

# CANADIAN GROCER

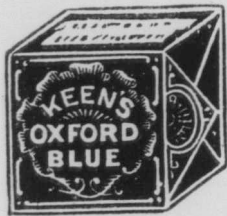
A Weekly Newspaper Devoted to the Grocery, Fruit, Provision,  
Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building. London, Eng.: 88 Fleet St., E.C.

VOL. XXIII.

PUBLICATION OFFICE: TORONTO, MAY 14, 1909

NO. 20.



For satisfaction to the housekeeper and dealer alike

## Keen's Oxford Blue

stands unequalled—The wise grocer sticks to  
**The Best.**

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

Agents for the Dominion of Canada

## CORN STARCH

is used in every family in Canada. The particular brand that  
has been a boon to the housekeeper for nearly fifty years is

### Benson's "Prepared" Corn

(The original yellow package)

It is the grocer's most reliable brand—Every jobber in  
Canada sells it.

**EDWARDSBURG STARCH CO., LIMITED**

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal

**E**VERY merchant's back shop tells the story of stickers —things that sold well for a time and then went flat. You know what they have been in your case, don't you—and you don't need to look them over to find that SURPRISE SOAP isn't on the list.



**SURPRISE has been a good seller from the very first**

And every year it is getting harder for the man who sells a substitute to do any business at all. He finds that women simply won't listen to his argument about soaps that for the minute pay him a better profit—they've tried that kind before—and why should they when SURPRISE value is the best in the world?

**THE ST. CROIX SOAP MANUFACTURING COMPANY**

Factory at ST. STEPHEN, N.B.

Branches: MONTREAL TORONTO WINNIPEG VANCOUVER WEST INDIES

## ***Fish From Scotland***

The "Tyne" Brand of canned Scotch fish has all the delicacy and richness of flavor of the freshly caught fish. It is a satisfactory brand to buy because it is always the same—you can judge the quality of the entire year's output by a single can.

### ***The Shields Ice and Storage Company***

are specialists in the packing of Scotch Fish—nothing can possibly be finer than their product "The Tyne Brand." Their reputation has been made entirely on this one thing. It is their hobby to offer only the "best"—and they do it.

*Arthur P. Tippet & Co, Agents*  
8 Place Royale Montreal 84 Victoria St. Toronto

## ***The French Macaroni***

The germ of the best wheat—the gluten—is the foundation on which the high quality of "CODOU" Macaroni rests. But added to that is the skill acquired by a life time of service in its manufacture. It is

### ***Made By Felix Codou***

It is very delicate and tender—never "rubbery." And there is a richness of flavor that makes it very toothsome. Monsieur Codou is so proud of his famous brand that he permits no package to leave his factory without having his name.

*Arthur P. Tippet & Co, Agents*  
8 Place Royale Montreal 84 Victoria St. Toronto



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

<p>HAMILTON <b>THE MAN ON THE SPOT</b> "There is many a slip between the enquiry and the reply." The man on the spot gets the order—That's me. <b>FACE TO FACE BUSINESS</b> <b>G. WALLACE WEESE</b> Manufacturers Representative. Hamilton, Can. Offices, Myles' Fireproof Storage Warehouse. Write Me To-day.</p>	<p><b>D. McL. BROPHY</b> 414 St. Paul St. Montreal <b>Broker and Manufacturers' Agent.</b> Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade. Correspondence will receive prompt attention.</p>	<p><b>W. G. A. LAMBE &amp; CO.</b> TORONTO <b>Grocery Brokers and Agents.</b> Established 1885.</p>
<p><b>J. W. GORHAM &amp; CO.</b> JERUSALEM WAREHOUSE, HALIFAX, N.S. <b>Manufacturers' Agents and Grocery Brokers</b> WAREHOUSEMEN can give close attention to few more first-class agencies. Highest references.</p>	<p><b>D. STAMPER</b> <b>GROCERY AND FRUIT BROKER</b> <b>AND MANUFACTURERS' AGENT</b> Goods Stored and Distributed Warehouse, City Spur Track. P.O. Box 793 MOOSE JAW, SASK.</p>	<p><b>W. G. PATRICK &amp; CO.</b> <b>Manufacturers' Agents</b> <b>and</b> <b>Importers</b> 29 Melinda Street, Toronto</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> <b>Customs Brokers</b> <b>and Warehousemen</b> 27 St. Sacramento Street, Montreal TEL. MAIN 778 BOND 28</p>	<p>NEWFOUNDLAND <b>T. A. MACNAB &amp; CO.</b> ST. JOHN'S, NEWFOUNDLAND <b>MANUFACTURERS' AGENTS</b> <b>and COMMISSION MERCHANTS</b> Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A,B,C, 5th edition, and private.</p>	<p><b>MacLaren Imperial Cheese Co.</b> Limited <b>AGENCY DEPARTMENT</b> <b>Agents for Grocers' Specialties and Wholesale Grocery Brokers</b> TORONTO, Ont. DETROIT, Mich.</p>
<p><b>ROBERT ALLAN &amp; CO.</b> <b>General Commission Merchants</b> <b>MONTREAL</b> Fish, Oils, Beans, Peas and Produce. Agents: "Royal Crown" Skinless Codfish. Representing Morris - Co. Chicago. Pork and Lard.</p>	<p><b>CLARE, LITTLE &amp; CO.,</b> <b>WESTERN DISTRIBUTORS</b> Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehouse and Forwarded, Warehouse on Transfer Track. Business solicited. Phone 159 SASKATOON, P.O. Box 257. Western Canada</p>	<p><b>Wholesale Grocery Brokers</b> <b>and</b> <b>Manufacturers' Agents</b> Connection with Jobbing Trade of Toronto, Hamilton and London. Foreign and Domestic Agencies Solicited. Best of Storage Accommodation. <b>LIND BROKERAGE CO.</b> 23 Scott Street Toronto</p>
<p><b>Mr. Manufacturer</b> You will be interested in learning that the undersigned have entered into partnership, taking over the business of J. Walter Snowdon. They are open for one or two more agencies for Montreal City and district. Address: <b>SNOWDON &amp; BORLAND</b> 34 Guardian Building MONTREAL J. Walter Snowdon W. George Borland</p>	<p><b>W. S. CLAWSON &amp; CO.</b> <b>Manufacturers' Agents and Grocery Brokers.</b> Warehousemen ST. JOHN, - - - N.B. Open for a few more first-class lines.</p>	<p><b>CARMAN BROKERAGE Co.</b> <b>Wholesale Grocery Brokers</b> 141 Bannatyne St. E. WINNIPEG, MAN. We keep in close touch with the wholesale trade—Winnipeg and West—write us.</p>
<p><b>STORAGE IN OTTAWA</b> We offer every modern convenience. Largest warehouse in Ottawa Valley. Fireproof, low insurance rates, direct communication with all railways—tracks to the door. Centrally located. Secure Our Low Rates, <b>Dominion Warehousing Co., Ltd.</b> 52 Nicholas Street, Ottawa J. R. Routh, Manager.</p>	<p><b>Finest the World Can Produce</b> <b>MORRIS &amp; COMPANY</b> Chicago, Ill. <b>Lard, Shortening</b> <b>and Oil</b> <b>W. H. MILLMAN &amp; SONS</b> CANADIAN AGENTS TORONTO</p>	<p><b>C. &amp; J. JONES</b> Agents for James Robertson &amp; Sons, Paisley. Jams and Jellies, etc. <b>WHOLESALE BROKERS</b> <b>MANUFACTURERS' AGENTS AND IMPORTERS.</b> 62 Scott Block - WINNIPEG, Man. Domestic Agencies Solicited. Good Storage Facilities. <b>WATSON &amp; TRUESDALE</b> (Successors to Stuart, Watson &amp; Co.) <b>Wholesale Commission Brokers and Manufacturers' Agents.</b> WINNIPEG, MAN. Domestic and Foreign Agencies Solicited.</p>

JUST RECEIVED—Our Spring Importations

IMPORTED

JAVAS

JAPANS

RICES

PATNAS

SIAMS

We are quoting exceptionally good values—  
Samples on application.

**EBY-BLAIN, LIMITED**

Wholesale Grocers

TORONTO

THE TOP LINE

The most profitable Package Tea for the Grocer to handle. Compare our prices with others.

**YELLOW LABEL**, pounds cost you **20c.** Half pounds, cost you **21c.**, you sell at **25c.** per pound.

**GREEN LABEL**, pounds, and half pounds. Costs you **24c.**, you sell at **30c.** per pound.

**BLUE LABEL**, pounds, and half pounds. Costs you **25c.**, you sell at **35c.** per pound.

**RED LABEL**, pounds, half pounds, quarter pounds, and one-eighth pounds. Costs you **30c.**, you sell at **40c.** per pound.

**WHITE LABEL**, pounds, and half pounds. Costs you **35c.**, you sell at **50c.** per pound.

**GOLD LABEL**, pounds, and half pounds. Costs you **42c.** you sell at **60c.** per pound.

**PURPLE LABEL**, half pounds, and quarter pounds. Costs you **55c.**, you sell at **80c.** per pound.

**DOLLAR TEA, EMBOSSED LABEL**, half pounds, and quarter pounds. Costs you **70c.**, you sell at **1.00** per pound.

¶ These Teas give a handsome profit to the Retail Merchant—an average of 38%.

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

266 St. Paul St., MONTREAL

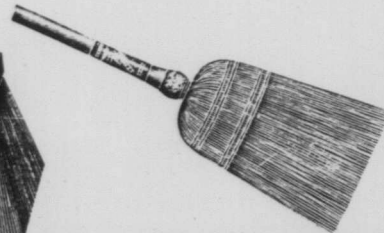
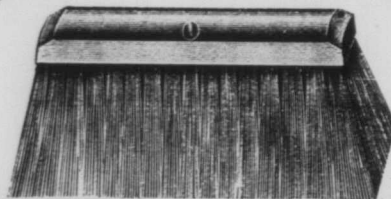
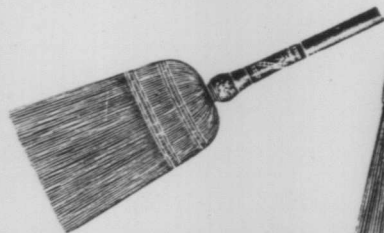
# BOECKH'S BRUSHES and BROOMS

SORT UP NOW

The busy season is on. Is your stock becoming low on some sizes? If so, you should send in your order promptly, so as to avoid delays, as we too are very busy and are receiving numbers of **Rush Orders** daily.

You can specify shipments later if you prefer.

**BOECKH'S** Head Office, 80 York St., Toronto



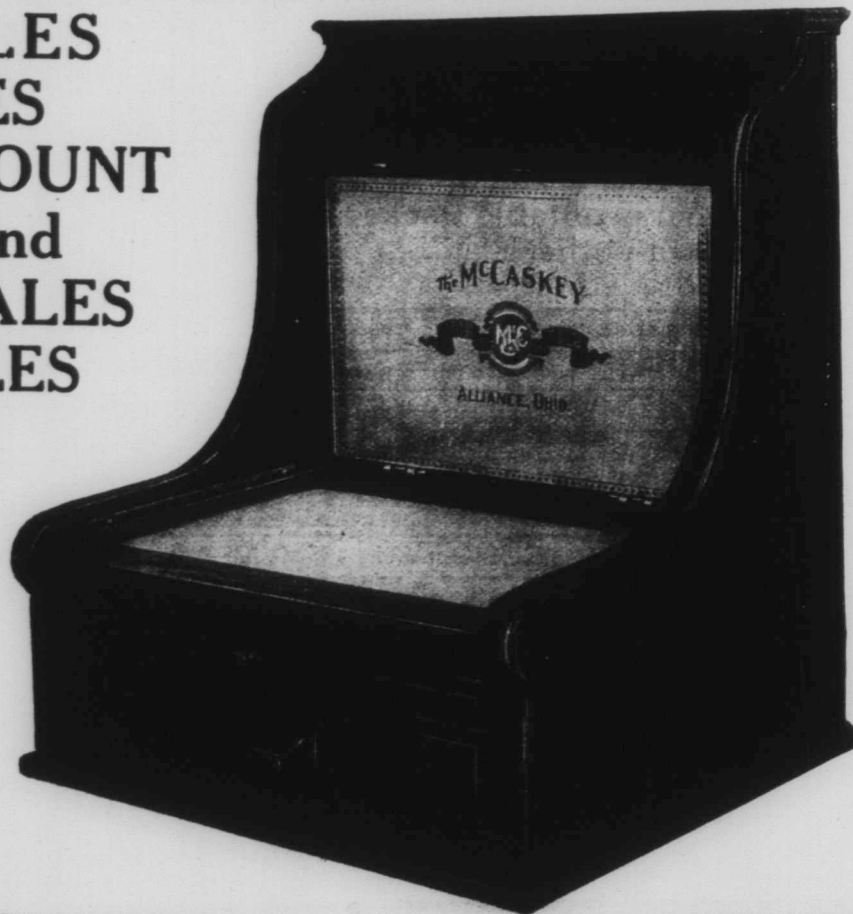
## CREDIT SALES CASH SALES CASH ON ACCOUNT PRODUCE and EXCHANGE SALES C. O. D. SALES

All handled with but ONE WRITING. The McCASKEY ACCOUNT REGISTER SYSTEM Positively stops all forgetting to charge. Eliminates errors and disputes. Cuts out copying and posting. Cuts out night work and Sunday work. Saves time, labor and expense. Pleases your customers. Draws new trade.

AND will bring in the cash faster than any two-legged collector. It's a money saver and a money earner. If you do a credit business ask us for information.

We are the originators of the total forwarding, one-writing register system.

**THE McCASKEY REGISTER CO.**  
Hughson & Rebecca Sts.  
Hamilton, Canada



*To the Trade:*

Do You Know Why

# CEYLON TEA

IS SO

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

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

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

Second: Because of Its Piquant Flavor;

Third: Because of Its Unvarying Excellence;  
and

Fourth: Because of Its Cheapness Regardless of Cost.

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

## Indifference Doesn't Pay

If you have not been very particular about the class of canned fruits and vegetables that you have been handling in the past you probably have by this time come to the conclusion that the epigram in the caption of this announcement is true.

## The Old Homestead Brand

is the standard of pure canned products of the highest quality. Grocers who carry and stock this brand sell more canned goods, because our products create and keep good customers. They have a reputation and recognition that attracts and holds permanent trade.

**Specify Old Homestead Brand  
WHEN ORDERING FROM YOUR JOBBER.**

**The Old Homestead Canning Co.**  
Picton Ontario



**50 Years  
Reputation**

**You've tried the rest—  
now try the Best TEA**

**50 Years  
Reputation**

## **Cooper Cooper & Co.**

are offering their world-famous *Tea-plant Brand* of

# **TEAS**

at the following Popular Prices: **40 cents, 50 cents, 60 cents per lb.**

Packed in ½-lb net weight canisters under our own handsome "Tea-plant" label.

Good profit for you—Satisfaction for your customers.

CANADIAN AGENTS:

**GREEN & CO., 25 Front St. East, Toronto, Ont. D. STAMPER, P. O. Box 793 Moose Jaw, Sask.  
CLAWSON & CO., 11-12 South Wharf, St. John, New Brunswick.**

**Cooper Cooper & Co., Ltd.** Head Office: 71 & 73 Tooley St.  
London Bridge, London, S.E.

## **"PEERLESS" Brand Canned Goods**

are, in quality, just what the brand denotes, beyond question the finest output of any Canadian factory.

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

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

Unequaled in Quality  
and a Producer of Permanent Profit

# QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.  
BLOOMFIELD, ONT.

**"Batger's"**

## Lemon Squash & Lime Juice Cordial

When your customers come in and ask for a Good Summer Drink sell them Batger's Lemon Squash or Lime Juice Cordial—They give the satisfaction that brings repeat orders—No Sugar Required, but just add water. Very handy and economical. Retail at popular prices and show a splendid profit. Try a case of 2 doz. Pints or Quarts.

**Rose & Laflamme**  
Limited  
Montreal and Toronto.

**BATGER'S**

## Xmas Goods

BATGER'S line is unsurpassed for artistic merit and actual value. It is a line that always sells.

The range offered includes:

**XMAS CRACKERS,  
XMAS STOCKINGS,  
XMAS NOVELTIES,  
Etc., Etc.**

also

**Batger's English Confectionery**

Justly famous wherever known

WAIT FOR OUR TRAVELER

**Rose & Laflamme, Limited**  
Montreal and Toronto



## When in Doubt

ORDER THESE BRANDS OF RAISINS

**F. W. Rowley**

DENIA

AND

**S. Bodi**

DENIA

Finest Selected

Fine Selected

**Y**OU are always sure of the best when ordering these famous raisins. Uniform quality and packing, unchanged for years, have given them an individuality it is impossible to equal.

Our **SHELLED ALMONDS**, in 14-lb. and 28-lb. boxes, merit your consideration at this season.  
**GREAT STOCK**

## UNDERDOWN & CRICHTON

London, Eng. Valencia, Spain Denia, Spain

**Canadian Agents:** Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N.S.; Eugene Moore, Toronto; W. H. Escott, Winnipeg; J. A. Kavanagh, Hamilton, Ont.

## ARE YOU GETTING YOUR SHARE *of* Western Business?

If not, how long are you going to delay reaping the rich returns that a new and fertile country yields?

Perhaps you are just waiting for someone to point the way; to introduce your wares to the retail or wholesale trade.

That's our business. We are acting as representatives for others in the West. What we have accomplished for them we can do for you.

LET US HEAR FROM YOU

## RICHARDS & BROWN

Wholesale Commission Merchants

314 ROSS AVENUE

WINNIPEG, MAN.

We have our own large track warehouse in the heart of the wholesale district.

## Chocolate Bordeaux

has had many imitators ; but, in spite of competition (**in name only**), its consumption has steadily increased year by year and "**Bordeaux**" remains unequalled.

No other Chocolate can approach it in flavor, a fact which is fully appreciated by the public and evidenced by the immense sales we enjoy.

We give unequalled value, every batch is of the same even quality.

**Bordeaux** is the toothsomest morsel of Confectionery ever tasted : Tasting tells. **Always fresh. Always good. Always the same.**

Be the up-to-date leader in your locality. Hard times don't affect the merchant who sells this line.

The Chocolate of quality. Yielding profit. Enjoying demand. Samples for the asking.

### The MONTREAL BISCUIT CO., MONTREAL

Manufacturers of "SWEETS THAT SATISFY."

## Buggy Egg Crate



Everybody Says So :

"Just the thing" "Been looking for this"

"Well, how simple" "So handy"

Every Dealer Should Have Them

### Walter Woods & Co.

Hamilton and Winnipeg

Lines That  
Will Sell Well  
Right Now !

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

### Queen Quality Pickles

Sweet, Mixed and Chow

Bulk Pickles, all sizes ;  
Tomato Catsup, Worcester-  
shire Sauce, Pure Apple  
Cider, Cider Vinegar.



NON-ALCOHOLIC WINES IN PINTS AND QUARTS  
AND IN BULK IN KEGS

German Sauer-Kraut

Pickles in Brine.

RYAN & HOOPER, Toronto Agents

### Taylor & Pringle Co., Ltd.

Owen Sound, Ont.



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.

## IT WILL PAY YOU

to watch our Condensed Ad. columns. There are many money-making propositions there. You may find just what you are looking for.

# STERLING — BRAND — PICKLES

Choicest of relishes. A popular line with the trade—popular with the consumer. Known and liked from ocean to ocean. Canadian made.

**The T. A. Lytle Co., Limited**  
Sterling Road Toronto, Can.

# MASON'S O.K. SAUCE

The one sauce possessing that piquancy of flavor and uniform quality that makes it always the same. Splendid profit for the dealer. 33 $\frac{1}{3}$ %.



**GEO. MASON & CO., LTD.**  
Sole Manufacturers, London, Eng.

Sole Canadian Agents:

**S. T. Nishimura & Co.**  
MONTREAL

SUB-AGENTS:

Toronto, Ont.—Geo. Stanway & Co.  
Hamilton, Ont.—James Somerville  
Ottawa, Ont.—Mackenzie & Co.  
London, Ont.—Wm. G. Coles & Co.  
Quebec, Que.—The F. Abel Co.  
Kingston, Ont.—James Craig



THE  
PUREST  
AND  
BEST

## ST. CHARLES EVAPORATED CREAM

STANDARD THE WORLD OVER  
ALWAYS READY—NEVER FAILS  
A QUICK SELLER  
EVERY CAN GUARANTEED

Manufactured by

**St. Charles Condensing Co.**

INGERSOLL, - ONTARIO  
CANADA



## Your Customers Know



this trademark. They know it stands for fine, pure salt—salt that will not cake or harden—salt without trace of bitterness.

# Windsor Salt

has been for years—and is to-day—the one best seller.

**The Canadian Salt Co., Limited**  
Windsor, Ont.

## The Purity of Our Product

This is the strong talking as well as the convincing selling point in the

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

An impartial analysis conducted by government experts has proved that this brand is the purest sold in Canada. Nature's flavor is preserved in every bottle and jar. Our guarantee goes with our goods.



### AGENTS

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

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



### CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat  
Put up in 1/4 gross cases

Bulk in 7-lb. Pails,  
1/2 doz. in crate.

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

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

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

### DRY GOODS REVIEW

10 Front St. East  
TORONTO

## Would You Know

More about general dry goods conditions; how to increase your net profits, by modern successful selling methods, by effective store advertising and by a thorough knowledge of the markets? The Dry Goods Review will tell you how. Published monthly. 130 to 230 pages.

Subscription, \$2.00 a year.  
Sample copies, 25c.

## CRYSTAL SUGARS

Retailers throughout Canada handle them.

You deal direct with the factory.

Standard, Fine, Coarse, Berry, Powdered.

The best for PRESERVING.

Always the same, the best.

Let us send samples with quotations.

Sugars that always satisfy.

Uniform Grain.

Gains customers for you.

A trial convinces.

Remember! It is dollars in your pocket.

Sold strictly on the merits.

MANUFACTURED BY

The Wallaceburg Sugar Co., Limited  
Wallaceburg, Ont.



Reputation, Excellence, Wear and Worth

are all combined in

# The Pansy Broom

This broom is a leader. You can tell it anywhere. It has a wrapper which is the hall mark of merit. It pays to sell a good broom and also a broom that will last. It's better for the grocer and better for the customer. That's why we are talking to you month in and month out on "The Pansy" which is made from the best broom corn grown, is just the right size, weight and shape to win its way.

BUY FROM THE MAKERS

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

## Good Coffee

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

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

## Aurora Coffee

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

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

Wholesale Grocers Coffee Importers  
**HAMILTON**

Branch House—Sault Ste. Marie

## GINGER BREAD

BRAND

## MOLASSES

Is the Product of the British West Indies Sugar Cane.

It is sold in tins, pails, barrels and half barrels.

For cooking and table use it is undoubtedly the best.

"THE BEST THERE IS"

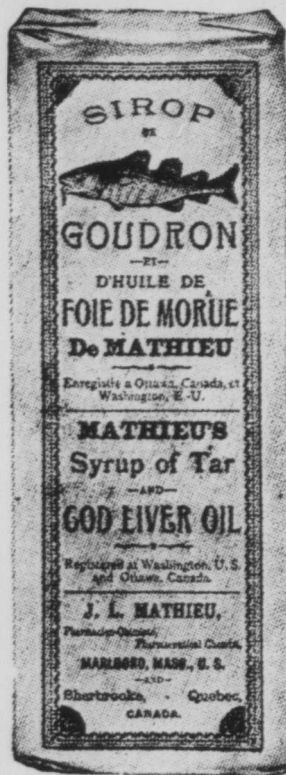
Agents

C. E. Paradis, - - -	Quebec	W. H. Escott, - - -	Winnipeg.
C. DeCartrol, - - -	Kingston.	R. G. Beddington & Co., -	Calgary
Jas. N. McIntosh, - -	Ottawa	Tees & Pease, - - -	Edmonton.
Geo. Musson & Co., - -	Toronto.	Wilson & McIntosh, - -	Vancouver
J. W. Bickle & Green'ng, -	Hamilton.	C. Leonard Grant, - - -	P. E. Island
G. H. Gillespie, - - -	London		

**Dominion Molasses Co.,**

LIMITED

Halifax, - Nova Scotia



**WHY YOU SHOULD SELL  
MATHIEU'S  
SYRUP**  
of Tar and Cod Liver Oil

**REASON NO. 1**

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

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

This advertising consists of

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

Let us have an order from you to-day.

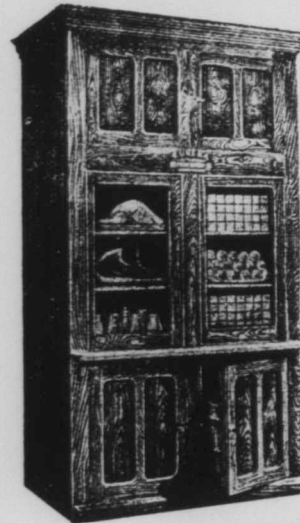
**J. L. MATHIEU CO., Props.,  
SHERBROOKE, P.Q.**

Sold by wholesale trade everywhere  
Distributors for Western Canada:

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

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

**EUREKA  
REFRIGERATOR**



In order that food stuff may be kept properly a refrigerator must have no stagnant air. The Eureka System is so perfect that no stagnant air is possible. Food kept where circulation is imperfect soon spoils.

Eureka Refrigerators are used by leading Grocers and Butchers in all parts of the Dominion.

WRITE FOR CATALOGUE

**EUREKA REFRIGERATOR COMPANY, LIMITED**

54 and 56 NOBLE STREET, TORONTO, Canada  
Near Queen Street Subway

**WAGSTAFFE LIMITED**

are the only firm in Canada that put up solely Pure Fruit Preserves and Marmalades. We do not pack Tomato Catsup or Pickles, as everybody knows how searching are the acids in vinegar and tomatoes. It is impossible to get that true fruit flavor and delicate aroma in the different fruits out of a factory that makes Catsup.

Mr. Grocer, buy your

**Jams, Jellies and Marmalades**

FROM

**WAGSTAFFE'S, PURE FRUIT PRESERVERS, HAMILTON, CAN.**



# JAPAN TEAS

**TO JOBBERS:** We now have favourable cable quotations on several of our high-grade standards for immediate shipment. We shall be pleased to hear from you promptly.

## S. T. NISHIMURA & CO.

MONTREAL and JAPAN

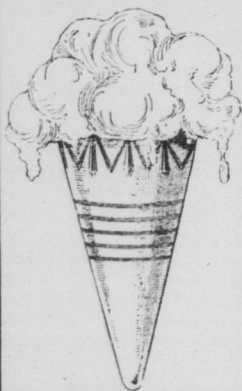


### "McLean's" White Moss Cocoanut

When you see the name **White Moss Cocoanut**, and this still further guaranteed by the name

**"McLean"** you may be sure you are looking at the best cocoanut in the best package on the market - You can safely stock it.

**The Canadian Cocoanut Co., Montreal**



### In CORNETS and ICE CREAM SPECIALTIES

We are ready to fill your orders promptly.

#### The DOMINION WAFER CO.

Importers from the largest factories in the world.

42 St. Vincent St., Montreal  
Tel. Bell, Main 1310

**It sells  
like Lightning**

Yes—'CAMP' sells just as you'd expect the best Coffee Essence in the world would sell!

The Quality of the Coffee, combined with the convincing advertisements continually appearing in the press and on the hoardings on its behalf, results in 'Camp' being half sold before you get it.

*R. Paterson & Sons, Coffee Specialists, Glasgow*

# 'CAMP' COFFEE

KOSE & LAFLAMME, Limited Montreal and Toronto, Agents



### WHAT YOUR CUSTOMERS EXPECT

They are always sure to get in true, full flavor, strength, purity and reliability if you sell them

## SHIRRIFF'S FLAVORING EXTRACTS

They are leaders on the market and the most profitable, satisfactory and patron-creating kind that you can handle. Try it and see.

**IMPERIAL EXTRACT CO., 18-22 Church St., Toronto, Canada**

THE CANADIAN GROCER.



# BORDEN'S BRANDS



Nothing better is put up, nothing better can be put up—Nothing is better advertised and nothing is so satisfactory—

“Eagle Brand” Condensed Milk and “Peerless Brand” Evaporated Cream.  
*At Every Jobber's in Canada.*

## WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.      Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

## BANNER BRAND CONDENSED MILK



The demand for  
**BANNER BRAND  
CONDENSED MILK**

since we made it first  
shows that a real con-  
densed milk was looked for.

WRITE FOR PARTICULARS

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



## IMPERIAL EVAPORATED CREAM

### THE POPULAR VERDICT !

The consumer, after all, is the person whose verdict counts most. If it is favorable, the manufacturer, the wholesaler and the retailer are assured of steady sales. The article on trial has stood the test.

### IMPERIAL EVAPORATED CREAM

most assuredly has stood the test, for every-  
where housekeepers are saying that it has  
no equal.

*Are YOU Getting Your Share of the Trade ?*

**The Canadian Condensing Co.**  
CHESTERVILLE, ONT.

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

ALWAYS READY AND RELIABLE

THERE IS NOTHING BETTER TO CARRY IN STOCK THAN

## Canada First Evaporated Cream

It is manufactured and guaranteed by Canadians, is of superior  
quality and perfectly sterilized and pure.

It sells easily and rapidly.



Manufactured by  
**AYLMER CONDENSED MILK CO., Limited**  
AYLMER, - ONTARIO

# H.P. SAUCE

—good for Customers—good for You!!

H.P. Sauce is such capital value and we spare no pains to acquaint the public with this fact.

It is in big and constantly growing demand.

And offers you a generous profit—That's why it is certainly

## THE SAUCE FOR YOU

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

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

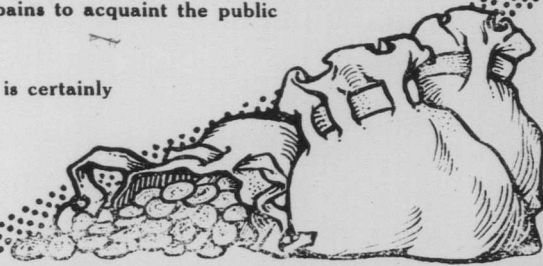
Codville, Smith & Co., Ltd., Calgary, Alberta.

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

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

MIDLAND VINEGAR CO., Ltd.

BIRMINGHAM AND LONDON, ENG.



## Sanitary Cans

### For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc.

Apples, Peaches, Pears, Plums, Etc.

## Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

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

"The Can Without The Tap Hole"

"Bottom Like The Top"

Write for Samples

**Sanitary Can Company, Ltd.**

Niagara Falls, . . . Ontario

## Grocers' Specialties

Coffee

Prunes

Tea

Raisins

Spices

Ev. Apples

Extracts

Ev. Peaches

Jams

Ev. Apricots

Jellies

Ev. Pears

Syrup

Starch

Molasses

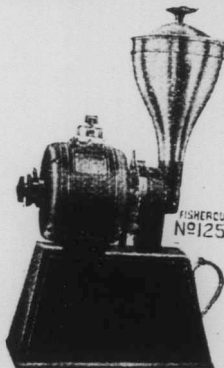
Cereals

Ask for Quotations

*The* **John King Co., Ltd.**  
FORT WILLIAM, ONT.

**YOUR PAPER BAGS**  
are always ready with  
McGregor's  
**PATENT BAG HOLDER**  
Our Price List will Interest You  
**KILGOUR BROS.**  
19 Wellington St. West, - TORONTO

## Fisher Electric Coffee Mills



are made in Canada and are under a Canadian guarantee. They are beautiful in style and finish, simple in construction, efficient and inexpensive in operation, easy to install—and in a few words—cheaper and better than any Electric Mill on the American Continent.

