considerably down in the list as far as the value of purchases is concerned.

Canada purchases more from the United States every year than the whole of Central America, Mexico and the West Indies combined. In fact, it is necessary to include also the exports to China and Japan in order to create figures sufficiently large to compare with the exports to Canada.

Should the maximum tariff, which imposes an additional 25 per cent. on the regular tariff, go into force against Canada, there will certainly be reprisals on the part of Canada. Her weapon is the 33-1-3 per cent. surtax, which would certainly be employed.

The so-called balance of trade is already largely against Canada. We may buy from the United States double the quantity of merchandise they buy from us. In other words, last year we purchased \$182,600,000 worth of merchandise from the States, while their purchases from us amounted to \$92,600,000.

It is scarcely likely that the United States will be in a hurry to levy the maximum tariff against Canada, and Canada meantime is standing firm.

## NOT WATCHING HIS BUSINESS.

The necessity of looking closely after the leaks in the business is well exemplified by the recent experience of a salesman for a well advertised food product. He was in the office of a wholesale grocer, and was "called down" because the volume of the distribution of his goods was less than the corresponding period a year ago.

"How do you know that?" the salesman inquired.

"Well, I do not seem to see as much of them going out as I used to." Then the salesman went to his office and looked over his records. The result showed an increase of between 30 and 40 per cent.

"Never would have believed it," the jobber said, "but if you tell me it is true from the records I am willing to take your word for it."

Thus it is often that merchants who are supposed to keep in close touch with what is going on are careless in making statements such as is noted above. The merchant who leaves the details to his men and devotes his time and energies to finding the leaks in his business and how this and that is moving, and at what profit, is more than likely to be the man who will make the best success.

**OLD EGGS MIXED WITH NEW.**

The troubles that dealers have with fresh and stale eggs are many. The other day one of them who handles eggs extensively called the attention of some bystanders to a particular case.

"See here," he said, "this is the trouble we are up against. These eggs were sent in as fresh with a letter that the shipper must have not less than 29 cents per dozen, and fully one-third are bad and scarcely any are fresh eggs."

This is the time of the year when there are all sorts of troubles of this kind. Farmers have a portion of their winter supplies of eggs yet and when the hens begin to lay, they mix the old eggs with the fresh and send them to their stores. The merchants take them as new laid without examining them and send them along to the dealer.

This is considered to be one of the worst kinds of stealing and as the farmers are not by any means all dishonest, it is unfair to the honest ones that this is tolerated.

Country merchants are often afraid to find fault with the produce their customers bring in, but they forget that they are doing an injustice to those who are honest.

It is an easy matter at this time of the year to candle all the eggs that come to a store, and if the farmers knew that this is being done, the trouble would at once cease. Farmers are looked after and are being heavily fined for fraud in packing apples and adulterating milk. In milk there is always some chance of a mistake. Some cows produce much poorer milk than others, so that the man supplying poor milk may be suspected of watering it, but in eggs there is no excuse whatever. It would appear that any one who mixes old eggs with new laid, does it for the purpose of cheating, and as he can so easily be detected, some definite steps should be taken to have the practice eliminated.

**A PROFIT OF 5100 PER CENT.**

From a letter appearing elsewhere in this issue, written by a Chilliwack, B.C., merchant, a proof of the safe investment that The Canadian Grocer is to subscribers is well exemplified.

He writes that he gets enough hints from each number to pay for a year's subscription.

What does this mean? It means that every issue is worth at least \$2 to him. Therefore, after paying his annual subscription he has at least made \$102 during the year out of The Canadian Grocer. Hence on an outlay of \$2 his profits are \$102, or 5100 per cent.

Is there any other investment a grocer can make which will bring him such

returns? A safe answer is that there is not. All that is required is a careful perusal of the paper from cover to cover every week. The suggestions are there if the reader cares to utilize them.

**THE CAT ON THE COUNTER.**

The cartoon in last week's issue on "Things That Shouldn't be," has aroused considerable interest from readers, including retailers, travelers, jobbers and manufacturers.

The cat upon the counter where food-stuffs are occasionally left open does not by any means denote cleanliness. It is unsanitary and "shouldn't be."

A traveler is the authority for the statement that cats are too often allowed to roam about the store. He says that not long ago he went into a grocery store where he found a cat lying in the window and actually sunning itself on a box of figs, while still another was licking the knife used for cutting bacon.

It is to be regretted that such should be the case in a twentieth-century grocery store. It is something that should be eliminated. No scientific merchant would allow it.

**INSURANCE FROM ANYWHERE.**

Merchants and manufacturers will be interested in knowing that the Committee of Fire Insurance Premium Payers, who have been fighting the Fire Underwriters' Combine before the Banking and Commerce Committee of the Senate at Ottawa, have been successful in preventing the adoption of the amendments desired by the insurance underwriters, whose requests, if granted, would have practically compelled every person desiring insurance to place their insurance with the so-called Canadian companies, who have established headquarters in Canada, but whose stock is mostly held in Great Britain or foreign countries.

The Premium Payers' Committee were ably represented before the Senate Committee and were able to show the Senators that the establishment of an insurance monopoly would be injurious to all branches of mercantile industry throughout Canada.

After discussing section 139, which provided that a firm may go outside the country for fire insurance by paying 15 per cent. on the premiums, Senator Dandurand said there were many principles involved. The first was, shall citizens be allowed to freely insure in unlicensed foreign companies? This question the committee unanimously answered affirmatively.

The next question was, shall all unlicensed fire companies be prohibited from having representatives in Canada

to solicit insurance or from soliciting directly or indirectly? The committee gave a unanimous affirmative answer to this also.

The third question was, shall the person or firm going outside be taxed to a certain extent to help maintain the insurance department? The insurance men wanted this, but the committee by a very large majority decided that there shall be no tax for going outside.

The fourth question was, shall the insured who goes outside Canada be obliged to send annual returns as to the amount of insurance placed? This was answered in the affirmative.

The matter now goes back to the House of Commons, where it is possible that the insurance underwriters will renew their fight. After winning such a victory in the Senate, however, the Premium Payers are likely to again carry their point in the Commons.

**CREAM OF TARTAR IMPROVED.**

A recent bulletin issued by the Inland Revenue Department at Ottawa on Cream of Tartar inspections shows that 85 per cent. of the samples collected were genuine. Of this number, 50 samples, or nearly 24 per cent. of the entire collection, reach the standard of purity of 97½ per cent. named in the British Pharmacopoeia. Of genuine samples which fail to reach this high standard, only 16 fall below 90 per cent. purity, and 3 below 88 per cent. of purity. The lowest percentage of purity found in any genuine sample is 86.

Cream of tartar has been inspected on several previous occasions, and it is interesting to note a general improvement in the quality.

The adulterants to be found in it are alum, acid phosphate of lime, and mixtures of these with starch.

Chief Analyst A. McGill states that this cannot but be regarded as a fraud when the mixture is sold as cream of tartar.

"Some of the substitutes," he says, "are possibly unobjectionable on the score of healthfulness, and their efficiency in bread-making may be granted. They are, of course, intended to be sold at a lower price than cream of tartar. It will be seen by referring to the present report, as well as to previous reports, that the retail price of cream of tartar seems to vary from 30 to 40 cents a pound. It will be noted that very few of the substitutes for cream of tartar are offered at a lower price than this. If cream of tartar substitutes, or so-called compound cream of tartars, are legally recognized, it can only be on condition of their being distinctly labeled to conform with section 24 (d) of the Adulteration Act."

## Suggestions for Writing Effective Ad. Copy

The Displaying of Type Also a Subject for Thought—Value of convincing Talks—Confusion of Articles Tends to Prevent Ad. From Being Read Carefully.

The subject of advertising is now an important one in view of the approach of the Easter season when so much advertising is usually done.

Grocers should therefore take extra

### We Believe That Every Housekeeper Wants the Best Especially if it Doesn't Cost Any More

Now we want to make this fair offer to any person not already using our delicious blend of Coffee.

Buy a half pound or pound, use it three or four times, then if you do not think it is the best coffee you ever used we will take it back and refund the full purchase price.

The well-known fact that we have the largest coffee business in the city and that we pay more for our coffee beans is the best proof that our blend is what we claim for it. The best sold in London. Our price ..... 40c pound

Choice Smelts, Haddies, Bloaters and Loch Fyne Herrings.

### Select Oysters

The largest and finest Oysters we can buy. Per pint ..... 38c  
Per quart ..... 75c

### California Prunes

We handle the best grades in 2 sizes. Now is the time to enjoy them; 2 and 3 pounds for .... 25c

### Our Big Special Bottle of Manzanilla Olives

The biggest value in the city. Each bottle contains from 80 to 90 good-sized Olives. A bottle ... 25c

### California Ripe Olives

Bottles ..... 20c  
Large Tins ..... 45c

Choice Rhubarb, Radishes, Green Onions, Lettuce, Parsley, Spinach, Salsify, Artichokes, Spanish Onions, etc

Your telephone orders will be carefully taken and promptly filled.

THREE PHONES:

Dundas Street, 3051 and 3052.  
South London 969.

# T. A. ROWAT & CO

A Well-Written Retailer's Advertisement.

pains with their ad. copy in order to obtain the best possible results and a few suggestions from advertisements from Canadian and Newfoundland papers should prove both interesting and valuable.

The T. A. Rowat & Co.'s ad. is a good one. The fine display lines in the introduction made a splendid opening sentence, but they might have been made more effective if the last three of them had been displayed in smaller type. The talk is convincing and should command attention. The panel announcing choice smelts, haddies, bloaters, etc., would possibly have been more effective had some prices been quoted since the present is an opportune time to call attention to fish. The method of displaying the type and prices from the panel down is good, being attractive and not confusing.

The McLaurin & Dow ad. from a Fort William paper denotes alertness on the part of the proprietors, in view of the present investigations into the supply of milk in Ontario and the value of condensed milk.

The general appearance, however, might have been improved. The display type used for the word "milk" is scarcely necessary and the ad. is on the whole a little confusing. For instance the copy writer begins by comparing milk with beef extract. One would naturally expect to see more light on this comparison later on, but no further mention is made of it. Also attention is called to the presence of a chemical used for embalming the dead, but no further use is made of this outside of the fact that formaldehyde is

Milks contain twice the amount of butter fat. Besides this they contain also a certain amount of sugar which is, in itself, a nutritious food. And, note this: In the ordinary milk there were signs of

### A LITTLE TALK TO USERS OF

## Milk

In the first place pure milk is more nutritious than beef extract, and is the best known food for children. We wish to call your attention to the following comparisons and leave it to your own good judgment whether you would prefer to feed your children on adulterated milk preserved with a poisonous chemical they use for embalming the dead or on pure milk with simply pure cane sugar added for a preservative.

### Local Milk Dealers' Dope

M. H. O. REPORT, FEB. 17, 1916.

	Fats	Formaldehyde
Sydney Dairy	3 p. c.	Present
McCarthy	7 p. c.	Present
L. G. Thompson	7 p. c.	Present

### Comparative Government Analysis on Condensed Milk

Sweetened Brand	Percentage Fat	Unsweetened Brand	Percentage Fat
"Export," fat 8.25		"Jersey Cream," fat 8.66	
"Silver Cow," fat 7.64		"St. Charles Cream," fat 7.10	

The value of Milk is determined by the amount of butter fat it contains. Thus you will note more than twice the percentage of fat in the Canned Milk, besides the sugar which also contains nutriment over the local dope sold as milk.

Today's prices—Milk, 10c per tin; Cream, 3 tins for 25c.

## McLAURIN & DOW

Phone 7 "Imperial Grocers" 402 Victoria Ave

An Appropriate Ad. Which Might Easily Have Been Made More Effective.

formaldehyde—a drug used in preserving dead bodies. Which are you using—ordinary adulterated milk that is weak in butter fat or pure milk that is strong in butter fat?

A little too much space is occupied by the name and address in the Wind-

## Honey and Buckwheat Flour

Just What You Need These Cold Mornings.

HONEY IN PINT JARS, each.....	30c
HONEY IN QUART JARS, each.....	60c
BUCKWHEAT FLOUR, per package, 25c and.....	35c
ORANGES, 2 dozen for.....	25c
Or, per box, any size.....	\$2.00

## THE WINDSOR GROCERY COMPANY

OPPOSITE POSTOFFICE. GOV'T STREET

An Ad. in Which a Little Too Much Space is Used by the Name and Address.

mentioned as being present in milk samples.

Here is a suggestion for this ad.:

### A LITTLE TALK TO USERS OF MILK.

The value of milk as a food is determined by the amount of butter fat it contains. Thus the following comparison of the percentages of butter fat found in ordinary bulk milk with those in standard brands of Condensed Milk will interest you. (M. H. O. report and government statement should be inserted here). You will note that the Condensed

sor Grocery Co.'s ad. from a Victoria, B.C., paper. Had a portion of this space been used at the top descriptive of the honey and buckwheat, and their value on cold mornings the copy might have been more effective.

Z. Hebert, of Hudon, Hebert & Co., Montreal, has returned from Europe.

C. A. MacMillan, treasurer Sugars & Canners, Ltd., has left Montreal on an extended trip to Western Canada, by way of St. Louis and Kansas City. He is accompanied by Mrs. MacMillan.



# The Markets—Sugar Takes Another 10 Cent Jump

This Makes a 25 Cent Advance in Two Weeks—Good Deal of Speculation in Primary Markets and in New York—Visible Supply of Raws Show Decline in Comparison to Last Year—Molasses Firmer in Sympathy With Sugar Market—Brazil Nuts Cleaned Up—Evaporated Apples Attracting Some Attention.

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

## QUEBEC MARKETS

### POINTERS—

Sugar—Strong market.  
Canned Vegetables—Good demand.  
Japan Teas—Lower.  
Grenoble Walnuts—Higher.

Montreal, March 3, 1910.

Firmness characterizes the majority of grocery markets this week. There have been no important advances, but a few fluctuations being observable. Sugar is upward in tendency, as a result of a continuation of the drought in Cuba, and firm advices from foreign markets. Canned vegetables are in good demand, all lines, but other tinned foodstuffs are not moving freely. French peas have been reduced greatly, owing to the French treaty. Some lower grade Japan teas are offering at attractive prices. Syrups and molasses are experiencing the usual good Lenten demand. Green cod is very scarce. Grenoble walnuts are higher.

Business generally is satisfactory, with the outlook very good.

Sugar.—A firm market rules this week with another advance expected. Buying is naturally restricted in anticipation of higher figures, which seem especially likely in view of bullish news from the London market and a continuance of the drought in Cuba. Cane, beet and raw sugars have all been advanced in London.

[Editorial Note]—Since the above report was prepared, sugar made another advance of 10 cents, and the prices now ruling are as follows:

Granulated, bags	5 05
50-lb. bags	5 15
Imperial	4 80
Beaver	4 80
Paris lump, boxes, 100 lbs.	5 85
" 50 lbs.	5 95
" 25 lbs.	6 15
Red Seal, in cartons, each	0 45
Crystal diamonds, bbls.	5 85
100 lb. boxes	5 85
50 lb.	5 95
25 lb.	6 15
5 lb. cartons, each	0 37
Extra ground, bbls.	5 50
50-lb. boxes	5 70
25-lb. boxes	5 90
Powdered, bbls.	5 30
50-lb. boxes	5 45
Phoenix	4 95
Bright coffee	5 00
No. 3 yellow	4 60
No. 2	4 80
No. 1	4 85
Bbls. granulated and yellow may be had at 5c above bag prices.	4 65

Syrups and Molasses.—Lenten demand for syrups and molasses makes business in these two lines quite as brisk as usual at this time of year, while the lower figures quoted for the latter are responsible for larger sales.

Fancy Barbadoes molasses, puncheons	0 38	0 40
barrels	0 41	0 43
half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 36	0 38
barrels	0 39	0 41
half-barrels	0 41	0 43
New Orleans	0 27	0 28
Amignon	0 30	
Para Rico	0 40	
Corasyrups, bbls.	0 03	
1-bbls.	0 03	
2-bbls.	0 03	
3-bbls.	0 03	
3-bbl. pails	1 80	
25-lb. pails	1 30	
Cane, 2-lb. tins, 2 doz. per case	2 50	
5-lb. " 1 doz. "	2 85	
10-lb. " 1 doz. "	2 75	
20-lb. " 1 doz. "	2 70	

Tea.—More movement in Japan teas is noted this week, there being still some lower grade lots offering at attractive prices. High grade Japans are practically exhausted, as far as first hand supplies are concerned. Buyers are even now looking forward to early new crop arrivals. Other teas are about the same. Prices are steady.

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

Coffee.—A fair business is being done at unchanged figures.

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

Spices.—The situation in spices is unchanged.

Allspice	0 13	0 18	Ginger, whole	0 15	0 20
Cinnamon, whole	0 16	0 18	Cochin	0 17	0 20
ground	0 15	0 19	Mace	0 30	0 75
Cloves, whole	0 18	0 30	Nutmegs	0 30	0 60
Cloves, ground	0 20	0 25	Peppers, black	0 16	0 22
Cream of tartar	0 23	0 32	white	0 22	0 29

Dried Fruits.—Considerable interest continues to be displayed in the devastation scheme of the Greek Government. The fact that the authorities are willing to reimburse the growers to the extent of two or three millions of dollars to place the current exporting business on a firm basis commands great interest, and further developments will be awaited with pleasurable anticipation, to say the least. Sultana raisins are strong, with demand for this grade, and most others rather inactive, but showing some signs of improvement. Prunes are inquired for a little more frequently, too. Better quality raisins are in lower supply weekly.

Currents, fine filtras, per lb., not cleaned	0 05
" cleaned	0 06
Patras, per lb.	0 07
Vostizza, per lb.	0 08
Raisins—	
Australian, per lb., (to arrive)	0 08
Old seeded raisins	0 06
California, choice seeded, 1-lb. pkgs.	0 07
fancy seeded, 1-lb. pkgs.	0 09
loose muscatels, 3-crown, per lb.	0 07
" 4-crown, per lb.	0 09
sultans, per lb.	0 07
Valencia, fine off stalk, per lb.	0 05
select, per lb.	0 06
4-crown layers, per lb.	0 06

Nuts.—Grenoble walnuts are higher this week, an advance of 1/4c having taken place. Peanuts continue in demand, but business in nuts generally is not large.

In shell—	
Filberts, Sicily, per lb.	0 13
Barcelona, per lb.	0 10
Tarragona Almonds, per lb.	0 12
Walnuts, Grenobles, per lb.	0 12
Marbota, per lb.	0 12
Cornes, per lb.	0 11
Shelled—	
Almonds, 4-crown selected, per lb.	0 32
3-crown " "	0 31
2-crown " "	0 30
(in bags), standards, per lb.	0 26
Cashews	0 15

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

Evaporated Apples.—An improvement in demand this week is noticeable, but there has been no change otherwise.

Evaporated apples, prime	0 03	0 08
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Beans and Peas.—Peas are easier in feeling, though no price reductions are reported. Stocks are larger than usual, and lack of export demand has caused some anxiety in certain quarters. Beans are fairly firm. Demand for both lines is normal.

Ontario prime pea beans, bushel	2 15	2 20
Peas, boiling, bag		2 50

Rice and Tapioca.—Lower prices have stimulated demand for rice, and wholesalers give encouraging reports of sales. Tapioca is featureless.

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

## CANNED GOODS

MONTREAL—Owing to the French treaty, peas from France are reduced to a marked extent, declines running all the way from \$1.50 to \$2.50 a case, thus making the price of these goods within the reach of a much larger class. All canned vegetables are in strong demand at present, tomatoes, corn and peas being particularly brisk. Canned fruits are quiet, while fish is moving slowly. Salmon is in fair demand, rather an exception, while lobsters are slow, with stocks very small.

Peas, standard, dozen	\$1 05
Peas, early June, dozen	1 07
Peas, sweet wrinkled, dozen	1 10
Peas, extra sifted, dozen	1 52
Peas, gallons	3 87
Beans, dozen	0 85
Corn, dozen	0 80
Tomatoes, dozen (Ontario and Quebec)	0 82
Strawberries, dozen	1 37
Raspberries, 2s, dozen	1 75
Peaches, 2s, dozen	1 65
Peaches, 3s, dozen	2 65
Pears, 2s, dozen	1 80
Pears, 3s, dozen	2 30
Plums, Greengage, dozen	1 50
Plums, Lombard, dozen	0 95
Lawtonberries, 2s, dozen	1 60
Clover Leaf and Horseshoe brands salmon—	
1-lb. talls, per dozen	1 87
1-lb. flats, per dozen	1 30
1-lb. flats, per dozen	2 02
Other salmon—	
Humpbacks, dozen	0 95
Cohoos, dozen	1 35
Red Spring, dozen	1 60
Red Sockeye, dozen	1 85
Compressed corned	
beef, 1 1/2	1 50
beef, 2s	2 70
boneless pigs' feet, 2s	3 00
Ready lunch veal loaf	
" 1s	1 20
" Ready lunch veal loaf	
" 1s	2 35
" 2s	1 50
" 2s	2 70
" Stewed ox tail, 1s	1 60
" Stewed kidney, 1s	1 50
" Stewed kidney, 2s	2 65
" Minceed collops, 1s	1 40
" Minceed collops, 2s	2 50
" Corned beef hash, 1s	1 61
" Corned beef hash, 2s	2 80
" Jellied hocks, 2s	3 50
" Jellied hocks, 6s	10 00
" Paragon ox tongue	
" 1s	7 50
" Paragon ox tongue, 2s	8 50
" Paragon ox tongue, 2s	
" Paragon lunch tongue	
" 1s	9 50
" 2s	4 00
" Tongue lunch, 1s	3 00
" Sliced smoked beef, 1s	1 60
" Sliced smoked beef, 2s	2 60

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TORONTO—There is nothing of an exciting character in the canned goods market. Peas are in small compass and are worth just double what they started at the opening of the season. This leaves a small profit to sell them at 10c each. If grocers would take advantage of prices when they come their way, they should sell their peas at a profit on the present cost. It is the general opinion that all kinds of canned goods will at least hold their own, with a chance of advances on some lines.

Beans..... 0 85 0 90	Red pitted cherries, 2's..... 1 75
Corn..... 0 80 0 85	Gallon apples... 2 45 2 75
Peas..... 1 10 1 60	Hartlett pears..... 1 65
Pumpkins..... 0 80 0 85	Heavysyrups, 2's..... 1 15
Tomatoes, 3's..... 0 80 0 85	Light " 2's..... 1 15
Strawberries, 2's 1 40 1 50	Heavy " 3's..... 2 40
Raspberries, 2's 1 60 1 67½	Light " 3's..... 1 70
Peaches, 2's..... 1 65	Lombard plums, 2's..... 0 80 0 85
" 3's..... 2 65	
Lawtonberries..... 1 65	

Clover Leaf and Horseshoe brands salmon:

1-lb. talls, dozen..... 1 90	Red Spring, doz. 1 55 1 65
1-lb. flats, dozen..... 1 25	Red Sockeye, dz. 1 65 1 70
1-lb. flats, dozen..... 2 12½	

Other salmon prices are:

Humpbacks, doz 0 95 1 00	Lobsters, quarters, per dozen..... 1 85 2 20
Cohoos, per doz. 1 45 1 50	Lobsters, per dozen..... 1 40

ONTARIO MARKETS

POINTERS—

- Sugar—Market up 10c.
- Ginger—Higher.
- Dried Fruits—Slow demand.
- Brazil Nuts—Scarcity.

Toronto, March 3, 1910.

The grocery trade is active, especially in sugar, which is considerably excited. Canned goods are in fair demand and the stocks will likely not be much in excess of the season's requirements. Dried fruits are handicapped by the large quantities of apples, which are cheap, and also by the large quantities of all kinds of fruit which were preserved last summer. Tea and coffee meet with the usual steady demand.

Beans are in good demand and are likely to go higher. Evaporated apples are changing hands on account of the low prices.

Trade on the whole is improving from the usual quiet month of February, and March is hoped to bring lots of business.

Sugar—Again this week another advance of 10c on sugar has taken place, and the market remains strong. This is 25c in two weeks' time. The opinions of wholesale men vary considerably on the sugar question. Some claim that the excited condition of the market is owing largely to speculation, while others think that the principal buyers are refiners and that the advance is legitimate and substantial. Not one would venture to predict for certain either a rise or a drop, but all are of the opinion that it will not drop, but whether it will go higher is uncertain but likely.

St. Lawrence "Crystal Diamonds," barrels..... 5 85	" " " " 100 lb. boxes..... 6 05
" " " " 50 lb. boxes..... 6 15	" " " " 25 lb. boxes..... 6 35
" " " " cases, 20-5 boxes..... 6 90	" " " " Dominos, cases, 20-5 boxes..... 7 90
Paris lumps, in 100-lb. boxes..... 6 15	" " " " in 50-lb. "..... 6 05
" " " " in 25-lb. "..... 6 35	Red Seal..... 0 80
St. Lawrence granulated, barrels..... 5 20	Beaver granulated, bags only..... 4 90
Redpath extra granulated..... 5 20	

Imperial granulated..... 4 90	Acadia granulated (bags and barrels)..... 5 1½
Wallaceburg..... 5 10	St. Lawrence golden, bbls..... 4 80
Bright coffee..... 5 10	No. 3 yellow..... 4 95
No. 2 "..... 4 85	No. 1 "..... 4 75
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

Syrup and Molasses—In sympathy with the sharp advance in sugar, molasses are also firmer and considerable quantities are changing hands.

Syrup—	Per case	Maple Syrup—	
2 lb. tins, 2 doz.	2 50	Gallons, 6 to case..... 4 80	
" in case..... 2 50		" " 12 "..... 5 40	
5 lb. tins, 2 doz.	2 85	Quarts, 24 "..... 5 40	
" in case..... 2 85		Pints, 24 "..... 3 00	
10 lb. tins, 1 doz.	2 75	Molasses—	
" in case..... 2 75		New Orleans, medium..... 0 31 0 33	
20 lb. tins, 1 doz.	2 70	New Orleans, bbls..... 0 29 0 31	
" in case..... 2 70		Barbadoes, extra fancy..... 0 45	
Barrels, per lb..... 0 03½		Porto Rico..... 0 45 0 62	
Half barrels, lb..... 0 03½		Muscovada..... 0 30	
Quarter "..... 0 03½			
Pails, 38 lbs. ea..... 1 80			
" 25 "..... 1 30			

Tea—Nothing new has developed in the tea market this week, and although the market is firm, there is no reason to think that any changes will take place that will, to any extent, affect the retailer in the near future.

Coffee—The lower grades are firm, and in some cases will bring a little more money. The more expensive varieties are steady.

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

Spices—Ginger, especially Jamaica, is higher, but on the whole spices are quiet, and orders are small.

Peppers, black..... 0 15 0 18	Cloves, whole..... 0 25 0 35
" white..... 0 22 0 25	Cream of tartar..... 0 22 0 25
" whole..... 0 16	Allspice..... 0 14 0 16
black..... 0 16	" whole..... 0 14 0 16
Peppers, whole..... 0 23	Mace, ground... 0 75 0 80
white..... 0 23	Mixed pickling spices, whole..... 0 15 0 18
Ginger..... 0 22 0 25	Cassia, whole..... 0 20 0 25
Cinnamon..... 0 5 0 40	Celery seed..... 0 05 0 24
Nutmeg..... 0 20 0 30	

Dried Fruit—Dried fruits of all kinds are moving slowly. It is evident that the Canadian people are rapidly growing into the habit of using their own fruit, instead of depending on imported goods which are far inferior. With the increasing production of all kinds of the best fruits, which can be bought during the season at reasonable prices, and with the little trouble and expense of preserving them, it is quite likely that the demand for imported dried fruit will diminish.

Prunes—	Per lb.
30 to 40, in 25-lb. boxes..... 0 11½	
40 to 50 " "..... 0 10	
50 to 60 " "..... 0 08	
60 to 70 " "..... 0 07½	
70 to 80 " "..... 0 07	
80 to 90 " "..... 0 06½	
90 to 100 " "..... 0 06	
Same fruit in 50-lb. boxes ½ cent less.	

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

Candied and Drained Peels—	
Lemon..... 0 09 0 11	Citron..... 14 17
Orange..... 0 11½ 0 12½	

Figs—	
Elemes, per lb..... 0 08 0 10	
Tappets, "..... 0 03½ 0 04	
Bag figs..... 0 03½ 0 04	
Dried peaches..... 0 06 0 08	
Dried apples..... 0 07	
Currants—	
Fine Filistras..... 0 06½ 0 07	Vostizzas..... 0 08½ 0 09
Patras..... 0 08 0 08½	
Uncleaned ½ cent less.	
Raisins..... 0 05 0 05½	
Sultans..... 0 05 0 05½	
" fancy..... 0 06 0 07	
" extra fancy..... 0 08½ 0 09	
Valencias, new..... 0 06 0 06½	
Seeded, 1 lb packets, fancy..... 0 08	
" 16 oz. packets, choice..... 0 07½	
" 12 oz. "..... 0 06	

Dates—	
Hallowees..... 0 05 0 05½	Fards choicest..... 0 06½
Salts..... 0 05	

Nuts—There is little doing in nuts. It may, however, be mentioned that Brazil nuts are cleaned out, and that the new crop may be expected in about a month. This looks strange and will remind us of the fact that the summer is over in the south and that they are getting ready for the winter where the nuts come from. To enjoy them next Christmas they have to be held in stock.

Almonds, Formigetta..... 0 11	
" Tarragona..... 0 12	
" shelled..... 0 32 0 34	
Walnuts, Grenoble..... 0 11	
" Bordeaux..... 0 11	
" Marbats..... 0 11	
" shelled..... 0 29 0 30	
Filberts..... 0 12 0 13	
Pecans..... 0 16 0 18	
Brazils..... 0 12	
Peanuts, roasted..... 0 08 0 12	

Rice and Tapioca—There is nothing new in these lines this week, the market being steady.

Rice, stand. B..... 0 63 0 64	Per lb.
Standard B. from mills, 500 lbs. or over, f.o.b. Montreal..... 2 85	
Rangoon..... 0 03½ 0 04	
Patna..... 0 05½ 0 06	
Japan..... 0 05½ 0 06	
Java..... 0 06 0 07	
Carolina..... 0 10 0 11	
Sago..... 0 05 0 06	
Seed tapioca..... 0 05	
Tapioca, medium pearl..... 0 04½ 0 04	

Beans—The demand for beans is increasing from year to year. Whether this is owing to increase in population or to the discovery of the value of the bean as a food is not stated, but it is a fact all the same. Prices are firm and advancing, and are likely to command a good price during the year.

Prime beans, per bushel..... 2 19
Hand-picked beans, per bushel..... 2 25

Evaporated Apples—Having missed a good market early in the season, and nothing in sight that will bring it back, holders are now beginning to accept the best offer they can get, and in consequence three car loads changed hands within the last 10 days.

Evaporated apples..... 0 07½ 0 08
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MANITOBA MARKETS

(Corrected by Wire).

POINTERS—

- Sugar—Up 5 cents.
- Seeded Raisins—Stronger.
- Cereals—Weaker.
- Fish—Excellent Demand.

Winnipeg, March 3, 1910.

There is a "great calm" in a few lines on the wholesalers' list this week. Most prominent in this condition perhaps are cereals, and the reason for it cannot readily be explained. Where the trade is lacking, however, it is made up in other lines that have been quite absent of late. Fish, syrup and canned goods are features in the present trade. The rise in the sugar market is interesting to many merchants who must do some heavy ordering soon.

Travelers' orders have fallen off slightly, perhaps because merchants were visiting wholesalers in Winnipeg in large numbers recently. Shipments of goods at any rate continue to be heavy and collections are coming in fairly well.

A wholesaler called the attention of the writer to a comparison of the prices

THE CANADIAN GROCER

this week to those in the same lines of one year ago, and it was found that almost all lines had made some advance. There is certainly an increase in the cost of living, as this proves, but there also may have been an increase in the remuneration for the efforts of life and therefore really no comparative increase.

Sugar—It is uncertain where sugar is going to stop. Another advance of 5c has been made and the market is still strong. The western demand is not affecting the market but it is solely a New York manipulation.

[Editorial Note]—Sugar advanced again this week 10 cents after the above report was submitted. The following are the ruling prices now:

Montreal and B.C. granulated, in bbls.	5 65
"    "    "    in sacks	5 70
"    "    "    yellow, in bbls.	5 25
"    "    "    in sacks	5 20
"    "    "    in boxes	6 00
"    "    "    in small quantities	6 25
Powdered sugar, in bbls.	5 80
"    "    "    in boxes	6 00
"    "    "    in small quantities	6 65
Lump, hard, in bbls.	6 50
"    "    "    in 1-bbls.	6 60
"    "    "    in 100-lb. cases	6 60

Foreign Dried Fruit—The market on all these lines are changeless except that seeded raisins are on the verge of an advance. We do not quote any rise, but up until the present the producers' price has been prevailing and it has been found that the crop was not sufficient to warrant such a price. This condition has had a tendency to force the market up. These prices are all held quite strongly.

Smyrna Sultana raisins, uncleaned, per lb.	0 08
"    "    "    cleaned, per lb.	0 09½
Valencia raisins, Rowley's, f.o.s. per case, 23's.	1 85
"    "    "    selects " 23's.	1 95
"    "    "    layers " 23's.	2 05
California raisins, choice seeded in 1-lb. packages	0 06
"    "    "    fancy seeded, in 1-lb. packages	0 06½
"    "    "    per package	0 06½
"    "    "    choice seeded in 1-lb. packages	0 07½
"    "    "    per package	0 07½
"    "    "    fancy seeded in 1-lb. packages	0 08½
"    "    "    per package	0 08½
Raisins, 3 crown muscatels, per lb.	0 06½
Prunes, 80-100 per lb.	0 07
"    "    "    70-80 " "	0 06
"    "    "    60-70 " "	0 06½
"    "    "    50-60 " "	0 07
"    "    "    40-50 " "	0 08½
"    "    "    30-40 " "	0 09
Silver prunes, acc. to quality	0 09
Carrants, uncleaned, loose pack, per lb.	0 06½
"    "    "    dry, cleaned, Filiatras, per lb.	0 06½
"    "    "    wet, cleaned, per lb.	0 07
"    "    "    Filiatras, in 1-lb. pkg. dry, cleaned, per lb.	0 08½
Pears, per lb.	0 09
Peaches, standard, per lb.	0 08½
"    "    "    choice	0 09
Apricots, standard, per lb.	0 15
"    "    "    choice, per lb.	0 15
Plums, pitted, per lb.	0 11
Nectarines, per lb.	0 09
Plates, per lb. Hollows, bulk	0 06½
"    "    "    Fard, 9½ lb. boxes	1 30
"    "    "    packages, 30 in case	0 07
Eggs, per lb.	0 04½
"    "    "    lemon	0 09½
"    "    "    orange	0 10
"    "    "    citron	0 13½

Syrup and Molasses—Syrup is going out well and the market is sure to be held firm for some time to come. Molasses have a fair market only. The following prices prevail.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 23
"    "    "    5-lb. tins, per 1 " "	2 68
"    "    "    10-lb. tins, per 1 " "	2 51
"    "    "    20-lb. tins, per 1 " "	2 57
"    "    "    1 barrel, per lb.	0 04
"    "    "    Sugar Syrup, per lb.	0 03½
Beehive Brand, 2-lb. tins, per 2 doz. case	2 23
"    "    "    5 " "	2 68
"    "    "    10 " "	2 51
"    "    "    20 " "	2 57
"    "    "    1 barrel, per lb.	0 04
"    "    "    Sugar Syrup, per lb.	0 03½
Barbadoes molasses in 1-bbls., per gal.	0 50
"    "    "    gingerbread molasses, 1-bbls., per gal.	0 40
"    "    "    New Orleans molasses, 6-gal. tins, per tin.	1 95
"    "    "    Challenger, 6 10-lb. tins, per case	2 15

Rolled Oats—The whole cereal market is featureless. This fluctuating product has been quiet for some time and no change is anticipated at once. The price is exceptionally low due to competitive influences.

Rolled oats, 80 lb. sacks, per 80 lbs.	1 80
"    "    "    40 " "	0 95
"    "    "    20 " "	0 51
"    "    "    80 " (8, 10s)	2 20

Nuts—Peanuts are firm and supplies are getting short. The demand is excellent and prices may be forced up. Walnuts and almonds are moving moderately and prices are held slightly weaker.

Shelled Walnuts, in boxes, per lb.	0 28
"    "    "    small lots, per lb.	0 29
"    "    "    Almonds, in boxes, per lb.	0 35
"    "    "    small lots, per lb.	0 36
Peanuts, Japan, per lb.	0 11

Honey—Supplies are not heavy and a strong demand prevails. Whether prices will be forced up soon is not known, but there is a possibility if past and present conditions continue.

Honey, 2½ lb. tins, per tin	0 37½
"    "    "    5 " "	0 75
"    "    "    12 oz. jars, per dozen	2 10
"    "    "    60-lb. tins, per lb.	0 12½

Cornmeal—Prices are unchanged with a tendency to go higher. The demand is very heavy in all parts of the west. The eastern trade is not very heavy, which may be the reason for the retained low price.

Cornmeal, per sack	2 05
"    "    "    per ½ sack	1 05
"    "    "    per bale (10, 10's)	2 30

Fresh Fruits and Vegetables—There is no change in these markets this week. Supplies whether from local or foreign production are abundant and the trade is excellent. Cranberries have a particularly good market.

Carrots, per lb.	0 02½
Potatoes, per bushel	0 50
Cal. cauliflower, per crate	3 50
Native cabbage, per lb.	0 02
Native o.c.s., per bushel	0 75
Native onions, per doz.	0 40
Oranges	3 60
Lemons	5 00
Apples, Ontario, per bbl.	3 75
Grape Fruit, per crate	6 00
Grapes, per keg	5 00
Bananas, per lb.	0 05
Cranberries, per bbl.	9 00

Tapioca and Sago—The sago advance is maintained strongly and tapioca has an excellent market.

Pearl tapioca, per lb.	0 05
Sago, per lb.	0 04½

Barley—This cereal is quiet and sales are moderate.

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

Beans—No change has taken place, but the market continues in a fairly strong condition.

3-lb. picker, per bushel	2 40
Hand picked, per bushel	2 50

Evaporated Apples—Prices may go up soon as the inferior product is being worked off the market. The price to-day is firm at 9c and the better goods will be considerably in advance of that figure.

Cheese—The Ontario product is firm at 14 cents and may be 15 before long. The quality is said to be excellent on all cheese in stock.

Canned Goods—No quotations can be made in these lines and the market is featureless. Pineapple is reported very

scarce and the price ranges from 60 to 90 cents according to size.

Fish—All kinds are in excellent demand while the prices are all medium. The best grades are moving the most freely which might be a surprise to our eastern friends who are under the impression that any old stuff will go here. The feature of western demand for any line is that of high grade. If eastern shippers would bear this fact in mind, it would ensure a better future for their own business and save annoyance and loss of trade at western points.

NOVA SCOTIA MARKETS.

Corrected by Wire.

Halifax, March 3, 1910.

Another drop in the price of eggs is about the only feature of note in the local grocery market this week. Fresh laid stock is now selling at 25 cents per dozen. The demand is fairly good and the receipts are increasing. It is expected that the price will continue to drop from now until Easter.

Wholesale dealers report that the demand for fruit and vegetables is good for the season of the year. The quality of the Jamaica oranges that are coming on the market now is good. Navel's are also of better quality, being sweeter than the earlier arrivals.

Cranberries are reported to be in good demand, and the quality of the stock is excellent for the season of the year. They are now quoted at \$7 per barrel.

There is a good demand for potatoes, and they are keeping much better than expected. The price remains unchanged.

Business conditions are reported to be quite satisfactory for the season of the year, and collections on the whole are good.