Manufactured by

**The A. D. Fisher Co.**  
Toronto Limited

THE CANADIAN GROCER.

# English Malt **VINEGAR**

We have just received a shipment of special quality  
finest Malt Vinegar in bulk and bottles.

**The Davidson & Hay Ltd.,** Wholesale Grocers **Toronto**

## St. Lawrence Crystal Diamonds

in attractive 5 lb. cartoons

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

## Crystal Diamond Dominos

In 5 lb. cartoons only

Choicest sugars of all grades, made  
only of cane sugar

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

*Redpath*

is

**CANADA'S STANDARD**

for

**REFINED SUGAR**

*Manufactured by*

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

## Absolute Purity is Essential

If you are to build up a business in spices—and such a trade is  
most profitable—it is essential that you should sell spices which  
are **absolutely pure**. You can always depend upon **Ewing's  
Prince of Wales Brand Spices**.

PUT UP ONLY BY

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

**Tartan**  
BRAND

SIGN OF PURITY

**BALFOUR, SMYE & CO.**

Headquarters for all Fancy and Staple Groceries  
HAMILTON, ONT.

**Build up your trade with the Best Goods.**

TARTAN Tea pays the retailer a handsome profit.  
TARTAN Coffee, Spices and Extracts are guaranteed pure.  
TARTAN Canned Fruits and Vegetables have the home  
flavor and are recommended by connoisseurs.  
TARTAN Baking Powder, Baking Soda, Syrup, Salmon  
and Groceries build up your business.

Send us sample orders and see the magic change.

Phone **596**—specially reserved for Long Distance  
Calls.

**WHITE SWAN COFFEE**

Is a perfect blending of the  
**FINEST MOCHA AND JAVA**

It is  
used extensively for high-class family consumption  
and by caterers to particular people.

**REMEMBER**  
**WHITE SWAN COFFEE**

is used and appreciated by thousands of Canada's  
best citizens who recommend it to their friends—  
The demand is very rapidly increasing.

**ARE YOU RECEIVING**  
**YOUR SHARE OF THIS TRADE?**

If not you are  
missing much profitable business.  
(Packed 2 doz. 1 pound tins per case).

**White Swan Spices & Cereals, Limited**

TORONTO

WHITE SWAN GOODS



ARE GOOD GOODS  
ALWAYS.

WHITE SWAN GOODS



ARE GOOD GOODS  
ALWAYS.



**BALAKLAVA SARDINES**

What you have been waiting for—a high class  
article at a popular price.

Send for Sample and Quotations

Canadian Agents: C. A. Chouillou & Cie., Montreal; Green & Co., 25  
Front St. E., Toronto; D. C. Hannah, London, Ont.; Jos. Somerville,  
Hamilton; Boivin & Grenier, Quebec, Que.; H. M. McBride, 312  
Ross Ave., Winnipeg, Man.

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

## Classified Advertising

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

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

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

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

### Yearly Contract Rates.

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

### PERIODICALS.

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

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

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

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

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

### SITUATIONS WANTED.

WANTED—Experienced tea and coffee packer to take charge of packing room. Apply to P. O. Box 841, Vancouver, stating experience and salary required. (20p)

EXPERIENCED TRAVELER wants position as specialty salesman. Box 309, THE CANADIAN GROCER, Toronto. (20p)

### SITUATION VACANT.

WANTED—Grocery clerk to take charge of advertising, window trimming and show card writing. Only first class man need apply. State age, experience and salary. W. Dowling & Co., 730 Rosser Ave., Brandon, Man. (21p)

### AGENCIES WANTED.

AUG. DUBRU, Rotterdam, Holland, dried fruit commission agent, wants relations with first-class packers and shippers of Canadian dried apples and other dried fruits. (26p)

### COUNTER CHECK BOOKS.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and prices. The Ontario Office Specialties Co., Toronto.

### FOR SALE.

FOR SALE—Grocery business in the town of North Bay. Good clean stock and well established trade. Would consider partnership with responsible party who would invest about three thousand and take management of the business. Address Box 308, CANADIAN GROCER, Toronto. [21]

### BOOKS FOR THE GROCER.

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

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

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

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

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

### WANTED.

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

### ADDING MACHINE.

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

### MISCELLANEOUS.

YOUR CHEQUE CAN'T BE RAISED to any amount above that which you intend it to cover if you use the PROTECTOGRAPH. This device stamps a line such as "Not over ten dollars, \$10." with acid proof, indelible ink which penetrates right through the fibre of the paper. This device is being used by 90% of the Banks of Canada and the United States, as well as the treasuries of both countries. Write for full particulars and price. W. E. Parker & Co., Sole Canadian Agents, 37 Yonge Arcade, Toronto, Ontario. [28]

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

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

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

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

7,217—National Cash Registers were sold during May, 1908. That's more than were sold during May, 1907. The National Cash Register Company, F. E. Mutton, Canadian Manager, corner Yonge street and Wilton avenue, Toronto.

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

THE WALES VISIBLE ADDING AND LISTING MACHINE is superior to any other machine for these reasons, among others:—Visible Printing, Flexible Keyboard, Column Space Bar, Automatic Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere pressure of a key to add without listing or list without adding. 30 days free trial to responsible people. Write us for free illustrated catalogue. Adder Machine Company, Wilkesbarre, Pa.

Try a business card in  
The Canadian Grocer.

### EXPORT TRADE DEPARTMENT.

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

### DAVID SCOTT & CO.

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



is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgway's Tea will be a trade winner for your store.

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

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

ESTABLISHED 1849

**BRADSTREET'S**

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

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

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

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

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

—OFFICES IN CANADA—

THOS. IRVING, General Manager  
Western Canada, Toronto

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

STRATFORD

LONDON - - ENGLAND

For:—

**Vinegar and  
Sauce Coloring**

**Essential Oils  
Essences  
Oil Lemon**

**Acid Phosphate &  
Phosphate Lime  
Precip.**

**Harmless  
Colorings**

**Herbs, Roots, etc.**

CANADIAN AGENTS:—

**Andrews, Gillespie & Co.**  
CORISTINE BLDG.  
MONTREAL

Room 32, No. 8 Colborne St., Toronto.

MANUFACTURERS' AGENTS DEPT.  
(Continued from page 2)

**R. B. COLWELL**

Representing in  
Nova Scotia

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

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

265 Barrington St.  
Halifax, N.S

**BOULEVARD SHOE DRESSING**



For Ladies' and Children's Boots and Shoes

**YOU SHOULD SELL IT BECAUSE:**

It gives a beautiful finish.  
It requires no rubbing  
It is guaranteed not to injure the leather.  
It is neatly put up in four-ounce bottles.  
It will certainly be asked for again.  
It has never brought us a complaint.  
It can be had at all jobbers.

Manufactured only by:

**The American Dressing Co., Ltd.**  
Montreal

OTTAWA

Calls on Grocers, Bakers and Confectioners, and is open to represent two more reliable houses. Correspondence solicited.

OTTAWA

Manufacturers' Agent and Broker  
**H. B. BORBRIDGE**

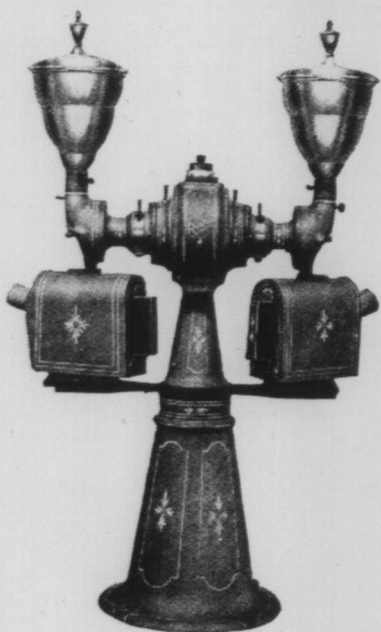
WINNIPEG

**WINNIPEG STORAGE**

TRACK WAREHOUSE

Consignments solicited, stored and reshipped to order.

**K. J. JOHNSTON**  
Wholesale Commission Broker.  
Box 122 Winnipeg. Reference, Bank of Commerce.



## THIS FIRM KNOWS What the "Royal" Electric Mill Can Do

There's an old saying that the proof of the pudding is in the eating. Read what W. Ross Bealor & Bro., of Harrisburg, Pa., say in reply to a letter from another firm inquiring about the "ROYAL."

Harrisburg, Pa.

"B. & J. Saylor,  
Reading, Pa.

"Gentlemen:

"Your letter of the 12th inst. received. We are pleased to state that the coffee mill referred to is giving entire satisfaction in every particular. Our coffee trade, we think, is unusually exacting, and since installing this mill we can conscientiously say their demands have been met as to accurate and thorough cutting.

"The mill is also a labor-saving device, and often we can procure other articles for the customer while the coffee is going through, as the mill doesn't need watching.

"We assure you we did not jump in and buy a machine until we had inspected other makes. Every person admires it also for its beauty.

"One fact that illustrates its comparative lack of noise: Our mill is located within two feet of our telephone, yet we can use the instrument while the mill is running.

"We do not think you will make a mistake by purchasing a 'ROYAL.'

"Very respectfully,

"(Signed) W. ROSS BEALOR & BRO."

A postal will bring a copy of our latest catalog telling all about the "ROYAL."

Send for it to-day—it's free.

Our Motto—The best mill in the world at the least cost to you.

# THE A. J. DEER COMPANY

219 WEST STREET, - HORNELLS, N.Y., U.S.A.

## The Travelling Man's Helper

BY R. A. HOLMES

While good advertising does sell goods, its proper function is that of co-operation.

It prepares the way for the travelling man, walks by his side and introduces him to the merchant.

It stands at his elbow when he shows his samples, increases the order and guarantees the merchandise.

As a persuader it has entirely supplanted the riotously spent night, the booze h'isting and the expensive cigar.

If it has not entirely eliminated these things, it has made them absolutely unnecessary.

The

Hund  
were s

VE

Bec

Adamson,  
Allan, Rob  
Allison Co  
American  
Andrew-G  
Aymer Co

Balfour, S  
Balger & C  
Basterville  
Benedict, L  
Bloomfield  
Blue Ribbe  
Borbridge,  
Borden Co  
Bovril, Ltd  
Bowser, B  
Bradstreet  
Bristol, Ge  
Brophy, D  
Busy Man

Camp Coff  
Canada Su  
Canadian  
Canadian  
Canadian  
Canadian  
Capstan M  
Cargill, H  
Carman Br  
Carr & Co  
Carter-Cru  
Ceylon Tea  
Christie, B  
Clare & Li  
Clark, W  
Clawson &  
Colwell, R  
Common S  
Connors E  
Constant  
Cooper Co  
Cote, Josep  
Cowan Co  
Cox, J. & C

Dalley, Th  
Davidson  
Dawson Co  
Deer, A. J.



There is

**NO TIME LIMIT**

to the popularity of

**"SALADA"**

Hundreds of pounds  
were sold

**YESTERDAY**

Thousand of pounds  
are being used

**TO-DAY**

and its popularity will  
be greater still.

**TO-MORROW**

Because

**QUALITY IS THE SALESMAN**

**INDEX TO ADVERTISERS**

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

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# Secret Commissions and Rebates Contrary to Law

**Act Passes House of Commons and Senate Prohibiting Such Considerations—Travelers and Retail Merchants Directly Interested—Heavy Fine May Be Imposed Upon Any Person Convicted of This Offence—How It Has Been Carried on in The Past.**

To prevent the payment or acceptance of illicit or secret commissions, an act has been passed by the House of Commons at Ottawa, amended and approved of by the Senate and now awaits only Royal assent before it becomes law. It is to be known as The Secret Commissions Act and is especially applicable to the business of retail merchants and travelers or agents of wholesalers and manufacturers who employ them.

The act is known as Bill 31 and reads as follows:

Everyone is guilty of an offence and liable upon conviction on indictment, to two years' imprisonment, or to a fine not exceeding two thousand five hundred dollars, or to both, and, upon summary conviction, to imprisonment for six months, with or without hard labour, or to a fine not exceeding one hundred dollars, or to both, who,—

(a) being an agent, corruptly accepts or obtains, or agrees to accept or attempts to obtain, from any person for himself or for any other person, any gift or consideration as an inducement or reward for doing or forbearing to do, or for having after the passing of this Act done or forborne to do, any act relating to his principal's affairs or business or for showing or forbearing to show favour or disfavour to any person with relation to his principal's affairs or business; or

(b) corruptly gives or agrees to give or offers any gift or consideration to any agent as an inducement or reward or consideration to such agent for doing or forbearing to do, or for having after the passing of this Act done or forborne to do, any act relating to his principal's affairs or business, or for showing or forbearing to show favour or disfavour to any person with relation to his principal's affairs or business; or

(c) knowingly gives to any agent, or, being an agent, knowingly uses with intent to deceive his principal, any receipt, account, or other document in respect of which the principal is interested, and which contains any statement which is false or erroneous or defective in any material particular, and which, to his knowledge, is intended to mislead the principal.

(d) Every person who is a party or knowingly privy to any offence under this act shall be guilty of such offence and shall be liable upon conviction to punishment hereinbefore provided for by this section.

The latter clause was an amendment to the original bill which passed the Senate on March 31st last. After being amended it was sent back to the House of Commons and agreed to on April 21st and was finally sanctioned by the Senate.

## The Practical Meaning.

The Secret Commissions Act, as its name infers, prevents the giving of secret commissions, rebates or considerations.

A traveler who sells an article to a retailer—one which is sold generally by the trade so that its selling price is fixed by the manufacturer—cannot legally give that retailer any secret rebate or commission to induce the latter to purchase from him. If the goods are sold for less than the manufacturers' price in the ordinary way the sale will of course be legitimate in the eyes of the law; but if the goods are sold for the manufacturers' price and the salesman puts his hand in his pocket and gives a rebate or commission to the purchaser then the sale is illicit and that salesman if convicted is liable to imprisonment for two years or to a fine not exceeding \$2500 or both, as mentioned above.

One way that this has been done in the past was by the agent or traveler giving a purchaser the secret rebate in order to get his business and then carrying up the rebate to his employer or the firm he represented as road expenses.

The new bill when it becomes law makes such an act contrary to the criminal code.

In the event of the traveler or agent selling below the manufacturer's price and doing so openly that traveler or agent does not commit a breach of the law. The manufacturer, however, has the privilege of determining to whom his goods shall be sold and at what price and in such a case if he desires, may refuse his goods to the house whose travelers or agents cut down his price.

## A Concrete Example.

In the case of a staple-priced article such as sugar the giving of the secret commission could up to the present be easily accomplished. A traveler may probably have difficulty in selling a merchant sugar but he knows that if he allows that merchant a rebate of \$10 he can sell him a car load. To get his

business he does so by personally paying him ten dollars. He gets his money back from his house in his expenses.

This system is sometimes used by a house anxious to get business and when the traveler for the one "on the square" comes along he finds he is up against a competition that he cannot legitimately meet.

A traveler may offer the merchant a discount of a certain per cent. for cash off the staple wholesale price of an article. He promises that his house will do this and is very often backed up by the house. If he could secure the business of the merchant in the regular way this offer would not be made so that clearly a dishonest act has been committed to the detriment of the honest firm.

## Retailer Becomes Liable.

Clause (d) in the above bill is the amendment that was made to it after it had reached the Senate. It makes the retail merchant just as liable as the traveler or house he represents who is guilty of a breach of the act.

Hitherto, the retailer has been under no moral or legal obligation and there was no legal or moral obstacle in the way in the acceptance of a secret commission. Now, however, if he is a party to an offence such as described, upon conviction he will be liable to the same punishment as the traveler who gives to him the secret consideration.

Being under no moral or legal obligation—further than knowing that the traveler was doing something that he had agreed not to do—he could up to the present accept the rebate, but when the bill becomes law he will become legally liable and morally liable as well and will be considered in the eyes of the law as much a party to the criminal act as the traveler.

## Deterrent To Dishonesty.

"While the new act may not entirely put a stop to the practice of giving secret commissions it will be a great deterrent" remarked an interested businessman to The Grocer the other day.

"It is" he explained, "difficult to make a conviction but nevertheless there will not be so many breaches of the law."

Wholesalers know fairly well to whom they should sell sugar and soap, etc. They know their loyal customers and if they become suspicious that a secret commission has been given by the agent of another house to induce the sales of such goods they have the privilege of laying a charge against both him and the retailers. They will be obliged to make an affidavit that they have committed no breach of the law.

"The punishment being so heavy it is not likely that many offences of this nature will occur," remarked one man in referring to the new act.

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**Origin of the Bill.**

What led the government to take up this question were the frauds recently exposed in the Marine and Fisheries Department in Quebec. The Act prior to the amendment referred to, was similar to an English Act which was passed some years ago because English buyers representing London houses used to go to foreign countries where they practiced the secret commission game. It became somewhat general that they should get a commission from the London house before they did any buying. They not

only did business for their house but for themselves as well by secret commission and this became the foundation for the English Act. The English Act, however, did not include the amendment which made the party who accepts the rebate liable to the punishment mentioned.

Retail merchants and travelers will, no doubt, think seriously before they place themselves liable in eyes of the law and the Act should have a tendency to place wholesalers and manufacturers on a more even footing than they have been in the past.

buying exchange tends to displace a jobbing house—not necessarily does displace it, but tends to. Ultimately, if combination went far enough, ten jobbers in a community would be eliminated and displaced by ten buying exchanges. But would either the consumer or the manufacturer be any better off?

**Expediency in Evolution.**

There are certain economic laws that are as inexorable as the laws of nature, and it is quite as futile to seek to stay them, but it does not necessarily follow that because for a time a certain expedient prospers, it is therefore the true economy. This economy of elimination—if it has reached a point where it needs propping up by "special privilege"—is hardly proving itself entitled to the economic diploma. And, after all, in the proving there is nothing divine that calls for a series of lamentations such as rise occasionally. Rather, the course of evolution must be met by reasonable expediency and coaxed along by the prompting of successful results, so long as those results are not trimmed by dishonesty, discrimination, unfairness and double dealing. It all depends on the viewpoint from which the problem is approached.

It is undoubtedly fair for any man to buy in the cheapest market possible and sell in the dearest. If the big retailer can buy directly from the manufacturer, he has a right to do so; if the small retailer complains, he has an equal right to do so. If the jobber objects and says the manufacturer is playing him false he has a right to refuse that manufacturer his co-operation; even has a right to manufacture his own goods to compete with that manufacturer. In any of those events it is only legitimate retaliation in return for unjust—or fancied unjust—treatment. But whether or not such squabbling is worth while, whether it pays as well as intelligent co-operation and square dealing is quite another matter. The era of trade associations is based on the co-operative and reciprocal idea, and it is having a very salutary effect on public opinion in the trade. There is a strong suspicion, however, that before such a programme can attain its ultimate success there will be necessary much "housecleaning" in the ranks of all the elements—manufacturer, retailer and jobber.

Associations have undoubtedly accomplished wonders in a very few years; in fact, their influence has ferreted out much of the real cause of past friction, has swept away the cobwebs of misunderstanding and brought forth the real stumbling blocks in a way that is not altogether pleasing to any of the classes of trade. It has emphasized the fact that the fundamental cause of unrest was, after all, to a great extent, internal double dealing and unfairness, and that, aside from this and irregular practices, there is no radical reason why better things may not come to pass. But it brings some of the associations uncomfortably near a crisis.

**Elimination for the Sake of Economy a Question**

**Manufacturers Often Undone by Work of "Preferred Classes" Among the Big Retailers Who Seek to Do Away With Jobber—The Rights of Small Retailers, Jobbers and Manufacturers—An Old But New Problem.**

New York Journal of Commerce.

There is a great deal being said and written of late about grocery trade evolution that is truthful, and which ought to be carefully heeded by thoughtful minded grocers. There is also much that is neither truthful nor wise, and which is panicky rather than helpful. Of the latter class are the predictions that this one or that is going to be eliminated in the interests of economy and the assertion that the man who can force out of the chain of distribution every unnecessary factor is a benefactor to the human race. Usually the speaker of the latter sentiment, if he be carefully analyzed, will be found to have some hidden, ulterior, selfish end to be gained by the proposed elimination.

As a matter of fact, there is considerable ground to suspect that the consumer is not in such rabid anxiety for the making of economic sacrifices as is claimed, and when the convenience of the consumer is considered fairly, elimination may actually annoy, rather than aid him. Anyone who ever lived in districts where small stores are numerous and near at hand when wanted will agree that the perpetuation of the many modest establishments promotes the public convenience much more than its sweeping elimination in favor of a few great ones that could work the extinction of the small merchant. The public would willingly pay the small, near-at-hand dealer a living profit for the accommodation he gives.

But even so, it is doubtful if the big establishment really offers any advantage in the way of economies. In the recent agitation of some of the big retailers in favor of their setting apart as a preferred class, the claim is openly and often made that such preference is necessary if they are to survive. This is distinctly surprising in view of the high-sounding assertions that are frequently made that the big stores are in the interests of the economy of the consumer. This claim would tend to prove that if a larger profit is necessary to run such stores—and the probabilities are that

it is—the economies are with the small dealer; not to mention the public convenience and the right of the small dealer to live and not to be eliminated.

**Eliminating the Jobber.**

This big retailer, however legitimate and desirable he may be in the distributive machinery of the trade, appears to depend vitally on somebody's elimination. If he cannot eliminate the small dealer by securing preferential treatment that will enable him to cut prices to the ruination point for the small dealer, he demands that the jobber must be eliminated and that the manufacturers elect him for direct sales on the same terms as the jobber. Some few manufacturers have fallen for such a plan, but the general trend is distinctly away from such an idea at the present time. From the manufacturers' standpoint "preferred classes" are a mischievous commodity and work his undoing. Let's look at it.

The big retailer relies on the size of his outlet as an argument for his preferential. He says that he can handle in a week so many cases of goods, which is very likely, more than this jobber can. But he forgets that that jobber is buying for a widely diversified retail trade and that out of the margin must, in common fairness, come two profits instead of one. If he bought at jobber's rates he would make both profits and—judging from experience—not keep it for himself, but to act as a big stick of preferment with which to eliminate the small retailer who keeps the jobber alive. And the jobber markets about 85 to 90 per cent. of the manufacturers' goods, collectively considered.

But, suppose the manufacturer adopted a quantity price, what would occur? Every retailer would hasten to avail himself of the quantity price—forming buying pools, buying exchanges, chain agreements, etc. In turn, this would drive other retailers into such combinations or out of business, and with them would go the life of the jobbers. Every

# Retail Grocers to be Voluntarily Blacklisted

Toronto Section of Retail Merchants' Association Holds Meeting of Protest Against Circular of Wholesale Fruit, Produce and Provision Association—Some Strong Statements Made Against Alleged Injustices—Permanent Purchasing Committee May Be Appointed.

"Resolved, That all retailers here present allow their names to go on the blacklist after Wednesday next."

"Resolved, That a committee be appointed to discuss the feasibility of forming a permanent purchasing committee for the retail grocers and fruit men of Toronto; that the general secretary be empowered to name the members of this committee; and also that he nominate the members of the purchasing committee if it is thought advisable to do so."

These two resolutions were unanimously carried at an enthusiastic meeting of the Toronto sections of the Retail Merchants' Association, held in St. George's Hall on Monday evening last, May 10, to discuss the recent circular issued by the Toronto Fruit and Produce Association respecting the shortening of the terms of credit.

Though the night was showery the hall was crowded to capacity, and at one time a number of spectators were compelled to stand at the back, which brought a remark from the chairman to "follow the advice given by R. J. Fleming and 'sit close.'"

George Good, grocer, was appointed chairman of the meeting and with him on the platform were E. M. Trowern, F. C. Higgins, A. B. Griffin, John Wilmot, A. Duggan, S. Crealock, R. W. Dockeray and other members of the executive committees of the grocers' and butchers' sections.

## Opening of the Discussion.

F. C. Higgins, secretary of the Toronto grocers' section of the R.M.A., was the first speaker. He read the correspondence which passed between the grocers' executive and the wholesale fruitmen, giving a history of the case from the time the fruitmen's circular was issued. The grocers were quite willing to accept the first two clauses of the circular, which stated that all accounts be rendered and settled weekly; but they did not agree to clauses 3 and 4, with reference to payment by paper, and the threat that buyers not settling in time be subject to the rules of the Wholesale Fruit, Produce and Provision Association.

A number of meetings had been held between representatives of the retailers and wholesalers, but the latter rejected any compromise. The suggestion of the wholesalers' representatives to their own association that the new terms be withheld from enforcement for two months had been repudiated and turned down.

"If they wanted to make any changes," said Mr. Higgins, "they might have come to our association and

proposed them. Instead, they had come personally to me and you and said 'this circular is not intended for you'—entirely from the selfish point of view. It speaks well for the men who are not selfish, but who are here to-night to show by their presence and their words that they have not forgotten their own climb up the ladder, but are willing to help their fellows who are struggling up the hill. (Applause).

"The wholesalers say they were compelled to reduce the time of credit to six days because their profits are small and because the growth of the city has taxed their business capacity. If there is so much business to do that they cannot cope with it, then there is room for someone else to get into the business. They are getting a commission of about 12 per cent., and I do not think they are suffering so keenly. Look at them; they do not appear to be so badly used. It may be that thinking they have the business entirely in their own hands they are able to do whatever they wish.

"Now let us look at some of their complaints. A wholesaler going into business is supposed to have some capital, else why does he go into business? With a capital of \$10,000 it is possible to have a turnover of half a million—a very nice sum, indeed. The wholesaler in fruit and produce, if he does pay spot cash, or nearly so, for his goods, can open up his warehouse with four bare walls. He has no such amount of stock to carry as has a wholesale grocer.

"As you have heard, we are not against clauses 1 and 2 in this circular. We are in favor of a reasonable curtailing of credits where the conditions have been lax. But our opposition is against clauses 3 and 4. We are against such totally un-British arrangements. (Applause).

## Charges a Shylock Method.

"Clause 4 states that if a man has not paid by the stroke of the clock he is to be reported to their association. This is not an association; it is a combination. Its conduct reminds me of Shylock demanding his pound of flesh. (Hear, hear). There is no consideration for humanity; no consideration of justice to be weighed in the balance. Is this fair between man and man do you think? I don't. It is up to you to say whether you are going to submit to this.

"There is another matter to be taken into consideration, the matter of private contract, which the terms of this circular transgress. And there is a moral side to this question also. The suggestion of the terms of this circular is

tyrannical and it will fail. Some of the men are already wavering; some of the members of the association do not know the import of these clauses. Then there is evasion by members of the association. One wholesaler said: 'You do not owe anything unless a bill is presented,' and so a week's delay is granted; and still another week's delay may be obtained before the association is notified. Now let us cut this thing out of business. (Applause).

"If this matter of short credit and black-listing is a good thing for the fruit and produce men it should also be good for the miller, wholesale grocer, and soap man. These men are necessary to trade. The manufacturer, wholesaler, retailer and banker are all necessary to the trade of this country. The manufacturer and wholesaler have been accustomed to go to the banker for loans, but who ever heard of the retailer going to the banker for loans? The banking system of this country is not for him. Let us suppose a wholesaler goes to his banker for the loan of \$10,000 for six days. When the time is up he is, because of unforeseen circumstances, only able to pay back \$5,000. He is no thief, nor should his business secrets be paraded before the members of any association. This is what the wholesale fruitmen wish to force on us. If our bills are not paid by the stroke of the clock then we are black-listed, and our business debts are reported to the association. Let us get rid of this darn nonsense. (Laughter).

"It appears that reputation counts for nothing and the retailers of the city are being put on the level of vagrants. The whole curse of the situation is the combine, which, not being satisfied with reasonable profits, is trying to squeeze the life out of the honest retailer who is the backbone of the business of the Dominion.

## Claims Self-defence.

"The issue is not of our choosing. I am personally acquainted with these fruitmen and value their friendship. We believe in associations; but we believe in associations built on fair lines, and we are fighting in self-defence. This whole situation reminds me of the story of the dog and the axe. A man going for a walk one day was attacked by a dog which rushed at him. Having the good fortune to be carrying an axe he let swing with it and split the dog's head. The owner of the animal rushed up and shouted 'Why did you kill my dog; why didn't you strike it with the other end of the axe?' Back came the reply, 'Why didn't your dog come at me with the other end.'

"The executive is recommending a preferred list of dealers to buy from. For myself I would cut out the whole list; but we may have to do business with some of them; and this list is re-

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commended not in their interest, but in our own. This arrangement, we think, is for the best interest of the retail trade in Toronto. If we think this whole question is absolutely wrong, then we can right it. It remains to be seen if the Toronto retailer is big enough to do this. The fruitmen by this circular have shown themselves to be selfish. They single out some merchants who are not to come under the operation of these clauses. Now, if these terms are right for the city merchants, why are they not enforced against the out-of-town buyer?" (Loud applause).

**Different From the Yankees.**

A. B. Griffin, chairman of the Toronto grocers' section, R.M.A., considered the action of the wholesalers very high handed. The recognized term of credit all over the world is 30 days.

"Why is my individual right of making a contract taken from me? They say this scheme comes from the United States. Why should we conduct our business on the lines that Yankees conduct theirs? Twelve months ago when the shippers along the railway west of the city refused to supply certain fruit dealers we helped these dealers, and now this is what we get.

"At 12 per cent. the profits of a \$500,000 business amount to \$60,000. Now the fruitmen say their expenses cost 8 per cent. There is thus a net profit of 4 per cent., or \$20,000. "Do you get that proportion of remuneration from your business? Let us stand shoulder to shoulder and if we do we can help ourselves."

R. W. Dockeray, president of the Toronto branch R.M.A., did not know much about the question at issue, being neither a grocer nor butcher; but he was willing to give all the help in his power to help the retailers in their fight.

**Unsound Judgment.**

Jno. Wilnot believed the R.M.A., the best organization, not only for retailer, but for wholesaler and consumer as well. A wholesaler had said to him: "This is not for you; we do not want to put you out of business; we do not want to injure you. It is the small men we are after." Again they said, 'Our profits are very, very small.' At the same time they said, 'we have eighty, ninety, a hundred thousand dollars on our books,' which, I think shows mighty poor judgment. Then again they state this scheme was concocted in the United States. The trading stamp people also came from the United States and when they came they said they would beat us with Yankee brains and Yankee money; but we beat them with Canadian money and British law. (Cheers.)

For myself I can say that not one of these wholesalers has so far had to waste a postage stamp on me, but now if I do not pay my bill by Wednesday noon they throttle me and say 'Pay me what thou owest'. Is that Christianity? Is that British fair play? If any of these men are here to-night they should leave this meeting and go over to Massey Hall and hear Gypsy Smith on such a subject. (laughter.) It is the last time any of these men will have my name on their books."

A. Duggan, grocer, said the retailers were nothing more than the slaves of

the wholesalers and manufacturers. "Why should thirty wholesalers with whom I have no business dealings know all about my concerns or my credit simply because payment was not made on the tick of the clock?"

S. Crealock, on behalf of the butchers whom he represented, said they, too, were coming under the ban, for the shortening of credit now extended to the fruit, vegetable, meat and provision men. "That \$500 bond provision is a cast iron one, and just because of that it is unworkable. It is, too, unjust. Out of all the retail butchers who had built up a business in Toronto not 2 per cent. but had at some time or other been in the debt of the wholesaler. Now, character which had counted so much in years gone by is to be done away with. If there are evils among traders surely among all these wholesalers there are brains enough to devise means to drive out the "scallywags" and leave decent, respectable and honest retailers to do their business unhampered.

**Invitation to All.**

E. M. Trowern, general secretary of the R.M.A., was next called on. "If I can say a word to help to-night I want to say a word to help you to-night I want to say that our meetings are conducted openly at all times. We have no tiled doors; no secrets to harbor. The wholesaler is welcome and so is the solicitor. We are not afraid to discuss our affairs openly.