Creamery prints	0 26	0 27	Beef, Canadian	16 50
"    "    "    per lb.	0 27	0 28	"    "    "    smoked	0 16½
Creamery solids	0 27	0 28	Pork, fresh	0 10
"    "    "    per lb.	0 23	0 24	"    "    "    quintal	5 50
Dairy, tubs, lb.	0 23	0 24	Herring, pickled	5 00
Fresh eggs, doz.	0 25	0 25	"    "    "    per bbl.	5 00
Case eggs " "	0 23	0 23	Apples, per bbl.	1 50
Sugars—			"    "    "    Potatoes—	
Extra Standard,	5 05		"    "    "    granulated	1 35
"    "    "    granulated	4 95		"    "    "    P. E. Island, bag	1 60
"    "    "    Bright yellow	4 75		"    "    "    Nova Scotia	1 60
"    "    "    No. 1 yellow	4 60		"    "    "    Onions, Spanish	0 02½
"    "    "    Flour h. wheat	6 40	6 50	"    "    "    per lb.	0 02½
"    "    "    per bbl.	6 40	6 50	"    "    "    can, per lb.	0 02½
"    "    "    Flour, Ontario	5 75	5 85	"    "    "    Onions, Canad-	1 60
"    "    "    blends, bbl.	1 70	1 75	"    "    "    ian, per bag	1 75
"    "    "    Cornmeal, bag	0 54	0 55	"    "    "    Molasses, fancy	0 38
"    "    "    Oats	0 54	0 55	"    "    "    Barbados, bbl.	0 38
"    "    "    Pork, American	28 00	32 00	"    "    "    Molasses, fancy	0 32
"    "    "    per bbl.	30 00	32 00	"    "    "    Barbados, gal.	0 32
"    "    "    Pork, clear bbl	17 00	18 00	"    "    "    Beans, bushel	2 25
"    "    "    Beef, American			"    "    "    Rolled Oats, bbl.	5 25
"    "    "    plate per bbl.				5 40

BRITISH COLUMBIA MARKETS.

Corrected by Wire.

Vancouver, Mar. 3, 1910.

This is the time of year when butter takes an upward rise, not because the quality is excellent, but because the supply is limited and the demand is great. This week the jobbing quotation is 45 cents for the standard local creameries, though to get better is another thing. One company, who handles the output of a large creamery, has placed a lower figure than the standard creameries. It is quoting 38 cents, but will probably be asking 40 cents in a day or two. Eastern butter commands 30 cents strong, with a trifle higher quotation. Eastern Townships, Cloverdale and other brands that have such a good name, are brought

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cery Agencies. Highest References.

Do you want live representation?  
We are in touch with the trade.

**Andrews & Nunn**

Manufacturers' Agents and  
Wholesale Commission Merchants

Codes—A B C 5th Edition, Western Union

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VANCOUVER, B.C.

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THOUSAND pairs of  
eyes—interested eyes—rest  
on this page fifty-two times  
a year. By the use of an  
inch space an advertiser is  
able to place himself pro-  
minently before nearly one  
hundred pairs of eyes for  
every cent the advertising  
costs him.

**The West India Co., Ltd.**

The Canadian house of

Sandbach, Parker & Co., Demerara, B.G. Sandbach, Tinne & Co., Liverpool, Eng.

and with agents and correspondents in all British West Indian Islands.

**WEST INDIAN PRODUCE**

of all descriptions.

WRITE US FOR PARTICULARS, PRICES, ETC.

305 St. Nicholas Building,

MONTREAL

# Wonderful Growth In Ten Years

(Ontario Branch)

**1900**

**2**

**Travellers**

**Only**

**a**

**Flat**

**For**

**Warehouse**

When Red Rose Tea was first placed on the Ontario market the business was transacted from St. John, N.B., where Red Rose Tea now occupies the largest and best equipped tea warehouse in Canada. The business in this Province grew so rapidly that it became necessary to open a branch at Toronto, and premises were taken on Front St. The business continued to grow and it was not long before we had to have more room, and

**1910**

**11**

**Travellers**

**Outgrown**

**Two**

**Warehouses**

**Into**

**One of the**

**Largest in**

**Toronto**

the warehouse at 3 Wellington St. East, was leased, and we thought we were settled for a long time. But it has been wonderful the way the sales of Red Rose Tea have increased from year to year. With a considerable portion of our old lease yet to run, we are actually crowded out, and have taken a long lease of one of the largest warehouses in the city, that lately occupied by Todhunter & Mitchell at 7 Front St. East.

To outgrow two warehouses in a very few years is a unique experience. It gives you an idea of how Red Rose Tea sales are growing. This remarkable increase in the sales is the best proof of the sterling quality, the real excellence of strength and flavor of Red Rose Tea and the best proof that it will pay you to recommend it to your best trade.

It is quality that has made a success of

# Red Rose Tea

Branches

Wellington St. E., Toronto, Ont.  
315 William Ave., Winnipeg, Man.

T. H. ESTABROOKS

ST. JOHN, N.B.

P.S.—We will move Monday, March 7, and will be pleased to see any of our friends in our new home.

THE CANADIAN GROCER

in in 56-lb. boxes and bricked here, labelled with some particular creamery, and sold to all intents and purposes as local product.

With the advent of fresh California eggs, which are sold at 32 and 33 cents, eastern eggs are at 30 to 32 cents. Fairly heavy stocks are held, and it is now getting time to have them out of the way. Ontario cheese is 15 cents.

Ashcroft potatoes, quoted at \$40 a ton, are to be had when one can get them. They are now very scarce. Locals go as high as \$25.

Sugar, standard granulated, 5 60	Butter, local creamery, 0 45
Val. raisins, lb., 0 05 1/2	Butter, Western, 0 22 0 25
Cal., 0 07	Eggs, Eastern, 0 30 0 33
Prunes, 0 05 1/2 0 07 1/2	Eggs, local fresh, 0 40 0 45
Currants, 0 06 1/2 0 07 1/2	Eggs, California, 0 32 0 33
Dried apricots, 0 11 0 13	Cheese, per lb., 0 14 1/2 0 15
Flour, Standard, 6 90	Bacon, premier, 0 29
bb., 6 90	Lard, pure, 0 15 1/2 0 19
Commeal, p. 100 lbs., 2 60	Lard, compound, 0 17 1/2 0 17 1/2
Beans, per lb., 0 03 1/2 0 04 1/2	Potatoes—Ashcrofts, ton, 40 00
Rice, per ton, 68 00 78 00	Local, ton, 25 00
Tapioca, per lb., 0 03 1/2	Canned Goods—
Evaporated apples, 0 08 1/2	Peas, 1 30
Butter, Eastern dairy in tubs, 0 25	Tomatoes, 1 27 1/2
Butter, Eastern dairy, choice, 0 30 0 31	Corn, 1 02 1/2
	Apples, 3 42 1/2
	Strawberries, 2 15
	Raspberries, 1 85

PRINCE EDWARD ISLAND MARKETS.

Corrected by Wire.

Sugar—Standard gran., 5 09 5 10	Yellow, 4 60 4 70	Crystal, 3 30 4 00	Flour, Ontario, 5 70 5 90	Manitoba, 6 50 6 75	Commeal, bag, 1 75 1 85	Raisins, Val., 0 06 1/2 0 07	Raisins, California, seeded, 0 08 1/2 0 09 1/2	Currants, 0 07 0 07 1/2	Rice, 3 00 3 25	Beans, bushel, 2 15 2 30	Cheese, 0 12 1/2 0 13	Lard, pure, 0 17 0 17 1/2	Molasses, fcy, 0 34 0 36	Barbadoses gal, 3 15 3 25	Oatmeal, 100 lbs., 3 15 3 25	Rolled oats, bag 90 lbs., 2 50 2 60	Bran, per ton, 26 00 27 00	Middlings, ton, 29 00 30 00	Butter, creamery, per lb., 0 25 0 26	Butter, dairy, fresh, per lb., 0 22 0 23	Butter, dairy, tubs, 0 19 0 21	Eggs, dozen, 0 22 0 25	Potatoes, bus., 0 35 0 40	Turnips, bus., 0 15 0 20	Chickens, lb., 0 11 0 12	Pork, medium, 0 10 1/2 0 10 1/2	Pork, heavy, 0 09 1/2 0 10
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NEW BRUNSWICK MARKETS.

Corrected by Wire.

St. John, N. B., Mar 3, 1910.

The sugar market has been active during the last week and prices have advanced 10 cents per hundred pounds on all grades. Pork is also quoted higher and fish prices are firm. Canned corned beef is likewise among the products that have been marked up. The present quotations are:—

Sugar—Standard gran., 5 10 5 20	Austrian, 5 00 5 10	Yellows, 4 60 5 00	Flour, Manitoba, 6 55 6 65	Ontario, 5 85 6 15	Cornmeal, bags, 1 57 1 60	Rolled oats, bbls, 5 35 5 40	Buckwheat, west, grey, bag, 2 90 3 00	Val. raisins, lb., 0 05 1/2 0 06 1/2	Cal. raisins, seeded, 0 07 1/2 0 08 1/2	Currants, lb., 0 07 0 07 1/2	Prunes, lb., 0 05 1/2 0 09	Rice, lb., 0 03 1/2 0 03 1/2	Beans, hand-picked, bus., 2 25 2 30	Beans, yellow eye, bus., 3 60 3 75	Cheese, lb., 0 13 1/2 0 14	Lard, compound, lb., 0 14 0 14 1/2	Lard, pure, lb., 0 17 0 17 1/2	Pork, domestic mess., 28 50 29 00	Pork, American clear, 28 00 28 50	Pork, clear backs, 28 50 32 50	Beef, American plate, 17 00 18 00	Beef, Canadian plate, 16 75 17 00	Molasses, fcy, Barbados, gal, 0 32 0 33	Butter, dairy, lb., 0 25 0 28	Butter, creamery, lb., 0 26 0 29	Eggs, doz., 0 30 0 35	Eggs, new laid, 0 35 0 45	Potatoes, bbl., 1 25 1 50	Canned goods—Peas, doz., 1 10 1 50	Corn, doz., 0 85 0 90	Tomatoes, dz, 0 95 1 00	Raspberries, dozen, 1 85 1 90	Strawberries, dozen, 1 55 1 60	Salmon, case—Red spring, 6 50 6 75	Cohoos, 6 00 6 25	Peaches, 2s, dozen, 1 70 1 80	Peaches, 3s, dozen, 2 70 2 80	Baked beans, dozen, 1 15 1 25	Fish—Cod, dry, 2 75 4 40	Herring, salt, half bbls., 2 60 2 70	Herring, smoked, box, 0 11 0 12
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ALBERTA MARKETS.

Corrected by Wire.

Sugars—B.C. granulated, 5 84	Raymond, 5 74	Peels—Lemon, 0 12	Orange, 0 13	Citron, 0 20	Dried fruits—Apricots, choice, 0 16	stand, 0 15	Peaches, choice, 0 10	stand, 0 09 1/2	Pears, choice, 0 12	Pitted plums, 0 12	Prunes, 40-50, 0 08 1/2	50-60, 0 07 1/2	60-70, 0 07	70-80, 0 06 1/2	80-90, 0 06	90-100, 0 05 1/2	Evap. apples, 50's 0 10 10 1/2	Produce—Sugar cured ham, 10-12 average, 0 21	Sugar cured ham picnic, 0 16	B. bacon bellies, 0 21	back, 0 20	Dry salt bacon, 0 15	Dry salt bacon, smoked, 0 18 1/2	Eggs, fresh, case 30 dozen, 9 50	Butter—Alberta creamery bricks, 0 30	Alta. creamery solids, 0 29	Alta. dairy, 0 26	Alta. tubs, 0 25	Cheese—Ontario, large, 0 15	twins, 0 15 1/2	Stiltons, 0 17	Beans—Ontario, hand-picked, bushel, 2 75	California limas, per lb., 0 06 1/2	Canned fish—B.C. salmon, sockeye, 48-1's, 7 50	B.C. cohoos, 48-1's, 5 75	B.C. pinks, 48-1's 4 00 4 25	Sardines, domestic, 100-4, 4 00	Lobster, 48-1's, 17 00	96-2's, 18 50	Fin. haddie, 48-1, 5 65
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WILL HELP THE MERCHANTS.

Morpeth, Ont., Mar. 3.—At a meeting held here recently the bean growers of this section organized an Ontario Bean Growers Association, modeled upon much the same lines as the Ontario Corn Growers' Association. The objects are to improve the seed and methods of cultivation, study the best means of combating insect pests, and gather general information respecting the crop for the benefit of both buyers and sellers.

The association is asking the Ontario Department of Agriculture to establish an experimental plot in bean growing, and to send an expert to address the farmers regarding the industry. The association has been placed on a broad basis, both buyers and sellers being eligible for membership.

Increased interest in bean growing is a great help to merchants in this section inasmuch as farmers have more money to spend and the merchants in such a case always get the preference.

ENTER PROTEST AGAIN.

Montreal, Mar. 3.—J. A. Dore, A. Daniel, J. D. Boileau and A. Dumont representing the licensed grocers of Montreal appeared before the Chambre de Commerce, February 24, to protest against the delivery by brewers of beer to private houses. This is a question of long standing, and it has been discussed at numerous meetings of the Montreal Retail Grocers' Association but a remedy to the existing state of affairs has not yet been found. The matter has been before the Quebec Legislature and success seemed imminent when the amalgamation of brewers took place and the government decided to postpone any contemplated change in regulations.

While the Chambre de Commerce did not take any action it was decided that the matter should be once again brought before the Legislature.

DAMAGE BY FIRE.

Toronto, March 3.—A fire occurred in the building on Front Street, Toronto, last week, occupied among others by Green & Co., importers and manufacturers of grocery specialties. It started in the third flat, where a considerable quantity of goods, including grocery specialties, canned goods, cigars,

etc., were stored, and being fanned by a strong wind, swept the flat. Extensive damage was done to the stock, but it is covered by insurance, and the offices below, as well as stock in other storage rooms in the building, were damaged by water.

A REAL SALESMAN.

What He Must Have Besides Knowledge of the Stock.

By R. C. Bretz.

The three most important factors of a successful salesman are, quickness to judge human nature, a pleasing personality and untiring patience—of course, granting a salesman must have an accurate knowledge of his stock at all times. In my estimation there are two kinds of sales made in selling a customer, namely, "the intelligent sale" and the "case of customer buys himself."

The intelligent sale is the one that holds your customer and brings him back, because the salesman has given the customer something else than that commonplace argument, "that's all the go," or "it looks well on you." He brings out the points of the goods and is able to meet any argument the customer may make in a pleasing, matter-of-fact way, but he does not rouse the obstinate ire of the customer and, in a brief conversation, shows his customer he is competent to handle him in an intelligent way. On the other hand, we have the "case of customer buys himself," the salesman merely pulling goods out of stock and trying them on in an unintelligent and listless way; he has already lost the confidence of his customer by not being able to meet some argument offered during the sale, and it is mere chance if the sale is made. The salesmen I am trying to describe in this article are few and far between, because one has acquired that art, his ambitions have made buyer, manager or proprietor out of him and his success is assured. An article on salesmanship could fill a book and then not cover the different opinions of people on this subject.

A successful food fair conducted by Rea's departmental store, Montreal, in the grocery department, has just been concluded. Numerous Canadian manufacturers occupied attractive booths.

ANOTHER APPRECIATION.

Publishers, The Canadian Grocer.—Please find enclosed \$2.00 payment of subscription to your valuable magazine. We appreciate the same very much.

DOWNIE & SALMON.

General Merchants. Strathcona, Alta., Feb. 10, 1910.

BUSINESS OPPORTUNITY.

FOR SALE—A first-class general business in a good northern town. Turnover about forty-five thousand. Stock twelve thousand, all new. Good reasons for selling. Apply Box 335, CANADIAN GROCER, Toronto.

## The Effect of Cold Storage on Eggs and Poultry

**Official States That Farmers Hold Fresh Eggs Too Long and Suggests Remedy—Would High Cost of Living be Reduced if Storage Time Limit Were Made? — Frozen Chickens Should Not be Thawed Out by Dealer.**

In investigating the relation of the cold storage to the cost of living, some interesting information has been given before the committee appointed by the United States Congress.

Dr. H. W. Wiley, chief of the Bureau of Chemistry, told the committee that certain eggs which he had paid 30 cents a dozen for in the open market were cold storage eggs, and were used for ordinary use in the kitchen—frying, scrambling and soft boiling. Other eggs, which the witness said his inspector saw laid, he paid sixty cents a dozen for. Some eggs bought as strictly fresh at 40 cents a dozen proved to be cold storage eggs—really the same as those sold frankly as cold storage eggs at 30 cents. It would appear, then, that while a fairly good egg, passing as "strictly fresh," can be had for 30 cents, the really fresh eggs command twice as much. This tends to show, said Dr. Wiley, that storage keeps down the price instead of boosting it.

"As I understand it," asked one of the Congressmen, "the important and first essential is to see that the food product, including the egg, goes into the warehouse fresh. If it goes in fresh, then it can be kept reasonably wholesome for a time; if it does not go in fresh, it is bad then and deteriorates from that time on?"

Dr. Wiley replied: "That is exactly the idea that I tried to convey to the committee."

Asked if a method of inspection could be adopted which would guarantee eggs going into storage fresh, Dr. Wiley replied that "competent inspection of eggs entering cold storage, similar to the inspection which is now practised by the merchants themselves, but more rigid, would secure the entering into cold storage of sound eggs." The doctor said he felt sure that it was commercially practicable to do as he suggested. He said the cost of the test, with a 10 per cent. salt solution, would be almost nothing. The next best thing to an inspection, in the doctor's opinion, would be to date the packages, and the two would go very well together.

### Lays Blame to Farmer.

He lays upon the farmer the chief blame for the lack of fresh eggs in the market.

According to his testimony, farmers' eggs are permitted to begin the process of growing stale before they leave the farm.

The farmer should be taught to put his eggs on ice, if necessary, the doctor thought. He said that almost every farmer could have an ice box in which eggs could be placed as soon as laid, so

that they could be reduced to a temperature which would retard the process of decay. With good eggs to begin with, said the doctor, it is possible to keep them from six to nine months in cold storage and have them come out good to eat.

The chairman asked: "What is your opinion of the limit of time for storing good eggs?"

"I said not to exceed nine months," responded Dr. Wiley, who also said, when he fixed that time limit, that it was because he would not have eggs carried over to compete with the next season's crop.

It seems that the United States Government does not feel any particular apprehension that perishable products will be kept in storage so long as to become tainted. At any rate, it was the opinion of the secretary that it could not do any good to place a limit by law on the time that perishable products may be kept in cold storage.

One Congressman asked whether "it would relieve the situation as to the rise in the price of foods if we were by law to limit the period of time that meat, poultry, butter, eggs, and other food supplies could be kept in storage?"

To this the secretary replied: "I doubt if it would, for after the fullest inquiry you would limit the time to such period only as that which the meat would be good when it was taken out, and the packers and all others, merchants who use these refrigerators, must do the same thing."

### Cold Storage Chickens.

One reason why cold storage chickens sometimes seem disappointing is that the dealer thaws them and dips them in water to make them swell up and look plump. Cold storage chickens should be sold frozen, and never in any other way, said Dr. Wiley.

The doctor added that some of the most grievous evils connected with cold storage were due to the advanced state of decomposition that articles were in when they were placed in cold storage. Cold storage itself he considered practically the ideal method of keeping perishable products.

### INFORMATION FOR BUYERS.

#### Supplied to the Trade by Sellers.

The MacLaren Imperial Cheese Co., Ltd., beg to announce to their numerous customers, who have always stood by their renowned "Beauce Brand" Pure and Compound Maple Syrup, that they expect a full supply of both these lines to arrive about the end of March, and

look for a continuance of their past favors.

"Kandy Kid," manufactured by Clyde Fuller & Bro., is certainly creating a stir in the confectionery trade. This line has attained a wonderful sale in a short time. It will pay all up-to-date merchants to secure first benefits from this confection. The above-named firm are the largest popcorn manufacturers in Canada.

Brand & Co., through their representative at Toronto, are offering a special proposition to a leading grocer in every city and town in Ontario, in connection with Brand's A1 sauce and their various other lines.

The unique experience of outgrowing two warehouses in a few years has been the good fortune of the Toronto Branch of Red Rose Tea. For some years Red Rose Tea, at its headquarters in St. John, N.B., has occupied one of the largest and best equipped tea warehouses in Canada. This week the Toronto Branch is removing from 3 Wellington St. East to one of the largest warehouses in that city—that lately occupied by the Todhunter, Mitchell Co., at 7 Front St. East. This change shows the remarkable growth of the Red Rose Tea business in Ontario. When Red Rose was first placed on the Ontario market ten years ago the business was transacted from St. John. Soon it was found necessary to open a branch and Toronto was selected as the location. Premises were taken on Front St. and were soon outgrown. Then a lease was taken of the warehouse at 3 Wellington St. East, and the need of larger premises seemed a very distant probability. But with a considerable portion of the lease yet to run more room became an imperative necessity. The new premises at 7 Front St., East, will afford room for great expansion. The building is a hundred and eighty feet long by fifty wide, four stories and a basement, and is in the centre of the wholesale district. The interior is being remodeled and made up-to-date in every respect. The offices will be large and handsomely appointed, and the shipping facilities will be the best. When T. H. Estabrooks, of St. John, N.B., proprietor of Red Rose Tea, entered the package tea business, he adopted for Red Rose a blend of Indian and Ceylon teas that has been found particularly well suited to Canadian tastes and conditions. Then he has steadily maintained the quality believing that in building a business, quality is more than price. The success of Red Rose, due to the quality of the tea, has been phenomenal, and in a few years has made Mr. Estabrooks one of the leading figures in the tea trade in Canada.

### CATALOGUES AND BOOKLETS.

A handsome booklet has been received from London, England, published by R. Twining & Co., Ltd., tea men, setting forth the history of the House of Twining in three centuries. It is attractively gotten up in Old Country fashion, with the best of illustrations, tracing the House of Twining from 1710 up to the present time. It is in commemoration of the celebration of the bicentenary of the firm.

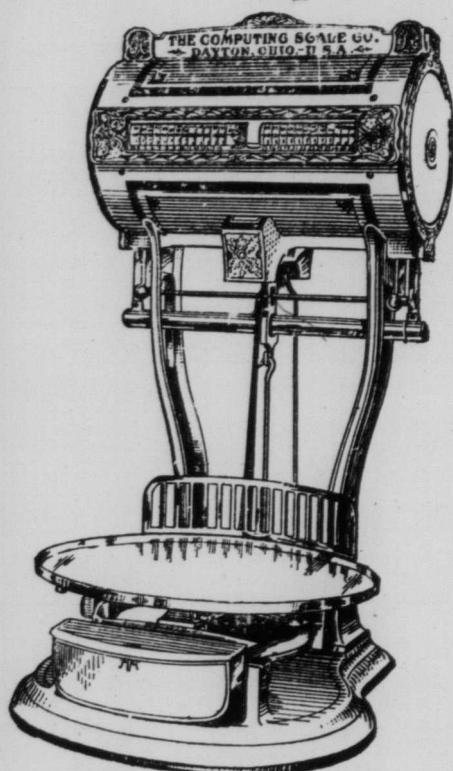
**SAVE** TIME—  
GOODS—  
WORRY—  
TROUBLE—  
CUSTOMERS'  
MONEY

and assure your profits  
by using the

# Dayton Scale

The Scale that pays for itself.  
Agate Bearings throughout.  
No poises to move. No  
weights to lift. Scale is  
always level.

**The Computing Scale  
Co. of Canada, Ltd.**



Dayton Moneyweight Scale.  
Note the Low Platform.

## Dayton Scales

are a preventative of all losses  
through error or overweight.

They strengthen the con-  
fidence of your trade, knowing  
that they are not subject to  
loss by mistake.

Fitted with Automatic Ther-  
mostadt, which regulates the  
scale in any temperature.

An absolute guarantee goes  
with each scale.

*Drop us a card and we will  
send you full particulars.*

**164 King Street West  
Toronto, Ont.**

## TIME TO THINK OF MAPLE GOODS

# “Pride of Canada” Pure Maple Syrup and Maple Sugar

☐ As spring approaches so does the season for maple products. With the first days of April we become very busy. The sap-running days are our busiest.

☐ Then we begin to make the “Pride of Canada” Maple Syrup and Maple Sugar. Unlike many sellers of maple products, we cannot give you the NEW, pure goods all the time.

☐ But within a few weeks we will have the choicest pure NEW Syrup and Sugar, and it is VERY IMPORTANT that you should ORDER IMMEDIATELY.

☐ No one knows what the run will be this year. So be on the safe side by ordering early. We will book you any day now, for delivery immediately sap begins to run.

**Specify “Pride of Canada” Brand Always, and You Will Always Get the Pure Goods**

## The Maple Tree Producers' Association, Ltd.

WATERLOO

QUEBEC

Montreal Offices: 58 Wellington Street.

Toronto Agent: W. J. Dack, 512 Dundas Street.



## GET in on the Ground Floor

The markets of the West are not yet glutted, and the man of enterprise has his opportunity of getting in there first! Does not this appeal to you, Mr. Manufacturer? We are here to assist you to capture this profitable trade. We have the facilities, the connection, the business ability and the financial standing to do so. Our large track warehouses are situated at the three chief distributing points of the West---Winnipeg, Calgary and Edmonton ---and we know we can serve you as no other firm can. Send us details of what you have to sell. We are after more business.

## NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

Winnipeg

Regina

Calgary

Edmonton

STORAGE FOR ALL CLASSES OF MERCHANDISE

We create  
the demand  
for you!

Have you noticed the regular consumer  
advertising of

## E.D.S. Brand Jams and Jellies?

Such bright and attractive copy cannot fail to attract trade for "E.D.S." Brand, and the quality of the goods will guarantee the repeat orders. There's pleasure in selling an article which has been certified as 100% pure, and there is, moreover, a good margin of profit. Are you handling this rapidly moving line?

Made by **E. D. SMITH** at his fruit farms  
Winona :: Ont.

Stock our new line—UNFERMENTED GRAPE JUICE



Increase your Profits  
Sell



Markets advancing. Take advantage  
of present prices  
and

**ORDER NOW**

**GUNNS** Pork and Beef Packers  
LIMITED WEST TORONTO Ont.

# COOKED MEATS

Very acceptable to your customers  
and a good paying proposition on  
your counter. Prices are not  
high on these goods. Let us quote  
you prices on them.

ALL MADE UNDER  
GOVERNMENT INSPECTION

**F.W. Fearman Co.**  
LIMITED  
Hamilton



A Reindeer Milk  
Baby.  
He looks it.



Young Canada is Being Raised on  
**Reindeer Condensed Milk**  
*The richest and best*  
**HOW IS YOUR STOCK ?**

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

MILD CURED

## Breakfast Bacon Skinned Backs and Hams

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

**The WM. RYAN CO.**  
LIMITED

PACKING HOUSE:

**FERGUS, - - ONT.**

HEAD OFFICE:

**70 and 72 Front St. East, TORONTO**

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Breakfast l  
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Sliced roll  
Hogs, live,  
Dress



**ADVOCATE OF WEIGHT PLAN.**

**Woodstock Merchant Points Out Unfairness in Selling Any Other Way.**

Editor Canadian Grocer,—It is the candid opinion of many people that all grocers should sell such articles as cucumbers, cabbage, etc., by the pound or by weight, instead of selling them at the rate of 2, 3, 4 or whatever the number may be at 5 cents, as is the general custom now-a-days.

The reason these commodities should be sold by weight instead of by quantity is, that by taking the latter course all the customers of a grocer are not treated fairly. If a grocer has a crate of cucumbers or cabbage for sale and he is selling them at the rate of so many for five cents, naturally the first customer who comes into the store to buy these articles will pick out the largest and best articles that there are in the crate. In this way, by the time five or six customers have made purchases all the largest and best of the articles are gone, and customers who come in the store later on have to take "what is left." Any fair-minded merchant can see that this is not the proper way to do business. On the other hand, if such commodities are sold by weight every customer is treated fairly and squarely, as each customer then gets the same quantity.

It is also the opinion of many people that a grocer would help his own business as well as accommodating his customers better if he would sell these arti-

cles by weight. When a man puts a crate of cabbage or cucumbers on sale in the morning and all the choice goods are picked up by the early shopper, the customer who comes in, say in the afternoon, does not always feel inclined to pay the same price for the smaller articles as the other customers did for the choice ones, whereas if a customer was told that the goods were being sold by the pound, they would buy at any time during the day, as then they would know they were getting a fair deal.

GROCER.

Woodstock, Ont., March 3, 1910.

**ORDER TAKERS GIVE REBATES.**

**Does This Come Within the Meaning of Secret Commissions Act?**

Editor Canadian Grocer,—In reading what has appeared in The Canadian Grocer about the Secret Commissions Act, I am reminded of a discussion that took place some time ago about a certain act, upon which those discussing it held different opinions. One in the heat of his argument forcibly impressed upon the mind of his friend that in order to understand the act it was first necessary to know what it meant, and then to read it to get the right sense of it.

This seems to apply to this Secret Commissions Act, and I must declare that I do not know what it means and therefore cannot understand it when I read it. It appears, however, that the lawmakers aimed to check a certain evil,

but did not think of all the details of the trade it would include, or if they did, it remains for us to get busy and find out where we are at. Supposing a clerk in a retail store is sent out to solicit orders, and he does what has been frequently done—tips the cook for the trade. Would that come under this act? It is a well-known fact that this is a serious evil and if this act covers that, it would be well to have a test case as soon as possible. There are instances where good customers are lost through the misrepresentation of the goods by the cook, and this was done for the bribe she received. It is well-known that in order to get trade in some restaurants and hotels, it is necessary to bribe the proper official. Does this act not also cover this tipping habit in every shape and form. Tips are usually given in order to receive something over and above what a person really is intended to get.

If this law covers all these evils, it is certainly an angel in disguise, and should be welcomed by all honest business men. The people are rapidly waking up to the fact that all men are entitled to fair pay for their services, and in consequence the trade can afford to eliminate everything which is unfair and dishonest.

K. I.

London, Ont., March 3, 1910.

Even advertising is not a cure-all for all the ills a business is heir to. It must be supplemented by good salesmanship and correct business methods.

**DAVIES' CANNED BEEF AND PORK AND BEANS**

<b>BEEF—</b>	<i>corned</i>	<i>roast</i>	<b>PORK AND BEANS—</b>
1's -	\$1.60	- \$1.65 dozen	1's .... 50c dozen
2's -	2.80	- 2.90 "	2's .... 90c "
6's -	9.00	- .... "	3's flat 1.00 "
			3's tall 1.15 "
			Plain or with sauce

**THESE GOODS ARE GUARANTEED TO PLEASE!**

*Offered Subject Stock Being Unsold and Advance in Price*

ORDER AT ONCE IN 5-CASE LOTS OR MORE AND SAVE ON FREIGHT. TORONTO PRICES.

**WM. DAVIES COMPANY, LIMITED**  
TORONTO :: ONTARIO



Just Read the Directions!

GROCERS—

get familiar with the many uses of

**GILLETT'S LYE**

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



GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

**When Your Customers  
Complain of the High  
Cost of Living**

you can safely advise them to  
use more

**Clark's Pork and Beans**

and less meat.

They will get the same nourishment and  
enjoy an appetizing dish at  
the same time.

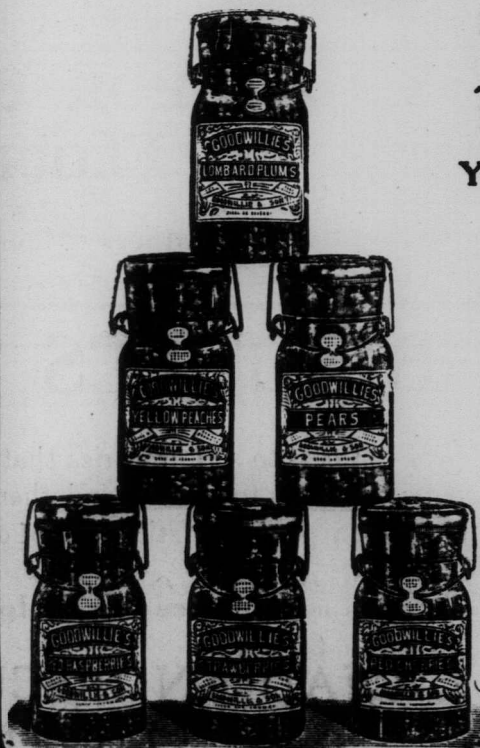
**Wm. Clark - Montreal**

Manufacturer of high-grade  
—Food Specialties—

**Goodwillie's Fruits**  
IN GLASS

Have  
You  
Tasted  
Them  
Yourself  
?

If not,  
do so



Agents:  
Rose  
&  
Laflamme  
Limited  
Montreal  
and  
Toronto

**EARLY CLOSING IN CHILLIWACK.**

Ahead of Eastern Grocers—Weekly Hints Pay for Subscription.

Editor Canadian Grocer.—Find enclosed cheque for \$3 paying for our subscription to Jan. 11, 1911. We have been a subscriber to Grocer for 17 or 18 years and we get enough hints from EACH number to pay for a year's subscription.

What's the matter with the Toronto grocers? We have six grocers here and we close our stores at 6 o'clock and on Saturday nights at 10 o'clock—pleased to note they are making a move to close at 7 o'clock in Toronto. We think they could just as well close at 6.

We are having quite lively times here building the B. C. Electric Tram from Vancouver, and the work that will be done in building the Canadian Northern and the V. V. & E. through Chilliwack is giving real estate a great boom.

Prices are quite high at present. We pay 40c lb. for creamery butter, 60c doz. for fresh eggs; 23c lb. for bacon, 19c lb. for lard, 2c lb. for wheat, \$7 bbl. for flour.

We have a merchants' association and a clerks' association.

Geo. R. Ashwell & Son.  
Chilliwack, B.C., Feb. 11, 1910.

**LIMITING RETAIL CREDITS.**

The following notice is being put up in many stores throughout Minnesota where they have organizations. They use a sign 12x18 inches:

"The wholesale grocers, meat, fruit and vegetable houses compel the retail grocers, meat dealers and general merchants to settle their bills in full twice a month, and to meet those conditions the retail grocer, meat dealer and merchant cannot extend credit beyond pay day and in no case for a longer period than thirty days."

The GRAY, YOUNG & SPARLING CO., Limited

**SALT MANUFACTURERS**

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

**Meat Sold in Dishes**

will increase your sales. Use one to hold it and one to cover it, and the result will please the buyer.

Pin this ad. to your want list.

Graham Bros. & Co., Kinmount, Ont.

**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.

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

Just the thing

**WHEN EGGS ARE SCARCE**

We stock it. Write.

**W. H. ESCOTT**

Broker

Winnipeg, - - - Man.

The Largest and Oldest Barley Manufacturers in Canada

LET US QUOTE YOU PRICES ON

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

**John MacKay, Limited**  
EOWMANVILLE, - ONTARIO

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



This Kid is

**"Spreading Out"** and fully realizes that he is "the coming man."

Don't let precedent and prejudice hold you in a rut so that progress turns out and goes around you! Buy

**ANCHOR BRAND FLOUR**

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



6

**BISCUITS THAT SELL**

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

Free sample and prices from

**THE CANADIAN BISCUIT COMPANY, LIMITED**  
LA PERADE, QUE.

## The causes which lie behind Christie reputation.

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

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

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

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

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

Are you making the most of Christie reputation?

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

**CHRISTIE, BROWN & CO., Ltd.**

**GEO. KEMP, LTD.**  
LONDON, ENGLAND.



**BISCUITS**

Do not miss these good selling lines.

Satisfaction on all points.

Repeat orders with every mail.

\$ \$ \$ \$  
in these dainty goods.

**FOR QUALITY**

Export Agents:

**H. COLLINGS & CO.,**

16 Philpot Lane

London, England

**PROGRESSIVE GROWERS HANDLE THIS MONEY-MAKER**



Our  
**VILLAGE**  
**Biscuit**  
retails  
3 lbs. for  
25c.

**DIGNARD, LIMITED, Biscuit Manufacturers MONTREAL**

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

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

Write for prices

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

Canadian made Licorice  
**Y&S BRAND**  
All Druggists.



Manufactured by  
**NATIONAL Licorice Co.**  
Montreal.

Grocers,  
Confectioners  
and  
Druggists

should not fail to handle a full range of our

## Licorice Specialties

which will be found quick selling and profitable.

We also recommend our

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

Write for price lists and illustrated catalogue

Send  
To-day

### AGENTS

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

There's profit in handling

## WHITE LILY BRAND Havelock Lunch Biscuit!

A popular favorite which has created a big demand for itself at its retail price of 15c. a pound. It is made of the purest ingredients only, and is mixed and baked in a modern, sanitary plant. Just the line to influence more of the family trade to your store. We also recommend "WHITE LILY" BRAND Cream Sodas, People's Fancy Cottage Mixed. In bulk, boxes and tins.

WRITE FOR PRICES

J. A. MARVEN, Ltd., Moncton, N.B.

By Royal



Letters Patent

## NELSON'S POWDERED GELATINE

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

## NELSON'S Gelatine and Licorice LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:

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

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

All the year round

## Mott's

"Diamond" and "Elite"

brands of

## Chocolate

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

EVERY JOBBER SELLS THEM

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

SELLING AGENTS:

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

Flour

Since market the price the last though 2 date.

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Under wheat n buying, practical on slight slowly pour out the flour supplied

Flour ing don ket is s

Winter whe Straight roll Extra, bbl. Royal House Glenora, bbl Manitoba s Five Roses, Harvest Que

Oatme with bu

Fine oatme Standard of Granulated Golddust cc Bolted corn Rolled, oats,

Flour fixture. have re ers hav but on competi that all

1st Patent. 2nd Patent Strong bak

Straight ro Patents... Blended...

Cerec ther th has dev



## Flour Unchanged in Spite of Wheat Wanderings

**Demand Not Extra Good—British Market Using Large Quantities of Russian Flour—Rolled Wheat Shows Advancing Tendency.**

Since our last week's issue the wheat market had their usual flutterings, and the price reached the highest point since the last crop went on the market, although 2c below last year at the same date.

The fight seems to be a fairly even one, although gradually but slowly making it more hopeless for those who have to supply cheaper wheat. In this constant, never-ceasing, strenuous battle, every change in the weather, every condition of the growing crops and every supposed or real change in the total wheat supply is watched with an intense keenness, and manipulations follow according to the views big millers take of these changing conditions. Damage to the growing crops is closely watched and made use of in bulling the price.

Under all this high tension in the wheat market, the millers are slow in buying, and are selling their flour at practically the same price, and working on slightly smaller margins as the wheat slowly advances. Russia continues to pour out its enormous crop, which keeps the flour market in England too well supplied to suit our millers.

### MONTREAL.

Flour—A good domestic trade is being done at unchanged prices. The market is steady.

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

Oatmeal—Prices remain unchanged, with business but fair.

Fine oatmeal, bags.....	2 62½
Standard oatmeal, bags.....	2 62½
Granulated ".....	2 62½
Golddust cornmeal, 98-lb. bags.....	2 10
Boiled cornmeal, 100-bags.....	1 85
Rolled oats, bags.....	2 40
"    barrels.....	5 05

### TORONTO.

Flour—The local flour market is a fixture. For several months the prices have remained at the same figure. Millers have been looking for an advance, but on account of the small demand, competition would not admit the raise that all would like to make.

Manitoba Wheat.	
1st Patent.....	5 70
2nd Patent.....	5 30
Strong bakers.....	5 10
Winter Wheat.	
Straight roller.....	5 10
Patents.....	5 30
Blended.....	5 30

Cereals—The market is firm, but further than that nothing of any interest has developed this week. It is, however,

claimed that some rolled wheat had been sold at an advance of 15c a barrel. The tendency is upward.

Rolled oats, small lots, 90 lb. sacks.....	2 40
"    25 bags to car lots.....	2 25
Rolled wheat, small lots, 100 lb. brls.....	3 10
"    25 brls. to car lots.....	2 80
Standard and granulated oatmeal, 48 lb. sacks.....	2 65

### DETAILS OF CEREAL MERGER.

**The Firms Which Will be Included in the New Concern—J. G. Flavelle the President.**

Montreal, March 3.—Promoters of the cereal merger announce this week the names of the mills which will be taken over by the newly-incorporated company, and give some facts regarding the stock and bond issue.