"The matter before the meeting to-night is not a matter of credit; it is a matter of the relations of private contract. It means: are you willing to tie yourselves up to this unreasonable combine?"

"We stand first, last and all the time for the liberty of the individual retailer. For years we have been fighting all kinds of evils and weeds. Just a short while ago we had the co-operative people. They went to Ottawa to get legislation to carry on their business, and we went to Ottawa to tell the legislators just what a diabolical scheme co-operation was—a scheme to do up the public.

"What I am pleased about to-night is that the best men among the grocers and butchers have come forward to say that they want to throw down this whole thing. Why cannot these wholesalers say to a man who has exceeded his credit 'we cannot give you any more credit?' That is the manly way.

"But you are not going to put these men out of business unless you meet organization with organization. Already we have spent \$5,000 at Ottawa in trying to get our hands free. We are not yet in the same position as the labor men. Mr. Gompers who was here a few days ago said in his address: 'If going to jail will free us from bondage I am going to jail! That is our position. Half the wholesalers do not know our conditions of business at all. They ask you 'why do you not go to the banks?' Banks are not for the retailer. They are but trustees. They are for the wholesaler and manufacturer.

**A Challenge to Lawyers.**

"And now I am going to take legal responsibility for what I am about to say, and if any lawyer wants to land me before Col. Denison he can serve the papers on me now. Some of these men

have had too much time sitting around the clubs, and some of them have not had time enough to think of the retailer. I am now going to read out the names of those who were recommended by the committee as houses with whom to deal:

Here Mr. Trowern read a list of wholesale fruit and produce houses doing business in Toronto and it was noted that of these wholesale firms 3 fruit, 2 produce, 1 vegetable and 2 provision houses were left off.

Continuing Mr. Trowern went back to the co-operative movement. "If you do not follow the lead of some strong man," he said, "you will find the same conditions prevailing here as in England. Co-operation has sent many merchants from that country to Canada to seek situations as clerks in stores here. Now we in Canada are built of sterner stuff and as has been stated the Governor-General to whom we pay \$50,000 a year had taken an interest in co-operation in the old country. When we found he was interesting himself in the question here we said 'you keep your hands off this proposition or we will write to the King and have you called back,' and he kept his hands off."

At the bidding of the chairman a number of speakers in the body of the hall made some suggestions, one of the latter, that of John Good, grocer, hinting that all retailers go on the black list caught the fancy of the audience. As Mr. Good explained, "if all go on the black list there will then be no person to sell to and it will be up to the fruit men to solve the difficulty." The resolution of the committee was, therefore, superseded by an amendment proposed by J. Patterson, seconded by J. Hurst which virtually means that all retail grocers present at the meeting will allow their names to go on the black list this week. The second resolution empowering the creation of a purchasing committee also came from the body of the hall. It was proposed by J. Skelton and seconded by F. Spooner.

If any writs of attachment ensue from retailers going on the black list the R. M.A. through Mr. Trowern proposed to bring action through the courts against the wholesalers as combining in restraint of trade. As Mr. Trowern expressed it "If they trouble you we will have the whole bunch up before Magistrate Denison for an unfair combination in restraint of trade."

**APPLE MEN'S CONVENTION.**

The American Pomological Society will visit St. Catharines next September, where its next convention will be held. It is expected that between three and four hundred delegates will be present from all parts of the United States and Canada. The committee in charge has appointed E. D. Smith, the chairman, of Winona, to confer with the Hamilton, Grimsby and Beamsville Railway with a view to arranging side excursions to Grimsby and Stoney Creek, a portion of the great Niagara fruit belt. Robert Thompson, of St. Catharines, will arrange excursions to Beamsville and to the Model Farm and the Agricultural College, at Guelph.

## Effects of the Department Store School Books

**A Correspondent Condemns the Arrangement Which Gives the T. Eaton Company, Toronto, a Practical Monopoly of the Sale of School Books as Well as a Big Lever to Use in Making Sales of Other Goods.**

The following letter from a member of the Ontario Retail Hardware and Stove Dealers' Association is indicative of the growing feeling of protest among merchants of all classes who are beginning to understand the evil results which will follow the carrying out of the ten-year (renewable) contract for the printing and sale of school books entered into between the Ontario Government and the T. Eaton Company, Toronto.

Mr. Bell, as stated in his letter, does not sell stationery, but he has a feeling for the fellow-retailer who does, and he intends using his influence with his local M.P.P. to prevent, if possible, the working out of the contract from being too one-sided. Mr. Bell is helping himself by so doing as the arrangement seems likely to injure hardwaremen, grocers, dry goods merchants and other retailers almost as much as it does the booksellers.

It works out this way: The Eaton Company, as publishers, are under contract to sell the set of books at 39 cents to everyone, whether retailers or ordinary buyers. They will not pay postage on the books, however, so it will be possible for booksellers living outside Toronto and suburbs to receive shipments of the books at 39 cents, plus freight and sell at 49 cents retail, making as their margin to cover their cost of doing business the difference between what their freight costs per set and the postage per set paid by the Eaton Company. They may, or may not, be able to sell for the 49-cent retail price, and if they do not buy in quantity or if they are some distance from Toronto and the freight is high they will have no margin at all.

But the Eaton Company handle other goods than school books and they will not lose the opportunity to point out that buyers outside Toronto can secure school books from them at 39 cents, and if a shipment of other goods is ordered there will be no postage, freight or cartage to pay. Herein is where the harm will be done to grocers, hardware dealers and other merchants. The wholesale price on school books will be used as a lever to sell hardware, dry goods, groceries, boots or shoes.

As this paper understands the situation the Eaton Company will monopolize probably ninety per cent. of the retail sales throughout the province besides influencing the sale of other goods and securing an advertisement of inestimable value in the form of the firm's imprint on the bottom of the title page of each volume.

The Government, by exercising its privilege of purchasing the entire edition and selling them at wholesale

(39 cents) to be sold in regular retail channels at 49 cents, could protect not only the booksellers but all classes of retailers, and by further causing the publishers to leave their name off the books the department store advertisement could be eliminated.

In an interview, however, with Hon. Mr. Pyne, Minister of Education, no hope was held out that the publisher's imprint would be left off. The Government has the right to revise each page but it is said that another clause allows the publishers to add their name. If this is so the retailers can only secure protection by having the Government handle the sale of the books through the Education Department and to secure this protection every influence should be brought upon the local members of the Legislature, particularly if they are Government supporters.

Mr. Bell's letter follows:

### A Letter of Protest.

Editor Canadian Grocer.—I read with much interest the editorial in your issue of last week under the caption of "Retailers Getting Alarmed." I am quite in accord with your remarks in connection therewith, and—being a Conservative—I, like yourself, have no desire to get the Government of Ontario into trouble, but on the contrary, I think they are entitled to receive the thanks of the people of this province for taking the school readers out of the hands of the "Book Ring" and thus enabling the parents of school children to procure the books at a fraction of the previous cost. In stating that I agree with your views in this matter, it must not be overlooked that the present Government took office pledged to break this "Ring" and let such contracts by tender, awarding same to the lowest tenderer, and to place school text books in the hands of the people at or near the cost of production.

Such being the case, the Government could not well overlook the tender of the T. Eaton Company—although the president is a Liberal—they being the lowest tenderers. Now as I understand the matter, the full set of readers can be procured from the T. Eaton Company for 39 cents, and retailers throughout the country are not allowed to charge more than 49 cents for the set.

To my mind this seems to be where the Government has erred. The T. Eaton Company should not be allowed to sell these books at retail, for any less money than any other dealer throughout the country can sell them, for the average householder, knowing he can purchase the books for 39 cents, will not be satisfied to pay his local dealer 25 per cent. more money, but will send or go to the

T. Eaton Company for the books, and procure other goods at the same time, and this, it seems to me, is where the profit of the T. Eaton Company lies.

The self-respecting retailer, too, does not want to charge 25 per cent. more for his goods than the same articles can be got elsewhere, and so the whole business will go to the T. Eaton Company, for the country merchant will not carry the line, and the poorer parent in the country, whose buying needs are not great, will have to send his little 39 cents to the T. Eaton Company and pay express or postage in addition thus costing him more than they otherwise would if all retailers were placed on an equal basis.

I fully agree with you in saying "the books should be delivered to the Educational Department and by it distributed among the purchasers" or otherwise the Government should fix a uniform retail price at which the books must be sold by all dealers who may choose to handle them, the T. Eaton Company included, and thus remove from retailers what will certainly prove to be a great handicap.

I may add that I am not opposed to the T. Eaton Company getting the contract, since they were the lowest tenderers, but I am opposed to their getting a monopoly on the retail sale of such a necessary staple as school books, and practically to exclusion of all other retailers, at least, to the extent that they are permitted to sell these books at retail, at the same price as any other dealer in stationery would have to pay wholesale. I quite agree, too, with your suggestion, that all retailers get after their local member, and endeavor to have this lop-sided arrangement set aside.

W. J. BELL.

Beeton, May 11.

P.S.—I do not handle stationery but have a feeling for my fellow-retailer who does. W. J. B.

### FROM WHOLESALER TO BROKER.

The John King Co., wholesale grocers, etc., Fort William Ont., have sold to Cameron & Heap, of Kenora. John King, the president of the former company, and F. W. Fraser, the secretary, intend starting a general commission and brokerage business on June 1st under the style of Fraser & Co.

### THE FIRM REMEMBERED.

On Saturday, May 8, the travelers of the F. F. Dalley Company, Hamilton, presented to the firm a life-sized oil painting of the late E. A. Dalley, formerly vice-president of the company. The members of the firm and the travelers were present. The presentation address was made by R. B. Hill, and replied to by F. F. Dalley, sr. It was just a small token of the high esteem in which Mr. Dalley was held by the travelers.

## The

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LONDON

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PARIS  
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ZURICH

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### A!

The self-respecting retailer of the T. Eaton Company is run, with

In other words, the store will vilege, uneducating and through to the advantage of Eaton Co.

While the first year will be more than at the abilities to apprehend.

Without its cost during the a great deal throughout

With a trade in large amount will necessitate of merchandise everyone's comment's into the great deal decade the

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# The Canadian Grocer

Established 1886

THE MACLEAN PUBLISHING CO., LIMITED  
 JOHN BAYNE MACLEAN PRESIDENT

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## A TEN-YEAR MONOPOLY.

The school book monopoly which the T. Eaton Co. has secured from the Ontario Government is not a thing for the day only. It has a ten-year term to run, with renewable privileges.

In other words, the big department store will for ten years enjoy the privilege, under Government patronage, of educating the school children of Ontario and through them the parents in regard to the advantages of dealing with the T. Eaton Co.

While it is estimated that for the first year the number required will not be more than 700,000, yet what will it be at the end of ten years? The possibilities are almost too great to comprehend.

Without this instrument of monopoly in its control the T. Eaton Company, during the last ten years, has wrought a great deal of injury to the retail trade throughout this country.

With a monopoly of the school book trade in its possession, and with the large amount of business which this will necessarily bring to it in other lines of merchandise, it must be apparent to everyone who gives the matter a moment's consideration, that it will cut into the retail trade of the country a great deal more deeply during the next decade than it has during the past.

There is only one thing that can clip its wings and modify its influence, and that is for the Ontario Government to take advantage of the conditions of the contract whereby the Government may stipulate that the imprint of the Educational Department shall be placed on

the books and that delivery shall be made to the Educational Department.

To the task of persuading the Government to do this every retail merchant in Ontario should set himself, beginning with the members of the Local Legislature, and through them to compel the Government to recognize the justice of their claims.

This should not be a difficult task. What the Government has done has been done inadvertently, not through design, and when it realizes the great wrong it does the retail trade, it is reasonable to suppose it will modify the conditions. The first thing is to persuade the Government, and no merchant in Ontario should either slumber or sleep until he has taken steps to assist in doing so.

## THE BACK YARD.

Fire underwriters' inspectors are now on the warpath looking after the conditions of warehouses and back yards of stores. No doubt during the past winter there has been an accumulation of barrels and boxes around many stores and with spring here the chances of fires breaking out are by no means mitigated. The inspectors will probably order the removal of all combustible matter, as well as other rubbish around the back lanes and merchants who do not comply with the request may regret their tardiness should a fire occur; they may have difficulty in obtaining their insurance.

Apart from the safety that the removal of rubbish from the back yard provides the merchant, the change in appearance a little brightening up brings is well worth the trouble. The merchant who prides himself on cleanliness, as all merchants should, must not stop at the rear door of the store. He must use the broom, the rake and the wheelbarrow and clear away all dirt and decaying substances and make the back yard of his store as clean, comparatively speaking, as his show window, store floor or front doorstep. Sanitary conditions are absolutely necessary, even if cleanliness and fire protection are not taken into consideration.

It, therefore, behooves every grocer and general merchant to step out into the back yard for a tour of inspection and see that it is properly cleaned before the arrival of the hot, sultry rays of the summer sun.

## KEEP STOCK WELL INSURED.

A grocery store recently destroyed by fire in an Ontario town had \$35,000 insurance on a \$45,000 stock and \$6,000 on a \$9,000 building, the loss, therefore, being about one-third of the total value of stock and building, with the result of several years of labor swept away

in a night. The grocer is still young and can retrieve his loss but it is safe to say he will take less chances with the fire demon in future.

Too many merchants take chances, risking not only their own property but their connections with those who are jointly interested with them in the success of their business. They feel that fire is hardly likely to hit them and they run along with a limited amount of insurance, besides taking additional risk in carrying dangerous stock on the shelves or in barrels where they can cause untold damage if fire reaches them.

High insurance rates undoubtedly encourage laxity in insurance matters, and lack of appreciation of friendly actions arouses antipathy to insurance companies. The Canadian Grocer knows of one case where a merchant was refused reasonable damages to some of his goods which he allowed fire fighters to use in quenching a fire in an adjoining building, both buildings being insured in the one company and both being saved largely as a result of his assistance. The

Merchants should take advantage of every fire fighting device, meeting the requirements of the Underwriters' Association in getting their rates down to a minimum and maintaining some appliances for quenching a blaze when one occurs. A fire, even if the stock and building is well insured, is a thing to be avoided.

## PASSING OF THE DELINQUENT.

The time seems to be fast approaching when the merchants of Canada in the larger towns and smaller cities at least will be able to cope with the time-worn and difficult problem of bad debts. This has been a condition which has sapped the life out of many a merchant's profits, and now, when a system has been unearthed by Guelph business men, others are anxious to follow their example.

Brantford has organized a system and appointed a collector. They have followed as closely as possible the example set by Guelph and with a hundred and twenty members in their new association paying ten dollars each for the protection there is every reason to believe that good results will be obtained.

The merchants in Chatham have been apprised of the workings of the collection department of the system, and already a number of them are willing to make the venture. The essential part of the system lies in the collector, and in this Guelph has been particularly fortunate.

In next week's issue of The Grocer the entire method of the scheme in Guelph will be given in detail, both from the association's and collector's standpoints.





# THE CANADIAN GROCER.

wife's preserves. Other fruits are also moving well. Some report good business in canned salmon but other wholesalers report differently claiming a poor sale for any canned fish.

## ONTARIO MARKETS.

### POINTERS—

- Sugar—Decline in two sugars.
- Evaporated Apples—Good sellers.
- Canned Apples—Splendid demand.
- Canned Peas—Going off market.
- Figs—Scarcity reported.

Toronto, May 13, 1909.

"Business is improving slowly," remarked one wholesaler to a Grocer representative this week. Others had no complaints to offer and some even declared it was better than anticipated. Manufacturers are highly pleased with the outlook and there seems to be no occasion to expect a poor season. One fact that points to the opposite is that collections from country merchants are improving, indicating a better financial condition among the retailers and the consumers as well.

There was another little flurry in the sugar market during the week when Beaver granulated and Imperial granulated declined 10c. None of the others declined. The cause for this slight fall was due to no apparent reason in the information of the wholesalers.

Among the good sellers during the week have been evaporated apples and peaches, canned apples and most of the dried fruits.

Retailers should endeavor to create a steady market among liverymen, farmers, etc., for molasses for horses and cattle. Since the beginning of the winter one wholesale house has sent out 20 barrels of molasses for liverymen's use. The latter find it to be a good, reliable food that gives a glossy coat to the horses. Grocers should make this one of their selling points and in this way should be able to dispose of considerable quantities.

**SUGAR**—During the week two declines in Montreal sugars occurred. Those affected were St. Lawrence and Imperial granulated and each to the extent of 10 cents. The decline occurred on Saturday with no apparent reason. Demand for sugar has recently been quiet and no doubt the recent declines are partly attributed to this fact. A better market can be expected soon.

"Crystal Diamonds," Larre 8	5 85
"    "    "    "    "    "    "    "    "	5 95
"    "    "    "    "    "    "    "    "	6 05
"    "    "    "    "    "    "    "    "	6 15
"    "    "    "    "    "    "    "    "	6 35
"    "    "    "    "    "    "    "    "	8 00
St. Lawrence Crystal Diamond Dominos, 5 lb. ctas	8 40
Paris jumps, in 50-lb. boxes	5 75
"    "    "    "    "    "    "    "    "	5 85
"    "    "    "    "    "    "    "    "	6 95
"    "    "    "    "    "    "    "    "	7 10
Red Seal	4 70
St. Lawrence granulated, barrels	4 30
Beaver granulated, bags only	4 30
Red path extra granulated	4 70
Imperial granulated	4 30
Acadia granulated, (bags and barrels)	4 60
W. laceburg	4 60
St. Lawrence Golden bbls.	4 21
High	4 60
No. 3 yellow	4 50
No. 2	4 40
No. 1	4 30
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

**SYRUP AND MOLASSES**—Beyond the usual steady call for both syrup and molasses this market has no feature. A market for the retailer might be worked up by selling molasses for feed for horses and cattle. Liverymen who used it claim it is excellent.

Syrup—	
Medium	0 30 0 35
Bright	0 40 0 45
"    "    "    "    "    "    "    "    "	Per case.
2 lb. Tins, 2 doz. in case	2 50
5 "    "    "    "    "    "    "    "    "	2 85
10 "    "    "    "    "    "    "    "    "	2 75
20 "    "    "    "    "    "    "    "    "	2 70
Barrels	0 34
Half Barrels	0 034
Quarter	0 032
Pails, 33 1/2 lbs. each	1 50
"    "    "    "    "    "    "    "    "	1 30
Maple syrup—	
Gallons, 6 to case	4 50
"    "    "    "    "    "    "    "    "	4 50
Quarts, 24	4 50
Pails, 24	2 50
Molasses—	
New Orleans, medium	1 11 0 33
"    "    "    "    "    "    "    "    "	0 31
Sargassos, extra fancy	0 45
Peru Rice	1 45 0 63
West Indian	0 1 0 30

**TEA AND COFFEE**—Tea is not moving any too readily to suit those interested, but is probably a little better than a few weeks ago. The coffee market is steady.

**DRIED FRUITS**—As usual, dried fruits are among the best sellers in the wholesale store this week. Prunes, apricots and dried peaches are moving readily with little let-up and almost all wholesalers pronounce the present season one of the best they have ever had. There is a noticeable scarcity in figs, especially those used for cooking. Valencia raisins are also among the fruits in good demand.

Prunes—	Per lb.
30-0's, 25-lb. boxes	0 10 1/2
40-5's, 25-lb. boxes	0 09 1/2
50-6's "    "    "    "    "    "    "    "    "	0 08 1/2
60-7's "    "    "    "    "    "    "    "    "	0 07 1/2
70-8's, 50-lb. boxes	0 07 1/2
80-90 "    "    "    "    "    "    "    "    "	0 05 1/2
90-100 "    "    "    "    "    "    "    "    "	0 06 1/2
Apricots—	
Standard	0 12
Choice, 25-lb. boxes	0 13
Fancy	0 15
Candied and Drained Peels	
Lemon	0 10 0 11
Orange	0 10 1/2 0 12
Figs—	
Elemeo, per lb.	0 08 0 10
Papaya	0 03 1/2 0 04
Bag Figs	0 05 1/2 0 04
Dried peaches	0 07 1/2 0 08 1/2
Dried apples	0 01 1/2
Currants—	
Fine Filiatas	0 06 1/2 0 07
Patras	0 08 0 09 1/2
Uncleaned, 10 less.	
Raisins—	
Sultans	0 07 1/2 0 09
"    "    "    "    "    "    "    "    "	0 11 0 12 1/2
"    "    "    "    "    "    "    "    "	0 14 0 15
Valencias	0 06 1/2 0 07 1/2
Seeded, 1-lb. packets, fancy	0 08
"    "    "    "    "    "    "    "    "	0 8
"    "    "    "    "    "    "    "    "	0 07
Dates—	
Hallowees	0 05 1/2
Sairs	0 05
"    "    "    "    "    "    "    "    "	Fards choicest
"    "    "    "    "    "    "    "    "	0 08
"    "    "    "    "    "    "    "    "	choice
"    "    "    "    "    "    "    "    "	0 07 1/2

**NUTS**—Until later in the year nuts will be among the "slow" goods of the retail merchant and little business is recorded by wholesalers.

Almonds, Formigetta	0 12 1/2
"    "    "    "    "    "    "    "    "	0 13
"    "    "    "    "    "    "    "    "	0 30 0 32
Walnuts	0 14
"    "    "    "    "    "    "    "    "	0 11
"    "    "    "    "    "    "    "    "	0 12
"    "    "    "    "    "    "    "    "	0 11
"    "    "    "    "    "    "    "    "	0 12
"    "    "    "    "    "    "    "    "	0 12
"    "    "    "    "    "    "    "    "	0 18
"    "    "    "    "    "    "    "    "	0 16
"    "    "    "    "    "    "    "    "	0 16
"    "    "    "    "    "    "    "    "	0 19 0 12

**RICE AND TAPIOCA**—Although no change has occurred in the price of rice here the London market is reported to

be advancing a little. So far as tapioca is concerned there will not be much new until the next shipments arrive late in the summer.

Rice, stand. H	Per lb.
Standard R. from mills, 300 lbs. or over, f.o.b.	0 03 1/2
"    "    "    "    "    "    "    "    "	2 95
"    "    "    "    "    "    "    "    "	0 03 1/2 0 03 1/2
"    "    "    "    "    "    "    "    "	0 03 1/2 0 03 1/2
"    "    "    "    "    "    "    "    "	0 02 1/2 0 02 1/2
"    "    "    "    "    "    "    "    "	0 06 0 07
"    "    "    "    "    "    "    "    "	0 05 0 06
"    "    "    "    "    "    "    "    "	0 05
"    "    "    "    "    "    "    "    "	0 04 1/2

**EVAPORATED APPLES**—These goods are going into consumption, particularly well after a lengthy, quiet period. "There are an awful lot selling," was the way one wholesaler expressed himself, and others concurred in his opinion. The price continues to range from 7c to 7 1/2c.

**SPICES**—The spice market presents nothing new from last week.

Peppers, black	0 14 0 20
"    "    "    "    "    "    "    "    "	0 22 0 30
"    "    "    "    "    "    "    "    "	0 15
"    "    "    "    "    "    "    "    "	0 25
"    "    "    "    "    "    "    "    "	0 15 0 25
"    "    "    "    "    "    "    "    "	0 25 0 40
"    "    "    "    "    "    "    "    "	0 35 0 10
"    "    "    "    "    "    "    "    "	0 25 0 35
"    "    "    "    "    "    "    "    "	0 22 0 25
"    "    "    "    "    "    "    "    "	0 16 0 19
"    "    "    "    "    "    "    "    "	0 17 0 20
"    "    "    "    "    "    "    "    "	0 20 0 20
"    "    "    "    "    "    "    "    "	15 0 20
"    "    "    "    "    "    "    "    "	0 20 0 25

**BEANS**—Since stocks of beans are getting low and demand is keeping up fairly well, prices are well maintained. Advances would not be any surprise.

Beans, hand picked	2 25
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## RECORD CRANBERRY CROP.

Advices from the cranberry raising sections of the United States state that there will be a record crop this year if present indications count for anything. The New York Commercial estimates that the yield will be about 495,000 barrels and that a ready market will be found. For the consumption of cranberries has been increasing greatly from year to year in the last decade.

Cape Cod has been furnishing most of the best cranberries, in competition with New Jersey, but now there is a new rival in the field, in Wisconsin, where the outlook is particularly good. There will likely be 50,000 barrels raised there, where there were only 12,000 barrels last year. About 225,000 barrels will come from Cape Cod and the remainder of the supply will come principally from New Jersey.

## LOAVES WERE SMALL.

A couple of gentlemen the other day in a Hamilton grocery store discussing the smallness of the new loaves of bread told the following stories: A lady on seeing the bread left by the baker called him back and said: "Here I did not order any buns." The other story was this: "When the baker called at my house, my wife was upstairs and called to the man 'to open the door and put the bread on the table.' He answered back 'that the door was locked,' whereupon she told him 'to put it through the keyhole.'"

## Notes From the Maritime Provinces and Quebec

**Greatest Export Year in St. John's History—Potatoes Still Being Shipped to the United States From Halifax—Montreal Miller Advocates Free Trade Throughout British Empire.**

### ST. JOHN.

May 11.—Ontario flour took another jump upwards last week, when the price on all grades advanced 25c. This makes a total advance of \$1 a barrel in Ontario flour since February. The jobbing price is now \$6.60. Manitobas also advanced on Friday last, 20c a barrel, and the jobbing price is now \$7.15 a barrel, and the retail figure \$7.40 to \$7.50. This is the highest price since 1898, and it is expected that the price of bread will be advanced this week from 7c to 8c retail.

Sugar declined 10c a hundred; eggs are cheaper but butter remains unchanged. A good demand is reported now for seeds by both wholesalers and retailers.

A large quantity of maple sugar is in the market and is selling wholesale at 13c to 14c a pound, and retail at 16c to 18c. The quality for the most part is excellent. Maple syrup is selling at \$1.10 a gallon.

There has been a shortage of fat cattle in New Brunswick for some years past and during the past year or two the importations of cattle from the west have been gradually increasing. In the annual report of the slaughter house commissioners for St. John county for the year ended December 31, 1908, it is stated that "the number of cattle killed was nearly 1,000 head less than the previous year, while the slaughter of sheep has been increased over 2,000, showing that at least under normal consumption over 4,000 quarters of dressed beef were brought into the city from Ontario and the West, exclusive of live cattle imported from the same districts for slaughter, which does not appear creditable to the agriculture of this province." Speaking of this shortage of cattle, one of the provision dealers said, it was on account of the farmers going in more for dairying, saying that they find it pays better than to fatten cattle.

Two thousand live lobsters passed through here in a special car on Tuesday May 4, en route from Sydney, C.B., to the Pacific coast, where they will be planted at Vancouver Island. The crustaceans are being placed in the Pacific by the Dominion Government, with the object of trying to populate the waters there so that lobsters will be a staple article of commerce in a few years. The shipment was in charge of Alex Finlayson, inspector of fish culture for the Dominion. Mr. Finlayson said he expected to get the shipment through in good order. Last year he took across the continent 1 620, and out of that number he lost only 73. He expects to have even better success this year. About 800 of the lobsters were in pairs, while the balance were separated in compartments. They were in trays in large

cases, each one covered with seaweed and a large number of jugs of salt water were carried for keeping them well supplied with their natural element. Applications of ice were also administered as needed to keep the temperature even and cool. One case in the shipment contained "buried lobsters," those which have the spawn attached and especial care was exercised in looking after this part of the consignment.

E. S. Kirkpatrick, of Woodstock, was in the city last week and sailed on Monday last for Cuba, where he will be Canada's trade commissioner. He received his appointment from the Dominion Government some weeks ago. Mr. Kirkpatrick will go to Barbados first and will hold consultation with E. H. S. Flood, of St. John, who is trade commissioner for the West Indies. He will then go to Havana, where his headquarters will be. Mr. Kirkpatrick has been interviewing residents along the river and also business men in St. John, relative to trade with Cuba, and he believes that a very satisfactory trade can be built up in several lines, including potatoes.

E. B. Eddy, of the Seed Inspection Department, Ottawa, was in the city last week and will make a tour of the Maritime Provinces in the interests of seed inspection.

F. E. Law, O. B. Akerley, F. E. Williams, A. W. MacRae and George Swanton are seeking incorporation as the St. John Produce Company, Limited, with capital of \$49,000 and head office in St. John, to take over the export business carried on by F. F. Williams Co., Ltd. The company is seeking power to deal in all kinds of goods, to own and operate ships, barges, etc., to build and operate docks, wharves, warehouses, canning factories, cold storage and generally to carry on warehouse and storage brokerage and factors' business.

The Willett Fruit Co., Ltd., has had letters patent granted to it. It will take over the fruit business carried on by John G. Willett and W. Rupert Willett under the name of John G. Willett. The total capital stock is \$40,000.

The annual meeting of the White Coudy Company was held here May 3. Only routine business was transacted, however, and adjournment was made to the 17th inst.

The export business through the port of St. John for the season of 1908-9, which was brought to a close last week, was the largest in the history of the port. One hundred and ten steamers took away goods to the United Kingdom and South Africa, valued at \$24,377,576, of which \$17,416,938 was Canadian goods, and \$9,960,638 were in foreign products. The total exports in 1907-8, which was the biggest season previous to this, was \$23,685,160, showing a gain

for 1908-9 of \$692,416. Some of the principal exports were: Grain (bushels) 7,180,375; cattle (head) 22,923; flour, (bags) 540,890; cheese, (boxes), 78,521; apples (barrels) 38,266; apples, (boxes) 3,730. There has been a gradual increase year by year in the exports through the port of St. John, and business is considerably enlivened by the presence here during the winter months of the steamers and the large number of men employed in connection with the work.

James J. Davis has opened a retail grocery and meat store at 77 Sydney Street, in the premises recently occupied by Charles A. Clark. Mr. Clark has removed to Charlotte Street.

### MONTREAL.

May 11.—A fine new freezer is being built by P. Poulin & Co., for the storage of dressed poultry and game in which this firm does a large Canadian trade. The building they will use is a five-storey structure, 45x70 feet, situated at the corner of St. Claude and Leroyer Streets. The York ammonia system will be installed, while the latest machinery will be placed all through the building.

W. C. Christmas, has removed from the Merchants Bank building into commodious new quarters in the recently completed St. Nicholas building.

S. H. Ewing & Sons have recently installed another coffee roasting machine. Some time ago they placed several new roasters, which made their plant one of the most up-to-date in Canada, but the new roaster adds another feature to their already excellent equipment.

S. H. Ewing, of S. H. Ewing & Sons, has returned from a trip to Cuba and the West Indies.

Something of a surprise was occasioned at a recent meeting of the Board of Trade to consider the resolutions to be presented by the Montreal delegates to the Seventh Congress of Chambers of Commerce of the Empire, which will be held at Sydney, Australia, next September. This occurred when Robt. Meighen presented a resolution favoring free trade within the empire, and protection against the rest of the world. The resolution, which was seconded by Alex. McFee, was as follows: Whereas, this seventh congress of the Chambers of Commerce of the Empire is in hearty accord with the resolutions adopted at the fourth and fifth congresses, which expressed the opinion that the Boards of the British Empire would be materially strengthened by a mutually beneficial commercial policy and that it is in the interests of the empire that steps should be taken towards consummating such an arrangement. Therefore, resolved, that on imports and exports of produce and merchandise, the component parts of the British Empire should protect themselves against the producers of foreign countries, and that with this end in view the Government of Great Britain and of the colonies should grant to one another

a substantial preference in duties, and that in so far as their respective revenues will permit the principle of free trade within the empire shall remain; and, further, that each organization represented by this Congress, hereby pledges itself to press its Government to take such action at the next Imperial Conference, as will give effect to the principles advocated in the resolution.