Eight leading firms will merge: The Tillson Co., Tillsonburg; the Flavelle Milling Co., Lindsay; P. McIntosh & Son, Toronto; James Wilson & Sons, Fergus; Walter Thomson & Son, London; Woodstock Cereal Co., Woodstock; D. R. Ross, Embro, and Martin Bros., Mount Forest.

These mills turn out oatmeal, rolled oats and flour, chiefly.

J. G. Flavelle will be president of the new concern.

Authorized capitalization will be \$1,500,000, 7 per cent. preferred stock, and \$1,500,000 common stock. There will be left in the treasury \$500,000 preferred and \$500,000 common stock, while there will be an authorized issue of \$1,000,000 6 per cent. first mortgage bonds.

A. J. Nesbitt, managing director of the Investment Trust Co., Montreal, has been responsible for the bringing together of the firms.

When P. McIntosh & Son were spoken to in reference to the above report, they disclaimed connection with the merger. They had heard nothing definite in reference to the matter, although they knew it had been talked of now for some time.

### NEW COMPANIES.

The Glengarry Match Co., Alexandria, Ont., has been granted an Ontario charter. Among the provisional directors are R. B. McArthur, T. H. G. McCrodan and R. W. Adams.

Notice is given that under the Act respecting the licensing of extra provincial corporations, authority has been granted the Laing Packing and Provision Co., Quebec province, to do business in Ontario.

Victor Archambault, Sherbrooke, Que., was in Montreal on a short business trip last Saturday.

**Fortify  
Your  
Position**

as a Grocer, by only handling lines that meet the public demand.

In the line of crackers, you can't go wrong if you are handling

## Mooney's "Perfection" Cream Soda Crackers

The kind that always reach you in the same crisp and fresh condition as they leave our ovens.

A little extra care in the selection of the materials, and a little extra skill in mixing and baking have made the "Mooney" the best flavoured cracker and the most profitable to handle.

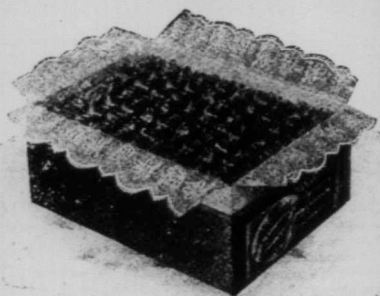


## Cox's Gelatine



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

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



Sages tell us experience teaches! Wise men profit by that of others. If one firm handled a certain line for 25 years very successfully, would not you be inclined to take it up?

It is over a quarter of a century since we launched our now famous

## “CHOCOLATE BORDO”

(Registered)

Each succeeding year has been a record-breaker. The confection is a winner, a money-maker, a success in every sense of the word.

For 25 years we have profited. You can share in the success by featuring the brand.

**The Montreal Biscuit Company**

*Manufacturing Confectioners*

**MONTREAL**

# TRUMILK — AND — MILKSTOCK

The only milk powders manufactured in Canada that are perfectly soluble in cold water. Always sweet, safe, pure and nourishing. Will keep after the cans have been opened. Manufactured and packed under the most sanitary conditions.

For Further Information Write to

**Canadian Milk Products, Limited**  
Head Office: MAIL BUILDING, TORONTO.

**THE Beverage for ALL Weathers**

## Epps's Cocoa

A Cup of “Epps's” at breakfast **Warms and Sustains** you for hours. As a supper beverage it is perfect.

**Grateful**

**Comforting**

Special Agents: **G. E. COLSON & SON, Montreal**

Nova Scotia: **E. B. ADAMS, Halifax.**

Manitoba: **BUCHANAN & GORDON, Winnipeg.**

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

Strictly French Manufacture Guaranteed  
Manufactured at  
**92 Beaudry Street MONTREAL**

### FEATHERS WANTED

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

WRITE TO

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

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



THE NEW FLAVOR

## MAPLEINE

Better Than Maple

The Crescent Mfg. Co.,  
Seattle, Wash.

## WINDSOR SALT

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

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

## ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.  
Prompt attention to all orders.

**J. W. EWEN, - Uxbridge, Ont.**

### MAPLE SYRUP

“Your syrup is superior to anything I have seen on the market.”—H. Mockford, Charlmound Road, London  
It is **STANDARD.** Get Prices.

**CANADA MAPLE EXCHANGE**  
Montreal



## 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.D.F., 204 Temple St., Springfield, Mass.**  
LYMANS Ltd., Montreal, Canadian Agents.





**LAKE OF THE WOODS  
MILLING COMPANY**

LIMITED

MONTREAL  
TORONTO  
OTTAWA  
LONDON  
ST. JOHN  
WINNIPEG  
KEEWATIN  
VANCOUVER

**MAKERS OF FIVE ROSES**

I'VE JUST overheard a conversation, Brother Grocer. Between the President and Mr. L., one of the FIVE ROSES men.

The President: "What's doing?"

Mr. L.: "Heard a woman complaining."

The President: "How very unusual!"

Mr. L.: "Complaining on FIVE ROSES, sir."

The Pres.: "Eh!"

Mr. L.: "Yes, sir. Called on Jones 'smorning. While discussing the wheat market, Mrs. B. comes in all flustered. Said "she'd used FIVE ROSES twenty years without "bad luck." "But the *last* barrel was a dose of disappointment—couldn't "do anything with it. Quite sore, she was, sir. Yes, sir."

The President: "That's nice. What did YOU do?"

Mr. L.: "Why, nothing. I didn't let on."

"What, you don't mean to tell me you stood there and let a "woman work herself up into a frenzy over a cooking failure "without finding out what's what."

"But, sir, what could I do? She wasn't MY customer."

"Yes, sir; she *was*. You trot right back to Jones's as quick "as you can get there. Ask him, with my compliments, to see "Mrs. B. and get that flour back. You must send her another "barrel, or her money, all of it, together with our most abject "apologies—and do it NOW."

He did.

You see, Brother Grocer, the results of an accident in transit, flour damaged somehow.

We surely *love* complaints, because to rectify them makes us all the stronger with our customers.

And the President, quite indirectly, gave me a lesson in salesmanship, drawn from his own vast experience.

He believes, like all successful merchandizers, that Marshall Field was right when he said—"The customer is always right."

But the crucial point, Brother Grocer, is this:

If FIVE ROSES ever causes a disappointment, whatever the cause (for mistakes will happen in the best regulated families, you know), *take the flour back* as cheerfully as you can or care to and *replace the sale, or refund full purchase money, no matter how much flour has been used.*

We'll stand the *whole* loss, Brother Grocer, thanking YOU gratefully for the opportunity of living up to our guarantee.

Do that, and we'll be friends for life.

For, you see, the FIVE ROSES guarantee is in *no way* worm bitten.

-E.M.E.

## Merchants' Obligations in Trade Reformation

**True Co-operation With the Farmers Needed, Says Writer, to Clear Atmosphere of Trade Troubles—Up to Merchants to Take Initiative—Would Tend to Eliminate Buying From Mail Order Houses.**

By M. Moyer.

The discussions of the high cost of living have brought out a good many interesting points, apart from the solution of the problem. The one most conspicuous is the fact that people engaged in different occupations, know so little about one another.

That foodstuffs, particularly farmers' products, are unusually high, all admit, but when some tried to put the blame on the retailer, it showed how little they knew of his business.

C. C. James, Deputy Minister of Agriculture for Ontario, in a very few words showed up the situation as it really exists. The whole trouble he said was the fact that the production was not keeping pace with the rapidly increasing consumption, and this explained itself when he demonstrated how the rural population was decreasing while the city population was rapidly increasing.

But he made another remark which should be interesting to retail merchants. He said that "farmers need not only co-operation among themselves, but they also needed the proper co-operation of the town and city people." By this I suppose he meant particularly those who handle the goods they produce and also what they have to buy. True co-operation is not to combine together for the purpose of gaining any special benefit at the expense of others, and is never right nor fair unless it works out in harmony with the best interests of all the people.

There are fundamental principles underlying the network of the world's activities, and to discover these and to work them out is the work of co-operation. Only a few years ago farmers were kind to each other in giving assistance to their neighbors and friends when they were in need, but true helpfulness was better understood when they started, through the assistance of the government, to help one another to get better results from their labor, through a clearer understanding of the principles that work for right and greater success.

To open the way to make it easier to succeed was not by producing anything that did not exist, but merely by learning how to utilize and harmonize the means at their disposal.

### Merchants Should Break the Ice.

Wonderful has been the work accomplished, but the co-operation with the people who are not farmers, to which Mr. James refers, has not yet been attempted and it remains for the merchants to take the initiative in this work. A good deal is said just now about "co-operative" societies, but when the aims and objects are carefully investigated; it is nothing else than "combination,"

which means advantages for a certain class at the expense of others. The Co-operative Bill now before parliament is of this character, because it has features in it which aim for profit entirely separate from its intended purpose.

The agricultural industry has been greatly benefited through co-operation among farmers; and so have the merchants, but now is the time when co-operation between the two should be developed.

Taking it for granted that the retail and the wholesale trades are necessary for the convenience of the people and the only system known to the world that can render cheap and complete service, therefore, to bring out the best results for the entire community there should be "true co-operation." Combination destroys individuality but co-operation in its true sense means full individual liberty under the best possible conditions.

### What True Co-operation Is.

If the farmer does his very best to produce the highest quality of goods for the dealer to handle and the dealer does his best to give good service in return, that is co-operation, and the best results can only be attained through united effort. Being both in the same locality, the profit accruing from both will, to that extent, improve the value of the property in that neighborhood.

It is estimated that some of the choicest lots in Toronto are worth 4 or 5 million dollars an acre, and as this is made so valuable principally through the products of the farm, an agricultural paper recently claimed that such land does not pay its proper proportion of

**Tell Your Customers That :**

**SHAMROCK**  
**BIG PLUG**  
**SMOKING TOBACCO**

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

**McDOUGALL**

Insist upon having them.  
D. McDOUGALL & CO., Glasgow, Scotland.

**CLAY PIPES**

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

**TANGLEFOOT**



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

**Black Watch**

**The Big Black Plug**  
**Chewing Tobacco**

**"A Trade Bringer"**

**Sold by all the Wholesale Trade**



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## THE CANADIAN GROCER

taxes and that part of them should go back to reduce the taxes of the farmers. But why should the farmer make this land so valuable and impoverish his own property at home, from which he is deriving the taxes in the natural way?

We hear much complaint about people sending their money to the large department stores. This is admitted to be a hindrance to the natural growth of our country. The people would not do it if they understood the true principles of co-operation. It remains for the merchants to get busy.

### SOME USEFUL HINTS.

The following hints are useful to the general merchant in two ways. He may

use them himself and may advise his customers thus giving a better service:

Candles, dried meats, hams, bacon, and tongue all keep best in a cold but not damp place.

All rice, oatmeal, sago, etc., should be kept carefully covered from the air.

Dirty windows show untidy and careless storekeeping or housekeeping sooner than anything else.

For barley water small pearl barley should not be used. Use only the larger sort ground small.

If ribbon has splashes of mud on it, it should be allowed to dry, then brush it off gently, and lightly sponge the stain with sal-volatile and water.

### TRADE NOTES.

Assets of the Montreal Industrial Co-operative Co., Montreal, have been sold.

The Retail Grocers' Association of London, Ont., has offered \$50 towards the purchase of factory sites.

A despatch from Sydney, C.B., tells of the following trade changes: A. R. McLeod, of Harrington, Ltd., Whitney Pier store, has accepted a position with Geo. Armstrong & Co., Ferry St.; M. W. Wherry, collector and order solicitor for Harrington Ltd., is now manager of the grocery department in the Harrington department store, Whitney Pier; W. A. L. Vash, who has conducted a large grocery business on Dorchester St. during the past four years has sold to Daniel A. McLean.

**One minute** spent in reading this 'ad.' will mean many dollars in your pocket, that is if you are wise and feature the

# 7-20-4

CIGAR

in your Tobacco Department. It's a steady and ready seller, and leaves a 'worth-while' profit for you. Write for prices.

**Sherbrooke Cigar Co., Sherbrooke, Que.**

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

IF NOT, WHY NOT ?

# "Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured  
from

Imported Leaf Exclusively

**The Geo. E. Tuckett & Son Co., Limited**  
HAMILTON, CANADA.

## Advance of 25 Cents on California Navel Oranges

Firm Market This Week—Dealers Lose Heavily in Apples—  
Supply Appears to be Too Great for Demand—Good Call for  
Vegetables all Winter—Fish Market Firm With Some Advances.

### MONTREAL.

Green Fruits—Fruit men who have handled apples as extensively as in the past have been keenly disappointed in the outcome of the year's business. It has been a most discouraging season, due largely to the high prices asked and paid for apples early in the fall, when contracts were made with orchard owners. Good prices which were at the time anticipated failed to materialize, and more than one dealer has lost heavily. Many shipments have been consigned to Europe, where the loss has been as great as it would have been here, and, in some instances, greater. There is but slight activity at present. Apple supplies are more than sufficient to take care of all demands, despite Government statistics which prophesied a scarcity. Tallman Sweets are higher. Prices on other varieties have not changed. California navel oranges are firmer, on an advance of 25c, due to a stronger feeling in United States markets. Lemons are stronger, too. Other lines are normal.

Apples—	Lemons—
Baldwins, bbl. .... 4 00	Verdills, box. .... 2 50
Greenings, bbl. .... 4 00	Maoris, case. .... 3 25
Russets, ..... 4 25	Messina bitters, ..... 2 50
Kings, No. 1. .... 4 00	box. .... 1 50
Spies, per bbl. .... 5 00	Limes, per box. .... 1 50
Tallman Sweets. 3 50 4 00	Oranges—
Bananas crates,	Floridas. .... 3 00
bunch. .... 1 75 2 00	California navels 2 75 3 00
Cranberries, bbl. 6 00 7 00	Porto Ricos. .... 2 50
Cranberries, per	Mexicans. .... 2 25
bushel box. .... 1 50 2 00	Jamaica, crate. .... 4 10
Cocanuts, bags. .... 4 25	Pineapples—
Grape fruit—	Floridas, case. 4 00 4 50
Florida, box. .... 5 00	Strawberries—
Grapes, Almeria,	Florida, qt. .... 0 70
per keg. .... 6 50	Tangerines, strap. .... 5 75
Kumquats, qt. .... 0 25	

Vegetables—Roots are active, but there is no special demand for imported stuff. There have been slight fluctuations in several lines, but no appreciable changes in prices. Considerable hot house stuff is being brought into the city from neighboring places and this is selling freely in small lots. Radishes, mushrooms, and parsley are especially salable.

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

Fish—A proposal to bring cod fresh from the sea to this and western Canadian markets the year round has been before the trade indefinitely for some time, but active measures are now under way which will result, through the use of the newly discovered Solling wrapping process, in Canadians being able at all times to secure fresh cod from far off Newfoundland, in excellent condition. Trial shipments are now being made. Of course, the new style packing will mean higher expense, but it is thought that the better quality,

fresher flavor, will make it easy for dealers to sell to the better class of trade. Haddock continues scarce, with demand active. Halibut is scarce and high. Tomcods are low in price and supplies are plentiful. Dried lines are moving out as usual, Shell fish are being sold freely. Mild weather is affecting sales generally.

### FRESH FROZEN

Codfish. .... 0 04 1/2 0 05	Steak cod, lb. .... 0 05 0 05 1/2
Dore, winter caught,	Salmon, B.C., red,
per lb. .... 0 07 1/2 0 08	per lb. .... 0 08 0 08 1/2
Haddock, per lb. 0 05 1/2 0 06	Smelts, 10 lb. boxes. 0 10
Halibut, per lb. 0 09 1/2 0 10	Tom cods, per bbl. ... 1 50
Herring, per 100. 1 70 1 80	Whitefish, large,
Mackerel. .... 0 09	lb. .... 0 09 0 09 1/2
Pike. .... 0 06 0 06 1/2	

### SALTED AND PICKLED

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

### SMOKED

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

### SHELL FISH

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

### PREPARED FISH

Boneless cod, in blocks, all grades, at 5 1/2, 6, 8, 9 & 10c. per lb.
Boneless fish. .... 0 04 1/2 0 05 1/2
Dry cod in bundles, per bundle. .... 6 00
Skinless cod, 100 lb. case. .... 5 50

### TORONTO.

Green Fruits—The apple market is completely demoralized. Some apples have to be sold at a very low figure in order to avoid total loss. All apples have their particular time to be at their best, and those that are past their time are selling as low as \$1 a barrel. The very choicest spies bring as high as \$4. The apple trade this season, on the whole, was disastrous to the large dealers.

The California navel oranges are now arriving in good shape. They are almost free from frost, and are about 25c a case higher. Strawberries are more plentiful and will likely be lower.

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

Vegetables—The business in fresh vegetables during the winter is increasing from year to year. They do not seem to be a mere luxury, but an every day requirement. Sales are regular and nearly all grocery stores handle them. California celery, which monopolized the market for some time, is almost off the market, but is immediately followed by Florida celery which is now considered superior in quality. Florida celery comes in cases half the size of the California. Cucumbers at \$2.50 a dozen and strawberries at 60c a box look a little bit high beside a barrel

## FLORIDA

Strawberries, Celery  
Head Lettuce

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

Also—Tomatoes  
Egg Plant  
Green Peppers

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

### FULL LINES

Oranges Lemons  
Bananas

McWILLIAM

Mc. AND E.

EVERIST

25-27 CHURCH ST. - TORONTO

Always

Take  
time  
to  
think

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

### MORAL

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

J. J. McCABE

AGENT

32 Church Street, Toronto.

of apples at  
them and  
high prices.

Asparagus,  
bunch. ....  
Beets, bag. ....  
Beets, new, doz.  
Beans, green in  
qt. boxes. ....  
Cauliflower, doz.  
Cabbage, Cana-  
dian, dozen. ....  
Cabbage, Cana-  
per barrel. ....  
Carrots, bag. ....  
Carrots, new, doz.  
Celery, Cana-  
dian, dozen. ....  
Celery, Cal., per  
case. ....  
Celery, Florida.  
Cucumbers, doz.  
Lettuce, hamper.  
Lettuce, per doz.  
Mushrooms, lb.  
Onions—  
Canadian, bag. ....

Fish—The  
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ity on this  
haddie.

Goideyes. ....  
Herring, Lake Su-  
Pickrel, blue. ....  
Pickrel yellow. ....

Steak Cod. ....  
Halibut. ....  
Haddock. ....  
Herring, per 100.  
Mackerel, each. ....

SMOKED,  
Acadia, per cran-  
tablets, ....  
Bloaters, per bas-  
Cauliflow, shredder  
Bluenosi  
Cod steak, per lb.  
Cod, Imperial, pe  
Ciscoes, per bass

Oysters, standard  
gal. ....

TO DEV

Montreal  
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smoked fish  
every year,  
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might be

Distr

of apples at \$1, but the people will buy them and continue to talk about the high prices.

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

Fish—The demand for fish is great, but the supply is rather light," was remarked by one of the fish dealers. Another one said: "The fish market is very firm and prices are about 1c higher all round." Fish are scarce and several lines are completely off the market. Fillets are gaining in popularity on this market; they are boneless haddie.

LAKE FISH (FROZEN)	
Goldeyes.....	0 05½
Herring, Lake Superior.....	0 04
Pickarel, blue.....	0 05½
Pickarel yellow.....	0 09
Pike.....	0 06
Trout.....	0 10
Whitefish.....	0 10

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

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

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

**TO DEVELOP FISH BUSINESS.**

Montreal, March 3.—A. H. Brittain, Montreal, has returned from a short business trip to Digby, N.S., where he was for a day engaged in connection with preliminary steps incidental to the making of definite arrangements which are expected to result in the greater development of the fish business in that Nova Scotian fishing town. A large smoked fish business is done from Digby every year, and it has been felt for some time that this could be made of larger volume, while the fresh fish industry might be profitably developed as well.

# LEMONS

OUR EXTRA FANCY BRANDS:

**HOME GUARD and LORD BERESFORD**

OUR EXTRA CHOICE BRANDS:

**"DOMINION" and MAPLE LEAF**

These Brands represent perfection in Sicilian Lemons. Put up under our own exclusive Brands by two of the best Italian packers.

Everybody swears by these Brands who have once used them.

Same prices as ordinary Brands packed by second raters.

## WHITE & CO., Limited

Toronto's Premier Fancy Fruit House

Phone Main 6565

Toronto and Hamilton

# Fresh Arrivals

THIS WEEK

Car BANANAS—Fancy Fruit

Car CALIFORNIA NAVELS

Extra Fancy Heavy Juicy Fruit.

"GOLDEN ORANGE" Brand.

Car DOMESTIC CABBAGE

FINE SOLID HEADS

Fancy Ripe Pineapples.

Extra Fancy Florida Celery

PRICE AND QUALITY ALWAYS RIGHT

## HUGH WALKER & SON

(Established 1861)

GUELPH, ONTARIO

# A FACT

Market reports from the largest cities in America: New York, Philadelphia, Chicago, Pittsburg, Boston, etc., state that Florida Oranges are selling for more money than any others. The quality is better; that is the reason. Why more of you do not handle Floridas is because you have not seen or tasted the finest oranges grown. Those you are buying you think are good enough, but the best markets are buying Florida Oranges, because they know they are the best. Order Floridas for full-flavored, sweet, juicy fruit. Our pack is carefully handled and graded.

**W. B. Stringer**  
District Manager, Toronto

# FLORIDA CITRUS EXCHANGE

# FISH and OYSTERS

EXPERIENCE and Efficiency is the keynote of success in our business. We buy only what is RIGHT and are not compelled to unload second-class stocks at different seasons of the year.

“That means “THAT you are selling the Best.”

Fish is scarce, but we have a large assortment, even under difficulties.

If you want information, WRITE

## The F. T. JAMES CO., Limited

Church and Colborne Sts.

TORONTO



**“Epicure”  
Lobsters**

The surest proof of quality is a repeat order. This famous brand has sold—and repeated—so often that buyers never ask a question as to quality.

They know the brand represents highest excellence—choicest fish, only.

Early booking is advisable. Stocks are light and the catch may be small, so prices are likely to advance.

Order to-day from your jobber or direct, and specify “Epicure” Brand Lobsters. Every can guaranteed.

**C. H. Mitton, Port Elgin, N.B.**

Broker Agents Wanted.

It is a  
Genuine  
Satisfaction



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

### Concord Norwegian Sardines ?

The brand with a guarantee on each tin. The extra care taken in the packing of these sardines preserves their natural delicate flavor in a remarkable manner. There is an extra cover for use after the tin has once been opened.

This high-class sardine will appeal strongly to your better-class customers. Send your order to any wholesale grocer.

AGENTS :

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



THE CANADIAN GROCER

# FISH FOR LENT

*Seasonable Sellers—Some Special Suggestions*

## LARGE FROZEN SEA HERRING

**Halibut  
Salmon**

**Mackerel  
Smelts**

**Haddock  
Cod**

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

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

*Ask us to mail you our latest price list*

LARGEST FISH AND OYSTER WAREHOUSE IN CANADA

BRANCHES:

Montreal  
St. John  
Grand River  
Gaspé

P. O. Box 639

4 Long  
Distance  
Telephones

# LEONARD BROS.

20 to 26 Youville Square (Near Customs House) Montreal

• Nova Scotia Haddies are good  
New Brunswick Haddies are good  
Portland Haddies are good

We know because we handle them all, but the best Haddies known are the

## Wachusett Haddies

packed by Freeman & Cobb of Boston, Mass. Why? Because only fat, plump and perfectly fresh fish are selected before going to the smoke house; because they are smoked by a professional; because they are so cleanly and carefully put up; because they possess a flavor which always pleases.

We are sole agents for Canada. For prices, ask for our booklet, last edition.

### D. HATTON CO.

Montreal

## YOU, Mr. Retailer

are not in business for your health.

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

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

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

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

The answer is: become a SEALSHIPT AGENT.

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

**The Sealshipt Oyster System, Inc.**  
SOUTH NORWALK, Connecticut.



**METHODS OF FRUIT GROWERS.**

**What Does Their System of Co-operation Mean?—How Jobbers Will be Affected.**

A report comes from St. Catharines, Ont., to the effect that with the co-operation of all the fruit growers in connection with the Niagara District Fruit Growers' Association, three commission houses each in Montreal, Toronto and Winnipeg, and one each in Quebec, Ottawa and London, will be established to handle the fruit from that vicinity, and a stock company to cover the district formed in connection therewith. The distribution committee of the association has taken the initiative in forming the grape growers of Ontario into one large company, with central management, and to include all existing co-operative companies and societies.

In discussing this matter, P. T. Peterson, of the Peterson Fruit Co., Montreal, said: "The establishment of three commission fruit houses in Montreal by the Niagara District Fruit Growers' Association, will not affect the business of the local houses to any extent.

"If these commission houses are established it will be for the purpose of handling small fruits, such as pears, peaches and grapes. These goods are of a perishable nature, and already some of the large wholesale firms have gone out of that special line of the trade, for the reason that the goods were sent here and sold on a commission, and the losses, owing to the perishable nature of the fruits, made the business unprofitable.

"Commission houses of the nature considered will be better able to handle this kind of trade, and they will also be able to make more money for themselves."

The fruit jobbers in Toronto give a different version of the above report, and claim that it is altogether misleading. The Fruit Growers' Association, they claim, do not intend to have their own houses to handle their fruit, but instead of shipping their goods to a large number of commission houses in one city, they are considering the advisability of consigning their shipments to about three in the largest cities and to one or two in smaller places. The growers claim that often the same fruit sold by different firms will come into competition with itself, and result in confusion and also in a loss. In doing this they consider that they can keep the few commission men better posted as to the quantity of fruit they may expect to receive.

The matter, however, is still under friendly consideration between the growers and the jobbers.

**CHEAP POTATOES IN N.B.**

In Carleton county, New Brunswick, potatoes are being sold by the farmers for 50 cents a barrel. At this price they are secured by shippers and after being culled over are sent to the Cuban market. A number of the farmers are

going to share the risks of potato planting this year with the fertilizer men, putting in on halves. In Maine the farmers have asked the boards of trade throughout the eastern part of the state to co-operate in a movement to assist them in selling their crop, a large part of which is still on their hands.

**GROCERY TRADE CHANGES.**

**Business Transfers in all Parts of Dominion, Assignments, Deaths, Fires, Etc.**

**Ontario.**

A. W. Dalglish, grocer, Vernon, Ont., has assigned.

Cardilla P. Powell, grocer, Essex, Ont., has sold to Miller & Wagle.

Guymer & Son, wholesale fruiterers, London, Ont., have been closed out.

W. M. Abbot & Son, grocers, Iroquois, Ont., have sustained loss by fire.

Frank Smith, general merchant, Victoria, Ont., has sustained loss by fire.

Geo. Watt, Sr., of Geo. Watt & Sons, wholesale grocers, Brantford, Ont., died recently.

The Armstrong Co., wholesale tea merchants, Toronto, sustained loss by fire last week.

**Quebec.**

Duquette & Falcon, grocers, Montreal, have dissolved.

Fortier & Frere, grocers, Montreal, have registered.

L. R. Bourbeau, general merchant, Danville, Que., has assigned.

Assets of S. E. Adam, general merchant, D'Israeli, Que., are sold.

J. B. Ouellet, general merchant, Arthabaska, Que., are offering a compromise.

The Mollins Food Co., Montreal, has dissolved, Henry and Philippe Auclair, registered.

J. E. Couteur, has been appointed curator for Jos. Villeneuve, grocer, Pointe Gatineau.

Aime Benoit, general merchant, Notre Dame de bon Conseil, Que., is succeeded by L. P. Leclere.

The Dominion Wafer Co., Montreal, has dissolved, Henry Auclair & Philippe Auclair, registered.

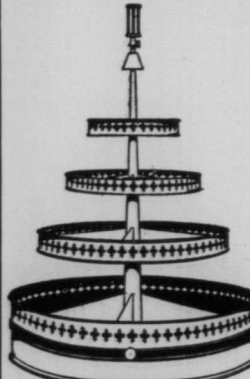
Demand of assignment has been made on A. Gauthier & Co., general merchants, Labelle, Que.

**Western Canada.**

C. H. Seitters, general merchant, Coaldale, Alta., advertises his business for sale.

Sinclair & Co., general merchants, Prince Albert, Sask., are succeeded by W. O. Lloyd Davis.

F. D. Cockburn, who has for some years had charge of the Montreal branch of Pugsley, Dingman & Co., has gone to Winnipeg to assume the management of the branch recently opened there by the company.



**Increase Your Sales and Profits on Vegetables**

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

**GALESBURG CORNICER WORKS**  
93 Cox Street, Galesburg, Illinois

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

Write for Prices

**W. A. LEARD**

Summerside, P.E.I.

**Lemon Bros.**

Owen Sound, Ont., and Sault Ste. Marie

Wholesale **FRUIT, FISH and PRODUCE**

Commission Merchants, and  
Dealers in **HIDES, WOOL and RAW FURS**

SEASON 1908-9

**Dried Apples**

Shipments Solicited  
Settlements Prompt

**W. A. GIBB COMPANY**

HAMILTON

JAMES SOMERVILLE, Manager

Highest price paid for

**DRIED APPLES**

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

ESTABLISHED 1886

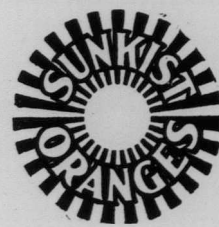
**Ingersoll - Ontario**

Would you like our Weekly Circular

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 B  
 M



## To The Fruit Trade



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

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

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

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

### CALIFORNIA FRUIT GROWERS' EXCHANGE

Distributing Points: TORONTO WINNIPEG MONTREAL CALGARY



**P**ERFECTION IN  
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**P**OPULAR AND  
**P**ALATABLE

## BRUNSWICK BRAND SEA FOODS

THE LINES YOU CAN HANDLE WITH PROFIT

¼ OIL SARDINES  
KIPPERED HERRING  
FINNAN HADDIES

¾ MUSTARD SARDINES  
HERRING IN TOMATO SAUCE  
CLAMS

SCALLOPS

Are your shelves stocked with these splendid sellers and satisfaction givers?

**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; Shallicross, Macauley & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.

## How a Clerk's Savings Can Start Him in Business

Advantages of an Apprenticeship to the Grocer and to the Trade Pointed Out—The Future in the Grocery Business for Energetic Young Men With Business Acumen.

By A. H. Harvey.

While there are some grocers who succeeded without having served an apprenticeship, it is, however, safe to say that in some way or other they had to pay for want of experience and training. There is no getting away from the fact that in order to succeed in the grocery business with the keen competition and small profits now-a-days, a man requires a thorough knowledge of every detail of his business.

Unfortunately for the grocery trade, too many drift into it without any fitness for it, and without any training or knowledge of the business. On account of their failures and of their ignorant mistakes in putting the blame on the business, instead of on themselves, the grocery business is seemingly offering very few inducements to clever young men to prepare themselves for the grocery trade.

At the same time, if all the abuses could be eliminated, the grocery business would loom up and compare favorably with anything a young man could find to do. Like everything else the grocery business becomes pleasant and interesting in proportion as it is understood and mastered, and unless it is learned in the natural way by starting young in life, and learning it step by step one will never enjoy the full satisfaction which the grocery business has in store for him.

Therefore to become a successful grocer and one who will enjoy the business, it will be necessary to start as a boy and serve an apprenticeship.

### His Natural Appearance.

Before deciding to do this he should first consider whether he is naturally adapted for it. As the grocer handles the goods which the people buy to eat, he should have a good appearance. Any deformity, such as mis-shaped hands, rough skin, imperfect speech, is a handicap in the grocery business.

Possessed of good qualities and with active and industrious habits the grocery business is open for a young man without any other means, to make a success, and gain the respect and confidence of the people. Not only must he learn to do the work in the store, but he must acquire the habits of saving, carefulness, promptness, accuracy, etc., which are all necessary and must be developed to the highest degree.

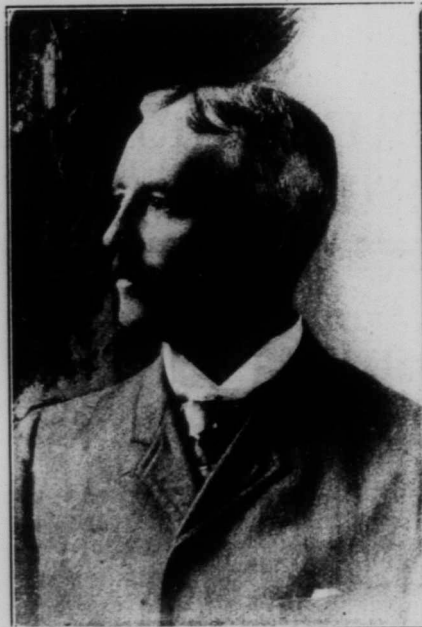
In making his agreement for his apprenticeship he must begin on business principles, and right from the start make up his mind to save some money even if his earnings are small. The first year he should save at least \$1 per week. This will mean that he has to deny himself many things, but as a rule, only those which are of no value to him. As his wages advance from year to year, his bank deposits should correspondingly increase. The second

year he should save at least \$2 a week, the third \$3, the fourth \$6, the fifth \$8, and the sixth \$10.

### Capital Enough in Six Years.

If the boy starts at 17 years of age, and is faithful and diligent, he will have \$1,560 deposited in the bank when he is 23, in addition to interest accrued, besides his valuable training, which is worth infinitely more. With this capital, good habits, and the training and consequent knowledge of the business, he can begin a business of his own with every chance of success.

As said before, through incompetent men, who never learned the business,



THE LATE D. HATTON,

Head of D. Hatton & Co., Montreal, Que., Who Passed Away a Short Time Ago.

and who do not even know enough about it to know that there is something to learn, the grocery business is regarded as a slavish business—a business of abuse and no thanks.

This is a mistake and is the outcome of ignorance and suspicion. First, such a merchant does not know his business, then he gets his jealous eye on his neighbor, and he acknowledges his inability to hold his own with his neighbor. With this combination he is a burden to himself and in his narrowness puts the blame on the business.

The grocery business offers opportunities for young men who will serve their apprenticeship and thoroughly learn the trade. The old way, without any qualification or fitness practised by

so many of our grocers has run its course, and the people demand a higher and better service. They are willing to pay for it, hence the opportunities for the right kind of boys.

### VALUE OF A GOOD NATURE.

"In my opinion about the greatest natural asset a man can have," said a retailer a few days ago, "is that of good nature. And I am speaking entirely from a business point of view, too. Aside from the happiness that good nature brings to the individual himself, it has distinct business advantages that should not be lost sight of for an instant.

"In the first place, the good-natured man has lots of friends, and the value of friends who may be made customers, or who may be depended upon to give one the benefit of any good thing they may have is in itself a good thing. Then, too, the good-natured man is one who is confident, optimistic and willing to take a bigger chance in the course of his daily work than the suspicious and ill-tempered individual, and since all business is the taking of a chance to a greater or less extent, this is another resource that should be taken into account.

"Now it is easy enough to say be good-natured, but perhaps for some of us it is not the easiest thing in the world to become. To get away from the grouchy habit, if we have it, is undoubtedly difficult, but it can be done, and all of us know of people who have overcome it. What I do want to say, and it applies to the merchant and his clerk with equal force, is that the result is worth the effort, not alone in making life more worth living, but in putting a larger cash balance on the right side of the account, and that is what all of us who are in business are striving to accomplish."

### GENERAL STORE OPENINGS.

Among the business openings for general stores in western Canada as reported by the G.T.R. are the following: Cabot, Deer, Harte, Justice, Rivers, Pope and Uno in Manitoba; Zeneta, Good Eve, Venn, Young and Tako in Saskatchewan, and Ryley in Alberta. In writing to Cabot, correspondence should be addressed to President, Town Council; to Deer, Justice, Rivers, Pope, Good Eve, Venn and Ryley, the Secretary of the Board of Trade should be addressed; to Harte, M. Collins, Carberry, Man.; to Uno, Zeneta, Young, the mayor of each; and to Tako, the Secretary of the Business Men's Association there.

Fred Ryan, of Sackville; A. Gordon Mills, N. W. Eveleigh, W. A. Kierstead, Joseph Coughlan and E. P. Vanwart, of Sussex, N.B., are applying for incorporation as Mills-Eveleigh, Limited, to carry on a general mercantile business in Sussex. The capital stock of the company is \$49,000. The concern has purchased a building and expects to be ready for business in May.

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Anticipate  
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large order  
quickly as  
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—BUY—

# Star Brand

## COTTON CLOTHES LINES

—AND—

## COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better  
For Sale by All Wholesale Dealers.  
SEE THAT YOU GET THEM.

## SPRING ORDERS NOW

Anticipate your house-cleaning-time needs by ordering requirements in good time. We are booking daily large orders, and want yours as quickly as possible. You know ROYAL POLISHES—what they will do, their popularity—and you have before now realized the profit they carry for you.



**ROYAL POLISHES COMPANY**  
MONTREAL

Young man with good retail experience to travel for our circulation department—Good chance for promotion.

**MACLEAN PUB. CO.**  
TORONTO AND MONTREAL



# BOWSER

Self-Measuring

OIL TANKS afford a

## CONVENIENCE

that alone is reason enough for installing the system.

**“The convenience is mutual.**  
My customers are better and more quickly served; get clean oil of better quality that gives a firmer, clearer light.  
The barrels are easily emptied; the oil is measured directly into the customer's can; no slopping nor spilling can occur; the odor of oil is not found in the store.  
Modern CONVENIENCES mean time and money. They draw and hold trade.”

Catalog 5-K contains full information regarding Bowser Outfits.

**S. F. Bowser & Co., Ltd.**  
66-68 Fraser Ave., Toronto, Can.




## MR. GROCER, Try the Better Way

That credit customer should not give you trouble at all. His business is as good as the cash customer's, and he will pay just as well if you use the right tactics on him. Don't jump all over him—don't be too loose with him. Just use the good, old, safe, sensible plan that has been tried and proved successful by thousands of grocers all over America.

# Allison COUPON BOOKS

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

### HOW THEY WORK



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

For Sale by the Jobbing Trade Everywhere.  
Manufactured by  
**ALLISON COUPON CO., Indianapolis, Ind.**

**Classified Advertising**

**AGENCIES WANTED.**

**AGENT**, with good connections, open to represent wholesale firm or manufacturer in city of Quebec. Highest references. "L," 75 Peter St., Quebec. (9p)

**A WHOLESALE FIRM** in Vancouver, B.C., with an established connection is open to handle one or two first-class agencies in the grocery and confectionery line. Highest references. Box 349, Vancouver, B.C. (9p)

**ADDING MACHINE.**

**ADDING TYPEWRITERS** write, add or subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

**AGENT WANTED.**

**AGENTS WANTED IN CANADA** by Manchester Manufacturer of Bottled Jams. An attractive line that should sell well. Address—Duerr & Sons, Old Trafford, Manchester. (tf)

**BUSINESS CHANCE**

**FOR SALE**—Grocery business, large corner store in growing locality; well established, splendid connection, big order trade; annual turnover \$20,000. Must be sold immediately. Good reasons for selling. Address Box 334, CANADIAN GROCER, Toronto. (tf)

**COUNTER CHECK BOOKS.**

**COPELAND-CHATTERSON SYSTEMS**—Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

**OUR NEW MODEL** is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

**FOR SALE.**

**FOR SALE**—Automatic Computing Scale. S. H. Fagan, Windsor, Ont. (13p)

**SITUATIONS VACANT.**

**GREAT OPPORTUNITY FOR SALESMAN** visiting the drug or grocery trade in and west of Winnipeg. Firm established on eastern market several years wants salesman who can invest \$300. All profits from his territory will be turned over to him until his investment is paid back. Commission and half the profits thereafter. Profits very large. L.C.M. Co., 506 Union Trust Building, Detroit, Mich.

**WANTED**—Salesman for Montreal with established trade in grocers' and druggists' specialties and confectionery. Replies confidential. State salary expected. Address "Confectionery," CANADIAN GROCER, Toronto.

**WANTED**—Salesman for Western Ontario with good connection for confectionery, grocers' and druggists' specialties. Reply with full particulars and salary expected. Address "Importers," CANADIAN GROCER, Toronto.