In support of this resolution Mr. Meighen made a patriotic speech, claiming that to retain trade within the Empire was the surest way to build up imperial relations, and assist in maintaining the supremacy of the British Empire. He considered that Canada would for years to come remain the granary of the empire, and rather surprised the gathering by prophesying that ere many years had passed, the Dominion would be growing 300,000,000 bushels of wheat a year. Alex. McFee also spoke to the resolutions, pointing out that if Great Britain adopted a protective policy, she would be likely to enforce tariffs against those colonies which had tariffs against her, as well as against foreign nations. There should be at least a removal of certain tariff barriers, if not absolute free trade within the Empire. Some opposition to the idea was expressed by A. A. Ayer, R. M. Ballantyne and Huntly Drummond, who considered that Canada needed protection to a greater extent than free trade within the Empire would permit. The resolution, however, was adopted, together with other resolutions on trade matters, which had been prepared by the council of the Board of Trade.

Sugars & Cannery, Limited, Montreal, have just completed renovating their offices, which are now as fine as could be desired. A large, new private office has been arranged for Messrs. McMillan and Jackson, while practically no room has been lost in the general office, as a result of the change.

J. M. Kirk, representing White Swan Spices and Cereals, Ltd., Toronto, favored the Montreal office of The Grocer with a call last week. Mr. Kirk had just completed a satisfactory trip over his territory in Quebec Province.

J. A. Walker, Ottawa representative of the Blue Ribbon Tea Co., spent a few days in Montreal last week.

Many windows on St. Catherine St. and the west end are appropriately decorated in view of the Horse Show at the Arena. Whilst these things do not bring much trade to the grocers directly, they do in an indirect way. Many people are entertaining guests, and this means an increased provision list and likewise with the hotels.

A. B. Fisher, of J. W. Windsor, has left Montreal on a trip to the Maritime Provinces.

C. H. Killborn, of the American Can Co., New York, was in Montreal this week.

During the week the following buyers were in Montreal: P. St. Germain, Ste. Rose, Que.; J. N. Turcotte, Drummondville, Que.; J. E. Robitaille, Deseronto, Ont.; A. Lemieux, Henryville,

Que.; J. Dandouneau, Is'e Dupas, Que.; Alphonse Richard, St. Ignace de Loyala, Que.; E. Brunet, Pointe Claire, Que.; F. Robert, St. Hubert, Que.; L. Robert, St. Bruno, Que.; J. A. Duplessis, Trois Rivieres, Que.; W. C. Forget, St. Agathe, Que.; F. Carriere, Riviere Beaudet, Que.; F. Mathieu, Lachenaie, Que.; G. Daoust, Ste. Anne de Bellevue, Que.; N. Beauregard, Mitchell, Que.; L. Lapierre, Cote St. Michel, Que.; R. Suprenant, St. Jacques, Que.; F. Lamarche, St. Henri Mascouche, Que.; D. Menard, St. Justine, Que.; H. Germain, St. Hilaire, Que.; G. Beausoliel, Terrebonne, Que.; Aug. Beausoliel, Terrebonne, Que.; G. D. Parent, Pointe Claire, Que.; G. Racine, Pointe Claire, Que.; G. L'Ecuyer, Clarenceville, Que.; E. Lahaie, St. Eustache, Que.; E. Larose, Huberdeau, Que.; A. Rivard, Ste. Genevieve, Que.; S. Clairmount, Rigand, Que.; G. A. Felix, St. Remi, Que.

#### NEWCASTLE, N.B.

May 11.—John F. Dorothy, for over twenty years wholesale flour and feed merchant in Harcourt, the principal place on main I.C.R., between Newcastle and Moncton, died suddenly of pneumonia on the 9th inst. Deceased was a native of Ontario, coming to this province when fourteen years of age, about fifty-six years ago. Up to 20 years ago he taught school, then began business and built up a good wholesale trade. He was known everywhere as a man of integrity and fair dealing. He was known to be comfortably situated, but none of his relatives are known, no will has been found and not even his bank book. Mr. Dorothy was a profound scholar and philosopher and a life-long liberal.

Ex-alderman George Stables has lately doubled the floor space of his retail grocery store here, on account of increasing business. Mr. Stables has one of the most up-to-date stores in New Brunswick. He has long been a subscriber The Canadian Grocer.

Wm. J. Black has closed out his grocery business here and gone to farming.

Wm. Szymist has dissolved partnership with Wm. Corbett, the latter continuing the grocery business alone. Mr. Corbett, who started a few years ago, in a small way, has this spring purchased the building in which he kept store and greatly enlarged and improved it.

#### HALIFAX.

May 11.—Business appears to be good in all lines. Produce of all kinds is in good demand, and stocks now on hand are gradually being reduced, especially potatoes. Large quantities of potatoes are now being shipped to the United States market. The local market is fairly well supplied; and as navigation between Prince Edward Island and the mainland has been resumed, sailing vessels will soon be arriving with cargoes direct from the centres of production. The price varies from 40 to 60 cents per bushel. Canned goods are now selling quite freely. The market is well

stocked and there appears to be plenty in sight to tide over the season. There has been a slight advance in the price of eggs, due probably to the demand from the Upper Provinces. Nova Scotia eggs are quoted at 20c and P.E.I. at 19c. Butter is steady, the prices ruling from 24c to 26c, and dairy at 22 to 23c.

The first shipment of fresh salmon this season from Halifax to Boston, was made this week. The fish were netted at Tantallon. The catch numbered only two fish but as they are worth about one dollar per pound in the United States market, the shipment though small netted a handsome profit to the owner.

Generally speaking, collections are considered fair, though they are not quite as good as some of the business men anticipated earlier in the season. The outlook for the future is most encouraging.

While flour and feed prices are steady now, further advances would not cause any surprise in view of the condition of the wheat market. Hard wheat patents are now quoted at \$6.65 to \$6.70, seventy per cents. at \$5.80 to \$5.90 and straights at \$5.25 to \$5.35. Canadian hand pick beans are quoted at \$2.10 to \$2.30, round peas at \$4.60 to \$4.70, and split at \$5.50 to \$5.60. Oatmeal standard in barrels is worth \$5.90 to \$6.00, and in bags \$5.70 to \$5.85. Rolled oats is quoted at \$5.45 to \$5.50, and cornmeal in barrels at \$3.50 to \$3.60.

Both beef and pork are very firm and in consequence of the prevailing high prices the demand is not very heavy. American clear fat backs are quoted at \$24.50 and P. E. Island at \$23.00. Hams range from 15 to 16 cents, side bacon at 16 cents, and roll 12½. Lard in cases is worth 16 cents, and in pails 15 cents. American beef is \$17.00 to \$18.00 and Canadian about \$16.50.

The importations of molasses continue to come along in good volume principally from Barbadoes. There appears to be some uncertainty about the market and the buyers now are not quite as active as earlier in the season. Barbados is quoted at 35 to 36c and fancy Barbados at the same figures. Newfoundland is also importing large quantities of molasses, several cargoes having reached St. John's this week.

The import of Bermuda onions this season continues quite heavy. The onions are of good quality and are quoted at three cents per pound.

D. Nelson McLeod has opened a new grocery store on the corner of Pownall and Euston Streets, Charlottetown. His store is well stocked with first class goods.

John Lumbers, wholesale and retail commission merchant at 145-147 Adelaide St., Toronto, and brother of Jas. Lumbers, wholesale grocer, Front St., Toronto, died last week after a prolonged illness.

## Some Interesting Ontario Grocery Correspondence

A Model Twentieth Century Store in Berlin—Interesting Peterboro Police Court Case—Brantford Collection System Completely Organized and Chatham Well Under Way—Shortage of Potatoes at Guelph—Seeds Selling Well in Bracebridge.

### LINDSAY.

May 12.—The market on Saturday was fairly well attended, but the farmers were inclined to remain at home for the seeding, taking advantage of the excellent weather. A large quantity of butter and eggs were offered for sale, the prices remaining the same as last week, viz., 17c to 18c. The wheat market has taken another jump of ten cents per bushel, with the result that flour has advanced ten per cent. Apples cannot be purchased at any price. Potatoes on the market sold at 75c per bag. At present they are very scarce, but the price remains firm as far as the grocer is concerned. One grocer gave it as his opinion that the prices would remain up until the farmers finished their seeding. At present the prices are being well maintained.

Pure maple syrup is coming in quite freely, and there is still a good demand for the savory fluid. The retail price is now \$1.50 per gallon for the best quality.

At an enthusiastic public meeting last Friday night, it was decided to submit a local option by-law to the people of Lindsay at the next January municipal elections. A good many of the grocers look very favorably upon this. They claim that at present they are unable to collect a large amount of outstanding bills, owing to the fact that the money that should be going into the grocer's till is going into the till of the hotelkeeper.

### INGERSOLL.

Several business men were chatting in a store a few days ago when the telephone as a business-getter incidentally came up for discussion. It was agreed that the telephone was a great aid to the merchant and particularly on certain occasions. Its greatest value, one merchant thought was during the fruit season, or special occasions, when the merchant desired to make "quick sales." This thought brought out a statement from one of the group which will doubtless be of interest to all Grocer readers. This gentleman, for many years a grocer, told of a plan which he had followed one Christmas eve when the weather conditions threatened to have a disastrous effect on a large number of turkeys he had hanging up. Sales had not been frequent, and as there was a prospect of his fowl being damaged by the weather if "kept over," he hit upon a plan to "save the day." He accordingly thought over his list of customers and finally selected a number to whom he sent out turkeys, charging them up in each instance. Notwithstanding that it was Christmas eve the

"recipients" evidently did not look upon the turkeys as gifts, as there were no complaints when they were called upon to pay their bills. To the average merchant nowadays, who is accustomed to all sorts of complaints this will no doubt seem a rather strange method, but as the turkeys in each case were accepted without complaint it must be considered as absolutely legitimate, and goes to show that the old merchants were "longheaded."

The change in the law respecting the sale of creamery butter is generally conceded to have had a very beneficial effect. Under existing conditions the purchaser feels reasonably assured that when he asks for creamery butter, he is getting exactly what he expects. It was evidently a move in the right direction to bring about a rigid classification of the dairy and creamery product. The price of butter has been so high that those who prefer the creamery article, and are always willing to pay the extra price should never have any reason to doubt its genuineness. At Saturday's market a large quantity of butter was offered, with the price ranging from 25 to 28 cents per pound.

Jos. O'Meara, for some time past clerk in S. M. Fleet's grocery store, left on Saturday for Harvard, Idaho, where it is his intention to reside. "Joe" has been connected with the grocery trade in Ingersoll for several years and has many friends who will wish him abundant success under the Star Spangled banner. On Friday evening he was surprised by some of "the boys" when he was presented with a handsome signet ring and a well-worded address, as tokens of their esteem.

Grocers and confectioners are this week making a specialty of pineapples. In the language of the grocers this is "pineapple week" and housewives who do not do their purchasing now will rue it later on, as it is said the prices will advance. Large quantities of the "pines" are arriving daily and the governing factors in regard to the prices which range from \$1.15 to \$2 per dozen.

Potatoes are being marketed a little more freely than during the past few weeks owing to enforced idleness among man and beast. Size and quality are the farmers on account of the continuous wet weather. Prices are practically the same as a week ago—75c per bag wholesale being the ruling figure.

There is certainly irresistible attractiveness about a well-dressed window, and particularly if the window happens to contain those things which appeal to the appetite. For some time past F. McDougall has been paying special attention to window displays, and the work has certainly reflected much credit, not only on the "artist" but also on

the proprietor. There has been a happy intermingling of fruits, vegetables, meats, etc., together with many tempting delicacies. The result has been that the window serves as a good index to the store and the method must be regarded as "good advertising."

On the eve of his departure for Ingersoll, F. McDougall, who has purchased Beattie & Co.'s grocery store, was honored by the citizens of Fenelon Falls, where he had been in business for many years. Both Mr. and Mrs. McDougall were kindly remembered by the congregation of St. Andrew's Church, while his Masonic brethren of Spry Lodge presented Mr. McDougall with a cane.

Several of the local confectioners have advanced the price of all sundaes to 10 cents.

Most of the merchants are still paying 17 cents per dozen for eggs. Now that the traveling buyers have commenced their trips through the country the supply that will be brought to town will be materially lessened and there is very little prospect of the price dropping.

### CHATHAM.

May 12.—There was a record breaking meeting of the Retail Merchants' Association last week to hear D. A. Scroggie, secretary and official debt collector of the Guelph association, discuss the debt collection system in vogue among the merchants of that city. Mr. Scroggie took up the subject in considerable detail, and was listened to with considerable interest. His description of the Guelph system was quite a revelation to the merchants present, though its general outlines had already been made familiar to those who were readers of The Canadian Grocer. His address will doubtless do much toward solving the difficulties with which the movers for a debt collecting system here have had to contend. An extremely interesting and convincing feature of the address was the list of accounts collected for the various Guelph merchants, and that in many cases from accounts previously written off as utterly bad and uncollectable. Following the address, a lengthy and general discussion took place, Mr. Scroggie being pretty well catechized regarding the system. It was pointed out that, even though a merchant had absolutely nothing to collect, the protection afforded him against the incurring of bad accounts was worth the fee involved. At the conclusion of the discussion, the executive was authorized to take up the matter with a view to working out a feasible collection system for Chatham on the same general lines as prevail in Guelph, the executive being empowered to add to its numbers so as to make the committee in charge representative of all the merchants. The point was raised during the discussion that the collection system would not reach county debtors, but the general feeling was that these, being in most cases property owners, were pretty sure pay, even though sometimes slow. Quite a few members were anxious to make a start, but the majority thought that the scheme would appeal more strongly to the great mass of the merchants if a good collector were first provisionally

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## THE CANADIAN GROCER.

secured. A hearty vote of thanks was tendered Mr. Scroggie. Since the meeting, the executive has advertised for a collector, and a report on the scheme is to be forthcoming at the regular meeting of the association this week.

The front of Jas. Paul's grocery, St. Clair Street, has been repainted, and the "Baldoon Grocery" sign also touched up. Incidental to these improvements, the familiar big "T" which has for so long surmounted the grocery has vanished.

D. D. Gagnier's new general store at Pain Court is nearing completion. Incidentally, it is stated that in all likelihood Richard Reaume, who has been conducting a successful grocery on St. Clair Street, Chatham, will shortly open another store in Pain Court, where he formerly conducted business.

Chas. Hales has sold his general store at Northwood to Mrs. Glover.

Gaspere Favata, "honest fruit merchant," is once more holding the centre of the stage, which he shares with the peddler's by-law. The by-law requires a \$100 license fee for all peddlers. Favata, who is an Italian conducting a fruit store on Queen Street, has been peddling with a push cart on King Street, and in other parts of the city. He appeared in the police court this morning charged with peddling without a license, when the point was raised by the defence that the by-law was passed, not in the general public interest, but in deference to the demands of grocers and fruit men. After hearing evidence on this point, Magistrate Houston adjourned the case till May 18. If a conviction is recorded, Favata will appeal to Toronto, so that an authoritative judicial pronouncement on this vexed question will doubtless be forthcoming.

Wallaceburg is imposing a \$30 cigarette license upon tobacconists. The latter object, pointing out that grocers and drug stores are free to sell tobacco and cigarette papers, which, they claim, is unjust.

J. S. Gesner, of Ridgetown has taken a position in the grocery department of W. C. Crawford's store at Tilbury.

The Wallaceburg Sugar Co. held its annual meeting last week, when the following officers were elected for the ensuing year: President and general manager, D. A. Gordon, M.P.; vice president, Capt. B. Boutelle; secretary-treasurer, Chas. Howson; assistant manager, Arthur A. Wright. Arrangements were completed for taking over the plant of the Ontario Sugar Co., at Berlin, which will be put in a thorough state of efficiency as speedily as possible. The Berlin plant will be operated under the Wallaceburg management, some of the latter's most capable men having been already transferred there.

A careful review of crop conditions throughout Kent and Essex shows that, despite recent rains, farmers are pretty well advanced with their work. In Essex the outlook is good for apples, peaches, plums and small fruits. Probably 90 per cent. of the peach buds are alive, and more farmers are spraying than ever before. There will be a large acreage of corn, and the sugar beet acreage is larger than in former years. A fair tobacco acreage, considerably larger than last year, is anticipated. In South Kent the outlook for small fruits and peaches is good.

Hogs are scarce through the country, and the high prices being paid—\$7.25 to

\$7.30 on Saturday—are rapidly bringing them to market.

Bean quotations here went up to \$1.50 to \$1.75 a bushel on Saturday.

The deal whereby E. Duffy was to have taken over F. S. Bounsall's grocery at the corner of Adelaide and Murray Streets has fallen through, and as a result Mr. Bounsall, who was moving to Hamilton, will remain here for a short time longer.

H. Malcolmson has added a fine new electric coffee grinder to his grocery equipment. The new machine, instead of crushing the coffee berry, slices it by means of an arrangement of steel blades.

Pineapples are being prominently displayed in the groceries and fruit stores, at prices ranging from 2 for 25c. to 20c. each, according to size, while more extensive buying is stimulated by offering anywhere from 6 to 10 for \$1. The argument, "pineapples for preserving," is being made use of quite generally.

There is a surprising demand for grape fruit locally this year. The past few years the big, yellow fruit, retailing from 2 to 3 for 25c., has been a novelty in which people seemed slow to take interest. This year, however, the fruit has caught on, and where a grocer formerly sold two or three boxes, he now sells 25. All of which goes to show that even though it be a slow process, in the long run it pays to create a taste for a new thing.

### BRANTFORD.

May 12.—As announced in last week's correspondence, the committee in charge of arrangements for the collecting system, has chosen Norman Willits as the collector. This appointment was carried out at a meeting of the merchants held in Moffat's Hall last Thursday evening. Despite the disagreeable weather, there was a large attendance of representative merchants, showing the deep interest they are taking in the new scheme for the protection of themselves. It was decided that an organization of the merchants was the first beneficial move, and the name chosen was the "Merchants' Protective Association." Seven members representing the various lines of business were appointed as an executive committee who will have full charge of the collecting system. They will secure an office and everything will be arranged in a few days. Up to the present time one hundred and twenty members have joined the association and this fact alone, if no accounts are collected, should make the protection worth the cost of a year's membership.

Moses McCormack has purchased the property and grocery business of F. W. Durst, Darling St., and will conduct the business in future.

Jas. Peachy has sold his complete delivery outfit to Wm. Courtenage, who has taken the contract for a year to do the delivering and take the orders.

Pineapple season is in full swing now, about one month earlier than usual. The grocers are making large displays of them and as the price is very low, sales are sure to be much larger than usual. Last Saturday's market was not large.

Butter sold at 25c per lb. and eggs 18c per doz.

A number of cheese factories in this district have started operations, although the Cainsville factory is not going to open this year.

### BRACEBRIDGE.

May 12.—Nearly all of the grocers in this town handle large quantities of seed-grain of all descriptions. Last week being warm there was a rush for that line of goods. Hutchison Bros. and W. Kirk say that during the week just past more seed was sold than during any one month last year. Saturday the streets were crowded with farmers and the large public wharf lined with boats of all sizes and descriptions bringing the buyers into town.

Ruling prices on Saturday at the market were: Eggs, 17c per doz.; butter 25c per lb.; potatoes, firm at 75c per bag; maple syrup, up to \$1.20 per gal.

The clerks in this town are clamoring for the more daylight movement and hope that some of The Grocer's correspondents will soon take up this question to see what can be done. They want more show for the man behind the counter.

Certainly our merchants know how to dress windows. Some very fine ones are now on view and even the smaller stores have the fever which adds greatly to the appearance of the front street.

### PETERBORO.

May 12.—Fire Underwriters' Inspectors are inspecting the mercantile risks of the city. They will be here about three weeks. Some of the merchants do not appear as if they "cared a copper" about the saving advantages of a lower rate and are not clearing up the boxes, rubbish, etc., around their premises.

One of the most interesting and appreciable points about a particular line of the grocery business during the past winter has been a marked increase in the sale of dried apples, evaporated peaches and prunes. A local wholesaler referring especially to the latter two states that they have had a large sale. The low price of the peaches has permitted the grocer to make good offers to his customers. Prunes are selling well now and for some reason, like peaches, have been in great demand during the past season.

An incident which arose in the local police court last week should be of interest to grocers in general. One of J. M. Donovan's customers owed him a bill for \$1.20 which he had been trying to collect for some time but without any success. The woman sent her son to the store with a five dollar bill to be changed. The boy told Mr. Donovan it belonged to his mother and in court stated that he afterwards said it was his sister's. Mr. Donovan on being told that it was the mother's money thought that he was justified in keeping out the amount owed him and the lad returned

# “Canada First”

You talk of building up this Canada of ours, but how better can you do it than by  
**Encouraging Canadian  
Industries?**



Large quantities of English Jams and Marmalades are  
Brought into This Country Every Year



Large quantities of English Jams and Marmalades are  
Brought into This Country Every Year

There Was a Reason for this at One Time, But To-Day  
**Canadian Cannery are Turn-**  
**ing out Jams and Marmalades**  
Equal to the Best Old England Produces, and at Lower Prices

ARE YOU GIVING THE CANADIAN GOODS A FAIR SHOW?

DON'T YOU THINK YOU SHOULD DO EVERYTHING POS-  
SIBLE TO ENCOURAGE CANADIAN CANNERS' GOODS?

AYLMER GUARANTEED PURE JAMS and MAR-  
MALADES are made in Canada. Buy Aylmer in preference to imported.

QUALITY GUARANTEED BY  
**CANADIAN CANNERS, Limited**

## THE CANADIAN GROCER.

home with the change \$3.80. It is learned that the mother's interest in the money was to the amount of three dollars which the daughter was handing over for her board. The mother laid a charge against Mr. Donovan for having "stolen" the money. She stated that she had received no bill and even said she did not owe the money. She said that if the proprietor had sent her notice and satisfactorily explained her indebtedness, the bill would have been paid. Mr. Donovan argued that he had repeatedly tried to collect the money. As he did not have his books with him in the court and as he stated that he would be willing to return the \$1.20 to the young lady if her mother paid the amount owed him, providing he could prove that she really owed that amount, the magistrate enlarged the case for a week to enable the parties to come to an agreement.

Circumstances have a great deal to do with situations in the grocery business. This has been particularly demonstrated in the sale of apples during the past winter. The supply of spys was small and was soon exhausted with the result that the Ben Davis was used to meet the demand earlier than usual. Now that variety is nearly run out and the price is something to be reckoned with. Last autumn they could be bought for five cents a peck in this vicinity; now they are more than five times five and are all that is left to the lovers of the Canadian apple.

Announcement was made this week in the local papers that Harry Bradshaw was beginning his third business in his own behalf. He had extensive experience with Oke & Co., in the handling of fish and has made this a large department of his grocery store. He has arranged to handle fish on a larger scale than ever this season. He has contracted with an independent fisherman for daily supplies of trout and white fish fresh from Lake Superior.

The sale of oranges still continues brisk. E. F. Mason is making a specialty of them in his advertising and in his window displays.

J. J. Lundy and J. M. Brooks are each building three stores on George St.

One of the seasonable lines in the grocery business at present are the necessities for housecleaning. Window displays of brooms, brushes, powders, etc., are quite common.

The wholesale price of flour is expected to advance in the near future.

Canned goods are seasonable and are receiving careful attention from the merchants with the result that there is a briskness in almost every line.

### LONDON.

May 12.—A. Badenach, for eight years traveler for A. M. Smith & Co., wholesale grocers, of this city, has severed his connection with that firm to accept a position with Foley Bros. & Larsen of Winnipeg. On Friday evening last Mr. Badenach was the guest of honor at a banquet at the Grieg House, given

by A. M. Smith & Co., the affair being intended as a sort of send-off. Col. A. M. Smith sat at the head of the table, John M. Dillon, acting as vice-chairman and around the table were seated the firm's entire staff. In opening the toast list Col. Smith congratulated Mr. Badenach on the splendid services rendered by him while in the firm's employ, and declared he parted with him with feelings of profound regret. At the same time he wished him every success in his new sphere of labor. The toast list was then proceeded with. In responding to his toast, Mr. Badenach said words failed to express the regret he felt at leaving so many old friends. As long as he lived he would never forget the eight happy years he had spent with A. M. Smith & Co. After singing "He's a Jolly Good Fellow" and the National Anthem, the company separated. During the evening songs were sung by C. W. Nicholls, Mr. Milligan and S. Friendship.

Locally, retail business was fair last week but in the country towns rather quiet.

The only change noted by wholesalers the past week was a decrease of 10 cents in Montreal sugars, and of 9d. per cwt. in currants. The market for Californian fruits is very firm.

Local millers advanced the price of flour 15c on Saturday, the figure being now \$3.15 for Manitoba milling. The bakers, who will be most directly affected by the change, say it will not cause an increase in the price of bread at present at least.

Eggs on the local market are in good demand at 17½c to 18c per dozen. Butter is somewhat easier at 20c to 22c, according to quality. Potatoes sell at 85c to 90c.

C. L. Mountjoy, for some time chief clerk in the grocery store of E. J. Ryan, has resigned to accept a position with the Prudential Life Insurance Company.

C. Rennie who recently purchased the business of J. Goodge, corner Dundas and Maitland Sts., is remodelling the store and putting in new bin fixtures.

A baseball league, composed of grocers, butchers, shoemen and policemen, has been formed, and a schedule of games to be played Wednesday afternoons is being arranged. There are a number of fine players among the grocery men and they should give a good account of themselves.

### BERLIN.

May 12.—Maple syrup has been a very scarce commodity this season as far as the home product is concerned, and the price realized has been \$1.50 and \$1.60 per gallon.

Potatoes have jumped in price to \$1 a bag, whereas a few weeks ago they were to be had at 75c. The grocers have had to pay as high as 85c and 90c a bag and sold them at a dollar. The people who thought they could do better at the Saturday market were generally disappointed, for the farmers, too, asked a dollar.

The Grocer correspondent had the pleasure of being shown through the fine establishment of W. Metcalfe & Co., the other day and came away with the conviction that he had seen a model 20th century grocery store. The firm now occupies all three storeys of the building at King and Foundry Sts., purchased by them several years ago, and in addition to the departments they have long carried on have added one which is devoted to the manufacture of candy. This department is located in a spacious and well-lighted room on the top flat and is open to the public. The candy-makers are attired completely in white and it is an interesting sight to see them at work. In addition to making candies for their own store the firm will carry on a wholesale business in this line in connection with the other lines they have been wholesaling for years.

A demonstration of extracting caffeine from coffee took place in the coffee department of W. Metcalfe & Co., a few days ago by a representative of the Coffee Trading Co. of Bremen, Germany. This company is endeavoring to sell the patent rights for the United States and Canada and asks the modest sum of half a million dollars.

### PERTH.

May 12.—Two ear loads of potatoes, one from New Brunswick and one from Western Ontario arrived last week and put an end to the potato famine we have had for some little time. These are finding ready sale at 90c bushel; lots of 5 or more at 85c bushel. As far as can be learned very few potatoes are in the farmers' hands here and many of them will find it necessary to purchase their seed requirements. The Farmers' Club has at recent meetings considered the matter of potato growing in this district and with the point in view of making Perth an exporting instead of an importing point is urging its members to grow more potatoes and to confine themselves where possible to one common variety—Carmen No. 1.

Egg prices still stand at "paying 16c and selling 18c" but buyers are offering grocers 17½c, here, an advance of ½c over last week.

Last Tuesday's Spring Horse Show brought hundreds of farmers to town. The stores were very busy all day and most of them "enjoyed" the busiest day since before Christmas.

Apples, except the canned and evaporated variety are off the market altogether as far as Perth is concerned.

A number of fruit firms have been handling meats for some time now. A Hull, Que., firm of pork packers are offering all kinds of fruit.

A Gore St. grocer had the unique experience of being locked-out of his own store on Monday morning. During Sunday night some boys had so filled the lock with matches and mud that an hour was required to remove the dirt so as to allow the key to turn in the lock.

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## THE CANADIAN GROCER.

reasonable prices but very few are yet being bought for preserving. Many housewives are preserving rhubarb with their pines and as rhubarb is still on the scarce list this probably explains why pines are not moving for preserving.

### BARRIE.

John Ferguson, of the sixth ward, has purchased the insolvent stock of E. Budd and opened up last week.

T. H. Baker has purchased the stock of T. Sproule, of Stroud.

Potatoes that sold here as high as ninety cents a bag by the load have taken, this week, a drop to seventy-five and buyers do not look for any higher prices till the new ones come in. There was a talk a while ago of one dollar potatoes but this theory has vanished to the pleasure of the retail buyers.

Eggs sold about the same price on Saturday's market as before, the prices ranging from sixteen cents to sixteen and a half. Butter sold at twenty to twenty-two cents while high-class printed wrapper goods brought twenty-four and five cents. Fowl sold at ten to eleven cents and chickens at fifteen cents. A fairly good supply of green stuff such as onions, lettuce, radish, etc., was sold at from thirty to fifty cents a dozen.

Trade in general is picking up gradually with the approach of finer weather etc. There is a quantity of early vegetables and fruits selling on the market and a feature to help the fruit sales is the early preserving pineapples which are of good size and color for so early in the season, the prices ruling in proportion. At this time of year weather being cool and it makes preserving more comfortable and the coming week should see the bulk of preserving pines sold.

This is the time of year to brighten up. It doesn't matter whether you start in the back yard, in the cellar, any place in the store or at the store front, but brighten up. It will make business better and make you feel better—just try.

John Jamieson of Minto Bros., has the sympathy of The Grocer over the sad loss of his mother, who was buried this week.

Chas. Cheesman, son of Jos. Cheesman, has opened a grocery on Bayfield street.

### TORONTO.

May 1.—James I. Scott, corner of Davenport and Dupont Sts., is a pacesetter, and his clerks are all on the run. They don't wait for things to happen, they do things.

There are plenty of clerks in the city who would easily be worth \$50 more a year if the "boss" would invest \$2 in the trade paper and give them a chance to learn what others do in the business.

If a grocer does not like his business there are only two things open for him to do—either to learn more about it, or get out of it. To say that you hate

your business is to say that you don't know much about it. To say that you have not time to read your trade paper is to say that you have lost interest in your business, and that you are already a back number.

R. H. Rudson, 964 Bathurst St., is one of the best qualified grocers in the city and feels perfectly happy in his well arranged and carefully kept store. He loves his business because he understands it.

Cliff L. Marshall, who purchased H. Gordon's stock on Bathurst St., has put new life and a decidedly up-to-date appearance in the place.

W. C. Cork, 994 Bathurst St., claims to be the oldest grocer on that street, and he is yet able to hoe his row with any of the new comers.

Mrs. W. H. Coe, corner of Spadina and Camden Sts., has retired from business and has turned it over to her son. This old lady has been in this same place for 32 years. She has had her ups and downs but ended with the "ups." She has customers who have dealt with her since she started, and many a good turn have they received from Mrs. Coe. She is highly respected and has the good wishes of her old friends and customers. She has considerable property which, in its increase in value, will bring her a nice income during her old age. Many a one going to the old store will miss Mrs. Coe, who for so many years was part and parcel of the place.

John McLeod, head of John McLeod & Sons, grocers, died at the family residence, 698 Spadina Ave., yesterday after an illness lasting some time. He was 62 years of age, a native of Inverness, Scotland, and came to Canada when comparatively young. He carried on an extensive coal and wood business in London and Thamesford until about four years ago, when he came to Toronto and with his sons went into the Spadina Ave. business.

R. Book, clerk in Elmes' grocery, 604 College St., attributes the failure of so many clerks to make good to the fact that their apprenticeship is too short. Some years ago a person had to be an assistant for so many years before he got behind the counter. Nowadays a three-months' apprenticeship seems to serve the purpose.