**SITUATIONS WANTED.**

**COMPETENT MALE GROCERY STENOGRAPHER** (employed) wants position offering better opportunity for advancement. A worker. "Steno," care H. Hodgson, 11 Hartney Chambers, Vancouver, B.C. (9p)

**MISCELLANEOUS.**

**AT LAST**—A really practical pencil sharpener. The "Spiro" sharpener built on a new principle, positively does not break the lead. Ten blades. Sharpener lasts lifetime. Every pencil user needs one. Pencil sharp in a second. Ask your stationer or write us direct. A. R. MacDougall Co., Canadian Agents, Toronto.

**ANY man who has ever lost money** in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

**COUNTER CHECK BOOKS**—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

**DOUBLE your floor space.** An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only \$70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

**DOES YOUR FIRE INSURANCE POLICY** protect you? There are points in connection with fire insurance policies that need expert handling to secure proper protection. We are Fire Insurance Experts. We can safeguard your interests, and procure the lowest rates. Mitchell & Ryerson, Confederation Life Bldg., Toronto.

**ELIMINATE FIRE RISK,** save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fire-proof Construction. Used in many of the largest business premises on this continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont.

**ERRORS AVOIDED, LABOR SAVED**—Using the "Shou-perior" Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full enquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

**CUT DOWN THE COST** of your fire insurance. Our illustrated catalog "O" on fire-proof windows, doors, etc., contains full information as to how you can save money on your insurance. You will find it interesting. Write for it to-day. A. B. Ormsby Co., Ltd., Toronto. (tf)

**FIRE INSURANCE. INSURE IN THE HARTFORD.** Agencies everywhere in Canada. (tf)

**FREE TEST**—Prove our claim that "Klear Copy" Carbon gives the best, clearest, unsmudged copies of all typed matter at our expense. Send for sample package "K," free. Peerless Carbon and Ribbon Mfg. Co. of Canada, Ltd., 180 Richmond St. West, Toronto. (tf)

**SCOTCH PLAID STATIONERY** is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

**GET THE BUSINESS—INCREASE YOUR SALES.** Use Multigraph Typewritten Letters. The Multigraph does absolutely every form of printing. Saves you 25% to 75% of your printing bill. Multigraph your Office Forms; Letter-heads; Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto. (tf)

**INSURE HEALTH** by installing Pullman system of natural ventilation. Simple, inexpensive. All foul air in room expelled through special outlets. Use in store, office and home. Send for free booklet. Wm. Stewart & Co., Saturday Night Building, Toronto; Board of Trade Building, Montreal. (tf)

**JUST NOW** we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Oliviers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

**MODERN FIREPROOF CONSTRUCTION.** Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

**MISCELLANEOUS.**

**A BOOK-KEEPING STAFF IN ITSELF—DOING** the work with machine-precision and accuracy. The National Cash Register Co., 285 Yonge St., Toronto.

**SAVE 50% OF THE COST OF HANDLING** merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Ter-auley Street, Toronto. (tf)

**SAMPLES FREE**—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow leaves. We make Check Books endfold and sidefold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

**THE "Kalamazoo" Loose Leaf Binder** is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

**THE METAL REQUIRED** in a Modern Concrete Building. Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock, quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (tf)

**WANTED**—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Limited, 33 John St., Hamilton, Ont. (tf)

**WAREHOUSE AND FACTORY HEATING SYSTEMS.** Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

**WHEN buying bookcases** insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

**YOU need the best possible protection from fire!** If your valuables are in one of our safes, you can rest at ease; no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S." The Goldie & McCulloch Co., Ltd., Galt, Ontario. (tf)

**YOU can display your goods** to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

**\$75** buys the best duplicating machine on the market. ACME will print anything a job printer can do. Complete outfit: Acme Duplicating Machine, one tubular stand fitted with type cases, compartments plainly lettered and arranged like universal keyboard of the standard make of typewriters, one drawer for accessories and forms, 20 lb. font of typewriter type, one chase, one Acme ribbon any color with typewriter ribbon to match, one pair tweezers, two quoins, one key, one oil can and one set of registers. Sold with a guarantee. Acme Duplicator Co., Baltimore, Md., U.S.A.

**725,000** LIVE MERCHANTS use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

**REPRESENTATIVE WANTED.**

**PROBABLY** the most talked about machine in Canada is the Halper Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

**Baking**  
W. H. GIL  
Diamond—  
1-lb. tins, 2 doz. in ca  
1-lb. tins, 3 " " "  
1-lb. tins, 4 " " "  
IMPERIAL S  
Cases.  
1 doz. .... 1  
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CANADIAN C  
Aylmer Jams  
Per d  
Strawberry..... 1  
Raspberry..... 1  
Black currant... 1  
Red currant... 1  
Raspberry & red  
currant..... 1  
Raspberry and  
gooseberry... 1  
Damson plum,  
stoneless... 1  
Greengage plum,  
stoneless... 1  
Gooseberry..... 1  
Pure Pr  
5 & 7's  
Strawberry.....  
Black currant....  
Raspberry.....  
Other varieties...  
Freight allowed t  
WHITE SWAN SPIC  
White Swan Baki  
1-lb. tins, 3-doz. i  
1-lb. " " " " "



Cook's Frie  
Custoons— Per d  
No. 1, 1-lb., 4 doz 2  
No. 1, 1-lb., 2 doz 2  
No. 2, 5-oz., 6 doz 0  
No. 2, 5-oz., 3 doz 0  
No. 3, 2 1/2-oz., 4 doz 0  
No. 10, 12-oz., 4 doz 2  
No. 10, 12-oz., 2 doz 2



White Swan Whea  
White Swan Flake  
White Swan Flake  
Keen's Oxford, per  
In 10-box lots or  
Gillette's Mammoth

QUOTATIONS FOR PROPRIETARY ARTICLES

**Baking Powder**  
W. H. GILLARD & CO.

Diamond—		
1 lb. tins, 2 doz. in case		\$2 00
1 lb. tins, 3 " "		1 25
1 lb. tins, 4 " "		0 75

**IMPERIAL BAKING POWDER.**

Cases.	Sizes.	Per doz.
dos.	10c.	\$0 85
dos.	6-oz.	1 75
dos.	12-oz.	3 50
dos.	12-oz.	3 40
dos.	2 1/2 lb.	10 50
dos.	5 lb.	19 75

**MAGIC BAKING POWDER**

Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 60
4 " "	6 " "	0 75
4 " "	8 " "	0 95
4 " "	12 " "	1 40
2 " "	12 " "	1 45
2 " "	16 " "	1 65
2 " "	16 " "	1 70
1 " "	2 1/2 lb.	4 10
1 " "	5 " "	7 30
1 " "	6 oz.	Per case
1 " "	12 " "	\$4 55
1 " "	16 " "	

**ROYAL BAKING POWDER**

Sizes.	Per Doz.
Royal-Dime	\$ 0 95
1 lb.	1 40
5 oz.	1 95
1 lb.	2 55
12 oz.	3 85
1 lb.	4 90
5 lb.	15 50
5 lb.	25 35

Barrels—When packed in barrels one per cent. discount will be allowed.

**CANADIAN CANNERS, LIMITED**

Aylmer Jams	Peach	1 80
Per doz	Pear	1 70
Strawberry	Jellies	
Raspberry	Red currant	2 40
Black currant	Black currant	2 40
Red currant	Crabapple	1 70
Raspberry & red currant	Plum	1 70
Raspberry and gooseberry	Grape	1 70
Damson plum	Marmalade	
stoneless	Orange Jelly	1 40
Greenage plum	Green Fig.	2 25
stoneless	Lemon	2 25
Gooseberry	Pineapple	2 25
	Ginger	2 25

**Pure Preserves—Bulk**

5's & 7's per lb.	14's & 30's per lb.
Strawberry	0 11
Black currant	0 11
Raspberry	0 11
Other varieties	0 09

Freight allowed up to 25c per 100 lbs.

**WHITE SWAN SPICES AND CEREALS LTD.**

**White Swan Baking Powder**

1-lb. tins, 3-doz. in case, per doz.	\$ 2 00
1-lb. " " " "	0 " "
1-lb. " " " "	0 " "

**COOK'S FRIEND BAKING POWDER**

Cartoons—	Per doz	No. 12, 4-oz., 6 dz 0 70
No. 1, 1-lb., 4 doz	2 40	No. 12, 4-oz., 3 dz 0 75
No. 1, 1-lb., 2 doz	2 50	In Tin Boxes—
No. 2, 5-oz., 6 doz	0 80	No. 13, 1-lb., 2 dz 3 00
No. 2, 5-oz., 3 doz	0 85	No. 14, 8-oz., 3 dz 1 75
No. 3, 2 1/2-oz., 4 dz	0 45	No. 15, 4-oz., 4 dz 1 10
No. 10, 12-oz., 4 dz	2 10	No. 16, 2 1/2-lb., 3 dz 7 25
No. 10, 12-oz., 2 dz	2 20	No. 17, 5-lb., 14 00

**Cereals**

**WHITE SWAN SPICES AND CEREALS, LTD.**

White Swan Breakfast Food, 2 doz. in case, per case \$3.00.	
The King's Food, 2-doz. in case, per case \$4.80.	
White Swan Barley Crisps, per doz. \$1.	
White Swan Self-rising Buckwheat Flour, per doz. \$1.	
White Swan Self-rising Pancake Flour, per doz. \$1.	

**White Swan Wheat Kernels, per doz. \$1 40**

**White Swan Flaked Rice, per doz. 1 00**

**White Swan Flaked Peas, per doz. 1 00**

**Blue**

Keen's Oxford, per lb.	0 17
In 10-box lots or case.	0 16
Gillette's Mammoth, 1 gross box.	0 90

**Chocolates and Cocoas**  
THE COWAN CO., LIMITED

**Cocoa—**

Perfection, 1-lb. tins, per doz.	\$4 50
Perfection, 1/2-lb. per doz.	2 40
Perfection, 1/2-lb., per doz.	1 30
Perfection, 10c size 5-lb. tins	0 37
Soluble, bulk, No. 1, per lb.	0 20
Soluble, bulk, No. 2, per lb.	0 18

London Pearl, per lb. 0 22

Special quotations or Cocoas in bbls. kegs, etc.

**Unsweetened Chocolate—**

Plain Rock, 1/2's & 1/4's, cakes, 12-lb. bxs	Per lb. 0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90

**Sweet Chocolate—**

Queen's Dessert, 1/2's and 1/4's, 12-lb. bxs., per lb.	0 40
Queen's Dessert, 5/8's, 12-lb. boxes	0 35
Vanilla, 1-lb., 12-lb. boxes, per lb.	0 30
Parisian, 8's, " "	0 30
Royal Navy, 1/2's, " "	0 30
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" " " " " "	0 25
" " " " " "	0 28

**Letings for cake—**

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. pkgs., 2-doz. in box, per dozen	0 90
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**Confections—**

Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 30
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, " "	0 25
Nonpareil wafers, No. 1, " "	0 30
Nonpareil wafers, No. 2, " "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

**EPPS.**

**Agents, O. E. Colson & Son, Montreal.**

In 1/2, 1 and 1-lb. tins, 14-lb. boxes, per lb. smaller quantities

\$ 0 35

\$ 0 38

**JOHN F. MOTT & CO.'S**

R. S. McIndoe, agent, Toronto; Arthur M. Loucks, Ottawa; J. A. Taylor, Montreal; J. E. Huxley, Winnipeg; Tees & Perse, Calgary, Alta.; Standard Brokerage Co., Vancouver, B.C.; G. J. Estabrook, St. John, N.B.

**MOTT'S DIAMOND CHOCOLATE**

Elite, 10c size (for cooking) doz	0 90
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**Mott's breakfast cocoa, 10c. size 90 per dz.**

breakfast cocoa, 1/2's	0 38
" " " "	0 38
No. 1 chocolate, 1/2's	0 32
Navy " " "	0 29
Vanilla sticks, per gross	1 00
Diamond chocolate, 1/2's	0 24
Plain choice chocolate liquors	0 32
Sweet Chocolate Coatings	0 20

**WALTER BAKER & CO., LIMITED.**

Premium No. 1 chocolate, 1/2 and 1-lb. cakes	\$0 35
Breakfast cocoa, 1-5, 1/2, 1 & 5-lb. tins	0 41
German Sweet chocolate, 1/2 and 1-lb. cakes, 6 lb. boxes	0 26
Caracas Sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes	0 32
Auto Sweet chocolate, 1-5-lb. cakes, 3 and 6 lb. boxes	0 32
Vanilla Sweet chocolate, 1-5-lb. cakes 6-lb. tins	0 44
Soluble cocoa (hot or cold soda) 1-lb. tins	0 38
Cracked cocoa, 1-lb. pkgs., 6-lb. bags	0 52
Caracas tablets, 100 bundles, tied 5c, per box	1 00

The above quotations are f.o.b. Montreal

**Cocunut**

**CANADIAN COCOANUT CO., MONTREAL.**

1-lb. packages	0 26
1-lb. packages	0 27
1-lb. packages	0 28
1 and 1/2 lb. packages, assorted	0 27 1/2
1 lb. packages, assorted, in 5 lb. boxes	0 28
1 lb. packages, assorted, in 5 lb. boxes	0 29
1 lb. packages, assorted, 5, 10, 15 lb. cas.	0 30

**Bulk—**

In 15 lb. tins, 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails. Tins. Bbls.
White moss, fine strip	0 12 0 21 0 17
Best Shredded	0 18 0 1
Special Shred	0 17 0 16
Ribbon	0 19 0 15
Mascaroon	0 17 0 17
Dedicated	0 16 0
White Moss in 5 and 10 lb. square tins, 2lb. boxes.	

**WHITE SWAN SPICES AND CEREALS LTD.**

**White Swan Cocunut—**

Featherstrip, pails	0 16
Shredded	0 16
In packages 5-oz., 6-oz., 8-oz., lb.	0 15

**Condensed Milk**  
BORDEN'S CONDENSED MILK CO.  
Wm. H. Dunn, Agent, Montreal & Toronto.

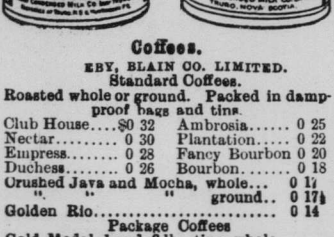
Eagle Brand Condensed Milk	\$6 00 1 50
Gold Seal Condensed Milk	4 25 1 10
Challenge Condensed Milk	4 00 1 00
Peerless Brand Evaporated Cream five cent size (4 dozen)	2 00 0 50
Peerless Brand Evaporated Cream family size	3 50 0 90
Peerless Brand Evaporated Cream pint size (4 dozen)	4 80 1 20
Peerless Brand Evaporated Cream hotel size	3 70 1 85



**TRURO CONDENSED MILK CO., LIMITED.**

"Jersey" brand evaporated cream per case (4 doz.) \$4 00

Reindeer brand per case (4 doz.) 5 00



**Coffees.**

**EBY, BLAIN CO. LIMITED.**

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	\$0 32	Ambrosia	0 25
Nectar	0 30	Plantation	0 22
Eupress	0 28	Fancy Bourbon	0 20
Duchess	0 26	Bourbon	0 18
Crushed Java and Mocha, whole	0 11		
Golden Rio	ground 0 17 1/2		
	0 14		

**Package Coffees**

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jar, ground	0 30
German Dandelion, 1/2 and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

**WHITE SWAN SPICES AND CEREALS LTD.**

White Swan Blend.

**1-lb. decorated tins, 32c. lb**

**Mo-Ja, 1-lb. tins 30c. lb.**

**Mo-Ja, 1-lb. tins 28c. lb.**

**Mo-Ja, 2-lb. tins 28c. lb.**

**Cafe des Epoures—1-lb. fancy glass jars, per doz. \$2.50.**

**Cafe l'Aromatic—1-lb. amber glass jars, per doz. \$4.**

**Presentation, with 2 tumblers, \$10 per doz.**

**THOMAS WOOD & CO.**

"Gilt Edge" in 1 lb. tins \$0 33

"Gilt Edge" in 2 lb. tins 0 32

Canadian Souvenir 1 lb. fancy lithographed canisters 0 30

**Cheese.—Imperial**

Large size jars, per ds 2 35

Medium size jars, per doz. 4 50

Small size jars, per doz. 2 4

Individual size jars, per doz. 1 00

**Imperial holder—**

Large size, doz. 18 00

Med. size " 17 00

Small size " 12 00

**Roquefort—**

Large size, doz. 2 40

Small size " 1 40

**Canada Cream Cheese—**

In cartons, each 1 dozen 0 95

Large blocks, dozen 2 35

Medium blocks, dozen 1 40

**Confections**  
THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box	1 35
" " 10c cakes, 36 in box	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb.	0 36
Nut Milk Chocolate, 1-lb. cakes, 12-lb. box, lb.	0 40

These prices are F.o.b. Toronto.

**IMPERIAL PEANUT BUTTER**

Small, cases 2 dozen	0 95 dozen
Medium, cases 2 dozen	1 80 " "
Large, cases 1 dozen	2 75 " "
Tumblers, cases 2 dozen	1 35 " "
25-lb. pails	0 15 lb.

**Coupon Books—Allison's**

For sale in Canada by The Eby Blain Co Ltd. Toronto. C. O. Beauchemin & Fils. Montreal \$2, \$3, \$5, \$10, \$15 and \$20.

All same price one size or assorted.

**UN-NUMBERED**

Under 100 books	each 04
100 books and over	each 04 1/2
500 books to 1000 books	03

For numbering cover and each coupon, extra per book 1/4 cent.

**Extract of Beef**  
LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case. Bottles 1-oz., case of 2 doz. \$3 20

" " " " " "	3 00
" " " " " "	4 50
" " " " " "	4 75
" " " " " "	9 00

**Infants' Food**

Robinson's patent barley, 1-lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, 1-lb. tins, \$1.25; 1-lb. tins, \$2.25.

**Flavoring Extracts**

**SHIRRIFF'S**

1 oz. (all flavors), doz.	1 00
2 " " " "	1 75
3 " " " "	2 00
4 " " " "	3 00
5 " " " "	3 75
8 " " " "	5 50
16 " " " "	10 00
32 " " " "	18 00

Discounts on application.

**Milk Powder**  
CANADIAN MILK PRODUCTS, LTD, TORONTO

Trumilk, full cream, per case (4 doz), 1/2 lb tins	4 80
Milkstock (cooking milk), per case (4 doz) 1/2 lb tins	4 80

**Jams and Jellies**

**BATGER'S WHOLE FRUIT STRAWBERRY JAM**

Agents, Rose & Ladlamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz. \$2 20

**T. UPTON & CO.**

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb.	0 07 1/2
5 and 7 lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 wood pails, 6 pails in crate, per lb.	0 07
30-lb. wood pails, per lb.	0 06 1/2

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb.	0 07 1/2
7 wood pails, 5 pails in crate, per lb.	0 07

**SOUPS**

**JOS. CAMPBELL CO., CAMDEN, N.J.**

Soups (condensed)—No. 1 cans, all kinds, doz. \$1.20. Pork and Beans, with tomato sauce or Boston style—No. 2 cans, doz. \$1.40. Tomato Ketchup—Bottles (10c. size only) doz. \$1.40. Tabasco-Ketchup—Bottles (10c. size only) doz. \$1.40. Chili Sauce—Bottles (10c. size only) doz. \$1.40. Mustard (pre-prepared)—With spoon (new) doz. \$1.40; No. 80 jars, doz. \$1.40.

**W. CLARK'S SPECIALTIES**

**S.S. Beef** (Inglax Brand), 3 sizes—1/2, \$1.5; 1s, \$2.25; 2s, \$3.35 dozen. Ox Tongue (Paragon), 4 sizes—1/2, \$7.50; 2s, \$8.50; 2 1/2, \$9.50; 3s, \$12 doz. Stewed Ox Tail—1s, \$1.60 dozen. Stewed Kidney—1s, \$1.5; 2s, \$2.50 dozen. Minced Collops 1s, \$1.40; 2s, \$2.50 dozen.