J. Everingham, from Parry Sound, has bought out F. G. Wilson, 185 Wilton Ave., and intends to carry a full line of groceries. He is in a good locality and expects to get his full share of the trade. He opens up with good prospects and will be one of the big pushers in that part of the city.

The committee of the Retail Grocers' Association, which have the arrangements for the annual excursion in hand, and definitely deciding this week as to where the excursion will go. The conclusion will be published in next week's issue.

### HAMILTON.

May 12.—Plans for the annual excursion of the Retail Grocers' Association were discussed at the regular meeting,

last Thursday night. The following were appointed to make the necessary arrangements:

J. O. Carpenter, chairman.  
Jas. Main, treasurer.  
M. R. Hill, secretary.  
Transportation—A. G. Bain, J. O. Carpenter, Wm. Smye, J. Main, Jos. Kirkpatrick.  
Refreshment—A. G. Bain, Wm. Smye, J. Main, Geo. Cann.  
Printing—W. Smye, Ed. Hazell, J. O. Carpenter.

Amusement—A. G. Bain, W. Dawson, Geo. Hunt, W. Main, W. Smye, C. Cooper.

Games—J. Semmens, E. Lavis, E. H. Young.

The paper on canned goods read by J. A. McIntosh, at the last meeting of the Grocers' Association, has been favorably commented on by both wholesale and retail grocers. It was published in full in the Hamilton Spectator, and thus reached the consumer. It certainly has produced considerable talk among the people about canned goods.

### GALT.

May 12.—The weather conditions have been unfavorable for the country trade for the past week, and as a result business in Galt has not been quite up to the standard. However the merchants are making no complaint.

Eggs sold on the market on Saturday at 16 cents per dozen. Butter was 25 cents per pound.

Fresh onions, radishes and lettuce are being offered at all the groceries.

In Galt as in some other towns, there is a scarcity of potatoes, and the price has now reached \$1.00 per bag with the probability of something like famine before the new product is ready for the market. This condition of affairs is accounted for by the fact that during the early winter immense quantities of the tubers were shipped across the line. "There was no failure of the crop last year," said John Sloan to your correspondent. "Potatoes were very plentiful up to a short time ago. Three months ago it would have been possible to buy trainloads of potatoes at 50 cents per bag. Our American cousins, however, became short of the vegetable and immediately their agents invaded Ontario. And they bought right and left, and cleaned up practically all the potatoes. Of course there are still large quantities left but I hardly think there will be enough to supply the demand. It looks as if a record price for potatoes might be reached before the new crop is ready." P. Radigan said that while at present potatoes were not dangerously scarce all indications pointed to the fact that the available supply was nearly exhausted. The price will rise from now on in his opinion. The same story was told by Hugh Walker at the Red Front. "Canadian growers thought they had more than they could dispose of at home," he said, "and consequently began shipping across the line. And now it appears that before long the general public will have to pay a very fancy price for its potatoes."

Jas. Lumbers, Toronto, has secured the sole agency in Ontario for Baker's soap, put up by L. M. Leberman, Philadelphia, U.S.A.

# Latest Reliable Trade Review of the Golden West

**Manitoba Farmers to Attempt to Grow Sugar Beets—Fruit Outlook in British Columbia—Canning Company's Annual Meeting—Potatoes Scarce Around Calgary—Business Prospects in Edmonton.**

## WINNIPEG.

May 11.—W. H. Stone & Co., have bought the grocery business of Hardy & Buchanan, Whyteford Beach on Lake Winnipeg. The store has been run successfully during the summer season for a number of years, and the season which is about to open promises to be good for the trade in that section.

C. H. Baird, of Christie-Brown Co., of Toronto, spent a few days among local retailers last week.

Owing to the fact that a few bakers in the city were selling bread at five cents per loaf, the master bakers held a meeting recently to consider the possibility of reducing the price to five cents generally. It was decided, however, that to sell bread for less than six cents would be suicidal policy owing to the high price of flour. The decision of the meeting was expressed by one member present, in the following remark: "Good bread will be six cents and probably more in the future; scallywag bread will be five cents."

Mr. Fotheringham, of the Swan River Creamery Co., is busily engaged installing the plant at Swan River. The lateness of the season will prevent opening as soon as was anticipated, owing to the condition of the roads and inability to do the necessary concrete work under the existing conditions.

Supplies of seeds have been sent to the farmers of Swan River Valley, Manitoba, for the purpose of growing sugar beets which will be tested at a factory in Raymond, Alberta, next year. The valley can grow excellent vegetables of all kinds and the possibility of growing beets for sugar is not questioned. The supply and labor and capital will be a more difficult matter to arrange.

The superintendent of Winnipeg Public Parks, George Champion, has published a letter in a local newspaper for the purpose of stimulating an interest in the development of vegetable growing for private use, in the back-yards of city residences.

F. W. Rowley, representing Underdown & Crichton, the foreign fruit packers, arrived in Winnipeg on May 7, from Chicago. Mr. Rowley was interested in the dried fruit industry for seventeen years in Spain before amalgamating with Underdown & Crichton, and perhaps there is no one more intimate with the industry and the trade. This is his first trip to the West, and already he has "seen the vision" of Canada's great future. Mr. Rowley inspected the local trade in company with W. H. Escott the western resident representative of the company and left last evening for a tour of the western provinces. It is

possible that Mr. Rowley will make some interesting real estate investments before he leaves the country by way of Vancouver.

Mr. Hudon, of Hudon-Hebert, Montreal, is in the city placing orders for grocery stock.

## CALGARY.

May 11.—The potato shortage is a serious matter in this district. The wage earner, who, to a greater extent than many others, relies upon this staple as an important item of his daily living, finds it expensive to supply his household with potatoes at to-day's ruling price, viz.: 3c per lb. The wholesale price is now \$50.00 per ton, and is likely to go to \$60.00 per ton in the near future. Supplies in B. C. are about exhausted. One shipment has been brought in from New Zealand, of which the quality is nothing extra, although the retail price is 5c per lb.

A car of new maple syrup and maple sugar arrived last week from Waterloo, Quebec, being the output of the Maple Tree Producers' Association, Limited. The brand is known as the "Pride of Canada." Maple sugar is selling more freely this season than ever before. One reason is that the makers have put it up in very convenient form, viz.:  $\frac{1}{2}$  lb. cakes, which retail at 10c per cake. "Pride of Canada" maple syrup is in many of the retail grocery stores here and sells at the following prices: pint bottles 25c, quart bottles 50c, quart tins 50c  $\frac{1}{2}$  gallon 80c, gallons \$1.50. At these prices this high-class product is within the reach of all and the consumption is increasing from year to year.

## VANCOUVER.

May 11.—With a marked advance in the price of oranges, which are now quoted at \$3.25 per case, running up from \$2.75, there is a decrease in the price of local butter, which now jobs at 30c, retailing at 35c. There is a sympathetic fall in the price of the eastern article, which commands a wholesale price of 26c. Bermuda onions are on the market at 7c per pound, retailing at 10c. There is no difference in the price of potatoes, but with the steady increase in size of the new ones from the south, the use of them is growing.

Oscar Brown, of Oscar Brown & Co., wholesale fruiterers, has returned from a trip abroad, extending over several months.

F. R. Stewart, of F. R. Stewart & Co., had quite an accident in Stanley

Park on Sunday. He had a party out in his auto, when a runaway team from behind ran into the machine, then stopped. The pole of the rig penetrated the rear of the auto, and one of the ladies of the party, Mrs. Chappell, of Seattle, had her jaw fractured. The others managed to escape.

Strawberries have suffered most from the cold of the winter and the slowness of spring, and as similar conditions have prevailed south of the border, that fruit this year may be quite a luxury. It is not expected from present reports that there will be more than half a crop this year. Commenting on the damage in general, Maxwell Smith, Dominion Fruit Inspector, says: "It is too early yet to estimate the probable output of apples, pears, plums and cherries, but the backward spring though a little disappointing and disagreeable to the average citizen, is favorable to the fruit crop, particularly in the coast district. The buds being retarded in early spring practically insures them against damage by late frosts. The unusually severe winter in the interior of the province made many of the fruit men apprehensive as to the effect on some of the trees in some of the most important fruit-growing centres. Doubtless in a few isolated cases, where irrigation was kept up too late last season, and consequently the growth of the trees continued beyond the safety stage, winter killing the young wood to some extent has occurred. There is no damage of any account reported to the apple trees, and the peach, pear and plum trees have come through much better than expected. In a number of instances, more or less serious damage is reported to the peach buds, which will result in many light crops, and some practically nil. But notwithstanding these instances, a fair amount of peaches will be shipped from the Okanagan valley and other peach-growing districts this year."

At a largely attended social session of the Victoria Council of the United Commercial Travelers, honors were bestowed upon A. R. Kelly, first past councillor, and F. Russell, present past councillor. They were each given a gold ring, on which was engraved the emblem of the order, for the services they rendered the order in the Capital City.

J. H. Menzies has come from Lady-smith to Vancouver to reside, having disposed of the whole of his stock of merchandise to Blair & Adam.

W. A. Cutler, representing Armour & Company, who calls around at the coast cities about every week, has just completed a trip through the interior, made for the purpose of reporting on conditions there. The trip was taken at the instance of the head office, and it is supposed that it is the intention of the firm to utilize the information in getting more actively into the trade in this province. Armour & Co. are fully real-

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izing the growing development of the Pacific West, and are erecting a half a million dollar office in Seattle.

John T. Williams, Dominion fishery inspector, has gone north to look after the salmon and herring. By the middle of this month, all the obstructions on the Naas river and tributaries will have been removed, so that about forty miles of additional spawning ground will be available for the salmon. The herring industry is being rapidly developed in northern waters, and it is declared by those engaged in the taking of these fish that in a very few years the catching and packing of herring will be one of the most important industries on the northern coast.

At the annual meeting of the Chilliwack Co-operative Association, reports showed that a profit has been made of \$1,900.68, while a loss of \$846.68 was suffered through the handling of produce; consequently it was decided to leave produce severely alone in the future. The shareholders although not having big dividends to show for their investment, considered that they had profited indirectly through the bringing down of previous high prices. The president in his address said it was the intention to thoroughly re-organize the work of the executive.

In the annual report of the president of the Chilliwack Canning and Preserving Company, it was pointed out that there is about \$13,000 worth of goods on hand, most of which it was expected would move out during the next two or three months. A satisfactory feature was that there had been practically no complaints about the product. Until a market was more firmly established, he said that it would be a mistake to can a greater quantity of any special variety of fruit than what the market will demand, and with this in view, it was suggested that a very limited pack of cherries be put up this year, and that other varieties be governed accordingly. The evaporation of apples and prunes will be handled to full capacity. The condition as a whole was considered satisfactory, the ledger showing a balance on the right side of over \$600. The old board of officers were re-elected.

Every merchant and business man in Kamloops has signed the petition for the Wednesday half holiday, which will be in force from May 15 to the end of August.

VICTORIA.

May 11.—The Grocery Clerks' Association smoker held here recently was a delightful event. This association is in a strong position this year and there is a large membership. Eighteen new members were made before the smoker. A resolution was passed at the meeting that a petition be presented to the master grocers regarding the half-holiday question, and the clerks look forward to this question being settled within the next month and in full force. The officers of the association are: President, Mr. Lawlor; vice-president, Mr.

Jenkinson; second vice-president, Mr. Young; secretary, Mr. Evan; treasurer, Mr. Thomas.

EDMONTON.

May 11.—A. H. Richards & Co., general merchants, of Stratheona, have started work on the excavation for their new store, which is to be built on the other side of Whyte Ave. from where they are now and just west of Douglas Bros. It is to be a pretentious brick building, three storeys in height. The first two floors will be used as their store and the upper floor as offices. The new store will be fitted up with all of the latest features, including two electric elevators, one for passengers and the other for freight.

Aitken Bros., grocers, corner Namayo Ave. and Clara St., have just completed the addition of a spacious new warehouse in the rear of their store. The old stockroom they have transformed into a cosy little ice cream parlor to catch some of the spare dimes that will be floating around during the long pleasant summer evenings that will soon be here.

All the merchants of Norwood, a business centre in the north end of the city, have agreed to close during the months of May, June, July and August at seven o'clock on Tuesday and Thursday evenings each week.

The Royal Fruit Company will shortly begin the erection of a two-storey warehouse on Third St., the property purchased by them a short time ago. The warehouse will be of brick. The contract has not yet been awarded but work on the excavation has been begun.

As the result of a tour of inspection in the bakeries of the city last week by the police department to round up those who were selling bread below the regulation one and a half pound weight, two bake shop proprietors appeared in the police court. In one case the proprietors pleaded not guilty, but though the weight of their bread was shown to be below the regulation the magistrate dismissed the case, holding that the police officers had not proven that the short-weight bread taken from the bakery had been offered for sale. In the other case, one of the proprietors appeared and pleaded guilty. He contended, however, that he did not defraud the public, as the bakers were all cutting weights and he had to do so also to meet competition. He was fined \$10 and costs.

The announcement that the Canadian Pacific Railway has reached an agreement with Edmonton in connection with the entrance into the capital and that the high level bridge, connecting Stratheona and Edmonton, will be started this summer, has been received with a great deal of pleasure in Stratheona. The building of the bridge, such as the company propose, will mean the employment of hundreds of men through a period of from one to two years. Stratheona is bound to be the base of supplies and from the Stratheona end the work will

proceed. The presence of this large number of men in the city and the big pay roll that accompanies them should have a healthful influence upon business in Stratheona and give it an impetus that will not be lost when the bridge is completed.

Edmonton now justly claims to be the leading packing centre of the province, in fact, of the Middle West. During the year 1908 there were 50,000 head of cattle, hogs, and sheep slaughtered in Edmonton and Stratheona. Of this amount seventy per cent. were hogs; \$750,000 would be a conservative estimate to place on this product. During 1909 these figures will increase to at least double as the Swift packing plant was operating only during the last three months of 1908 and in that time slaughtered 30,000 head of stock. The balance of the 50,000 was handled by the smaller plants.

MANITOBA MARKETS

(Corrected by Telegraph).

May 13.—The trade has revived considerably within the past few days. and fresh fruits and vegetables are still selling cheap, and a further decline in a few fruits has materially increased the output.

There are some marked changes in the price list, chiefly declines.

SUGAR.—The price has dropped 20c on all grades. The reason for the enormous decline is not known, but it is expected that it was caused by the keen competition that exists among the refiners.

Montreal and B. C. granulated, in bbls.	5 00
" " in sacks	4 95
" yellow, in bbls.	4 95
" " in sacks	4 85
Wallaceburg, in bbls.	4 90
" " in sacks	4 90
B. C. gunnies granulated, 5-18's to bale, per owt	4 95
" " 5-20's "	4 95
" icing	5 60
bar sugar	5 60
Icing sugar in bbls.	5 60
" " in boxes	5 60
" " in small quantities	6 00
Powdered sugar, in bbls.	5 35
" " in boxes	5 55
" " in small quantities	5 85
Lump, hard, in bbls.	5 90
" " in 1-bbls.	6 00
" " in 100-lb cases	5 90

SYRUPS AND MOLASSES — No changes in these prices have occurred.

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 22
" " 5-lb tins, per 1 " "	2 78
" " 10-lb tins, per 1 " "	2 59
" " 20-lb tins, per 1 " "	2 70
" " 1 barrel, per lb.	0 03 1/2
" " Sugar syrup, per lb.	0 04
Beaver Brand, 2 lb tins, per 2 doz. case	3 25
" " 10 " " 1 " "	3 75
" " 20 " " 1 " "	3 25
Barbadoes molasses in 1-bbls, per lb.	0 04 1/2
New Orleans molasses in 1-bbls, per lb.	0 03 1/2
Porto Rico molasses in 1-bbls, per lb.	0 04 1/2
Blackstrap, in bbls., per gal.	0 31
" " 1 gal. bats., each.	0 25
Gingerbread molasses in 2-lb tins, per doz.	1 00
" " 3-lb tins, per doz.	1 45

MAPLE PRODUCTS—New goods are selling freely at the following prices.

Sugar, per lb.	6 13 1/2
Syrup, gallons, 1 doz. to case, per case	6 60
" " 1 doz. to case, " "	7 30
" " 2 doz. to case, " "	7 50

FOREIGN DRIED FRUITS—Apricots are low in stock and are selling firmly. Figs, currants and dates are also firm and in good demand.

# THE CANADIAN GROCER.

Smyrna Sultana raisins, uncleaned, per lb.	0 07
" " " cleaned, per lb.	0 08½
Trenor's Valencia raisins, f.o.s., per case, 28's	2 05
" " " " " " 14's	1 00
" " " " " " 28's	2 25
" " " " " " 14's	1 15
" " " " " " 28's	2 35
" " " " " " 14's	1 25
California raisins, choice seeded in ½-lb. packages	0 05½
" " " " " fancy seeded in ½-lb. packages	0 05½
" " " " " choice seeded in 1-lb. packages	0 06½
" " " " " fancy seeded, 1-lb. packages,	0 07½
Raisins, 3 crown muscatels, per lb.	0 05½
Prunes 90-100 per lb.	0 05½
" " 80-90 " "	0 05½
" " 70-80 " "	0 06½
" " 60-70 " "	0 06½
" " 50-60 " "	0 08½
" " 40-50 " "	0 08
" " 30-40 " "	0 09
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb.	0 06½
" " dry cleaned, Filistras, per lb.	0 06½
" " wet cleaned, per lb.	0 07
" " Filistras in 1-lb pkg. dry cleaned, per lb.	0 07½
Pears, per lb.	0 08½
Peaches, standard, per lb.	0 07½
" " choice, per lb.	0 08
Apricots, standard, per lb.	0 11½
" " choice, per lb.	0 12
Plums, black pitted, per lb.	0 11½
Nectarines, per lb.	0 09½
Dates, new, per lb.	0 06

RICE AND TAPIOCA—This market still remains quiet.

Japan rice, per lb.	0 04
Patna " "	0 04½
Rangoon rice, per lb.	0 03½
Tapioca, per lb.	0 04

HONEY—Supplies are low, prices being quoted as follows:

Honey, 2½ lb. tins, in case 24	8 85
" " " " 12	8 75

NUTS—The market is weak, particularly at this time of the year.

Shelled Walnuts, in boxes, per lb.	0 26
" " small lots, per lb.	0 28
" " Almonds, in boxes, per lb.	0 28
" " small lots, per lb.	0 30

ROLLED OATS—The market remains very firm but prices are unchanged.

Rolled oats, 80 lb sacks, per 80 lbs	2 27
" " 40 " " 80	2 35
" " 20 " " 80	2 40
" " 8 " " 80	2 70

CORNMEAL—The market is good.

Cornmeal, per sack	2 15
" " per ½ sack	1 05
" " per bale (10, 10's)	2 35

QUAKER OATS—These goods continue to be quoted as follows:

Quaker oats, 36 packages	3 50
Quaker toast & cornflakes, 24 pkgs.	2 00
Pet John breakfast food, 18 pkgs.	2 25
Puffed rice in bbls., per lb.	0 22

BEANS—The market suddenly became firmer. In some cases the 3 lb picker sells for a slight advance of \$2.25 per bushel. The prime white is unchanged at \$2.20 per bushel.

POT AND PEARL BARLEY—Prices are as follows:

Pot barley, per sack	2 70
Pearl barley, per sack	3 90
" " per ½ sack	2 05

BROOMS—The advanced prices of \$3.25 per dozen to \$4.50 per dozen are unchanged.

TUBS—

Eddy's tubs, No 0, per dozen	11 25
" " " 1 " "	9 10
" " " 2 " "	7 50
" " " 3 " "	6 40
" " nests of 3, No. 0, 1, 2, per nest	2 35
" " " " 3, No. 1, 2, 3, per nest	1 95
" " " " 4, No. 0, 1, 2, 3, per nest	2 85

CANNED FRUITS AND VEGETABLES—The canned apple is taking the place of the fresh commodity, but on the whole the canned goods trade is weak.

Apples—3's standard, per case	\$2.44	Group No. 1	Groups No. 2 & 3
" " gals. standard, per case	1.55		
Cherries—Red, pitted, 2's	4.18	4.08	
" " black, pitted, 2's	4.18	4.08	
" " white, pitted, 2's	4.38	4.28	
Currants—Red, 2's	4.18	4.08	
" " black, 2's	4.18	4.08	
Gooseberries—2's	4.58	4.48	
Lawtonberries—2's	4.18	4.08	
Peaches—Yellow, 2's	4.18	4.08	
" " yellow, 3's	6.54	6.44	
" " pie, unpeeled, 3's	3.34	3.24	
" " pie, unpeeled, gals	2.42½	2.40	
" " pie, peeled, gals	3.30	3.27½	
Pears—Flemish Beauty, 2's	3.68	3.58	
" " Flemish Beauty, 3's	4.74	4.64	
" " Globe 1's., 2's	2.73		
" " Globe 1's., 3's	4.14		
Plums—Damon 1's., 2's	2.28	2.18	
" " Lombard 1's., 2's	2.28	2.18	
" " Green Gage 1's.	3.08	2.98	
Raspberries—Red, 2's	4.18	4.08	
" " red, gals	3.80	3.77½	
" " black, 2's	4.18	4.08	
" " black, gals	3.80	3.77½	
Strawberries—2's	4.18	4.08	
" " gallons	3.80	3.77½	

GREEN FRUITS AND VEGETABLES—Prices are generally low on fruit. Vegetables are firmer.

Celery, Cal., per doz.	1 00
Tomatoes, Florida, per case	3 50
Lettuce, per doz.	0 40
Radishes, per doz.	0 40
Parsley, per doz.	0 40
Oranges, per box	3 25
Lemons	4 00
Bananas, per bunch	2 50
Strawberries, per case, 24 qts.	5 00
Pineapples, per crate	2 50
Apples, Wash box, Ben Davis	2 10

CANNED MEATS—

Clark's 1 lb., pork and beans, plain, per case	2 40
" " " " " " "	1 90
" " 2 " " " " "	2 45
" " 1 " tomato sauce, per case	2 45
" " " " " " "	2 45
" " 1 " Chili " " "	2 45
" " 2 " " " " " "	1 90
" " 3 " " " " " "	2 45
Soups, per doz.	1 20
Corried beef " 2's per doz.	2 70
" " 1's " "	1 50
Roast beef " 1's, per doz	1 50
" " 2's " "	2 70
Potted meats, 1's, per doz.	0 55
Veal loaf ½ lb., per doz.	1 25
" " 1 lb. " "	1 35
Ham loaf ½ lb. " "	2 35
" " 1 lb. " "	1 25
Chicken loaf ½ lb. " "	3 50
" " 1 lb. " "	3 30
Luncheon 1's. " "	1 55
Sliced smoked beef ½-lb. tins, per doz.	2 65
" " 1-lb. tins, " "	2 45
" " 1-lb. glass, " "	2 45
English brawn, 1's, per dozen	1 60
" " 2's " "	2 75
Cambridge sausage, 1's, per dozen	1 85
" " 2's " "	3 15
Geneva sausage, 1's, per dozen	2 70
" " 2's " "	3 65
Boneless pigs feet, 1's, per dozen	1 65
" " 2's " "	2 75
Lunch tongue, 1's, per dozen	3 30
" " 2's " "	6 60
Paragon ox tongue, 1½'s, per dozen	7 35

EGGS—The price is good for this season of the year owing to the prolonged cold weather. They are jobbing at 18c per dozen.

BUTTER—The creamery product remains firm at 25c. Some No. 2 dairy is accumulating again, and the dairy No. 1 is not much in demand. It ranges from 14c to 18c per pound.

R. Morgan, grocer, corner Central Avenue and Waterloo Street, London, Ont., has sold to Knechtel & Pocock.

## FORT WILLIAM CORRESPONDENCE

May 12.—Old stocks of potatoes are becoming much depleted, the prevailing price for these being \$1.25 per bag. As soon as these are used up the price may jump to \$1.50, as the lowest price quoted by wholesalers in the east is \$1.25. It is to the east that Fort William merchants will probably have to look for their spring stock, until the new crop comes in. In the west the demand for potatoes has been so heavy that prices are as high or higher than in the east, the western surplus having been largely shipped across the line into the States. In addition to this the eastern potatoes come out of winter storage in better condition than those in the west.

Most of the local merchants got fairly well from under, during the recent slump in butter prices, a loss of three cents a pound being made on some small lots, but not enough to be serious. The produce houses are now charging the merchants 26c for the best creamery. Eggs are 24c per dozen.

All grocery stocks are low now, pending the opening of navigation, the first boats with package freight having come in on May 1st, and from this time on both wholesale and retail merchants will begin to replenish all lines that got short during the past month.

McLaurin & Dow have decided to cater for the vessel trade during the summer and have bought a gasolene launch, which will be used in the harbor for delivering goods to boats wherever they may be tied up. There should be a good opportunity to pick up a profitable business when the captains realize that they can purchase supplies and have them delivered as conveniently as if they were being brought to a house.

The wholesale grocery business of the John King Co., Limited, has been sold to Cameron & Heap, who have been in the wholesale business in Kenora and have several other western branches. The new firm will make Fort William the headquarters of their entire western business and will continue the business in the same premises which they are renting from the John King Co. The latter firm will continue in the wholesale liquor business and will also take up the commission business in which they should find their previous business connection extremely valuable.

## FATHER AND SON.

John Lampman, a leading grocer of Hamilton, has taken his son into partnership, and the firm name is now John Lampman & Son. Mr. Lampman, jr. has been associated with his father in the business for some years and has evidenced capacity and energy that gives large promise of a successful business career. The appearance and the management of the Lampman store are such as to elicit favorable comment from the traveling men. That means it is a store to draw trade and hold it.

## Business Hints for Spring-time Consideration

**The Conscientious Business Man Coming to the Front—More Attention Should be Paid to the Cash Customer—Believe in Your Own Business—The Clerk and the Baseball Season.**

Good advertising ought to sell \$15 suits for \$20. It doesn't take much of an advertiser to sell \$20 suits for \$15. if they're worth it. Remember that—Merchants' Record and Show Window.

Very poor advertising, The Hustler calls it. It savors too much of the fire sale, bankrupt, junk style. You may sell \$15 suits for \$20, or a \$10 stove for \$15 once, but never again. Good advertising is honest advertising. It is of the kind that tells of a \$15 suit that is worth the money; that is well made; that is all wool; that will satisfy a customer and bring him back pleased. The same principle holds good in any business. The man who advertises a price for good goods and furnishes something shoddy, that which is not up to specifications, which does not satisfy, which ultimately gives a customer the idea that he has been "done," will find that he has brought a roorback, that his trade will dwindle and fall away. One of the growing sentiments in this country is that which favors honesty. There is getting to be less room for the cheat every day. Business men and purchasers endorse those who tell the truth, even though it be disagreeable. Even the white lies in business so much indulged in are coming to be more and more condemned. Be strictly honest in your advertising, with your jobbers, with your customers. Don't put on a false front and endeavor to carry it through. The great American game of bluff in this regard is played out. When those you deal with find that you are strict and conscientious in this regard, they will come to respect you, your business will prosper, your prices will stand, and you will crawl under the covers at night a satisfied man with a clear conscience.

This is analagous to confidence. If you represent an article to be of a certain standard you should know whereof you speak. If you agree to do certain things, never fail to fulfil a promise—and if unforeseen happenings prevent, go frankly to the proper person and explain the situation. Inspire confidence in yourself and your business. That is the foundation which the whole United States Government rests upon. Build upon it and you will find that your house is founded on a rock, capable of withstanding all the vicissitudes and storms.

There are a good many dealers who declare they would like to put their business on a cash basis, a fair proportion of whom are really offering premiums to the people who seek credit. The Hustler saw it. claimed the other day that a man who had established a line of credit at a department store expressed his great satisfaction at having done so as he said his wife reported being accorded much better and more at-

tentive service. The very idea that she was entitled to credit gave her a certain standing and importance in the eyes of clerks who were far more obsequious in their attentions, while the unfortunate customer who paid cash had to stand and wait. There's a good deal to it. Many a merchant follows the same rule and then kicks because he thinks it impossible to put his business on a cash basis. The fact is that the people who lay their money down on the counter when a purchase is made are the ones who ought to have special attention and the best rates. The merchant who makes it an inducement to his customers to pay cash is mighty near the solution of getting rid of the charge system.

If you don't thoroughly believe in your business, don't just think it's about the only thing on earth worth toying with; better turn it over to your creditors while there is something left.

Try and do things a little different once in a while. We enjoy a vacation because it is a change, but prolonged it gets awfully wearisome. Getting out of the rut now and then, even though the old way has proved successful, is a great relief to customers as well as the men who push the wagon.

There are salesmen—a good many of them, too—who believe success is largely the result of a volume of talk. The loud-voiced individual who comes into an office and stops all work by the noise he makes and his guffaws at his own cheap jokes is a nuisance, whose company is nowadays simply tolerated and his noise doesn't sell goods or prove at all convincing. Business right from the word go, transacted quietly but forcibly, no time wasted in story-telling and cheap jokes, brings the best and most lasting results.

At no time will extra push and advertising pay better than right now. In the spring people are generally possessed of a buying mood if they have the wherewithal, and this year gives more than usual promise of a large, healthful trade before the midsummer stupor possesses men. Get your share quick.

The baseball mania has again struck the country and a good many merchants groan. It's a sport that while enjoyable and furnishing a healthful recreation when taken in proper doses, brings trouble into many an office. The clerk who thinks of little else, who is always studying averages, percentages and other dope, and who is willing to sacrifice business any time to attend a game, isn't really of much value to an employer. Keep the place under your bonnet working on business first and let the amusements come in later and occasionally as a rejuvenator.—The Hustler, in *Stoves and Hardware Reporter*.

### ANSWERS TO ENQUIRIES.

What is the best way to get along with a competitor who is unfair and makes misrepresentations, asks A. Atwood, Winnipeg.

Ans.—Act so gentlemanly, straight and neighborly that he will be ashamed of himself and he will soon treat you similarly. It never fails.

W. J. McCart, general merchant, Avonmore, Ont., asks for the name and address of the secretary of the Retail Merchants' Association.

Ans.—The secretary of the Retail Merchants' Association of Canada is E. M. Tower. His address is 21 Richmond St. West, Toronto.

J. Aiken, Toronto, writes: "I understood that the Retail Merchants' Association asked the government to make the legal weight of a bag of potatoes 75 lbs. Has that been done?"

Ans.—No, not yet. It is however before the House now, and may yet become law before the House rises.

Toronto retailer asks: Can more than one man peddle from one waggon under one license in Toronto?

Ans.—Only one man can peddle under one license. Two or more can do so from one waggon but they must have separate licenses, and have their own numbers on the wagon. A peddler, however, may have a helper, who must have a helper's license, but he cannot sell or deliver goods. He can only fill up, weigh and drive the horse.

### BUYERS IN TORONTO.

Among the buyers in Toronto during the week were: J. T. Broad, Wilfrid, Ont.; Horace Davidson, Unionville, Ont.; Wm. Metcalfe, Berlin, Ont.; T. B. Reeve, Markham, Ont.

### RICHMOND, QUE.

May 12.—The volume of business being done is quite satisfactory, but collections are decidedly slow. There seems to be a general complaint of scarcity of money.

Farm products are being offered here at the following prices: Potatoes of different varieties are selling at 90c per bushel. Green Mountains are bringing \$1 per bushel. Eggs, 17 cents a dozen. Dairy butter, 18 to 20 cents a lb. Maple sugar, is selling at 7 to 10 cents a lb., and syrup at 60 cents to \$1 per can.

One of our leading grocers, G. J. Jamieson has replaced one of his counters with silent salesmen. He made the change about one month ago, and states that already they have paid him in increased sales, a part of the cost of installation.

The season hereabouts, is very backward and frosts are a nightly occurrence.

Miss Nixon who has been in the employ of G. J. Jamieson, for over six years has recently been married. Miss Nixon will be greatly missed by Mr. Jamieson and his customers, as she has proven to be a woman of exceptional business ability. All those who know her join in wishing her much joy and happiness in her new life.

## Canned Goods from Standpoint of the Retailer

Address Presented by Retail Grocer at Last Meeting of the Hamilton Retail Grocers' Association—Corn, Peas and Tomatoes Treated—Changes Suggested From Present Conditions.

By J. A. McIntosh.

The articles I purpose dealing with under the heading of Canned Goods are corn, peas and tomatoes, and I purpose dealing with them from personal observations as a retail grocer. In doing so I have no other desire than for the mutual benefit of canner and dealer.

It is through the retailer that the goods reach the consumer, therefore it is the retailer who receives the approval or disapproval of the consumer; and I must say, to the credit of many consumers, they are as ready to express the merits as the demerits of the goods. With a country growing rapidly, its population spreading to the far north, its cities rapidly increasing, the vast western prairies filling up, the manufacture of canned goods is bound to become one of our greatest industries. I am told that our home consumption of canned goods is forty million cans a year, and there is no reason to doubt that within the next ten years the consumption will reach one hundred millions.

With these possibilities likely to exist the question may be asked, have our canned goods reached their highest standard, or have they attained the standard the public demands? From my observations of a few years I must answer in the negative. There is no reason why we should go to outside countries for our standard goods. I think our climatic conditions are such as to produce corn, peas and tomatoes equal to anything grown the world over. Then if the foregoing statements are true, what is the existing cause of the low standard of canned goods? My belief is that instead of trying to produce the best possible goods at a fair price, the object has been to produce lowest possible price and good accordingly.

A few years ago a ten-cent jam compound was the desire of the average customer; to-day they are buying more of the pure jam at double the price, which goes to show that the public are demanding a better quality of goods and are willing to pay the price. Many reasons may be given why our canned goods are not up to standard, but I will only mention two, viz., carelessness in putting different qualities of goods in the same case, and the poor quality of tin used in cans. I am not going to state how the products should be prepared to put in the cans, as I am not an experienced hand, and I think that too many of the unexperienced or careless kind are employed in factories.

For the past three months I have made personal observations and enquiries about goods sold with the following results. One woman who had purchased three cans of corn expressed herself after this style: One can was of a very nice rich color and sweet, another was much

darker in color and contained enough corn cob to fill the teeth of an elephant and the other can, while free from corn cobs, was off-color and not pleasant to the taste. Three cans of peas, the product of one canner, were as different as if put up in different countries. I have had many complaints from canned tomatoes. One brand, the production of a leading canner, was very unsatisfactory. The can itself was in perfect condition, bright and well tinned, but the contents were sour, which goes to prove that contents were unfit for canning and should not have been used.

If a canning factory expects to build up a trade on such goods they are very much mistaken. Let me give you some idea how goods are advertised in a corner grocery. Four or five ladies are buying different articles and as a rule they are not backward in expressing their views. An actual conversation I heard was as follows. "Say, Mr. Mac, have you no other brand of tomatoes than the one I got from you yesterday; when Willie come in he smelt them sour at once."

I told the lady I did not know what brand they were.

"I do not know the brand," she answered, but she remembered the label and pointed it out.

The result was that those tomatoes were condemned at once. This is a common occurrence and I am satisfied it is the experience of every grocer here. Now all these and many more, were cases where the cans were in perfect condition, which goes to prove that carelessness must exist in putting the products in the cans.

#### Inferior Tin Plate.

The second reason was poor tin in the cans. Whether from a desire to purchase the cheapest quality of cans or that the manufacturers of cans were getting the best of the canners I am not in a position to say, but many cans show a very poor quality of metal in their construction. In some places rust had gathered and if you took a penknife and scraped it you would find a small hole the size of a pin-head through which the air passed and soon the contents became bad.

It occurs to me that the same carelessness exists in the preparation of the products as in the outside and visible portions of the cans. A person will occasionally notice in opening a case of goods that some of them are dinged not only on the sides but on the corners. In examining the case itself it is found to be all right—no break or any sign of any heavy substance falling against it. You come to the conclusion that these cans should never have been put in the case and you are buying them for No. 1 goods.

Then we have the paste used in putting on the labels and the quantity. I think if for no other reason than the carelessness in which the labels are put on cans that some canners' goods should be declined.

The labels on British goods are always put on smoothly and never will you see a rusted can from the paste used.

Take some Canadian goods and almost invariably you will find enough paste on the seam of the label as should be used on the whole label. Consequently the can rusts and I am sure gives a bad impression to the customer.

I would like here to make a comparison. During the past four years I have sold about three thousand cans of one brand of salmon. In that lot I had only two cans bad and that was the result of them being pierced by a nail. I wish I could say the same of corn, peas and tomatoes.

First, have all canned goods classified 1st, 2nd or 3rd quality; the cans being stamped, stating the quality of the contents. Until such time as something of this nature takes place we may be compelled to suffer the same injustice as now. If a customer chooses to pay more for first quality we should be in a position to supply them.

But the canners say they make as good canned goods as are made in the world and ask what we are complaining about. I admit they do, and say that they make as poor as can be found anywhere and the good and bad are in one case. Divide them up, I say, and put them up as I suggested. If they have dinged cans let them put them up in cases and sell them as such. If the cans are badly rusted put them by themselves and sell them as such and if they are sour before canning, then feed them to the pigs and suffer the loss.

I often wonder how it is that manufacturers of canned goods do not use more precaution in putting cans in cases. If I were putting them up I would have a sheet of absorbent paper at top and bottom of box and between the rows. This would absorb the moisture and keep the cans in better condition.

A word to the retail grocer—myself included. Let us in the near future have a conference of all the grocers in the province and make our demands. Let us say what we must have. We should be in a position to make some demands if we wish to accomplish anything. The canners meet and exchange ideas; so let the retail grocers meet and have a united conference on all matters pertaining to the welfare of the retail trade.

And now a word in conclusion. When I started to prepare this paper I had no idea to give it the consideration that I did. I had a desire to obtain all my information from outside sources but I came to the conclusion that better results would be obtained from personal observations and trust that anything I have stated or observed may be to the best interests of the Canadian canners and for the welfare of the retail grocer.

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# The Running of a Trade Paper

By J. C. Freund, Editor Music Trades.

**Its Direct Appeal to the Special Interests of the Subscriber Dealt With—Trade Journals From the Standpoint of the Advertiser—The Golden Rule for Business Men—Suppression of News Condemned.**

When a business man takes up his daily paper at the breakfast table, or before going home buys an evening paper or two to read on the way, or after his evening meal, what does he expect to find?

He will tell you, at once, that he expects to find the "news of the day" in the political, business, financial, and perhaps social and amusement worlds. He will perhaps tell you that he is not much concerned with the reports of crimes or accidents—but only glances at the headlines of such; that he reads the departments in which he is particularly interested; that he is sometimes attracted to the editorial page; that, perhaps, if he has been to a theatrical or musical performance, he will read the criticism of it to see whether the views of the critic agree with his own.

But if he were asked to sum up, in a word, why he takes these papers, he will tell you, "Because I want to read the news of the day, as every intelligent man should."

If you will go on and ask this business man how he expects this news to be given, he will tell you that he expects it to be given fairly, dispassionately, without being colored; that he is interested, indeed, more in facts than in opinions; that if he has the facts he is able to form his own opinions.

If you go on and inquire further, and ask him how he supposes the news is gotten for publication, he will say, that while he has no intimate acquaintance with the organization and general machinery by which newspapers get the matter they publish, he supposes that some of it comes from news associations, some from correspondents, some of it is collected by reporters, some of it is taken, perhaps, from other papers; and that, then, there is an editorial staff, which comments on the news, and there will also be the departments which take especial account of social and musical matters, which review books, which write articles on the financial or business situation.

Finally, ask him how he supposes the papers live, and he will probably reply, if he is a fairly well-informed and intelligent man, that he presumes it is by publishing matter which gives the paper a large circulation, sufficient to induce advertisers to advertise in it, and so give it revenue to pay its expenses and a living profit.

Is it not curious that this very business man whose attitude to the daily papers he takes up is so eminently fair, considerate and intelligent, should take sometimes an entirely different attitude when it comes to his trade paper, especially if he is a man of large affairs, the head of some establishment of standing, influence and extended business connections?

This change of attitude, however, is natural, and can be accounted for though it is, at times, unjust to the trade paper.

The reason why the business man will view the trade paper from an entirely different standpoint to that from which he views his daily papers, and maybe such weeklies and monthlies as he also takes, is because the trade paper deals with the especial interests which affect him; and he, therefore, views the trade paper not from the general standpoint that he views his daily and other papers but from the point of his own particular, special interest. And when that is in any way affected, especially adversely, he is apt to become critical, even hostile, and judge the trade paper on entirely different lines from those on which he has always judged the dailies and other papers that he reads.

It is for this reason that, in times past, we have seen so many heads of eminent houses not satisfied till they owned an editor, or practically owned a paper, and possessed what has come to be known as "a house organ."

In the earlier days of industrial or trade paper journalism this condition was accepted, so that at one time in the musical industries we had a number of papers of more or less ability and worth, each known to be controlled by some large house and practically published in its interests. The result was often detrimental to the standing of the trade press, for when controversy ran high, and large interests were involved, it was no uncommon thing to see a paper coming out with vicious attacks either on the personality of the members or on the interests of some prominent house, or even attack an artist of renown—attacks unquestionably inspired by the concern whose "organ" the particular paper was.

This condition was also, in a measure, reflected in the business and political world. So that we had many papers, even of standing, which were virtually nothing but the organs of a political party, or of local politicians, or of certain business interests.

As time went on, however, and the press, through increasing prosperity, was enabled more and more to win its liberty, and also because people got to be sufficiently intelligent not to be influenced by papers that were always biased in favor of some one person or some one interest, the house organ, whether in trade journalism or general journalism, began to lose ground, till now it is only seen here and there, in spots, and has but limited circulation and exceedingly little influence.

To-day the papers, not only the greater and broader field of journalism, which are acknowledged to be powerful and to have large revenue and to make good

profits, are those that are known to be absolutely independent, which have no price at which you can buy their favor, and certainly no price at which you can buy their silence! The same is true in the industrial world, and it can be stated in all fairness that in the musical industries to-day the only papers that command any respect, have any influence and large patronage, are those which are not merely run on reputable lines, but are known to be absolutely independent of any special influence whatever. So that each concerns feels, in doing business with such papers, that it will get not only an equivalent for the money it spends, but fair treatment; that it will not be exposed to attacks, open or covered, which may be instigated by some rival house.

## Some Advertisers' Views.

While in a general way, therefore, we may say that the conditions with our great journals, as well as with our principal trade papers, have radically changed from what they were even a few years ago, there are still some men, men of eminence and standing, who appear to refuse to accept the situation, and so make it exceedingly difficult for the editor of a trade paper to perform his duties with conscientiousness, and at the same time hold their good will and such business as they may be willing to give.

These men appear to believe that when an advertisement, especially one of any size and value, is given to a trade paper it carries with it not alone such support of the interests the advertiser has, but further, a certain aggressiveness against opposing business interests, an ever ready disposition to suppress the news or color it, if the news is in any way in conflict with the business interests of the advertiser.

It is but fair to these men to add that this viewpoint of the advertiser is taken by men in other lines of business, for the reason that the advertiser has come to realize from the conditions under which papers are published, that he really represents a large part of the cost of the publication, as well as its profit. This naturally results from the fact that all papers to-day are sold at a price which would not, in the great majority of instances, pay for the paper that is used, not to speak of the other large expenses of publication in the way of composition, printing, pictures, mailing, salaries of editors, reporters, rent, insurance, traveling expenses, the heavy cost of telegrams and other bills—and so these men, being large advertisers, have come to regard a paper, not merely as an aid to their business, but as a servant.

## Correction After Suppression.

I shall endeavor, briefly, to show that this attitude is not only wrong from an ethical standpoint, but is a mistake from a business standpoint.

In the first place, it should appeal to men of intelligence that the moment a

paper deviates from the straight path in the way of presenting news matter, the moment it suppresses news, fakes news or fixes news, it must begin to lose the confidence of its readers. When it does so, it must begin to lose circulation, and inasmuch as the advertiser is practically after circulation all the time, where is his gain if the papers in which he advertises, instead of having a large and growing circulation among readers who have confidence in them, have only a restricted circulation among people who never know whether what they read is to be believed or not? And if this will apply to the daily press, will it not apply with vastly increased force to the industrial or trade press?

If a trade paper is so under the influence of its advertisers that it never dares print anything except matter of the most colorless character, what will be the result? A large force for good will be reduced to a condition of uselessness and imbecility, for the plain reason that it will not take the readers of such a paper very long to find out that it has no soul of its own; that not alone are its statements to be received with a large amount of reserve, but that, furthermore, it cannot be relied upon to give the very information which the readers expect—just as much as the man with his daily paper expects to get the news when he takes it up—and why should a man be eager to get in his daily paper every rumor of impending changes or important happenings in the political, financial or general business world, and yet deny the right of the trade paper to print what he will brand as "mere trade gossip" when it affects his interest, which so-called "gossip" is in the majority of cases founded on fact?

At this point let me say a word or two on the subject of suppressing news. It is fatal to all concerned for the news is sure to get out, and just as surely in garbled form. Then columns of explanation or correction are necessary to the interests involved, while the editor has failed to fulfill his function and has probably been beaten by his competitors.

#### The Golden Rule.

Here is the golden rule for business men.

If anything happens of importance, give the news to your trade press. Then it will be published as you wish it published and it should be published, and not, perhaps, as your competitor wishes it published.

If a combination is made and large interests all over the country are involved, call in your trade papers. Be frank! Tell them your future policy; through them take the trade into your confidence, and so disarm your competitors, who are certain to misrepresent you if you give them the chance.

Remember always that publicity is a force which, rightly used and directed, is of inestimable value, and it can neither be evaded nor avoided, neither faked nor fixed. Remember this is the age of publicity, whose light beats upon the throne of an Emperor as clearly and boldly as it does upon the hearth of the humblest peasant. Remember, finally, that an editor can as little muzzle the truth as you can!

This brings me, logically, to endeavor to define the position of a paper which

is entitled to have readers and also to have the respect of such readers.

And here I do not think I can bring any argument which will be more apropos or forceful than the rules and regulations laid down by the Post Office.

As is generally known, under the law relating to the mailing of postal matter, newspapers and regular publications are carried at a flat rate of  $\frac{1}{4}$  cent a pound, which, in many instances, of course, where large distances have to be covered, does not pay the cost of transportation. But the Government believed that in establishing this low rate it was aiding an educational force, as well as an industrial and commercial one.

Under this system, as those know who have kept in touch with postal affairs, some serious abuses grew up, which I will not refer to here further than to say that many publications were issued, not for the sake of the readers, but simply for the sake of securing advertising. So that finally the postal authorities were forced to inaugurate certain drastic reforms, to accomplish which it had to lay down not only rigid rules and regulations, but certain principles.

Of these principles, the main is the declaration that any periodical, to be entitled to the post office franchise—that is, to the right to be sent through the mails at  $\frac{1}{4}$  cent per pound—must be primarily published for the reader. Having obtained readers, it may then get all the advertising it likes, but it must first show that there is a legitimate demand from readers who are willing to pay its price per copy or to subscribe to it.

And to-day, before a paper can secure from the Post Office authorities the right to the postal franchise the publisher must go to the postmaster of the city or district in which his publishing office is located and present absolute evidence that his paper has secured sufficient bona-fide circulation to make it a legitimate enterprise.

With this fact and condition in view, if there is any one thing that follows absolutely, it is that the first duty of the publisher and editor of a paper is to his readers, so that to hold their good will, their respect, to increase their number, the editor and publisher must at all times be guided by what will appeal to them, and also satisfy them.

#### Large Circulation Needed.

Now, what does this general principle mean, when it comes to be applied to the conduct of a trade paper? Surely it means that the trade paper must be so run that it will secure a relatively large circulation among the people who are interested in the news of their particular industry.

In the case of the musical industries these will, of course, principally be the jobbers, dealers, traveling men, salesmen, and also the manufacturers and supply houses.

By securing such readers, winning also their approval and respect, a valuable advertising medium is created, and the manufacturer, the supply man, the jobber, can with confidence place his announcements in such a paper, for the reason that he will get results—that is, "his goods are all right, his business methods are all right, and he knows how to word his advertising.

But without readers of the character described, without their confidence, such a paper can have but very restricted circulation and little, if any, influence, and, therefore, as an advertising medium it must be practically valueless.

As we know, we have several papers in his trade which make little or no effort to get the news and take no pains to secure subscribers. What is the result?

Some exist because they are virtually house organs of various concerns, which still believe that it is to their interest to support such sheets. Others secure business by reprehensible methods, which have brought the editor and publisher of one sheet, at least, continually under criticism, many times into the courts, and have secured for him such a reputation as no honest man would care to carry.

From the foregoing it should certainly be clear to fair-minded men that no trade paper can claim to fill its function and certainly no trade paper can claim to meet the requirements of the Post Office, which is primarily published to subserve the interests of any one house, or which so caters to its advertisers that it is at any time willing to suppress the news or so arrange the news and its policies as to suit the interests of its advertisers.

Indeed, there is absolutely only one safe path for the editor of a trade paper, and that is, give the news—always, of course, with fairness and courtesy, but always without fear or favor, for the trade paper editor who is afraid of an advertiser is a lost man. He is certainly lost so far as any usefulness is concerned that he may be to the industry he claims to represent, or, for that matter, to any person in it.

The trade paper editor must at all times be prepared to meet injustice, and, in some cases, even attempts at coercion. But there are, of course, ways and means to meet such issues. They can be met firmly, yet courteously.

#### The Question of News.

It would be unfair, in a discussion of this kind, not to admit that there exists in the large world, as well as in the more restricted world of a particular industry, a considerable difference of opinion as to what is really "news."

There are papers which restrict the news of crimes, scandals, on the ground that extended publication of such matter does not serve any healthful purpose. I will admit, personally, that matter of this kind often comes to me. It is not taken up, because, while in a sense it may be "news," still such matter has no place in a business paper.

I will further admit that there are many times when men representing houses of eminence have considered it to be my duty to take a certain editorial position, and when I have taken it I have found that that position has not been upheld by the sentiment of the trade at large.

Let me give a practical instance of what I mean, by saying that some time before the panic a number of manufacturers considered the time ripe for some articles urging on the dealer the necessity of being prepared for a rise of the prices of the pianos, and other musical instruments, owing to the greatly increased expense of doing business, the



# An Editorial

*From Business Philosopher and Salesmanship*

What is Your Greatest Asset, Mr. Business Man?

Is it your stock of goods or the cash you have in the bank, or what is it?

This question was asked a retail merchant the other day and he finally agreed that the "what is it" is the customers, the buying clientele of his store.

He saw the point, that if by any possibility all of the customers of his store should be destroyed at once, his big stock of goods, even though that stock were all paid for, would not be worth fifty cents on the dollar.

There are two classes of men in charge of stores: One we could call merchants; the others are just store-keepers.

The merchant is coming to see more and more clearly that business building is the thing, and that business building is the art of making each customer a repeater—and, not only that, but of making him the first link in an endless chain to bring more customers. He is coming to see more and more clearly that the square deal pays and that real service to the customer is the key to the situation.

Consider the most important article you sell, and that's tea. It is the master business builder.

You want to sell the tea that will give most satisfaction, that will bring back your customers and their friends asking for "the same tea."

**Red Rose Tea** will bring more customers to your store than any other tea on the market—and it holds them, too.

**Try Recommending It for a While**

3 Wellington St. E.  
Toronto, Ont. } Branches  
315 William St.  
Winnipeg, Man. }

**T. H. ESTABROOKS**

St. John, N.B.

raising of rents and insurance, the increased cost of supplies, and notably the greatly increased cost of labor, due to the increased cost of living.

After these articles appeared—and they were commended by many men whose good opinion I value—a number of dealers thought that the articles were ill-timed; that a trade paper should not take such a stand at all. These dealers thought that prices were high enough, and that it was most difficult to make a profit with prices as they were, not to speak of having prices raised still higher.

### An Editor's Position.

This induces me to say that an experience of over a generation in the conduct of trade and other papers has brought me firmly to the conviction that the editor of a trade paper should confine himself, as much as possible, to give the news fairly and to making such intelligent comment upon the news as shall be for the best interests of the industry as a whole; and that he should refrain, as far as possible—even when his intentions may be most honorable—from pursuing any policy which, while it may be to the benefit of a large and influential portion of his readers, is likely to bear heavily upon others.

I will add here that I have also be-

come convinced that a paper is not the conservator of the morals of the trade, for the plain reason that such censorship has so easily led into abuse of power and privilege in times past. If, for instance, the advertising of any house offends its competitors, the competitors should rise up in protest, then let the editor record the fact of their uprising, rather than take from their plain duty by himself undertaking the role of censor at their instigation.

There are many in the trade—dealers as well as manufacturers and others who, naturally, consider it easier to strike an offending competitor through a trade paper editor than to go to a lawyer if they think they have been badly treated, and pay considerable money to secure protection or recover a loss.

Herein the courts come to the assistance of the editor, and by many decisions show that he is not there to take the place of the law—nor, outside the accepted liberty of the press, is he called upon to right a public wrong; that society has provided courts and methods of legal procedure for such conditions. Hence, if a man in the trade has suffered a wrong at the hands of another, he should not rush to his trade paper editor for help—and if he does not receive it denounce the poor editor—what he should do is to consult his

attorney, bring suit, and then it is the part and duty of the editor to give the news that such a suit has been brought. But in giving this news he must be careful that both sides of the controversy are given an equally fair show.

### Difficulties Met With.

I will not here go into the many difficulties which beset a trade editor who has some regard for his profession, for his position, some self-respect, and also, to be frank, a fair desire to please those who are his supporters, except in so far as to allude to one tendency on the part of some members of the trade which tries the editor's patience sorely. This tendency is to deliberately misquote what has appeared in a paper, and demand explanation or retraction—or to impute to a paper something which never appeared in it at all, but was published in some other paper.

Of the first, let me give an instance which has just come under my notice. There has been some difference in a large city between the manager of a house of great standing and other dealers in the city who had formed an association.

A report of the difficulty between these various gentlemen appeared in this paper and aroused some criticism. A member of the association of dealers

## THE CANADIAN GROCER.

has written to the paper, desiring correction, and in his letter asserts that we had printed that an attempt had been made to "coerce" the dealer in question to join the association of other dealers.

Now, what this paper printed was that the association had endeavored to "enlist" this particular dealer in its work and had failed.

I submit to fair-minded men that there is a very large difference between stating that an association had endeavored to coerce a man and in stating that it had endeavored to enlist him. I could give many similar instances which have been the cause of much trouble, which, however, was easily allayed when the printed page was produced and it was shown what the paper had printed, instead of what the particular individual thought it had printed.

With regard to the second cause of trouble, the imputing to a paper of something which had appeared in another sheet, it is not long ago since I was angrily accosted by a prominent member of the trade, who demanded to know why a certain paragraph had appeared, which, he said, was wholly false, detrimental to his house's interests and had evidently been inspired by malice.

I promptly repudiated the charge that malice inspired anything that appeared in this paper, and challenged the gentleman to produce the incriminating item. We went to his office; he hunted through several issues of the paper. He could not find it, till his clerk informed him that the item in question had not appeared in this paper at all, but in another.

On that, to justify his anger, he launched into a general denunciation of the trade press—though I must admit that later on, on cooling off, he wrote me personally a very kindly letter of apology.

If I have any ulterior purpose in writing this article, it is—while admitting that there have been many grave evils connected with the trade press in times past, and that some of these evils have been scotched, but not killed—to ask the members of the various industries to be fair to the trade press; to view it from something like the same point of view that they do the daily and other publications they are accustomed to take and read; to be sufficiently just as to realize that the trade press is a most valuable adjunct to the industry—as would be appreciated within twenty-four hours if all the trade papers were wiped out to-morrow—and to realize that, as there will be trade papers, these can have no influence, and therefore, no usefulness, unless they are run on those simple principles, and which principles are the result of generations of experience, and represent certainly the convictions as to the best methods to be pursued of the leading journalists of the country, dead as well as living, of whom we have every reason to be proud.

### FOR SALE.

**TORONTO GROCERY FOR SALE**—Owner of old established corner grocery is retiring. Would sell stock and building. First class location. Apply Box 310. CANADIAN GROCER.

### A NOVA SCOTIA WINDOW.

#### Biscuits and Confectionery Displayed by an Amherst Grocer.

The window shown in this illustration is one recently produced by Frank Loughrey, the "Olympia," Amherst, N. S. Biscuits are prominently and artistically displayed with some fruit, confectionery, pickles, etc.

The feature in this window is the neatness of the arrangement. It is usually wise to display a particular line of goods separate from others, and in this respect the window might have been improved. Too many articles shown at one time have the tendency to detract the attention from the particular one which the grocer is anxious to sell.

Window dressing is rapidly becoming a science and a recognized good advertisement to the retailer, so that if merchants nowadays expect to reap success in their towns they must have not only attractive and neat windows, but store fronts which also are attractive.

the store than all the price-cutting, fake premiums, and sham lotteries put together. A grocer must gain the confidence of the people, if he expects to succeed, and this he can only get by being strictly truthful and fair to his customers, and he cannot be fair unless he sells, as far as lies in his power, the very thing the customer should buy.

It is often said that it is no trick to sell a person a thing he wants, but it takes a salesman to sell a thing he does not want. This may apply to some things but it is not good salesmanship in a store where you expect to hold your trade. We are passing through a crisis. The retail trade is suffering from various sources and is threatened by unhealthy methods, and in order to hold our own and continue to provide the public with the convenience they require and appreciate, we must get out of the old rut and give better service, and to do this we must learn more about the business.

All leading grocers are seeing the necessity more than ever of an aggres-



A Window Display Show in the Olympia Store in Amherst, N.S.

A handsome background to a window and seasonable goods in the front make splendid combinations, providing there are not too many varieties.

### WHAT SALESMANSHIP MEANS.

#### Reader Believes That Grocers Should Sell Goods That the Customer Needs.

(By a Retail Grocer.)

An article appeared on page 52 of The Canadian Grocer of May 7 in which the writer hit upon an idea in salesmanship which should attract attention and lead to good results. The idea I refer to is that a good salesman "must lead and direct his customer to buy the right things at the right time." This is a matter that seldom occurs to a clerk and yet it is of such vital importance that neither he nor his employer can afford to overlook it. It becomes more apparent every day that good intelligent service on the part of the grocer or any retailer, is appreciated by the public, and will add more to the success of

sive paper which is not afraid to attack all kinds of small underhanded methods, and to advocate clean, upright and good service to the people. There is no man who should stand higher in the estimation of the people than the man who knows how to conduct a retail store properly, and secure the confidence and respect of his customers. I do not take a pessimistic view of the situation.

The chances of the retailer are as good as ever but they have to wake up and adapt their methods to the growing changes in the demands of the public. Not many years ago every girl got a fairly good training in housekeeping, but now many of them are doing office work and when they get married they do not know what, or how to buy and it is right here where the grocer should help her honestly to buy what she needs.

If he learns to do this he will succeed, he can afford to be cheerful and will command the respect of his customers.

# How to Reach the Markets of the West

The best way to get your goods on the Great Western Market is to have them introduced by the largest brokerage house in Canada.

Our claim to this distinction is undisputed. With track warehouses at the three main centres of the West - WINNIPEG, CALGARY and EDMONTON—our facilities for distribution throughout the entire Western Provinces are positively unequalled.

Our knowledge of the market and our warehouse and distributing facilities are at the service of all reliable manufacturers and shippers who wish to get their goods placed with dealers throughout the West.

## NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

WINNIPEG

CALGARY

EDMONTON

Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton.

## Thurston & Braidich

128 William Street    NEW YORK CITY

Direct Importers of

VANILLA BEANS

TONKA BEANS

GUM TRAGACANTH

GUM ARABIA

Winnipeg Representative,

**W. H. Escott**

Wholesale Grocery Broker

141 Bannatyne Ave., East

## 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*

**COUNTER  
CHECK  
BOOKS**  
"Get The Best"

**LOBLAW CREDIT SYSTEMS**

The CARTER-CRUME COMPANY, Ltd

TORONTO and MONTREAL

# Lard Essentials

PURITY RESULTS PRICE

First principles are none of them forgotten in  
"EASIFIRST" Lard Compound

Made under Government Inspection

It will wipe out your Lard Worries

LET US SHOW YOU

**GUNNS Limited**  
WEST TORONTO ONTARIO



## Every



## Man, Woman and Child in Canada

Knows

# REINDEER

It stands for the Purest, Richest  
Condensed Milk.

It carries the most Businesslike  
and attractive proposition.

It will pay you to get it.

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

# LARD

There is a shortage in the Lard Market. The price is higher than we have known it, but notwithstanding the high price, we are unable to keep up with the demand for our Pure Lard. The people know a good thing and will have it.

Besides Pure Lard, we make excellent Lard Compounds. These are sold at very much lower prices than Pure Lard. If you are interested, write us for particulars, or ask our Salesmen about them.

**F. W. Fearman Co.**  
LIMITED  
HAMILTON, CANADA.

# Gambling

We are buyers of

## EGGS

Correspondence invited

Next week we will talk of something that is not gambling

**The Wm. Ryan Co.**  
LIMITED  
70-72 Front St. East Toronto

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More  
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# Produce and Provision Situation of the World

**Pork Packers Want More Hogs—Development of Home Consumption Desirable—Butter Production not Large—Low Stocks of Cheese in England.**

More hogs is the constant cry of the pork packers. Even the unusually high figures will not make them grow fast enough. The Canadian demand is active, and while there is also an export demand, very little is left after the home market is supplied. According to the prevailing idea the value to the country only comes in when an article is exported. That this is the opinion may be inferred from the fact that so much more attention is paid to the goods we export than what is consumed at home. The farmers think it is a terrible thing that we do not export more stuff. Do they think that we would be better off, if our people were not allowed to use it, so as to enable the country to export more? Which would be the more economical thing to do, feed a man in England and have the money for the food returned, or let the man come here and feed him here, and keep the money for his food? We would not only in the latter case have the same money, but we would also have the producing energy of the man. Is it, therefore, good policy to neglect the home market at the expense of the foreign? We are always trying to encourage immigration, but if people are worth more to us to feed them in another country, why bring them here? Our packers deserve a great deal of credit for creating such a good home demand through the excellent quality of their products.

Reports from England state that natural conditions have been against a large butter production yet. Ireland, however, has got to work and creameries vie with factories for precedence on the market. But the sum total of the efforts of these isles is at present not great. Making hay while the sun shines, the Danes have put up the price for current transactions, but while this has had the undoubted effect of steadying matters somewhat, other sections of the market have not exactly responded, as the spring make is too imminent. The colonial supply is not too much for the demand that exists for the supply, and the market may be called steady all around, with the outlook for lower figures when the make here and on the continent expands. There is an improved demand for Australian and New Zealand butter, and more business has been transacted in the east, west and south of England. The north still clings to the old-fashioned cask butter, and the newer package goods find a slow sale there.

Cable advices from England state that stocks have got very low and the amount on hand at the docks is now only 40,000 boxes, and that we are likely to have a

clear-out before the new arrivals come in. The demand has woke up a bit during the week, and buyers have shown a willingness to submit to present prices, though any increase in rates would appear likely to be met with a decline in buying. English has advanced until Cheddars are now up to 76s for finest. New Zealand is competing strongly with Canadian. Brokers on this side claim that the demand for Canadian cheese cannot be met, as the Englishmen are all in a hurry, being short sold.