**RISING SUN**  
**STOVE POLISH**

**SUN PASTE**  
**STOVE POLISH**

**ALWAYS RIGHT.** SUN PASTE

Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

**MORSE BROS., Props. - Canton, Mass., U.S.A.**

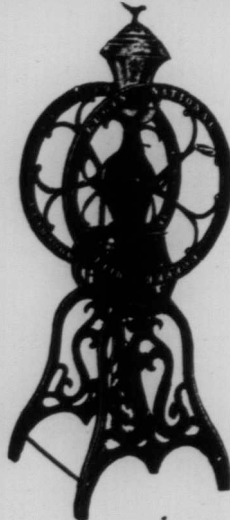


**WALKER**  
**PATENTED**  
**BINS**

If Interested in Modern Grocery Equipment write for Our Illustrated Catalogue.

**The Walker Bln & Store  
Fixture Co., Ltd.**

Berlin, - - Ontario



An exclusive special feature of

**THE**

**Elgin National**

**Coffee Mills**

is the adjuster by means of which the mill can be regulated, when running, to grind coarsely or finely. Every ELGIN NATIONAL has steel girders, and is a very attractive piece of furniture (apart from its profitableness) in any store.

A high-grade mill at a

**LOW COST**

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).

VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.

HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glasco & Co.

TORONTO—Eby, Blain, Ltd.

LONDON—Gorman, Eckert & Co.

ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co

REGINA, SASK.—Campbell Bros. & Wilson

MONTREAL—The Canadian Fairbanks Co.

MANUFACTURED BY

**Woodruff & Edwards Co.**

ELGIN, ILL., U.S.A.

**R. B. Wiseman & Co.**

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

**Warehousemen, Forwarding Agents and  
Wholesale Brokers**

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

**Reference—Bank of Ottawa, Winnipeg**

**Tea Lead,**

*Best Incorrodible*

**“Pride of the Island”**

Manufactured by **ISLAND LEAD MILLS LIMITED,** BRAND

Tel. Address: “Laminated,” London. **LIMEHOUSE,**  
A.B.C. Codes used 4th and 5th Editions. **LONDON, E., ENG.**

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

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CANADIA

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Ocean corn start

34-lb. wood pallets  
Pure assorted ja  
dozen in cas

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IMPERI



Assorte

The GENUIN



Priore  
Less than 5 can  
Five cases or 12



# CURRANTS

We are proprietors of  
**"AFRODITE"** brand, the best AMALIAS  
 currant on the market.  
**"NARCISSUS,"** fine FILIATRA currants,  
**"NAUSICAA,"** fine FILIATRA cleaned  
 currants  
 and importers and distributors of  
 highest grade PATRAS and VOSTIZZA  
 currants.

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

CANADIAN REPRESENTATIVES:

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

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

# Butter Tubs and Boxes

F.O.B. Factories at Manufacturers'  
 Prices

CAR LOTS or SMALLS

**Walter Woods & Co.**  
 Hamilton and Winnipeg

**OCEAN MILLS**  
 Montreal  
 Chinese starch, 48  
 1-lb., per case \$4.00;  
 Ocean Baking Pow-  
 der, 48 3-oz., \$1.40;  
 48 4-oz., \$1.50; 60 3-  
 oz., \$4.50; 36 1-lb.-  
 \$3.75; 48 1-lb. pkg.,  
 \$4; 10 1-lb. tins, \$5;  
 loose 25 lbs., \$1.75;  
 Ocean blancmange,  
 48 8-oz., \$4; Ocean  
 borax, 48 8-oz.,  
 \$1.60; Ocean cough  
 syrup, \$6 6-oz., \$6.00;  
 36 8-ounce, \$7.20;

Ocean corn starch, 48 1-lb. \$3.60  
 Jam Per lb. 0 06  
 30-lb. wood pails, 0 06  
 Pure assorted jam, 1-lb. glass jars, two  
 dozen in case, 1 75

**Jelly Powders**  
**IMPERIAL DESSERT JELLY**  
**PURE AND DELICIOUS**  
 TRUE FRUIT FLAVORS  
 CARTONS EACH 1 DOZ.

Assorted flavors—gross 10.75.  
**Soap**  
 The GENUINE. Packed 100 Bars to case.

Prices—Ontario and Quebec:  
 Less than 5 cases, \$5 00  
 Five cases or more, 4 50

**GREIG'S**  
 WHITE SWAN  
 BAKING POWDER

List price.  
 "Shirriff's" (all  
 flavors), per doz ....  
 Discounts on applica-  
 tion.

**WHITE SWAN SPICES**  
 AND CEREALS, LTD.  
 White Swan, 15  
 flavors, 1 doz. in  
 handsome counter  
 carton, per doz., 90c.

**SHIRRIFF'S**  
 RASPBERRY  
 JELLY

**Lard**  
**N. K. FAIRBANK CO. BOAR'S HEAD**  
**LARD COMPOUND.**

Tierces... \$0 12  
 1-bbls. .... 0 12  
 Tube, 60 lbs. 0 12  
 20-lb. Pails, 2 63  
 20-lb. tins.. 2 53  
 Cases 5-lb.. 0 13  
 " 10-lb.. 0 13

**F.O.B. Montreal.**  
**GUNNS**  
**"EASIFIRST"**  
**LARD**  
**COMPOUND.**

Tierces... 0 12  
 Tube... 0 12  
 20-lb. pails, 0 12  
 20-lb. tins, 0 12  
 10-lb. " 0 13  
 5-lb. " 0 13  
 3-lb. " 0 13  
 1-lb. cartons 13

Licorice lozenges, 1-lb. glass jars... 1 75  
 20 5-lb. cans... 1 50  
 "Purity" licorice, 10 sticks... 1 45  
 " " 100 sticks... 0 73  
 Dulc, large cent sticks, 100 in box... ..

**Lye (Concentrated)**  
 GILLET'S PERFUMED Per case  
 1 case of 4 dozen... \$3 60  
 3 cases of 4 dozen... 3 50  
 5 cases or more... 3 40

**Marmalade.**  
 T. UPTON & CO.  
 12-oz. glass jars, 2 doz. case... per doz \$1 00  
 16-oz. glass jars, 2 doz in case " 1 40  
 In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07  
 Pint Sealers (24 oz.), 1 doz in case, per  
 dozen... 2 00

**SHIRRIFF BRAND**  
 "Imperial Scotch"—  
 1-lb. glass, doz... 1 55  
 2-lb. " " " 2 80  
 4-lb. tins, " " 4 65  
 7-lb. " " " 7 85  
 "Shredded"—  
 1-lb. glass, doz... 1 90  
 2-lb. " " " 3 10  
 7-lb. tins, " " 8 25

**SPRATT'S PACKET**  
**BIRD SEEDS**

**SPRATT'S PRICE LIST**  
 Mixed Bird Seeds, 1-lb. pkts., 3 dozen  
 cases per doz... \$0 85  
 Parrot Food, 1-lb. pkts., 1 doz cartons  
 Parrot Food, 2-lb. pkts... 1 35  
 Bird Cage Sand, about 1-lb. bags, 1-  
 gross cases, per doz... 0 30  
 Bird Cage Grit, about 1-lb. bags, 1-  
 gross cases, per doz... 0 30

**Mince Meat**  
 Wetley's condensed, per gross, net... \$12 00  
 " " per case of 3 dozen, net... 3 00

**ST. CHARLES**  
 CONDENSED MILK

**ST. CHARLES CON**  
**DENSING CO**  
 PRICES:  
 St. Charles Cream,  
 family size, per case  
 ..... \$3.50  
 Baby size, per  
 case..... 2.00  
 Ditto, hotel, 3.70  
 Silver Cow Milk 4.55  
 Purity Milk... 4.25  
 Good Luck... 4.00

**Mustard**  
**COLMAN'S OR KEEN'S**  
 D.S.F., 1-lb. tins... per doz. \$ 1 40  
 " 1-lb. tins... " 2 50  
 " 1-lb. tins... " 5 00  
 Durham 4-lb. jar... per jar 0 75  
 1-lb. jar... 0 25  
 F.D. 1-lb. tins... per doz. 0 85  
 1-lb. tins... 1 45

**IMPERIAL PREPARED MUSTARD**  
 Small, cases 4 dozen... 0 45 dozen  
 Medium, cases 2 dozen... 0 90  
 Large, cases 1 dozen... 1 35

**Olive Oil**  
**LAPORTE, MARTIN & CIE., LTD.**  
 Minerva Brand—  
 Minerva, qts. 12's... \$ 5 75  
 " pta. 24's... 6 40  
 " 1-pia. 24's... 4 25

**Sauce**  
**PATERSON'S WORCESTER SAUCE**  
 1-pint bottles, 3 and 6 dozen cases, doz 0 90  
 Pint bottles, 3 dozen cases, doz. .... 1 75

**Soda**  
**OW BRAND**  
**DWIGHT'S**  
**SODA**  
 Case of 1-lb. contain-  
 ing 60 packages, per  
 box, \$3.00  
 Case of 1-lb. con-  
 taining 120 pkgs. per  
 box, \$3.00  
 Case of 1-lb and 1-lb.  
 containing 30 1-lb.  
 and 60 1-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  
 No. 4, " 60 1-lb. " " 2 75  
 No. 5 Magic soda—cases 100—10-oz. pkgs  
 1 case ..... 2 75  
 5 cases ..... 2 75



# Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, \$14.40 per case

THIS COFFEE has found a welcome in thousands of homes. If you are not selling it you are missing a pleasure. It is of unequalled quality as a popular, rapid-selling line. THE CANISTER is lithographed on the tin in rich, delicate colouring. It has a permanent usefulness every housekeeper prizes. It sells and it suits! We solicit your orders.

## THOMAS WOOD CO., LIMITED

No. 428 St. Paul St.

Montreal

### Soap and Washing Powders

A. P. TIPPET & CO., AGENTS

Maypole soap, colors, per gross	\$10 20
Maypole soap, black, per gross	15 30
Oriole soap, per gross	10 20
Gloriola soap, per gross	12 00
Straw hat polish, per gross	18 20



3 doz. to box..... \$3 60  
6 doz. to box..... \$7 20  
30 days.



1 Box Price ..... \$4.00  
5 Box Price ..... \$3.90  
Freight paid on 5 box lot



Or Quick Naphtha Soap (100 lbs. delivered) \$3 85 each  
The Richards Pure Soap Co., Ltd., Woodstock, Ont.

### Starch

EDWARDSBURG STARCH CO., LIMITED

Laundry Starches—	Per lb
No. 1 white or blue, 4-lb. carton	\$0 07
No. 1 white or blue, 2-lb. carton	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 07
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07
No. 1 white, bbls. and kegs	0 06
Canada white gloss, 1-lb. pkgs.	0 06
Benson's enamel, per box	1 50 to 3 00
Culinary Starch—	
Benson & Co's. Prepared Corn	0 07
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue	0

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.	
Laundry Starches—	
Canada Laundry, boxes of 40 lb	0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb	0 06
Finest Quality White Laundry—	
3-lb. canisters, cases of 48 lb	0 07
Barrels, 200 lb	0 06
Kegs, 100 lb	0 06

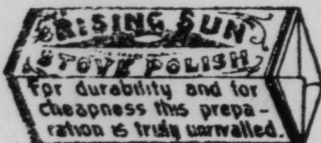
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb	0 07
6-lb. toy trunks, 8 in case	0 08
6-lb. toy drums, with drumsticks in case	0 08
Kegs, ex. crystals, 100 lb	0 07

Brantford Gloss—	
1-lb. fancy boxes, cases 35 lb	0 07
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 00

### Stove Polish

Per gro

Rising Sun, No. 1 cakes, 1/2 & 1/4 grs. boxes	\$8 50
Rising Sun, No. 3 cakes, gross boxes	4 50
Sun Paste, 10c. size, 1/2 gross boxes	10 00
Sun Paste, 5c. size, 1/2 gross boxes	5 00



For durability and for cheapness this preparation is truly unrivalled.

JAMES' DOME BLACK LEAD

6a size	Per gross \$2 40
2a "	" " 1 50

### Syrup

EDWARDSBURG STARCH CO., LTD.  
"Crown" Brand Perfection Syrup.

Barrels, 700 lbs.	0 03	per b.
Half-barrels, 350 lbs.	0 03	"
1/4-barrels, 175 lbs.	0 03	"
Pails 25 lbs.	1 30	each
" 35 lbs.	1 80	"

Plain tins, with label—

1 lb. tins, 1/2 doz. in case	2 50
5 " " " " " "	3 25
10 " " " " " "	3 75
20 " " " " " "	3 70

(5, 10 and 20 lb. tins have wire handles.)

### Teas

THE "SALADA" TEA CO.



Brown Label, 1's and 1/2's	\$0 25	\$0 30
Green Label, 1's and 1/2's	0 27	0 35
Blue Label, 1's, 1/2's and 1/4's	0 30	0 40
Red Label, 1's and 1/2's	0 38	0 50
Gold Label, 1's and 1/2's	0 44	0 60
Red-Gold Label, 1/2's	0 55	0 80

(GEO. E. BRISTOL & CO., Hamilton, Ont.)



Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s, 20c;	1s, 21c.
30c	1s and 1/2s	23c.
40c	1s and 1/2s	28c.
50c	1s and 1/2s	35c.
75c	1s and 1/2s	Vulcan, 50c.

100 lb. lots freight paid.



Blue Label, 1's..... \$1 00

Orange Label, 1's and 1/2's	0 23	0 40
Blue Label, 1's	0 20	0 25
Brown Label, 1's and 1/2's	0 28	0 40
Brown Label, 1/2's	0 40	0 40
Green Label, 1's and 1/2's	0 25	0 50
Red Label, 1/2's	0 40	0 60

LAFORTE, MARTIN & OIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19



BLUE RIBBON TEA CO. MONTREAL

Yellow Label, 1's	0 20	0 25
" " " "	0 21	0 25
Green Label, 1's and 1/2's	0 24	0 30
Blue Label, 1's and 1/2's	0 25	0 30
Red Label, 1's, 1/2's and 1/4's	0 30	0 40
White Label, 1's and 1/2's	0 35	0 50
Gold Label, 1's and 1/2's	0 42	0 60
Purple Label, 1's and 1/2's	0 55	0 80
Embossed, 1's and 1/2's	0 07	1 00



Pink Label, 1's and 1/2's	30c.	40c.
Gold Label, 1's and 1/2's	35c.	50c.
Lavender Label, 1's and 1/2's	42c.	60c.
Green Label, 1's and 1/2's	50c.	75c.

Wholesale Retail

Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, 1's 18c ea.	36 lb.	26c ea. 50 lb.
Red Tins, 1's	35c ea. 70 lb.	50c ea. 100 lb.
Red Tins, 1/2's	18c ea. 72 lb.	25c ea. 100 lb.



MELAGAMA TEA. MINTO BROS., 45 Front St. East

Black, green, mixed, 1/2's	0 70	1 00
" " " " " "	0 55	0 80
" " " " " "	0 44	0 60
" " " " " "	0 40	0 60
" " " " " "	0 38	0 50
" " " " " "	0 35	0 50
" " " " " "	0 30	0 40
" " " " " "	0 25	0 40
" " " " " "	0 25	0 30
" " " " " "	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Black Label, 1-lb., retail at 25c	\$0 20
Black Label, 1-lb., retail at 25c	0 21
Blue Label, retail at 0c	0 23

Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Green Label, retail at 40c	0 30
Red Label, retail at 50c	0 35
Orange Label, retail at 60c	0 42
Gold Label, retail at 80c	0 55



Pure Gold Jelly Powder..... } 90 cents  
Pure Gold Salad Dressing Powder } per doz.  
Discounts on application.



THOMAS WOOD & CO. LTD. Montreal and Boston

Wood's Primrose, per lb.	wholesale 0 40	retail 0 40
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Paok in 1/2-lb. tins. All grades—either black, green or mixed.

GILLETT'S CREAM TARTAR	Per doz
1/2-lb. paper pkgs., 4 doz. in case	0 90
1/2-lb. paper pkgs., 4 doz. in case	1 80

Per case

4 doz. 1/2-lb. paper pkgs. } assorted	7 20
---------------------------------------	------

Per doz

1/2-lb. cans with screw covers, 4 doz. in case	1 95
1-lb. cans with screw covers, 3 doz. in case	3 75

Per lb

5-lb. sq. canisters, 1/2 doz. in case	0 28
10-lb. wooden boxes	0 26
25-lb. wooden pails	0 26
100-lb. kegs	0 25
360-lb. barrels	0 24

### Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA. LIMITED—EMPIRE BRANCH.

Chewing—Black Watch, 6s	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6s and 12s	46
Stag, 6 2-5s	46
Old Fox, 12s	44
Pay Roll Bars, 7s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s., plug or bar	45
Rosebud Bars, 6s.	44
Empire, 6s and 12s	44
Ivy, 7s.	50
Starlight, 7s.	50
Cut Smoking—Great West Pouches, 8s.	58

### Veterinary Remedies

W. F. YOUNG

Absorbine, per dozen	\$18 00
Absorbine Jr., per dozen	9 00

### Yeast

Royal Yeast, 3 doz. 5 cent pkgs.	1 10
Gillett's Cream Yeast, 3 doz. in case	1 18

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

Tell your Doggy Customers that you Stock

# Spratt's <sup>MEAT</sup> "FIBRINE" Dog Cakes

Your Jobber can supply. **It means More Business.** Packed in all Sizes.

MAY WE SEND OUR ILLUSTRATED LIST?

Write **SPRATT'S Patent Ltd.**, London, Eng. Canadian Branch, 13 St. Therese Street, St. Gabriel's, Montreal.

## Sanitary Cans

For Hand Filled Goods

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

## Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

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

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

Write for Samples

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

Brunner Mond & Co.'s

# WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

## Concentrated Sal Soda

Casks, 560 lbs.

**Winn & Holland**  
Montreal

SOLE AGENTS FOR CANADA

### FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

**PICKFORD & BLACK**  
HALIFAX

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**JOHN OAKEY & SONS, Limited**  
Manufacturers of  
Emery, Black Lead, Emery, Glass  
and Flint Cloths and Papers, etc.

Wellington Mills London, England

The original and only  
Genuine Preparation for  
Cleaning Cutlery, 6d.  
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## Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever  
sold in Canada.

FOR SALE EVERYWHERE

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0 30  
0 35  
0 42  
0 55



90 cents  
per doz.

MAS  
& CO.  
TD

al and  
ston

reta  
n pr  
0 60  
0 40  
-either

Per doz

0 90

1 90

Per case

7 20

Per doz

in 1 90

in 3 70

Per 11

0 20

0 20

0 20

0 25

0 24

CANADA,

44

45

46

44

46

44

44

50

50

or bar. 45

45

44

50

50

\$18 00

9 00

1 10

1 18

See.

# SALT SURETIES:

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Shipment  
Satisfaction

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**VERRET, STEWART & CO.**  
LIMITED  
**MONTREAL**

The average consumer is every day becoming more and more discriminating, and demands that the food products offered shall be pure, wholesome, and—above everything—free from any contamination.

# WETHEY'S CONDENSED MINCE MEAT

Wrapped and packed  
in sanitary packages

**SOLVES THIS QUESTION**

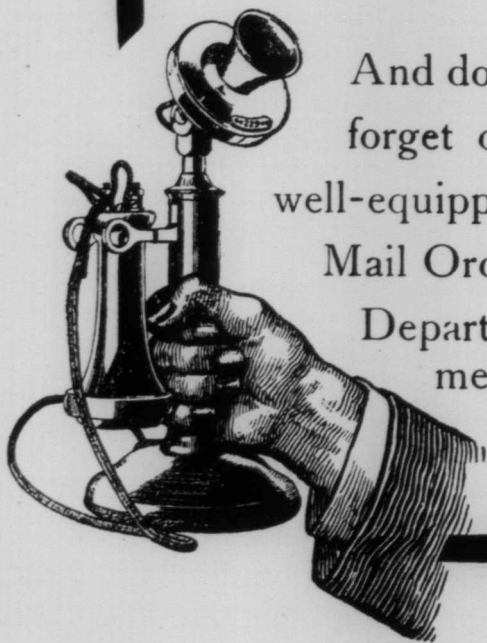
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Three dozen to a case.

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are at the other end of the line and  
only a few minutes away.

## Geo. E. Bristol & Co.

Wholesale Grocers

HAMILTON

Specials in Tea this month. What are you open for?

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53 Fron