## MONTREAL.

**PROVISIONS.**—There is no change in the market for live hogs, prices being steady under a good demand, and sales of selected lots were made at \$8.25 to \$8.35 per 100 lbs. weighed off cars. In abattoir fresh killed dressed, a fair trade was done at \$11.25 to \$11.50 per 100 lbs. The market for cured meats is quiet and unchanged.

Compound Lard—		
Tierces, 375 lbs.	0 09	
Parchment lined boxes, 50 lbs.	0 09½	
Tubs, 50 lbs.	0 09½	
Wood pails, 20 lbs. net.	0 09½	
Tin pails, in cases.	0 19	
Heavy Canada short cut mess pork, in bbls.	23 00	23 60
Selected heavy Canada short cut clear boneless pork.	24 00	24 60
Very heavy clear pork.	25 50	
Plate beef, 100-lb. bbls.	7 75	
" 200 "	15 00	
" 300 "	22 00	
Pure Lard—		
Tierces, 375 lbs.	0 13½	
Boxes, 50 lbs., grained.	0 13½	
Tubs, 50 lbs.	0 13½	
Pails, wood, 20 lbs., parchment lined.	0 13½	
Tin pails, 20 lbs., gross.	0 13½	
Cases, tins, 10 lbs. each.	0 13½	
" " 5 "	0 14	
" " 2 "	0 14	
Dressed hogs, fresh killed.	10 50	10 75
" Manitoba.	10 00	10 25
Country dressed.	9 03	9 53

**BUTTER.**—The market has broken badly, and is now down around a workable basis, but is still unsettled, and until it can be seen how supplies will be, it would be difficult to predict the future. The recent rains may retard production. Fresh rolls are in good demand, at slightly reduced figures. Stocks of fall creamery solids, are about exhausted. Receipts for the season, since May 8, have been 5,309 packages against 1,727 packages for the same season of last year.

Fresh creamery prints	0 22½
Fresh creamery, solids, lb.	0 23
Dairy, tubs, lb.	0 14 0 15
Fresh large roll.	0 16 0 17

**CHEESE.**—The market for cheese is higher in the country owing to short sales. Dealers do not anticipate as high a range of prices this year as last, but they will probably remain firm for two or three months. Export stock is going forward freely. Receipts since May 1 have been 11,511 boxes against 21,004 boxes for the corresponding period of last year.

New cheese, ar.e	0 21 0 22½
" twins	0 12½ 0 13
Old cheese, large	0 15½ 0 16
" twins	0 15½ 0 16
" small	0 15½ 0 16

**EGGS.**—The market is weaker and supplies from the country continue very

free. Packers are beginning to feel that present prices are dangerous, and are of the opinion, that nothing but loss stares those in the face who store now. The large packers have reduced prices, at least one cent in the country and will stand out, rather than take the eggs at any higher prices. At the present time quotations are from 2 to 3 cents higher than at the same period of last year.

New laids ..... 0 19 0 19½

**HONEY.**—There has been an enlivened demand for white clover comb honey, during the week. Buckwheat and clover lines, are unchanged and in small demand.

White clover comb honey	0 13 0 15
Buckwheat, extracted	0 08 0 01
Clover, strained, bulk, 20 lb. tins	0 10 0 19

## TORONTO.

**PROVISIONS.**—The hog market keeps firm and the highest prices are well maintained. There is no advance in cured meats, but the demand is good and business brisk.

Long clear bacon, per lb.	0 12½ 0 13
Smoked breakfast bacon, per lb.	0 15½ 0 16
Salt bacon, per lb.	0 11 0 11½
Light hams, per lb.	0 15 0 15½
Medium hams, per lb.	0 15 0 15½
Large hams, per lb.	0 13 0 13½
Shoulder hams, per lb.	0 16½ 0 17
Backs, plain, per lb.	0 16½ 0 17
" pea meal.	0 17 0 17½
Heavy mess pork, per bbl.	20 00 21 00
Short cut, per bbl.	23 50 24 00
Lard, tierces, per lb.	0 13 0 13½
" tubs "	0 13 0 13½
" pails "	0 13½ 0 13½
" compounds, per lb.	0 08½ 0 11
Dressed hogs.	10 00 10 50
Live hog, f.o.b.	7 25 7 50

**BUTTER.**—Butter is a little easier, but the best quality is all wanted at last week's quotations. There is still too much poor stuff in the market. Best brands of fresh creamery are selling for 23c. to 25c. and some special lines, even as high as 27c. In view of the fact that grass butter will soon be on the market, the butter which is coming in now will not be allowed to accumulate, and to keep it from doing so prices are likely to go lower.

Fresh creamery prints	0 23 0 26
Fall creamery solids	0 20 0 21
Farmers' separator butter	0 23 0 25
Dairy prints, choice	0 19 0 20
Ordinary prints	0 16 0 17
Large rolls	0 17 0 18
Baking butter	0 13 0 15

**CHEESE.**—The market is firm, with an upward tendency. There is very little old cheese left, and the supply must depend almost entirely on the new make. In view of the high prices of almost all other food stuffs, it is not likely that cheese will be any lower for some time.

Cheese, large, prime	0 14 0 14½
" twins	0 14½ 0 14½
" new	13 0 14

**MAPLE SYRUP.**—This article is practically all out of the hands of jobbers, and therefore very little doing. Prices are the same as last week.

Maple sy. u., in bulk, imperial gallon	0 90 1 00
" in tins	1 05 1 10
" sugar, per lb.	0 09

**POULTRY.**—Spring chickens are now arriving in small quantities, weighing from 1½ to 2 lbs. each and are selling at 40c. a lb. Poultry on the whole is quiet with prices high.

Early spring chicken, alive per b.	0 40
Young chicken, dressed, per lb.	0 15 0 20
" alive, per lb.	0 14 0 17
Hens, per lb., dressed	0 13 0 14
Turkeys, per lb., large	0 20 0 23
" medium young	0 25 0 30

**EGGS.**—Egg packers would like to

buy eggs cheaper and are looking for lower prices. Others see no reason why they would come down. Even at the high price they are not above their value as a food compared with meats and other foods. However the fact remains that with the addition of the cost of holding them they will make very dear

eggs for next winter. There is a feeling that the production of eggs is below the mark. Some dealers give it as the reason, that on account of the high price of poultry, farmers killed a great many of their hens, and therefore will not have the quantity of eggs.

Fresh eggs ..... 0 19 0 10

## Value to Wholesaler of Retailers' Association

Secretary of Seattle Retail Grocers' Association Addresses Vancouver Brethren—How Cutting of Prices Affects Manufacturer, Wholesaler and Retailer—A Cheap Insurance.

May 11.—A large meeting of the retail and wholesale grocers was held in the O'Brien Hall recently, the special purpose being to hear J. J. Higgins, secretary of the Seattle Retail Grocers' Association, and the Washington State Association, H. T. Lockyer, manager of the Hudson's Bay stores in Vancouver, and W. J. McMillan, representing the oldest wholesale grocery house in this city. The meeting was arranged by a committee of the Vancouver Retail Grocers' Association, and W. Clark, vice-president took the chair, owing to the illness of the president, Mr. McTaggart.

On rising to address the meeting, Mr. Higgins, who is not unknown in Vancouver, was warmly greeted. In dealing with the question of maintaining prices he gave a mass of interesting information, concerning his visits to the conventions of grocers which he has attended in various parts of the United States. He related his personal experience with the Seattle wholesale houses, which particularly interested his hearers. When there was need of money he had to take the hat round. "I called on one wholesale man," he said, "and told him the object of my visit, handing him a paper which I had prepared. Mr. Wholesaler took the paper, looked at it, took his pen and put his firm down for \$250. I must have looked the surprise I felt, for the wholesaler remarked, 'Mr. Higgins, you look surprised, did you expect more?' 'No I did not expect so much,' I gasped. He then told me that before the Seattle Retail Grocers' Association was fully organized his firm had to write off from \$5,000 to \$10,000 per year in bad debts, whereas last year the loss was only \$125. He also added that he looked upon that as the cheapest kind of insurance it was possible to get."

Mr. Higgins then showed how a grocer in a good neighborhood who started cutting prices was often the cause of other grocers being unable to meet their engagements, and from that it was an easy step to see that the interests of the manufacturer, wholesaler and retailer were identical.

At the conclusion of his address the visitor was loudly applauded.

Mr. Lockyer followed with a short but interesting address on "Stores and Storekeeping in Vancouver." Mr. Roy, secretary of the Vancouver Retail Gro-

cers' Association, stated that "we shall have more of 'Lockyer' and that 'Lockyerisms' will be heard when a paper will be read on 'The Bad Old Grocer,' and 'The Good Old Times.'"

Mr. McMillan, following, paid a compliment to Mr. Higgins on his able address, fully endorsing all that had been said about the interests of all in the trade being identical.

W. H. Malkin, of the W. H. Malkin Company, and F. R. Stewart, of F. R. Stewart & Company, gave brief addresses, expressing the wish that such meetings might be held more frequently, as they felt that nothing but good to the trade in general could come from straight heart to heart talks as had taken place.

Heartly votes of thanks were tendered the speakers at the conclusion.

### BETTER SANITARY CONDITIONS.

An order has been issued by the Board of Railway Commissioners to the railways to observe sanitary conditions upon their cars and in their stations. As a result of the applications of the Montreal Board of Trade, every railway company subject to the legislative authority of the Parliament of Canada is ordered: To keep clean and well ventilated all waiting rooms, closets, and to disinfect them. Employees are to give monthly reports on condition of all such; passenger cars are to be cleaned and ventilated in the same way.

To adopt by-laws preventing spitting on cars, closets, platforms, stations, etc., except in receptacles provided.

To fumigate all stations or cars where infected persons have been.

To fumigate all sleeping cars at least every 30 days.

Mrs. Stringer, mother of W. B. Stringer, fruit broker, Toronto, died on Tuesday of this week and was buried on Thursday.

Mr. Stephens, who has been connected with the grocery department of the Regina Trading Co., Regina, and who has been connected with that firm for the past three years, is leaving for Swift Current, where he has accepted a position, as buyer.

## 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.**

## JELL-O

the Dainty Dessert and Ice Cream Powder  
Manufactured from the finest  
Belgian Gelatine

Big Package Big Seller Big Profit

WRITE

**W. H. ESCOTT  
(Wholesale Grocery)  
BROKER**

Winnipeg Canada

## BARRELS

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

**H. CARGILL & SON  
CARGILL, ONTARIO**

## SALT

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

**TORONTO SALT WORKS  
126 Adelaide Street E., Toronto**

SPRAGUE

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



**USE OVAL WOODEN  
BUTTER DISHES**

**THOMAS BROS., St. Thomas, Ont.**



## Your Customers Know It!

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

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

# Magic Baking Powder

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

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



ESTABLISHED 1852.

Food products that are produced in clean factories are best.

## The Trade's Co-operation

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

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

My present advertising campaign is now on. It includes

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

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

**WM. CLARK**  
Manufacturer  
MONTREAL

REMEMBER

# BOVRIL

is invaluable in the kitchen  
in the summer

It saves time, labor and fuel and also provides many nourishing and appetising dishes.

A one pound bottle is a nice addition to an order and a timely suggestion will often secure it. **Bovril** is especially useful in the country house, the camp, picnics, etc.

In order to ensure ample supplies of prime beef for our needs we have just acquired 9,261,400 acres of pasture land in the northern territory of South and Western Australia and 438,076 acres in the Argentine Republic. We have now over 200,000 head of horned cattle on these estates and that number will be largely increased.

The estates are more than half the size of Nova Scotia.

**BOVRIL LTD.**

27 St. Peter St., - MONTREAL

## The Grocer's Encyclopedia From Week to Week

History of the Pineapple and Story of Its Rise—Where the Canadian Supply Comes From—The Methods of Planting.

**PINEAPPLES.**—The pineapple or ananas, as it is sometimes called, is highly esteemed and much cultivated for its fruit. The fruit is a sorosis formed by the calyces and bracts of a close spike of flowers, becoming succulent and combined. The pineapple plant has a number of long, sharp pointed, rigid leaves, springing from the root in the midst of which a short flower stem is thrown up, bearing a single spike of flowers and therefore a single fruit.

From the summit of the fruit springs a crown or tuft of small leaves, capable of becoming a new plant, and very generally used by gardeners for planting; the pineapple in cultivation being propagated entirely by crowns and suckers, as in a state of high cultivation, perfect seed is scarcely ever produced. The pineapple is a native of tropical America; it is found wild in sandy maritime districts in the north-east of South America, the West Indies and Central America.

### Where the Pins Grow.

It has been greatly changed by cultivation. It has gradually been diffused over tropical and subtropical countries of the world. Mexico, Florida and California now produce fine fruit. Certain parts of Asia and Africa grow the pineapple and it has been cultivated in England and other parts of Europe. It delights in a moist warm climate, and does not, therefore, grow well in the south of Italy.

The first particular account of the pineapple was given by Oviedo, in 1535. It was first cultivated in Europe, in Holland, and subsequently in England, where it soon after might be seen in every gentleman's garden. The greatest care is necessary in the cultivation of pineapples as without such it becomes coarse and fibrous with little sweetness or flavor. With it, however,

it is one of the most delicate and richly flavored of fruits.

Its size depends largely on its cultivation also. The size varies from 2½ to 12 lbs. in weight. The pineapples grown in hot-houses are superior to those grown outside.

### Recent Rapid Advance.

The increasing popularity of the pineapple has led to more care being exercised with them, so that stock now coming into the market from various parts of the world has much improved. In the colder climates, near the tropical zone, it is grown in special houses, often called the pineries or pine-stoves. Sometimes it is grown in flued pits, and sometimes also, even without fire heat in frames continually supplied with fresh tanners' bark, and dung.

### Present Mode of Planting.

The universal practice till of later years was to grow the plants in pots, plunged to the requisite depth in tanners' bark or other fermenting matter, and these were transferred from one house or one compartment to another according to their stage of advancement, three years' time being deemed requisite from the time of the planting of a crown or sucker to the production of the ripe fruit. But the pineapple is now often planted in beds, and fruit of the best quality is sometimes obtained in fifteen months.

The best soil is a rich and rather sandy loam. It is often formed from the turf of old pastures, with manure, peat, sand, etc., thoroughly mixed. Ventilation must be freely admitted from time to time, but care must be taken to keep the atmosphere moist. A pineapple which has borne fruit is thrown away as useless.

Canada receives her supply largely from Florida and the West Indies, al-

though some from California, Hawaii and Mexico find their way here.

## AGAINST FOREIGN PACKETS.

United States Tea Trade Want More Protection Against English and Canadian Houses.

Representatives of the tea trade in New York recently joined issue with the published statement of Francis E. Hamilton, counsel of the National Coffee and Tea Association, with regard to packet teas. They declare that it is not often that the tea trade are able to arrive at a common ground in any matters pertaining to tea law or tea duty, or, in fact, to any question, but in one respect, the trade is almost a unit in vigorously requesting Congress to protect the United States tea trade against distribution of "bulk" and "packet" teas by English and Canadian houses.

"There are few in the business," said a leading merchant, "who have not felt the effect of this competition, and the proposal to place an import tax of 5c on all 'packet' teas and on all teas imported in 'bulk' from country other than original growth is meeting with widespread approval. It is argued that these 'packets' cost on an average of 3c per pound for their packing alone, and that this in conjunction with the discriminating Canadian duty of 10 per cent. would be approximately offset by a 5c tax over and above any other duty that might be imposed.

"A large number in the trade are apparently waking up to the possibility of their having been used as a 'cat's paw' by large foreign sellers of 'packet' tea in this country. It would be interesting to know for whom the National Coffee and Tea Association, lately formed to oppose a tea duty, is in reality speaking."—New York Journal of Commerce.

If you are looking for trade with Irish merchants there is one paper that can put you into touch with buyers, and that is

**The Irish Grocer, Drug, Provision and General Trades' Journal,**

10, Garfield Chambers, Belfast, Ireland

The GRAY, YOUNG & SPARLING CO., Limited

**SALT MANUFACTURERS**

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

### OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas  
Clan and White

Quebec's leading Flour and Grain House.

C. A. PARADIS, Dalhousie St., Quebec

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

Strictly French Manufacture Guaranteed  
Manufactured at  
92 Beaudry Street MONTREAL

### 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.

# EPPS'S

GRATEFUL AND COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal  
in Nova Scotia, E. B. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

NUTRITIOUS AND ECONOMICAL

# COCOA



## The Quality of Christie's Biscuits and what it means to you—

**I**N buying goods there are three cardinal points that you consider carefully. They are:

1. How quickly can I turn these goods over and get my money out of them?
2. Are they the best that I can buy?
3. Do I get a fair margin of profit?

The merit of the goods very properly takes precedence over the matter of price, although, of course, the latter is important.

However, quality has more to do with profits than some merchants think.

Fundamentally, quality determines the success of any article just as the success of every merchant depends upon the quality of the goods he handles.

Christie's Biscuits measure up to the very highest quality standard. There is no acceptable substitute for them on the market. Therefore, Christie's Biscuits are as staple as sugar and salt in the grocery stores that cater to particular trade.

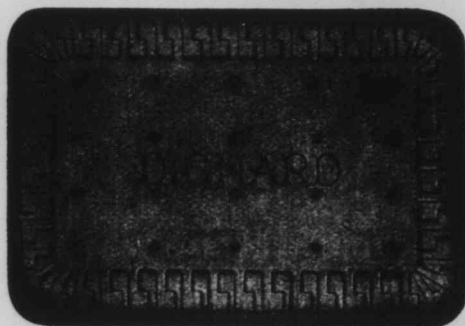
The thousands of merchants, from ocean to ocean, who push Christie's in preference to all other brands of biscuits, have come to realize, through experience, just what Christie Quality means to them.

These merchants have proved that Christie's give them a larger turn-over, and greater aggregate profit in their biscuit departments; also that they build up the paying trade and hold it.

*They have proved, too, that Christie's Biscuits sell more than biscuits.*

### Christie, Brown & Co., Limited

**DAILY CAPACITY 30,000 LBS.**



**Dignard  
Limited**

BISCUIT  
MANUFACTURERS

MONTREAL

## "LUCERNA"

IMPORTED

### Swiss Milk Chocolates

will surely please your customers.

To buying agents for certain districts special terms are offered.

Write us for samples, prices, etc.

**LUCERNA ANGLO SWISS MILK  
CHOCOLATE CO.**

214 Princess Street, - - Winnipeg



Family trade is more desirable than transient custom. In handling

### CARR & CO.'S BISCUITS

you are assuring yourself of the confidence of your best trade. These biscuits are unapproachable in every respect of superior quality.

ASK OUR AGENTS FOR THEM.

### CARR & CO., CARLISLE, ENGLAND

AGENTS:

Wm. H. Dunn, Hamblin & Brereton, L. T. Mewburn & Co., Ltd. The Standard Brokerage Co., Ltd., T. A. MacNab & Co.,	Montreal and Toronto, Winnipeg, Vancouver, B.C., St. John's,	Eastern Provinces Port Arthur to Alberta Province of Alberta British Columbia Newfoundland
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### Splendid Summer Sellers

During the hot months your customers appreciate anything that will lessen hot kitchen work. Point out to them that

# Cowan's

## Cake Icings

Need no cooking—  
Are always ready—  
Make cakes most attractive—and are put up in eight flavors.

It will mean extra business for you.



**The Cowan Co., Ltd.**  
Toronto, Canada

CANADA :  
No better  
Country



MOTT'S :  
No better  
Chocolate

### Right--Always Right--

It has never been anything else since we first turned out the goods (over 25 years ago).

# MOTT'S

"DIAMOND" and "ELITE"  
brands of

## Chocolate

Are for this very best of reasons the most satisfactory brands to handle.

At Every Jobber's

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

SELLING AGENTS:

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

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



**SOFT MINTS—50. boxes.**

**ACME PELLETS—5-lb. tins.**

**M. & R. WAFERS—50. bags.**

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

**Hard and Soft Licorice Specialties**

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto  
PROVINCE OF QUEBEC and MARITIME PROVINCES  
W. H. Dunn, 394 St. Paul St., Montreal  
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg  
VANCOUVER, J. F. Mowat & Co., 354 Water St.

By Royal



Letters Patent

# NELSON'S

## 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 & Gooders, 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.

## Flour, Cereals and Confectionery Department

Increase in Consumption of Cereal Foods in Canada—Flour Increases in Price on Account of Advance in Wheat — Cereal Products Ten Cents Higher.

"The increase in the consumption of cereal foods during the past decade has been wonderful," remarked a representative of a large breakfast-food manufacturing concern to The Grocer this week. "All these new prepared breakfast foods from wheat, corn, etc., which have recently come onto the market have displaced to some extent the old fashioned oatmeal. This is due to the fact that they are more easily gotten ready and handled with greater facility.

"There is," he continued "a vast amount of meal from corn, wheat and oats consumed and this industry has spread rapidly in Canada in view of the big export demand."

Canada's oatmeal and similar products are known in most countries. The demand from South Africa of late years has been large and our cereal foods going there are much desired.

All grocers handle breakfast foods now-a-days and they are among the principal profit producing goods in the grocery store.

Cereals this week advanced 10 cents in view of the high price of the raw material.

### MONTREAL.

FLOUR—The flour market is very firm in sympathy with the advancing raw material market. Some lines have advanced, and a light move, on the part of the others, may occur at any moment. The demand for export purposes is good, and fancy prices are being offered in foreign quarters. Owing to scarcity of Ontario winter wheat, a strong feeling prevails in the local market for these lines.

Winter wheat patents.....	5 50
Straight rollers.....	4 70 4 80
Extra.....	4 00 4 10
Royal Household.....	6 50
Golden.....	6 00
Manitoba spring wheat patents.....	6 30
" strong bakers.....	5 30
Five Roses.....	6 30
Harvest Queen.....	5 80

ROLLED OATS—The trade is pretty well filled up and jobbers are finding it difficult to make sales. There is a limited demand at this season of the year, so the volume of business is small. Receipts have been good and exports have been practically up to last year's mark.

Fine oatmeal, bags.....	2 72 1/2
Standard oatmeal, bags.....	2 80
Granulated.....	2 60
Gold dust cornmeal, 99-lb. bags.....	2 10
White cornmeal.....	2 00 2 05
Roller oats bags.....	2 55
" bbls.....	5 35

FEED—The unusual demand for bran continues. This condition is general in country places as well as in the cities. Some enquiries have been received from "American" points also, for export. Shorts are somewhat more plentiful but the demand for them is limited.

Ontario bran.....	23 00 23 50
Ontario shorts.....	25 00

Manitoba shorts.....	25 00
bran.....	23 00
Mouille, milled.....	25 00 27 00
straight grained.....	22 00
Feed flour.....	1 85 1 85

### TORONTO.

FLOUR—The market is firm, and wheat again about 10c. higher than last week, which is now selling at \$1.30 a bushel, and flour as high as \$6.30 a barrel. Wheat is scarce, and lots of mills cannot get enough to keep running. Owing to the high price dealers are very careful in buying, which causes the market to be sluggish, and heavy.

Manitoba Wheat.	
1st Patent.....	6 10 6 30
2nd Patent.....	6 00
Strong bakers.....	6 80

Winter Wheat.	
Straight roller.....	5 90
Patent.....	6 30
Milled.....	6 00

CEREALS—In response to the sharp advance in wheat and also in oats cereals are all ten cents higher. Besides a good local demand there is also a brisk export demand from England. The market is firm and exciting.

Roller wheat, car load.....	3 10
" oats.....	2 50
Oatmeal, car load.....	2 75
Roller wheat in barrels, 100 lbs.....	2 25
" oats in bags, per bag 90 lbs.....	2 60
Oatmeal, standard and granulated, in bags 90 lbs.....	2 85

### TRAVELER DEAD.

A. G. Marmion, a traveler, died last week in Muskoka. Bruce County was his native home but he went to Toronto about twenty-one years ago and for several years carried on a grocery store on Parliament St. He later became identified with the Toronto Show Case Co. He was about 70 years of age.

### TRADE NOTES.

Geo. McKenzie & Co., Campbellton, N.B., have sold to McKenzie & Trueman.

Thos. Belley, general merchant, St. Jerome, Que., has assigned.

James Pritchard, general merchant, Swan Lake, Man., has assigned to C. H. Newton.

A despatch from San Bernardino, Cal., states that all previous records were broken by the Atchison, Topeka & Santa Fe Railroad for April in shipments of oranges to the east. During April 3,984 cars went east. Each car contained 384 boxes, and, with about 175 oranges to the box, a total of 268,800-000 oranges was carried. The value for the month's shipment was about \$4,000,000.

David Blain barrister, and brother of Hugh Blain, of Eby-Blain, died last week.



## Good Value In Every Box

This, along with quality, is why you can sell to advantage

## Mooney's Perfection Cream Sodas

You are giving a customer a square deal. The fresh crisp, delicious taste of every biscuit will convince the good housewife that she has received a fair, honest return for her money.

### Mooney Biscuit and Candy Co., Limited

Stratford Canada



## COX'S GELATINE

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

PURITY GUARANTEED BY THE MAKERS

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

## Winnipeg Importers on Canadian-German Treaty

**Present Tariff is Preferred on German Goods Coming to Canada—Change Recently Made Gives Preference to Great Britain—Only a Few Articles in Grocery Line Imported.**

Winnipeg, May 12.—That the negotiations now reported between the governments of Canada and Germany, are of importance to the people of Canada no one can deny, but just to what extent the various trades and industries will be affected is extremely hard to define.

Very little has been made public as yet regarding the nature of the commercial relationship which is under consideration. Practically all that is known is that the present agitation originated in Germany, and a few facts of history may probably give us a key to the inquiry.

By reason of the sur-tax which was placed upon German goods coming into Canada a few years ago Germany has been deprived of the trade relations which Canada has with other foreign countries. And it would seem that a removal of this sur-tax, which would put German goods on a par with all other foreign goods, is all that would be required to arrive at a settlement.

Now since the Germans are expressing dissatisfaction it must simply be that there has been a distinct falling off in the export of German goods to Canada since the trade relationship of a few years ago was adopted.

That this is the case may be verified by interviewing importers in various lines. German importations, however, do not cover a very wide range of goods. There are some grocery lines brought in from Germany and these have shown no decline in quantity notwithstanding the present trade relations. These goods are limited chiefly to glass-jar fruits, Frankfurter sausages and special varieties of cheeses. The reason perhaps, why these importations have not been affected by a tax is that they cannot be had from any other country, and Germany was able to put them on the market cheap enough to eliminate a seemingly exorbitant price. There is no doubt, however that if the commercial relationship between the countries was more free that these goods would come in more extensively.

### Prices Might be Lower

At present the largest Winnipeg importers of German grocery articles are the Hudson Bay Company. The manager of the grocery department of this old concern, stated, that if better trade was inaugurated with Germany, they would lower the price for which German goods are now retailed and that would mean a larger sale of the goods naturally. The orders from this store have increased more or less every year in spite of the tax, which is attributed largely to the fact that the German population was increasing and certain lines would continue to be popular.

Although German groceries have been

coming in more or less on an increase according to the growth of the business house handling them, and also according to the increase of population, it is difficult to ascertain whether the increase would have been greater had not the sur-tax been imposed. It is, however, reasonable to suppose that it would.

Regarding other lines of importation from Germany the same condition of things does not prevail. There are extensive importations of hardwares, dry goods and notions. Perhaps the leading hardware goods brought in is cutlery. Before the sur-tax the quantity of German cutlery used was considerable but now the bulk of this trade is with England. Now that the trade is established with England and although the goods were once cheaper when got from Germany, local importers are indifferent as to a revival of German trade. There are two causes for this indifference. The first is that the profits of the wholesale importer has not diminished, since to save himself, it was only necessary to raise the price of the goods, and thus make it affect the public solely. Another cause for indifference is that the German articles are as a rule, inferior to other countries' goods. No business house cares to see the market flooded with cheap inferior wares. The best is always in demand, and a higher price will invariably be paid for it.

### Falling Off in Dry Goods.

In the dry goods line German importations fell off greatly since the sur-tax was levied. Most of the up-to-date importing dry goods houses claim that Germany is the headquarters for certain braids, hosiery and cloths. The cotton hose brought in at the present time is said to be unexcelled by anything of the kind on the English market. These have come in and will continue to come in, in spite of the present trade relationship.

In all lines of German imported goods, it is really the public that should be interested. The demand has not lessened in most cases owing to the present high tariff. Importers will bring in the goods at any cost if they can secure their profits, and these profits have been forthcoming.

### Prefer Present Tariff.

There are two reacting features in the Canadian-German trade relationship. On the one hand the public's money is going out for goods which are coming in almost as liberally as before the sur-tax, and it is the opinion of many that this alone would warrant the elimination of the present excess of the one-third rate; on the other hand if the tariff wall was lowered, trade at present with Great Britain would possibly gradually revert to Germany, not only des-

troying the preference with the mother country. For this reason, in the opinion of local business men, it would be well to retain the present high tariff.

### NEW MARKET ESTABLISHED.

The Village of Schomberg, Ont., has established a weekly market for farm produce which is proving a pronounced success. On Wednesday of each week, the day set apart as market day, the farmers from a considerable distance come in with the fruits of their husbandry and a number of buyers from the city attend the market so that there is ready sale at good prices. That the establishing of this market is a great convenience and profit to the farmers of the neighborhood is a fact for the increased price they receive for their produce more than compensates them for the small fee paid to the market authorities. It certainly gives the farmers a considerable amount of ready money to spend and they no doubt do spend a large part of it in the village but it is a question whether a considerable amount does not find its way to the mail order stores of the city.

Another inconvenience is that this system concentrates business largely upon one day of the week, making a rush while the balance of the week is comparatively quiet. This necessitates extra store help for the market day.

The large increase in the demand for Wilson's Fly Pads this spring is necessitating the preparation for a large summer business in the manufacture of these goods.

**WM. BERRY LTD.**  
MANCHESTER and LONDON, ENG.  
**Wax-Waterproof  
Shoe Polishes**  
Dominion Agent  
**SIDNEY LEAR, 77 York St., TORONTO**

## THE PEOPLE OF JAMAICA

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

## KINGSTON "GLENER"

might bring inquiries. Better write for rates to

**I. C. STEWART, Halifax**

# Dependable Flour

What does it mean—to you?

**R**EJECTED for Unreliability—  
is the recession of many an  
*otherwise* excellent salesman,  
for Dependability is the crying need  
of our times.

¶ A man with *inherent* selling  
ability who can command the good-  
will of many buyers is worth big  
money. But the man combining  
with these qualifications an absolute  
reliability at all times and every-  
where — the *dependable*  
man, he's the fellow who  
commands a premium.

¶ Would *you* hire such a man?

¶ Here's the exact parallel in flour-  
dom. The standard of reliability,  
where else can you find it but in  
FIVE ROSES? For nearly a  
quarter century there has been no  
misrepresentation nor deliberate  
breach of confidence. FIVE  
ROSES is *more than uniform*, we  
would say "unalterable" but for its  
*progressive* quality.

¶ Since we began milling we have  
always understood this secret of  
business-building; that *we* are to be  
held responsible for the *highest*  
quality attained and it must always  
be the same—*or better*. If FIVE  
ROSES quality were lowered for a  
time there would be trouble at once,  
if the quality were raised for a time  
and then lowered to former level  
there would be an even bigger  
howl.

## **FIVE ROSES**

**More than uniform**

¶ That's why FIVE  
ROSES is more than  
uniform—always nearest  
to our ideal, that one best, perfect  
flour which has not *yet* been made.

¶ Do *you* want a reputation for *pro-  
gressive* quality, reliability and de-  
pendability that will lift you out of  
the ranks of all competition? Do  
you want to be in a class by your-  
self? FIVE ROSES is doing it for  
others—why not YOU?

## Lake of The Woods Milling Co.

Limited

MONTREAL TORONTO WINNIPEG KEEWATIN VANCOUVER ST. JOHN, N.B.

## Canadian Trade Changes of Recent Occurrence

**Losses by Fire, Assignments Made and Recent Deaths—Businesses Starting up and Purchases Made — New Companies Formed.**

### Ontario.

Gervis & Co., grocer, Toronto, has sold to Lloyd Bros.

E. D. McRoberts, grocer, London, has sold to J. Miller.

N. H. McConnell, grocer, Welland, Ont., has sold his business.

Grocers Wholesale Co., Ltd., Hamilton, has sold to H. W. Zealand.

W. J. Curry, grocer, Orangeville, Ont., is succeeded by S. E. Buchanan.

Jas. Fenwick & Son, grocers, St. Marys, Ont., are retiring from business.

The Lang, Jodouin Trading Co., general merchants, Elk Lake, Ont., were recently burned out.

Wm. Arnold, grocer and crockery dealer, Kincardine, Ont., is advertising his business for sale.

The Slate River Valley Co-operative Association, Slate River Valley, Ont., has obtained a charter.

Fairbrother & Filby, general merchants, Beamsville, Ont., have dissolved; W. L. Fairbrother, continuing.

W. E. Evans, general merchant, Whitebread Station, Ont., has sold to Armstrong & Co., of Wallaceburg.

Newman, Livingston and Co., Gananoque, Ont., have secured the premises recently occupied by Kenny & Cockrill.

The condensed milk factory at St. George, Ont., is having an addition to its plant. The installation of machinery is for the manufacture of powdered milk.

Tyndall & Carr, Goderich, who a few weeks ago purchased the grocery business of Thomas Beacom, of Clinton, have disposed of it to J. P. Sheppard, of Clinton, and his sister, Miss Kate, who has been connected with the business as clerk for several years.

Lieut. J. H. Armstrong, Dundas, Ont., who recently took over the Durrant grocery store, has sold his business to David and Charles Towns, and the new proprietors will take possession at once. David has been connected with Bertram's and Charles with Grafton & Co. for some years.

### Quebec.

The J. Belanger Broom Co., Bedford, Que., has registered.

Griffintown Retail Grocery store, Montreal, is opening for business.

J. B. Turgeon, general merchant, St. Isidore, Que., is offering a compromise.

### Western Provinces.

V. P. Byam & Co., general merchant, Rokeby, Sask., have been succeeded by Young & Gamble.

### Maritime Provinces.

Rev. P. Fiset, general merchant and fish dealer, Eastern Harbor, N.S., died recently.

Donald S. Trueman, formerly of Sackville, N.B., has recently entered

into partnership with B. J. A. McKenzie in Campbellton, N.B., to carry on a grocery and crockeryware business. The firm name is McKenzie & Trueman.

### New Companies.

The Ideal Confectionery Co., Montreal, has been formed to manufacture chocolate, biscuits, etc.

The Ontario Seed Co., Waterloo, Ont., has been granted a provincial charter to deal in seeds, fruits, vegetables, etc.

Stuarts, Limited, Montreal, Que., have organized to carry on the business of biscuit, confectionery and bread manufacturing.

The Canadian Biscuit Co., Ste. Anne de la Perade, Quebec, has been formed to manufacture and deal in biscuits, confectionery, essences, sweet oil, etc.

### WRITE TO-DAY—MAIL TO-MORROW

Verbatim copy of a letter which, being type-written in the heat of an indignant moment, was reserved for reconsideration next morning, and—then not sent at all:—

Johnes smiifh Esx, wool Exejanje, coFeman Stseet, e.C., deasn MR. Smith; I Umbertan from yoыр managing clerk, mr. Brown, that yo require my no longer reqwire my services as stenograper and typewri, on account of whst yoй are are pleased tocall my drunken and swinish habits. Outf respec Only fryor late fajher I should hacc much pleasure in suing you for jajabes. I new wrute yiym since you refuse to see me inperson, to inform you thay you are mistaken in yout estmage of my charactef, and I truat that you will have as much d9fficulty in obtaiing a clerk toс suik your reqyirements as I shlll have ease in secuting another apointm3nt. I amf deat Sir, Yours faityfully, J. Jallington-Jones.—Business.

ALL ABOARD  
GET READY TO SUPPLY THE  
DEMAND FOR

# GREAT WEST

CUT PLUG  
SMOKING and CHEWING  
TOBACCO  
SALES INCREASING DAILY

## CLAY PIPES

The best in the world are made by  
**McDOUGALLS**  
Insist upon this make  
**D. McDOUGALL & CO.,** Glasgow, Scotland.

If you desire to increase your business buy your  
PIPES, TOBACCO, CIGARS,  
BISCUITS AND CONFECTIONERY  
from  
**JOS. COTE**  
Importer and Wholesale Tobacco Dealer  
The greatest assortment of smoker's articles in the Dominion.

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

Tel. Up 2076 Tel. East 5964  
**YOUNG'S PATENT PIPE**  
in Seven Shapes  
**W. J. GRANT**  
Sole Agent for Canada  
506 Lindsay Building, MONTREAL.

# BLACK WATCH



The Big Black Plug  
Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade

**White as snow**



**It Sells Easier**

The very appearance of a yellow laundry soap is a handicap against its sale. You can certainly sell

**"CANADA'S BEST"**

—the new, white laundry soap—far easier than you can the yellow kind. Just show it and tell your customer "Canada's Best" is not adulterated with "resin" as are all yellow laundry soaps—and the sale is made.

We've something mighty good to offer you, so write us at once.

**UNITED SOAP CO.**

Brantford  
ONT.



**The New White Bar**

THE MANUFACTURERS' NAME

**"S.C.CO."**

stamped on every

**"7-20-4"**

10 CENT CIGAR

**IS THE SMOKER'S PROTECTION**

It is our latest product and excels anything we ever before attempted—FINEST HAVANA FILLED.

We made a success of HOGEN-MOGEN and ROYAL SPORT on a QUALITY basis, and it is just the same with all our lines. THE QUALITY is remembered long after the PRICE is forgotten.

WRITE TO-DAY FOR A TRIAL ORDER OF 7-20-4.  
THERE'S MONEY IN IT FOR YOU.

**Sherbrooke Cigar Co.**  
SHERBROOKE, QUE.  
Our travellers cover the Dominion.

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

IF NOT—WHY NOT ?

**"Tuckett's Special"**

the new 10c. plug is the latest

**Order from Your Wholesaler**

Manufactured from **Imported Leaf Exclusively**

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

Canadian Fruit, Vegetable and Fish Markets

Toronto Dealers Receive Eighty-five Carloads of Fruit in Five Days—Enormous Quantity Being Consumed—An Overstock of Cabbage—Good Demand for Fresh Fish.

MONTREAL.

GREEN FRUITS—The green fruit market has stood practically still during the week so far as prices are concerned. No declines or advances are recorded. This is in a measure due to the fact that the fruit boats have not yet disposed of their stock by auction which will undoubtedly have some effect on the market. Trade has been good during the week, many orders going forward to the country.

California navel, 96, 126, 260, 288 size	2 93
" 150, 17, 300, 216 size	3 25
Cuban oranges	2 25
Valencia oranges, 420 size	2 50
Cal. blood oranges, 15. to 216 size	4 50
Grape fruit	3 25
Lemons, choice, 300 size	2 25
Bananas, crated	1 76
Pineapples, extra fancy, 24 size	2 50
Cranberries, per box	4 50
Spies, XXX	7 50
Ben Davis, XXX	6 00
Strawberries	0 40
Cocoa nuts, bag	4 00

VEGETABLES—Egyptian onions are offering at 2½c per lb. Mushrooms, tomatoes, Montreal potatoes and shallots have declined slightly. Celery, carrots and Boston lettuce have gone up a shade. Business during the week has been fairly good. Some houses report considerable activity in shipments to country points, and summer resorts, where traffic has already commenced.

Mushrooms, lb.	0 75
Cucumbers dozen	1 25
New carrots, doz n.	1 00
Tomatoes, crate	2 25
Leeks, dozen	1 50
Parsnips, bag	1 40
Green peas, basket	4 50
Asparagus, doz	6 00
French cauliflowers, doz.	6 00
Parley, box	2 75
Sage, per doz.	0 60
Skilly, per doz.	0 60
Celery, crate	3 00
Water cress, large buncher, per bunch doz.	1 00
Spinach, barrel	2 50
Green peppers, crate	4 50
Beets, bag	1 00
Carrots, bag	1 25
Lettuce, early	0 40
Lettuce, Boston, box	3 00
Radishes, doz.	0 50
Horse radish, per lb.	0 15
" new, crates	4 50
Montreal potatoes, bag	1 10
New Brunswick potatoes	1 25
New potatoes	0 50
Onions large bag, lb.	0 02
" Egyptian	0 10
Red onions, barrel	4 00
Turnips, bag	0 60
String beans, basket	4 00
New beets, crate	3 00
New cabbage, crate	2 75
Shallots, doz. buncher	0 15

FISH—Some lines have firmed up a little, while others are a shade easier. Halibut is scarcer this week. Haddock is more plentiful and lower, also shad. B. C. salmon is a shade lower this week and brook trout has begun to arrive. Other lines are the same as last quoted.

FRESH

Market cod, per lb.	0 04	0 044
Haddock, per lb.	0 04	0 044
" fancy shore, per lb.	0 05	0 054
Steak cod, per lb.	0 05	0 07
Grass pike, round	0 07	0 08
Halibut, per lb.	0 05	0 08
Round perch, per lb.	0 08	0 10
Dressed bu'heads (Barbotte), per lb.	0 08	0 18
Bluefish, per lb.	0 09	0 18
Sea bass, per lb.	0 18	0 14
Striped bass, per lb.	0 14	0 14
B. C. salmon, new, per lb.	0 18	0 20
Roe shad, each	0 00	0 90
Buck shad, each	0 00	0 50

Shad herring, large, each	0 02
Brook trout	0 22
Flounders	0 09

SMOKED

Haddies 15 lb. bxs., per lb.	0 07	0 074
Kippered herring, per box	1 00	
L. & S. blasters, per box	1 10	
Smoked herring, small boxes	0 08	
Smoked salmon, 10 lb. cured, per lb.	0 25	

SHELL FISH

Select bulk oysters, per gal.	1 50
" Sealight" sea oysters, per gal.	1 90
Live lobsters, per lb.	0 15
Boiled lobsters, per lb.	0 17

FROZEN

Market cod, per lb.	0 03
Steak cod, per lb.	0 03
Halibut, per lb.	0 09
B. C. salmon, red, per lb.	0 09
Qualla salmon, per lb.	0 08
Fall salmon, per lb.	0 07
Grass pike, dressed, per lb.	0 05
Dore, round, winter caught, per lb.	0 18
Large whitefish, per lb.	0 09
Small	0 06
Lake trout, per lb.	0 10
Mackerel, round per lb.	0 10
Large frozen herring, per 100.	1 50

(Weigh 55 to 60 lbs per 100 fish)

SALTED AND PICKLED

Labrador herrings, barrel	5 60
Labrador salmon half bris	9 00
B. C. salmon n. half bris	9 00
No. 1 mackerel pails	1 75
Small green cod per lb.	0 02
Large	0 03
Labrador sea trout, bris.	12 50
Skinless cod, 100 lb. cases	5 25
Bon-less cod, in blocks, 5½, 6, 9 cents per lb.	

TORONTO.

GREEN FRUITS — There are still some apples quietly held in storage, and brought out gradually to meet high price buyers. Pineapples receive the closest attention just now, and are about at their best. The quantities handled are enormous. Eighty-five carloads of different kinds of fruit arrived in five days. Strawberries are now in from Tennessee. Last week they were from North Carolina. They are ripening farther north from week to week until in a few weeks they will be ripe in our own country. Oranges are unchanged this week, with plenty arriving to meet the demand.

Apples, Spies	6 50	7 50
" Russets	3 50	4 00
" Baldwins	4 10	5 00
" Greenings	4 00	5 50
Oranges, Valencias, 420, ordinary	5 00	
" 420, large	6 00	
" 714	6 00	
" California navels	3 00	3 50
" Mexican	2 75	2 75
Lemons, Messina	2 75	3 25
Bananas	1 70	2 25
Grape Fruit, Florida, box	3 75	4 50
Pineapples, Florida, crate	2 25	2 75
Strawberries, Tennessee	1 18	

VEGETABLES—"What about you, if the retailer cuts you out," a Toronto potato dealer was asked. "Well, I have some oats and hay for my horses, and I have lots of potatoes that keep me and my friends going for a while, so I have no reason to be alarmed and I have no reason to kick. I am doing well and am satisfied." Potatoes are the same as last week. The market is overstocked with cabbage, and much of it is sold at a loss in order to get rid of it. Tomatoes

Full Lines  
of all IMPORTED  
FRUITS and VEGETABLES  
to be had. Send Orders to

McWILLIAM  
**Mc. AND E.**  
EVERIST

25-27 CHURCH ST. - TORONTO

Pines continue offering in large quantities, prices right.

New Potatoes, Cabbage, Beans

Cucumbers Spinach

**STRAWBERRIES**

PACKED BY  
**Franc Tracuzzi**  
MESSINA,  
ITALY

Franc Tracuzzi advises  
that he is back at  
Messina again

and **St. Nicholas** will be  
**Home Guard**

packed  
in possibly the largest and  
most up-to-date Packing  
House in Sicily.

AGENT:

**J. J. McCabe**  
TORONTO



are firm and about 25c higher. The first Canadian asparagus appeared this morning.

Beets, Canadian, old, per bag	0 45	0 50
" Florida, new, per dozen	1 00	1 20
Parasips, per bag	0 75	0 80
Potatoes, Ontario, per bag	1 10	1 10
" sweet, hamper	2 50	2 75
" Bermuda, per bushel	3 00	3 00
" per barrel	8 00	8 50
Onions, Canadian, dried, bag	1 35	1 50
" Spanish, crate	5 00	5 55
" Bermuda, per case	2 25	2 50
" Egyptian, per sack of 112 lbs	3 75	3 75
Tomatoes, Floridas	3 00	3 25
small	75	75
Carrots, per bag	0 45	0 50
" new, per bunch	1 20	1 20
Cabbage, Florida, new	2 25	2 50
Caulliflower, per case	4 00	4 00
California celery, per case	6 00	6 50
Florida celery, per half case	2 75	3 00
Turnips	0 35	0 40
Radishes, per dozen	0 40	0 45
Spinach, per bushel	2 75	2 75
Spinach, per barrel	3 00	3 00
Egg plant, per doz	1 00	1 00
Green peppers, per doz	2 50	2 50
Cucumbers, per hamper	3 00	3 00
Asparagus, per dozen	0 25	0 25
Green onions	1 20	1 20
Rhubarb	1 75	1 75
Beans, green	2 50	2 50
wax	2 50	2 50

FISH—Frozen fish are now practically off the market and fresh fish of many varieties are coming in but scarcely enough to meet the demand. "I see fresh fish are still scarce," remarked The Grocer representative on his rounds. "Well, they are, but that is not the trouble; the demand is too great and we are clean sold out," was the prompt reply.

Herring, medium, per 11, fresh caught	0 05	0 07
Whi esah fres caught	0 10	0 10
Trout	0 10	0 10
Cod, fresh caught	0 08	0 08
Halibut, fresh caught	0 10	0 10
Haddock, fresh caught	0 07	0 07
Pike	0 05	0 05
Perch	0 05	0 05
Herring, Digby, smoked, bundle 5 boxes	0 85	0 85
Shredded cod, doz	0 90	0 90
Arcadia, 24 packages 1 lb. box	3 12	3 12
" 12 packages, 2 lb. box	2 40	2 40
Acadia cod, crate	2 40	2 40
" tablets, box	1 60	1 60
Qualla	0 08	0 09

**FRENZIED RAISIN SALES.**

Are Growers Taking Proper Steps in Instituting the "Raisin Day?"

(New York Journal of Commerce.)

The frantic efforts of the Fresno, Cal., "Raisin Day" committee to move the immense stock of raisins accumulated in their hands, which the trade has been totally unable to absorb are commendable as evidence of the innate push and enterprise of California growers, as well as of their fertility, but, judged from the standpoint of the trade, there is considerable ground on which to question their wisdom and discernment. In their determination to relieve an immediate crisis, it is open to question whether they will not bring upon themselves future trouble quite as annoying.

The whole trouble in California appears to be that the available supply of raisins is entirely too great for the consumptive demand. Students of the situation attribute it largely to the fact that growers have continued increasing their acreages without much regard to developing a larger consumptive field, and the natural inequality of the law of supply and demand has come to pass. So far as the campaign of "Raisin Day" can operate to increase the knowledge of the food value of raisins, the publicity is an admirable bit of adver-

# STRAWBERRIES

Direct cars arriving from North Carolina. Will have Daily Supplies of Best Fruit.

# PINEAPPLES

Preserving time at hand. 2,000 crates Finest Fruit.

**FOR THIS WEEK:**

BANANAS, TOMATOES, ORANGES, LEMONS, CABBAGE, Etc.

## WHITE & CO., Limited

TORONTO and HAMILTON



### RESOLVED

That nothing succeeds like success Only 12 weeks in Canada, yet the Largest sales of any one brand of Lemons—Why? Because they're good. My pack is new in Canada but long established in other markets. My name is easy to remember. Order my Lemons.

### BUSTER BROWN

FOLLINA BROS. Packers, Italy.

W. B. STRINGER Can. Agent: Toronto.

# PINEAPPLES

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tising, but in its direct effects on the distributive channels the committee will do well to have a care.

The reason the packers were unable to buy the accumulated raisins from the growers was because they could not persuade the trade to take those raisins they already had on hand. The reason the trade did not want more raisins was because they were already stocked for all normal demands. In other words, everyone in the chain of distribution was "loaded" with raisins, and yet the growers had enough left over to stock them again. Manifestly the original goods could not move till the trade accumulations did. Yet, in their frantic efforts to get rid of a bad situation the growers and their allies have started most ingenious methods, commencing at the extreme opposite end of the line, even down to the slums of New York,

to load up the consumer at slaughter prices, even trying to invoke the aid of philanthropists to help them practically give away raisins to the poor.

Probably this will all help move the coast accumulations, but what of the trade already loaded to the limit and cut off from the demand which would allow them to get rid of what they have? What of the effect of such slaughter on prices? What about brokers and jobbers who have heretofore been the allies of the grower and packer, but who are now displaced in favor of a variety of "irregular" distributors, called in now for the first time? From a trade standpoint it looks as though the California growers are conjuring up several varieties of trouble in the future, even if they do dislodge the present "ice jam" in a Niagara of interrupted commercial traffic.

a slump in the U. S. market of late, however, and as a result potatoes have been coming in here freely. Several of the dealers who were seen stated that there was no dearth of supply and they offer carload lots at \$1.25 to \$1.30 per barrel. In small lots of three or four barrels the price is \$1.50 and the retail figure is about \$1.70. Since the opening of navigation on the St. John River, the steamers have been bringing down big shipments every day and the warehouses here are pretty well filled up.

**Plentiful in Peterboro.**

There has been practically no variance in the price of potatoes in this city of late, is the news from Peterboro. The grocers got in large supplies last fall and during the past two weeks or more they have been able to dispose of some of the surplus. All the leading grocers report this condition. The farmers in this district have not been able to dispose of much of their crop during the past winter. Retailers have been buying where needed from the farmers at 70c and the market price is 90c. Grocers are selling to their customers at this price.

**Scarcity at Stratford.**

Potatoes in this locality are not as plentiful as usual, states the Stratford correspondent. Numerous shippers this past month have drained the country around here, and now the grocers whose stocks are low, have to bid higher prices to keep their bins full. In conversation with one grocer, he claims that people who are now paying \$1 per bag will in a few weeks be paying from \$1.15 to \$1.25.

The Ottawa representative writes: Merchants feel that potatoes will advance to \$1.60 per bag. The farmers have none to offer for sale for many miles from Ottawa. In fact many will be buying themselves before the new ones arrive. Owing to the drought last year, quantities are required for seed by farmers whose crops were failures. Ottawa's market offers New Brunswick potatoes (white), \$1.15 per 90 lbs. on cars, and most merchants realize that it is good buying at that price. New potatoes from South Carolina are quoted at \$7.50 per barrel and are being retailed at 50c gallon.

**Old Potatoes Plentiful in Some Parts of Canada**

**Dearth of Supply Recently Noticed Due to Farmers Not Being Able to Market Them—Scarcity in British Columbia Where Prices Remain High—United States Demand Falling Off.**

The consensus of opinion expressed by correspondents of The Grocer in various parts of the Dominion in regard to the potato situation, is that there is yet a considerable quantity in Canada of last year's crop with shortages in some places. In the latter case the shortage seems to be only temporary. It is probably in the west where the greatest shortage is existing. The fact that the farmers have been busily engaged in their work on the farm has had a great deal to do with bare markets.

Our correspondent writing from Vancouver, says that native potatoes still cling to the big figures and it looks as if they will stay there until the new crop comes in. Fairly good-sized new potatoes are on the market from California, but these job at \$5 a hundred, just twice the price of the 1908 crop, so are regarded as luxuries.

The difficult potato situation, writes the Chatham correspondent, created recently by a temporary cornering of the market here, has not yet solved itself, though in gradual process of solution. Last Saturday, despite muddy roads and floods throughout the country, the public market was crowded with wagon loads of potatoes, the stories of phenomenally high prices having drawn farmers from every direction. Buyers are few, however, potatoes being practically a drug upon the market—at least, at the price of \$1 a bag, which the vendors asked. Would-be purchasers refused to pay that much, and most of the farmers declined to scale down the price. There is still a scarcity of potatoes in the city; that is, at the old prices, and grocers are inclined to wait for the price to come down. United States buyers have been active but the highest they are paying is 75c, and they do not seem in a position to pay more and make money.

There are reports of a glutted potato market at Windsor, and large quantities there await shipment for the States. Evidently, potatoes are still plentiful through the country, but farmers are looking for higher prices, while grocers expect the prices to come down. Hence, there is not much doing right at the present moment.

**Stocks Still Large.**

Despite reports to the contrary, says our St. John, N.B., representative, there are plenty of potatoes in New Brunswick and there is every indication that there will be ample quantities for local needs and a large quantity available for shipment elsewhere. Shipments to the United States have been very large during the past few months. During the month of March 106,128 bushels passed through the customs at Bangor (Me.), while for April the receipts were 96,116 bushels. As the duty amounts to 25c a bushel this trade totals to quite a figure for tariff alone. There has been

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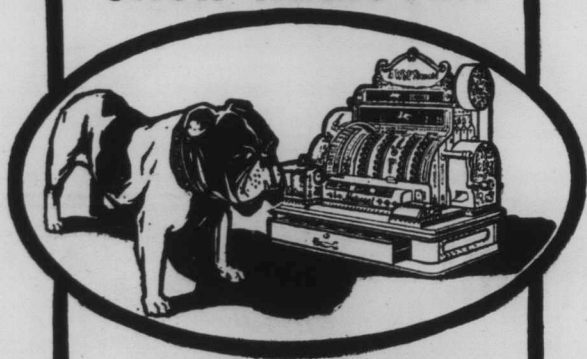
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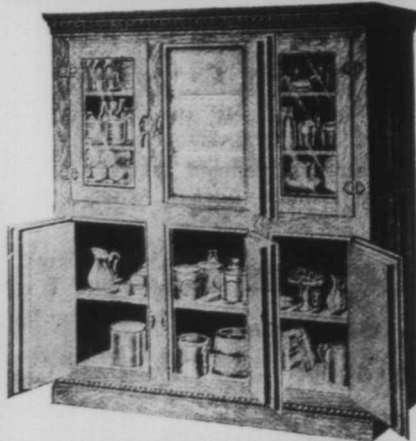
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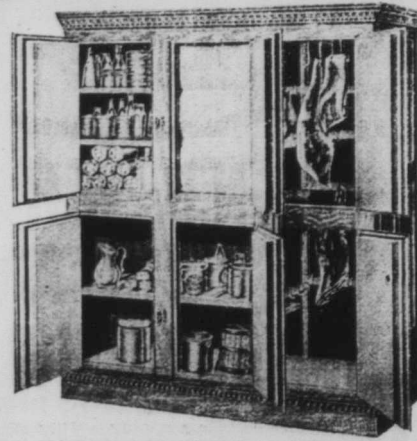
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701	800	28	
801	900	31	
901	1000	34	
1001	1100	37	
1101	1200	40	
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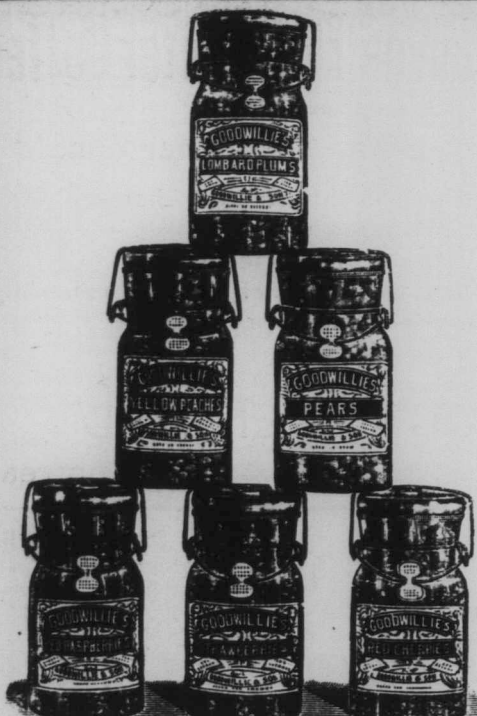
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"Sheriff's" (all flavors), per doz. 0  
Discounts on application.

Lard.

M. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tie case..... \$0 10  
4-lb. boxes..... 0 1  
Tubs, 50 lbs. 0 10  
20-lb. Pails, 2 20  
20-lb. tins..... 2 10  
Cases 3-lb. 0 11  
" 5-lb. 0 11  
" 10-lb. 0 10

F.O.B. Montreal.



**Liquors**  
NATIONAL LIQUORS CO.

5-lb. boxes, wood or paper..... per lb. 30 4  
Fancy boxes (20 or 50 sticks)..... per box 1 25  
" Ringed " 5-lb. boxes..... per lb. 0 40  
" Acme " pellets, 5-lb. cans..... per can 2 00  
" " (fancy boxes 50) per box 1 50  
Tar Licorice and Tolu wafers, 5-lb. cans..... 2 00  
Licorice lozenges, 5-lb. glass jars..... 1 75  
" " 20 5-lb. cans..... 1 50  
" P-tty " Licorice 20 sticks..... 1 65  
" " 100 sticks..... 0 75  
Dmg. jar : cent sticks, 100 lb. W.S. ....

**Lye (Concentrated)**

GILLET'S PERFUMED. Per case

1 case of 4 dozen..... 6 00  
2 cases of 4 dozen..... 7 50  
5 cases of more..... 1 00

**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



ST. CHARLES CONDENSING CO.

PRICES:  
St. Charles Cream-family size, per case \$4.70  
Ditto, hotel, 4.90  
Silver Cow Milk 5.00  
Purity Milk..... 4.70  
Good Luck..... 4.00

**Mustard**

COLMAN'S OR KEEN'S  
D.S.F., 4-lb. tins..... per doz. \$ 1 40  
" 1-lb. tins..... " 2 50  
Durham 4-lb. jar..... per jar 0 75  
" 1-lb. jar..... " 0 25  
F.D. 4-lb. tins..... per doz. 0 85  
" 1-lb. tins..... " 1 45

**Olive Oil**

LAFORTE, MARTIN & CO., LTD.  
Minerva Brand—  
Minerva, qts. 12's..... \$3.75  
" pts. 24's..... 6 50  
" 4-pts. 24's..... 4 25

**Sauces**

PATERSON'S WORCESTER SAUCE  
Agents, Rose & Laflamme, Montreal and Toronto  
4-pint bottles, 3 & 6 doz., per doz..... 0 90  
pint 3 doz..... 1 75

THOMAS J. LIPTON  
Prices on application

**Soda**

COW BRAND



Case of 1-lb. containing 60 packages, per box, \$3.00  
Case of 4-lb. containing 150 pkgs. per box, \$3.00  
Case of 1-lb. and 4-lb. containing 30 1-lb. and 60 4-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..... \$ 3 75  
No. 2, " 150 4-lb. " " " 2 75  
No. 3, " 30 1-lb. " " " 1 75  
No. 4, " 60 4-lb. " " " 1 75  
No. 5 Magic soda—cases 100—10-oz. pkg 1 case..... 2 75  
5 cases..... 2 75



THOMAS J. LIPTON

Prices on application

SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per box..... \$0 85  
Parrot Food, 1 lb. pkts., 1 doz cartons 1 15  
Parrot Food, 2-lb. pkts 0 35  
Bird Cage Sand, about 14-lb. bags, 4 gross cases..... 0 20  
Bird Cage Grit, about 14-lb. bags, 4 gross cases..... 0 30

**Mince Meat**

Wether's condensed, per gross 200.. \$12 00  
purchase of 5 doz. net..... 3 00



Sell Seeds That Feed—  
**SPRATT'S**  
MIXED  
**BIRD SEEDS**

SPRATT'S PATENT, Ltd., LONDON, ENG.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them. Packed in boxes containing 3 dozen 1-lb. packets.

MONTREAL—13 St. Therese St., St. Gabriel's.



Trade Mark Reg.

**The Fruit Jar**  
That Pleases  
Your  
Customers

You and your customers well know the drawbacks and disagreeable features of a screw top jar. Then buy

**THE SCHRAM**  
**AUTOMATIC FRUIT JAR**

Just two pieces—the jar and the cap. No rubber bands—no leakage—clear white glass jar with wide mouth.

Clever Advertising Plans Sent Free to Dealers. Write to-day.

**THE SCHRAM AUTOMATIC SEALER CO., OF CANADA**  
Limited

WATERLOO, CAN.

1565



Trade Mark Reg.

**A SLIGHT**  
**DIFFERENCE**

IN PRICE ON A CHEAP ARTICLE LIKE

**Sal Soda**

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

**BRUNNER, MOND & CO.'S**

**ENGLISH SAL SODA**

is the **PUREST**, contains **LEAST MOISTURE** and therefore **GOES FURTHEST** of any Washing Soda sold.

**WINN & HOLLAND, LIMITED**

SOLE AGENTS

MONTREAL

**FREQUENCY OF SAILINGS**

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HALIFAX

**Oakey's** The original and only Genuine Preparation for Cleaning Cutlery, ed. and Is. Oanistom  
**'WELLINGTON'**  
**KNIFE POLISH**

**JOHN Oakey & Sons, Limited**  
Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

**Wellington Mills, London, England**

Agent:

**JOHN FORMAN, - 644 Craig Street**  
MONTREAL.

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—Manufacturers, Importers and others  
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LIMITED

**MONTREAL**

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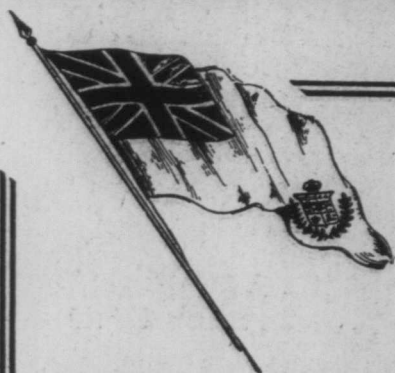
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- Canned Peas
- Prunes, different sizes
- Manila Paper
- Cigars
- Singapore Pineapple, in tins

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